RSO RECORDS/
FAMILY REALITY

Warners' Smith To Elektra/Asylum; Geffen Advisor-Consultant To WCI
Capitol, WCI Set
Long Term Mfg Pact
Phonogram/Mercury Holds Sales, Promo Meet In Chicago
Paul Anka — The Business And Art Of Survival Through Two Decades
Trend Of Trends (Ed)
AND NOW HIS BREAKAWAY SINGLE:  
"BREAKAWAY."

A Gold Album  
On Columbia Records and Tapes.  
Produced by Richard Perry.
Trend Of Trends

There are no trends, say the record industry pundits as the year 1975 begins to close out and hindsight becomes clearest.
But perhaps this is not exactly the case.
No new Beatles may have flashed on the business horizon. No new Presley has risen. But there is a definite trend that continues and has been around for the past few years. So much so that it can possibly be termed the trend of trends.

Cash Box has mentioned it previously on this editorial page but there is no reason why it should not be restated because the record business, jolting and moving along from week to week, is sometimes myopic.

Black music.

Whether it is the Ohio Player, Earth, Wind and Fire, or Stevie Wonder, the hot records coming out of Philadelphia or out of Florida, this is the trend of this year. If the disco business is still booming and growing it is supported musically in large measure by the music of black singers and musicians.

It doesn't take the longest business memory to recall the days when a black music album was not a major seller. Around five years ago this was what was stated without preamble in our industry.

How it has changed. The music remains basic, gets more sophisticated, returns to the roots, appears in different guises, gets integrated, gets militant and remains there. As the barriers of prejudice erode (a little too slowly certainly) this particular marketplace expands.

In records, in live performances the black artist is taking his and her rightful place and getting righteous rewards. Perhaps it is a good thing that no Beatles or new emerging Presley has arrived to obscure this fact.

Black is here to stay.
Now that's a trend.

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NUMBER ONE
SINGLE OF THE WEEK
LET'S DO IT AGAIN
STAPLE SINGERS (Curtom)

Winter. Curtis Mayfield
Pub. Warner/Tamerlane — BMI

NUMBER ONE
ALBUM OF THE WEEK
CHICAGO IX
(CHICAGO'S GREATEST HITS)
CHICAGO
Columbia PC 33900
BARRY WHITE'S

"LET THE MUSIC PLAY"

JC-2265

A new release on

10TH CENTURY RECORDS

PRODUCED & ARRANGED BY BARRY WHITE
DEAR RETAILER:
SALES ARE UP, BUSINESS IS GOOD, AND THESE ARE MORE THAN A FEW GOOD REASONS WHY:

<table>
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<th>NUMBERS</th>
<th>CAT STEVENS</th>
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<td>CAPTAIN &amp; TENNILLE</td>
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<td>ESTHER SATTERFIELD</td>
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<td>PETER FRAMPTON</td>
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<td>STORM AT SUNUP</td>
<td>GINO VANNELLI</td>
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HAVE A GREAT CHRISTMAS SEASON!
32 Added To BMI 1 Mil. Perf. List

NEW YORK — Thirty-two works have been added to the BMI roster of million performance songs in 1974. These titles bring the total of million performance songs to 164. The writer and publisher of the song(s) are:

"...situation...."

LOS ANGELES — Joe Smith, president of Warner Bros. Records, has been appointed chairman of the board and chief executive officer of Elektra/Asylum Records. Smith's former position is now occupied by Mike Monsour, WB Records' chairman of the board.

David Geffen, who recently resigned as chairman of Elektra/Asylum to become executive vice president of Warner Bros. Records, Inc., will also serve as advisor and consultant to the Warner Communications Inc. record group (Warner Bros. Records, Atlantic, Warner/Reprise/WEA Distributing and WEA international).

Geffen's new position at Warner Bros. moves him into the film area within the company. Steve Ross, chairman of WCI, made the announcement.

Smith has been with Warner Bros. Records since 1968 and was president since 1972. Geffen has been chairman and chief executive officer of Elektra/Asylum since 1972, originally founding Asylum.

"...will Records, Elektra/Asylum ...

Commenting on Geffen's departure, Smith said: "We'll all feel sad to lose a talented individual. But his taste and judgment have been proved time and again and our industry will miss him greatly. It's a tradition of ours to send Jerry Weiller's leaving Atlantic. You don't just replace a man like that. At least we have David and Jerry as consultants. I respect Geffen more than any other role with regard to artists and producers. He's meant a lot to our business.

Smith commented on the crisis of lack of executive manpower in the music industry saying, "We're victims of today's situation that was common in the '50s and early '60s when so many companies were one man operations. Over the last eight or nine years our industry has grown to the extent that we have to have more executives running it, but I feel we shouldn't go outside the business in search of them. Music men like Geffen and Weiller are dedicated to the needs of our industry and it takes that kind of total commitment for us to progress. When we have our executive meetings I hope to get the same participation from David that we've gotten from Jack Holzman (president of Elektra/Asylum before Geffen). Jack did a great deal of the research that led to the Warner's/Capitol manufacturing deal and his help and assistance has been invaluable.

Smith told Cash Box that he had no immediate plans regarding the executive staff at Elektra/Asylum and said he planned to meet with them before making any moves. He praised them as "talented, capable people."

The realignment brought up the continued at pg. 10.

Capitol, Warner Comm. Inc. Firm Manufacturing Pact

Long-Term Disk/Tape Production Deal

HOLLYWOOD — A long-term, joint manufacturing agreement has been announced between Capitol Records, Inc. and the Warner Communications Inc. recorded music companies, by which Capitol will manufacture new recordings for Warner Bros. Records, Inc., and prerecorded tapes for Warner Bros., Elektra/Asylum and Atlantic records.

The agreement was consummated last week, with signatories including Bhashkar Menon, chairman, president and chief executive officer of Capitol Records, Inc., and Mo Ostin and Joe Smith representing Warner Bros. David Geffen and Mel Posner of Elektra/Asylum and Ahmet Ertegun and Jerry Greenberg of Atlantic. Under terms of the agreement, Capitol will manufacture for the three WCI companies at plants in

Jacksonville, Illinois; Winchester, Virginia; and Los Angeles, California.

Commenting on the new contract, effective July 1, 1976, Bhaskar Menon said:

"All of us at Capitol feel privileged at the prospect of working closely with the distinguished Warner Bros., Elektra/Asylum and Atlantic and fulfilling their manufacturing needs. We look forward to a long and happy relationship which will bring significant financial benefits to both parties."

Mo Ostin commented:

"On behalf of Warner Bros. and my colleagues at Elektra/Asylum and Atlantic, we are delighted to have concluded an agreement with a company of the caliber which Capitol has consistently demonstrated.

Phonogram/Mercury Holds 'Olympics' Of Sound Sales Promotion

Chicago Conference Outlines Corporate Strength, Sets New Release Sales Strategy

CHICAGO — Phonogram, Inc./Mercury Records held a weekend long series of sales and promotion meetings in Chicago, December 5-7, under the banner "Phonogram's Olympics Of Sound." The meetings were held at the McNair Motor Hotel in Chicago. The Carlton Hotel, were convened in order to acquaint the entire sales and promotion field staff and trade press with new product, field and direct marketing for release later this month, to familiarize company personnel with corporate structure, policy and objectives for 1978, and to update initial release agreements with U.K. Records, with whom Phonogram recently signed a manufacturing and distribution agreement.

Key corporate executives delivering addresses at the meetings were Irwin Steenberg, president of Phonogram, Inc. and the Phonogram Records Group; Charles Fach, Phonogram executive vice president and general manager; Jules Abramson, executive vice president of manufacturing and Stan By, vice president for national promotion.

Much of the effort devoted to conducting the conference was devoted towards involving the individual promotion man in the large-scale corporate entertainment reality in which Phonogram/Mercury functions. Following an awards presentation dinner on Friday evening, Saturday's meetings began with an opening address by Charles Fach. Each Phonogram sales region participated by announcing an item of unit one. Fach told his promotion men: "We are playing for higher stakes in the entertainment industry today. Do Each Phonogram sales region participated by announcing an item of unit one. Fach told his promotion men: "We are playing for higher stakes in the entertainment industry today. Do..."

KING'S GIG — Freddie King (left) seen with singer Yvonne Elliman (also a RSO Records labelmate) and Hamish Stuart of the Average White Band, headlined three nights at New York's Bottom Line club last week. His six-week North American tour. His new RSO single is "Boogie Bump" produced by Mike Vernon.
The Greatest Gift
The Old-Fashioned Way (Les Plaisirs Demodes)
Si (Go Before You Break My Heart)
The Day Of The Locust
Sing
What Are You Doing The Rest Of Your Life?
The Entertainer
Send In The Clowns
Love Song
She (Tous Les Visages De L'Amour)
PS 913

Charmaine
Greensleeves
Exodus
Moulin Rouge
Diane
Around The World
Some Enchanted Evening
Games That Lovers Play
Summertime In Venice
Moon River
Swedish Rhapsody
La Vie En Rose
PS 483

LONDON®
Perennial Rudolph — A Look At Christmas Disks

NEW YORK — Johnny Marks, through his St. Nicholas Music, Inc., will again be renegotiating his four Christmas hits: "Rudolph The Red-Nosed Reindeer," "Rochin’ Around The Christmas Tree," "I Heard The Bells On Christmas Day" and "Have Yourself A Merry Little Christmas." Since 1949 "Rudolph" has sold 110 million records, and approximately 12 million have sold this year alone. The song was recorded in that year by Gene Autry, and according to Marks was an early example of its kind. "Since Autry was an important country artist at the time, the record was big on both country and pop charts that year," The Autry version has sold over 10 million, and alternate covers number 450, the song having been published in 60 different arrangements.

The Christmas record, while a limited phenomenon, carries a history all its own. The four Rudolph-related cuts represent the music business in general in the 26 years since "Rudolph" came on the scene.

Looking back to Cash Box of 1952, "I Saved All My Love For Christmas" was written by Jimmy Boyd was a juke box favorite, the only listed that year. The year 1954 saw "The Christmas Song" by Bing Crosby also as "Home For The Holidays" had become the theme for his popular television program, as well as a heavy re düzeyer. (Side note: Como was a perennial favorite on the cover of Cash Box holiday issues, running 14 years until he was finally unseated from his throne with abstract covers in '62.) "While Christmas" was an R&B hit of Clyde McPhatter & The Drifters in '54.

In '54, "Home For The Holidays" was still a strong Yuletide seller, along with "Baby, It's Cold Outside," sung by chio vocalist Barry Gordon. A quick look at the 1961 singles chart reveals "Little Drummer Boy" and "Run, Run, Run, Run Around The Christmas Tree" repeating favorites by that time, hugging the bottom closely. The rock hit for Christmas was "Jingle Bell Rock" sung by Chubby Checker and Bobby Rydell, with Bobby Helms and Chet Atkins covering the #16 bulleted tune. In 1962 the Chimpulns, "Christmas With The Chimpulns" was the #36 album, along with time-treaded favorites like Elvis, Johnny Mathis, Mitch Miller and of course Bing Crosby.

