ABC RECORDS/ TOTAL MUSIC COMPANY
ABC Building Future
With Teamwork Today
Arista Two Years Ahead
Of Schedule: Goldman
Little David's Monte Kay
On Contemporary Comedy
Promoters Say Business
Is Down In 1975 (Part 3)
Executive Demand Increasing
In Recording Industry
Music Folio World Enlarging
(Part 1 In A Cash Box Series)
The Selective Approach Works (Ed)
A landmark collaboration: the smooth sound of Andy Williams meets the fabled funk of Muscle Shoals!

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

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

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

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

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

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

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

If selective shipping from label to indy distributor to rack etc. is coupled with careful scrutiny of reorder patterns, returns are minimized and product gets into the market quickly and, above all, where it’s needed most. The numbers game can be deceiving, but it can be made to work more to the advantage of both the product and the people who make and sell it. Until the word ‘returns’ no longer carries the sickening connotation it has to date, it might be well to explore alternative means of getting product to the public. Ultimately, selectivity might be the only way.
David Ruffin Has A Monster Hit!
"Walk Away From Love"
(M-1376)

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

Another Touchdown From The Motown Mean Machine/4th Quarter

©1975 Motown Record Corporation
...and now you're ready for CHRISTMAS
ABC Records: Commitment To Recording Industry Begins With Teamwork, Dedication

LOS ANGELES — When ABC Records chairman Jerry Rubinstein refers to 1976 as "our year," he is expressing more than a corporate aim of accumulating sales over the next twelve months. It is part of an overall strategy designed to strengthen the company itself, and to ensure that ABC can be a major factor in the recording business in the years to come.

ABC is currently engaged in a struggle for survival, as are most independent labels. The company has been losing money for several years, and it has not been able to turn a profit since its inception in 1972.

Rubinstein is a former Warner Bros. executive who has been with ABC since its inception. He is determined to turn the company around, and he is confident that he can do so. He believes that ABC has what it takes to be a major player in the recording business, and he is willing to take the necessary steps to make it happen.

One of the steps that Rubinstein has taken is to increase the company's marketing efforts. He has hired new salespeople, and he has increased the company's advertising budget. He has also been working to improve the quality of the company's product.

Rubinstein is also working to strengthen the company's relationships with its artists. He has had several successful releases recently, and he is hoping to build on this success.

ABC is also working to improve its financial situation. The company has been able to secure a loan, and it is using this money to invest in new recording facilities.

Rubinstein is confident that ABC can turn its situation around, and he is determined to make it happen. He is optimistic about the future of the company, and he believes that ABC can be a major player in the recording business in the years to come.

Rubinstein's strategy is working, and he is confident that ABC will be successful. He is determined to make it happen, and he is willing to take the necessary steps to make it happen. He is optimistic about the future of the company, and he believes that ABC can be a major player in the recording business in the years to come.
Now, even more alive than you've ever known them.

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

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

© 1975 Atlantic Recording Corp.
A Warner Communications Company
**K-Tel International Reports $1M Loss**

**NEW YORK** — K-Tel International reported sales of $10,758,000 for the first quarter of fiscal 1976, up 29% from the $8,601,000 reported last year. A loss of $1,095,000 was reported for the quarter against a profit of $2,240,000 for the comparable period last year.

Included in the loss for the first quarter of fiscal 1976 was a translation loss of $538,000 which is included in the cost of sales figure. This compares with a translation loss of $30,000 for the first quarter of fiscal 1975. This is an uncontrollable item reflecting national economic strengths which has resulted in a large fluctuation is seen by K-Tel as indicative of the increasing strength of the U.S. dollar relative to the currencies of other countries in which K-Tel does business.

K-Tel’s working capital has increased by $2,784,000 over last year, their current notes payable are down by $3,444,000 and their cash on hand is up by $563,000.

K-Tel’s earnings per share for the three months ended Sept. 30, 1975 were 27 cents on 3,637,000 shares compared with 42 cents on 3,240,000 shares last year.

Their average shares outstanding for that period in 1975 were 4,003,142, the same as for that period in 1974. Their net sales for the three months ended Sept. 30, 1975 were $89,988,000, compared to $70,529,000 for the same period in 1974. The net income for that period in 1975 was $2,305,000, compared to $977,000 for 1974. Earnings per share were up to 68 cents from 24 cents in 1974. Average shares outstanding were 4,003,142, the same as 1974.

**Personality Folio — Something ‘New’ is Breaking In The Print Music Field Today**

**NEW YORK** — Personality folios are, according to a wide range of industry experts, the next big production, of fairly recent vintage. But it is a growing market and a market that provides all configurations of today’s music.

It is also a highly specialized world. This week Cash Box examined Screen Magazine, an independent Philadelphia company, and their involvement in the personality folio, sheet music business.

**WARNER BROS. — Personality folios are the life’s work of the president and director of production at Warner Brothers Music, “and sales are just beginning to find their full potential,” Feldman describes the company as “definitely personality book oriented.”

Wavers has a wide variety of musical styles covered in print. When asked whether the more song-oriented artists, such as Eagles or Gordon Lightfoot, were written for less than major versions, Lightfoot was written for print versions than the more instrumentally based “FM-progressive” sound, he answered, “We owe it to the public to cover everything. There’s no problem in touching a lot of bases, since every item can be profitable in its own right. Folios tend to be a little more than one at a time.”

Wammers prints piano books for jazz artists, including Chick Corea and Tom Scott, both have major market contracts and more than adequate sellers, according to Feldman. “Five years ago we put out a folio of Herbie Mann’s George Underwood, which has its market and still sells, it doesn’t happen not to up on Little John level.”

Feldman said progressive rock is a fine source of print material, with books of Oak Ridge Boys doing extremely well. “One of our best sellers was a compilation, which we put out in piano-voice versions with guitar diagrams, which was a hit. We went back into books for hard rock acts like Deep Purple and Uriah Heep as well.”

The response in the books by artists was described as a variable factor. “The artists’ management must be involved in the product development because of the performers themselves get involved at times. Sometimes a certain person involves the music acts as a liaison with the company, as in the case of John Mitchell, who has a specific commercial graphic designer working on her behalf.”

**Part 1 Of A Survey**

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**Little David’s “Kay” Talks About Comedy, New Acts, TV**

**HOLLYWOOD** — Little David Records president Monte Kay began his involvement in the music business at the age of 16 when he was selling records in New York. Coming from a strong artist orientation, Kay became involved with such jazz greats as Dizzy Gilespie and Chet Baker at the local Town Hall. New York. Herbie Mann, one of Kay’s early clients for management, introduced him to Flip Wilson by buying Kay a record and introducing Kay Wilson, guiding him through his first television series in 1969 as executive producer, and developing his career as a television personality. Now, in the Little David roster of artist’s boasts perhaps the strongest comedic talents in today’s music business.

In an exclusive Cash Box interview Kay spoke about the marketability of comedy product in today’s pop market.

“Being a product of comedy is only possible through exposure to a basically mor, non-record buying public,” Kay stated. “We have developed a mechanism for measuring a comedian’s accessibility to TV audiences. When Flip was starting to catch on, as a guest artist on TV specials, his Atlantic LP’s were selling over a million units. Comedy catalog per se doesn’t sell well. Over time, comedy loses its topicality.

Kay discussed some examples of this phenomenon: Vaughn Meader’s LP ‘The First Family,’ released in 1963 about JFK and the Kennedys, had no relevance, and indeed lost its marketability after the assassination of JFK. Similarly, Kay speculated on the natural catalog albums by such artists as Alan Sherman, or early Bill Cosby catalog can be potent in the face of more current material.

“I think it’s important to realize that a viable comedy artist, whose humor is based on current events, can be developed in the environment such as we have at Little David. By being directly involved with management and TV production in-house, and by maintaining close links through Jack Lewis of our staff, with major television shows, we have the exposure to make an artist’s image more visible.”

Kay stated that Little David is very much open to new artist signings: “Maybe we’re talking about two signings this year. But we’re definitely looking for artists who are fantastic at what they do.”

While we have the capability of handling the management function here, that’s not a requisite. I feel they must have young, ambitious, and competent management. If there’s someone looking for a shot, we’re open to them.”

**Mark/Almond Ink ABC Pact**

**LOS ANGELES** — Jon Mark and Johnny Almond, founders of the Mark/Almond Band, were signed by ABC Records worldwide and their reunion LP will be produced by Roy Halee. The band, which has grown through the years established their reputation with albums on Blue Thumb and Columbia Records and their frequent production and session assignments. The new ABC album will be their first effort together in two years. In 1975, they each decided to pursue their own individual interests. They will begin production, featuring all original compositions, in December with the album’s release scheduled for February.

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

Returned from England, Mark and Almond are planning a major tour for March 1976. They are managed by Art Linton.
ABC Claims ADI Measurement Shows Audience Increase

NEW YORK — Area of Dominant Influence (ADI) measurement techniques, currently being used by the ABC Radio Network research department which now reports 97 percent of all radio advertising, showed that radio network tabulated audiences are up from 43.2 to 77 percent, according to Al Panzer, director of research for the network.

He said: "Total radio listenable, average quarter hour, Monday through Friday, 6 a.m. to midnight, was 27 million by the ADI count and 18 million when measured by Metropolitan Survey Area (MSA). Thus the ADI system of measurement accounts for 57 percent increase in people listening.

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

Panzer claims that other measurement techniques from radio's first Shakespeare Titles are "My Little Angel" and "Can't Stop Myself From Loving You." They are more wrangled than previously estimated since it would be compatible with other media, TV and print for example.

The company would start "a national sweep in April;" according to this year's pioneer local ADI radio research in Chicago with station WLS in 1971 and it was more wrangled to seven other ABC owned stations in 1973.

"Everyone else has compatibility with other media," stated Panzer. "Only radio has having an on line computer built.

President of the ABC radio network, Hal Neil stated network dollars from adver-tised by Bick Bland and is scheduled to be recorded in mid-December.

Rollers Pact
For Licensing

NEW YORK — The Bay City Rollers have retained Columbia Pictures Licensing to represent them for licensing and merchandising in the U.S. and Canada. Currently in the planning stages is a tie-in with General Foods involving a premium record on the back of cereal boxes.

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

Vanguard Signs Roland Prince

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

Carly Simon Re-Signs With Elektra

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

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

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

Ms. Simon’s “Anticipation,” “You’re So Van” (which earned her a first gold record award) and “Mockingbird” (with James Taylor — also gold) have been definitive of her style and contribution in the 1970 music market.

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

Bennett Forms Consultancy Firm

NEW YORK — Pete Bennett announced the formation of Pete Bennett Enterprises to handle promotion of records, publicity, public relations and consulting services for the company’s sister company, Pete Bennett Enterprises, and other radio and television areas. Bennett, who was formerly associated with Avco Industries, promoted major performers, such as the Beatles, John, Paul, George, and Ringo, the Rolling Stones, and Bobby Vinton. Offices will be opening soon in New York, Los Angeles, and Washington. D.C. Pete Bennett Enterprises at this time can be contacted at (212) 658-8649. Associated with Bennett is TV producer, Chris Bennett, and public relations executive, Vinnie Dee

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12 Albums Due From Atlantic

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

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

Sire Group To Aid Martell Foundation

NEW YORK — Sire Records group Renaissance will hold a benefit concert for the T.J. Martell Memorial Foundation for Leukemia Research at Madison High School in New York on December 3. Martell, a friend of the group, and son of Tony Martell, Columbia Records National vice president of marketing, was a pupil of Madison High School before his death.

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

Stewart Exits UA Chairmanship, Joe Boss Named

NEW YORK — Mike Stewart, formerly chairman of the board of United Artists music and record groups, has left that position to become president of U.A. Motion Picture Company. Most of his former duties were taken over by the new chairman of the board of the U.A music and record group. A Teller remains as president of the music and records group.

Arista 2 Years Ahead Of Schedule

The high seven figures, he said: "A secondary source of financing has helped considerably. We had a very sizable loss during the first quarter of fiscal 1975 (July 1 to September 31). I thought that if things went fairly well we should be at breakeven by the end of the year, just make back that loss. We were trying to do that in September. By February, we had completely wiped out that loss.

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

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

"It all comes down to two things," he said, "national direction and price. Aristar certainly can provide an artist with national direction and as far as price is concerned the distributors buy cheaper from us. To a large extent all of business in this country is done by rack jobbers and most if not all of the rack jobbers are also independent distributors. They buy the product from us on an independent basis of the leads. There are buying cheaper from us than they are from the branches. And having a hot streak helps — we had little or no collection problems."
A New Album By THE BAND
Northern Lights-Southern Cross

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

(It's Been Worth The Weight)
Personality Folios Come Alive

In the future, Hatchkinson sees promise in print for the Bay City Rollers, for whom he has recently been negotiating. He also predicts a "new and more enterprising" country band, the "Fly, Robin, Fly," active in the "South Country underground." Hatchkinson is convinced that the "Fly, Robin, Fly" single achieve New success as the momentum was picked up "in the South Country" and "by the Southern community," he adds. What is the most important thing about Hatchkinson's work? He is convinced that the "Fly, Robin, Fly" single achieve success by utilizing the momentum generated by the "South Country underground," which he believes is a significant factor in making the record a success in the area.

Crosby & Nash awarded - David Crosby and Graham Nash were recently awarded with individual award plaques of appreciation from the Recording Academy. The plaques, which were presented in recognition of their significant contributions to the music industry, recognize the talents of these two legendary artists. Crosby and Nash have made significant contributions to the music industry, both individually and as part of the band Crosby, Stills, Nash & Young.
Dan Hill
is saying something about people, about life, about love,
He's saying something about You!

Produced by Matthew McCuskey & Fred Mollin

7-500
GLADYS KNIGHT AND THE PIPS (Buddah BDAQ 1974)

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

<table>
<thead>
<tr>
<th>No</th>
<th>Intended, in fact Gladys Knight and the Pips seriously offer a warm, lovely gift to the season with the following holiday track. &quot;Silent Night&quot; is a holiday classic, and this record is especially lovely. It is a warm, loving, and heartfelt gift.</th>
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<td>A short, sentimental ditty that's here yesterday and tomorrow today story love that becomes most poignant around Christmas-New Year's. This is the year of all that the hurt hurts the most, but the O'Jays soothe the pain. Flip: No info. available.</td>
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NATALIE COLE (Capitol P 41193)

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

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

GEORGE CARLIN (Little David LD 731)

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

George Carlin, star of TV's popular "Saturday Night" zings an upated version of his own unique brand of "news," cuts from his Little David LP, "An Evening With Wally Londo Featuring Bill Slasor." First tracks in sometime from Carlin's airable A quality. It's a family show, and a truly funny one as George extends logic to its ludicrous end. Great one-liners to segue or integrate into the news. Flip: New News (2:14) / (Dead Sea - BMI) (G. Carlin)

SLY STONE (Epic-B 50175)

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

From his high flying "High On You" album, Sly sends out a better voice than he has for some time on this, a sort of "show me what you got for different folks" track. "Le Lo Li" is also an attempt to show what he's got to offer the world. If this song is not developed as intended, it could be an embarrassment to his fans. Flip: No info. available.

BLACK OAK ARKANSAS (MCA 40496)

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

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

DONNY AND MARIE OSMOND (MGM M 14940)

Deep Purple (2:47) / (RCA) / (ASCAP) (P. De Rose, M. Parish)

Donny and Marie, brother and sister from the Osmond family, which has permeated the American consciousness through television and records, teams up on a time-proven formula to give us another nonsensical singalong that provides the balm for all the troubles of the nonsensical dealings of day-to-day city living. R&B. pop. Flip: No info. available.

JIMMY BUFFETT (ABC 12143)

Havana Daydreamin' (3:38) / (ABC/Dunhill - BMI) (J. Buffet)

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

THE RITCHIE FAMILY (Twentieth Century-TC-2252)

I Want To Dance With You (Dance With Me) (3:23) / (Capitol) / (BMI) (M. Jorali, H. Belclo, B. Whitehead)

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

IMPRESSIONS (Curtom CMS 0110)

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

Music to mellow out by. Impressions "Loving Power" has the same thing it took to power the "Same Thing It Took" to Top 5 (Top 4. actually) in recent weeks. Impressions are a perpetual hit group - the ones that proverbially "keep on comin'". They help us make it through hard times, and this record is a perfect example why.

PETER FRAMPTON & A&M (1763)

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

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

BONNIE RAITT (Warner Bros. WBS 8166)

Good As I Was (2:41) / (Hall/MCCoy & BMI) (J. L & J Hall)

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

KIM CARNES & A&M (1767-5)

The Right Shoes (3:45) / (Brown Shoes/Shappell - ASCAP) (K. Carnes)

Kim lifts a moonlit laments over a lover-turned-star, long-gone down the road. "Love waits for the wind to bring you back again/and take me away."

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

This is a sort of New Age LP, which is meant to be playing while eating or doing some harmless prey in the sun-baked brush. "African Symphony" evokes... exudes the urgency of that dynamic continent to be reckoned with. Symphonic soul graces this Van McCoy composition into a black classical anthem worthy of its title. A disco version has also been prepared and so, a double-barreled single is on our hands.

