EXPANSION FOR A&M PUB WING

LOS ANGELES - A&M is expanding its six-month-old Allocution Print Music Office into a full-line operation that will cover the entire market of catalog collections, instrumental arrangements and instruction methods, says veteran music executive Joel Carlson, newly named to head the print arm.

"During its first six months, under Edith Michael, who will continue to be based in New York, Allocution print music office issued 15 personality folio books, 15 sheet music titles and established a tasteful, effective image in the market," says Carlson. "A&M Record, Inc. (Continued on page 10)

RUSSIAN PIANIST STAGES OPENING U.S. MASTERS

NEW YORK - The familiar rambles that preface an explosion of musical excitement, bringing new crowds into record stores and to concert halls, is once again shaking up the classical community.

And it's no wonder that again the focus of interest is a Russian artist, following a well-traveled trail blazed in the past by such artists as Oistrakh, Richter and Gilels.

Until a couple of weeks ago pianist Lazar Berman had never been (Continued on page 17)

STUDY DOMINICAN REPUBLIC

LATIN LABELS EYE PIRATES

BY RUDY GARCIA

NEW YORK - Several Latin record companies here are meeting to prepare a petition to the U.S. State Dept. for help in getting the president of the Dominican Republic, Joaquin Lopez Batlle, to crack down on uncontrolled duplication and export sale of copyrighted recorded product.

The pirated 8-track tapes are appearing with greater frequency in Puerto Rico and the Northeastern U.S., two major markets for Latin recorded product.

"It's bad enough that we can hardly sell any of our product in the Dominican Republic, despite the large amount of music activity there, because of the pirates. Now they're even taking away some of our other markets," one record executive complained.

Eight-track sales represent almost 20% of the market of recorded Latin product here and the growth of the pirate operations has been severely hurting manufacturers and distributors alike.

Raul Marrero, a Puerto Rican pop singer who has a major hit here and in Puerto Rico, explains his predicament concerning piracy to his producer, Joe Caim, of Mercury Rec.

Sansu Enters AM Stereo Race

BY STEPHEN TRAUMAN

NEW YORK - Sansu Electronic has launched the third entry in the AM stereo sweepstakes, and will submit its proposed system along with those of RCA and Communication Associates (Kahn) at the first formal meeting of the EIA National AM Stereo Radio Committee (NAMSRC), Feb. 3 in Washington.

This revived interest in AM stereo, first proposed-and turned down by the FCC-more than 15 years ago by (Continued on page 42)

STORES REAP ACCESSORY $$

BY JOHN SIPPEL

LOS ANGELES - Chain (more than one store) and independent (one store only) retail record tape and music accessory sales sources.

In a survey sent to a universe of 200 inde dealers, 17 of 20 respondents or 85% handle some or all forms of accessories, while 18 responding chain stores reported handling some or all forms of accessories, customers responding reported a total of 214 stores or an average of 13.4 stores per chain.

The average indie retailer had 11.2% of his total dollar inventory invested in accessories, while the chain averaged out 12.8% in accessories. Reporting single store operators (Continued on page 41)

DYLAN & FRIENDS IN BENEFIT

BY NAT FREEDLAND

LOS ANGELES - A remarkable all-star benefit show with Bob Dylan and the Rolling Thunder Revue, Stevie Wonder, Isaac Hayes, Sean Phillips and rumored galaxy of other possible headliners including Ringo Starr, Neil Young, Muhammad Ali, Carly Simon, James Taylor and Redd Foxx, pops up Sunday (Continued on page 66)

BTO "Head On"

Bachman-Turner Overdrive sign and play their head on their new album, "Head On."

Mercury MGM 1-1067
Musicalaffair MGM 1-1067
Quad 8 M8G 1-1067

10CC "How Dare You"

England's 10CC offer America a bold new album, How Dare You." It's one dare everyone's sure to take.

Mercury MGM 1-1067
Musicalaffair MGM 1-1067

WASHINGTON -- Copyright revi-
sion action in both Senate and House 
was expected to go to a House vote in 
February. The Senate will prob-
ably not vote on the McClellan revi-
sion bill S.22 until after the Lincoln's 
birthday recess so sacred to GOP 
speak-making.

On the House side, Rep. Robert W. 
Kastenmeier's subcommittee on 
Courts, Civil Liberties and the Ad-
ministration of Justice hopes to get 
in to markup sessions on dou-
ble revision bill H.R. 2223, early in the 
month. Senator McClellan, chair-
man of the Copyright subcom-
mittee, tried for earlier action on 
S.22, but Senate leadership is 
dubious about chamber for a vote on 
copyright legislation before the 
Lincoln's birthday recess. Subcom-
mittee sources said the senator will 
probably continue to press for a vote early in the session to 
avoid any delay in House action.

BY MILDRED HALL

Copyright Revision Action Due In February

WASHINGTON -- Consumer 
electronic products to recover 
from the 1974-75 slump, and make a 
10 to 12% rebound in 1976, with 
shipments reaching a value of $4.3 
billion.

By 1985, if Americans continue to 
spend currently, the trend will con-
continue on these items, the figure 
would reach 8.7%.

Future growth in consumer elec-
trons will depend more on product 
innovation, a break through in mar-
tech and economy, Commerce 
believes. " Videodisks and tape 
systems, products that have not 
currently exist could be an important 
factor in further growth of this 
industry according to the Sci-
tific and Electronics division.

In both videodisk and tape sys-
tems, "product standardization and 
a software capability will be essen-
tial to any large scale market devel-
oping system," according to the Sci-
ence and Electronics division.

The division also finds that "new 
(Continued on page 41)

COL ALBUMS

HOG CHART

NEW YORK--Chronicles are pouring through the record books to 
see if Columbia's capture of posi-
tions 1, 2, and 3 on this week's Top 
LPs & Tape chart represents an 
futility, but a "hot" label.

Holding down the spots are al-
bums by Earth, Wind & Fire, Paul 
Simon, Bob Dylan and Paul Simon.

BY RUDY GARCIA

Newark--The trial of Bruns-
wick's Hurley, contested 
charge no search warrant was used.

By HENRY KAHN

NEW YORK.--A record attend-
ance of 150, including distributors, 
district managers, promotion 
men, field personnel and executives 
from the home office is expected at 
The London Records three-day sales 
conference beginning Sunday at 
The Warwick Hotel here.

The label's entry into tape distri-
bution is the first on record of a 
world tour as well as for sepa-
rate registration selected in the 
work, which is expected to get 
underway the last week by the U.S. 
Court of Appeals.

In its decision involving a contro-
versial case, the three-man appeals 
panel of "Jesus Christ Superstar" and 
"Tommy," the three-man court also 
tempted to clarify the intent of 
peremptory provisions of the 
Copyright Act.

They were characterized as "un-
readable" in the opinion, and their 
counsel's inconsistencies for blame 
the lower federal court.

Performances were sponsored by 
agreement to clear the supply 
(Continued on page 65)

BY ELIOT TIEGEL

NEW YORK -- Under-the-
counter bootleg tapes of disco-fla-
avored singles which have been cir-
culating in the New York area for the 
past six months was one of the topics 
controversy to court.

Performances were sponsored by 
(Continued on page 65)

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(Continued on page 65)
ALBUM SERIES REVIEW

LOS ANGELES—A fine grouping of groundbreaking jazz and a touch of the blues highlights the latest 10-package set of the "Blue Note Re-Issue Series."

The current release, with each double LP priced at $7.98, offers on some of the most influential jazz artists of the '50s and early '60s.

Several previously unreleased compilations are featured, and even most of the material issued before has been unavailable for at least a few years.

Chick Corea’s "Circulating In" center on thejc artist at work with the likes of Anthony Braxton, Miroslav Vitous, Dave Holland, and Barry Alcindor. Cut in the early part of 1970, the set provides some of the most innovative jazz of that period.

Sonny Rollins’ "More From The Vanguard" explores more unreleased tapes, this time covering the premier tenor saxophonist at New York’s Village Vanguard some 18 years ago. The mix of pop and jazz standards also showcases the talents of Donald Byrd, Art Blakey, Wayne Petere, LaRoca and Elvin Jones.

Herbie Nichols has been called one of the few true jazz pianists by many critics, and his "Third World" offers a glimpse of the pianist’s talents with players such as Roach and a number of others.

Fats Navarro’s "Prime Source" gives the listener the bop genius at work with the likes of Sonny Rollins and Milt Jackson in a showing of all of the trumpeter’s Blue Note work, while with "Paul Horn In India" we get the listener the bop genius at work with the likes of Paul Horn.

The first disk centers on the three named in the title and the second includes musicians like Horace Silver and Art Blakey. Both sets were recorded in 1960 and 1963, respectively, and are the superbly informative liner notes on each set. Writers include Gunilla Malmqvist, Frank Tirpak, and "Boogie to Blues" as Shemer puts it.

PHOTO RATING: HIGH

PLAN MONEY-RAISING CONCERT

Troubled Nashville Club Eyes Potential Investors

By GERRY WOOD

NASHVILLE—With a March 1 deadline for filing a plan for reorganization, owners of the financially troubled Exit/In are concentrating their efforts in negotiating with potential investors and planning a star-packed concert at Municipal Auditorium.

Guitarist Clifton Chenier, who played in debts against $457,000, the club petitioned bankruptcy court for permission to reorganize under Chapter 11. Opening in 1970, the Exit/In expanded in 1972, and has enjoyed many successful weekends for crowds of a wide variety of acts from Jerry Jeff Walker to Johnny Rivers.

While discussions continue with some potential investors, plans continue for the auditorium concert that could help straighten out the expense situation.

"The court requires that we come up with a plan to take care of past debts," comments Elizabeth Thiel, president of the Exit/In. "We hope that this will clear the slate and make the Exit/In a more inviting prospect for investors."

Exit/In opened December 1974 to the present, the club has been running on an overall profitable basis, according to Thiel. The financial problems stem from the early years of operation.

By STEPHEN TRAIDMAN

NEW YORK—In the past 15 months the Capital Centre at Landover, Md., has sold videotapes of concerts beamed on its Telcotron system to more than 40 pop/rock groups for nonexclusive rights at prices ranging from $750 to $5,000.

Now the arena management and Sheldon Shemlin, in charge of the 11-person Telecron crew, is investigating the potential of such software for the developing large-screen projection in the recent Billboard Disco Forum by such firms as Disco Vision, Video-Disc and Projectionvision, among others.

Among the 40-plus groups (from boogie to blues) as Shemlin puts it buying the tape have been the Rolling Stones, Chicago, the Beach Boys, Loggins & Messina, K.C. & the Sun.

(Continued on page 41)
In 1974, an unknown young artist with the striking name of Phoebe Snow released her first album. The people who review new records invented new superlatives for her. The people who broadcast new records elbowed out airtime for it. The people who buy new records took it home in droves. "Poetry Man," the single, went gold. The album went gold. The reasons for such unprecedented acclaim: her voice—as unexpectedly unique as her name; lyrics that were strong and direct. The totality was a genuinely new sound—startling, different and absolutely irresistible.

In 1976, Phoebe Snow releases her second album. It's called "Second Childhood." A talent full-grown, on Columbia Records and Tapes.
The American Revolution Bicentennial Commission has approved a $750,000 project aimed at turning the 1976 national seminar titled “A History of the United States” into a series of audio cassettes, books, traveling exhibits, and a national conference. The seminar, co-sponsored by the American Historical Association, the National Geographic Society, and the American Revolution Bicentennial Commission, was held in December at Boston University and was attended by some 500 historians. The set received official endorsement from Dr. Henry Steele Commager, professor at Amherst College, who is the dean of American historians, as the leading authority on the American Revolution. Dr. Commager, who served as the director of the Bicentennial Commission’s Historical Advisory Panel, said the project, under the direction of Jonathan Donald Productions Inc., is one of the results of the seminar. The set, which is called “Bicentennial Disk Set,” is to be sold at record stores and also will be available in schools and libraries.

VOICES AND MUSIC COMBINED

Holiday Innns Founder Sponsors 12-Vol. Bicentennial Disk Set

BY ELTON WHISENHUT

MEMENTUS—A 12-volume record set titled “A History of the United States” in honor of the bicentennial has been made available this week by Kemmons Wilson, founder and chairman of the board of Holiday Innns, Inc., chief sponsor of the project.

Wilson introduced the set at his home before a gathering of governo-

ners, business leaders and government officials from the states of Ten-

nessee, Arkansas and Mississippi.

The albums, which will be distributed to 200-year-old cities of the

nation and feature well-known artists, singers and former presidents, have been recognized by the American Revolution Bicentennial Commission and will be available for purchase to schools and libraries.

The albums were produced by Jerry and Dona Chasan, president and

director of Jerry L. Williams, Ltd., with the personal help of Wilson.

In the months to come, three albums of the project have been released: on the albums: Freddie March, Duke Ellington, Ethel Mer-

man and Channing, Al Jolson, Bing Crosby, Martin大庆, Blood & Tears and the Byrds.

The American Revolution Bicentennial Commission announced last year that it would sponsor the album as a set official Bicentennial project.

Casino Edges Into Memphis

MEMENTUS—Casino, with production facilities in Las Vegas, Houston and Pittsburgh, expanded its operations to Memphis and signs singer Jimmy Dean as one of its artists.

Carl Friend, Casino founder and president, is also producing the soundtrack for the television movie “The Rocky Marciano Story,” starring Carl Friend, Casino founder and president, points out.

Two of the major problems with a single of this nature is that you

ordinarily have to have different master-

ings, different 45's, shorter versions of a disco single, usually with a vocal version on one side and an instrumental version on

the other, but a single with a longer

version of the same tune,” Rodden

ask.

20th Century Records has faith in

the disco movement for breaking

record promotion has

its power for exposing new product.”

The job of record promotion has

in food, will go patriotic for its disco, restaurants in the center city zone.

Two of the best known ethic-styled
eateries turn the disco will operate Tuesday

a.m., with a $3 to $4 charge at the

door.

One side features “Street Talk” for
disco and is 9-22 minutes long. The

other side also has two different versions of the same tune—

one that is 8-06 minutes for progres-

sive FM stations and another ver-

sion that is 4:22 minutes for Top 40 formats that prefer shorter cuts. The

three-sided single is being shipped en masse to pop music stations, r&b stations, FM progressive stations, and radio stations.

“Many companies have turned out singles with a vocal version on one side and an instrumental version on the other, but a single with a longer version of the same tune,” Rodden

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United Artists Records proudly announces "David Courtney's First Day." A solo musical triumph from the man behind the music of Leo Sayer and Roger Daltrey. "David Courtney's First Day." UA LA 553-G

Including: Life Is So They Say Silverbird/Don't Let The Photos Fool You Everybody Needs A Little Loving

Produced by David Courtney and Andrew Powell for David Courtney Productions. Exclusively on United Artists Records and Tapes.
NEW YORK—RCA Records reported sales in 1975 were its best in its 74-year history. Statement made by Ken Glancy, label president, reflects the division's turnaround which began in 1974. Significance of Glancy's statement, although he did not spin off any specific dollar amounts, is that this is the first time that the record division has made its own financial report.

RCA Corp. simultaneously reported earnings in the fourth quarter of 1975 rose 101% above a year ago, the highest quarter achieved in 1 1/2 years. Again no specific figures were released for the record division.

Unaudited corporate net income for the year 1975 hit $110 million, 3% below the $113 million achieved in 1974. Sales for 1975 totaled $480 billion as compared with $463 billion in 1974.

Artistically, the record division was paced by John Denver, with three LPs and three singles certified gold by the RIAA. Other pace-setting gold status artists included Jef-

Faron Young, the Main Ingredient, Faith, Hope & Charity; Roger Whittaker, the Kinks, Tomita, Cleo Laine, Jack Jones, Perry Como and Henry Man- cinei, according to Glancy.

Two new artists broke through with gold records: Morris Albert and Silver Convention. Other new acts contributing to the record sales year include: Daryl Hall and John Oates, Lewis Simon, David Cassidy, Leslie West, the Noel Redding Band, Cygier & Ford, Juice Newton, and Silver Spur, Dottie, Michael Bolton, Elliot Murphy, Russell Morris, the Deadly Nightshade, and Lennie Lissin Smith and Aztec Two-Step.

In the country field, RCA scored with product from Waylon Jen-

Additional sales were achieved from LPs by Lou Reed, Pure Prairie

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"A soundtrack album for judgement day..."
"One of the most powerful pieces of music ever committed to vinyl."

CHRIS SQUIRE
Fish Out Of Water

Chris Squire "Fish Out of Water"
On Atlantic Records and Tapes

© 1976 Atlantic Recording Corp. A Warner Communications Company
Produced by Chris Squire.
ACCOUNTING PRACTICES DEFENDED

BY JOHN SIPPEL

LOS ANGELES—Ed C. Khoury steadfastly affirmed his accounting practices as sound when he was Capitol Records’ controller from July 1969 to June 1971. In addition, as his testimony in Federal District Court here at the class action suit brought by Rocco Catena, he denied various charges made by plaintiff’s witnesses earlier (Billboard, Nov. 1, 15 and 29 and Dec. 6, 1975).