Singles in 1963 included "You're All I Want For Christmas" sung by Brook Benton, "Little St. Nick" by the Beach Boys and "Do You Hear What I Hear" by Bing Crosby, with "Little Drummer Boy" still as strong as ever. By '64, Christmas singles were definitely waning. Albums by Andy Williams and Al Martino occupied lower positions in the chart, while Christmas carol and traditional offerings by the Kinks and the Beatles, LPs by Nat Cole, the Supremes, Elvis, Al Hirt and Beach Boys were still charting in the sixties, but by then the magazine had been charting Christmas items since 1949. An isolated hit, this was a way of exposing product that would not chart otherwise. The idea was abandoned eight years ago due to its being an insufficient indicator of relative sales strength.

Consulted on the main reasons for the change in the face of Christmas records, Johnny Marks responded, "Disk jockeys began refusing to play the records till after Thanksgiving. This meant you had to time your release by building a record. Record companies of course didn't want to manufacture the records since they were so hard to sell."

Marks continues to utilize the hits he has written through phases of the media... (continued on p. 2)

Strong Singles Sales Mark Successful Motown Period

Company Acquires Detroit’s Prodigal Label

LOS ANGELES — Motown Records is in the midst of one of its best singles periods in recent memory, having claimed sales of over 850,000 singles last week alone, more than half attributed to Diana Ross "Theme From Mahogany (Do You Know Where You’re Going To)," "Walk Away From Love" by David Ruffin, and "Love Machine" by The Temptations, all moving up on the Cash Box charts.

According to label vice president of sales Mike Lushka, Motown’s single sales for the previous four-week period totaled more than 1.5 million units, with heavy response also coming from Willie Hutch’s "Power" and "Happy" by Eddie Kendricks.

Lushka attributed much of Motown’s current single success to the recent expansion and realignment of the promotion and sales staffs, especially the area having to do with pop promotion. Also, the advanced R&B artists now crossing over into the pop market, some actually starting with a pop airplay base and moving into R&B concentrations, such as the Temptations, is the area we have to be aware of and to remember," Lushka commented, is that Motown is acutely sensitive to the markets that market the market. That’s where our major impact on the industry and as the industry turns back to the single, we intend to fully exploit our expertise in that area. We have sharply curtailed the amount of singles we release, concentrating only on product that our entire sales and promotion staffs believe in.

Motown’s recent acquisition of Detroit-based Prodigal records has given the veteran label another single base, with current action on "Sagittarian Affair" by Ronnie McNeil. According to Prodigal vice president and general manager Gordon Prince, the label is about to release two cuts, "Eh, Cumpari" and "The Little Shoemaker," from the Gaylord and Holiday Inn Publicity Department, cuts have received response on WJR and WCAR. Both Prince and Lushka feel that the novelty nature of the songs, with the current trend in nostalgia, could lead toward airplay and sales success. Prodigal, like Motown, is intensifying sales and promotion concentration on a limited number of single releases.

Lushka projected a continuing stream of Motown singles successes with such recent releases as "Quiet Storm" by Smokey Robinson, "Sweet Love" by The Commodores, "Everybody’s Got To Do Something" by The Originals, and "This Empty Place" by Stephanie Mills. That, combined with the label’s dedication to "bringing the hits" the albums from which hit singles come, provides the basis for the self-proclamation, "Motown Mean Machine."
RSO Records - Profits Up, Expansion Early Next Year

NEW YORK — RSO Records is "basically about 150 percent up on the previous year" in the U.S., according to label president Bill Oakes.

"Worldwide, the figures are probably going to double," he added.

Oakes stated that the label would be expanding in the near future with details to be announced in January. "We will certainly not be known as a small custom label in the future and we will be cutting our plans shortly. There are obviously several ways we can go but I have no comment on that at the present time."

The Bee Gees contributed much to the success of the label this year, according to Oakes but he stressed that RSO now had a definite catalog—"around 20 albums.

We haven't had releases like we had last year, I think a lot of majors got a lot more releases than we did. I kind of think the first quarter was a very bad time for releases in the industry and quite frankly we didn't experience that. We had it probably less than other people"

"We haven't had releases since then. We have shipped gargantuan and got all back the next week."

RSO released six albums during the year compared with eight the previous year.

"This was not the way we originally intended to do it but we have several albums sitting there to be shipped in the near future," he said.

One album, a rock version of "Peter And The Wolf" by a group of British rock musicians, has had its release date brought forward due to radio play (on New York's WNEW).

"They were playing an import version which is slightly annoying," commented Oakes. "Marty Scott of Jem Records, the import firm, brought in a 1000 from Europe. There is no way you can stop this, of course. We've stopped him bringing any more over. He buys them off RSO in England through Polydor. We've told them we don't want them to sell any more because we have now scheduled releases of our own," Oakes said.

"The imports had the effect of bringing the release date forward slightly but the release date schedule was definitely the cause of the record not getting a quick release in Europe. Now the Germans have grabbed up 12,000 in the first week so we've got that over with."

"We wanted to sort of test market it in Europe. I always thought that Jim would be a good test market situation here but as soon as WNEW ran on the record we knew that we had a solid record."

Other product includes a new Bee Gees album, reserving of an Yvonne Elliman LP, an LP from Freddie King and one from Peter Tosh, a member of the Wailers reggae group.

A 1976 release date is because, states Oakes, "we didn't want to get involved in this Christmas panic rush of best of albums in the stores." RSO Records will continue to concentrate on releasing albums as opposed to singles. "We have a policy at RSO of not releasing singles that are one-off deals. We don't go after singles deals so the singles we put out are of albums and intended to sell the album basically."

"We had this idea initially of getting a separate line in England as a sort of singles label which could still materialize. But in the U.S. the profit margin on singles mean that it's not worth logging your guts out over a single that's not attached to an album."

RSO Records does have a possible single release however—"a Jack Lemmon, Marvin Hamlisch song from the film, "The Entertainer" which has been made by the Robert Stigwood organization, parent company of the label. This will be a TV Movie of the Week next March and will be on theatrical release throughout the rest of the world except for the U.S. and Canada. But again, Oakes points out, there is a possible album from this film also, "It has eight good tunes in it, he said."

RSO Records is under no pressure to make a release date the way the Robert Stigwood projects in the film and television medium, says Oakes. "We have a free year as one of continued expansion with the label and its artists. Eric Clapton, a major name on their roster, will be producing Freddie King, Peter Tosh and a new act he is working with in Miami's Criteria studios at present."

"We want to encourage this family attitude as much as we can," stated Oakes, adding that he felt his boss Robert Stigwood was only interested in the recording and recently, realizing the potential of a record label with small overheads.

Warner Declares Quarterly Dividend

NEW YORK — The board of directors of Warner Communications, Inc. last week declared the regular quarterly dividend of 12 cents per share on WGI common stock.

In addition, the board declared regular quarterly dividends of $1.06 per share on the 12 1/2 percent convertible preferred stock and 31 cents on the series D convertible preferred stock.

The dividends are payable on Feb. 17, 1976, to shareholders of record at the close of business on Jan. 15, 1976.

Screen Gems Renamed

NEW YORK — Screen Gems-Columbia Publications, the music print division of Columbia Pictures Industries, has been renamed Columbia Pictures Publications. Frank Hackinson, vice president of the division, said the name change was "designed to clearly identify us with the parent company and its movie and television divisions.

SWEET BLINDNESS — Canadian group Sweet Blidness will have their first single release in the U.S. "Cowboys To Girls," as a result of the distribution between Canada's Quality label and Private Stock Records in the U.S. Quality Records recently hosted a reception for the group in Toronto which was attended by the label's top executives and Private Stock president Larry Uttal.

Above seen (I to r) are Bob Morten, aq and international operations for Quality, Curtis Lee and Bobby Dupont of Sweet Blidness, Larry Uttal, president of Private Stock Records, George Struth, president of Quality Records; and Phil Smith of Sweet Blidness. Bottom (I to r) Sweet Blidness members Al Marnie and Sonny Melne.

Private Stock Sees $1M Mo. Billing

NEW YORK — Billings for Private Stock Records are now running in excess of a million dollars a month, states label president Larry Uttal.

He further commented, "It particularly gratifying to me that we now have on the charts with bulletts four out of the eight albums we have released since Private Stock Records was formed. Albums cited by Uttal were "Story" by the Four Seasons, "Mr. Jaws" by Dickey Goodman, "Our Day Will Come" and "Frannie Vailt Gold" by Frankie Valti.

Continued Uttal, "We have achieved this seven figure billing as we move into our second year with a small tightly structured group of professional music people.

"I have always believed in a family kind of operation and being careful not only in the amount of product we release but trying to think in terms of the needs Axton, A&M Renew

Hollywood — A&M Records has announced the resigning of singer/songwriter Hoyt Axton to a long term exclusive recording contract with the label. Hoyt is currently in the studio recording his next album for the label.

Capitol, WB Pact

On the latest advance in the expanding competition for quality product and services has been the highest standard, however, our new arrangement with Capitol fits better into our long range plans."
TWO SIDES OF STEPHEN STILLS "LIVE."

ON ATLANTIC RECORDS AND TAPES

Give the gift of music.
Sam Goody Reports Loss For Fiscal '75

NEW YORK — Sales of Sam Goody, Inc. for the period ended Sept. 30, 1975 were $283,533,660.26 and the net loss was $167,461.25 cents a share. That is compared to sales of $7,906,798 and net income of $149,741 and earnings per share of 22 cents in the same period of 1974.

Pickwick Int'l Shows Sales Up in 1975

NEW YORK — During the second quarter of fiscal 1976, sales of Pickwick International, Inc. rose 6% to $64,931,812 from $61,269,495 during the same period in 1974. Net income increased 26% to $2,497,558 from $1,985,084 in the same period of 1974. Earnings per share for the quarter rose to 67¢ from 54¢.

The sales for the six month period increased 4% to $199,183,445 as compared to $193,368,257. Net income showed a growth of 24.3% or $3,739,465 as against $3,008,355. Earnings per share for this period rose to $0.67.

House Holds Copyright Bill Until Next Year

NEW YORK — The House Copyright Subcommittee has completed testimony on omnibus copyright legislation, but will shelve the measure until next term. Registrar of copyrights Barbara Ringer rejected support of a performance royalty in the final testimony. Dec. 4. Aware of the broadcast industry's opposition to the provision, she nevertheless advised the prudence of including performance royalty as a separate measure, as the senate has done, to ensure that the one measure would not result in defeat of the entire bill.

Prodigal A&R Shuttered

DETOUR — Prodigal Records here has closed down its A&R department. Former A&R director for the label, Jack Ashford, has left the company.

Kramer VP, GM At Capitol Pub

HOLLYWOOD — Ronald Kramer has been elected vice president and general manager of Capitol Records' music publishing companies, according to Bhaskar Menon, president and chief executive officer of Capitol Industries-EMI, Inc. and Beechwood/Glenwood Music Corporations. Kramer will head-quarter in the Capitol Tower and report directly to Menon, will assume the position Jan 1.

Kramer was formerly west coast and creative affairs chief for Dick James Music. Before that he was associated with Metrodor, GPH, RCA, and Atlantic. Kramer is also an accomplished producer with several chart records to his credit.