IVONNE ELLIMAN (RSO SO 517)

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

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

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

Roll Out Your Zen (3:17) / (Maple - ASCAP) (M. Daniel)

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

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

Get It While The Getin' Is Good (2:58) / (Ginseng/Medallion Avenue - ASCAP) (J. Wynn, D. Coach, D. McGinnis)

From the Mystic Moods' LP. "Erogenous," this marks the first time the MMs have backed a vocal duo on a single release. Their instrumental abilities set a shuffle-on-down mood with precision piano and two muted trumpets talking back and forth as they subtly lead us along. Vocal part is unusually effective. Washington in "I'm Sure You've Got It Takes." This one sounds hitbound. Nobody with an ear worth his position will turn it out into the streets. Flip: No info. available.

AUSTIN ROBERTS (Private Stock PS 45-051)

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

Austin Roberts handles Jay Stevens' wide-range musical muses as easily as he does the story which carried out the premise: "now you must fall out/your friend can't help but be free and if you want to be a child again/just run and follow me/children of the rain." Fine interpretation, original vocal sound and a prime release date inasmuch as rainy season is approaching and this is a tune to relate to indoors. Flip: Very good (2:30)

TAJ MAHAL (Columbia 3-10260)

Why? . . . And We Repeat Why? . . . And We Repeat! (Part 1) (3:07) / (Blackwood/Big Seven/Taj Mahal)

A cross between the folklore of Africa and the concrete jungle of Manhattan, Taj Mahal presents congas and stick rhythms married with sophisticated guitar picking accomplished another and down-town saxophonic riffs. Under the final two-thirds is a small vocal chorus splitting out many syllables for local color. Why not. R&B. some jazz. Flip: No info. available.

JAMES DARREN (Private Stock PS 45-050)

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

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

NELG OLSSON (Rocket PG-40491)

Cherry Lane (3:24) / (The Rondal Group - ASCAP) (F. Cavaliere, E. Brigati, Jr.)

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

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

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

Produced by Vini Poncia

"FANNY (Be Tender With My Love)"
GINO CUNICO
Treat It Tenderly... But Play It!

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

Ben Karol, King Karol Records, New York

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

RCA Records and Tapes
LITTLE DAVID'S KAY ON COMEDY

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

Kay also spoke about comedian Frank Ayase, who has just contracted for management. "Franklin is de-

Additionaly, Kay has recently signed Stan Getz to a major band deal with an upcoming Stan Getz/Joao Gilberto LP slated for release on Columbia Records in January. The prospect of another album by these two artists whose earlier recording efforts produced so much magic evokes Kay. "Stan has an essen-
tial musical talent that has made him quite aware that these new sessions are far and away more ex-

Additionally, Kay has recently signed Stan Getz to a major band deal with an upcoming Stan Getz/Joao Gilberto LP slated for release on Columbia Records in January. The prospect of another album by these two artists whose earlier recording efforts produced so much magic evokes Kay. "Stan has an essential musical talent that has made him quite aware that these new sessions are far and away more exciting than the first LP. I'm looking forward to exposing him to a new audience — I think he's extremely ac-

Kay concluded by stating what might be viewed as a overall guiding philosophy that motivates his efforts in business and with his bands: "You work with something good." Kay opined, "there are no rules, and no boundaries. Th

Simon's Latest Album Receives Gold Disk

NEW YORK — Columbia recording artist Paul Simon's album "Still Crazy After All These Years" has been certified gold by the Recording Industry Association of America, the fourth consecutive gold album as a solo artist, and is the latest of a string of gold records by Simon and Garfunkel during the past three years. Each Columbia album that Paul Simon has appeared on has gone gold, as have one Paul Simon and four Simon and Garfunkel singles, for a total of sixteen gold records.

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

Simon is currently on an American tour, which culminates Thanksgiving weekend at Madison Square Garden in N.Y. After which he will play a series of Euro-

People's Choice Gold

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

The group was signed to TSOP in 1973, "Do It Any Way You Wanna" is a selection from their "Boogie Down U.S.A." album.
As the bass-player and co-founder of The Jimi Hendrix Experience and with his own band Fat Mattress, Noel Redding helped define progressive rock. Now he's climbed back in the saddle with "Clonakilty Cowboys," an album that takes the sum of that experience through new musical pastures. It's produced by Muff Winwood of Spencer Davis Group fame, another old-hand at hard-riding rock.

"Clonakilty Cowboys." The first album by Noel Redding in five years. Ride with him.
Winter/Grey PR Firm Formed

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

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


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


Kasha, Hirschhorn Sign For Disney Musical

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

T.K.'s Stone — 百, a white group can do it, but it has to be carefully coordinated. Radio play is far more important.

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

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

Demand For Record Execs On Rise

February 1974 the figure was three percent

Korn stated that his company recruited "top of the pyramid" executive personnel and commented, "The fact that the industry has more executive turnover than general industry although there are signs also for manipulated and increased longevity in the business life of a top executive.

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

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

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

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

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

The record industry is a very unique business. There is, in fact, a high degree of both business knowledge and creativity that the top guy must have to succeed you can't be one or the other — that you don't find in many other businesses. The industry itself is small and not until recently has it done much about developing its own industry. But the record business has succeeded in doing just that. We've been able to come to the outside the industry.

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

Murphy To Get First Gold Album

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

This is Murphy's first gold album, and it will be presented to him by Ron Allenberg, vice president and general manager of Epic/CBS Custom labels on Nov. 24 in Dallas. The mayor of Dallas will award Murphy a key to the city. The night before the ceremonies, Murphy will perform at Dallas Convention Center Arena.

Murphy has previously released a gold record of his single "Wildfire" from the same LP. His current Release, "Swans Against The Sun," is his third for Epic.

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

November 29, 1975
NAZARETH'S HIT SINGLE "LOVE HURTS" IS HAPPENING HERE:

IT'S ON EVERY CHART IN THE LAND & MOVING FAST!
From the album, "Hair Of The Dog" Produced by Manny Charlton
Tom Jans: Interpreting The Genuine Imitation Life

There are times on the road when you try so easily. Those are good feelings.

"Tom Jans words are the literal tangent one theory that has raised many

moralists and variations down through the centuries. Experience life in all its mag- 

nificent forms. Try to build something on it. Build something creative that will stand the test of time.

In the art, interpretation is an easy ac-

ceptable something. A Picasso could mean anything. But in music the emo-

tional involvement and feel must main-

tain a sense of something.

According to Jans this translation from life experiences to song isn’t always the mirroring reflection many feel it is. One way is to try to be faithful to the experience that inspired it as possible but there’s always going to be something different in the translation. Maybe a phrase of language or a gesture from the experience is changed. In writ-

ing a song you’re dealing with words as op- 

posed to actions so something is go-

ing to be different but, in the long run, my songs stay pretty faithful to the ex-

perience that caused them.

Drawing from experience for Tom Jans has been a process of just passing through time and weathering the bad. And it took awhile for, to paraphrase a quote banished to the -

words of another group, I had to keep time to keep it from all happening at once." Emotions are Tom Jans stock in songwriting trade. Some are easier to deal with than others.

"A lot of emotions are easier to write about than others. Love is strong. Lonel-

iness is another. But beyond specifics there’s this idea that I’m just walking around not paying a whole lot of atten-

tion to people and not paying a lot of attention to me. Leads to situations and experiences that can’t be placed in an emo- 

tional category.

There’s a lot of fear in Tom Jans’ musical interpretations of the idea of get-

ting on. Through lyrical passages run vis-

ions of uncertainty and despair.

It’s driving down Sunset Blvd and sudden-

ly realizing you’ve come to the end of the world.

"I think fears are one of the easiest things to write about. There’s fear in get-

ting up in the morning and wondering what you’re going to do for the rest of your life. The human condition is shrouded in uncertainty. It’s part of the life process. Now be honest; would you really have anything that was totally certain of their life?"

Tom Jans: singer/songwriter. And, if you will, a reckless sort that deals with experience on a first name basis. But there’s caution also. It’s Tom knowing how to Ella and how to back off.

You can discern the effect of the song you’re writing if you get too involved with the experience that surrounded your writing and lose touch with the easy thing to do. In a couple of songs I remember getting too involved and the songs are less effective because of them. I got to a point where I ques-

tioned if I really meant what I was writing. You have to maintain the thought that caused you to write the tune in the first place. Sometimes the situation behind a song has you too involved and, as a re-

sult, you lose.

Passing the hat in a dimly lit club.

Crashing on a friend’s floor because your take was a wee bit short that it was some-

times a bad idea. Dues-paying and the almighty struggle as staples in experience during the hard times and creative years. Some of the best musical thought was born of desparation. And, in the Tom Jans school of priming the creative pump, the less than solvant times are important.

You pretty much have to struggle in order to put forth a valid, creative state-

ment. I think you have to mentally put yourself in the situation of that time. I know, from experience, that true creative emotions seem to come to the surface when you’re messed up and feel really bad. When you start making money you tend to turn away from the things that made you want to be a musician in the first place.

It’s no accident that certain people are drawn to music. You just get to a point in your life where you’re not there’s else to turn to. You can’t communicate with friends. Even your lover isn’t always enough. So to compensate for the empti-

ness you feel, you turn to a guitar.

The birth of a song is only half the bat- 

tle. You’ve created this thing now you’ve got to put it somewhere. And there’s the never ending world. Hence presentation and something for Tom just as spontaneous as the songwriting.

There’s a certain amount of intensity that I put into my songs when I’m on stage that I hope gets across to the au-

dience. Sometimes I still don’t know whether or not the audience is receptive to what I’m doing. I tend to get real uptight because I really care if they like what I do. If it hits me in the middle of a song, I’ll just jump up. It’s not your typical laidback folkie thing to do but it is if me at that mo-

ment I’m going to do it.”

I’m going to do it.” A strong stance by someone who has chosen his footing in another camp of music that is getting more and more cynical around would have believe that a musician is no better than his last top forty hit. There’s the untold one-

ighters, the faceless hotel rooms. It ain’t easy.

To be a life as a musician Tom paints no pastoral pictures. He doesn’t defend it. He doesn’t condemn it.

Being a musician is a pure existence. The privilege of being另一种 language really know what you’re going to be do-

ing from one day to the next. That’s why Tom Jans has built a career in an insecure life. In the beginning you struggle to get anybody to hear you. Even when you’re begging and you’re just wanting somebody to listen.

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

It’s his job.

Marc Shapiro

Abba: International Hitmakers

A quick glance at the Cash Box inter-

national best seller charts indicates that an extraordinary phenomenon is occur-

ring. For the first time in recent memory, one group holds dominion on the top ten charts of the United States, Germany, and the United Kingdom.

Abba is Bjorn Ulvaeus, his wife Agnetha (formerly Agnetha Fältskog), Bjorn’s sister, and one of Sweden’s most popular song writers, as well as Bjorn. Ulvaeus, and Agnetha, both are equally popular throughout the world.

What Abba represents is a group of talents whose fashions in music have not gone out of style in the United States, Germany, and the United Kingdom.

In 1976, Abba had a song, "Dancing Queen," that reached number one on the charts in the United States. The song is a perfect example of the kind of music that has made Abba such a successful group.

The group consists of Bjorn Ulvaeus, Agnetha Fältskog, Benny Andersson, and Anni-Frid Lyngstad. Each member of the group brings a unique talent to the group, which adds to the overall success of the band.

Abba's music is characterized by its catchy melodies, strong harmonies, and energetic beats. The group's songs often center around themes of love, relationships, and the ups and downs of life.

"Dancing Queen" is a great example of Abba's ability to create music that is both catchy and enduring. The song features a driving beat, catchy hooks, and memorable lyrics that have made it a classic hit.

Abba's success is not limited to just one hit song. The group has produced many other successful singles, including "Waterloo," "Mamma Mia," and "Honey, Honey.

Abba's impact on the music industry has been significant, and their influence can be heard in many contemporary pop and rock songs. The group's success has helped to establish Sweden as a major player in the international music scene.

In addition to their success in the music industry, Abba has also made a name for themselves as advocates for social causes. The group has used their platform to raise awareness for various issues, including environmental protection and the fight against hunger.

Abba's success serves as a reminder that hard work, dedication, and a commitment to quality can lead to long-term success, both in music and in life.
The big three

1. Love Rollercoaster - Ohio Players - Mercury
2. I Write The Songs - Barry Manilow - Arista
3. Theme From Mahogany - Diana Ross - Motown

profile of the giants

1. Let's Do It Again - Staple Singers - Custom
2. Fly Robin Fly - Silver Convention - Motown
3. That's The Way I Like It - KC And The Sunshine Band - T.K.

WABX - NEW YORK (Leslie Uggams - Phyllis Hyman)
WMAQ - CHICAGO (Saturday Night - Big City Rollers - Arista)
WABC - NEW YORK (Leslie Uggams - Phyllis Hyman)
WNEW - NEW YORK (Mahogany - Diana Ross - Motown)
CBS - NEW YORK (Top 40 - Paul Anka - UA)
WXOK - LONG ISLAND (8-16 Built A Wall - Pete Wingfield - Island)
WCVS - PHILADELPHIA (Night On Broadway - Bee Gees)
WPHL - PHILADELPHIA (New Additions - Through)
WJUH - WASHINGTON (6-10 You See Thing - Hot Chocolate)
WQFN - BALTIMORE (Theme From Mahogany - Diana Ross - Motown)
WABC - NEW YORK (ELO - UA)
WOR - NEW YORK (Fly Robin Fly - Silver Convention)
WOR - NEW YORK (The Way I Like It - KC And The Sunshine Band)
WAKS - PROVIDENCE (Fly On The Wall - CBS)
WCHS - RICHMOND (Staple Singers - Custom)
WOCM - COLUMBUS (Staple Singers - Custom)
WAGC - KANSAS CITY (Staple Singers - Custom)
WAKU - LOUISVILLE (Staple Singers - Custom)
WAKY - LOUISVILLE (Staple Singers - Custom & A&M)
WBSX - CHICAGO (Saturday Night - Big City Rollers - Arista)
WABC - NEW YORK (Saturday Night - Big City Rollers - Arista)
WNEW - NEW YORK (Saturday Night - Big City Rollers - Arista)
WXOK - LONG ISLAND (8-16 Built A Wall - Pete Wingfield - Island)
WPLJ - NEW YORK (9:10 Love Theme From Mahogany - Diana Ross - Motown)
WJUH - WASHINGTON (6-10 You See Thing - Hot Chocolate)
WOR - NEW YORK (Fly Robin Fly - Silver Convention)
WOR - NEW YORK (The Way I Like It - KC And The Sunshine Band)
WAKS - PROVIDENCE (Fly On The Wall - CBS)
WCHS - RICHMOND (Staple Singers - Custom)
WOCM - COLUMBUS (Staple Singers - Custom)
WAGC - KANSAS CITY (Staple Singers - Custom)
WAKU - LOUISVILLE (Staple Singers - Custom)
WAKY - LOUISVILLE (Staple Singers - Custom & A&M)
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WBSX - CHICAGO (Saturday Night - Big City Rollers - Arista)
WABC - NEW YORK (Saturday Night - Big City Rollers - Arista)
WNEW - NEW YORK (Saturday Night - Big City Rollers - Arista)
The Nightbird Meets The Back Street Crawler, Paul Kossof and Terry Wilson-Slesser of BSC recently did an interview with Alison Steele for her syndicated "Nightbird & Co" broadcast. Earlier in the day, Kossof and Wilson-Slesser appeared with WNEW's Scott Munis on his "British Hour." After the Petras Watts, Paul Kossof, Alison Steele, and agent Steve Leeds lined up for the above.

The World Hunger Year Radiothon is set to begin at 8 a.m. Nov. 30 on New York's WNEW-FM: Harry Chapin, co-founder of WHY, and Elektra Records will host the 24-hour marathon designed to increase public awareness of the world hunger crisis which hopefully will increase public interest and involvement in solutions. WHY has received commitments from Janis Ian, Gladys Knight, Dick Gregory, Don McLean, Shana Shankar, Orlean's and Loudon Wainwright for performances and/or interviews through their writings, publications, community involvement and personal appearances.

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

Speaking with pop/MOR consultant Kent Burkart provided an interesting overview. "From the top top 40 point of view, we will see continued increase of album cuts released as singles by the record companies. There is also a definite trend showing that commercial progressive music will increase in popularity in the MOR field, we see the coming year as one in which there will come a much clearer definition of contemporary MOR, moving away from golden oldies. Listeners are tired of MOR gold, with the exception of gold album cuts, which we have seen played so often. Never and more contemporary artists like the Eagles, Joni Mitchell, Dan Fogelberg and others were mentioned by Kent as having songs that are very programmable on contemporary MOR stations; many artists without specific thrust toward the MOR formats will cross over. We talked about the Eagles in this 'Lynn Lyen of the Beatle was suddenly an equally played cut by album-oriented rock stations, was released as a single for top 40 markets, and has done very well in the country market. Lynn Lyen is definitely a tune very easily programmed by MOR stations.'

Burkart, when asked about increased radio sales as a trend, gave a sales overview for the next 3-5 years. "Some time in that period, and no one can say exactly when, I can see AM and FM meet sales-wise at somewhere between 10-12 cumulative minutes per hour. The AM has to keep a trend out to keep coming than 10 or until 11 of the last years, which the program director was being done. But the trend is already very well-established."

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

Judging from the comments, sales supply and demand appears to be reasonably well in line, although the maximum spot load is reached, advertising bills will probably start to increase as demand outstrips supply."

Down south in Shreveport, KEEL's Michael Steele commented that he hopes to see a "loosening of playlists and more album cuts in AM's future. More important is to make more room for local artists. We have been programming a lot more music, and the trend is going to continue in programming more white music." Another indication that color lines are increasingly unimportant is "What we're getting is the response from black listeners who are listening and enjoying our programming. Records that are successful nationally may not be viable nationally to see programming tuned in to the people who listen to individual stations."