The depletion of the returns referred to $28,000 by June 30, 1970, was a “mistake” which he discovered in October of that year. Mike Newman told him, at that time that the co-op ad liability account had a negative $900,000 balance. He got a $300,000 emergency reserve set up immediately and sales was told to cut its future co-op budget by $50,000 to provide needed funds for the deficiency. Khoury did not recollect that Don Prado had ever told him of an $800,000 ad commitment outstanding the prior June, as Prado had testified.

Khoury underwent the lengthiest examination yet during the trial. He had been pointed out as the catalyst accountant/person who allegedly blue-printed raids on various Capitol reserves to infringe sagging cash position for fiscal 1969. Catena is using on behalf of Capitol stockholders, charging reports to the SEC were inflated to deceive investors during the class period.

Khoury maintained Capitol had its own year-end reserve in fiscal 1970 to safeguard against seasonal high returns. Evidence presented to Judge William P. Gray showed $2.2 million was taken from the returns reserve Dec. 1969 to May 25 to $2.5 million in June 1970. A corporate report then stated: “Net sales for the month of June were $10,918,000 which topped budget by $2,511,000 due to the reversal of the provision for future returns for the month of June.” Khoury denied Capitol didn’t set up a year-end reserve at that time because the label was waiting for a large profit from the sale of its large block of Pickwick International stock, at which time the reserve would be established.

Khoury defended the over-$1 million loan program to Invictus Records, explaining the normal industry risk factor involved in production deals, as did Robert B. Jackson (Billboard, Jan. 13). Jackson was controller prior to Khoury and acted as liaison with the Detroit producing firm. Khoury said the decision regarding Invictus’ future was a business and not a financial one, responsible for which rested with Stan Chaum and LaVong.

Khoury and acted as liaison with the Detroit producing firm. Khoury said the decision regarding Invictus’ future was a business and not a financial one, responsible for which rested with Stan Chaum and LaVong.

THE MEASUREMENT OF MELODY

$10 (U.S. or CO.)

THE MELODIC EQUATION!

Here is the handbook for songwriters, fully illustrating the melodic formula in these songs and more: SWANEE RIVER, OLD BLACK JOE, SOME FOLKS, BEAUTIFUL DREAMER, LA PALOMA, SILENT NIGHT, YELLOW ROSE OF TEXAS, DARK EYES, JUANITA, YANKEE DOODLE, LOCH LOMOND, THE QUILTING PARTY, and many other famous tunes.

Included are the engineering quirks and math totals of FLOW GENTLY SWEET AFTON, MY BONNIE LIES OVER THE OCEAN, THE SPANISH CAVALIER, DRINK TO ME ONLY WITH THINE EYES, THE CAMP TOWN RACES, etc., and the same for a dozen contemporary songs including BORN FREE, THEME FROM THE MONKEYS, YESTERDAY and LILLI MARLENE.

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Enclosed is $10 for a copy of THE MEASUREMENT OF MELODY. There is an unconditional 30-day money back guarantee. (Sorry, no C.O.D.’s)

IN ANSWER

To many requests for our catalog and our terms of sale, basically we stock the current Top 200 Chart LP’s at all times!

$2.99

We sell for $3.39 any $6.98 LP . . . no catalogs . . . any question about terms, please feel free to call us collect (U.S.A. only).

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WARNER BROS. RECORDS

HOORAY for the red, white and blue. And platinum.

The R.I.A.A. tells us that more than 1,000,000 people thought enough of History: America's Greatest Hits to buy a copy.

Warner Bros. couldn't agree more.

After all, an album that includes "Horse With No Name," "Sandman," "Ventura Highway," "Daisy Jane," "Woman Tonight," "I Need You," "Lonely People," "Sister Golden Hair" and "Tin Man" is not an easy thing to pass up.

For once, Warners has locked up its self-deprecating ad writers.

There's nothing cute about success.

To Dewey, Dan and Gerry...to producer George Martin...to managers John Hartmann and Harlan Goodman...a long, loud Burbank cheer.

From Mo and Co.

History: America's Greatest Hits is headed for its second million on Warner Bros... where this kind of thing happens fairly often.
Zalkind's Music Courses Catching On In The East

NEW YORK—The void in the general public's knowledge of the music industry is gradually being filled through the educational efforts of Ron Zalkind, and a series of business of music courses he's developing throughout the country.

Less than two years back, he developed the groundwork for survival courses in the music business, and through his continued efforts and student demand, the course has become reality on several college campuses.

The original course, which is still in existence, was started at the New School for Social Research here and has already survived four semesters of student participation. Although Zalkind is himself just past the college student age, he has a strong musical background that he brings into his course.

"I got into the idea for the course after studying at Juillard and working as a professional musician," he says. "Although I received a good textbook education, they never stressed the fine points of the music business which any person, musician or otherwise, needs to survive." Although he hopes to pursue his course.

(Continued on page 36)

Hearn To Boss Sparrow Label

LOS ANGELES—Billy Ray Hearn, recently with Myrrh Records, is the choice of CHC Corp. to work as vice president of newly formed Sparrow Records, Inc.

CHC is a diversified publishing concern based in Towson, Md. Hearn will be responsible for developing new talent, producing and promoting religious albums for Sparrow, says Seth H. Baker, CHC president.

First Sparrow package is pegged for late spring. All forms of contemporary religious music will be offered by the label, Baker declares.

GROUP ASKS FOR $1 MIL

LOS ANGELES—Blue Denim Productions here and a group they minor, Messiah, want $1 million punitive damages plus a reckoning of general damages in Superior Court here. Defendants named are 20th Century Records, 20th Century-Fox Inc., Russ Regan and Bob Crewe.

Action alleges that the plaintiffs lost vital hit artist recognition when Messiah recorded "Hollywood Hot" and plaintiffs induced Messiah that the disco single be released under the artist name Eleventh Hour. Pleading claims that defendants fraudulently induced the group to work a tv promo gig as the Eleventh Hour by getting them drunk. Group now gets $3 per day, while they could get $2,500 daily, it's claimed, if linked to the single, which peaked mid-chart during an eight-week stay on the Soul Singles chart.

Dempster Elected Foundation Head

LOS ANGELES—Robert Dempster, formerly with MCA and Capitol Records, is the new president of the Freedom Documents Foundation here.

It's a non-profit, non-political organization dedicated to acquainting Americans with treasured historical documents upon which the nation was founded 200 years ago.

New Label Ties To British Decca For Distribution

LOS ANGELES—Artists Of America Records and Decca Records, England, have entered into a licensing agreement.

Decca England will control Artists Of America product on a worldwide basis except for Australia, New Zealand and the Philippines. Product will be issued on a split label agreement featuring the Decca and Artists Of America logos.

Arrangements are currently being worked out with Decca for coordinated release of Artists Of America masters on a day to date basis in key international markets.

Negotiations were carried out by Sir Edward Lewis and W.W. Townsend of Decca and Bobby Weiss of the One World Of Music agency, global representative of Artists Of America.

Harley Hatcher is president of the label, and Gordon "Bud" Fraser is label manager. Mike Curb acts as producer as well as being a shareholder, and Hatcher is also a producer.

First overseas product will be issued later this month or in early February.
Garcia.
"Reflections"

A unique work by the virtuoso of the rock guitar,
"Reflections" features Jerry Garcia with The Grateful Dead
and Jerry Garcia with other greats, like
Ron Tutt, Larry Knechtel, John Kahn and Nicky Hopkins.
Great Garcia. Greater than ever.
Radio Formula Turns To Youth

By MARY FISHER

Radio Formula, the popular Mexican radio network, has recently made a significant change by targeting a younger audience. The network, which has traditionally been known for its music and entertainment programming, has now shifted its focus to include more programming aimed at a younger demographic.

One of the key initiatives is the launch of a new radio show called "Dr. Demento," hosted by the iconic DJ who is responsible for bringing the novelty music genre to mainstream radio. "Dr. Demento" is a two-hour show that features a mix of classic and current novelty music, providing a unique listening experience for the network's younger listeners.

In addition to "Dr. Demento," Radio Formula has also introduced "The Mad Doctor Show," a program that features a variety of music genres and interacts with the audience through social media. This interactive approach has been well-received by the network's younger listeners, who appreciate the engaging and modern feel of the programming.

The network's decision to target a younger audience is part of a broader strategy to stay competitive in a rapidly evolving radio landscape. As more listeners turn to digital platforms for their music, Radio Formula recognizes the importance of maintaining a strong presence in the traditional broadcast sector.

"We're not trying to change the world, but we are trying to connect with our listeners and provide them with the music and entertainment they enjoy," says Sanchez Campusano, the head of operations at Radio Formula. "By focusing on a younger audience, we hope to stay relevant and continue to grow our listenership."
Warner Bros. Records presents a special sales impact program on eight fast-selling Best-Of albums:

- **Gordon Lightfoot**
  **Gord's Gold**
  Includes the Hits: Sundown, Carefree Highway, Baby Boy People, If You Could Read My Mind
  Reprise 2RS 2237

- **The Allman Brothers Band**
  **The Road Goes On Forever: A Collection of Their Greatest Recordings**
  Includes: Ramblin' Man, Jessica, Whipping Post, Midnight Rider
  Capricorn 2CP 0164

- **Seals & Crofts**
  **Greatest Hits**
  Includes: Summer Breeze, Diamond Girl, Hummingbird, I'll Play for You
  Warner Bros. BS 2886

- **M.U. – The Best of Jethro Tull**
  **MU-The Best of Jethro Tull**
  Includes: Aqualung, Living in the Past, Locomotive Breath, Bungle in the Jungle
  Chrysalis CHR 1078

- **History**
  **America’s Greatest Hits**
  Includes: Tin Man, A Horse With No Name, Ventura Highway, Sister Golden Hair
  Warner Bros. BS 2894

- **History – America’s Greatest Hits**
  Includes: Summertime, Diamond Girl, Day on a Chain, Locomotive Breath
  Warner Bros. BS 2894

- **Good Vibrations**
  **Best of The Beach Boys**
  Includes: Sloop John B, Wouldn't It Be Nice, Sail On Sailor
  Brother/Reprise MS 2223

- **Alice Cooper's Greatest Hits**
  Includes: School's Out, Elektric, No More Mr. Nice Guy, I'm Eighteen, Billion Dollar Babies
  Warner Bros. W 2803

- **Jimi Hendrix Smash Hits**
  Includes: Purple Haze, Voodoo Child, Locomotive Breath, Bungle in the Jungle
  Reprise MS 2025

Ask your WEA distributor for details about discounts, extensive advertising funds and extended dating.
By CLAUDE HALL

LOS ANGELES—Dave Dalzell, who does the 3:30-6:30 p.m. show on KRBC in Abilene, Tex., has been promoted to operations manager from program director. Erik Fletcher, the 8:00 personality, has been named assistant program director and assistant operations manager. . . . Big rioting at WAFB, Spanish language station in Miami; word is out that the station will format salsa music.

MEMO TO: Eddie Kalicka

Dear Eddie,

Much love, joy happiness in your new venture.

You are missed.

Frank Adair
Sam Beasley
Joe Billello
Morry Bloomberg
Janet Blinke
Jack Boyle
Gerald Bowie
Ron Bollon
J.B. Brenner
Hollywood Breeze
Bob Brady
Dave Bupp
Dave Carrico
Cellar Door Concerts
Jim Collins
Gail Davis
Danny Davis
Ed Dejoy
Joe Delmedico
Jim Elliott
Alan Exner
Geoff Edwards

EDITOR'S NOTE: This is the third and concluding installment of an in-depth interview with Ron Jacobs, former program director of radio stations KGJ-FM-AM in San Diego and KHJ and KRLD in Los Angeles. The interview was conducted by Claude Hall, radio-television editor, Billboard.

ANOTHER RON JACOBS VISION

A National Rock Network Seen

By CLAUDE HALL

LOS ANGELES—In the past several months, the heavy concentration of rock has been at the forefront of attention in the news. Motown has the most diversification going in a bar and inventing Top 40. We have the free-form jazz format in New York. WINS was the first I ever heard about.

1: Do you realize that the most consistent format is consistently on the air. . . . except for perhaps "The Grand Ole Opry," and that's a show, not a format, is in Los Angeles. KCBS. I can remember when I first came to Los Angeles . . . to listen to KFWB. There was KCBS playing jazz. All of the time I was at KHJ, KCBS was playing jazz. Here we are rock to a better balance with MOR sound," he qualified. "We don't know how well it will work, but at least we're going in that direction."

There have been and will be many other changes with the chain, according to the young executive. In the short time since he has taken over the reins, Radio Formula has posted three times as many sales over the reins, Radio Formula has posted three times as many sales with a full staff of some 16 solicitors following the new guidelines.

"We're nearing the initial stage of consolidating where we have to, and we won't let down in our activity until we're really on the move of making almost all people in Mexico aware of what we have to offer." Sanchez Campusano concludes in his first assessment of what the quality of radio should be for his country.

نعينات توجيهية: إدي كاليكرا

عزيزي إدي،

محبة كبيرة، سعادة في نديضك في نديضك.

هذا الوقت من الهواة.

فرانك أدير
سام بيسرلي
โจ بيليلو
موري بلمور
جانيت بلينك
جاك بول
جريال بوي
رون بولتون
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بو بيكنز
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سول شاك
بوب و روبن ستول
مارغريت توماس
فانر ثوماس
كريس توبية
With all the word-of-mouth 10cc's new album, "How Dare You," is receiving, it's sure to go a long distance.
why isn't there a country music network ... why isn't there an MOR network? We've done a lot of rapping back and forth about it—Tom Rounds of Watermark. Bill Watson who's now with KMPG in Los Angeles. Jim Markham and Mark Markham is now general manager of a radio station in San Bernardino, Calif. KBC. We're all your engineers back in the old days when we came up with an incredible theoretical concept for a rock network. I simply asked myself: Why was NBC network television running Elvis Presley movies while NBC radio, at that time, had yet to play even one Presley record? And this was 1964.

If anyone wants to get into an intelligent, well-thought-out approach to a rock network, that would get me back from Maui in five hours and 19 minutes ... because, from a creative standpoint, that is the one thing that hasn't been done. And it could be terrific. In my fantasy, there is this idea of instead of sitting outdoors in a football stadium in a truck like the directors of TV broadcasts, selecting from a grid of cameras, wouldn't it be great for a program director and producer of radio to be able to sit in a studio and see the image, personalizing or reporting in a story to hold up one second because some other professional is talking on the line from San Francisco and Grace slick had just done some wonderful far-out thing? And information about music and talent would be stacking up on various inputs and the program director and producer would select the very best things happening at that particular second.

What a wonderful idea. And it's fantastically more possible now than it was in 1964. In 1964, two things kept something like that from happening. National TV is using microwave for visuals and land lines for audio. And there's tremendous potential with microwave to hook up radio stations coast-to-coast.

And of the possibilities! You're sitting there—a guy who has spent $600 or more for your Sansui stereo receiver and radio personality in San Francisco in your left speaker or left earphone is talking with a guy in Philadelphia in your right speaker.

Instead, what do we have? While we're sitting here, someone at some radio station is cueing up an Elton John record. Now, that's something you could make almost 24 hours a day and win ... someone at one of the 7,000 radio stations in the country doing something interesting is cueing up an Elton John record. But because we have all the same basic management type people.

Col. Sanders didn't invent chicken. He came up with a recipe for cooking chicken and later someone came up with a marketing concept for it. He didn't have to invent chicken. But Col. Sanders in every nook and cranny of the world, right? So, what's happening now in radio? We have 7,000 radio stations doing what I consider a semi-tink-hedonic game of give and take it be fantastic and fantastically fun to work on a network rock radio concept using modern technology—for the really great people to get together and play, which is what work should be when you're having fun, you know?

I can hear this national rock network in my head.

When I was at KJH, such a network would have been the only thing we dreamed of from a competitive standpoint. If such a network came on the air and we didn't have one, we would have been forced to make a change to station-to-station and air personality to air personality around the nation, listen to all stations and pick to it.

And record companies would support it. If they knew that this air personality who's doing this national rock record network up is going to be heard in 276 cities, it would save record companies a lot of work.

And there are other things to consider. For example, what is the primary reason somebody listens to FM rock radio? It is we have 7,000 radio stations in the country. Why should a rock disc jockey who's 18-year-old guy is he? Is he more narrowly specialized than he is? He's going to every home in every rock football game and he look around and notice that there are as many 18-M-year-old guys there as anyone else. But who, then thought about teaming up with Robert W. Morgan on the air?

There are so many diverse programs that nobody is going to be assembled on the air ... like a pagant. H. I can't imagine a Robert W. Morgan put together with a Howard Cosell, though. J: Well, that's not to say but Cosell is a better personality than the best of all of them. I mean, there aren't many disc jockeys who can piss you off the way Howard Cosell can. J: That's so, but Cosell strikes a responsive chord. People react to him emotionally.