‘Rolling Thunder’ SRO

NEW YORK — The “Rolling Thunder Revue” featuring Bob Dylan, Joan Baez and others, wound up its unusual 30-city tour last Monday with a benefit concert at Madison Square Garden. The SRO show reportedly grossed $225,000 in the name of the imprisoned Rubin “Hurricane” Carter.

The entire production ran for close to five hours, including sets by Dylan's support band led by Bob Neuwirth, Joan Baez, Joni Mitchell, Roberta Flack, Roger McGuinn, Roy Buchanan, and of course Dylan himself (made up in clown’s whiteface). Muhammad Ali also made an appearance to proclaim his support for Hurricane Carter’s plight, and spoke with the imprisoned man via phone on stage.

Carter is currently serving a life term, along with John Artis, for the murder of three men. Recently, a princess witness admitted the inaccuracy of the drive and a drive is on to have Hurricane released and a new trial scheduled (if not have the whole case dropped). Dylan’s current single, “Hurricane,” concerns the man’s plight.

Rollers Gold

NEW YORK — “Saturday Night” by the Bay City Rollers (Atlantic), currently bulleted at No. 2 on the Cash Box pop singles chart, has been certified gold by the RIAA.

CAUSE FOR CELEBRATION — Warner Bros recording artist Dory Previn (right) re-hearses with singers Thelma Houston (left) and Georgia Brown for the Evening With Dory Previn concert Dec. 17, 8:30 at Los Angeles Music Center. Dory and Fats Domino’s triple-bill celebrity show will enable the Northridge Hospital Mental Health Services wing to construct a therapeutic swimming pool for patients. Ms. Previn’s next Warners set, “Children of Conscience,” is due in February. Tickets for the concert are still available at the Dorothy Chandler Pavilion box office 213-626-7211.

EXECUTIVES ON THE MOVE

Mendelson, Harlan To Top ABC Record, Tape Sales — Herbert J. Mendelson has been appointed president and R. A. Harlan executive vice president of ABC Records and Tape Sales Corp. Mendelson, former president of marketing for ABC Record and Tape Sales, replaces Michael P. Maltardi, who recently was elected vice president, chief financial officer and treasurer of ABC, Inc. Harlan, who moves into the newly created position, had been vice president of operations of ABC Record and Tape Sales.

Losk To Phonogram — Harry Losk has been solicited to the position of national sales manager for Phonogram. Losk has been involved in the retail end of the business for 18 years. He managed Western Distributors in Chicago, which later became known as Lieberman Enterprises, one of the largest rack jobbers in the Chicago area.

Ed Strait Jumps Nemperor — Ed Strait has been appointed national label coordinator for Nemperor Records in New York City. Strait will be responsible for coordinating all phases of promotion, sales, merchandising, press and publicity, and artist relations activities between Nemperor and its distributor, Atlantic Records. Strait was the promotion rep for Atlantic/Atco and Elektra Records for the past three years, working from the WEA Corporation office in Cleveland.

Stu Fine To Aristal &R — Stu Fine has been appointed manager of east coast air and talent acquisition for Aristal Records. Fine will be responsible for auditioning and searching out new artists and finding new recording offices. Prior to joining Aristal, he was publicity writer for RCA records.

Phillips To Phonogram/Mercury — Jud Phillips has been appointed to the position of director of east coast air for Phonogram/Mercury. Phillips comes to the label from Capitol Music Productions in Boston, where he was involved in management, publishing and recording. Previously he had served as a&r administrator for Bell Records and prior to that he was at Screen Gems in L.A. He was also chief engineer at Nashville West studio. He will work out of the N.Y. office of Phonogram/Mercury.

Yoergler Appointed Director of Creative Activities — ABC Music — Hal Yoergler has been appointed to the post of director of creative activities from his former position of west coast professional manager.

Yoergler’s new responsibilities will encompass the supervision of activities of the west coast, east coast and Nashville professional managers, as well as being responsible for creative activities in the areas of record production and television and film music for the ABC music complex. Yoergler’s appointment was announced by Gerald Teller, vp. general manager of ABC Music.

Wallace Joins UA Music — Randy Wallace has joined the professional staff at UA Music, announced Mike Stewart, president of United Artists Music Publishing Group.

Prior to joining UA, Wallace was a staff writer at Tree Publishing in Nashville. He had previously headed his own publishing company, Yellow Roadster Music, and was also a writer and director at Opryland in Nashville. According to Wally Schuster, vice president, United Artists Music, Wallace’s responsibilities will include working with UA’s catalog and attracting new writers and talent to UA Music.

Dea Upped To RCA Country Exec. Prod. — Roy Dea has been named executive producer of country music for RCA Records. He joined the company in Jan. 1973 as a producer, and has worked with Gary Stewart, Johnny Russell, Dickie Lee and Dottsy. Dea will continue to be based in Nashville.

Prior to joining RCA Records, Dea spent five years with Mercury Records.

Lott To WMOT Records — Lea Lott has been appointed to the position of executive assistant and director of artist relations for WMOT Records.

Ms. Lott will be working closely with the president in the coordination and handling of all management, production and contractual affairs of WMOT artists. As artist relations director, she will be working with artists in the supervising of the tours, schedules and publicity and promotional campaigns.

Chappell Names Two Vice Presidents — Frank Military has been named vice president of Chappell Music, involved in all phases of the New York office, as creative coordinator of the Nashville, Los Angeles and Toronto offices.
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<thead>
<tr>
<th>TITLE</th>
<th>ARTIST</th>
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<tbody>
<tr>
<td>Convoy</td>
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<td>Rocket</td>
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<td>Sing A Song</td>
<td>Earth, Wind &amp; Fire</td>
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<td>Love Hurts</td>
<td>Nazareth</td>
<td>A&amp;M</td>
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<td>Paul Simon</td>
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<td>Evil Woman</td>
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<td>Walk Away From Love</td>
<td>David Ruffin</td>
<td>Motown</td>
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<td>Rock 'N Roll All Night</td>
<td>Kiss</td>
<td>Casablanca</td>
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<td>Paloma Blanca</td>
<td>George Baker</td>
<td>W.B.</td>
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<td>Country Boy</td>
<td>Glen Campbell</td>
<td>Capitol</td>
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<td>Theme From Mahogany</td>
<td>Diane Ross</td>
<td>Motown</td>
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<td>I Love Music</td>
<td>O'Jays</td>
<td>Phila. Int'l.</td>
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<td>I Love To Love You Baby</td>
<td>Donna Summer</td>
<td>Oasis</td>
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<tr>
<td>Baby Face</td>
<td>Wing And A Prayer Fife &amp; Drum</td>
<td>W.B.</td>
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<td>Love Machine</td>
<td>Miracles</td>
<td>Tamla</td>
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<td>Woman Tonight</td>
<td>America</td>
<td>Warner Brothers</td>
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<td>The Homecoming</td>
<td>Hagood Hardy</td>
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**vital statistics**

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<tbody>
<tr>
<td>Take It To The Limit (3:40)</td>
<td>Eagles - Asylum 43293-A</td>
<td>987.5 \text{ LaCienega Blvd. Los Angeles, Ca}</td>
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<td>Tracks Of My Tears (3:12)</td>
<td>Linda Ronstadt - Asylum 4265-A</td>
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<td>Love Or Leave (3:30)</td>
<td>Spanners - Atlantic 3309</td>
<td>75 \text{ Rockefeller Plaza, New York, N.Y.}</td>
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<tr>
<td>I Can't Help Myself (Sugar Pie, Honey B) (2:56)</td>
<td>Marvelous C - Capitol 4193</td>
<td>1750 \text{ N Vine Street, Hollywood, Ca}</td>
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<tr>
<td>Easy As Pie</td>
<td>Jimmy Somerville - Arista 4287</td>
<td>9025 \text{ Beverly Blvd., Los Angeles, Ca}</td>
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<td>Almost Saturday Night (2:27)</td>
<td>John Fogerty - Asylum 4291</td>
<td>987.5 \text{ LaCienega Blvd. Los Angeles, Ca}</td>
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<td>Love Is The Drug (3:00)</td>
<td>Roxie Music - AFO (740)</td>
<td>75 \text{ Rockefeller Plaza, New York, N.Y.}</td>
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<td>Sweet Lovin' Man (2:59)</td>
<td>Mimi Ellis - RCA JN 104 147</td>
<td>1133 \text{ Avenue of Americas, New York, N.Y.}</td>
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<td>Fanny (Be Tender With My Love) (3:22)</td>
<td>Gene Autry - Atkins 6162</td>
<td>1776 \text{ Broadway, New York, N.Y.}</td>
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<td>Breakfast For Two</td>
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<tr>
<td>One Woman Band</td>
<td>Fleetwood Mac - BMG</td>
<td>BMI</td>
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<td>Deke Dickerson, BMI</td>
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**looking ahead**

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<tr>
<td>Love Over All (3:20)</td>
<td>Commodores - Motown M1818</td>
<td>Master Harris (Atlantic 3303)</td>
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<td>Love Hurts</td>
<td>Alton Rota Music Inc. - BMI</td>
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RCA Records held another in its continuing series of radio seminars at RCA's Studio "A" last weekend. RCA's Larry Hayes, Richard August and Pat Marlin all lectured at the seminar, which was presided over by ex-WABC personality Jim McKeon from L.A.'s KWST. It seemed the seminar was a success, as there were a couple of intelligent questions, and the students seemed to enjoy the event.

The seminar was held in the studio, and the students were given the opportunity to discuss the history of programming and the development of radio. The seminar covered topics such as the history of radio, the development of the medium, and the impact of technology on radio.

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Larry Hayes discussed the dynamics of record company/cable radio relationships. Before 1970, record companies were paying college radio stations to play their records. After 1970, the space between record companies and college radio began to widen. The reason for this, Larry continued, was because college radio stations have become tighter and more focused on specific genres of music. This has caused record companies to give college radio stations only records of specific genres of music. This has caused college radio stations to become more focused on specific genres of music.

Jazz saxophonist John Klemmer will perform at the American Music Hall concert for an interview concurrent with the release of his new jazz album "Witch." The CB's Marc Shapiro and Stephen Fuchs from the CB's music department will serve as MC's for the event.