The FCC has adopted a new policy for contractual relationships between outside consultants and broadcasters; an interesting angle here is that between the aforementioned parties must not inhibit the free exercise of influence in the broadcasting profession. Further, a broadcast licensee must not delegate programming and operations responsibilities to any outside consultant. Apparently, influence in the broadcast's last word on the programming will be considered to be contrary to the public interest. In rare cases, any agreement would in some way state that the broadcaster has the final acceptance or rejection of the programming. For further details, contact the FCC in Washington, D.C.

"One Flew Over The Cuckoo's Nest" opened last Wed. in L.A. I don't usually comment on films in Station Breaks, but this one deserves your attention. The screenplay by Lawrence Hauben and Bo Goldman varies somewhat from the letter of the excellent book by Ken (Merry) Miller, but certainly not from the spirit of the story. Jack Nicholson, even though he does not look like Ken (Merry) Miller, does a fine job portraying the gregarious disruption in a ward of predominantly self-centered mental patients who have been up for 30 years. The Big Ben's (The Big Ben's Ratched), beautifully played by Louise Fletcher, the Big Nurse coldly reverses McMurtry's portrayal of the ward and finds herself losing control over the meek patients who find the fire of life rekindled by Mac. Exemplary acting by a host of non-professionals. It will elicit a wide spectrum of intellectual and emotional responses and demands due respect and attention."

The once again airborne Flying Bolo Broadcasts is scheduled to broadcast LA Larrabee Studios for a broadcast on KMET-FM Nov. 30. The two-hour concert will also be broadcast on LA's KMET will be Gentle Giant, recorded in Gotham last month; airtime is set for 6 p.m. on Sun., Nov. 23. Neil Sedaka's Nov. 7 Troubadour KESQ show has been moved forward on the air and on Dec. 11, the Elwin Bishop group will do a live broadcast on the Record Plant in Los Angeles. Recently Chuck Mangione presented some of his contemporary jazz compositions on KQED-FM in San Francisco as a segment of the Jazz Legacy series broadcast by the Bay Area community station. KQED also aids blind listeners by reading daily newspapers aloud Mon. through Fri. from 7 to 9 a.m.

Meanwhile, in the City of Beans, Melody McShane takes over the graveyard at WRKO; Dave Michaels will be heard during the 7-10 p.m. shift, which J.J. Jordan is vacating to channel his total WRKO energies to programming.

WLS and Paris' Europe 1 recently bridged the Atlantic for a 90-minute conference held by the American Dental Association's 47th Annual Session, the Internation Dentists Convention in Chicago, and a group of 50 assembled at the Empire State Building. John Prine and George Carlin did live interviews on K-WEST last week; this week, the broadcast will feature interviews with Andrew Gold, the guy who was all over Linda Ronstadt's last two albums and now has one of his own out on Atlantic, and the following weekend will feature Rory Gallagher. Richard Kimball coordinated the live re-play of Troubadour performance last Thurs.

One of the brightest moments in the bevy of promotions, spots, and print that 2 weeks ago saw the debut of a brand new period was a beautiful 30-second animated television commercial created by San Francisco's Victor Bumn and Scott Kossoff. The visual quality was on a par with the best of the 7-Up commercials.

* * *

STATION BREAKS FROM NEW YORK: Representative Gerry Studds will be taking over the Jerry Williams show for a night on Boston's WBZ. During his one night show, Studds will be interviewing Senator Hubert Humphrey, Rep. Thomas Hudson, and likely others. There will also be a time slot for Studds to take calls from his local constituents. In addition, Studds will be reading some interviews with controversial figures on news figure Joel Martin's weekly talk show, "Long Island Forum." On Nov. 30 at 10 p.m. the show will feature Susan Brownmiller, one of N.Y.'s foremost feminists, author and contributor to the Village Voice, Esquire and N.Y. Times magazine. In early Dec., Martin will host a rare interview with Robert Moses, the former commissioner appointed by Mayor Koch. As a volunteer architect, Moses is responsible for the construction of the Brooklyn Battery tunnel, Triboro Bridge, Riverside Drive, W. 116th Street, and the 1964-65 World's Fair among other projects. Disk jockey Stan Martin of NYC's WKTU, has compiled a series of music programs for Inflight Motion Pictures. Martin produced, wrote, and narrated all the material for music cassettes which will be used on commercial 747 flights.

Some reactions to WNEE's "Salute To The Holidays" show... a telegram, Mayor Beame, Buddy Hackett, and Peggy Lee called in as did Vic Damone, Cleve Barnes, Rusty Staub, and several others. Also on WBZ is L.L. child to receive a personal phone call from Santa Claus on Christmas Eve. Stella Marn, disk jockey for NYC's all-news station WABC, will be the first Rusty Brown's in the city from Nov. 27 to the 30th. "Marn" stage name is "Miss Atlantic," which can be translated. Miss business director for KTRH in Houston, has won the Town Crier Bell Award. The award is presented annually by Elano Products Company. This year's award is to encourage greater effort by the media in getting agriculture's story transmitted to urban audiences.

* * *

bop speisman

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


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

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

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

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

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


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


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


This is an album of definite progress. Within the poetic panter of musical pictures format that Joni Mitchell is associated with comes an entirely new Joni Mitchell. Of Summer Lawns. To the aforementioned traits has been added a depth and dimension to lyrical and instrumental work. A fuller narrator of life, the former carries with it sharper and punchier messages while the latter, in particular the heavy percussion, "The Jungle Line." His progressive step forward "The Hissing Of Summer Lawns" is the old and new of Joni Mitchell.

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

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

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

It's back to the playground in a most musical sense as the latest recorded chapter of The Kinks' cabaret approach to music takes its inspiration from Osmond rules of the playground. 'Schoolboys In Disgrace' is a loose, yet intelligent mix of theatrics and lyrical bounciness as Ray Davies and company compliment a highly commercial sound with their own brand of off the wall eccentricity. Top listen includes "No More Looking Back," "The First Time We Fell In Love" and "Put Your Hands Together." 'Schoolboys In Disgrace" is good music taken to the stage.

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

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

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

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


There's a whole lot of pop in Paul Williams's musical ways but with "Ordinary Fool" a bit of something else has been added. There's a genuine soul on all songs and it's there on many levels. It's in his music and in his voice. The punchy nature of Williams' lyrics is a major plus this outing as storytelling points are made effectively this side of overkill. Top cuts include "Don't Call It Love," "Even Better Than I Know Myself" and 'Ordinary Fool.' Paul Williams can do it all and, on "Ordinary Fool," he does.
Can you name the one thing these 60 winners in the Down Beat readers poll have in common?

John Abercrombie
Aireto
Gato Barbieri
Blood, Sweat and Tears
Randy Brecker
Garnett Brown
Ray Brown
Gary Burton
Ron Carter
Stanley Clarke
Billy Cobham
Miles Davis
Richard Davis
Jack DeJohnette
Paul Desmond
Earth, Wind and Fire
Keith Emerson (PRS)
Gil Evans
Joe Farrell
Maynard Ferguson

Stan Getz
Lionel Hampton
Herbie Hancock
Joe Henderson
Freddie Hubbard
Bobby Hutcherson
Milt Jackson
Bob James
Keith Jarrett
Howard Johnson
J. J. Johnson
Elvin Jones
Quincy Jones
B. B. King
Roland Kirk
Hubert Laws
Chuck Mangione
Charles Mingus
Mtume
Oscar Peterson

The Pointer Sisters
Jean-Luc Ponty (SACEM)
Julian Priester
Flora Purim
Sam Rivers
Sonny Rollins
Roswell Rudd
Wayne Shorter
Jimmy Smith
Sun Ra
Steve Swallow
Cecil Taylor
Toots Thielemans
McCoy Tyner
Mitoslav Vitous
Tony Williams
Phil Woods
Larry Young
Joe Zawinul

and in the Hall of Fame
Julian "Cannonball" Adderley

Down Beat readers poll contributions to music are recognized in the fortieth annual Down Beat poll. We honor them for their outstanding achievements in that music. We see that they are paid for performance rights organizations. ANSWER: BMI—the world's largest performing rights organization.

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


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

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

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

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

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

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

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


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

EQUINOX — Styx — A&M SP 4589 — Producer: Styx — List: 6.98

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


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


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

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

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


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


Jigsaw was another one of those artists of pop music. While some strive merely to incorporate the tried and true in the genre, others seek to embryon and to creat something new. This is definitely the case with "Sky High" as Jigsaw mix oh so subtle shades of jazz and soul with the basic vocals oriented nature of the pop medium. Top cuts include "That's The Way It Goes," "I've Seen The Film, I've Read The Book" and "Have You Heard The News." "Sky High" by Jigsaw is something new you've been looking for under the pop sun.

LPS continued on pg. 38
Rubinstein feels very strongly about artist orientation, stating, "The industry has grown so fast it didn't have time to develop the manpower to run it. Men that don't understand the needs of the artist and the artist aren't going to make it in our business today. That's why ABC's structure is more familiar than corporate structure. I really wish we didn't have to deal with executive titles. I believe in a total corporate integration and though I am called upon to make the ultimate decision my voice is one of many. I'm immensely proud of the team effort we've got here. All of us have a total relationship. We work and socialize together. Men who understand each other work better together. I'm not looking to be the ultimate prophet. The business is too complex for that to be possible. I have to be involved with and believe in my team. Though we've taken chances and made a few mistakes, we've learned from each one. The team we've got is solid. We're on our way. There's no doubt about it."

**Rubinstein**

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

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

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

In Smith's opinion, probably of uppermost importance is the thorough promotion and merchandising of all releases. "Not all releases will be hits but it is the responsibility of our staff to prepare all records for the same in promotion as our biggest and best selling act. We must constantly be kept aware of the trends that are changing from day to day. Developing new acts is our life's bread. Six months from now, our biggest act today could be forgotten. If we've not established and developed new talent along the way, we go out of business and none of us want that."

"At this time we have a staff of 14 people located throughout the country. We ask for their suggestions constantly, we ask them to keep us informed daily of station and account response to any and all of our releases. We have placed these people in areas which we consider to be major. From our daily communication with them, we are in turn in daily communication with the branch office for their area, we are kept aware of all facets of the releases -- sales, product availability, breakouts, LP favorites, etc. The communication and teamwork within our department have given us the ability to control our sales increases and reducing r&b sales within the company dramatically."

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

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**Lavinthal**

Larry Lavinthal is an ABC, vice president whose responsibility includes promotion and merchandising coordination for all pop product. A member of the ABC team since January, 1969, Lavinthal emphasized that teamwork is the most important part of his function for ABC. "We need a group of people who are well as high as I am. Steve Resnick heads secondary promo-

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The Task of Staying Innovative

Dennis Lavinthal is an ABC, vice president whose responsibility includes promotion and merchandising coordination for all pop product. A member of the ABC team since January, 1969, Lavinthal emphasized that teamwork is the most important part of his function for ABC. "We need a group of people who are well as high as I am. Steve Resnick heads secondary promotional, Bobby Applegate deals with LP promotion, Pat McCoy with singles promotion, Marvin Deane handles trade relations, and Sammy Alfano is involved in all phases of our promotional operation."

"At this time we have a staff of 14 people located throughout the country. We ask for their suggestions constantly, we ask them to keep us informed daily of station and account response to any and all of our releases. We have placed these people in areas which we consider to be major. From our daily communication with them, we are in turn in daily communication with the branch office for their area, we are kept aware of all facets of the releases -- sales, product availability, breakouts, LP favorites, etc. The communication and teamwork within our department have given us the ability to control our sales increases and reducing r&b sales within the company dramatically."

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

According to Lavinthal, "The task of staying innovative is necessary to the success of any product. We have to constantly be aware of the market and the competition. We have to always be looking for new ways to promote our artists."

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The Team Takes Shape

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

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

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

Concerning ABC's overall image, Gibson said, "The artists are primarily the ones who want the industry and the public to re-member label identities, but our advertising is 95% artists and their product and 5% ABC. We try to show that ABC artists represent consistent high quality. Our ads consequently are stylish. Right now they're hip, but I maintain the fact that you can't be inflexible. We use different ads in the trades that we do in consumer magazines because we're reaching different audiences."

Amplifying his commitment to the artist, Gibson said, "We try to keep things simple. We're more involved with our artists than ever before. Financial support of tours is auxiliary to merchandising, but it's a very big part of today's record business. We never dis-}
At ABC Commitment To The Artist Is All Encompassing

are different requirements for breaking each artist.

"Competitive exposure is necessary in every field. That's why deplays in in-

store merchandising must be geared to each act on an individual basis. There is a

high degree of involvement in a hand-
tailored campaign. You have to maintain

a close relationship with an artist. You're

lending your promotional and merchan-
dising expertise to that talent. You can't

afford to neglect him, on any level. You

must provide the right complement of

executive management for your artist or

rotation. And it's a full spectrum of

music and strong representation in all

fields of music. We feel a particularly

strong responsibility to provide an ad-
mnistration that will go hand in hand

with that creativity.

Gibson elaborated on the overall pic-
ture, saying that the different phases of

an individual campaign, phase three is

critical. That occurs when the maximum

amount of projected sales of a given

piece of product are reached. When you

have a big winner like a Crosby & Nash,
you want to bring it all the way home by

increasing your original commitment to

the artist. Branch research, including

projections, help determine the amount

well increase our investment by We

have a contingency fund which we use in

the event of a big hit and we're not afraid

to use it. We believe in taking calculated

risks when we believe the results will justi-
fy them. Business philosophies apply in

all these instances, of course, but gut level

feeling and experience are still the tools in

this business and will always play key

roles. At ABC, we take particular pride

in the way we operate as a team.

get the maximum out of every situa-
tion because we rely on each other for

constructive criticism and feedback. It's

working out very well.

A Strong International Presence

Since assuming the presidency of

ABC Records international division last

June, following five years heading CBS

European marketing operations in Paris,

Stephen Diener has begun building the
division towards the goal of developing

the label's current artist roster and guid-
ing the development of ABC artists

careers overseas markets. To meet the

demands of these objectives, as well as

promoting and merchandising ABC's full
catalog in overseas markets, Diener has

begun restructuring the division in an

effort to be constantly apprised of cur-
ent merchandising trends in those

areas.

The division has a totally fresh look for

1976. Diener said, "with many new
developments already in motion. Begin-
nning in 1976, ABC will almost exclusively

be working with new foreign as-

sociates around the world. In the last half

of 1975, besides maintaining our current

foreign labels which has been a strong

year, we have at the same time met with our

current overseas representatives as well

as acquiring several former and have our
total representation of the world.

we will consider to be a worldwide team of

maximum thrust and potential for

ABC's goals.

In addition to addressing ourselves to

our current operational activities,

Diener continued, we were also in-

volved in talking with interested parties

around the world. Despite the dif-

culties we have experienced in the area

of overseas exposed overseas.

"After carefully scrutinizing the world

on a market by market base, the com-

mon element that has emerged is that

ABC's desires and interests, as well as

those of our foreign associates will

dramatically be advanced in the coming

period.

In order to furnish our overseas af-

fections, which have been a strong

even today, especially in the areas of

marketing, merchandising and promotion, we

have begun to talk to the still overseas

structure. These changes, some of which

are already in motion, will

be fully implemented during the first part

of 1976.

"The purpose is simple: to be able to

assist, aid or advise in whatever capacity

is needed on 'the street' in our overseas

markets to make things happen.

"With respect to these markets, may I

say that our philosophy is to be as tuned

to the problems and opportunities of

these markets as possible. Already we

have seen many examples where our

philosophy of working as closely as

possible with the individual needs of

these companies is being felt and ap-

preciated, especially with respect to

areas of marketing, merchandising and

promotion.

"Our projections and plans for the next

few years seem both extremely op-

timistic, but more importantly, extremely

realistic," the international division

told Cash Box.

"You might say that there is still plenty

of room, and more importantly, need for

Agitation products be laced in to areas

outside the U.S. -- as close as North

America, and to the furthest corners of

the earth.

"We are confident that our results will

speak for themselves in the future. Work-

ing with separate markets often a little

more difficult and involved, but when right,
can normally produce ex-

ceptional rewards.

"Finally, we want to maintain close ties
to our artists and their management

representatives overseas, so that they

may be constantly aware of their status in

the world market. It almost goes without

saying that I intend to make the division

stronger in overseas, in the U.S. as

order to plan together and make our artists

and managers continually aware of the

progress and activity of their overseas

work.

would be interesting.

Barri, like other ABC executives, reli-

des on his associates to aid him in mak-

ing key decisions. "Lee Young Sr. Gary

Katz, Roy Halee, Lundy Blasky and Joe

Juliano do yeoman's work for ABC. We

work together extremely well as an ad-

unit. We all feel we're discovering new
talent and helping develop it is the key

function of our department. In the seven

years we've been at ABC, most of the

biggest acts that we've had, such as

Jim Croce, The Grass Roots, Rufus,

Three Dog Night, Steely Dan, etc., were

unknown when we signed them and went

on to become major recording artists.

"Finding new talent and helping to de-

velop it is what we do best, and is what

we hope to continue to do in the future.

ABC acquired Dot Records on Aug. 1,

1974 and was fortunate to retain the

services of 24-year record veteran, Jim

Fogelson, who serves as the country

label's president. What looked like two

labels in competition became a harmoni-

ous marriage with the ascendance of

Rubinstein to the ABC chairmanship.