But I was pointing out that the male sports audience and the male sports fan is being appealed to. All of the kids who used to spend money on hotdog equipment during today are putting their lifespans into $850 toners.

They have the stereo equipment. You're listening to the radio, you don't care if there is your fantasy rock network?

I could spend hours just talking about that rock network concept. It is based on the fact that in towns like and national markets it is almost every market in the nation ... there's at least one radio station in that market. You know more, but at least one station in serious ratings trouble and losing money.

Because of the high cost of land lines, we realized it couldn't be done—practically—nationwide. So, we came up with California, which certainly has enough potential listeners for such a music network and is a market for modern technology.

H: What about FCC regulations?

J: In my readings, the FCC never

(Continued on page 55)
Welcome DAVID POMERANZ

His remarkable debut album for Arista deserves your attention, respect and love... yes, love.

Arista Records...Where CAREERS Are Launched

**Pacific Northwest Region**

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ONE
FINE
DAY
JULIE
Coffin Displays For Grand Funkers

Los Angeles—Coffin Displays, Inc., of Los Angeles, has the lead in party favors this year. One of the items becoming popular is the Coffin display, which is a paper coffin that can be placed on a table as a decoration for a party. The coffin is made to look realistic and can be customized with messages or designs.

3 Tape Pirates Placed On Probation In L.A.

Los Angeles—Three convicted tape pirates were placed on probation in Los Angeles recently.

Jerald M. Allnutt, 34, of 8642 Libby Lane, Garden Grove, also known as Jerry Meyers, doing business as Westwood Tape Distributors and Larry Roger Smith, 3041 Evans Circle, Westminster, were fined $1,000 each and placed on two years' probation. Gary Edward Stokes, 31, 8950 Haskell Blvd., Sepulveda, received a $500 fine and 60 days' imprisonment but was sentenced to a $200 fine and a year's probation. All three were convicted of violating the Copyright Act.

Rueb, FBI Agent John A. Rueb attached to the Los Angeles office, Houston, Tex., who reported to the FBI as the source of confirmatory statements in the Tammen-Smith case, which showed that the defendants' business was concentrated on a series of between 18 and 54 specific current hit songs.

Several of the defendants' business practices were also investigated, including the fact that the printer delivered more than 125,000 labels to the defendants.

Baker, 23, Institute for the Blind, 1111 First Street, New Orleans, has been charged with operating several of his own firms. Baker is required to turn over the profits from his operation to the state and is required to provide employment for the deaf.

By BOB KIRSCH

Gortikov: Sen. Bank 'No Patsy'

Los Angeles—The RIAA provided U.S. Sen. Birch Bay (D-Ind.) with the same kind of forum he's offered to the entire record industry here Tuesday (20).

Stan Gortikov, RIAA president, in introducing the Hooster presidential- board member for RIAA, was asked by Bay, 'Was your name used in that report?' "I was "no patsy," but he was open-minded and listened when the industry representatives presented their views on the legisla- tive nature. "Bay has to be con- vince once, he's been convinced, he becomes a real, the kind of man you want backing you, " Gortikov noted.

Also, an Indiana senator, Bay rep- resents the state with the total largest record pressing facilities nationally. RPR; Richmond, RCA, Indiana- apolis; and CBS, Terre Haute, plants supply the congested Mid- west and South and the Southeast.

Bay stated he needed help and was coming to this group of approxi- mately 150 people to get the right message to the states. He said he would be using the distribution figure to near 100 labels. He admitted he got a late start in the 1976 presidential race.

Her fort is, he is assuming a tough battle. He feels citizenry must be involved in solving national problems. He talked of the wave of cynicism about the inepti- tude of the federal government.

A record of initiating safe- guards and an effort to give the voting privilege was proof of his effort to provide that opportunity, he stated. He was also speaking of the approach to governmental projects toward restoring prosperity, his re- port to the states. He strongly favors "cutting the fat out of the defense budget, but not disturbing the music."

New Birth Sued

Los Angeles—Management New Birth, New York, is suing in Supe- rior Court here, claiming 11 named defendants in the 10-year-old Basement Productions over $56,436 for management services under an October 1973 contract.
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**Western Region**

- **TOP ADD-ONS.**
  - DAVID BOWIE-Station To Station (RCA)
  - GRAND FUNK RAILROAD-Born To Die (Capitol)
  - LOGGINS & MESSINA-Native Son (Columbia)
  - CAROLE KING-Thoroughbred (Ode)

- **TOP REQUEST/AIRPLAY.**
  - BOB DYLAN-Desire (Columbia)
  - FLEETWOOD MAC-(Reprise)
  - PAUL SIMON-Dirty Crazy After All Three Years (Capitol)
  - EMILY LOUIE HARRIS-Lite (Rhino)

- **BREAKOUTS.**
  - GRAND FUNK RAILROAD-Born To Die (Capitol)

**Southwest Region**

- **TOP ADD-ONS.**
  - CAROLE KING-Thoroughbred (Ode)
  - LOGGINS & MESSINA-Native Son (Columbia)
  - JOHN LEE HOOKER-Boom Boom (Chess)

- **TOP REQUEST/AIRPLAY.**
  - BOB DYLAN-Desire (Columbia)
  - JIMMY BUFFETT-Margaritaville (ABC)
  - JOHN LEE HOOKER-Boom Boom (Chess)

- **BREAKOUTS.**
  - JOHN LEE HOOKER-Boom Boom (Chess)

**Midwest Region**

- **TOP ADD-ONS.**
  - HARRY NILSSON-Sandman (RCA)
  - CAROLE KING-Thoroughbred (Ode)
  - JOHN KLEMME-John Klemmee (Touch (ABC))

- **TOP REQUEST/AIRPLAY.**
  - BOB DYLAN-Desire (Columbia)
  - CAROLE KING-Thoroughbred (Ode)
  - JOHN LEE HOOKER-Boom Boom (Chess)

- **BREAKOUTS.**
  - JOHN KLEMMEJ John Klemmee (Touch (ABC))

**Southeast Region**

- **TOP ADD-ONS.**
  - HARRY NILSSON-Sandman (RCA)
  - CAROLE KING-Thoroughbred (Ode)
  - JOHN KLEMME-John Klemmee (Touch (ABC))

- **TOP REQUEST/AIRPLAY.**
  - BOB DYLAN-Desire (Columbia)
  - CAROLE KING-Thoroughbred (Ode)
  - JOHN LEE HOOKER-Boom Boom (Chess)

- **BREAKOUTS.**
  - JOHN KLEMME-John Klemmee (Touch (ABC))

**Northeast Region**

- **TOP ADD-ONS.**
  - HARRY NILSSON-Sandman (RCA)
  - CAROLE KING-Thoroughbred (Ode)
  - JOHN KLEMME-John Klemmee (Touch (ABC))

- **TOP REQUEST/AIRPLAY.**
  - BOB DYLAN-Desire (Columbia)
  - CAROLE KING-Thoroughbred (Ode)
  - JOHN LEE HOOKER-Boom Boom (Chess)

- **BREAKOUTS.**
  - JOHN KLEMME-John Klemmee (Touch (ABC))

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- PAUL SIMON-Dirty Crazy After All Three Years (Capitol)
- EMILY LOUIE HARRIS-Lite (Rhino)
THE WINNERS!
1975 CREEM READERS POLL

TOP THREE ALBUMS
Physical Graffiti
(Led Zeppelin)
Born to Run
(Bruce Springsteen)
Toys in the Attic
(Aerosmith)

BEST R & B ALBUM
Young Americans
(David Bowie)

BEST RE-ISSUE
Made In the Shade
(Rolling Stones)

BEST JAZZ ALBUM
Blow By Blow
(Jeff Beck)

TOP TWO SINGLES
Fame
(David Bowie)

BEST R & B SINGLE
Fame
(David Bowie)

TOP THREE GROUPS
Rolling Stones
Led Zeppelin
The Who

BEST MALE SINGER
David Bowie

BEST FEMALE SINGER
Linda Ronstadt

BEST R & B SINGER
Stevie Wonder

BEST GUITARIST
Jimmy Page

BEST KEYBOARD
Elton John

BEST BASSIST
John Entwistle

BEST PRODUCER
Todd Rundgren

BEST R & B GROUP
Rolling Stones

WORST GROUP
Bay City Rollers

BEST NEW GROUP
The Tubes

BEST INSTRUMENTALIST
Ian Anderson

DRUG OF THE YEAR
Marijuana

RIP-OFF OF THE YEAR
Concert Prices

COMEBACK OF THE YEAR
Neil Sedaka

HERO / HEROINE OF THE YEAR
Elton John

MOST PATHETIC
Elton John

BIGGEST DISAPPOINTMENT OF THE YEAR
Elton John

CRITIC OF THE YEAR
Lester Bangs

FAD OF THE YEAR
Disco

ALBUM COVER OF THE YEAR
Captain Fantastic & the Brown Dirt Cowboy
(Elton John)

FASHION PLATE OF THE YEAR
Bryan Ferry

SEX OBJECT OF THE YEAR
David Bowie

BEST ROCK 'N' ROLL MOVIE
Tommy

PUNK OF THE YEAR
Lou Reed

BEST DRUMMER
Keith Moon

BEST HORN MAN
Andy Mackay

BEST SONGWRITER
Elton John /
Bernie Taupin

MOST VALUABLE PLAYER
Ron Wood

America's Only Rock 'n' Roll Magazine
**HARRY CHAPIN ARTICULATE SPOKESMAN**

**PIE To Handle Benefit Demands**

**BY NAT FREELAND**

LOS ANGELES—According to Harry Chapin, "People will never get rock stars to play benefits unless they are somehow contacted in per- son andod on the cause in- volved. If you're trying to reach these headlinez through their man- agers...

Chapin, Elektra/Asylum artist, describes himself as having played for the benefit cause none of the ordinary bands, anywhere else in the business during the past couple of years— as well as a few terrific benefits that made it all worthwhile."

He made his remarks at a Beverly Hills meeting of the Public Inter- est Electricity Entertainers (PIE) non-profit foundation whose forma- tion was announced in Billboard Nov. 1. PIE is to operate as a pipeline for artists who wish to perform in support of a variety of social change organizations.

Margery Tabankin, director of the YWCA Project at Westcoast D.C., a foundation that processes the dis- tribution of monetary grants to various groups, told her fellow board members, "It has been a revelation for me to sit in the office of an artist and the promoter like Jack Boyle and find that several hours an hour during an average workday, he can make projects put on benefit shows. These music leader- s can't possibly meet all the requests to donate their services. And it seems a natural for an organi- zation like PIE to arise and fill the need.

"It can only mean that the artists that benefit music benefits with worthy causes."

**Early Live Music For S.F. Club**

SAN FRANCISCO—Todd Barkan, operator of the Keystone Korner, has a new policy of opening at half the regular show prices at reduced prices, until 8:30 p.m. start- time for his regularly booked acts. The dinner hour will showcase local talent and new acts, probably concentrating on soloists or small groups.

Ura Harris runs the kitchen at Keystone, and coming in early for dinner ends it to 10 p.m. off the regular show price.

Barkan is also producing a "Bi- centennial Celebration of the American Revolution Concert," featuring the Grover Washington Sextet and the George Benson Quintet. The orchestra will present a string quartet at Oakland's Para- mount Theater Jan. 16. Barkan pro- duced the first of the 1978 summer shows at the Paramount last year.

Concert proceeds will go toward a club remodelng which is expected to add some more and more seats to the present 175 capacity. Club will close Feb. 9-15 for the work.

**NARM Opens Cabana Area**

NEW YORK—Based on the suc- cess of the cabana visiting area at other conventions in the Florida area, this year's conflag will also feature this format at the Diplome- rama, held here in Hollywood, Fla., March 19-24.

All pool and oceanside cabanas at the hotel plus a number of NARM associate member companies who supply records, tapes, accessories, displays, and services to the con- gregation's membership.

Each afternoon during the convention, a three-hour time slot has been allo- cated, in which no other functions are scheduled, for meetings between suppliers and their customers.

Providing refreshments through- out the day, a number of guest and supplier meetings will be 20th Cen- tury Records.

**Robin Hood Dell Gets a New Roof For '76 Season**

PHILADELPHIA—The city's new covered Robin Hood Dell West, being built in Fairmount Park, will usher in the 47th Dell season with an historic opening concert bringing to- gether three top soloists and Eugene Ormandy conducting the Phila- delphia Orchestra. Also Gregor Piatigorsky, cellist, will team with violinist Isaac Stern and pianist Vladimir Ashkenazy for the inaugu- ral concert June 14. For the new na- tivity, the Philadelphia Orchestra will extend a series of five concerts from five to seven weeks with the 15 concerts going to 22.

The covered Dell will mean no more cancellations of concerts be- cause of inclement weather. There will be seating for 15,000 persons and big covered seats will be reserved.

For the entirely 22 concerts, two re- served seats will take a $300 contribu- tion with the boxes going for $400 for two seats. Contributions from the City of Philadelphia, Pennsylvania Arts Council, and the National Endowment for the Arts, plus Nader, whose Public Citizen organi- zation would be one of the groups that would be aided by PIE, and a group of rock stars assembled by Linda Ronstadt. PIE's board met last week in Wash- ington especially for the meeting with Romstadt's circle of big-name friends.

Chapin explains, "Linda got concerned about the environmental pollution that would come from several hundred more plants being planned and wrote in cold to Ralph Nader asking whether she could do anything to stop the action by Americans lucky enough to succeed as entertainers should be used a lot more on social issues."

On the debit side, certainly on the San Francisco scene, there was none of the sense of spe- cial excitement, of uplift, that charac- terizes the best rock festivals and which certainly characterized Mel Bush's Crosby, Stills, Nash and Young shows. This was no fault of the bands or of the promoter. Olympia is just not the best environment in which to listen to music. Many members of the audi- ence were enthusiastic, but many more sat apathetically, or wandered around the concrete corridors as if they completely disassociated with the occasion.

Among the bands appearing: Be- bop de Luxe, Ronnie Lane, Naza- ret, John Mayall's Bluesbreakers, Army, Peercol Harum, Barlow James. Harvey.

**Robby Bonds Gets a New Roof For '76 Season**

PHILADELPHIA—The city's new covered Robin Hood Dell West, being built in Fairmount Park, will usher in the 47th Dell season with an historic opening concert bringing to- gether three top soloists and Eugene Ormandy conducting the Phila- delphia Orchestra. Also Gregor Piatigorsky, cellist, will team with violinist Isaac Stern and pianist Vladimir Ashkenazy for the inaugu- ral concert June 14. For the new na- tivity, the Philadelphia Orchestra will extend a series of five concerts from five to seven weeks with the 15 concerts going to 22.

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- Disco Scene
- Latin Music
- Publishing
- Radio
- Talent and Concert Market

And these extras
Interviews and features by our resident correspondents and Billboard staff writers. They'll be covering the State of Excitement from the Keys to Jacksonville.

Bonus distribution of this Spotlight at the NARM (National Association of Recording Merchandisers) Convention, March 19-24, Diplomat Hotel, Hollywood, Florida (this is the largest music convention held anywhere) plus distribution throughout the state.

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SATURDAY November 12, 1976 BILLBOARD

**Talent In Action**

**Signings**

Sadie Quatrish in Atlantic-distributed Big Time after a stint with Eubie Blake to Epic. The progressive rock set is managed by Paul Taylor's Artist View of L.A. Lewis. Roger Nichols, co-writer of his hits "We've Only Just Begun" and the current "Time Of Your Life," his new label in Seattle. Disque Productions headed by Al Nichols.

**Talent In Action**

**New York**—Mauro Berriz leads a new Carol Records has been chosen to perform the role of Mike in the upcoming Broadway production. Berriz has a strong voice and is well known for his ability to convey emotion on stage. He has previous experience in musical theatre and has been praised for his vocal range and stage presence.

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Division, and Kenny Gamble. Huff; Renee Verker, coordinator of the scholarship; Rod Zalkind, instructor of school students to attend the new "Business of Music" course of Temple Records and Gamble-Huff Philly Intl. Univ.: A $650 scholarship provided by Philadelphia Intl. University, enabling 13 Philadelphia junior and senior high school students to attend the new "Business of Music" course of Temple University. Picture at the presentation of the scholarship are left to right, Leon Huff; Renée Verker, coordinator of the course; Roger Dean, director of Temple’s College of Music Preparatory Division, and Kenny Gamble.

Zalkind Campus Course
- Continued from page 12

...want in the music business and how to get there.

"Oddly enough, most students know ahead of time that this course will not be an easy one, but no student has dropped out," he says. "In fact three gold record songwriters took my Temple University course last semester.

The breakdown of students for all of his heterogenous classes is 40% songwriters, 30% musicians in the pop area, 15% from the classical area and 10% that are production-minded.