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the big three

1. **Convoy — C.W. McClung — MGM**
   - Convoy (WJR, 1960)
   - 21 to 13 — From Theme From Mahagonny — Diana Ross

2. **Fly Away — John Denver — RCA**
   - Fly Away (WABC, 1979)
   - 21 to 13 — From Theme From Mahagonny — Diana Ross

3. **Breaking Up Is Hard To Do — Neil Sedaka — Rocket**
   - Breaking Up Is Hard To Do (WABC, 1972)
   - 21 to 13 — From Theme From Mahagonny — Diana Ross

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**WRLS — CHICAGO**
- Theme From Mahagonny — Diana Ross — Motown
  - County Boy — Glen Campbell — Capitol
  - 3 To 1 — From Theme From Mahagonny — Diana Ross

**WFLC — CHICAGO**
- I Love My Music — P.J. Proby — Philco
  - Theme From Mahagonny — Diana Ross

**KSLG — ST. LOUIS**
- Love My Music — J. J. Cale — WABC
  - 21 to 16 — From Theme From Mahagonny — Diana Ross

**WBNG — PHILADELPHIA**
- Convoy — C.W. McClung — MGM
  - ELO — MCA
  - 19 To 14 — From Theme From Mahagonny — Diana Ross

**WABC — NEW YORK**
- Fly On The Run Away — Barry Manilow — RCA
  - 13 To 6 — Nights On Broadway — Bee Gees

**WPKX — NEW YORK**
- All My Love — Barry Manilow — RCA
  - Fly Away — John Denver — RCA
  - 17 To 4 — To Love You Baby — Donna Summer

**WFLW — WEST LONDON**
- Breaking Up — Neil Sedaka — Rocket
  - 50 Ways To Leave A Lover — Art Garfunkel
  - Play On Love — Jefferson Starship

**WJET — ERIE**
- I'm Gonna Love You — Paul Simon — CBS
  - Woman Tonight — America
  - 10 To 6 — Breaking Up — Neil Sedaka
  - Love Hurts — Nazareth — A&M

**KPRW — PHILADELPHIA**
- Convoy — C.W. McClung — MGM
  - 19 To 14 — From Theme From Mahagonny — Diana Ross

**KBCO — BROOMFIELD**
- Love On My Mind — Eric Carmen — Casablanca
  - 4 To 1 — Writing The Songs — Barry Manilow
  - 27 To 19 — To Love You Baby — Donna Summer

**KNCX — IRVING**
- Love You More — John Denver — RCA
  - 19 To 12 — Love Hurts — Nazareth — A&M

**KZAU — PHOENIX**
- To Love You More — John Denver — RCA
  - 27 To 19 — To Love You Baby — Donna Summer

**KV 9 — PEORIA**
- Breaking Up — Neil Sedaka — Rocket
  - 50 Ways To Leave A Lover — Art Garfunkel

**KJML — WICHITA**
- Breaking Up — Neil Sedaka — Rocket
  - 50 Ways To Leave A Lover — Art Garfunkel
  - Love Hurts — Nazareth — A&M

**WMAL — WASHINGTON**
- Convoy — C.W. McClung — MGM
  - 19 To 14 — From Theme From Mahagonny — Diana Ross

**KFDK — DALLAS**
- Breaking Up — Neil Sedaka — Rocket
  - 50 Ways To Leave A Lover — Art Garfunkel
  - Love Hurts — Nazareth — A&M

**KBCU — COLOMBIA**
- Convoy — C.W. McClung — MGM
  - 19 To 14 — From Theme From Mahagonny — Diana Ross

**WIBG — PHILADELPHIA**
- Convoy — C.W. McClung — MGM
  - ELO — MCA
  - 19 To 14 — From Theme From Mahagonny — Diana Ross

**WJAI — PITTSBURGH**
- The Last Great Train Robbery — Big Bad — T&M
  - Breaking Up — Neil Sedaka — Rocket
  - Love On Love — Jefferson Starship
  - Fly Away — John Denver — RCA
  - Storyboard — Art’s — Col

**WJR — MICHIGAN**
- Woman On Love — Jefferson Starship
  - 10 To 6 — Breaking Up — Neil Sedaka
  - Love Hurts — Nazareth — A&M

**KCAO — ATLANTA**
- Break On Through To The Other Side — The Doors — Liberty
  - 21 To 16 — From Theme From Mahagonny — Diana Ross

**KXLY — BOSTON**
- Rock N Roll All Night — Kiss
  - 19 To 14 — From Theme From Mahagonny — Diana Ross

**WORC — HARTFORD**
- Break On Through To The Other Side — The Doors — Liberty
  - 19 To 14 — From Theme From Mahagonny — Diana Ross

**WRPO — PROVIDENCE**
- Convoy — C.W. McClung — MGM
  - 19 To 14 — From Theme From Mahagonny — Diana Ross

**WOW — ROCHESTER**
- Rock And Roll Dream Girl — Otis Wilson
  - 19 To 14 — From Theme From Mahagonny — Diana Ross

**WLLW — CLEVELAND**
- Fly Away — John Denver — RCA
  - 19 To 12 — Love Hurts — Nazareth — A&M

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**4. Love Rollercoaster — Ohio Players — Mercury**
- Love Rollercoaster (WLS, 1978)
  - 19 To 13 — From Theme From Mahagonny — Diana Ross

**5. Theme From Manhattan — Diana Ross — Motown**

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**WWMN — DETROIT**
- Theme From Manhattan — Diana Ross — Motown
  - 19 To 11 — Sing A Song — Earth, Wind & Fire

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**KWJH — LOS ANGELES**
- Fly Away — John Denver — RCA
  - 19 To 10 — To Love You Baby — Donna Summer
  - 19 To 9 — To Sing A Song — E.W.F

**KWIS/AM-FM — LOS ANGELES**
- Fly Away — John Denver — RCA
  - 19 To 8 — To Love You Baby — Donna Summer
  - 19 To 7 — To Sing A Song — E.W.F

**KFRG — SAN FRANCISCO**
- 50 Ways To Leave Your Lover — Paul Simon — Columbia
  - Convoy — C.W. McClung — MGM
  - 19 To 6 — To Sing A Song — E.W.F

**KNDM — SACRAMENTO**
- Sing A Song — E.W.F — Columbia
  - 19 To 5 — To Love You Baby — Donna Summer
  - 19 To 4 — To Sing A Song — E.W.F

**KXKZ — PHOENIX**
- Fly Away — John Denver — RCA
  - 19 To 3 — To Love You Baby — Donna Summer
  - 19 To 2 — To Sing A Song — E.W.F

**KQMT — KANSAS CITY**
- Fly Away — John Denver — RCA
  - 19 To 1 — To Love You Baby — Donna Summer

**KBRZ — SEATTLE**
- 50 Ways To Leave Your Lover — Paul Simon — Columbia
  - 19 To 1 — To Sing A Song — E.W.F

**KOSU — DALLAS**
- Theme From Manhattan — Diana Ross — Motown
  - 19 To 11 — Sing A Song — Earth, Wind & Fire
**'Hill Country Sounds' Airs In Dec. On Nashville's WDCN-TV**

NASHVILLE — Maybe Nashville has an answer to “Country Music.” Even while the city was voicing its indignation over the controversial Altman film, Nashville's public television station, WDCN-TV, was quietly preparing a performance documentary on the development of country music.

The resulting hour-long program, “Hill Country Sounds,” is now complete. Funded by the Corporation for Public Broadcasting, the Junior League of Nashville, Inc., the South Carolina Educational Television Network, and the Singletary Foundation, the series will be carried by the Public Broadcasting Service on Monday, February 2, 1976, at 8:00 p.m. ET, as the “Special of the Week.”

Hosted by Bill Anderson, “Hill Country Sounds” traces the history of country music as the sound evolves from the scene of the hills east of Nashville. Performers of the past are discussed and their music presented, with special help from the Country Music Hall of Fame and Museum. And the trends of the music, both traditional and modern, are seen on the stage of the Grand Ole Opy and the small clubs in Nashville. Finally, as a salute to Nashville's multimillion-dollar music industry, the film visits Music Row and a recording session with Roger Miller. Included in this segment of the program are two women who make up the “Nashville Sound.”

The program is not limited to Nashville.

**New GMA Committees Formed**

NASHVILLE — Committee assignments for members of the board of directors of the Gospel Music Association have been announced by Marlin Norcross, president of the GMA. The new committees met at the first time during the board's quarterly meeting Dec. 1-2 in New Orleans.

Norcross named W. F. (Jim) Myers to head the 1976 Dove Awards committee. Working with Myers will be Steve Speer, Shirley Enoch, Aaron Brown, Lou Heldrich, Don Rick, Charles Mills, Joe Huffman, Patty Parker, Maurice LeFevre, Herman Harper and Donna Hilley.

Joe AuCoin, Berent, Bagwell, John Hinson, Bob Benson, John Sturdivant.

Heading the committee to prepare the 1977 GMA yearbook and directory is Helen Fox. Working with them are Dennis Harper, Bill Johnson, John Spence, Dan Baldwin, John Hinson, Dan Butler, Wendy Bagwell, Eric AuCoin and Bob Benson.

Eddie Benson will again head the membership committee and named to serve with him were Danne Hooper, Les Beasley, Ray Nelson, J. D. Sumner.

**Lyrics of Whipple's 'Blind Man In Bleachers' Spur Nashville Team To Victory**

NASHVILLE — Sterling Whipple, who writes exclusively for Tree International, has had his first hit song with an emotional theme. "Blind Man In The Bleachers," recorded by both Kenny Starr and David Geddes.

In addition, the tune seems to have resulted in still another type of victory for Vanderbilt's Commodores, when Coach Fred Pancoast read aloud the lyrics to his team during a private meeting called over "Blind Man In The Bleachers," recorded by both Kenny Starr and David Geddes.

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ABC's Dot Records
And Barbara Mandrell
A great new combination!

Listen for our first single together:
"Standing Room Only"

Dot Records
10800 Plaza Del Oro/2nd Flr/Omni Center/Enclno, CA 91316
(213) 901-6000
The Ozark Mountain Daredevils, concluding a sold-out national concert and tour, will make their mid-December Christmas tour the east coast in mid-January and February, according to manager Stan Pless. Good Karma Productions in Kansas City, Mo., is booking a two-week 1975 LP, "Car Over the Lake Album," will be released in Europe to tie in with the tour. Also announced for the year is "I'll Remember When," a "Thin Ice" and Larry Lee's "If I Only Knew." Just prior to the eastern swing, the Daredevils will record January 5-15 at Quadraphonic Studios in Nashville, with David Anderle again producing. Material will be used for a 1976 album. Pless said the group is considering buying a DC3 plane to use for concert tours, the plane to be leased to other groups in between tours booked by the Daredevils. Otherwise all Daredevils equipment and instruments are shipped by truck or air mail.

Moe Bandy's first release for Columbia Records label is a tribute to his hero Hank Williams. Titled "Hank Williams, You Wrote My Life," the up-tempo ballad was written by Paul Craft who has had material recorded by such diverse artists as The Monkees, Dee Dee Sharp, and The Osborne Brothers and now Bandy. The single was shipped the first week of December.


Dolly Parton not only wrote and performed a song especially for the nuptials of Tennessee Ernie Ford and James E. Kelton on Nov. 18, but also rearranged the lyrics of "I Will Always Love You" especially to fit the couple. Dernie is the daughter of the older daughter, Debra, Loyd, made the RCA recording star a first-time headliner at the Opry in Nashville to celebrate the birth of a baby girl, Chris, at Nashville's Baptist Hospital.

John Brandt and his wife Kris are the first-time parents to announce the birth of a 6 lb., 12 oz. baby born on Nov. 22. Brandt is the driver of the big GMC bus for the Jim Ed Brown Show and to date has not been released by the doctor following his Aug. fall from the top of the giant rig. Until John gets a clean bill of health, Jim Ed will continue to pilot the bus to all his concert appearances.