Fogelson told Cash Box, "I am tremen-

dous, and as in the case of special international

concert tours, also as in the case of special international

series in re-packaging of U.S. and British

repertoire."

Tastsbud Of A Label

Steve Barri has been with ABC for

over eleven years and, as vice-president

in charge of the ad, department, has

been involved in a number of successes in coun-

ty. We're coming together. We see

ourselves as a major label about to

explode into even greater prominence. Our

sequence is our artists. We haven't gone

after every big name that's declared

itself available, but we have selected

some major talent from the field. Don

Williams and Barbara Mandrell are ex-

amples of what we feel country music is

all about. Before we sign an artist, we

have to feel that they want us as much as

we want them. Front money should be

secondary. Our commitment is that the

label's willing to offer in the long run.

"Above all, we view career building as

the most important aspect of our con-

tribution. When we combined the ABC

and Dot rosters, we had too many artists.

Though we're still working on it, our

initial reduction of acts was considerable.

But we've signed acts too. The same

thing is true of our staff. We've retained

key people from the old operation and

are very proud of the total effort pro-

vided by our personnel -- Larry Baunach.

vice president of promotion, former ABC

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cash box/news
Anne's new album includes her hit single, "Sunday Sunrise."
The holiday season is always exciting, however this holiday season may be the really the exception to the rule. Black music is hot, so how in fact that the Cash Box charts are loaded with bullets. The quality of the latest singles and LPs are so good it makes for a truly beautiful competitive marketplace. This is what makes the music business exciting, good quality music. Let's keep it up.

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

Mercury Records is releasing a special 12-inch 33 1/3 version of the new Ralph Carter record spanning 11 tracks. The disc is titled "Every Little Thing," and the ninth time the RIAA has certified "gold" a recording by Atlantic recording artists, the Spinners. More gold for "Games People Play" from their LP "Pick Of The Litter," which has already been certified gold. The group is currently touring in the East and has signed RCA recording artist Zulema and ABC recording artists Ron Banks and the Dramatics for exclusive press representation. "Do It Any Way You Wanna," by the People's Choice went gold last week. The group has just released a single titled "With a Little Help From My Friends." When looking at the band's past close approaching and Gladys Knight and the Pips are in the spirit. "Buddah is releasing a single this week by Gladys and the Pips — "Silent Night" and "Little Drummer Boy.""

Garys say both are musts for the folks out there who are disco freaks. Recently learned that Lamont Dozier is the man singing the theme for the TV show "That's My Mama." Lamont's first attempt at writing and producing his own music and released on Jan. 10 for Warner's. "Carl Graves dropped by the Cash Box offices last week giving us a sneak peek at his new single "Heart Be Still," on A&M Records. It's a monster. Carl is originally from the Oakland, California area. Carl's songs are always along the line. Tapping into the heart and fact about Carl is that he was one of the members of the group called the Skylarks who had the super-hit "Wildflower." Carl is currently finishing up his LP which will have some very interesting surprises on it. Look for it sometime in February. The first lady of soul will be doing a chewdown show at Carnegie Hall Dec. 10. The lady is really doing her thing as her new LP on Atlantic entitled "You" is an above-the-board smash. Joe "Skinny Legs" Tex will be lanjy' some funk on for his west coast fans and will appear at the Total Experience Nov. 29-30. Joe's current hot single is "My Body Wants You." The Dells are back on the beam as their new LP on Mercury "We Got To Get Our Thing Together," is creating quite a sensation. Jimmy Regency Artists have signed the Dells for exclusive worldwide bookings. The group currently has a monster on its hands with "Boogie Fever." "The Originals" will be releasing a new single shortly. The title of the song is "Everybody Has To Do Something." Watch for it as this is one group who can sing.

Bubba Jones, my "Soul Train" spy called in and said David Bowie was sensational on the show. The kids really got down as David was wearing a royal blue jacket with royal blue baggy pants, a gold glitter shirt that looked like a high price stockbroker's bling. David performed "Fame" and his new single "Golden Years." "London Records just has released three exciting new singles. "Dump The Bump," by the Olympic Runners, "If You Can't Read Your Name" by Tuxedo and "Dance (Of The Day) By Soul On Delivery."

Buddy "K.C. and The S.O.S. Band" are still here going strong. K.C. and the band are doing a chewdown show at The Ritz in NYC. The band has been on the road for a year. "That's The Way I Like It" is #1 this week. T.K. is a funky label and a few more exciting releases that should also bring more gold to Florida include Betty Wright's "Keep A Little Love Left For Me," and Jimmy Ruffin "Tell Me How You Feel."" Also look for a George McCrae LP out shortly, entitled "Together." Rockin' Chair meets "Rock Your Baby." It should be heavy. "Buddy should have more pleasure with Black Ivory's latest single "Love Won't You Stay," with Donna Summer's record "Love To Love You Baby" turning up in the R&B market. We are happy to know that the lady has arrived in the U.S. from Germany. To help her celebrate her arrival Casa Blanca held a tremendous press party for her last week. A special cake was baked at Hansens in L.A. and flown to N.Y. It weighed 150 pounds, was four feet long and topped up three seats on the airplane. It was in the shape of the back cover of Donna's LP. Definitely an x-rated cake. Donna will soon be touring the USA. "Ramsley Lewis is set to play the Roxy in L.A. while Barry White will be performing his two latest LPs "Don't Feel Feel Good."

Another fine artist is coast to coast. Hugh Masekela will be at the Starwood in the middle of Dee featuring material off his "The Boy's Doin It."

MOWNTAIN SOUL — The Hit Record family joined the Doobie Brothers for a bash fiddling that is "Sweet Thing." The band is being powered by its latest LP, "The Mountain," the moonlight are Keith Knudsen (Doobie), Willie Mitchell, Ann Peebles, Al Green, Jeff Baxter, (Doobie) John Hartman, (Doobie) Tiran Porter, (Doobie) and Bruce Cohn, manager of the Doobies.

LP look for J.R. Walker LP on Motown in the near future. The line saxophone player is currently in the studios making that funky music. The earliest time for the end of this month for a concert in Long Beach plus she will tape Midnight Special Nov. 25. Natalie's new single release is "Inseparable." . . . Cuba Gooding and the Main Ingredient will be recording for ABC next week with a one single appearance at the Roxy. The group with one of the mellowest sounds around today will be featuring material off their new LP on RCA "Shame On The World," which by the way happens to be their latest single. "We're All A Yellow Ribbon" writers Larry Brown and Irvin Levine to record an LP with R&B. "Take A Letter Maria" Greaves.

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

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

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

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

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

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

Richard Steele at WJPC called in to say that according to the latest PULSE survey WPIC is #1 with the teens in Chicago. Richard said the new product coming out now is tremendous and it’s difficult to get some kind of trend, except red heat. "The color red out now is fantastic, both LP and single wise. Things that are screaming in Chicago include Once You Hit The Road, Dionne Warwick, Wake-Up Everybody, Harold Melvin and the Blue Notes: How High The Moon, Gloria Gaynor: You're Fooling You, Ron Banks and the Dramatics: Blackbyrd's Rock Creek Park, off their latest LP City Life and Change (Makes You Want To Hustle), by Donald Byrd off his latest LP Places And Space.

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

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

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

Six year old Newarker Tasha Campbell won a 1976 Granada after her rendition of All Of Me and These Eyes, wrote the capacity crowd at Rutgers University campus center in their feet in appreciation. Newark Deputy Mayor Carmen Blake presented the keys to Tisha, the other half of the prize, which she will be able to use immediately, is a recording contract with All Platinum Records. A second prize was awarded Jersey City’s The Beltones, a vocal group, in the form of a contract with The Electric Traffic of Newark scored an All Platinum recording deal as their second prize. Awarding the All Platinum prizes was a sign of the times, who served as a judge along with representatives of Capitol, Buddha and Atlantic Records.

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

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

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

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

HOOPS DEPOT’s “The Funky Five” of WWIN Baltimore have proved themselves basketball wizards by defeating the faculty of Forest Park Highschool 52-43. The nearly all-jock (17 team stages similar exhibitions each Friday evening as a way of raising money for the school.

WTGY, Roanoke’s basketball team, consisting of such notable athletic talent as Jerry Carter, Bobbie Knight and Tommy Soul is also enjoying a successful season Bobbie - "We win mostly." The proceeds go to Christmas gifts and food for the needy. A 5600 dollar goal was raised, and this year it’s hoped the figure will reach $2,000.

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

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

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

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

WORKING UP A SWEAT — Rory Gallagher, Irish guitarist extraordinaire, was pictured in one of his more rau beauty Gallagher's recent Santa Monica Civic gig shed new light on what secrets lurk behind a busy musician.

Flash Cadillac and The Continental Kids have a pair of gigs lined up for the latter part of November. Blue Unicorn Productions have just signed Kidd Moon to their recording auspices. Earth, Wind and Fire will be featured on Flip Wilson's upcoming television special. Caugh! Fanny's act at The Starwood last week and the consensus that they are one of the most underrated rockers around proved true. Catch them if you can...Paris' debut album on Capitol was recorded at the Record Plant in San Francisco under the production wings of Jimmy Robinson and Toy Caldwell of The Marshall Tucker Band said of Jimi Hendrix in a recent interview: "I feel that Jima was the greatest rock guitarist that ever set his foot on stage. He was the first to play at high volume and really sound good.

New additions to this week's Cash Box album charts are disks by Chicago, The O'Jays, Rufus, Neil Young, Michael Murphey, Jimi Hendrix, MFBS, Roxy Music, The Four Seasons, Kris Kristofferson, Pete Wingfield, Fleetwood Mac, Ted Nugent (on the cover), Stone, Steve Stills, and Warren Zevon. Stevie's version of this old literary metonymy monkey over the single by Kim Carnes entitled "You're A Part Of Me." There's been a rush of children oriented albums released of late. One is by Captain Kangaroo and a multi-volume recorded version of Sesame Street. Also in the wings is a Snow White record. A definite mover in the stream of consciousness musical area is "Nighthawks At The Diner" by Tom Waits. Members of Crackin' in town to witness Fanny's Starwood gig.

It looks like another New Year's blowout as Black Oak Arkansas and Foghat get together Dec. 31. The place Long Beach where only the strong survive... Don't forget The Starwood's turkey feed Nov. 27. For further info call 656-2000... Steve Fuchs of this office literally went monkey over the single by Kim Carnes entitled "You're A Part Of Me." There's been a rush of children oriented albums released of late. One is by Captain Kangaroo and a multi-volume recorded version of Sesame Street. Also in the wings is a Snow White record. A definite mover in the stream of consciousness musical area is "Nighthawks At The Diner" by Tom Waits. Members of Crackin' in town to witness Fanny's Starwood gig.

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EAST COASTINGS — That Is An Error Dept.: In the continuing saga of "find the following upcoming up-to-date info. At the moment, Alex Harvey and co. are suing Little Feet for the latter's refusal to have the band on the bill with them at the Beacon Theatre. Though concerts were never scheduled (so the rap says) for the group's alleged dates with Procol Harum at the Feit Forum nor with Peter Frampton and Dave Mason at Madison Square Garden. It seems there's a lack of communication between agency and group. Perhaps, it's time for the group to go over frontman.

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

THE RIGHT MIXTURE — Cuba Gooding, lead vocalist, and Luther Simmons, vocalist and arranger for the Main Ingredient, were in New York last week solidifying plans for a number of future projects. These include developing their own Long Beach Supergroup Productions, which is now recording albums by a group named Family Affair, vocalist Johnny Brown (you may remember the heavy-set fellow from "Laugh-In") and a band on Buddah called Charisma. They're also working with filmmaker John Henry on a short subject examining a small part of their history as a touring group; with more shorts and a feature length work in the planning stages. Gooding's reasons for branching out? — "Although we've been a successful group, I can't see us de..."
Promoters' Shows Decline In '75

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

Boston's Don Law also sees the concert business in general down approximately 15 percent and attributes it to tight money and the glut of acts. There is a west coast syndrome, of acts wanting to play together as long as it is cold. They want to get here in Oct and Nov and get out. There has to be more cooperation between the record companies and the agencies so that acts can come through without jamming up. You lose the event special excitement with 20 big acts in town in a month or two.

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

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

Jules Belkin of Cleveland also says that "business is holding up, I'm satisfied." He attributes this slightly badly by the recession somewhat to the fact that the Cleveland area seems to have the ability to support a wide range of acts because of a more divergent mass taste.

Cash Box asked Belkin what happens when acts do a considerably less business than is expected.

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

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

Late in June, say managers and agents take the position then we'll bleed'em for all we can get and the promoter be damned, then you don't forget that we're going to have here for a long time, and they usually try to make it up."
Harry Chapin

The second half of the evening gave way to a more acoustic presentation, with the four-leaved portion of the song "49 Roses," aka "Epiphany," the highlight. The show was well received, leading to a raucous encore that included "Small Plane," "Let It Be," and a medley of country hits.

Rory Gallagher

Rory Gallagher at The Civic was a return to that street corner harshness of thirties rock. His band was sf. sciences, and the opening band was sante monica civic auditorium. An odd setting for a Harry Chapin performance. I'd say maybe some barroom in Belfast. He looks the part. His purposeful stage walk seems designed to move the audience on its feet in drunken toast (or rage) in no time. His repertoire seems its purpose well enough, though. It can seat a little over 2,000. It did tonight. And in no time the crowd was on its feet, and they weren't even drunk.

This evening the crowd was particularly receptive to the special kind of appeal Harry had to offer. Like the frontman, Irishman, he took special care in working them up. Following his brother Tom. It's an interesting and, in street clothes, announced he felt good enough to go "as long as it would take to get it over.

He then launched into a series of songs.

When he finished that one, he did "Chapin's announcement to the crowd must have also been directed to himself: his songs are lengthy and he jokes out loud that it doesn't take but a second to write; "Not only do they tax time, but the performer.""

The emotional Irishman, Harry weaves stories that involve the listener on a personal level. His songs about taxi drivers and old lovers, nervous young men and the inner doubts that would appear to be personal experiences, full of the fiber his fans can react.

At his best moments, Chapin fills in part of the gap left with the death of Jim Croce. "Mr. Tanner" — the small town singing-tale who is convinced by his friends "to give it a try" in showbusiness, only to be rebuttled by a calico critter — is one of the most profound tunes written. Chapin's performance was up there with the watchman and the wariness, two people lonely as hell, opening to one another "anyplace is a place better than this..." reaches out to say "it's alright. I've felt that way too.

He further endears himself to the audience by indulging in answers to their comments. The timid query, "How's San Antonio?" is answered simply with a two-word response, the spotlight, quite clearly.

By intermission, the house was thoroughly relaxed.

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John Prine

The ROXY, L.A. — The man with the ruler's arm ambléd to the stage powered by the omnipresent low-cut black sneakers with his hair standing straight up despite attempts to comb it back. The 4’6”-tall genius wearing suspenders and jeans once again resurrected from the Goodwill box by an iron on patch turned in one of the very best of the many bands he has seen do his work. From his Cheshire greeting to the audience to the closing number, "I Threw Away That Picture," John Prine is by far one of the finest talents in folk-styled lyric portraiture and acoustic songwriting to emerge from the Chicago area. His stage presence, like fellow Chicagoan Steve Goodman's comes closer to the living room atmosphere of the jamming, a very tight and well integrated one between artist and audience than the vast majority of performers I have seen over the past three years. Only, I must admit, we did have our "Illegal Smile," "Donald And Lydia," "Sam Stone," "The Great Compromise," "Roky Mt. Misty," "Pretty Good," the "Late Johnny And Blues" and a personal favorite "Sadie In The Rain."

The late night found that this fine performance was given under the duress of a worsening virus, and the following night his temperature ran at 103°F. The latter told me that he did each song "as if it was going to be the last one of the set. I didn't know if I was going to pass out of what, so I did my best. I found out later that they even had a bed back there for me. I guess it goes to show how things in life are balanced out, we really need it. No ego, just matter of fact. Prine, is to be a dead horse, one hell of a horse back!"

Opening for John Prine was Leon Redbone, who conjured up visions on a moss-laden swamp gas apparition upon an oil paper drenched in whiskey and ipecac. The voice will doubtless be remembered for its distinctive range and Modal outbursts of individual notes — the singing from Ursa, which, while it has a curious and somewhat ornate and musicalify. But to interpret was free form lots of fast-changing configurations sometimes disonant. It was a soundtrack to one of those European cartoons that incorporates sound effects with vocal colorings ranging from operatic non-stop modulations to scatato outbursts of individual notes — the singing from Ursa, which, while it has a curious and somewhat ornate and musical.}

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Urszula Dudziak

Michal Urbaniai & Fusion John Klemmer

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

Opening was a Stones cover over my head by several gallons. I can tell you who played it (Joe Caro, guitar, Bassil Farrington, bass; Buddy Williams, drums). I can tell you it was technically right on (the group, together as a unit only two months, was extremely tight and musically precise. But to interpret.

It was free form lots of fast-changing configurations sometimes disonant. It was a soundtrack to one of those European cartoons that incorporates sound effects with vocal colorings ranging from operatic non-stop modulations to scatato outbursts of individual notes — the singing from Ursa, which, while it has a curious and somewhat ornate and musical.}{s.f.}
Every Gamblers Carefully Planned At ABC

Ron Chancey and B.J. McElwee, Joe Deters, Brian Langlois and Tony Tamburrano represent the finest people working for any of the labels today. It's very important to us that we try to stay involved on all fronts and be a total country & western label. What's in this year, may be out next year. We've got to be flexible. If we're going to sell our product, we must be in touch with what's happening today. It's our capacity to understand today's trends that enables us to prepare for tomorrow's. It's true of ABC not just in country, but across the board.