"One of my students attended the class that Norman Wesker spoke at and when it was finished he approached him with several of his songs and has since been signed by Chappell Music for two of them," Zalkind says. "Although this doesn't happen all the time, we do get nice feeling of accomplishment." For the various courses this semester, planned guests include Martin Kane, Sid Bernstein, Lewis Buchman, Bruce Lundvall, Arnold Broido of Temple University Publishing, Anthony Giliotti of the Philadelphia Orchestra and Murray Swartz, among others.

Topics of discussion will include professional funding, copywriting, booking agents, personal managers, concert promoters, recording, producing and others.

The junior and senior high schools course will be taught one day later than the regular Temple University course, according to Zalkind, but will feature similar topics and speakers.

Another project just completed by him was a music seminar two weeks ago at the Univ. of Tulsa with attendance input from many industry leaders like Lundvall and Finkeln.

Zalkind was very pleased that many of these industry people went to Tulsa on their own time and own expense.

"This has been the kind of reception that I’ve received from members of the music community ever since I started my courses, and it doesn’t look as if it’s lessening," he states. "In fact, many of these same people have agreed to help out with the Temple Summer Comprehensive Workshop that I have planned for June 7 through 27.

In the future, Zalkind would like to extend his course even further by helping other schools, and he would also like to do research in the field of music education—putting together a book about the realm of practical application.

Jan ‘Misirlou’ August Dead

NEW YORK—Pianist and vibes player Jan August, who enjoyed several big selling singles hits in the late 1940s, died here last week. He had suffered a heart attack Jan. 9.

August, 71, was best known for his “Misirlou” single for Mercury, which hit the charts every once in a while, buy two to cover. They’re bound to return also can influence buying patterns, which is mostly country. Maybe out of 10 promotional records, we might only have a couple that it will actually hit the charts once every in a while, but personally, I think they send us their dogs.

Jukebox mailings from Ovation to operators are done on country romance, Reed says. "We get less support on country music from the independent stations, assuming they account for only 12% of country kids. The reason is that the major labels have the staff to personally push their music to the on-stop level. This is why our direction this..." (Continued on page 40)
Top Audience Response Records In N.Y. Discos

This Week

1. SPANNISH HUSTLE - The Fatback Band - Event (LP)
2. JUMP FOR JOY - Biddu Orchestra - Epic
3. TELL THE WORLD HOW I FEEL ABOUT CHA' - Harold Melvin & The Blue Notes - Epic (LP)
4. SPANISH HUSTLE - The Fatback Band - Event (LP)
5. LET'S DO IT AGAIN - Eddie Drennon - Friends & Co. (LP)
6. MOWIN' / CHANGIN' - Brass Construction - Kool & the Gang
7. ONE FINE DAY - Julie Budd - Tom Cat
8. I'LL BE SEEING YOU - Jeff Evans - Grandstand
9. PENNY MELVIN (Tribute) - Harold Melvin & The Blue Notes - Epic (disco version)
10. WILL YOU LOVE ME TOMORROW - The Vagabonds - Specialty

This Week

1. SPANNISH HUSTLE - The Fatback Band - Event (LP)
2. LOVE / CHANGES - Brass Connection - Atlantic
3. PENNY MELVIN (Tribute) - Harold Melvin & The Blue Notes - Epic (disco version)
4. PENNY MELVIN (Tribute) - Harold Melvin & The Blue Notes - Epic (LP)
5. WILL YOU LOVE ME TOMORROW - The Vagabonds - Specialty
6. DISCO LIPSO - Mandrill - UA (LP)
7. I'LL BE SEEING YOU - Jeff Evans - Grandstand
8. CAMEO - Perception - Epic
9. I'LL BE SEEING YOU - Jeff Evans - Grandstand
10. JUMP FOR JOY - Biddu Orchestra - Epic

Top Audience Response Records In Los Angeles Discos

This Week

1. DO WHAT YOU FEEL / BLACKED - Atlanta Disco Band - Arista
2. BOHANNON BEAT / BOHANNON WALK - Harold Milan & The Blue Notes - Epic
3. SALSOUL / Sat idol Orchestra - Sat idol (all cuts)
4. ORCHID - Atlantic (LP)
5. MOWIN' / CHANGIN' - Brass Construction - Kool & the Gang
6. ONE FINE DAY - Julie Budd - Tom Cat
7. I WILL LOVE YOU TONIGHT - Eddie Drennon - Friends & Co. (LP)
8. Lets GO HOME - Benjie Bedouin & The Dreds - TDEP (LP)
9. PENNY MELVIN (Tribute) - Harold Melvin & The Blue Notes - Epic (LP)
10. PRINCESS WARRIOR - Benjie Bedouin & The Dreds - TDEP (LP)

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3. 14-Watt Snow Projector
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6. 4-Watt Snow Machine
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9. 4-Watt Snow Machine
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Special Order Price: $895.00

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**DISCOS**

**Disks Perk N.J. ‘Off Nights’**

By MARIE ORODERKEN

MOUNT HOLLY, NJ—While live entertainment dominates the after-dark scene at the many clubs and motel lounges dotting the South Jersey rose road, a number of clubs are turning to the disco scene to keep things humming on off nights when the loungers are not fully catered to, it's also Sundays for a Disco sound with Disco John at the Satellite in Cookstown...

New Oz Club In San Diego On Way

SAN DIEGO—Frank Almeda, creator of the Jabberwocky discotheque, has taken things a step further by starting a Jabberwocky of his own. "The idea of Oz," says Almeda, "is a place to escape from the realities of today's hectic pace.

Designer of the club is Fred Macari, who also did the initial Jabberwocky. These clubs must include music level social areas, tables and multi-pin-point lights and a health club.

Greenwich Village makes it disco night on Thursdays with a combination of recorded and live disco; and the Beach House at Point Pleasant Beach has Charlie Roberts providing the disco sounds alternating with live combos on Friday and Saturday nights.

Bingehemier Now Deejaying L.A. Starwood

LOS ANGELES—The Starwood’s disco room here will swing to all rock nights and Tuesdays with Rodney Bingehemier as disk jockey.

Bingehemier, the erstwhile "Mayor Of Sunset Strip," is a well-known Hollywood rock figure and helped bring in many of the rock acts like the Beatles, Stones and Dylan on their first visits West. He operated and managed a rock and roll dance room near the recently closed Sunset Blvd. disco bearing his name. Rodney and his club were written up in "Time" and "Newsweek" as well as "Rolling Stone.

Bingehemier's disco program specializing in English glitter and rock appeals to young teens who like to hang out and sound up to look like David Bowie or Sunset Quatro. He plays a lot of new music with a sprinkling of oldies in the mix. Bingehemier is a Straight-Rock or Roxy Music before they are available in U.S. release.

The Starwood has a disco room (formerly P.J.’s) features an increasingly successful 700-capacity rock show room with dance floor, room disco room, food counter, amusement machine arcade and jewelry boutique.

**DISCO ACTION**

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NEW YORK—"Quad recording often subverts the music to the technology," says Bert Whyte, veteran audio consultant.

Some 150 persons showed up at the WQXR Auditorium Jan. 13 to hear Whyte, Regent Sound's Bob Lifin and John DiMartino of Audio Research discuss the "Advance (of) Technology." The occasion was the AES's second meeting on the art and science of multichannel recordings.

Whyte notes that while we have better tape and technology today than 20 years ago, that technology is often misapplied. While citing the effectiveness of surround sound on record such as Columbia's recent "Carmina Burana" release, he feels the concept just doesn't work on a Dvorak cello concerto or a Mozart symphony.

Lifin compares current recording techniques with motion picture photography. Before the introduction of the multi-camera/zoom lens philosophy, action was filmed with a minimum of hardware. Consequently, movies saw many wide angle shots, and the viewer got a good impression of the overall depth of field.

Today, everything is close up, and, ironically, the visual impact sometimes suffers, since each camera must stay out of the others' range, thus restricting creativeness.

Grundy recalls a recent television concert in which the camera jumped from one player to another, giving the viewer a distorted impression of the overall performance. He feels that in audio, the listener's acceptance of sound depends on the quality of hardware. Consequently, movies saw many wide angle shots, and the viewer got a good impression of the overall depth of field.

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On behalf of our artists and staff worldwide, we at A&M Records welcome you to MIDEM with a warm and hearty "Bienvenue!"

A&M RECORDS
Hollywood • New York • Toronto • Montreal • London • Paris
JOAN BAEZ
"FROM EVERY STAGE"
A new, live collection of her first 15 years of great music.

The performances in this recording were selected from concerts by Joan Baez during the summer of 1975. The artistic goal of the album was to faithfully recreate the music as it was experienced by the audiences at those concerts and to make the recording as natural as the original performances.

(In't Gonna Let Nobody)
Turn Me Around
Blessed Are
Love Song To A Stranger/Part II
I Shall Be Released
Suzanne
Blowin' In The Wind
Stewball
The Ballad Of Sacco & Vanzetti
Forever Young
Natalia
Love Is Just A Four-Letter Word
Joe Hill
Diamonds & Rust

Swing Low, Sweet Chariot
Oh, Happy Day
Lily, Rosemary And The Jack Of Hearts
Boulder To Birmingham
Amazing Grace
The Night They Drove Old Dixie Down
Please Come To Boston

Includes songs previously unreleased and unrecorded by Joan Baez.
FRAMPTON COMES ALIVE!
PETER FRAMPTON IN HIS NATURAL HABITAT.

All the incredible presence and dynamics of a live Frampton concert faithfully captured on a specially priced two-record set.

“FRAMPTON COMES ALIVE!” SP-3702
On A&M Records & Tapes

Where the Industry Acts!

In the world of music, there is nothing—anywhere—like an IMIC gathering...the established communications conference where present and future developments in the industry are provocatively discussed.

As in the past, IMIC's stimulating, brain-stretching sessions will be staged against a relaxing backdrop. This time Hawaii—the first IMIC to be held in the U.S.

The IMIC-6 Advisory Committee, foremost industry executives from throughout the world, will lead the conference in an intriguing and invaluable exchange of ideas, attitudes, problems and solutions. Be there. Return the coupon by February 1st for early registration—save $25.

ALOHA!

Please register me for IMIC-6 in Hawaii, May 6-10, 1976. I am enclosing a check or money order in the amount of $225 (early bird special) $250 (after Feb. 1) $375 (special spouse rate).

You can change your registration if you wish.

Name: ____________________________
Title: ____________________________
Organization: ______________________
Address: __________________________
City: __________________ State: _______ Phone: _______
Zip: __________________

All information on agenda, hotel rooms and meeting rooms will be sent immediately upon receipt of your registration.

For further information, contact Diane Kirkland, Billboard Magazine (213) 273-7040.
London Busing In Minneapolis

NEW YORK—They’re not easy to find, but London has rented a double-decker bus to transport potential customers to record stores.

In a week-long promotion beginning last Friday (16), the vintage vehicle, with “London” painted on its side, is roaming the Univ. of Minnesota campus, picking up students and carrying them free of charge to two Aura Sound & Entertainment shops downtown Minneapolis.

Str ineard In Classic Bow

NEW YORK—Barbra Streisand makes her classical debut in an album of arias and songs by Faure, Debussy and Handel to be released by Columbia Masterworks next month.

The February release will also feature the label’s record-of-the-month, to be offered at a special price for a limited time. This entry is the first by Leonard Bernstein and the New York Philharmonic to be awarded the firm’s special promotional push, and will present the Tchaikovsky Piano Concerto No. 1. Its莫过于 the release.

Another set offers Schoenberg’s “Moses and Aaron” in a performance conducted by Pierre Boulez. Albums by Rudolf Serkin, Beverly Sills and Antonia Brico round out the release.

Cliburn Inaugurates Live Lincoln Center Telecasts

NEW YORK—A telecast of the New York Philharmonic concert Friday (30) will inaugurate a three-year series of live video transmissions from Lincoln Center here that will bracket music, drama, dance and opera.

The program, jointly funded by the Exxon Corp., the National Endowment for the Arts, the Corporation for Public Broadcasting, and the Charles A. Dana Foundation, was developed over a two-year period and follows special arrangements with a number of performing and technical unions.

Key element of the transmissions will be their avoidance of any interference with audiences in attendance at the events. Light-level problems were handled as well as antenna and microphone placement techniques to capture light and sound without disturbing concert-goers, it is said.

Simulcasts in stereo over cooperating radio stations (WQXR in New York) will maintain the high quality of sound.

Lincoln Center constituents participating in the program series, in addition to the Philharmonic, will be the New York City Opera, the Chamber Music Society of Lincoln Center, the New York Shakespeare Festival and the American Ballet Theater.

Negotiations are also underway to include the Juilliard School of Music as a participant.

Van Cliburn will be the featured soloist at the inaugural telecast. The orchestra will be conducted by Andre Previn.

Seek $50,000 In Fund Drive

NEW ORLEANS—The New Orleans Philharmonic-Symphony hopes to reduce its deficit substantially this week with a novel “Phoning For Friends” campaign in which a minimum of $50,000 is sought.

The event revolves around telecasts by the orchestra, the New York Shakespeare Festival and the American Ballet Theater, which a minimum of $50,000 is sought.

It remained for impresario Jacques Leiser to set off the firecracker. It, too, will be rush-released.

Both DG and CBS are giving Ber- morphia’s treat) usual treatment usually reserved for hot, original-cast prop- erities-week, with no release announcement and—take advantage of creating publicity. Last week both Time and Newsweek were preparing pieces on Be- njamin.

The pianist, 45, was not entirely unknown in the West. Word of his powers had been gossiped around by people who had acquired dubs of some of his rare early Russian recordings. Others had heard him in Italy, where he played occasionally. But little of the aficionado enthusi-asm had tipped over into the mainstream.

The board itself will be enlarged to elect the MSO board of directors. Named as “friends,” who, in turn will select the MSO board of directors.

Goal of the fund raising drive, set for Feb. 1-15, is $25,000 new “friends” this year. The orchestra anticipates a deficit of $762,300 when the books are closed June 1.

January 31, 1976, Billboard

Classical Notes

Judy Collins has cancelled her scheduled Feb. 29 appearance with the National Symphony. No reason was given for dropping the date, says William Denton, managing director of the orchestra. .... Eileen Zimmerli, Jr. to narrate Schoenberg’s Ode to Napoleon” at a concert by the California Chamber Symphony Feb. 1 at Los Angeles. ... Top winner of the young artist competition at the North Carolina Symphony is Melbourne Lieberman. Prize is worth $800. Rudolf Serkin’s recital at Carnegie Hall Jan. 28 marks his 40th year as a fixture of the New York concert scene. ..... Matthias Bamert named resident conductor of the Cleveland Orchestra, beginning in September 1976. He is currently in his fourth season as assistant conductor. ..... Gustav Meier, former conductor of the Yale Philharmonia, joins the faculty of the Univ. of Michigan in July.

The Cleveland Quartet, which records for RCA, to become members of the faculty of the Eastman School of Music.

Sell Votes In Montreal

NEW YORK—To achieve grass roots support, as well as to meet an operating deficit, the Montreal Symphony Orchestra is giving a measure of policy input to contributors of as little as $10. Fund-raising formula adopted by the orchestra has $10 contributors named as “friends,” who, in turn will elect the MSO board of directors. The board itself will be enlarged substantially to number as many as 100, “thus accurately reflecting the social and economic reality of Mon- treal,” says the orchestra’s president, Pierre Delagrave.

Goal of the fund raising drive, set for Feb. 1-15, is $25,000 new “friends” this year. The orchestra anticipates a deficit of $762,300 when the books are closed June 1.

Classical Notes


during the quarter short tour, with four ap- pearances scheduled in New York alone. The event revolves around tele- cast by the orchestra, the New York Shakespeare Festival and the American Ballet Theater, which a minimum of $50,000 is sought.

Within the month five Berman LPs on two prestigious labels will go on sale at record stores. And he will be heard in person by thousands in a quickly-ar- ranged concert tour, with four ap- pearances scheduled in New York alone.

Competition for the record reading are CBS and Deutsche Grammo- phon. Through its tie with Russia’s Melodya label, CBS was first out of the starting gate with a two-record set of Liszt performances, including the Transcendental Etudes, a Ruban- gian Rhapsody and the Spanish Rhapsody. CBS may well find Berman the unexpected bonus that will add new commercial luster to its licensing deal a year ago with the Russian recording trust. And Angel may well morn the unhappy fact that after years as the prime U.S. outlet for Russian music.

Another set offers Schoenberg’s “Moses and Aaron” in a perform- ance conducted by Pierre Boulez. Albums by Rudolf Serkin, Beverly Sills and Antonia Brico round out the release.


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NEW YORK—Don Shirley, the jazz and classical pianist who left the music industry several years ago to pursue a career in teaching, has returned to the fold.

Shirley has come up with a new concept, "Symphony Of Life On One Movement," dedicated to singer Florence Robinson who is ill in Philadelphia.

He says the piece will be performed Feb. 23 by the Atlanta Symphony Orchestra.

Another of his recently completed works, "The Duke Ellington Suite," will be performed by Shirley Wednesday (28) in New York City's Town Hall.