Mike Sheppard of International Recording Distributing Associates in Nashville has finalized a distribution deal with Alyson Records of Nashville, Tenn. The first release is a single that was recorded by Janie Owens, who was written by Rory Bourke, Johnny Wilson and Gene Dobkins, the writers of the current number one single, "I'm Crying, Mona." This will be Janie's first release on the Alyson label. Her voice is also featured on a new movie, "The Girl From Nashville."

Ralph Stanley and The Clinch Mountain Boys added another credit to their list of other credits and achievements, the famed bluegrass band recently performed in New York and attracted the largest crowd in the four-year history of New York City's only all-bluegrass competition when they appeared at the University Leob Student Center. Well over six hundred people packed the auditorium, giving the band a ovation and two encores at the end of their two hour performance.

George Jones and The Jones Boys and Young Country, Tammy Wynette's background group, replaced hospitalized Waylon Jennings in Evanville, Indiana. Tammy Wynette is recovering from major surgery, but the group was able to catch George's show and helped him out with a couple of songs. "We Have Been Out Of Our Minds" and "We're Going To Do It Again Tonight" were performed for the children in Florence, Alabama. The following Sat. night he chartered two jet sets in order to deliver the Boys, Young Country and himself to Florence and back to Evansville to do two more shows.

Danny Davis & The Nashville Brass are scheduled to perform during halftime at this year's Fiesta Bowl on Dec. 26th, which will be televised nationally on CBS-TV.

Craig Deitschman, president of Nashville's Sound Studios, has been selected as the announcer for Fall Country Beer during their 1975 advertising campaign.

Jim Ed Brown, Grand Ole Opry member since 1959, took the first country music show to The White House for the 9th Annual International Management Conference in Key Biscayne, Florida on Nov. 20. Kellogg was a sponsor of the Grand Ole Opry radio show for over 20 years, but has never featured a country act for their company meeting until this year. Officials of the company are based in Chicago, Illinois, ad agency for the cereal king, chose the Opry star as a tribute to the 50th anniversary of the oldest continuously running radio program. Burnett executives were present in Nashville for the birthday of the Opry and in official capacities of the parent company, the National Life & Accident Insurance Co., before making their selection of Brown for Kellogg's country premiere showing.

Tommy Cash, recently signed to Twentieth Century Records (with Jerry Styn producing), has released his first single for the label. The song is "Broken Bones," and is part of the soundtrack from the new motion picture "The Night the Riders." Tommy was hospitalized at Nashville's Park View Hospital, suffering from physical exhaustion. A physical test is scheduled to be in the hospital undergoing tests and treatments for at least several days before starting a three-week tour of the western United States, including an engagement at Hartford's in Lake Tahoe. He will return to Nashville just before Christmas.

Hoyt Axton is currently in the studio working on his new A&M album (schedules for Jan. release), and will take a four-day break for "on-band" visit the Smothers Brothers.

Faron Young has announced that his new office building, the Young Executing Building at 1300 Division St. in the heart of Music City, is now complete and open for business. The building is the largest, well-arranged, tastefully furnished suite on the top floor of the structure. Other offices are leased for space for that organization in the building. Ronnie Dove maintains a suite for the new office building.

Loretta Lynn, MCA recording artist, taped the Bill Cosby Special in New York City at the ABC-TV studios. In the next studio was recorded the new Christmas single by country music lover and devoted Loretta fan, Loretta stopped by to visit Harry while he was recording the show. The holiest single is about a tingle that's both hot and cold, "When The Tingle Becomes A Child."
Don’t Cry Joni, You’ve Got A Hit!

"I’m Sorry Charlie" * MCA-40501
a new single by Joni Lee

Produced by Twitty Bird Productions
David Barnes, Producer

*Published by Twitty Bird Music Publishing Co

Exclusive Bookings
United Talent, Inc
Red Sovine Re-Signs With Starday Records; Listeners Demand 'Phantom' Re-Release

Officials of Gusto Records have announced the signing of Red Sovine back to its Starday label. Sovine, who had tremendous success on the Starday label in previous years, stated that he was excited about his association with the label again. His new release for Starday is the re-release of "Phantom 309" which came as the response received from several major radio station markets.

Ted Kramer of WWAK in Miami, Buddy Ray of WWVA in Wheeling, and King Edward IV of WSLC had discussed the tremendous response they were receiving on "Phantom 309" in telephone conversations with Charlie Dick in the Gusto Records promotion department. They suggested the re-release. Gusto had just purchased the Starday label and was in the process of negotiations with Red Sovine to re-sign with the label and therefore could not release the record at the time.

Meanwhile, Bill Coffey of WMAQ put the record on their extra list. It became the number two requested song on WMAQ the first week. The second week it charted at WMAQ at number eight. Carson Schreiber of KLAC in L.A. contacted Starday also. He mentioned the tremendous response he was receiving on "Phantom 309." The response reported by these radio stations and many others led to the release of "Phantom 309" as a new single.

Some of the previous hits of Red Sovine on the Starday label included: "Little Red Rooster," "Giddyup Go," "I Know You're Married," "Class Of 49," and "Dream House For Sale." Sovine was consistently ranked at the top in country music with truck drivers throughout the nation. Sovine's reaffiliation with Starday once again will team him with producer Tommy Hill, who produced many of Red's previous hits at Starday. Hill stated he is looking forward to working with Red Sovine.

CASH RIDES 'Midnight Special' Dec. 19

NASHVILLE — On Dec. 19 the "Midnight Special" pays tribute to Johnny Cash and the WSM network. It will be the first time that a country artist has ever been so honored. The "Special" tribute program will be a two-hour 1955-1975 using film clips and snap shots to score his musical and personal success again and anticipates an even more successful association than in the past.

PICTURED ABOVE during signing ceremonies are (l. to r.) Moe Lytle, Tommy Hill and Charlie Dick, all of Starday, and Red Sovine, seated.
singles

WAYLON & WILLIE (RCA JH 10529)
Good Hearted Woman (2:57) (Baron/Willie Nelson — BMI) (Jennings, Nelson)

The live performance of two of today's top recording artists together on a tremendous
powerful hit song will bring scores of requests. Produced by Ray Pennington and
Waylon Jennings, top chart action is predicted. Flp: No info available.

CHARLIE RICH (Epic 8-5182)
Since I Fell For You (3:02) (Warner Bros. — ASCAP) (B. Johnson)

From the LP "Everytime You Touch Me (I Get High)." This one by Charlie is "rich"
with country blues. Produced by Billy Sherrill, it's high chart material. Flp: No info available.

KRIS KRISTOFFERSON (Monument ZS8-8679)
The Year 2000 Minus 23 (3:31) (Resaca — BMI) (Kristofferson)

Taken from his album "Who's To Bless And Who's To Blame," the "pro"-gressive Kristofferson tells us in his incomparable way with lyrics what it's like to live
in this "now" world. Flp: No info available.

VASSAR CLEMENTS (Mercury 73748)
Yakety Bow (3:19) (Tree — BMI) (Randolph, Rich)

What blues does with the sar-on this one. Vassar does with the fiddle. It's a super-
talent instrumental. Taken from the LP "Super Bow," and produced by Buddy Killen.
It's pleasant listening. Flp: No info available.

RONNIE PROPHET (RCA JH 50136)
Shine On (3:08) (Chappell — CAPAC) (Rory Bourke)

Peppered with a contagious hand-clapping and a sing-along beat, "Shine On"
gleams with the jubilant Ronnie Prophet personality shining through. Flp: No info available.

JACK BLANCHARD/MISTY MORGAN (Epic 8-50181)
I'm High On You (3:12) (Hall/Clement — BMI) (Jack Blanchard)

With a catchy tune and happy sound, Jack and Misty express their feelings about each other. Everything is a-OK as long as they're together, and "High" could reach a
high spot on the charts. Flp: No info available.

SUSAN RAYE (Capitol P4197)
Honey Toast And Sunshine (2:22) (Chess — ASCAP) (John Schenew)

This one is a sweet-as-honey up-tempo up-sung by Susan, and with a warm as sunshine
lyric it could heat up the airwaves and shine on the charts. Flp: No info available.

BILLY WALKER (RCA JH 10466)
Don't Enjoy My World (If You Don't Mean To Stay) (2:43) (Showbiz — BMI) (Ray Pennington)

If you're hungry for good country music, feast on this one. Billy Walker stopped in
his 'world' of music to sing a country good song penned and produced by Ray Pen-
nington, it's a strong one for the boxes and charts. Flp: No info available.

JOE STAMPEL (ABC-Dot DQA 17599)
You Make Life Easy (3:02) (Al Gallico/Algie — BMI) (Joe Stampeley, C. Taylor)

It's smooth and easy listening as Joe sings a good strong lyric about the woman
who makes life so easy. Produced by Norro Wilson, this one is chart-bound. Flp: No info available.

CLEO WAGGARD AND THE CITIZEN'S BAND (Mercury 73751)
The White Knight (3:57) (Chappell — BMI) (J. Hugley)

It's "ten-four," move over and get out of the way ... the White Knight is movin' on.
It's another C.B. record that's creating plenty of excitement. Heavy Box and chart ac-
tion could happen fast. Flp: No info available.

BEN REECE (20th Century TC 2262)
It Don't Bother Me (2:52) (Wimberly — BMI) (Tommy Hammond, Virginia, William
Hammond)

Ben sings this ballad about lost love with swaying emotion. The background voices
simulate an echo that's different. Produced by Jim Vienneau for Cub-Vienneau
Productions, it's a good chart contender. Flp: No info available.

C.W. WOOTEN (Door Knob DK 5-001)
Turn Loose My Leg (3:27) (Four Tay — BMI) (Will Hammond)

Gene Kennedy and Scotty Turner have produced what could be THE most talked about,
sold and played record of the year. A reverse of the "shy maiden" bit, we predict
it will "go all the way." Flp: No info available.

JAMIE KAYE (Allyson/IRDA 157-A)
Hold On Tight (2:19) (Chappell — ASCAP) (Rory Bourke, Johnny Wilson, Gene Dob-
s)

Jamie's clear vocal and unique style come across smoothly on this up-tempo
number. It's a tight production by Henry Kurt and Rory Bourke, and could "hold on"
chart-wise. Flp: No info available.

JOHNNY LEE (ABC-Dot DQA 17603)
Sometimes (2:35) (Grand Prize — BMI) (G. Thomas)

The leader of the band at Mickey Gilley's club breaks wide open with this bluesy,
crying-out-for-love single. It's rock-flavored country and should get through chart-
wise. Flp: No info available.

LP's

COOL BOOTS - Boots Randolph - Monument
KZ 33603

"Cool Boots" is warm with listening pleasure from the opening selection, "Mercy, Mercy, Mercy," to the closing, "Here's That Rainy Day." It's a picnic of saxophone treats throughout.

HOW GREAT THOU ART - Guy & Raina - Ranwood RS148

With glorious vocals, Guy and Raina are brilli-

SPANKY & OUR GANG (Epic 8-50170)
I Won't Brand You (2:28) (Youngun — BMI) (S. Runkle)

From the LP "Change." This one shows the different direction this group has taken
from the '50s till now. It's a blend of rock and blues, and flavored with country
Delightfully different, it's produced by Chip Young. Flp: No info available.