Anchor Across The Atlantic

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

Under Ralff's leadership, Anchor has been able to maintain a "small, high quality operation." The maximum number of acts projected for the company's roster is 25. This small number "allows intensive personal involvement in the development of each artist according to Ralff, a goal that is high among the label's primary goals.

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

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

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

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

Money For Progress

Sir Macmillan joined ABC as vice president in charge of financial affairs in May 1975. His job is perhaps the hidden key to ABC's progress, a day-to-day operation, Macmillan quite frankly stated. "Our essential concern is setting a climate that's conducive to providing all the information necessary in running this business. We seek to establish cordial relationships with everyone we deal with, from artists to suppliers. They're looking for prompt and considerate treatment, and it's ABC's aim to accommodate them. We're constantly looking to improve our relationships with artists, publishers, producers, managers and customers. Based on our existing roster, the signing of established artists and the development of new artists, we have forecast a substantial increase in domestic and international income. In all, we look for 1976 to be a year of achievement. Our working relationship with each department is intimate. Each tells us what it expects to achieve and we make all arrangements for the best possible conditions, both financially and organically. It's essential that we cooperate as a team.

Macmillan's goal is to make ABC, well aware of the label's artistic aim and seeks to make that a reality through his department's efforts. "We're building ABC and making it grow to fulfill the plans we have. We have a substantial financial plan in place, building on growth. We're a growing business and ABC is a financial plan in place, building on growth. And, we're looking very closely at the plans we do and how we plan to achieve the goals that they prescribe. It's essential that we cooperate as a team.

Hail To The Chieftains

The first full-scale tour of America by Island recording group The Chieftains got off to a triumphant start with a sold-out performance at Avery Fisher Hall last week. The Irish traditional group recently released the LP "Chieftains 5." The Chieftains can also be heard on the soon-to-be-released soundtrack to Stanley Kubrick's new film, "Barry Lyndon." Shown above backstage following several encores at Avery Fisher Hall are (l. to r.): George Schutz, the producer of "Chieftains 5" and Herb Consol, vice president of Island Records.
<table>
<thead>
<tr>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>% OF STATIONS</th>
<th>TOTAL OF STATIONS</th>
<th>TITLE</th>
<th>ARTIST</th>
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<td>Theme From Mahogany — Diana Ross — Motown</td>
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<td>Over My Head — Fleetwood Mac — Reprise</td>
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<td>Winners And Losers — Hamilton, Joe Frank &amp; Reynolds — Playboy</td>
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<td>Part Time Love — Gladys Knight &amp; Pips — Buddah</td>
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<td>Times Of Your Life — Paul Anka — United Artists</td>
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<td>Sky High — Jigsaw — Chelsea</td>
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**Vital Statistics Looking Ahead**

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<tr>
<th>#101</th>
<th>LOUISIANA LOU AND THREE CAMEY MONTY JOHNNY</th>
<th>Richard Brelsford/Lo &amp; Mc — BMI</th>
<th>Allman Bros. Band/Capitol/CPG 0246</th>
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<td>Margie Joseph &amp; Blue Magic (Alco 7030)</td>
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<tr>
<td>#125</td>
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CMA Board Elects Fogelsong, Bledsoe; Creates New Vote Category

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

CASHING in at JAMBOREE U.S.A.

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

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

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

Co-hosts of the traditional parade are Peter Marshall of "Hollywood Squares" television fame, and Helen Reddy, hostess of the late-night musical show "The Midnight Special." Popular emcee Ed McMahon of the "Tonight Show" on NBC will perform as the "man on the street" with his microphone ready for curb-side interviews. Also scheduled to appear is ABC/Dot's CMA award-winning Freddy Fender singing "Secret Love," the Radio City Music Hall Rockettes, Ben Vereen, noted Broadway actor and television star, Shari Lewis and her puppet lamb Chops, Doug Henning, an illusionist appearing in "The Magic Show" in New York, Melba Moore, actress in the New York legitimate theatre, and a portion of the cast of the Broadway play "Shenandoah."

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

Country Artist of The Week

Randy Corcoran

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

At age 17, Corcoran left Watson's band to become guitarist and front man for Frenchie Burke, attracting the attention of producer A.V. Mittelstedt who began to use Randy on sessions in Houston studios. In 1972, Mittelstedt decided to try Randy as an artist. "I Knew You When" resulted, released on a local label, and received moderate airplay in the Houston area. "Jule" followed in 1973, a recording on which Randy played all instruments except drums and piano and which made the local top 30.

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

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

Jeannie C. Spots For Purity Baking Co.

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

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

The Jeannie C. Riley spots will be made available to all franchise bakers handling the new product.
THE HAPPINESS OF HAVING YOU — Charley Pride — RCA APL1-1241

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

OVERNIGHT SENSATION — Mickey Gilley — Playboy PB 408

Mickey’s “belts ’em out” with that certain feelin’ that only he possesses, and the distinguished Mickey Gilley piano is tuned in clearly on all selections: “Overnight Sensation,” “I’ll Sail My Ship Alone,” “Where Do You Go To Lose A Heartache,” “ Tender Years,” “There Ain’t No Queen (In My Kingsize Bed),” “Bouquet Of Roses,” “Sweet Mama Goodtimes,” “Hungry For The Sunshine,” “If You Were Mine To Lose,” and “Drinking Champagne.”

COWBOYS AND DADDYS — Bobby Bare — RCA APL1-1222

In Bobby’s own words, “Today, being a cowboy is more an attitude than an occupation. Singin’ cowboy songs is Bobby’s occupation, and his attitude is superior while singing them in his unique style on this album. Selections: “Cowboys And Daddys,” “The Cowboy And The Poet (Faster Horses),” “High Plains Jamboree,” “Chester,” “Up Against The Wall Redhead Mother,” “The Stranger,” “Amira Highway,” “Speckled Pony,” “Pretty Painted Ladies,” “He’s A Cowboy,” “Calgary Snow,” “Last Dance At The Old Texas Moon.”

COUNTRY GOLD — Danny Davis & The Nashville Brass — RCA APL1-1240

Danny and The Brass bring ten top country hits together in one package on this colorful LP. Produced by Bob Ferguson, it’s top quality music from the first selection to the last. Selections: “Thank God, I’m A Country Boy,” “Before The Next Teardrop Falls,” “Let Me Be There,” “The Seeker,” “I Honestly Love You,” “Satin Sheets,” “Another Somebody Done Somebody Wrong Song,” “Please Mr. Please,” “Brass Buckles,” and “Kiss An Angel Good Mornin’.”

BARBI BENTON — Playboy PB 406

Barbi has the ability to be “sweet” or “sultry” with her unique vocalizing, and on this LP which includes her hit singles, she comes across effectively with both. Produced by Eddie Kilroy, selections are “Brass Buckles,” “Dixie Girl,” “Dee degraded,” “Smile,” “Jeremy,” “The Reverend Bob,” “He Used To Sing To Me,” “Movie Magazine Stars In Her Eyes,” “He Looks Just Like His Daddy,” and “I’ve Got The Music In Me.”

HELP ME MAKE IT (TO MY ROCKIN’ CHAIR) — B.J. Thomas — ABC APL1-1222

Always a favorite, B.J. is in great form as he sings both the ballads and up-tempo numbers on this album. Produced by Chis Moman, and opening with the title song (B.J.’s current single), it’s a musical treat throughout. Other selections: “Ballyhoo Days,” “What A Way To Go,” “Why Don’t We Go Somewhere And Love...” “Today I Started Loving You Again,” “Late Late Domino,” “Lynn Again,” “Good Time Charlie’s Got The Blues,” “We Are Happy Together,” and “Let It Be Me.”

SINGLES

SAMMY DAVIS, JR. (20th Century TC 2238)

Song And Dance Man (2:40) (Jack & Bill Music — ASCAP) (Jerry Foster, Bill Rice)

The great Sammy Davis, Jr. goes country, and the super production of Mike Curt and Jim Vienneau on this Foster/Rice tune should sing and dance its way to the top. Flip: No info available.

CONWAY TWITTY (MCA 40492)

This Time I’ve Hurt Her More Than She Loves Me (2:27) (Blue Moon — ASCAP) (Earl Country, Mary Larkin)

The title tells the story and it’s great material for Conway. With good country fiddlin’ and steel work, it’s a box bet and a certain top charter. Flip: No info available.

CHARLEY PRIDE (RCA PB 10455)

The Happiness Of Having You (2:16) (Contention Music — SESAC) (Ted Harris)

From the album, “The Happiness Of Having You,” and with the one and only Pride delivery, Charley should have the “Pride” and happiness of another top charter with this Ted Harris tune. Flip. No info available.

SONNY JAMES (Columbia 3-10249)

Apache (2:26) (RCA Music — BMI) (J. Lordan)

Sonny takes us to the scene of an Indian ceremonial with this excellent guitar instrumental. With background vocal chants, it’s a colorful listening sensation. Produced by George Richey, it’s from the LP, “The Guitars Of Sonny James.” Flip: No info available.

CHARLIE RICH (RCA JH 10458)

I Pulled Up My Sleeves (2:44) (Central Songs — BMI) (Don Bowman)

Charlie tells us, in the “rich” manner, about a straying lover who’s welcome back anytime, and this single will be welcome all the time. Produced by Chet Atkins, it’s a top chart contender. Flip: No info available.

BUCK OWENS (Capitol P 4181)

Country Singer’s Prayer (2:47) (Blue Book Music — BMI) (J. Shew, Rocky Topp)

Every singer’s prayer has been answered when he reaches the realm of success, and the successful Buck, Owens sings a good country lyric from his heart on this top chart contender. Flip: No info available.

OLIVIA NEWTON-JOHN (MCA 40495)

Let It Shine (2:28) (Window Music — BMI) (Linda Hargrove)

Olivia ‘lets it shine’ in the typical Newton-John vocal style in this up tempo number. The song says that a woman, like a flower, needs love to blossom into a full woman. Produced by John Farrar, penned by Linda Hargrove and recorded in England, it’s a music boutique in full bloom. Flip: No info available.

NARVEL PELTS (ABC-Dot DOA 17988)

Somebody Hold Me (Until She’s Done By) (2:52) (Al Carter/Ensigin — BMI) (A. Aldridge, R. Aldridge, S. Richards)

Tremendous vocalizing by Narvel. He’s at the wedding of the girl he loves but he’s not the groom. He lost the girl but he should win chart-wise on this one. Flip: No info available.

STONEY EDWARDS (Capitol P 41688)

Blackbird (Hold Your Head High) (4:12) (Blackwood/Back Road — BMI) (Chip Taylor)

From the brief recitation opening, it’s fine material for the Stoney Edwards vocal style. Song carries a message with a touching lyric, and the guitar, strings and harmonica hold the mood throughout this medium-tempo Chip Taylor production. Flip: No info available.

WILMA BURGESS (Shannon SH 839-A)

A Satisfied Man (2:20) (Jack & Bill — ASCAP) (Jerry Foster, Bill Rice)

With a good rhythmic beat, Wilma sings soulfully of a satisfied man and how to keep him that way. No doubt there will be many satisfied listeners on this Norro Wilson production. Flip: No info available.

VERNON OXFORD (RCA JH 10442)

Shadows Of My Mind (3:10) (Heritage — BMI) (E. E. Collins)

A good country singer with a good country song makes a good country record, and this is just that, a good country record. Produced by Bob Ferguson, it’s a top box and chart bet. Flip: No info available.

CHRIS GANTRY (ABC-Dot DOA 17594)

Saying Goodbye Without Saying Hello (2:59) (Ja-Len — ASCAP) (L. Chrackall)

Chris scores high with this touching ballad done in the unique Gantry style. From the LP, “Chris Gantry,” there’s good backup harmony and a lyric that’s superior. Flip: No info available.

TONY DOUGLAS (20th Century TC 2257)

If I Can Make It (Through The Mornin’) (2:36) (Cochise — BMI) (David Cash, Tony Douglas)

Good country, medium tempo tune. Makin’ it through the mornin’ will help him make it through the night is what Tony says about on this self-produced single. Flip: No info available.

JOE BOB’S NASHVILLE SOUND COMPANY (Capitol P 41827)

Chatanooga Choo Choo (2:30) (Leo Feist — ASCAP) (H. Warren, M. Gordon)

It’s the old Glen Miller dance band favorite with the big country band sound. A tremendous instrumental production with just the right touch of voices. Should choo choo home on the charts. Flip: No info available.

continued on pg 46
Kenny Star was in Los Angeles last week being interviewed by press and radio stations in support of his strong "Blind Man In The Bleachers" single after visiting KLAC and KGBS, in an interview with American Forces Network's Ira Cook, who is at left in the above photo.

additions to country playlists

WMC- MEMPHIS
Somebody Hold Me Until She Passes - Marvel Felts
Last Of The Outlaws - Chuck Price - Playboy
This Time I Lost Her More Than She Loves Me - Conway Twitty - MCA
Leilie Steele - Olivia Newton-John - MCA

WBAP-Dallas-Ft. Worth
The Happiness Of Having You - Charley Pride - MCA
This Time I Lost Her More Than She Loves Me - Conway Twitty - MCA
Pledging My Love - Billy Thomas - 20th

WBW - KANSAS CITY
The Time I Lost Her More Than She Loves Me - Conway Twitty - MCA
Leilie Steele - Olivia Newton-John - MCA
The Happiness Of Having You - Charley Pride - RCA

WQLD - DALLAS
Leilie Steele - Olivia Newton-John - MCA
The Happiness Of Having You - Charley Pride - RCA

KLJ - MEMPHIS
If I Love Being A Woman - Barbara Fairchild - Capitol
This Time - Conway Twitty - MCA
She's All I Ever Love - Nicky Viner - Mercury
Satisfy Me - Wilma Burgess - Shannon
31 To 20 - Kenny Rogers - Kenny
35 To 25 - Silver Wing & Golden Things - Biliie Jo Spears
47 To 35 - Conway - WC McCull

KLAQ - DENVER
This Time I've Lost Her - Conway Twitty - MCA
Cowboys And Indians - Bobby Bare - RCA
Blind Man In The Bleachers - Kenny Starr - MCA

WCK - CLEVELAND
It's Alright - Marie Haggard - Capitol
Cafeteria - John Denver - RCA
Greener Than You - The Tucker - Columbia
Jama's Farm - Call Smith - RCA
The Song We Fell In - The Glenn Smith - Columbia
Touch The Man - Sonny James - Columbia

WKL - LANSDON
This Time I've Lost Her - Conway Twitty - MCA
Blackbird - Stonewy Edwards - Capitol
Somebody Hold Me - Marvel Felts - ABC

WOTI - ATLANTA
This Time I Lost Her - Conway Twitty - MCA
Larry Chance - Columbia
Goin' Faster Than The Old Man - Uncle Fester - The Tucker - Columbia
Sarah's Farm - Call Smith - RCA
Columbia Records

Gilly Hosts New Country TV Show

HOUSTON - Playboy recording artist Mickey Gilley will host a new country television show entitled "This is Gilley's Country." It will be shot at KHTV-TV in Houston and shown locally. Initial plans call for ten shows. The half-hour show will be aired every Saturday night at 7:00 with the same air date set for Dec. 20. The show will feature Gilley's road band, the Red Rose Express, and the house band from Gilley's Club, Johnny Lee and the Bayou City Beats and special guests stars. Mickey Gilley is the producer and Sherwood cryer is the executive producer. Dick Jockers from the local disc jockey stations in Houston will act as announcers.

Gilley had a similar television show in Houston two years ago, it swept the popularity of Gilley's, a nightclub in Pasadena, Texas, jointly owned by Gilley and Sherwood Cryer. This is the first country television show. Gilley's held 750 people, today 3000 people can be comfortably accommodated.

In this episode of Gilley's he will be the top new country singer in 1974 by the Academy of Country Music. He has had four number one hits in a row for Playboy Records.

Pats At The Palomino - After her performance at Tommy and Billy's Night Club, North Hollywood Country Nightclub, Margo Smith was joined by (to r.) Tom Rodden, vice president and chairman of the board of 20th Century Records, KLAC'S Carson Schreiber, and 20th promotion vice president Paul Lovelace in the club backstage area.

November 29, 1975
Linda Hargrove says "Love Was Once Around The Dance Floor." Roy Clark has been signed as a special guest on "The Mac Davis Christmas Special" which tapes Nov. 21 in Los Angeles for a Dec. 14 airing. The 60-minute NBC show will also star Peggy Fleming and The World of Sid and Marty Kroft. Jack Haley, Jr., is producing the special for Gaumont-Cassidy Productions, Inc. in association with 20th Century Fox Television. Steve Binder will direct.

Ronnie Prophet for his most recent tour of his "Grand Old Country" television series in Toronto, Canada was joined by Tanya Tucker, Dottie West, Lucille Starr & Bob Regan (and his Deputies), Dianne Leigh, Robin Yancey and Will Carter.

A new music company called HK Enterprises has just opened offices (Nov. 1) in the 4 Star Building on Music Row. "H stands for Paul Huffman and "K" stands for Joanne Keller, who are president and executive vice president, respectively. Artists signed to their record label, Mecca, are Donna Douglas, a.k.a. Elvie Mae of television's Beverly Hillbillies and Sally Fairchild. HK Enterprises' operation will consist of production, promotion, management, recording and publishing; negotiations are in the making with a major music motion picture company on the west coast for offices to be opened in the near future. The name of HK Enterprises (formerly with RCA Records artists relations and promotion) has been appointed secretary and public relations director.