He adds that the Sioux Falls Symphony Orchestra in South Dakota will perform his repertoire in March.

Shirley says that actor/producer Carroll O'Connor is negotiating with a television network in San Francisco to make a sponsor-sponsored Shirley show where he performs "The Duke Ellington Suite."
"In my 23 years in the business, this is the fastest breaking album I've ever been associated with."
- JOE GRIPPO, Vice-President
  Malverne Distributing Corporation, New York

"The perfect balance of tight brass and rugged rhythm...a radio sound explosion!"
- WANDA RAMOS, Music Director
  WRES, WLIB — New York

"UA has a monster with Brass Construction. WHUR added the LP at noon and by 3 pm we had over 30 calls."
- GEORGE GILLESPIE, Soul Shack
  Washington, DC

"The Brass Construction will knock your socks off. Philadelphia's sales are astronomical!"
- JOE TAMBURO, VP Program Director
  WDAS AM & FM, Philadelphia

"A prime example of the powerful motion music that's sweeping the nation."
- MIKE HARRISON, AOR Editor
  Radio & Records

"The first great album of 1976 is the debut of 'Brass Construction' on United Artists."
- VINCE ALETTI
  Record World

"Brass Construction" on United Artists records and tapes

© 1976 United Artists Music and Records Group Inc.
LOS ANGELES—Educational institutions will be called on to include materials on black classical composers into their curricula to foster interest in an area of American musical heritage that has received little known area of black cultural heritage and the contributions of black composers into their curricula to foster interest in an area of American musical heritage.

Andrew Thornhill, arts adminis-

ister of Inner City Cultural Center here, is jump-starting the black cultural bandwagon in an effort to expose black youth to classical music.

Classical black music is a bicen-
tennial project designed to an-
nounce, celebrate, promote and document a rich musical heritage. The project, known as "The Black Classical Music Initiative," is a celebration of the contributions of black composers to the classical music field.

The project is being driven by the black classical music initiative, a coalition of black cultural organizations, black artistic organizations, and black educational institutions.

The project will feature a series of concerts, workshops, and conferences throughout the United States.

Widener Scope
asked for producers

** Continued from page 32
reimbursement of shipping charges.

The warranty is for five years.

billboard is now compiling its an-

nual International Recording Sales Directory. Studio owners should be

receiving a checklist to specify the services and equipment from the

Director’s newsletter, which is distributed to studios throughout the country with funding for this project coming from various sources.

Contributors also will be given an I.P. to tickets and pass on it or wait, someone else may want to see something new in a disco world.

Werner Torkansky is conductor of the New Orleans Philhar-

monic Symphony.

Long Beach Arena

** Continued from page 26
are accepting tentative dates from Jan. 1, 1978, to April 1, 1978, strictly on the basis of special events that will be available earlier than planned.

Rates and rental policies for the concerts and events will be discussed at the meeting, and will be competitive with similar facilities in the area.

Soul Sauce

** Continued from page 38
Philadelphia International recording artists the J'OYS are signed exclusive worldwide repre-

sentation with Regency Artists in Los Angeles, with the Edward Windsor Wright organization of the same group's PR.

Plans are underway for the trio to

begin a national tour in February.

... Remember, we’re in communications, so let’s communicate.

Court Approves

LOS ANGELES—Superior Court here has handed down a confirmation of a $3,233.86 judgment awarded in a New York state court to Creative Management Associates from Delta Reserve. Award was originally made June 15, 1972.

Shift To One-Stop

** Continued from page 30
year will involve personal communication with key one-stops in major and secondary markets. If you don’t have the staff to personally push records across the country, you might as well get out of the field.
LOS ANGELES—The increasing number of hi-fi products coming into America from Europe represents more than something new in design. Many of the European firms, Sonab certainly, bring to the audio scene a new philosophy in what is sold and particularly at the pure enjoyment of music.

On a tour of cities following Winter CES, Kent Wilkinson, product manager from the home office (call Kent; Cal Garnica, field sales director from the U.S. base at Foster City, Calif., and consultant Norm Olson, explained the background of Sonab's entry here.

Still principally doing its business near home (50% of sales are in Sweden, 30% Europe, 10% Australia, 5%, U.S.), Sonab is characterized by a clean, black professional European look and a simplicity of controls. It is a company that wants you to know its engineering genius (Stig Carlson, developer of Sonab's speakers) more than its president, Staffan Hakansson.

Specifically, Sonab's line consists of four groups of which one is sold in right-left pairs, a departure that right-sets Sonab apart. These include OD11, OA14, $199; OA14, $229; OA46, $599, and OA116, $499. That OA116 is $489 each, and Sonab hints at a new model on the way in the $780 area.

Also in the line: R3000 $465 receiver and the R4000 $600 receiver (both FM-only), two turntables (65-S at $139.95 and 67-S at $240), two headphones (H-20 at $29.50, H-100 $50.50). Sonab is owned indirectly by the Swedish government in that the government owns a holding company that controls many different manufacturing firms, including Sonab. In effect, it's a publicly-funded holding company, the stock not being held by the government specifically.

Perhaps a better way to explain it is to say if you could take some of the cash invested in Social Security in America and invest it in a holding company, Sonab would be government owned to that extent. Actually, government ownership of Swedish industry is only a modest 5-6%.

Further to Sonab's status, "We have the same distribution parameters as in Europe, it's not a stocked item," executives explain. In a way, the Swedish government backs certain entrepreneur manufacturers on a "keep it in Sweden" basis, similar to the way America helps businesses through SBA, for example.

As to how Sonab decided to locate in California, "We're looking into the West Coast market research was involved. As for port of entry convenience, "if the product is going to be used in California, what difference does it make?"

Actually, the location was more characterized by trends, with a 50-50 ception of newer and different methods of recording sound and propagating it in a room. This is not to say that they are more readily accepted in the Western U.S.

In terms of the so-called "East Coast" vs. "West Coast" sound, executives point out, "There are many different sounds. The fact that there are some companies located in the West Coast is not necessarily a bad thing."

(Continued on page 43)

* * *

NEW YORK—The Detroit High Fidelity Music Show is virtually SRO for the next 13-15 run at downtown Cobo Hall, with hi-fi, accessory and CB/car stereo products to be displayed by more than 90 companies, according to co-producer Teresa Rogers.

The house is packed every day, with constant 30,000 people in attendance, and the R4000 $600 receiver (both FM-only), $599; 0A14, $199; 0A46, $599, and OA116, $499. That OA116 is $489 each, and Sonab hints at a new model on the way in the $780 area.

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(Continued on page 43)

Chicago Hi-Fi Show is SRO With 90 Firms

By STEPHEN TRAUMAN

January 31, 1976, Billboard

Detroit Hi-Fi Show Is SRO With 90 Firms

By STEPHEN TRAUMAN

January 31, 1976, Billboard

77: TWO CES

CHICAGO—As anticipated (Billboard, Jan. 15), facing an estimated 91,000 persons, the Winter CES turnout (26,746 offici- ally attending) and a 658 "yes" vote from representatives, the BVE/Consumer Electronics Group board voted Jan. 9 to continue the 14-year format for the CES in January and June, reversing an earlier decision to return to one show in April 1977. After this year's Summer CES, June 13-16, the 1977 dates are Jan. 14-16, backing into the house at 1:00 p.m., and continuing here in the Windy City.

• Continued from page 4

Accessories Vital To Chains, Indie Dealers

• Continued from page 1

(Continued on page 43)
Hi Fi Show Is SRO

Continued from page 41

Plesey (Garrard), SAE, TEAC and Telephonics; D. Neumaier & Associates for Akai, BAF, Sanayko/Seki, Supexor and Fidelitone; Schroeder Sales for Altec, BSR (USA), Dake and Yamaha; TA Electronic Sales for Discwasher and Spectro Acoustics.

Rogers gave special credit to the involvement of the rep firms, who took up the slack of some manufacturer disinterest, as well as the leading retail outlets who are promoting the event in conjunction with radio WDRQ.


Hi Fi Show Is SRO

Continued from page 1

Philo, RCA and Kahn, is due both to AM broadcaster pressure as the FM audience and ad dollars keep growing at their respective rates.

As a result, RCA demonstrated its AM stereo system at the 1975 NAB last March in Los Angeles, to critical acclaim and excitement from attendees. Kahn Communications in Freepost, N.Y., has tested its system extensively on XETRA in Tijuana, Mexico, with coverage in Los Angeles, and more recently with FCC approval on WIBR in Baltimore.

Continued on page 41

FROM GERMANY

Schweitzer Design Debuts In Disk/Tape Care Mart

By ANNE DUSTON

CHICAGO—Manufacture of the Schweitzer Design line of record/tape care products will be moved to Osseo, Minn., from West Germany by the end of 1976, to support the firm’s marketing thrust into the U.S. market, according to Leslie Neff, national sales manager.

Some packaging and shipping is being accommodated here, as well, through Ampro, the American production arm of the firm. The product is thelargest selling cleaning line in Continental Europe, she claims.

To augment its introduction here, new blaster packaging in bright orange was introduced at the Winter CES. This coloring was chosen to contrast with the dark wood tones usually found in hi-fi stores, Neff says. Package includes full color pictures as sales aids.

The high quality audio line is being marketed through a system of 17 manufacturers’ representatives, with 30% of sales through hi-fi stores, and the rest through independent and chain record stores and rackjobbing operations.

Unique in its marketing program is a 10% rebate to dealers on purchases of $100 and up, upon proof of media advertising.

Another marketing innovation being introduced is television advertising of record care products, with 30-second spots planned for the Minneapolis region on an experimental basis. The marketing is successful, it will be backed with newspaper, trade and consumer advertising on a national basis,” Neff says.

The product line includes wet and dry preparations for tape, records and stylus, from $3 to $25 suggested retail price. Top audiophile product jump in consumer electronic overseas facilities of U.S. manufacturer disinterest, as well as the lead to AM as stereo is in stereo, giving a true reproducer of the original mix. They claim that the same fractions of a stereo disk is played in mono, a center channel buildup of +3 dB is introduced which distorts the musical balance.

The Sansui system reportedly solves this problem by using DSB (in quadrature with each other, e.g. phase shifting ±45 degrees against the carrier respectively). The engineering trio who developed the system in Japan, H. Kurata, S. Kotogoe and S. Takahashi, will have a paper on the system for the Spring AES in Los Angeles.

Research indicated that to achieve the desired stereo effect, the basic AM signal must remain intact, with both the mono and stereo channel audio of present stereo. To develop the stereo channel (Left minus Right) signal, the proposed RCA system achieves this by phasing modulating (“FM-ing”) the carrier in such a manner that the stereo channel is balanced—hence its designation “AM-FM.”

The Kahn system allows an AM broadcaster to transmit stereo programs over a conventional AM transmission, independent stereo side signals with left channel modulated on one of the AM side bands, and right channel on the other. Biphase and difference signals are shifted 90° with respect to each other before modulation. In the stereo operation, the two side bands are independently modulated by the two stereo channels.

Since the possible systems for AM stereo are substantially more limited than for FM discrete quad, it is anticipated that the evaluation of the three proposed systems will move far more rapidly than the NAMCRA and the consumer stereo test. The NRSC study of FM discrete quad.

Waiting eagerly in the wings are the hardware manufacturers for both home and car stereo products, Motorola is known to have an AM stereo car radio prototype ready to go, and other major research firms are working on models of their own.

Sansui engineers also note that the proposed AM stereo system very easily has the capability of being quadraphonically encoded, in keeping with the technological developments of the same research lab that produced the Q5 matrix system.

Commercial Outlook Bullish

Continued from page 41

from such innovative electronic products as calculators, digital watches and citizens band radio, which helped cause the 12% drop in 1975 shipments of tv and video sets, tape players/recorders, components and software.

There is a mixture of plus and minus in the competitive import situation, from foreign producers and overseas facilities of U.S. manufacturers. Commerce notes the huge import jump in consumer electronic products from $562 million in 1969 to $2.34 billion in 1974, with a corresponding leap in the value of imports as a percentage of U.S. consumption, from 15% to 44%.

But ironically, the impact of imported products was somewhat lessened during the 1974-75 period when consumers reduced buying of imports as well as domestic electronic entertainment items.

Auto radio/tape player sales are expected to have a recovery, as carrying over, and also directly as a result of the current trend to fit autos with radios and tape units after purchase, instead of being installed at factory or audio dealers. But again, imports could grow more rapidly than domestic shipments, Commerce says.

Imports of radio/phono and/or tape recorder combinations dropped sharply, from over 2 million units in 1973 to 652,000 in 1974. During both years, U.S. assembled factory shipments were being augmented by a resultant decline of import penetration from 43% to 19%. (However, a substantial number of domestically assembled combinations had imported tuner-amplifiers, record changers and tape decks.

JVC Signs Stogel

NEW YORK—With projected 1976 billings of $2.2 million, the accounts of JVC America (audio) and JVC Industries (video) have been assigned to the Philip Stogel Co., advertising and p.r. agency here. Former JVC agency was MSD Advertising, which Stogel had handled the U.S. Pioneer Electronics account until recently.

single side band (SSB), using less AM spectrum space. As Sansui engineers explain, when their system is listened to in monaural (left channel), the carrier is in stereo as in stereo, giving a true reproducer of the original mix. They claim that this of a stereo disk is in stereo, a center channel buildup of +3 dB is introduced which distorts the musical balance.

The Sansui system reportedly solves this problem by using DSB (in quadrature with each other, e.g. phase shifting ±45 degrees against the carrier respectively). The engineering trio who developed the system in Japan, H. Kurata, S. Kotogoe and S. Takahashi, will have a paper on the system for the Spring AES in Los Angeles.

Research indicated that to achieve the desired stereo effect, the basic AM signal must remain intact, with both the mono and stereo channel audio of present stereo. To develop the stereo channel (Left minus Right) signal, the proposed RCA system achieves this by phasing modulating (“FM-ing”) the carrier in such a manner that the stereo channel is balanced—hence its designation “AM-FM.”

The Kahn system allows an AM broadcaster to transmit stereo programs over a conventional AM transmission, independent stereo side signals with left channel modulated on one of the AM side bands, and right channel on the other. Biphase and difference signals are shifted 90° with respect to each other before modulation. In the stereo operation, the two side bands are independently modulated by the two stereo channels.

Since the possible systems for AM stereo are substantially more limited than for FM discrete quad, it is anticipated that the evaluation of the three proposed systems will move far more rapidly than the NAMCRA and the consumer stereo test. The NRSC study of FM discrete quad.

Waiting eagerly in the wings are the hardware manufacturers for both home and car stereo products, Motorola is known to have an AM stereo car radio prototype ready to go, and other major research firms are working on models of their own.

Sansui engineers also note that the proposed AM stereo system very easily has the capability of being quadraphonically encoded, in keeping with the technological developments of the same research lab that produced the Q5 matrix system.

Capital Centre Tapes For TV?

Continued from page 41

He has a full-time staff that includes an assistant director, Katharine Sachs (no relation to the arena president), a video director/engineer, videotape technician and three cameramen.

They are kept busy with more than 300 daily events during the year, in addition to the growing videotape business. He calls it a “twisting crew, as we all love the music.”

As an example of how easy a sale in Sherman says, “The father of the Osmonds was sitting in the control room watching the camera work on their show. He had just had a tape done of the group’s U.K. concert and had no intention of buying another, but was quickly convinced by the three-camera shots of the live show.

CASSETTE TAPE LOADER with AUTOMATIC CASSETTE FEEDER

- Highest throughput per operator.
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- Fully automated operation.
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777 PALOMAR AVENUE, SUNNYVALE, CA. 94086 USA PHONE: (408) 735-8821, TELEX: 910 339 9367
Sonab Marketing Philosophy

Aim: Enjoyment

Sonab believes that the controls it must maintain and the significant investment in manufacturing it has, makes it not worthwhile at this time to manufacture in the U.S. Also, it manufacture in the U.S. Sonab adds: "Continued from page 41"

Sonab's receivers, even though they've gone that way. But Wilhelsson believes separates are the right way for the average buyer. He says, "Choice independents are choice retailers (Pacific Stereo among others), points out how he senses a significant difference not just in merchandising but in basic philosophy between the chain and independent audio dealers.

Sonab works from the basic philosophy that "good products at a proper price always have a market." Garnica, field sales director, who has had considerable experience in retail (Pacific Stereo among other stores), points out how he senses a significant difference not just in merchandising but in basic philosophy between the chain and independent audio dealers.

Independent dealers seem to be able to convey the value of complex products, take pains to explain subtle features to the consumer that they use relative terms to make a difference in listening." Along with this, the independent dealers are able to do this.

"We want every dealer who can carry Sonab to be able to sell Sonab," says Garnica. "They're convinced that advertising in huge volume is a simplified open-reel system combining high speed tape duplication with automatic cassette loading. For small users it provides the least investment to move into the open-reel type, and gives the large volume user higher productivity at lower operating cost.