LIZ ANDERSON (AND THE SNOWFLAKES) (Hobby House CSA-1A)
Christopher, The Christmas Seal (2:03) (Greenspoon — BMI) (Liz Anderson, Casey
Anderson)

A versatile vocal by Liz Anderson with a fast-moving, clever lyric about a happy seal
that loves Christmas and helps Santa pack his sleigh. With a colorful, cheerful sound,
the kids will love Christopher as much as Christopher loves Christmas. Flp: No info available.

CHARLIE COOY (Monument ZS8-8633)
Blue Christmas (2:40) (Bibo — ASCAP) (Billy Hayes, Jay Johnson)

BOOTS RANDOLPH (Monument ZS8-8632)
Sleigh Ride (2:08) (Mills — ASCAP) (Leroy Anderson, Michael Parish)

From the LP "Boots And Stockings." Come along on a jolly sleigh ride with Boots
and his famous sar. Produced by Fred Foster, it's holiday spirit all the way. Flp: No in-
fo available.

BOBBY WINTON (Epic 850169)
Christmas Eve In My Home Town (2:42) (Big Island — ASCAP) (D. Upton, S. N. Zabka)

Bobby is reminding about Christmas at home and longing to be there. Produced by Billy Sherrill, requests for this one are certain this holiday season. Flp: No info available.

GRANDPA JONES (Monument ZS8-8677)
Christmas Guest (5:20) (Leroy El-Mariane — BMI) (Grandpa Jones)

A touching recitation by Grandpa Jones with expressive musical background, it's a
seasonal story ... one that tells us the true spirit of Christmas is love and charity. Flp: No info available.

Country Singles - Active Extras

December 20, 1975

Another Neon Night
Jean Shepard (United Artists)

A Rose By Any Other Name
Richie Milsap (Warner Brothers)

Bump Boogie Boogie
Asleep At The Wheel (Capitol)

Broken Lady
Larry Gatlin (Monument)

Daddy's French Harp
Jeanne St. Peter (God's Country)

Free To Be
Eddie Raven (ABC)

Good Hearted Woman
Wilton Nelson & Waylon Jennings (RCA)

Good Mornin' Lovin'
Larry Kingston (Warner Brothers)

Hank Williams, You Wrote My Life
Moe Bandy (Columbia)

Huckleberry Pie
Even Stevens & Sammi Smith (Elektra)

I Don't Think I'll Ever Get Over You
Don Gibson (Hickory)

I Just Love Being A Woman
Barbara Fairchild (Columbia)

Light Of The Stable
Emmylou Harris (Reprise)

Lovesick Blues
Sonny Curtis (Capitol)

Meet Me Later
Margo Smith (20th Century)

Oh Lonesome Me
Logan & Mable (Columbia)

One Man At A Time
Tommy Jennings (Paragon)

Standing Room Only
Barbara Mandrell (ABC-Dot)

The White Night
Cedrus Maggard & The Citizens Band (Mercury)

Too Big A Price To Pay
Kenny Price (RCA)

21
Ted Nugent

WINTERLAND, SAN FRANCISCO — Approaching Winterland you suddenly got the feeling that the climate that spawned rock and roll had come full circle. One could almost imagine the aura of Haight-Ashbury and the summer of love. The crowd was more sullen than surly, and the place had a feel that was edgier than usual. The vibes were strictly take your life in your hands and personality-wise strictly hoid. You wondered if this was the way you were supposed to gend to glance at The Winterland mar- quee. Ted Nugent’s name on the sign and suddenly the image is getting clearer.

Nugent (an Epic machine gun) oc- cupied him with an algo much divorced itself from the main- stream of rock and metal. It’s a blast furnace type of rock that is long on aggression and short on melodic cause.

This night the true weight and personality of Nugent went full bore into his music as his finger fingered up and down and his guitar’s neck releasing torrents of sound that reached the audience on a level beyond that of Normal. Nugent’s riffs literally stabbed the crowd.

Nugent’s felt vibes as heavy metal red- neck became all the more evocative as one gallon poured of the right passages of “Snakeskin Cowboys” and Motor City Madhouse

“It’s all about it: beyond the destruction crew renderings there lies a musician fully conscious of hard rock and its treatment. Laced liberally through his work are enough phrases to balance the cumulative—just enough balance to counteract the toll. In particular some well placed chords, clichés, and riffs that seem to read into a semblance of contemplative amid the metal madness.

As the set wore its end the culmina- tion was the peak up emotion of the genre surfaced as Nugent took to the mike and let go with a yell that was not an1

And, as the scream faded into the San Francisco sky, a fourteen year old Spaniard casual was being pummelled by overgrown goons.

A violent, yet appropriate fuel to feed Ted Nugent’s fire.

Mott

THE FORUM, LOS ANGELES — Over the years the bantering about of Mott The Hoople in a conversation usually brought to mind a vision of Ian Hunter whipping the remainder of the band into submission. Granted it was a benevolent dictatorship but a situation, u00a0

the method was beyond that led communication. The remainder of the band, in its present state, would pale by comparison to past glories. Mott’s recent Forum gig seemed a contradiction of this.

Mott (a Columbia and roll) has suc- cessfully transcended the initial edition of rock and eccentricity to a tight, punchy rock and roll band. One thing quickly observed was the lyrical content of the new material. With all members of the band playing and singing, the stories that ride the music are of a more concise nature. You pretty much know what they are saying and you don’t have to think twice about it.

The addition of Nigel Benjamin on vocals and Ran-D on lead guitar proved logical to the course of the band’s new identity as Benjamin’s pseudo- punk stance and the strong rif- fling of Major were appropriately over while not overbearing.

Paul Anka

URIS THEATER, N.Y. — The Ur- ish Theater is a big stage and Paul Anka (as he continually states throughout his performance) is not the tallest person in the world. Yet, his professional stature then Anka is tall enough for the Ur is. Anka may have started off 20 years ago, but his stature has been through the roof in 1975 singing about “You’re Having My Baby” and working onstage with the mayor of New York.

The mayor was there to thank Anka for donating the proceeds of his perfor- mances (he is at the Uris for 10 days) to the city. The mayor did say something about the record industry sponsored T.J. Martell Leukemia Foundation. Anka quickly took something out of his pocket and worked the mayor into his performance.

He is good at this. A three year old, pushed on stage to present a surprise award, was also used as a prop for Anka to reflect on family life, his Kodak TV commercials and sing an appropriate song. All of which proved to be a short story and glows which in this context are not derogatory terms.

Anka has naturally come a long way since his puberty rock period, surviving and thriving through many fads and fan-

Odia Coates

The whole evening, a long songbook of Anka songs old and new, plus some con- temporary material from Neil Diamond, Elton John and the like, was impressive. Anka is working with fewer musicians — keyboards simulating the whole violin section, a drummer of Anka’s type usually carries and with no saxophones. MD Johnny Harris’ arrangements from the albums (including some ad lib bits) that perfectly complements Anka’s confident performance.

Linda Ronstadt

BEACON THEATER, N.Y. — Linda Ronstadt has a strong songwriting chart success, delighted new and old fans alike at this sold out show. Long a part of the cultural phenomenon a fach becomes a hit machine, without compromising her music to mass taste. On the contrary, she has been better heard, her records and perfor- mances finally reaching a consistent quality which her oldest fans always knew was there.

Ronstadt is simply a singer, not a writer or instrumentalist (though she has been known to do a fiddle or a fiddle stage) and with a voice like hers she need not do anything but sing. The purity of this voice was demonstrated on her encore of “A Whole New World” accom- panied only by Andrew Gold on piano. It is a clear, strong and sweet sound, and it

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The always bashabout nature of Mott, if anything, has taken on an added layer of intensity as the overall power of the newer material reached buldog pro- portions. A portion aside to pages from the book, the band’s latest release, is particularly “ Violence” hit the throng where they rock and roll live.

Mott at the Forum. Their rebrith was no stillborn.

Spirit

DIRTY HARRY

TROUBADOUR — While most of the Toopu bands of the mid-to late 60’s were playing blends of folk, country and rock. Spirit was developing inroads to the rock scene with a taste in country/rock from a rock and roll base. The high-reaching keyboard work by John Locke, intertwined with the multi-sounds Randy California elicted from his guitar/black box, all of which backed by the jazz- oriented mechanizations of drummer Ed Cowan.

After the tremendous growth shown in the course of the band’s first four albums, a second subsequent series of songs and signifiers and the release of one of the outstanding albums “For Mercury” this year, but John Locke did not complete the triangle until after Oc- tober of this year.

With John Locke’s realization, Spirit ties over for a past 20 years. It is easy to see why — the length of his perfor- mance and onstage charisma can work independently of a chart record. And of course, the man is a master of the latter, playing songs culminating in the lyric for “My Way” which forms one of the main segments of the show. One of the best things Locke makes much during the evening of men- tioning Frank Sinatra for whom he wrote and it serves to put up similarities, notably the age range of their voices, the macchi, between the two entertainers.

Odia Coates assisted during the “How- ied” numbers, singing songs bawed to Women’s Lib, it is still my, not our baby — then essayed to fairly surprising effect.

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Hamilton, Joe Frank And Reynolds: The View Is Rosy From #1

If 1975 has been a good year for the music business, it's been spectacular for Playboy Records artists Hamilton, Joe Frank and Reynolds. The group garnered a number one Cash BOX TOP 100 position with "Fallin' In Love," earned Polygram's coveted No. 1 on the weekly Billboard chart, achieved Gold and Platinum success, and gold status as well, but the group has laid the groundwork for what they feel will be a major thrust into national prominence in 1976. And they're justified in that belief. Their recently-completed "Fallin' In Love" album sold out the top 200 LP listings, and "Winners And Losers," their second single, is bulleted at 27 this week. In the next few weeks the group's itinerary looks complex as that of Henry Kissinger. Dan Hamilton, Joe Frank Carollo, and Alan Dennison, who carry the Hamilton banner as Hamilton, Joe Frank and Dennison, will embark on a five-city promotion tour of their new LP, previewing the disk for key disk-jockeys, retailers and media. Playboy is anxious for all parties to be aware of the contribution the group has made to the American music industry in that short year and their talent-laden potential for the years to come. Previews are taking place in L.A., Miami, New York, Atlanta and Chicago, and the boys will tape appearances on Dec 10 with Mike Douglas, with Jackie Gleason commercials, as well as "Dinah" and other shows to be set.

Any confusion arising about why there's currently no "Reynolds" in H.J.F. is quickly explained by the group's manager and business advisor Joel Cohen, of Kudo III Management. "Artistic and commercial sensibilities," Cohen reasons, "are not necessarily of interest to Joel. He's made an important contribution to the metamorphosis and growth of our group, and we now look forward to Alan's brilliance on piano and vocals to fill the gap. Hamilton, Joe Frank and Dennison headlining as a major act in 1976." Cohen added, "There's much more to be learned from the group's success this year, and we plan to capitalize on the excellent chance of garnering a Grammy this year. As ballots find their way into NARAS hands, an obvious choice for top LP is "Fallin' In Love" and we're excited about what is really that accounts for their success. "What we're really most concerned with," he adds, "is making music. Joe Frank Carollo, "We produce our own product, and if it were possible to do nothing else but write and make music, I'm sure we'd rather do that.