Randy Savage a booking agent as well as artist, formerly located in Falls Church, Virginia, has relocated in Showcase Talent Agency in the 4 Star Building in Nashville, Tennessee. Jimmy is well known in the music industry, where he's booked name talent through several of the leading agencies. While still booking single and package shows under some of the biggest names in show biz, Jimmy will also be promoting some acts in Nashville including the Ronnie Edwards Show.

J rainy Ward has formed "Singing Hills Enterprises," which will house three publishing endeavors: Jimmy Jacobs, one of four detectives assigned to investigate the bizarre murders of David "Stringbean" Akeman and his wife Estelle. As a quote from Roy Acuff printed on the back cover states, "This is a book everyone should read. It tells what happened to String and Estelle and what can happen to any entertainer - or anyone. The book is available from Quest Publishers, Inc., Box 40325, Nashville, Tennessee.

Billie Joe Spears received the "Silver Disc" award in England for the sale of 250,000 records of his "On The Ground." Pete Murray, disk jockey on the BBC network, presented the award to Billie Joe while she was performing on stage in Wembley during her current 40-day tour. Murray was the first to introduce "Blanket" to the audience in Blighway and saw the song soar to #7 in the British charts. Billie Joe is the only female country artist to make the British charts since Tammy Wynette scored with "Stand By Your Man" and "D-I-V-O-R-C-E."

Dottie West made the signing official as she inked a booking pact with Top Billing while agency chief Tandy C. Rice, Jr., lent a hand. In 1974, an ad agency heard a song she wrote, "I Was A Country Girl," and asked her to make commercials for Coca-Cola. One number used, "Country Sunshine," became a record by popular request. The final result of the meeting was the the "Coca-Cola Sunshine Girls," and two Grammy nominations followed and the commercial for Coke placed first in the Clio Awards. Miss West, a member of the Grand Ole Opry since 1962, is one of 60 stars who appeared for the closing of the old Ryman building and a special performance to help raise $100,000 for the Opry House.

To date almost two hundred versions of Jim Weatherly's songs have been recorded by such artists as Andy Williams, Peggy Lee, Lynn Anderson, Brenda Lee, Johnny Mathis any with a number of Knick singles. These include "Not One Of Us," "You're The Best Thing That Ever Happened To Me," and "Midnight Train To Georgia." At the recent ASCAP writers awards, Jim won eight, which is more than any other country writer.

Don Williams has been awarded the top U.S. male country singer by the Country Music Association of Great Britain. He plans to tour Europe within a few months.

Deibert McConnell believes that calling his album "Victim Of Life's Circumstances" made him feel that. Recently he fell 150 feet in a hot air balloon into 3 of water. The balloon exploded while he and a friend were flying near Mt. Benbrook in southwest Texas. Deibert says the dude he was with broke both legs. Deibert, it seems, escaped injury because he was in an upright position trying to get out of the balloon as it fell and landed in the deeper water.

Brian Collins was performing with Marty Robbins and another act recently. While the "other" group was on, a couple of Marty's band members put Brian on a stretcher that was backstage and walked across the stage to everyone's amazement - most of all the band's.

GUY SHANNON (MGM M-14837) Just A Dream (2:47) (Ace/Maureen - BMI) Jimmy Clanton, Cosimo Matazza With the sound and feel of the "teenie booper" bandstand dance days, it's afreshing Guy Shannon vocal with excellent instrumental and background vocal arrangement. Flip: No info. available.

LEON RAUSCH (Derrick DRC 105-A) Through The Bottom Of The Glass (2:38) (Acuff-Rose - BMI) (Paul Craft) A beer-drinkin', up-tempo tune with predominately harmonic. Leun says in this one that things never go too bad when you work your way to the bottom of the glass. Produced by Roy Baker, box play is predicted. Flip: No info. available.

JUMPIN' JIMMY RICE (Speed Limit 45 Records 5SL 0001A) If I Had Any Sense At All (2:36) (Up-Trend - BMI) (Jimmy Rice) It's a toe-tapping tempo with a nice vocal delivery by Jumpin' Jimmy, who jumps right in and carries right on through with a good country lyric. Flip: No info. available.

TOM HALL (Scorpion SC 0501) Do The Wrong Again With Me (2:50) (Newkeys - BMI) (Ronnie Rogers) Roy Hall's country version of a good popular. These are the ones that will tend to make many of Diane, who will do wrong again and this time it may as well be by him. Produced by Slim Williamson and Randy Cooke, it could do no wrong. Flip: No info. available.

NORMAN JORDAN (J & B Records 125 A) Popcorn Steel (2:00) (Brownleaf - BMI) (Norman Jordan) Just what the title implies, it's an instrumental with steel that moves faster than popcorn can pop. Produced by J. N. Blackburn, it could pop right on the charts. Flip: No info. available.

Country Singles Reviews pg. 43
**Country Singles — Active Extras**

**Amazing Grace**  
*Blackbird*  
*Stoney Edwards (Capitol)*  
*Roll On, Truckers*  
*Randy Barlow (Gazelle)*  
*Burritos Deliver Hot Sauce — The Flying Burrito Brothers stopped by the Nashville offices of *Cash Box* to deliver their new Columbia album titled "Flying Again" to Juanita Jones during the legendary band's recent visit to Music City. Pictured above (l to r) are Chris Ethridge, Burrito roller (manager) Martin Smith, Joel Scott Hill, Juanita Jones, "Sneaky" Pete Kleinow, Gib Gilbeau and Gene Parsons.*

**Rock's Good Ole Boy — Presidential candidate Jimmy Carter greets the Amazing Rhythm Aces following a Halloween performance at the Fox Theater in Atlanta with the Marshall Tucker Band to raise funds for Carter's campaign. Carter, who was given his nickname by Rolling Stone, climbed several flights of stairs to thank the Aces for helping to fill the house. Above, Carter (c) stumps with (l to r) J.B. Hooker, Byrd Burton, Billy Earhart, Butch McDade and Russel Smith.*

**One Mo' Time — Columbia Records has signed Moe Bandy to an exclusive recording contract; he will be produced by Ray Baker, and his first Columbia single set for immediate release, will be titled "Hank Williams. You Wrote My Life." At the contract signing are Nashville CBS marketing vice president Tony Martel, Nashville CBS A&R vice president Billy Sherrill, Columbia Records vice president and general manager Bruce Lundvall. CBS vice president of Nashville operations Ron Bledsoe, producer Ray Baker; Moe is seated.**

**And You Know What I Mean — Tanya Tucker, currently on her first promotional tour of Great Britain, was given a surprise 17th birthday celebration by the London office of MCA Records. While we are left wondering what her birthday wish was, Ms Juanita Tucker, Tanya, and MCA's United Kingdom manager Peter Robinson are above.**

**Tommy Cash Joins Johnny's Roadshow**

NASHVILLE — The Johnny Cash Show adds new family strength with the addition of brother Tommy Cash to the concert package. The Cash roster now reads Tommy Cash, The Tennessee Three, June Carter and the Carter Family featuring Anita, Helen and Mother Maybelle Carter, and Tommy Cash.

Tommy, along with his guitarist Wayne Gray, began as regulars on the Johnny Cash Show with the very first tour of the new year, beginning in Green Bay, Wisconsin on Jan. 16. The tour covers the midwest and southwest, ending in Albuquerque on Feb. 2.

Johnny Cash will perform an hour and fifteen minute concert each show, and will feature his most requested songs throughout the years. The family circle will be completed for a grand finale as June Carter and the Carter Family, daughters Rosey Lawhead and Rosanne Cash, and brother Tommy join Johnny on stage for a fast paced production of duets featuring June and Tommy, as well as country classics and gospel songs with everyone taking part.

Guitarist Jerry Hensley, pianist Larry McCoy, and veteran musician Wayne Gray, will add an important part to the overall sound and presentation. The Tennessee Three remain the backbone of the Cash sound, as always. Bob Wootton, guitarist, W.S. Holland, drummer and Marshall Grant plays bass.

**Country Cavaliers**

*By The*
RCA'S SOUL BOWL — The Fifth Annual Whitney M. Young Memorial Football Classic between Grambling and Norfolk State was spiced with pre-game entertainment by RCA recording artists, the Main Ingredient and Faith, Hope & Charity. The Main Ingredient performed selections from their new LP, "Shame On The World," and Faith, Hope & Charity entertained the crowd with choices from the already successful "To Each His Own." Shown before the game are (l to r) Ron Moseley, RCA's new division vice president for rhythm and blues, Frank Manconi, division vice president for artists relations, Edward Scanlon, division vice president for industrial relations, radio personality and emcee of the day Hal Jackson, and the Main Ingredient, Carl Thompson, Cuba Gooding and Luther Simmons.

HAPPY SHOCK WAVE — It was an electrifying week in Los Angeles recently, as United Artists Electric Light Orchestra's Jeff Lynne and Bev Bevan enjoyed themselves with friends at a gala party for ELO at posh Beverly Hills eatery, Chasen's. (Top photo, from left: Bevan meets Scott Borgen, west coast music distributor, UA's Richard Wagner, and David Kastens of Epic Mainland; Cash Box gets together with Lynne as bottom, from left) Publisher George Albert and CB's Jess Levit and editor-in-chief David Budge smile for the camera. The ELO cohorts were in LA to publicize their "Face The Music" album from which is culled their chart single "Evil Woman."

FOR THE LOVE OF THE GARDEN — The Isley Brothers' last New York gig set the second highest gross for the one show at Madison Square Garden. With "The Heat Is On" a million selling LP, and the single "For The Love Of You," currently climbing the charts, there certainly was cause to celebrate "Fight The Power Day" in New York City. Shown at a party given in honor of the T-Neck recording artists by Epic/CBS custom labels are (l to r) Rudolph Isley, basketball's Walt Frazier; Kelly Isley, Ron Alexenburg, vice president and general manager of Epic/CBS custom labels, Ronald Isley.

FREDDY'S LOVE NOT SECRET ANYMORE — Freddy Fender had lines around the block when he played recently at LA's famed Palomino Club. The crowd was so thick that the country nervous owners had to go on KLAC radio to beg the ABC/ Dot recording artists's thousands of fans not to come to the two sold out Fender concerts. Backstage things were equally jammed as friends and well wishers from LA's local radio stations crowded around The Ter-Mey Troubadour. Pictured left to right are Barry Pollock,أل ABC Record's promotion department; ABC's & general manager Jeanne Bennett, Tina and Rose Guevara, music director of KJH-JAM, Carson Schreiber, KLAC, friendly Freddy Fender, Johnny Magnus, KRLA AM disk jockey, and Debby Swanson.

Price To Rainbow
NEW YORK — The Rainbow Collection has been selected to represent singer-composer Alan Price in the U.S. and Canada for recording career management. Price founded the Animals and the Alan Price Set. He also wrote and sang the score for the film "O Lucky Man," in which he also made his acting debut. He won England's Society for Film and TV Award in 1974 for his performance.

Chicago Gets 11th Gold Disk
NEW YORK — Columbia recording artists Chicago have earned a gold record with their latest album release, "Chicago's Greatest Hits," a collection of ten of their recordings. "Chicago's Greatest Hits" is the band's eleventh gold record. Their eight previous albums, all produced by James William Guercio, have also been gold. They also have two gold singles, both included in the new package, "Saturday In The Park" and "Just You N Me."

Doobies Pact With Gest Public Relations
WOOD — The Doobie Brothers have signed for exclusive public relations representation through David Gest and Associates according to that firm. The artists are now recording a sixth album for the Warner Brothers label. Their new single "I Cheat The Hangman" from their "Stampede" LP follows two top ten hits "Take Me In Your Arms (Rock Me)" and "Black Water," which attained gold status earlier this year.

Abba / pg. 41
that ABBA's philosophy of creation can only produce even more exciting results in the future.
ABBA's name, devised from Annifrid, Benny, Bjorn and Agnetha, happens to be also the name of one of Sweden's most productive fish exporting companies. But Swedish fans now know that what ABBA is accomplishing on vinyl is far faster than anything to come from Sweden in tin cans! And the world is acquiring a taste for ABBA as well. ABBA is delicious.

phil alexander
Jeff a 49

The Nitty Gritty Dirt Band played the Washington.

WDAO's Kathy Fisher Hall recently and were visited backstage by a number of friends. Shown in the top photo are (l to r) Al Teller, president of United States Records; George Butler, vice president of Blue Note Records; John McEuen; Jim Ibbotson; Jimmie Fadden of The Nitty Gritty Dirt Band; Horace Silver, Blue Note recording artist; (foreground) David Bromberg, who joined them on stage and Jeff Hanna, of the band. While in town, the band stopped at ABC and paid a call on Rick Sklar. Shown in the bottom photo are (l to r) Jeff Hanna; Jimmie Fadden of the band; Rick Sklar, vice president of programming for ABC Radio; Jim Ibbotson; John McEuen; of the band and Walter Paas of UA.

CAPITOL 'IN FLIGHT NIGHT' — Flight, newly signed Capitol recording artists, were spotlighted at a special showcase party at The Aquarius Theater last week. Participating in the festivities were (l to r) John Muco, Flight business manager; Glen Sutton, producer, Star Ship Music; Pat Vidas, leader of Flight; David Chase, business manager.

John Prine

Winner of a new Dodge in the WDIA, Memphis "Body Warmer" contest is Kathy Grey, WDIA's annual Goodwill Drive concert will feature the Spanners, Latimore, Denise Laselle, Rufus Thomas and local talent The Right Combination.

WDAO, Dayton is preparing its first "Radiothon" for the United Negro College Fund. The station also just celebrated the 100th edition of its successful talk show "Back Page." Among the guests who've appeared on it is a former pd of WDAO, Ernest James of WBIX, Chicago. Kenny Johnson, WDAO's pd, had to compliment David Ruffin on his new Motown LP. "Who I Am," especially the cut "Walk Away From Love."

X-RATED — Bobby Knight of WOOK, Washington, D.C., was set to emcee the opening performance of "Hair," which was the night of his birthday. Since Bobby has a reputation for being crazy, his friends at the station got a bit heavy over the air with suggestions of what kind of suit he'd wear on his birthday.

Well, to the shock of all present, he did! He came out in his birthday suit, with the exception of tennis shoes and socks in case he had to get some place fast. The calls haven't stopped coming in yet.

JESS LEVIT/PHIL DIMARCO

MVP'S IN ANY LEAGUE — Most Valuable Players Awards were presented to nineteen studio musicians and two background vocalists on Saturday, Nov. 15, by the Los Angeles Chapter of the Recording Academy (National Academy of Recording Arts & Sciences). The third annual awards luncheon honoring consistently outstanding performances in various classifications, was held at the Romy Theater. Honorees were selected by ballot vote of their peer members in the chapter, such as musicians, vocalists, producers, arrangers, composers, conductors and engineers.

Participating in the awards presentation were Artie Butler, who emceed; Don Buchholmer, Don Ellis, Snuff Garrett, Mike Post and Bones Howe who announced the winners.

Left to right: Nathan Scott (accepting for Tom Scott), saxophone; Lew McCready, trombone; Emi Richards, percussion; Tom Bahler, background vocalist; Louise Di Tullio, flute; Fran Cipriano (accepting for Gene Cipriano), Double Reed, Dom Fera, clarinet, David Schwartz, viola; Sidney Sharp, violin; Sally Stevens, background vocalist; Linda Press (accepting for Reine Press), electric bass; Chuck Domanico, string bass; John Guerin, drums and Michael Melvoin, keyboards.
The following factory photographs illustrate the various production stages which precede the completion and final packaging of each model of 'Story Castle.'

A line of Story Castles prior to electrical and signage assembly.

Plant technicians wiring electric lighting assemblies.

Tape player and telephone quality control being thoroughly checked before mounting in the unit.

The final product, completely assembled and ready for packaging.

Story Castles in assembly circle where ten units can be worked on by one crew.

CHICAGO — Sonny Beckman, chairman of the board of Highland Colony Enterprises, announced that Allen C. Smith has been appointed national sales manager of Highland's new division, Story Castle Sales.

Smith comes to the firm with twenty-two years' experience in coin-operated equipment and vending sales. During this period he was an operator and distributor of a variety of coin-operated machines including the equipment of Rock-Ola, U.S. Billiards, Chicago Coin and others. He has served as sales manager for Seeburg in Memphis and vice-president in charge of sales for Southern Amusement Co., also located in Memphis.

In accepting his new position Smith said, "It gives me a great deal of pleasure to be appointed national sales manager for Story Castle Sales. This new product is extremely exciting and it appeals to the youth market in a very unique way. Our children love to hear stories and they also love telephones. The Story Castle ties them both together."

Beckman said the Story Castle has gone through 42 months of product development and testing and is now ready for national and international distribution. "Acceptance by the public has greatly surpassed our expectations and proves our unit's high earnings potential for the operator."

Sales headquarters for the company will be located in Ridgeland, Mississippi, at the Highland Colony Corporate offices. Smith will be working out of a sales office in Memphis.

For the nine month period ended September 30, 1975, revenues were $128,845,000, earnings were $6,401,000, and earnings per share were $1.14 compared to year-earlier comparable nine month period of $115,428,000, earnings of $10,261,000, and earnings per share of $1.86.