Sonab's Automated Cassette Duplicator for recording of one or more audio tracks on a single cassette. The machine has a simplified open-reel system combining high speed tape duplication with automatic cassette loading. For small users it provides the least investment to move into the open-reel type, and gives the large volume user higher productivity at lower operating cost.
Sherrill Almost Persuaded He Owns a Top-Selling Standard

By GERRY WOOD

The Houston record climbed to No. 1 on the Billboard country chart and stayed there several weeks as it launched Houston’s career. “Almost Persuaded” won a Grammy Award for Sherrill and Sutton as the best country song in 1966.


“I like the David Houston version best,” comments Sherrill, vice president &a, CBS Records, Nashville. “There’s not a whole hell of a lot of different ways you can do that song. It’s got to be a waltz and the guy has got to end up going home. It’s not that flexible and there’s not much to end up going home. It’s not that flexible and there’s not much you can do with it.”

“Sherrill—perhaps the most suc- cessful producer-songwriter in Nash- ville—admits “Almost Persuaded” has outperformed any of his other hits. “It’s not the biggest record, but the biggest song, since it has been out by so many people.” Sherrill’s favorite Sherrill song is “Stand By Your Man” which is beginning to catch up to “Almost Persuaded” in royalties.

“A wider range of people can record ‘Stand By Your Man’ than ‘Almost Persuaded,’ ” Sherrill ex- plains. “It did about 900,000 a few years ago by Candi Staton. ‘Almost Persuaded’ was some stone country that it didn’t get a whole lot of pop play. Most of the sales are still country. After it went to No. 1, Ben Colder put out a parody version—and his went to No. 1, too.”

The song got off to a bad start. “Sutton and I sat up all night one night and wrote it. We played it to my wife the next morning. She laughed and said, ‘You’re kidding.’ We thought we had wasted the en- tire night.”

It came out as the b-side of Houston’s “We Got Love.” “When At- lanta came in for 10,000 copies, somebody called and said, ‘God Al- mighty, David Houston’s song must be a monster in Atlanta.’ They called the radio station, WPLO, to find out where all the action started on ‘We Got Love.’ The station said, ‘What’s We Got Love? We’re talking about a thing called ‘Almost Persuaded.’ ”

“The audience in Atlanta caused a tremendous reaction. It was the... (Continued on page 48)
Puerto Rico Meet A CMA Stimulant

By COLLEEN CLARK

NASHVILLE—CMA's Board of Directors met for their first quarterly meeting last week (Jan. 15-16) in San Juan. Puerto Rico. Plans and projects of local, national and international scope were discussed and formulated at the meetings. 

Ken Birdseye, president, commented, "The turnout for the meeting was excellent. We are facing the problems of the industry head-on, and the membership can expect a more productive and rewarding '76." 

Various CMA committees will be involved in coordinating activities concerning the nation's bicentennial celebration, including CMA participation in events such as the Fourth of July gala in Philadelphia, a gigantic country music show in New York, a country music festival in Nice, France, this July.

Chic Doherty, chairman of the country music promotion committee, announced plans to develop new audio/visual presentations.

Cin-Kay Deals

ASHVILLE—California based Cin-Kay Records has signed a distribution agreement with Nationwide Sound Distributors, an independent firm. In addition to a current release, "Love Isn't Love (Til You Give It Sound)" by Eddy Bailes, Hal Free-

geared to inform record merchandisers and advertising agencies of the substantial impact of country music music on today's and tomorrow's market place. A new demographic survey will be used to support the presentation.

Several new membership benefits which will be made available upon completion and final approval of the Board will streamline membership activity. Charles Skully is chairman of the membership committee.

Bud Wendell reviewed plans and activities for this year's Country Music Fan Fair scheduled for June 9-13. Registrations are already coming into Fan Fair headquarters, indicating it should be another banner year for the popular event. Once again, a softball tournament is slated for June 7-8 to kick it off.

A new CMA Speakers Bureau is being put together by Tandy Rice and his public relations committee. It will provide persons who will take the country music story to noteworthy civic, educational and social organizations. Work is also progressing on a news kit as well as new CMA informational brochures. In addition, CMA is actively involved in the promotion of the Public Television Special "Hit Country Sounds" to be broadcast this month.

With the ever-increasing international interest in country music, the international committee, headed by Bill Denny, will be active in 1976.

(Continued on page 48)
**Sincerest Thanks! I didn’t know anyone cared!!**

**Larry Hart**

**best inspirational amazing grace.**

**WILLIAM MORRIS 1890**
When you’re HOT...  
...You’re on ABC/DOT...

Randy Cornor  
"SOMETIMES I TALK IN MY SLEEP"

Eddy Raven  
"FREE TO BE"

Amazing Rhythm Aces  
"AMAZING GRACE"

Randy Cornor  
"SOMETIMES I TALK IN MY SLEEP"

Joe Stampley  
"YOU MAKE LIFE EASY"

Leroy Van Dyke  
"WHO'S GONNA RUN THE TRUCK STOP IN TUBA CITY WHEN I'M GONE?"

Donna Fargo  
"WHAT WILL THE NEW YEAR BRING"

Sue Richards  
"SWEET SENSUOUS FEELINGS"

Roy Clark  
"IF I HAD TO DO IT ALL OVER AGAIN"

Barbara Mandrell  
"STANDING ROOM ONLY"

Johnny Lee  
"SOMETIMES"

Jim Mundy  
"I'M A WHITE BOY"

Narvel Felts  
"SOMEBODY HOLD ME"

Johnny Lee  
"SOMETIMES"

Plus, watch for new singles soon from:  
Johnny Carver  
Billy "Crash" Craddock  
Brian Collins  
Freddy Fender  
Delbert McClinton  
Tommy Overstreet  
Ray Price  
Jeris Ross  
Hank Thompson  
& 1st singles from our newly signed stars, Roy Head & Red Steagall.
Puerto Rico Meet A CMA Stimulant

To provide more meaningful exposure to international country music talent, international artists will be included on the U.S.'s annual Banquet Show and the CMA International Show. A special committee has been scheduled as a Fan Fair attraction it has been held for the duration of the past year to provide the gay entertainers with a setting to be enjoyed in October in the past.

A detailed report on the Country Music Festival was given by Frank Jones, who showed once again a large increase over last year's record mark. Work is well underway to $1,000,000 Hall of Fame expansion.

The board was brought up to date with the developments and expanded plans for other CMA events such as the Talent Buyers Seminar, headed by Jimmy Lay, the CMA Banquet, Paul Tannen; the DJ Awards, Dan McKinnon; Country Music Radio, Bill Robinson; Anthony, Mary Reeves Davis, Hall of Fame Electors, Pee Wee King, Long Range Planning, Frances Preston; Television, Irving Waugh; CMA Awards, Frank Jones, and CMA Elections, Bicky Denny. Hucck Carlock presented the treasurer's report and Joe Rone reported on the activities of the finance committee.

Jim Fugelsong, chairman of the board, was pleased with all that was accomplished at the meeting and feels that "the board will continue to make significant contributions to the industry throughout the year."

The second quarterly meeting is set for April 15 at the Hilton Hotel in Austin, Texas.

Billy Sherrill

The honky-tonk, country music recording artist, was a featured speaker at the annual seminar of the Country Music Association. Sherrill, who is also the owner of the Sherrill Publishing Company, talked about the business side of the music industry and the different aspects of recording and songwriting.

Sherrill began his career in the music business working for various record companies and eventually formed his own publishing company. He has written and recorded many hit songs, including "I Can't Help Myself," "Just Between You and Me," and "I Know It's Been Said That I Am." These songs have achieved tremendous success and have earned him multiple awards and accolades.

"I know it's been said that I am a native of Eustis, Maine," Sherrill said. "But speaking of country music, I am a native of Eustis, Maine."

Sherrill also discussed the importance of record labels in the industry and the role they play in promoting and marketing music. He shared insights on the challenges and opportunities facing musicians and songwriters today and the need for continued innovation and creativity in the music business.

"I hope my book will give the reader a sense of having been here, and add confidence and knowledge to his guest for songwriting success," Sherrill concluded.

Nashville Scene

NASHVILLE—Songwriter Michael Kossel has joined the staff of BMI with the publication of "Bringing It To Nashville." The book describes, from a songwriter's point of view, how it feels to make the move to Music City, and the problems and pitfalls that can come with the transition.

Kossel has had songs recorded by Cras Craig, Tommy Wynette, Barbara Mandrell, Del Reeves, Kenny Starr and other artists. The book deals with deciding whether to move to Nashville, what to bring, how to approach publishers and producers, and what their reactions are likely to be.

"I hope my book will give the reader a sense of having been here, and add confidence and knowledge to his guest for songwriting success," Kossel summarized.

Billy Sherrill's first release went top 20. "It's been said that I am a native of Eustis, Maine," Sherrill said. "But speaking of country music, I am a native of Eustis, Maine."

Sherrill also discussed the importance of record labels in the industry and the role they play in promoting and marketing music. He shared insights on the challenges and opportunities facing musicians and songwriters today and the need for continued innovation and creativity in the music business.

"I hope my book will give the reader a sense of having been here, and add confidence and knowledge to his guest for songwriting success," Kossel concluded.

Nashville Scene

By COLLEEN CLARK

T. G. Shepard set to appear at Gilley's Place in Pasadena on Valen- tine's Day. Billy Walker will do "Midnight Special" will coincide with the date. Dorsey Burnette began his three-night run at the Stud- dio... John Denver has released "Patches." "The Morning After..." by Charlie Walker. It started out, "We were working on a song for Charlie Walker. It started out, "Last night in a bar. ... We had the first verse but no title. So we looked through a hymn book and came up with "Almost Persuaded.""

The song is far from dead. Sherrill notes, "Somebody came up with the idea of having an album titled "Al- most Persuaded" by all kinds of differ- ent artists on Epic and Columbia. I was all of them singing the same song. I'm not going to shoot that idea down—I love. Sutton might even like that idea."

Sherrill has one final plan for this song that backed into success. "I'd love to get all these different versions and have a party some night and just play it for hours by different artists. An 'Almost Persuaded' party. Invite everybody who has cut it, and play it continuously. As soon as the artists are through, everybody can go home. If Sutton would pay for half of it, I'd do it."

Terry Bradshaw

Continued from page 45

nosey "Since he wants it so bad, he's got a better chance to succeed."

Noting the song's popularity, Kennedy— who, like Bradshaw, is a native of Shreveport— points to heavy airplay on radio stations and Pittsburgh that helped boost the song. But radio action reports are coming in from all over the country, including Dallas.

"If Dallas is playing it, it's got to be good," Kennedy concludes.

TALENT WANTED

Well established Management firm with strong proven connections in recording, television, and related media has recently expanded and is looking for professional acclaim to help "hit the big time."

If you have these qualifications send resume, recent photo and current itinerary for personal interview.

Country

Singer Songwriter

Mike Kossel has turned author with the publication of "Bringing It To Nashville." The book describes, from a songwriter's point of view, how it feels to make the move to Music City, and the problems and pitfalls that can come with the transition.

Kossel has had songs recorded by Cras Craig, Tommy Wynette, Barbara Mandrell, Del Reeves, Kenny Starr and other artists. The book deals with deciding whether to move to Nashville, what to bring, how to approach publishers and producers, and what their reactions are likely to be.

"I hope my book will give the reader a sense of having been here, and add confidence and knowledge to his guest for songwriting success," comments Kossel.

"Bringing It To Nashville" is available by mail ($3) from Cum- berland Valley Publishing Co., P.O. Box 643, Beechwood, Tenn. 37027.

 trivia

1 12 BEAR BEAR BLOOD-Dowell, Md. 45 1058
2 13 CONFRONTED IN NOBLE-Reford, Lefte 75045
3 14 THE HAPPINESS OF HAVING YOU—Charley Pride, RCA AP 1120
4 15 NIGHT THINGS—Ronnie Milgrom, RCA AP 1223
5 16 OVERNIGHT SENSATION—Mickey Gilley, Phonics Pk 408
6 17 CLEARLY LOVE—Olivia Newton-John, RCA 2148
7 18 WHAT CAN YOU DO TO ME NOW—Walt Newton, RCA AP 1124
8 19 ARMS YOU ARE READY FOR FREDDY—Freddy Fender, ABC-AP EDP 2004
9 20 RHINESTONE COWBOY—Clyde Campbell, Cap/L A (230)
10 21 WINGSONG—John Denver, RCA AP 1128
11 22 ROCKY—Dicky Dee, RCA AP 1124
12 23 BEFORE THE NEXT TEARDROP FALLS—Freddy Fender, ABC-AP EDP 2003
13 24 LOVE PUT A SONG IN MY HEART—Johnny Rodriguez, Mercury 565-1057
14 25 UNCOMMONLY GOOD COUNTRY—Dave Dudley, United Artists LA 13920
15 26 GOLD'S GOOD—Gordon Lightfoot, Sony 6323 (Warner Bros)
16 27 SOMEBODY LOVES YOU—Crystal Gayle, United Artists LA 5436
17 28 GREATEST HITS—Don Williams, ABC-AP ED 2001
18 29 REHONED STRANDER—Charlie Newton, Columbia PC 3920
19 30 TODAY I STARTED LOVING YOU AGAIN—Sammie Smith, Mergent WPS 612 (PIF)
20 31 THIS TIME I'VE HURT HER MORE THAN SHE LOVES ME—Conway Twitty, MCA 2176
21 32 BEAR BENTON—Bear Benton, Phonics Pk 408
22 33 DREAMING MY DREAMS—Waynes Jennings, RCA AP 1121
23 34 WHO'S TO BLISS—Kristofferson, Monument R 2207 (Columbia)
24 35 CONWAYS AND DADDYS—Bobby Darin, RCA AP 1122
25 36 HANK WILLIAMS JR & FRIENDS—Mercury SRM 1.1090
26 37 TOGETHER—Anne Murray, Capitol SP 11473
27 38 COUNTRY MUSIE Mike—Wilnel, United Artists LA 5436
28 39 JUST OUT OF REACH—Perry Como, RCA AP 1160
29 40 GREATEST HITS, VOL. 2—Tom T. Hall, RCA 1.1044 (Mercury) (Promo)
30 41 SINCE I MET YOU BABY—Freddy Fender, MCA 2176
31 42 THE BEST OF THE STARTER BROTHERS—Mercury SRM 1.1033 (Promo)
32 43 ELITE HOTEL—Enamity Chase, Mercury XS 2260 (Warner Bros)
33 44 RED HOT PICKER—Jerry Reed, RCA AP 1126
34 45 SAY I DO—Roy Price, ABC-USC OS 3001
35 46 THINK OF ME (To Be My Baby) —Bill Thomas, ABC-USC 1002
36 47 STACKED DECK—Amazing Rhythm Aces, AEC 502 (Promo)
37 48 COUNTRY GOLG—Danny Davis & The Nashville Brass, RCA AP 1124
38 49 THE VERY BEST OF RAY STEVENS—Ray Stevens, RCA AP 1124
40 50 GOD'S MIN—Jerry Lee Lewis, Mercury SRM 1.1044 (Promo)
41 51 THE HOT LOVE—Attnel Malone, Capitol SP 11409 (Promo)
42 52 HARPIN' THE BLUE—Charlie McCollom, Capitol SP 11402 (Promo)
43 53 THE BLIND MAN IN THE BLEACHERS—Starr, RCA AP 1124
44 54 SUPERSTAR—Vassar Clements, Mercury 565-1057 (Promo)
45 55 LOVE NV AND LEARNIN—Tanya Tucker, RCA AP 1127
46 56 HOW GREAT THOU ART—Roy Clark, MGM MCG 5007
47 57 HEART TO HEART—Roy Clark, MGM MCG 5007
48 58 REDHEADS-Bobby Darin, RCA AP 1124
49 59 HEART TO HEART Roy Clark, MGM MCG 5007
50 60 THE TOWNY OVERSTREET Show, RCA AP 1124 (Promo)
JOHANNESBURG—The launching of Arista/Bell product in South Africa was held at Citi's here. A prominent selection of the outstandingly well attended by press, radio and record dealers. Films and slides were shown and keynote speeches made, all of which received good press coverage. Arista/Bell has been doing very well in terms of its promotion of the Bell City Rollers, Barry Manilow and Melissa Manchester, all of whom have been warmly received.

PRAGUE—Pragokoncert, the Czechoslovakian concert agency here has announced plans to bring back U.S. country singer George Hamilton IV. For another appearance in Prague this year following his show last year. Other acts to be booked are Gilbert Becaud, Mac and Katie Kissoon and Betty Driver. Negotiations are also under way for bringing such international performers as Mireille Mathieu, Cliff Richard and Dyan Road. One of the problems here is the shortage of appropriate concert halls, the largest being Luverna which holds but 3,000. In the London Coliseum using it hard to meet fee guarantees.

PARIS—Television sets of special manufacture will be received by both the French SECAM and the German PAL color systems are as the Philippines have asked for a higher frequency since the demand has increased for this equipment from residents of what is known as the frontier zones. In these areas, residents can receive three French programs, one from the U.K., two German programs and two from Switzerland. In Lille, they can also receive programs direct from the U.K., hence the increased demand for the special v sets.