But being a creative musical talent in today's business-laden reality involves quite a bit more. Beyond the music lies the dollars and cents, the proverbial "bottom-line," and the expense of publicity, accountants, booking, touring. And there is there a dichotomy between making music and being commercially successful."I provide a mirror to the creative efforts of this group," Cohen says.

Joel explains that the current management roster consists of Three Dog Night and H.J.F.'s R. Joel, initially instrumental for the success of Steely Dan as well, although when he speaks about his involvements with groups, his major operating philosophy is that the music determines his involvement. "I don't solicit new management involvements," he says. "In fact, I've refused to become involved with any new acts as long as I'm working with my current people. It's more than likely that the thrill of handing over the profitable advances, paying off Mercedes leases and rents—you make a marriage when you manage an act. You have to be primarily involved with the music your artists are making, and there has to be a family attitude about the business efforts you're making on their behalf. The old school of artist management is gone forever. Hamilton, Joe Frank and Reynolds are making music," he offers. "When the group is involved in a musical idea, my role is to approach that idea with vigor — or, more effectively, to question the overall effect of a certain musical approach.

"We rely and trust Joel's ear implicitly," Dan Hamilton mentions. "I think the worst thing an artist can do is to divorce himself completely from the business side of music — to place blind faith in a manager is the tragic destiny of artists. But don't, he's your only approach to record deep, and his expertise on both business and music so developed that our musical efforts are wide open to his critique and suggestions."-

Phonogram Holds Chicago Meet

Fach continued saying that the Ohio Players' "Love Rollercoaster" had been an important crossover record for Phonogram/Mercury in 1975, and that the group's most recent LP, "Honey" had just gone over the million units sales figure, following computer tallies taken

Irwin Steinberg

Friday afternoon (5), H.T.A.A. certification of "Honey" as platinum is pending, Fach said.

Emphasizing the importance of having "great record men" in a successful record company, Fach noted, "Show me a great record man, at any position in this business, and I'll show you someone who's been involved with sales action at the street level. A great record man is a great promotion and salesman.

Keynote Address

Delivering the morning's keynote speech was Phonogram president Steinberg, who continued to address himself to the themes of corporate structure and individual potential within that structure. Steinberg opened by outlining the Phonogram corporation, a holding of NV Phillips of the Netherlands and Siemens A.G. of Germany. Under Phonogram's jurisdiction, he explained, are their music divisions, Polydor International, Ambi Phono International RV, and their affiliated world companies.

Participating in the conference from Polydor Canada, Steinberg pointed out, were Tim Harold, president of Polydor Canada and Dieter Reedeck. Polygram's additional holdings, Steinberg continued, are Chappell and International publishing divisions, television and film holdings Polytel, and its video sales and distribution Polymedia. For Polygram, Reynolds, Steinberg noted, is involved in extensive research and development of videokiosk, which he said, "will put our company in an excellent position.

There are three things, I think, that make for a manager's reputation," adds Cohen. "First, you have to like music. As a third thing, you have to like people. So, if you don't like music or people, you should get out of management and into another business. My group should be concerned with making music Period. The day to day intricacies of their careers have to be tackled, but I think the artists, who think they can effectively create, manage themselves, or handle their own affairs are usually in for a shock — and what's worse, the substance and quality of their work suffers immeasurably for it.

Joel encourages television exposure for Hamilton, Joe Frank and Reynolds. "It's good for our career, and it helps us to formulate new and interesting ideas for our consumers. Keep in mind this group has been working together since 1965. I met Dan in September of 1974. I loved what I heard, and Tom Takayoshi agreed. Playboy Records was the first label we approached, and Dan Shane (now no longer with Playboy) liked what he heard. This year has been important for us, and '76 has got to be the best yet. Our latest single, "Fallin' In Love." Best single — hmmm, it's a toss-up between "Fallin' In Love" and "Winners And Losers." Best group: Hamilton, Joe Frank and Reynolds. Glad business? Certainly justifiable.

Alan Dennison is the master of keyboard chores. Joe Frank Carollo has the definitive pop voice of 1975. Dan Hamilton, who with wife Ann, writes some incredibly sensitive love songs ("she lends the woman's perspective when I'm stuck on lyrics — she says it much better anyway.

I have made a single record man with one of the finest corporate growth remains an im-

portant commitment for Phonogram. "On a world basis," Steinberg explained, "The Polygram group is responsible for over $1 billion in record sales annually, and constitutes the largest conglomerate in the industry. In the terms of size, the potential for exchange of product with our affiliated companies, and the enormous financial power we possess, we should certainly consider ourselves capable of being the leader in the record business, both domestically and internationally. Within our organization, Steinberg offered, "there is a flexibility and fluidity for intercorporate growth for any member of Phonogram. Assignments that have taken place and transfers from one division to another in recent years have demonstrated an enormous potential for anyone to fully realize his potential with us. 1976 will see us realize an even more prominent position in singles and LP sales in the U.S. and abroad.

Steinberg also noted and praised Phonodisc's success under the leadership of Dave O'Connell. The system is comprised of three depot shipping points. Union, N.J., Indianapolis, and Atlanta. "They have demonstrated their efficiency in the past year. Steinberg noted, and he stressed the word 'unique' in describing their approach to marketing.

Promotion Incentives

The Phonogram/Mercury meetings

Stan Bly

were dominated by the spirit of individual performance and sales promotion men that both Steinberg and Fach emphasized so strongly. During Friday night's meeting, vice president Stan Bly and assistant national promotion manager Jim Taylor presented Paul Powers. Boston region promotion man with a gold cup award and $500 as 'Promotion Man of the Year.'

This award was the first promotion incentive exhibited during the weekend and typified what extensive vice president of marketing Jules Abramson referred to as an Olympic perspective on sales. For centuries the Olimpia have represented the finest that athletics has to offer in a spirit of dedication and competition. We must consider ourselves the Olympians of the record industry, and build on this attitude to make our company the leader. The new releases we announce today will establish in 1976 a new standard of excellence in the industry," Abramson concluded.

Phonogram/Mercury Releases

Vice president for national promotion Stan Bly announced the release of a new album by Bachman-Turner Overdrive, "Head-On," which, with other albums in the release schedule, are currently being presold to retailers, with stock in stores by December 19. Considerable attention was devoted to special dealer and promotional incentives surrounding continued on pg. 39

December 20, 1975
POINTS WEST — Bernie Leadon has left The Eagles. Reason for the departure is not known at this time. Joe Walsh will replace Leadon on the group's upcoming tour as no permanent replacement has been decided on. In the times they are a changing'
Columbia Records has dropped Alvin Lee and Ten Years After from their artist roster. The reason, from Columbia east coast, being that they're just not selling records anymore.

Little by little puts in an ivory pounding stint on the soon-to-be released album by Bachman-Turner Overdrive entitled "Head On." His distinctive pounding will be featured on "Stay Alive" and "Take It Like A Man." The sadistic Mika Band has officially called it quits. Rock-demonstrative Ted Nugent has an average of three pounds a night performing.

Barry (Eye Of Destruction) McGuire has a gospel-flavored album on the racks entitled "Lighten Up." The Pure Prairie Line hits the road in early 76 for a 35 date US tour with the possibility of a European jaunt in the not too distant future.

Members of The Doobie Bros. got together with Hoyt Axton at the Sunset Sound Recording Studios. The result was some mighty beautiful music. The new Sparks single is a remake of "Give Your Hand." Producing the session is Rupert Holmes. Among those in attendance at a party held for Korth and his group in San Francisco were Tina Louise, Dino Valenti and a million people from Tower Records. The Iron Butterfly recently did a gig at The Electric Ballroom in Atlanta and the consensus is that they did pretty good at it. The latest addition to the group is drummer Hunt Sales... Flight is in the middle of a midwest swing.

Dobie Gray has signed with Capricorn. The singer of the hit entitled "New Ray Of Sunshine," is due shortly... Ginger Baker was kicked by a horse not too long ago. A resultant damage warranting a cast. No, they didn't have to shoot Ginger off... Deep Purple, with more than a hint of the Seventies, is in New York on a US tour January 15 in New York... The Marshall Tucker Band jammed with Willie Nelson at a recent Austin gig... The latest from the Paul Revere group is "I'm On The Cover." Elvin Bishop will do a live broadcast in conjunction with KMET. Also soon from Bishop is his new album entitled "Stompin' My Stuff."

Petie & Nick and Ralph Griffin of The Movies are much in demand songwriting wise. Current writing chores include material for The Silvers, The Soul Train label. Billy Davis Jr. and Marilyn McCoo... The Southern California D.J. Association, based in Los Angeles, and currently 125 members strong, will hold its next meeting December 15... The Ohio Players have put out a "Can't You See" an Euro release tour in January stop-offs include England, Paris, Germany and Scandinavia... America will perform at the Crater Festival in Hawaii January 1... Rita Higginbotham, wife of Commander Cody manager Rick Higginbotham, gave birth to a baby boy December 4... Kenny Rankin is set for a five-day stint at El Mocambo in Toronto beginning January 7... The Blue Oyster Cult, Kansas, Ted Nugent gig at the Long Beach Arena is shaping up as a pyrotechnique monster. Wear your best leathers... In case you're thinking of finishing up their fall tour, continue to back the wheel regularly... Tuff Enuf is laying down tracks at the Heritage Recording Studios. Producing is Morgan Cavett. Musicians include Earl Palmer, Tom Hensley, Herb Peterson and Ray Pullman.

THE DOOBIES HELP — Jeff "Skunk" Barter, Tiran Porter as well as other members of The Doobie Bros. gave Hoyt Axton a musical hand at the latter's recent session at Sunset Sound. Producing the sessions is Dave Kershenaubam.

DRUMS ALONG THE HUDSON — The moment captured above features two reasonably talented percussionists commonly known as Billy Cobham and Lenny White. The relatively somber meeting took place at a reception held for Cobham following his recent performance (with George Duke & Spectrum) at Avery Fisher Hall in White, of course, is a member of Return to Forever as well as a solo artist.

THE BIG Kiss OFF — Heavy metal thunder met the green machine as Kiss and the United States Forest Service got together for an "In Appreciation" ceremony fostered by local members of the Kiss Army.

One of the top two hundred albums on the Cash Box charts are of the rock, metal and/or blues variety... A get together at Cherokee Studios for Hamilton, Joe Frank & Reynolds included a listen in to the group's latest LP "Fallen In Love"... One of the better live products to be released this year is the Atlantic side of Stephen Stills. One of the better distaff voices on record is Annie Haslam of Renaissance whose voice reaches into the five octave range... Cecilio and Kapono, in the process of finishing up their fall tour, continue to back the wheel regularly... Tuff Enuf is laying down tracks at the Heritage Recording Studios. Producing is Morgan Cavett. Musicians include Earl Palmer, Tom Hensley, Herb Peterson and Ray Pullman.