William T. O'Donnell, president of Bally, noted that this year's third quarter results compared to a particularly strong three month period in 1974 when a large order for slot machines was sold to the government of Puerto Rico.

O'Donnell also stated that this year's third quarter revenues were further depressed by currency exchange losses and certain foreign inventory mark-downs and weakening foreign currencies when compared to the very strong U.S. dollar over the last several months.

On the positive side, O'Donnell, stated that Bally's Aladdin's Castle opened their 75th amusement center and Aladin's sales and earnings are now beginning to make a far more meaningful contribution to the overall company.

O'Donnell concluded by stating that as a result of the major financial cash flow

continued on pg. 56
BULLET MARK

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on the screen, which the operator has the option of activating as part of the game, or otherwise letting them remain on the screen as video animation.

The model has a speed control on the left which allows the player to choose between a slow speed for ten points a hit, a medium speed at 20 points, or a fast speed for 30 points a hit. The firing button is located on top of a specially hand-contoured joystick, which is controlled by the player's right hand. The side movement of the tank on the playfield is also controlled by the joystick. Fire Power has a suggested 60-second time limit for play.

The unit has a 23" Motorola monitor and is encased in a well decorated cabinet which is geared to fit into any type of location. "Considering all the features," Pearson concluded, "we feel that Fire Power is the most complete game available in the video fighter game field."

Photo Tour Of Allied
A visit to the Allied Leisure Industries Inc. facilities will reveal evidence not only of the firm's growth and expansion over the past few years, but also of the amazing recovery made by Allied since the devastating fire of less than two years ago which gutted the 18th Street plant. Today this site houses the rebuilt structure, and a plant addition as well, and the complex is self-contained and fully equipped with such facilities as silk screen shop, paint shop, wood shop, tool and dye shop, offices, and a strip-mix machine for cutting out the molds, and others. The firm's 74th Place quarters are equally impressive for their extensive factory office and departmental facilities.

David Braun, chairman of the board of Allied, has his office here. He is a man of much experience in the industry, dating back to his teenage years when he was involved in the manufacturing aspect. His personal expertise encompasses all levels of the coin machine business.

The office of Allied's president Bobby Braun is also located in the executive wing of the building. Bobby founded Allied in 1969 and in the ensuing years has been a driving force in the company's success. Having been literally raised in this business, Bobby learned a great deal from his father, David Braun, and supplemented this knowledge with personal experience over the years.

David Braun

Ruth Rosenson From Bloomington's to Allied, with a stint in industrial work as owner and manager of show exhibits, and a marketing degree with honors from NYU, is a sales manager Jack Pearson. "However, exceedingly favorable location test results prompted us to go into immediate production. The unit was scheduled to be shown at the IAAPA convention in Atlanta, November 20-23, along with several other Allied products.

Fire Power is a single player video game in which the player tests his skill at driving a tank while trying to shoot down attacking airplanes. To add challenge to the game Allied has placed minefields

NEW MONEY MAKER!

The Story Castle is an exciting new coin operated money-making piece of equipment. The Story Castle tells delightful stories to children of all ages in a fascinating and automatic way, while the operator reaps his profits. Investment from $2,495.

Manufacturers Reps. Needed.

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Allied 'Ski'

HIALEAH — Ski is the latest single-player arcade game introduced by Allied Leisure Industries Inc. and currently in the developer's facilities.

The game offers realism and challenge, for player appeal and is encased in a compact, colorfully illustrated cabinet with playfield and backglass design depicting the excitement of the sport.

Just as in actual skiing, the player grips the simulated "ski" poles while positioning his feet on the "ski's" at the base of the platform. With all of the physical action of the sport, the player holds the ski poles at a 45-degree angle while making the ski jumps. The player makes the jump by hitting three buttons in rapid succession, with the ski poles remaining on the platform. If the player is successful in jumping the ski pole and reaching the ski jump base, the ski poles are automatically removed from the platform. If the player misses the jump, the ski poles are automatically removed from the platform. If the player misses the jump, the ski poles are automatically removed from the platform.

Allied Leisure Industries, Inc. Presents We Love Salesmen (Incentive Program)

Learn how you can earn real money for each and every Allied Fire Power you sell! Salesmen are instructed to call Allied for further details — and "ask for Jack!" The promotion is expected to be a big success and judging from the accompanying photo of Jack Pearson we assume the response is already coming in.

Special Promo Launched

With the introduction of "Fire Power," Allied has launched a special promotion and sales incentive program spearheaded by Jack Pearson, firm's sales manager. A very eye-catching promotional piece has been designed by Allied's Linda Theis to kick off the campaign, and it is currently in distribution to eligible participants across the country. The brochure is almost poster size when unfolded and the lettering, while on black background, reads in part Allied

Jack Pearson

Linda Theis

Leisure Industries, Inc.

We Love Salesmen (Incentive Program)

As you can see, Bob Gillman, Allied's service manager is preoccupied in this photograph. The service department is housed in the very spacious lower level of the building, along with production, shipping, technical and other departmental facilities. Many Allied products are designed, assembled, tested and ultimately shipped from this building.

World Wide Wide 3 Seeburg Schools

CHICAGO — World Wide Distributors, Inc. hosted a series of three consecutive service schools on the new Seeburg "Entertainer" phonograph as an accommodation for customers in various areas of the state. Bob Parker, Jack Moyle and John Neville of the World Wide sales staff were in attendance, as hosts, at all three sessions and to lend their assistance to Seeburg field engineer Ed Urgitis who conducted the schools.

The initial class was held in Peoria, Illinois at the Holiday Inn, on November 11, followed by a session in Springfield, Illinois at the Downtown Motor Inn on November 12, with the final school taking place on November 13 at the Stardust Motor Inn.

Among the topics covered in the presentation were troubleshooting, advances of digital components, and speaker hook-ups. Urgitis also emphasized the importance of customer service and the necessity of proper connections of speaker lines and the phasing of speakers.

All three schools drew excellent attendance and participants were generous in their praise for the opportunity to attend and for the productive and educational value of Urgitis' presentation.
Willie Nelson: “Blue Eyes Crying in the Rain” 3-10276
Johnny Cash: “Texas—1947” 3-10237
Lynn Anderson: “Paradise” 3-10240
Tanya Tucker: “Greener Than the Grass” 3-10236
Sonny James: “Eres Tu” 3-10249
Faith O’Hara: “He Loves Everything He Gets His Hands On” 3-10232

Making it through December.

A country wonderland, on Columbia Records
UPPER MID-WEST MUSINGS
Mr. & Mrs. Bill Behm Grand Forks, N. Dakota, in the cities over the weekend taking a few days away from their regular routine of business and enjoying the little vacation. Dean Schroeder, Aberdeen, in town for a few days buying equipment... Darlow Maxwell and son Frank in town for a few days. Darlow now living in Huron, S. Dakota returned from his trip working in Tuscon, Arizona and decided to take a trip to some of the cities and spend a few days visiting old friends in the business... Mr. & Mrs. Doyle Hicks, Brookings, in the cities for the weekend buying equipment and Mrs. Hicks getting a few things at the shop... Mr. & Mrs. Leo J. Zenetich of Kandiyohi, Minn., spent a weekend in town for the day buying equipment. Said they had a big business summer. They own a very large pavilion on the lake where they have dancing, boats for fishing and many other things... we heard a few words a while ago concerning the keeping of a lot of coats very busy. Glad to hear that Betty Krueger is feeling much better having had surgery... Mr. & Mrs. Gordon Runnberg in town also visiting their daughter Mary who is attending school in St. Paul... Nik Bergquist in the cities as was Bob Lucking, Bob Thomas, Mr. & Mrs. Joe Pfister, Mr. & Mrs. Mike Williams and Mr. & Mrs. Lawrence Sanford... Mr. & Mrs. Carl Gedney of International Falls stopping off in the cities enroute to Rochester Mayo Clinic. Carl having not been feeling just right going for a check up... Mrs. Elise Green of Glen Carbon, Ill., and some kidney stones removed this week and is being discharged from the hospital Fri. 14th and is feeling just great, said she feels well enough to go right back to work Monday morning... Mr. & Mrs. Vern Johnson, Alexandria, had a lovely week in Mexico. Flew there with a few of their friends for a little holiday... Morris Anseau had his hip operation and after three weeks in the hospital is getting around just fine with a cane. Won't be long and he will put the cane away and be on his own... Bill Holub, Winnipeg operator in the cities for a few days and was more than willing to trade his booth with someone... J. J. Meyers and wife from Chicago, Ill., who has been in the amusement equipment business for many years... have been showing their new Rock-Ola model 464, 180-selection phonograph — and similarly pleased with the great array of new games.
COIN MACHINES WANTED

WE ARE ALWAYS INTERESTED IN USING AND BRAND NEW PHOTOGRAPHS, PINBALLS, BINGOS, QUADS, KIDDIE RIDES, SLOT MACHINES, ETC. ALL MAKES AND MODELS WANTED: PINBALLS, ELECTRONIC, Never Used, Used, Repair Parts. Call or write for free catalog. C.O.D. Canada's Oldest Established Dealer since 1977. Phone: Vine 1918, 563-1955. Mail current price list if equipment now available.

WANTED — Will pay cash $5 for all models of new and used Bally bingo machines. Please phone Collect with prove, conditions and quantities. FOR SALE. Over 3000 Bally slot machines, also Mills and Jennings. Bally Distributing Company, Box 6416, Reno, Nevada 89503. 325-6516

WANTED — BALLY MULTIPLIERS WITH HOPPER, all 3-, 5- and 6-pin models considered. Also wanted Williams and Gottlieb 4 and 6 pin, 3 and 5 year old. HANNAI MANY AUTOMATEN AB. Box 300 41, S-404 30 Goteborg, Sweden.

COIN MACHINES FOR SALE

CONVERSION CARTRIDGES — Play stereo records on coin operated machines. All styles of the current variety. No adjustments required — just plug in and everything sounds perfect. $40.00 per, also cassettes, single sides, and all other types. Eastern Cartridge Co., 216 N. Wabash Ave., Chicago, Illinois 60601.


Seibo 100 selection slot machine $5 each & 50. Seibo 160 selection slot machine $3.50 each & 1,000 used 45 rpm records 15 each. CENTRAL MACHINES CO. Box 294 60 E. Ave. D. Killen. Texas 76541

I HAVE 100 original song poems — rock — country — western — oldies — love songs — etc. For brochure and price list write George Brucia. R. R. Box 387 Kensington, N. Y. 12401


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Count every word including all words in form name. Numbers in address count as one word. Minimum ad accepted $6.25 CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. NO CASH WILL BE SHIPPED. Frame your message and circle the issue pending receipt of your check or cash. NOTICE — $113 Classified Advertisers (Outside USA add $3.00) must submit your subscription for the next issue for a period of One Full Year. 52 consecutive weeks. You are allowed to change your Classified Ad each week if you desire. All words over 45 cents per word. No rules on other words, use capital letters. Be sure your Classified Ad is sent to reach New York Wednesday, 12 noon, of preceding week to appear in the following week’s issue.

Classified Ads Close WEDNESDAY

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

CLASSIFIED AD

Send all make your check is enclosed

SERVICES — COIN MACHINE

ACE LOCKS AHEAD KNEE SELL AND LOCKS and the key you want them mastered to $1.10 each. $1.10 minimum on orders only. Box 2488, San Diego, California 92118. Phone: 619-457-0686


SCHOOL FOR GAMES & MUSICAL ONE TO FOUR WEEK courses, Phonos, Flippers, and Bingo. Bay State Games, Inc., 80-82 N. Beacon St., Boston, Mass. 02110.

HUMOR

ACELOCK KNEE HEAD. SELL AND LOCKS the key you want them mastered to $1.10 each. $1.10 minimum on orders only. Box 2488, San Diego, California 92118. Phone: 619-457-0686

SERVICES — TV & AMP: LOGIC BOARDS — ALL MAKES, ALL MODELS — $20.00 & UP. Call or write for free catalog. RDM ASSOCIATES, INC. 13 Park Ave. Clement Assoc., Park, Hudson, N. J. 07030.

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It's Magic, Gottlieb's New 'Abra Ca Dabra'  

CHICAGO -- Public enchantment with the bizarre, the occult, the horrendous, and what have you, is being reflected in the design of many of the new coin-operated games on the market. The latest D Gottlieb & Company pinball machine, both in name "Abra Ca Dabra," and in style, vividly illustrates this theme.

The model's backglass and playfield depict, in bolder color, an atmosphere of magic to immediately attract the player and generate a mood of excitement which is carried through in play.

In the scoring process, by activating the 1-2-3-4 sequence at the top and bottom of the playfield, the player can earn bonus and advance bonus value. Ten drop targets also score bonus when indicated by the "traveling light." the bullseye target scores bonus plus special when bonus is at 5000 points and all drop targets are down. Pop bumpers score 1000 points each when hit for a super high score.

Operators need only travel to their nearest Gottlieb distributor showroom and "Abra Ca Dabra" the new model will be revealed to them!

Bally Earning  cont pg 50

problems many major U.S. cities are today encountering, heightened by New York City's recent near default on its debt obligations, he was now more optimistic than ever about inevitable legalization of one or more types of gambling legislation in various parts of the United States.

Rowe School In Grand Rapids  

GRAND RAPIDS, Mich. -- Rowo International Inc., subsidiary of Triangle Industries, Inc. held a course in music technology at the firm's Grand Rapids factory last week.

The session was spearheaded by Gordon Winfield and Marty Rust, Rowe field engineers, and attended by service representatives from across the U.S. and Canada. Among those in attendance were: Joe Kocoum (Thorold, Ont.); Bruce Taylor (Calpeia, Cal.); Charles Breiden (Paloa, Ind.); Mike Rollison (Charleston, W Va.); Fred Keller (McAllister, Okla.); Ron Durthaler (Newark, Ohio); John Karch (N. Kansas City, Mo.); Jerry Schultz (Rockford, Ill.); Allen Guercio (Belvidere, Ill.); Bruce Hall (Highland, N. Y.); Al Mooney (Grafton, W Va.); Dennis Mank (Rockford, Ill.); and Bill Athens (St. Joseph, Mich.).

The course stressed basic electricity and schematic reading, in addition to a strong emphasis on all phases of the record changer. Included was an introduction to the complete line of Rowe-Ami music equipment, particularly the new R-80 models.

Rowo regularly conducts these courses at the factory and also schedules similar seminars in the field. The next music school at Grand Rapids will take place February 2-4, 1976 and operators are invited to contact the Rowe distributor in their area for information on submitting applications for attendance.

STATE ASSOCIATION CALENDAR 1976

January 16 to 18; Oregon Amusement & Music Ops. Assn., annual conv., Salishan Lodge, Gleneden Beach
February 6 to 8; South Carolina Coin Ops. Assn., annual conv., Carolina Inn, Columbia
March 19 to 21; Music Ops. of Michigan, annual conv., Weber's Inn, Ann Arbor
April 9 to 11; Wisc. Music Merch Assn., spring conv., Scotland Resort, Oconomowoc
May 7 to 8; Ohio Music & Amusement Assn., annual conv. (Site to be selected)
May 14 to 16; Music and Amusement Assn. (New York) annual conv., Stevensville Country Club, Swan Lake

ALOHA IN CHICAGO - Approaching the current Ceeelo and Kapono Columbia album tagged "Eluap," and to herald the pair's opening in the Quiet Knight on Nov. 13, CBS Records' local branch hosted a Hawaiian luau, complete with exotic food, floral lei's and all the trimmings; and invited area people to join in the festivities, which were climaxed by C.K.'s performance of the evening. Several CBS staffers and guests from Lieberman Enterprises are pictured here (left to right), including: Dave Ramedi (CBS). Mr. and Mrs. John Tupper (Lieberman), Kapono, Ed Chitham (Lieberman), Tony Corneli (Lieberman), Ron Bennett (CBS), Jim Scully (CBS) and knealing) Barry Mog (CBS), Roy Jobe (CBS), Ceeelo, Steve Salberg (Lieberman), Kenny Sattler (Lieberman) and Sam Cerami (CBS)

CONGRATULATIONS, BILLY! - Monument recording artist Billy Swan (third from left), winner of an MOA Jukebox "pop record of the year' Award for "I Can Help" is surrounded by wellwishers (left to right) Steve Holder, president of Digital Games, Inc. (San Dimas, Calif.); Fred Moore, general manager of ABC Amusement Co. (Johnson City, Tenn.); Catherine Page Bird (Memphis, Tenn.); R.C. Bird Jr. (Green ville Tenn.); and Jim Sharpe, public relations man for Monument Records (Nashville, Tenn.) during the recent Expo convention. Swan was in Chicago to personally accept his award at the MOA banquet presentation in the Conrad Hilton Hotel

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RECORD CO

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COIN FIRM

OTHER

BE SURE TO CHECK BUSINESS CLASSIFICATION ABOVE

November 29, 1975
RCA, Visconti Pact Worldwide

NEW YORK — RCA Records has entered into an agreement under which it will acquire the creative talents of Tony Visconti to produce a number of artists for RCA on a worldwide basis.

Visconti’s services will come to RCA under the auspices of his Good Earth Productions, based in London. In Great Britain Visconti’s productions will appear on the Good Earth label, manufactured and distributed by RCA Records. In the rest of the world his product will be on RCA with the Good Earth logo appearing on the label. Visconti has worked with David Bowie, Osibisa, Mary Hopkins and T-Rex in the past.