LONDON—Events Records artists, The Backband, will make their second major promotion tour of U.K. and abroad. Their first single, "Fei. Feb. 6 in response to the success of their new single "Do the Bus Stop." This tour includes a number of one-nighters at various important halls in London and other cities as well as six radio/televi-

LONDON—Top BBC disc jockey, Alan Freeman, who has had a 19-year run with his show "Pick Of The Pops," has changed the name of the same name. After three years of what were described as "delicate nego-

LONDON—EMI is producing the in-flight entertainment programs for the British Airways Concorde. The Concorde package is in stereo and of the five separate channels, one will use the new Kunstkopf sound system. The Concorde package includes the latest of music and instrumentals. We listen to instrumentals. For that rea-

RCA Sale Method Switch Pays Off

By CHRIS WHITE

LONDON—RCA's switch from van-selling to direct distribution last July in the U.K. has paid off in terms of album sales and passenger flights last week. The company already produces music programs for the British Airways and the Concorde package includes the latest of music and instrumentals. We listen to instrumentals. For that rea-

London Clyde Orchestra project, a joint venture with the Glas-

London Clyde Orchestra project, a joint venture with the Glas-

COLOGNE—EMI Electrola's DCW department, which plans and produces albums and cassettes on request for private and industrial clients is becoming more and more a sales giant for Germany's record

W. Ger. Disk Sales Jump

HAMBURG — The singles business in Germany is improving again. According to statistics now available, single sales went up by approximately 9% in Sep-

EMI Electrola's singles market is that of Metronome, launching 80 albums of the CTI la-

Silver and Gold — The Silver Convention vocal group are given gold records by Bob Reno, Midland Records presi-

Pictured left to right are: Helmar Kunze, director of Jupiter Records, Munich; Michael Kunze, Silver Convention producer; singer Penny McLean, Reno; singers Ramona Wulf and Linda G. Thompson; composer Sylvester Levey; and jazz and music publisher Ralph Siegel.
**International Motown-EMI Agree On Distrib推销**

By WOLFGANG SPAHR

COLOGNE—After long-term, often tough negotiations between the Motown Music Corporation of Los Angeles and EMI in London, a new licensing deal was signed, giving EMI exclusive rights for the distribution of Motowncatalog in the Federal German Republic, Austria, Switzerland, Luxembourg, Scandinavia, and several African and Asian countries.

So EMI's German subsidiary continues to distribute Tamla Motown as it has since 1969. Since that starting date, Tamla Motown's sales have grown continuously in the Federal Republic.

It had a 2.7 million Deutschemark share of EMI's total sales in 1969/70 (the company's financial year is from July 1 to the following June 30). There was an 8% increase in the year 1973/74 up to a share of 3 million Deutschemark, representing the financial figures for 1974/75.

Such success has its price. For the period of the prolonged contract to December 31, 1977, EMI Elettra, the German subsidiary, will pay a license fee in lieu of its earnings of 3 million Deutschemark.

Among the most successful Motown albums were, for example, the entire Stevie Wonder collection (with 200 albums and cassettes) and the complete Temptations, who have sold 450,000 albums and cassettes in the last three years.

During the group's autumn tour in West Germany, EMI has offered a Gold Disk for the first time outside the United States. The album "Master Hits" with 150,000 copies includes in Germany.

The chart-topper "Dan The Banjo Man," "War" by Edwin Starr, "Superstition" by Stevie Wonder and "You Keep Loving Me, Baby" by Smokey Robinson were the best sellers in the singles market.

Apart from these, such popular Motown acts as Four Tops, Marvin Gaye, Eddie Kendricks and Smokey Robinson, the groups Rare Earth, the Supremes, the Jackson Five, the Miracles, Undisputed Truth and promising newcomers Smokey Robinson and the Miracles won fine reputations in the German market over the years.

In order to establish the artists listed as well as Motown's entire catalog even more strongly than in the past, additional personnel and financial investment here was agreed to.

Starting this year, a special marketing and promotion budget will be available for particular activities.

**CTI Promotion**

**continued from page 4**

Once A Day Maker," a new gospel compilation, hit, not only in the U.S. but Overseas as well.

He is looking forward to a full national campaign aimed at the possibility of CTI artists visiting Germany. His talent department is currently exploring the possibility of a CTI all-starr group to play gigs here.

As for the future, he said the aim was to build the entire artist roster into the big-leader status category that Groover Watson and Little Phillips have already hit.

**JANUARY 31, 1976, BILLBOARD**

**PARIs**

Rachel Webel is up to act at the Paris Opera, where, for the first time in her French career as a singer, and she will be seen there, which is accompanied by 24 musicians and 16 dancers, in a 72-minute show.

The program is called "Soleil d'hiver," bringing in Bob Dylan for concert dates.

American singer John Hammond in town to cut a new album with producer Ron Richard, who created most of the Hobbit hits, is expected to be added for the Johnny Mathis tour, including one at the London Palladium, which is currently sold out.

Despite not having had a big hit yet in Germany, David Essex voted in the Normandy's pop poll, which is exceeding 500. John Craig, managing director of British Lion Music, has joined the Purple Group of companies as managing director of the music-publishing interests, Britain's largest music.

Former general manager of Screen Gems Music Bill Kimber has set up new company, Mighty Music, with Bay City Rollers' musical director, who have recorded 100,000 boxes of albums from Slim Whitman's Library. ... David Essex voted to be estimated at being around 35,000. Canadian country singer Dick Dromm is the release of his "Soldier Of Fortune" record.

Ex-Prime Minister Edward Heath guested on first of series of Six Peterson television shows on BBC TV. Rick Wakeman and the English Rock Ensemble confirmed for April U.K. tour, preceded by tours of the U.S., Canada, Australia, New Zealand, Japan, Russia and Turkey. "In For The Kill" and "Bandolier" to its credit, will be the recording deal with A&M.... New hardback hardback book by disk jockey Roger Daltrey, "The Who: The Book," out. He is the son of Hollywood movie producer Joe Pasterick.

New Groundhogs lineup features founder Tony McPhee, ex-Home drummer, former Rolling Stone, Fleetwood Mac, and Kent and guitarist Dave Witham.

New product lined up for Chicago is "The Last Seduction," is a new release by Frank Sinatra, "Buddy," Betty White, "The Big Bopper," "I Am The Highway," and "The Old Grey Whistle Test: Night Time." New sets of bandages are available through the CBS/WEA distribution setup.

19 years with the corporation, he has no intention of working for any other record company... The Elektra and Asylum labels start functioning from within WEA here (Felix Charles), with a 50% share in both the label's catalogs become available through the CBS/WEA distribution setup.

United Artists' Alan Warner, ex-in record public relations, is responsible for current LaRue and Hardy hit single, married public relations consultant Sandie Kay, and was responsible for bringing in Bob Dylan for concert dates.

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Despite not having had a big hit yet in Germany, David Essex voted in the Normandy's pop poll, which is exceeding 500. John Craig, managing director of British Lion Music, has joined the Purple Group of companies as managing director of the music-publishing interests, Britain's largest music.

Former general manager of Screen Gems Music Bill Kimber has set up new company, Mighty Music, with Bay City Rollers' musical director, who have recorded 100,000 boxes of albums from Slim Whitman's Library. ... David Essex voted to be estimated at being around 35,000. Canadian country singer Dick Dromm is the release of his "Soldier Of Fortune" record.

Ex-Prime Minister Edward Heath guested on first of series of Six Peterson television shows on BBC TV. Rick Wakeman and the English Rock Ensemble confirmed for April U.K. tour, preceded by tours of the U.S., Canada, Australia, New Zealand, Japan, Russia and Turkey. "In For The Kill" and "Bandolier" to its credit, will be the recording deal with A&M.... New hardback hardback book by disk jockey Roger Daltrey, "The Who: The Book," out. He is the son of Hollywood movie producer Joe Pasterick.

New Groundhogs lineup features founder Tony McPhee, ex-Home drummer, former Rolling Stone, Fleetwood Mac, and Kent and guitarist Dave Witham.

New product lined up for Chicago is "The Last Seduction," is a new release by Frank Sinatra, "Buddy," Betty White, "The Big Bopper," "I Am The Highway," and "The Old Grey Whistle Test: Night Time." New sets of bandages are available through the CBS/WEA distribution setup.
**Polygram Cuts Budget Line**

By BRIAN MULLIGAN

**LONDON**—Musical Rendezvous, the company's Danish jazz-rock group, has announced that the group's Contour budget label, is being closed down and the label's activities transferred to Pickwick International.

The move means that about 60% of the U.K. market for Danish jazz group touring will be lost, though some may eventually be offered work either with Polygram companies or at Pickwick.

This decision brings to an end a five-year run in the budget market by the Polygram label. Polygram and Polydor, and means that Pickwick now controls, according to managing director Hugh Gout, all of about 60% of the U.K. market for records retailing in the £2.50 bracket.

Polygram's exit from the budget market has been an easy decision to make, but the label has not been viable for some time. The Polygram label's economic climate we cannot go on carrying a label which is not profitable. In times of inflation the public changes towards higher-priced product and if there are too many $2 labels the market simply is bound to suffer.

He adds that television promotion of records had affected sales of budget records and the likelihood of price restrictions would make it even more difficult to make a profit. "We made a certain impact but not the major one we were hoping for."

The Polygram label's marketing responsibility is being transferred to Pickwick with the aim of gaining the group's improved retail availability. Through the Contour sales force, the label was available in some 2,500 less than Pickwick has access to via its national new name group."

The Polygram label's catalog as well as re-packaging will be handled by Polygram's international new name group.

Previously, Polygram comprised: bassist Jess Staehr, also from Burning Red; vocalist Torben Christensen, from the Hundy Gurdy group, written about in Donovon's song of the same name; vocalist Michael Skovbjerg, former frontman for Victor Goin, the Danish pop group; and drummer Kenneth Donskoy, former musician of the year in 1973, on electric piano, mandola and clarinet.

Now there are very good reactions to his new Phonogram album, "Hallelujah," based on the Shakespeare play, with music by Pierre Groselos and lyrics by Gyllis Thibault.

**HENRY KAHN**

**NAY**—Artis Andrea Zarrillo, whose single "Maledetta Signora," or "Cursed Madam," is getting big support in Italy after her album of the same composition, Cramps, label of the feminist group Collective Action, has put out the album, "A Sister Found," featuring Antoniette Lar- ge and re-titled "Viens."

Cramp's other new Eugenio Farinelli single, "Soldi."

"News of a temperature increase in Germany with no big competition from us," according to Miss Laura Finardi single, "Found," featuring Antoniette Larte and re-titled "Viens."

Cramp's also has the new Eugenio Farinelli single, "Soldi."

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**International Briefs**

**BRUSSELS**

Mike Berry's "TrIBUTE To Buddy Holly" is making it big here, and it is also doing well in Ireland and Britain. "Let's All Get Together," by Austin Roberts (EMI), has been handed over to hospital libraries in Belgium.

**CARTOON**

Catalonian singer Joan Bautista Munyip (Movenpick) has recorded his new single, "Got Milk?" and the single from it, "Que No Soy Yo" and a chart-topper here, "Got Milk?"

**CARTOON**

"There isn't a hotel we rate higher than the Hotel Catalonia, in Barcelona," says a recent recording of the Hotel Catalonia, in Barcelona, for the Besigde album. The aim of the meetings to find better information and coordi-

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POLYDOR URGES WIDER Mkt

TORONTO—An item in last week's issue indicated that the entire staff of the Daxon-Powers record shop Inc. headed by Neil Dixon and Steve Propas had resigned. According to Propas only Barbara Hoffman resigned. Barbara Onnet and Gert Kuiter, the road manager for Martin, still employ Hoffman. However, the onnet is still employed at the company and is now Propas' personal assistant. Doreen Elmsmow has been hired as receptionist.

TORONTO—With the appointment of Karen Ball to the position of national publicity manager, Capitol Records-EMI Canada has created a national publicity department which will provide resource information to and media people across Canada. Before moving to Toronto from Winnipeg to take on this position, Ball was involved in many aspects of the music industry in Western Canada. She spent time with Toronto Press Officers and the Savannah Symphony Orchestra as a special projects coordinator and public relations liaison before giving up her position as assistant director in business for herself in the field of concert promotion and talent publicity.

EDMONTON—Royalty Records, headed by president Jack Dubas, has appointed country star B. Har- man Smith to the position of director of ak and promotion. With his ex-

tera administrative duties he will limit his personal appearance during 1976. Ball will continue to handle the marketing of his recording artist as well as receptionist at the company, has just had her scar surgery in Canada by London Royal Hospital. "You Know I Want You." It's from her current album "Lady From Virginia." A waiting release, Nielsen will embark on a cross-Canada promotion tour calling for media people and trade per- sonnel. In February Nielsen will appear with Al Cherry and R. Harlan Smith at the Newfoundland Snowmobile Races. Royalty has also signed Larry Gustafson.

EDMONTON—Land End Music- Production Services and Folkstone Management, owned and operated by recording artists Paul Hann and his manager, Pete White, have been reformed and united under the corporate name The Kicking Horse Music Company. The first project for the produc- tion of The Kicking Horse is the recording of Hann's second al- bum "Another Tumbleweed" which has just been completed. The LP was produced by Holger Peterson and leased to Stoney Plain Records which is distributed in Canada by United Artists. Hann has just completed a tour of western Canada with dates in Victoria, Calgary, Falcon Lake, Van- couver, Saskatoon, Regina and Win-

HAVE TO BUILD A NEW WORLD...Other companies. "Sure we compete with them," says Harrold. "Our objective is to understand the music business so we can not only sell, but to encourage the desire to work to re- develop it rather than sharpening our dis- count knives on each other's throats."

Hann hinted at a stepped up program of developing Canadian artists in 1976. "We are a Canadian operation," says Hann. "We have a chance to develop local artists and to showcase their talents to the world." Says Hann, "Our relationship with Phonogram and Polydor helps us in- ternationally in this respect a great deal and our local artists can be done. France Castel, Christine Channing and Ian and Ginny" are an impressive indication of what can be done. Frank Castel, Christ- ine Channing and Ian and Ginny have all had chart success in 1976. Now we have Le Clan Mur- phy, Mosy and Garfield to look for- ward to as well."

MONTREAL—"We must stop limiting our market," says Polydor's president. "Too often I have heard that the prime record market is for the under 25 age group. Why?"

That question was posed by Poly- dor president Tim Harrold during an address to a gathering of the company's sales force on Jan. 9, the start of Polydor's year. The occasion was marked by a gath- ering of many of the record company's music directors from across Canada, Toronto, Quebec and Ontario branches for a confer- ence on Polydor's new approach, known as "Polydor '76," and a product seminar.

Harrold continues, "We are a cat- alog company, we have a collective re- sponsibility to sell our product to the whole cross-section of the popu- lation. That is what our demonstrations set out to do. We proved that when the music is heard it will sell." Harrold also had some general observations on current attitudes to the music business.

"We have to realize that our com- petition is not only just other record company promotions. "Sure we com- pete in trying to sign artists, in fight- ing for promotions, in getting air- play—but sometimes the music is not what we are really competing for. Dollars which can just as easily be spent on the public or the cinema, fishing or sailing as on records. Dollars that go to spectator activity like the music industry what marketing means."

Assuming that marketing for records is not just a matter of selling the product, But in the long term. The cake is big enough for everyone to have a slice. A healthy indus- try means. "As an industry we congratulate ourselves on our "record industry what marketing

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MONTREAL—“We must stop


to have gold records. But I believe we should continually be looking to build on success, not praising our- selves and letting the matter drop. If we sell 100,000 copies of an album, we should not be putting each other on the back but asking ourselves how can double this figure and not believe we are doing our job on our own enough."

Harrold also stressed the necessity of maintaining credibility in the marketplace. "We are dependent on our customers," states Harrold. "Our objective is not to sell the product but to provide the record companies."

We cannot consider a record or tape really sold until it reaches the general public and avoid hit- shit like the plague and sell our product intelligently. We need the retailer, we need the department store; we need the rack. All of them have a role to play. A healthy indus- try means. "As an industry we congratulate ourselves on our record industry what marketing means."

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### Tropical Music Industry News

**NEW YORK**

- New salsa outings spring up all over as the craze sweeps New York. Newest label is El Chevere at 167th St. and River Ave.
- Live salsa music is also scheduled for Monday nights at east side spot Meltz Adonis. The offshoot of El Chevere will start later this month (26) with Ralph Lew his band, and Lew planning the chore of being El Chevere's Sally Starr and milo toirs to new venues. Speaking of Lew, he reports the flip side of the citywide Latin Hustle contest are scheduled for the Ipanema club on Jan. 28, and at the El Rastro Wednesday. Opening act for the Hustle is Monique from Argentina, Alido Legui.

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Radio - TV Programming
A National Rock Network Seen

Continued from page 18

Radio - TV Programming
A National Rock Network Seen

Continued from page 16

City Rollers," but on their British version, which normally has more music than those released in the states.

Originally, however, Arista was going to release the UK hit, "Saturday Night" another cut from the U.S. album and the two songs were part of a six-hour special on Saturday Night, but later it was discarded by Dick James Music and "Shang-A-Lang" was published by Weebie Music.

What happened was that a member of the group gave copies of the British recording, four LPs and two of the 8-track tape to Arista and announced that "Money Honey" would be their new single. RKO Radio was playing the tune as the new coming single. Result Arista was forced to reconsider and come out with something rather than something from the U.S. album. Besides the power of the artist, I guess the label also demonstrates the power of RKO Radio in the world of breaking a hit. Once the chain had started with "Money Honey," Arista couldn't stop it.

Jeff Gerber has shifted from WHTM in Buffalo to WXXI, a Rochester program, WBAX in Scranton/Wilkes-Barre, Pa., as a 24-hour, 1,000-watt Top 40 operation. I don't know his staff lineup yet... Dell W. Epper- son, a radio student at Northwestern State University, Maryville, Mo., is trying to build a library of archivists at the college. Archivists, besides a sample of on-air work, should know how the air personality got started in business, how they developed themselves, what they do in preparation, etc. I suppose that any personality who'd like to contribute an airarchivist interview would be welcomed. Tom Adams is already there.

Longview to KPUB, Pueblo, Colo., includes Ace Ball 5:30 a.m., then the T.T.O. Show, 6:30 a.m. with general manager Rex R. Miller and sales manager William Engler. Ball returns and runs every week until notoriety is bestowed by the syndicated Paul Harvey news show, and then program director Brian Davis due to produce a "Blackie" show. "We use the country music format Colorado Country that I desire to be a major network of country music we program. On my show, I feature several mini-programs like 'Well, I'll tell you about the show on the road for live remotes,'" Jeff Orman does 6:30 a.m. Night's real name is Bruce Stier who works at KATC in Tacoma, Wash."
JIM REEVES - I Love You Because, RCA AL1 1244. Every ten years or so Reeves sounds to me as though it were recorded yesterday. This is another tremendous laid-back Reeves album. It’s a sweet slowed-down sound that’s so easy to listen to, even to the point of being boring. Of course, not everyone enjoys the same Reeves. I love it when he sings about love and death. Chet Atkins produced these songs, and you can hear his influence throughout.

BEST CUTS: "When Our Love Fades," "Break Of Day," "Who D’Yer Think Yer."
January 26, 1976


!!!! THANKS FOR MAKING IT THE BEST YEAR I'VE EVER HAD !!!!

....and a special thanks to Lou Reizner, Martin Machat and Jeff Wald, without whose help I wouldn't have made it this far.

Warmest Regards, [signature]

Artie Wayne
"Just A Simple Publisher"

P.S. If you're at MIDEM, stop in for a drink. I'm at the Martinez. . . by the way, I've got some great new songs with me !!!
When Invictus indebtedness loomed at $1.5 million in February, Hank Williams Jr. has contracted a J.R. Bailey, K. Williams & J. Gasper; writer: Ken Williams; publisher: Blackbird, BMI. Came up with strong soul/disco rocker.

JOHNNY GOLD-Mighty High (3:55); producer: H. Banks & C. Hampton; writers: Home Banks -Carl Kendrick -Fredrick Dash. Headed straight for disco fashion from Phillips should pull in same response her chart(title).

BENNY AND THE KIDS-High Battery (3:45); producer: Mike Cimino; writer: Artie Schreiber; publisher: Adamo, BMI. Good ballad that builds to strong chorus.

BUD LOGAN-Moonshine and Men (2:45); producer: B.L. Ozen; writer: Crazy Can; publisher: Alruby, ASCAP. Milestone 302. Silly lyric and good hook.

GEOFF STEVENS -I'm Not Yr Girl (3:30); producer: Van Andret; writer: Van Andret, BMI. CASABLANCA. Disco entry with good melody and in-reach story line. Excellent followup to "Paradise." Producer Glenn Sutton pairs his wild pop with a product presentation, a sales discussion and a showcase at an event outside of London. Two events will help to promote the release of the album, featuring the story line and good hook.

RECOMMENDED

DAVID RAY -All The King's Horses (2:45); producer: Dave Crawford; writer: C. Dowling -D. Dowling; publisher: American Broadcasting/DOX. A.M. 565.3

THE REFLECTIONS-Day After Day (3:42); producers: J.R. Bailey, K. Williams & J. Gasper; writer: Ken Williams; publisher: Adamo, BMI. Good ballad with strong chorus.

TAVARES-The Love I Never Had (3:24); producers: Den- ron Hill; publisher: Ahab, BMI. Mercury 73763. The Killer returns to his rock'n'roll daze -Montgomery masterpiece already on the chart by Marilyn McCoo of the Captain & Tennille. This is as well done as any in this genre.

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TOUR

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<tr>
<td>January 25</td>
<td>Civic Aud., Omaha, Neb.</td>
</tr>
<tr>
<td>January 28</td>
<td>Veteran's Memorial Aud., Columbus, Ohio</td>
</tr>
<tr>
<td>January 29</td>
<td>Van Braun Civic, Huntsville, Ala.</td>
</tr>
<tr>
<td>January 30</td>
<td>Hirsch Memoria Col., Shreveport, La.</td>
</tr>
<tr>
<td>January 31</td>
<td>Civic, Lake Charles, La.</td>
</tr>
<tr>
<td>February 1</td>
<td>Univ. o' Arkansas, Fayetteville, Ark.</td>
</tr>
<tr>
<td>February 3</td>
<td>Shrine Mosque, Springfield, Mo.</td>
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<tr>
<td>February 4</td>
<td>Memorial Hall, Kansas City, Mo.</td>
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<tr>
<td>February 6</td>
<td>County Fieldhouse, Erie, Pa.</td>
</tr>
<tr>
<td>February 7</td>
<td>Stadium, Chicago, Ill.</td>
</tr>
<tr>
<td>TITLE - Artist</td>
<td>Week Ending January 31, 1976</td>
</tr>
<tr>
<td>---------------</td>
<td>-----------------------------</td>
</tr>
<tr>
<td>1 3 12</td>
<td>LOVE ROLLEROSSER - Diana Ross (TNT)</td>
</tr>
<tr>
<td>2 2 12</td>
<td>I WRITE THE SONG - Barry Manilow (Arista)</td>
</tr>
<tr>
<td>3 4 12</td>
<td>LOVE TO LOVE YOU BABY - Andy Kim (Capitol)</td>
</tr>
<tr>
<td>4 5 12</td>
<td>YOU MIGHT BE A PRODUCER - Millie Jackson (RCA)</td>
</tr>
<tr>
<td>5 5 12</td>
<td>YOU MIGHT BE A PRODUCER - Millie Jackson (RCA)</td>
</tr>
<tr>
<td>6 6 12</td>
<td>YOU MIGHT BE A PRODUCER - Millie Jackson (RCA)</td>
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<td>7 7 12</td>
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<td>8 8 12</td>
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</tbody>
</table>

**Note:** The chart reflects the hot songs for the week ending January 31, 1976. The list includes various artists and their respective songs, with Week Ending January 31, 1976 being the ranking week. The table format provides a clear view of the chart's structure, showing the positions and artists' names for the top songs.
THE MOTOWN HOT SHOTS

THE TEMPTATIONS

"Keep Holding On"
G-7146
From The Album:
HOUSE PARTY
66-97031

EDDIE KENDRICKS

"He's A Friend"
T54266F
From The Album:
HE'S A FRIEND
T6-34351

JUNIOR WALKER & THE ALLSTARS

"I'm So Glad"
S-35116F
From The Album:
HOT SHOT
S6-74551

THE HOT SHOTS-FROM THE HOT LABEL

Motown Is Dedicated to '76
© 1975 Motown Record Corporation
<table>
<thead>
<tr>
<th>ARTIST</th>
<th>TITLE</th>
<th>WEEKS AT #1</th>
<th>1976</th>
<th>1976 SUGGESTED LIST PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>LINDA RONALDSON</td>
<td>I THINK IT'S GOING TO RAIN TODAY</td>
<td>36</td>
<td>10/16/1976</td>
<td>$2.98</td>
</tr>
<tr>
<td>BARRY MANILOW</td>
<td>SONGS OF HEARTACHE</td>
<td>34</td>
<td>10/23/1976</td>
<td>$2.98</td>
</tr>
<tr>
<td>THE AEROSMITH</td>
<td>I DON'T WANT TO MISS THIS</td>
<td>40</td>
<td>10/30/1976</td>
<td>$2.98</td>
</tr>
<tr>
<td>BILL WITHERS</td>
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<td>55</td>
<td>11/6/1976</td>
<td>$2.98</td>
</tr>
<tr>
<td>THE WHO</td>
<td>MODERN LOVE</td>
<td>56</td>
<td>11/13/1976</td>
<td>$2.98</td>
</tr>
<tr>
<td>THE EAGLES</td>
<td>LADY SINGS THE BLUES</td>
<td>82</td>
<td>12/11/1976</td>
<td>$2.98</td>
</tr>
<tr>
<td>FLOYD PLAYS</td>
<td>SEEDS OF LIFE</td>
<td>100</td>
<td>12/18/1976</td>
<td>$2.98</td>
</tr>
<tr>
<td>THE EAGLES</td>
<td>NEW YORK, NEW YORK</td>
<td>101</td>
<td>12/18/1976</td>
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</tr>
</tbody>
</table>

**SUGGESTED LIST PRICE:** Prices are for 500,000 units.

**TOP LPs & TAPE**

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<th>ARTIST</th>
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<td>12/18/1976</td>
<td>$2.98</td>
</tr>
</tbody>
</table>
Boy, have we got a trade ad this week.

<table>
<thead>
<tr>
<th>Album</th>
<th>Billboard</th>
<th>Cash Box</th>
<th>Record World</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earth, Wind &amp; Fire, &quot;Gratitude&quot;</td>
<td>1*</td>
<td>1*</td>
<td>1*</td>
</tr>
<tr>
<td>Bob Dylan, &quot;Desire&quot;</td>
<td>2*</td>
<td>4*</td>
<td>4*</td>
</tr>
<tr>
<td>Paul Simon, &quot;Still Crazy After All These Years&quot;</td>
<td>3*</td>
<td>3*</td>
<td>3</td>
</tr>
<tr>
<td>Chicago, &quot;Greatest Hits&quot;</td>
<td>4</td>
<td>2</td>
<td>2</td>
</tr>
</tbody>
</table>

Thanks to all of the radio and retail people who believed, the top 4 albums in all three trades this week are on Columbia Records and Tapes. An unprecedented event.

Coming chart toppers:
<table>
<thead>
<tr>
<th>Suggested List Price</th>
<th>Album</th>
<th>Track</th>
<th>Artist</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>6.98</td>
<td>T. T. &amp; P.</td>
<td>2</td>
<td>Bobby Womack</td>
<td>52</td>
</tr>
<tr>
<td>7.91</td>
<td>Deadlock</td>
<td>1</td>
<td>Johnnie Taylor</td>
<td>8</td>
</tr>
<tr>
<td>7.91</td>
<td>The Grasshopper's Feast</td>
<td>4</td>
<td>Harry Connick Jr.</td>
<td>4</td>
</tr>
<tr>
<td>6.91</td>
<td>She's Just Like You</td>
<td>98</td>
<td>Janis Joplin</td>
<td>98</td>
</tr>
<tr>
<td>7.95</td>
<td>I Can't Help Myself (Sugar Pie, Honey Bunch)</td>
<td>106</td>
<td>The Four Tops</td>
<td>106</td>
</tr>
</tbody>
</table>

* Every care has been taken to ensure the accuracy of suggested list prices. Billboard does not assume responsibility for errors or omissions. *
AGGRESSIVE L.A. PUBLISHER

Intl Market Nourishing Wayne

LOS ANGELES—Most beginning publishers look around the neighborhood for a jazz artist of its own; Cleveland—The Baroque Bouquet, of course. Who are the performers? Why, plants can now be checked out by the opinion asserted that the firm of Abeles, Clark & Osborne represented Stigwood, as well as the "Tommy" plaintiffs, Bob Dylan, and Marlene Knecht, to the effect that he has kept him going in his first 15 months of business. Wayne is actually stranger to the publishing business, having worked in that capacity with major

Buddah Deletes

NEW YORK—Trix Records, the upper New York State label dealing in blues, has branched out into the area of jazz with the signing of a distribution pact with the rotating cadre. Initial release from the deal is jazz saxophonist Hugh Brodie's "The Real Thing." In addition, the label has also named two new distributors: Waterfall in Albany, N.Y., and Dean Wallace in Connecticut/ Rhode Island.

Trix Label In Kheba Tie-Up

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Buddah Deletes

NEW YORK—COUNTRYwide Tape & Record Distributors has signed a long-term licensing agreement with the Buddah Group, whereby it will have exclusive rights to all deferred publications.

Under terms of the deal, Countrywide will repack the product for release on Kory Records, an economy line label of the company. Buddah is the first major label packet for product on this budget label, according to Stan Sirotek, president of Countrywide.

You Can Check Plants With Album

NEW YORK—Studies indicate that the use of plants as indicators of environmental quality has increased. Early data show that plants can now be checked out by anyone with a record player. Ambros Records is releasing an album called "Plant Music," written specifically to provide a healthy sonic environment for the flora. Who are the performers? Why, the Baroque Bouquet, of course.
Bob Dylan At Astrodome

Maybe it's "Jive Talking," but the Bee Gees seem to be having problems finding a producer for their new LP. While they had three months booked at A&R Studios to set the LP to commence last week with Arif Mardin running the show, they were suddenly flown out to the West Coast for a Rick Perry audition job. Now, Mardin has fallen through, so who knows what they'll record or with whom.

Arunair, the word is that Robert Stigwood is taking his RSO Records away from Atlantic and over to Polydor worldwide within the next two months. This was reported in Billboard last week to be a minor and stimulating surprise. Elton John, who was supposedly very unhappy about this move to Polydor, and several observers expect fireworks to extinguish the Stigwood and Elton alliance.

When the Carpenters announce their new manager next week, the industry is going to be at the latest among the solid buyers in the 38-piece orchestra through the entire 90-minute show, titled "Man And Woman," which creates a romance theme from new material, the duo's hits and contemporary favorites.

Denise LaSalle, Westbound soul artist, was arrested by the FBI in Memphis on charges of harboring an accomplice, a murder accused. She was also reportedly working on a promotional song for another artist as well.

Elvis Presley is back to his generous ways. During a holiday at Vail ski resort in Colorado he gave a Cadillac and a $20,000 check to a woman who had worked off-duty supervising security at a number of Elvis concerts, plus two lady friends. Total cost: $10,000.

Roddy Shashoua, the labels. It was also judged that distributors were involved in moving from borough to borough, and that the industry as a whole was represented.

What's the SECOND thing Mac Davis and George Carlin will do this week? It's a question that has been asked about the national marketplace Sept. 8-11, in the major market of the premier event last year, New Orleans.

About 800 rooms are available in the Fairmont Hotel ballroom, special rooms on several floors will serve as "closed door" sessions. In the Fairmont Hotel ballroom, conversations between attendees and exhibitors will be conducted, as well as private sessions.

Approve Key Pact

New York Charles, New York, it settled on three controversial points. The points that caused the changes are: a change in terminology throughout the contract from employer to purchaser, a change in the language that held the schools responsible for payment of the fees, and the addition of a passage that will protect the purchaser under the acts of God clause.

Approve Key Pact

The Fairmont Hotel has been booked by the new owner of Musaex, "I'm not sure when it will be ready," he adds. The new owners were also associated with the Atlanta one-stop, now defunct.

Patterson's concern regarding the change in terminology throughout the contract from employer to purchaser, as well as the change in the language that held the schools responsible for payment of the fees, and the addition of a passage that will protect the purchaser under the acts of God clause.

Approve Key Pact

The Fairmont Hotel has been booked by the new owner of Musaex, "I'm not sure when it will be ready," he adds. The new owners were also associated with the Atlanta one-stop, now defunct.

New York-Musaex moves to New York for its 1978 international marketplace Sept. 8-11, incorporating the NMEX annual event last year in Las Vegas.

The Fairmont Hotel has been booked at a rate of $3,750 per room for the week, as well as the new owner of Musaex, "I'm not sure when it will be ready," he adds. The new owners were also associated with the Atlanta one-stop, now defunct.

Musaex's new home will be the Fairmont Hotel, where the costs of the new owner of Musaex, "I'm not sure when it will be ready," he adds. The new owners were also associated with the Atlanta one-stop, now defunct.

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...the head bone's connected to the neck bone...

and this BONES connected with a HIT...
GRAND FUNK RAILROAD
BORN TO DIE

It's a Killer!!
On Capitol Records & Tapes
ST-11432