Signatories to the agreement are Roger Myers, managing director of Good Earth. Others involved include Michael Lipman, attorney for Good Earth; Myron Roth, RCA’s division vice president of business affairs; and Mike Berniker, division vice president of popular a&r for RCA Records.

Nippon Victor Sales Static

TOKYO — Nippon-victor, parent company to Victor Industrial, reflects nearly the same sales over the six-months ending Sept. 20, 1975 as the previous term.

Gross sales for the period were 52,840,000,000 yen ($176,133,133), 0.1% more than the previous term of 52,782,000,000 yen, and 1.9% less than the same term of the previous year of 53,862,000,000 yen. Profit (before tax) was 779,000,000 yen, 6.8% less than the previous term, but 50.4% less than the same term of the previous year.

Breaking down gross sales, record and music-tape accounted for 3,450,000,000 yen, 1.6% more than the previous term.

Belgium

Billy Swan, Monument recording artist, was in Belgium for radio and TV-promotion of his latest release “Everyday The Same,” a track from his “Rock ‘N Roll Moon” album. He is already on the charts with songs, looking like a follow-up to “I Can Help.”

Ariola News: Since Oct. 1 Ariola has obtained distribution of ABC Records in the Benelux. The labels distributed are ABC, Dunhill, Impulse, Blue Thumb, Westminster, Command, Probe and Anchor. July 1, 1976 Ariola also becomes distributor of the Paramount and Dot labels. Ariola has already released new ABC products: “Stacked Deck” by the Amazing Rhyming Aces, “Out Of Payne Comes Love” the new Freda Payne album and “Take A Chance” the second album of Jerry Riopelle. Ariola did a heavy promotion campaign on the Jerry Riopelle album. Jerry will perform in Amsterdam and will be a top-of-the-bill with Emmylou Harris. New ABC product to be released in the near future includes: BB King, Rufus, Steely Dan, Three Dog Night, Ace, Bobby Bland, John Mayall and Joe Walsh.

On Oct. 1 was a great day for Ariola. On the same day they obtained distribution of the Shelter-label. Shelter was formed some years ago by Leon Russell and Denny Cordell. Most important artist is Leon Russell himself. Also on the same label are J. Cale, Don Nix, Freddie King and Mary McCreaey. First release on Shelter is “We Were So Warm.” a single by the Dwight Twilley Band.

MERCURIOUS AUSSIE — Native Australian Megan Eaton has touched down in Nashville long enough to hitch up a recording contract with Phonogram/ Mercury. Having established herself as a performer in her own country, and known domestically as lead female vocalist for “The Thing Going,” Megan decided to tackle England next, where she performed with Roy Orbison, Buddy Greco and Johnny Mathis and delivered a command performance before Princess Margaret prior to coming to America. Here she is pictured with husband/manager Mike Eaton (left) and Jerry Kennedy, her producer and vice president a&r Nashville operations Phonogram/Mercury.

EMI-CAPITOL DE MEXICO was the topic of discussion in Hollywood recently, with the emphasis on further development of Capitol Records product in that country. Pictured here (l to r) are Don Grierson, national merchandising manager (formerly manager, Capital international a&r/promotion); Robert Assett, managing director; EMI-Capitol de Mexico; Jim Mazza, director of Capitol international marketing and promotional; Fernando Hernandez, general manager, EMI-Capitol de Mexico; Joe Little, Capitol international operations & administration manager; and Hans Beugger, EMI regional director for Latin America and Mexico. 

MICROFON, charts leading Argentine company, arrives to U.S.A. and wants to know you.

The talents of Los Fronterizos, Ginamaría Hidalgo, Alberto Castillo, Aldo Monges, Carlos Torres Vila, Argentino Ledesma, Los Cantores de Quilla Huasi, Hector Varela and many others, very soon in U.S.A.

For further information contact: MARIO R. KAMINSKY
Lavalle 1430 4 piso, Buenos Aires - Argentina

5 million South Americans have arrived to U.S.A. within last ten years: physicians, engineers, architects, artists. They are the immediate potential audience for this music.

November 29, 1975
Baker Selection To America On Wings Of A ‘White Dove’

NEW YORK — “Paloma Blanca” (White Dove) is proof positive that an international hit single can attract American attention. In fact, the George Baker Selection, who recorded the tune in Holland and proceeded to sell nearly three million copies, is now the focus of a joint WEA International-Warner Bros. Records campaign to introduce the tune to the American consumer.

Both WEA international & director David Franco and Warner's international director Tom Ruffino have been watching the Dutch group's success around the world and are working closely with Warners' domestic sales and promotion department, coordinating a series of transatlantic telephone calls wherein the Baker Selection may talk directly from Europe with American disk jockeys around the country.

Internationally known, the Baker Selection enjoyed a hit within the upper reaches of the Cash Box charts in early 1970, with “Little Green Bag.” Their current hit, “Paloma Blanca” has been No.1 in Holland, Australia, France, Italy, South Africa and New Zealand.

Australian Record Awards Announced

SYDNEY — Winners of this year’s Australian Record Awards have been announced over a nationwide network of commercial broadcasting stations. The awards have been arrived at by a panel of judges from within the industry, the list is a follows: award/title/artist/label:

Record Of The Year: “The Newcastle Song” by Bob Hudson (MT Records);
Male Vocal Single: “You’re My World” by Daryl Braithwaite (Infinity);
Female Vocal Single: “Fire And Rain” by Marcia Hines (Wizard);
Group Single: “Summer Love” by Sherbert (EMI);
Country Music Single: “What Are You Doing The Rest Of Your Life” by Lee Conway (Image);
Male Vocal Album: “Girls On The Avenue” by Richard Clapton (Infinity);
Group Album: “Ego Is Not A Dirty Word” by Skyhooks (Mushroom);
Country Music Album: “Let Him Roll” by John Laws (RCA);
Easy Listening Male Vocal: “Leave Love Enough Alone” by Doug Ashdown (Billingsgate);
Easy Listening Female Vocal: “Julie Anthony Album” by Julie Anthony (EMI);
Easy Listening Instrumental: “Great Australian Hits” by the Australian Show Band (Fable);
Song Of The Year (Composer): “Santa Never Made It Into Darwin” by Bill Cate from Bill & Boyd (Fable);
Jazz Award: “Lord Of The Ring” by John Sangster (EMI);
Classic Award: “Ein Heldentotenlied” by the Sydney Symphony Orchestra (RCA);
New Talent Award: Bob Hudson;
Producer Of The Year: (1) Richard Batchens, (2) Harry Vando & George Young;
Award Of Merit: (1) Alan Hely (Festival); (2) Astor Promotions (for “Airforce”);
Best Australian-Designed Cover: “Four Moments” by Sebastian Hardie (Polydor).

JESSE WINCHESTER — Stands satisfied, having just completed his first tour of Australia, playing concerts in Sydney, Melbourne, Adelaide and other provincial centers. Here he is after a press luncheon in his honor, thrown by WEA Records Pty Ltd., in Sydney. Left to right are Peter Foster, NSW promotions manager, Bearesville recording artist Winchester, Paul Turner, managing director, and Peter Ikon, artist & product marketing manager.

Bowie Sleeper, ‘Space Oddity’ Finally No.1 After How Long?

London

David Bowie makes pop music history this week with the remarkable achievement of taking a record which was originally a top 5 hit six years ago back into the U.K. charts at No.1 "Space Oddity" is the title and it now qualifies for a silver disk with sales at over 250,000. He recently topped the American singles charts with "Fame" "Space Oddity" was re-released by RCA in September as part of its Maxi-million series which offers three tracks for the price of two linked with "Changes" and "Velvet Goldmine" A new Bowie single "Golden Years" recently recorded in Hollywood is to be released in a few days followed by a new album in the New Year. Next year will also see the emergence of Bowie in his first starring screen role in "The Man Who Fell To Earth.

JEFFREY KURGER, president of Ember Records currently on a twenty-day tour of the United States in New York, Miami, Nashville, Memphis, Dallas, Tulsa, Las Vegas and Los Angeles. He will be placing masters by Desmond Dekker, Susan Maughan and Rick Sandler — a newcomer writer/songwriter. On the publishing side Kruger will be reporting progress by Sparta Florida Music in respect to the catalogues of Barton Music, Newkeys, Faro Young Publishing and Glen Campbell Group all of whom Kruger represents.

Harold Shampain is to team up with Complete Media Consultants and head a new music publishing and recording company, Chappagne Entertainments Ltd. He was previously with JimShan

Chrysalis Exec Switch: Ellis Visits Europe, Wright Spots L.A.

HOLLYWOOD — Terry Ellis is in New York this week meeting with Chrysalis Artists Services, Inc. and Chrysalis music personnel. Following a week of talks, the label president will head for Europe for two weeks of meetings including setting plans for Jethro Tull's next album.

Chrysalis co-chairman Chris Wright from London will hold down the Los Angeles office while Ellis is away.

King, Decca Extend Contract

TOKYO — King and Decca Record Companies have extended their association on to a twenty-fifth anniversary. The licensing contract was negotiated for an additional three years between Kazumitsu Machii, president of King Records, Commander Minori Suzuki, director in behalf of King, Derrick J. Coupland, er supervisor for Decca of London and endorsed by Sir Edward Lewis, chairman of British Decca. The ceremony was held Sept. 30 at the King Tokyo office.

November 29, 1975
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<td>Space Oddity — David Bowie</td>
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<td>Love Is The Drug — Roxy Music</td>
<td>Island — E.G. Music</td>
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<td>D.I.Y.O.R.C.E — Billy Connolly</td>
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<td>Love Hurts — Jim Capaldi</td>
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<td>Blue Guitar — Justin Hayward &amp; John Lodge</td>
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<td>Only Have Eyes For You — Art Garfunkel</td>
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<td>You Sexy Thing — Hot Chocolate</td>
<td>RAK — Chocolate/Rak</td>
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<td>Ain't Lynx — George McCrae</td>
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<td>Feelings — Morris Albert</td>
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<td>Right Back Where We Started — Marina Nightingale</td>
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<td>Bohemian Rhapsody — Queen</td>
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<td>High Fly — John Miles</td>
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<td>L'Alba — R. Coccante</td>
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<td>Reach Out I'll Be There — G. Gaynor</td>
<td>Phonogram</td>
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<td>6</td>
<td>64 Anni — Cugini di Campagna</td>
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<td>Profondo Rosso — Gollin</td>
<td>Cinevox — Bixio</td>
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<td>—</td>
<td>M. Albert — F.A.</td>
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<td>9</td>
<td>Due — Drupi</td>
<td>Ricordi</td>
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<td>10</td>
<td>Take My Heart — J. James</td>
<td>Saar</td>
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<td><strong>Argentina</strong></td>
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<td><strong>TOP TEN</strong></td>
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<tr>
<td>1</td>
<td>Melina — Relaj — Camilo Sesto</td>
<td>RCA</td>
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<td>2</td>
<td>Los Hombres No Delantera — King Clave</td>
<td>Pamsco; Linces — RCA; Pepito Perez — Music Hall</td>
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<td>Y Tu Vas — Jose Luis Perales</td>
<td>Microfon</td>
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<td>4</td>
<td>Corazon, Corazon — Edami</td>
<td>Julio Iglesias — CBS</td>
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<td>5</td>
<td>Prueba Llamarme Amor — Relay</td>
<td>Nicola Di Bari — RCA</td>
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<td>6</td>
<td>Solo Puedo Mirar Atraz — Melograf</td>
<td>Joe Dassin — CBS</td>
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<td>7</td>
<td>Amor No Te Vayas — Pamsco</td>
<td>Marcello Diore — Music Hall</td>
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<td>Emmanuelle — Gian Dilo</td>
<td>Juan Salvador — Oriental</td>
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<td>9</td>
<td>Brindo Por Tu Cumpleanos — Ala</td>
<td>EMI</td>
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<td>Quedate Conmigo — John Lennon</td>
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<td>Pequena Y Fragil — Pamsco</td>
<td>Sabu — Mica</td>
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<td>12</td>
<td>Quedate — Mai</td>
<td>Miguel Gallardo — EMI</td>
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<td>13</td>
<td>Volvere — Pamsco</td>
<td>Diego Verdugor, Nini Rosso — Music Hall</td>
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<td>14</td>
<td>Conmunicaciones No Mismo — Mai</td>
<td>Ian Simonis — EMI</td>
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<td>15</td>
<td>Sin Ti No Va Yoda — Melograf</td>
<td>Miguel Angel Robbins — CBS; Los del Suru — Microfon</td>
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<td>Quien Matar Al Ladron — Korn</td>
<td>Cacho Castano — Polydor</td>
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<td>17</td>
<td>Conversaciones Conmigo — Mai</td>
<td>Ian Simonis — EMI</td>
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<td>18</td>
<td>En Tu Piel Los Que Positivos — EMI</td>
<td>Music Hall</td>
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<td>19</td>
<td>La Pantera Roja — Los Panters</td>
<td>RCA</td>
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<tr>
<td><strong>Australia</strong></td>
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<td><strong>TOP TEN</strong></td>
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<tr>
<td>1</td>
<td>Mama Mia — Abba</td>
<td>RCA</td>
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<td>2</td>
<td>Pecolana Blanca — George Baker Select</td>
<td>Biem — Reprise</td>
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<td>3</td>
<td>Skyhigh — British Jigsaw</td>
<td>Leeds — P Stock</td>
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<td>Love Game — John Paul Young</td>
<td>Albert — EMI</td>
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<td>Moonlighting — Leo Sayer</td>
<td>Festival — Crysals</td>
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<td>I'm Not In Love — 10 cc</td>
<td>Essence — Mercury</td>
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<td>Action — The Sweet</td>
<td>N.S. — RCA</td>
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<td>8</td>
<td>Love Will Keep Us Together — Captain &amp; Tennille</td>
<td>Con — A&amp;M</td>
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<td><strong>TOP FIVE</strong></td>
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<td>1</td>
<td>Atlantic Crossing — Rod Stewart</td>
<td>Warner Bros</td>
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<td>2</td>
<td>Sherbert's Greatest Hits — Sherbert</td>
<td>Infinity</td>
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<tr>
<td>3</td>
<td>Abba — Abba</td>
<td>RCA</td>
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<td>4</td>
<td>Wish You Were Here — Pink Floyd</td>
<td>CBS</td>
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<td>5</td>
<td>Sweet Singles Album — The Sweet</td>
<td>RCA</td>
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</tbody>
</table>
Ringo Starr
Blast From Your Past

A Blast Of Hits
From Here, Thar
and Everywhar!

You're Sixteen
No No Song
It Don't Come Easy
Photograph
Back Off Boogaloo
Only You (And You Alone)
Beaucoups Of Blues
Oh My My
Early 1970
I'm The Greatest
"He Ain't Heavy... He's My Brother."
"Let It Shine"

Olivia Newton-John

her new single from

OLIVIA NEWTON-JOHN CLEARLY LOVE

Produced by John Farrar
THAT'S THE WAY I'VE ALWAYS HEARD IT SHOULD BE
THE RIGHT THING TO DO     MOCKINGBIRD
LEGEND IN YOUR OWN TIME    HAVEN'T GOT TIME FOR THE PAIN
YOU'RE SO VAIN    (WE HAVE) NO SECRETS
ANTICIPATION     NIGHT OWL     ATTITUDE DANCING

ON ELEKTRA RECORDS
MICHAEL MURPHEY / NEW SOURCE OF ENERGY
Savoy Catalog Sold To Arista Records
The 'New' And Varied World Of Music Books (Part 2 In A Series)
D.I.R. Broadcasting Moves Into Rock TV
Old Wine, New Bottles (Ed)
Also available on tape

SLY STONE
HIGH ON YOU
including:
Organize/So Good To Me
Le Lo Li/Crossword Puzzle
Green Eyed Monster Girl/I Get High On You

Keep an eye on "Le Lo Li"—the new Sly single on Epic Records.

"I Get High On You" got very high on the R&B charts—now "Le Lo Li" is out to do the same for pop!

"Le Lo Li"—the second great single from "High On You," the sizzling Sly album now bulleting its way to the top (47* Record World, 56* Billboard, 65* Cash Box). Already the action's coast-to-coast!

Keep an eye on "Le Lo Li"—the new Sly single on Epic Records.
Much as the business is one of bullets and the burn-up acts, let us not forget the importance of the catalog item. Actually even among the breathlessness of the week-to-week chart activity, so many companies do.

They don't need a quick IBM printout to show them that old wine (admittedly in the record business maturity sets in after about a year of vinyl life) can still bring in some steady if not heady profit.

Your aware record executive merely remembers the last cold spell (it happens to everyone every so often) and recalls the catalog generating comfortable warmth in the profit margin — somewhere around 50 percent, as one company found out to their corporate surprise some time ago.

These thoughts are brought about by the news this week of the purchase by Aristex Records of the Savoy Records catalog, a sale that not only will bring back much of the jazz, gospel and r&b catalog of one of the industry's colorful characters, the late Herman Lubinsky, but which also underlines the importance of catalog products to provide an interesting base for a label. This move follows a similar precedent, the taking of the defunct Bethlehem Records catalog of jazz artists into the Caytronics fold and the emergence of the new Pablo label, via RCA, that has and will release some of the Norman Granz vault treasures.

There is a continual recycling of Columbia archives, Atlantic's oldies, RCA's Bluebirds, all adding fuel to the catalog concept. And the Christmas season, with the fact that nostalgia simply refuses to go away as a trend, also contribute to making things look rosy for the catalog sale.