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A NIGHT AT THE OPERA — Queen Scepter 7E-1053 — Producer: Roy Thomas Baker and Queen — List: 6.98

Queen has become very mixed musical media conscious since its more straightforward heavy metal conception. On “A Night at the Opera” the band digs deep into the burlesque cabaret element with huge slices of both to counterbalance the overtones of their hard on rock. Vocals of various timbres and levels collide in a vortex of harmonies that add a touch of haunting to the overall feeling of the music. Strong FM possibilities and a chance at AM cuts not to playing it safe. Progressive and Queen go hand in hand.

YOU GOTA WASH YOUR ASS — Redd Foxx — Atlantic SD 18157 — Producer: Redd Foxx — List: 6.98

Redd Foxx was the pioneer of blue humor. His records, over the years, have gone from underground status to overground success. “You Gotta Wash Your Ass” is a continuation of Foxx’s performing status as various topics and matter go under the patented Foxx hammer. Top side-splitters include “Both of Us Got Knives,” “My Old Lady Wanted To Make Love All The Time,” “I’m Tired Of Poor Breads” and “Close Your Legs.” This is strictly FM stuff. “You Gotta Wash Your Ass” by Redd Foxx is the ultimate laugh.

MARCHING IN THE STREET — Harvey Mason — Arista AL 4504 — Producer: Harvey Mason — List: 6.98

Here’s a very deft mixture of jazz and soul courting through the veins of “Marching In The Street.” Harvey Mason has combined the best of these musical worlds into a finely sculpted series of instrumental forays. Some great horn runs and driving bass form the springboard for Afro-edged music of the finest order. Natural for soul and jazz outlets with FM shots also in the offing. Top cuts include “Fair Thee Well,” “Marching In The Street,” “Ballad For Heather” and “Hop Scotch.” “Marching In The Street” is doing your ears a good turn.

SHIRLEY ALSTON — Shirley Alston — Prodigal PLP 10008 — Producer: Randy Irwin — List: 6.98

Shirley Alston, former lead singer with The Shirelles, does a trip down memory lane with her first solo effort as her subdued vocals coupled with the refined backing of bands from the past do touching recreations of fifteen and early sixties hits. The overall production remains faithful to the 1950’s feel which, in turn, does right by all cuts. Good AM shots and oldies playlists with easy listening play another consideration. Top cuts include “Save The Last Dance,” “I Do Love You,” “Our Day Will Come” and “I’d Rather Not Be Loving You.”


“Blues Busters” is a finely honed mixture of reggae and soul that gives each a show while avoiding the two influences stepping on each other. Phillip and Lloyd have a natural sounding falsetto tone to their vocals that enhances their overall interpretation of each song. Good AM possibilities as well as the better soul outlets. Top cuts include “You’re The Best Thing That Ever Happened To Me,” “Just Don’t Want To Be Lonely,” “Keep On Doing It” and “I Shot The Sheriff.”


The true test of a movie soundtrack is its ability to effectively support the goings on of the movie as well as stand on its own as valid music. Such is the case with the soundtrack for “Paper Tiger.” Music and voice combine for an overall sound that mirrors the various emotional levels of the movie while also moving with a listening ease of music alone. Good middle of the road possibilities. Top cuts include “Diplomatic Dance,” “Who Knows The Answers,” “British To The Corps” and “Out Of Control.” A good soundtrack listen.

BLUE JUG — Blue Jug — Capricorn CP 0156 — Producer: Johnny Slate and Larry Henley — List: 6.98

Blue Jug is obviously a band versed in a whole lot of musical styles. Through the course of their debut album runs a myriad of rock, country and blues strains that take turns at being the overall going with well with a variety of other elements. A slight Bandish vocal edge and overall light muscianship add body to the proceedings. The aforementioned influences mix various ways to make a rock and roll album. Top cuts include “A Miner’s Song,” “Hand Luck Jimmy” and “Take A Little Time.”


There’s a whole lot of soul in Kim Carnes’s voice and on her first album said vocals get a powerful workout. Various shadings of soul, both light and strong, work well around a series of blues/gospel numbers while an aura of feel and sensitivity between singer and song predominates throughout. Good AM possibilities with equally strong changes on easy listening stations. Top cuts include “Somewhere In The Night,” “And Still Be Loving You,” “Waiting For The Pain To Go Away” and “Nothing Makes Me Feel As Good As A Love Song.”

JOEL ZOSS — Joel Zoss — Arista AL 4506 — Producer: Ralph Schuckett and John Siegler — List: 6.98

Joel Zoss takes the ballad form and does a whole ‘nother style different to it. On his debut album a lightly textured bluesy funk adds enough of a natural feel to each composition to make the overall quality of each song entertaining. It’s not a case of the sparseness of the musical backing making for the proper balance throughout. Good easy listening shots at AM and FM playlists. Top cuts include “I Gave My Love A Candle,” “Too Much Fighting On The River” and “I Waited For You.”


The strong country texture of Linda Hargrove’s “Love, You’re The Teacher” has a whole lot of extracurricular influences going for it. On various songs said down home flavor is supplemented by great ballad and folk strains while an elusive element of pop also makes its presence felt. Coupled with Linda’s clear vocals, “Love You’re The Teacher” should find a playing home on country as well as pop and easy listening lists. Top cuts include “Save The Children,” “To Hear The Family Sing,” “Time Wounds All Heels” and “I Wanna Do It Right The First Time.”

BOBBY SHORT CELEBRATES RODGERS AND HART — Bobby Hart — Atlantic SD 2610 — Producer: Lew Hahn — List: 11.98

It takes a musician long on talent to attempt an interpretation of somebody else’s music. Such is the situation as Bobby Short, on this two record package, does right by the best of Rodgers and Hart. Short’s piano work isirts as do all the musicians present and the result is a pleaser to the ear. Good easy listening shots would benefit from all cuts. Top cuts include “With A Song In My Heart,” “You Took Advantage Of Me,” “I Still Believe In You” and “I Wish I Were In Love Again.”


On their debut album Cryer and Ford get together for a musical do right via a series of lightly tinted pop and folk outings. Their vocal tough of subtle shadings of blues enhances the various compositions and their overall interpretation of each. There’s good pop and AM possibilities as well as some middle of the road shots. Top cuts on this disk include “You Can Never Know My Mind,” “Gentle Kind Of Living,” “Hang On To The Good Times” and “Long Time Gone.”
EAGLES (Asylum E-45283A)
Take It To The Limit (3:48) (Benchmark/Kicking Bear — ASCAP) (R. Meerson, D. Henley, G. Frey)
Eagles swoop again with a masterpiece of a background and more of the easygoing melodies and lyrics that are so essential to their success. Their latest release not only contains the love song ‘You can spend all your time makin’ love/you can spend all your love makin’ it/till it all falls to pieces tomorrow/would you still be mine?’ Flip: After The Thrill Is Gone (3:58).
LINDA RONSTADT (Asylum E-41295A)
Another of our personal all-time favorite songs, first performed by Smokey Robinson and the Miracles. Linda bares her soul with the personal touch of one who really feels the emotion of the song's straightfaced. The best of her many releases not only retains the Ronstadt identity here, but shows growth as an artist. Flip: No info available.
ART FURPUNKEL (Columbia 3-10273)
Cream-filled dynamics from the man who sang us ‘Bridge Over Troubled Water.’ Art is truly front and center in what has been his most brilliant lyric yet. His harmonizing with the listener’s ears. His most commercial single shot since breaking from Paul Simon. Flip: No info available.
ARETHA FRANKLIN (Atlantic 45-3311)
You Sees Me (3:30) (Jay’s Enterprises/Chappell — ASCAP) (C. Jackson, M. Yancy, J. Butler)
A soulful song of passion, dedicated to the thought of love that’s too seldom expressed between loving parties. And when Aretha expresses... ooh! Here’s her record that should send shivers up plenty of spines and lock lots of fingers into radio receivers. Quite a comfy one. Flip: No info available.
BARRY WHITE (20th Century TC 2256)
Let The Music Play (3:25) (Sa-Vette/January — BMI) (B. White)
Barry has an indelible, unmatchable style that has netted him a gargantuan following. He’s proved himself as a hard rock bastion and mountain of record sales. With ‘Let The Music Play’ he sticks to his guns, singing about the lady that isn’t there to help him through the night — in fact, because she isn’t there he’s laughing on the outside and crying on the inside. Flip: No info available.
DUB COMMITTEE (Epic/E-45297)
Bohemian Rhapsody (5:55) (B. Feldman T/A. Trident — ASCAP) (Mercury)
Queen has been putting its knees over its years as a hard rock band, but lately it has been more than its leader Freddie Mercury’s imaginative side. ‘Bohemian Rhapsody’ is a softly sung ode to the process of moving on from sad ways. Good singing, good production. Flip: ‘I’m in Love With My Car’ (3:35).
KOOL AND THE GANG (De-Lite DEP 1563 DJB)
I’ll Be There For You (3:44) (BMI) (G. Brown)
A seasonal re-issue from Kool And The Gang. Tasty blend of vibro-laden chimes and harps along with an introduction similar to the spoken lead-in of the Moody Blues ‘Night Time.’ In a word, a perfect Christmas message to the many fans of this popular R&B group. Flip: No info available.
SUZI QUATRO (Big Tree BT 16053)
Can The Can (3:35) (Chinnichap/Rak — ASCAP) (N. Chinn, M. Chapman)
Suzi snaps her leathered bass in chugging fashion, laying a solid bottom for a soaring female voice of this Chinn-Chapman tune. A very colorful feline. Suzi, with roll and roll sounds at her command as well as the image. She leads with it on ‘Can The Can.’ Flip: No info available.
THE DRAMATICS (ABC 12150)
You’re Foolin’ You (3:19) (Groovesville — BMI) (T. Hester)
Who’s foolin’ who? An emotional experience from The Dramatics who sing tight and light on ‘You’re Foolin’ You,’ a little more like one another’s voices. ‘Spittin’ Hot’ is more than just potential to fly the r&B airwaves as well as traverse the floor of the discotheque. Flip: No info available.
STONE AGATE (ABC 12151)
Save Me, Shake Me, Wake Me (When It’s Over) (2:52) (Stone Agate — ASCAP) (B. Holland, L. Dozier, E. Holland)
A definite big hit for one of the most capable all-around voices in music today. Hottest instrumental on Barbra’s side this summer, ‘Shake Me, Wake Me’ am plays with its full-rock arrangement by Rupert Holmes who manages to get Motown sound down pat, and brilliant production by Holmes and Jeffrey Lesser. Flip: Lazy Afternoon (3:55).
THE FOUR SEASONS (Curb WBS 8168)
One of the sweetest melody lines you’ve heard throughout 1975. Anyway. Easy enough to sing along to, combined with an unforgettable bass line, Great instrumental strings and superb vocal. Sounds like top ten, could go all the way. Watch it. Flip: No info available.
STANLEY CLARKE (Nemperor NE 002)
Silly Putty (3:15) (Clarke — BMI) (S. Clarke)
Just Stanley Clarke. He never only defines categorization. The only thing that makes ‘Silly Putty’ refuse musical boundary is that it is possible. It’s assumed that, however, that jazz stations and discs will pick it up on rock, and fast, and r&B stations too. What we wouldn’t get to hear something as progressive as this on pop radio, though. Flip: No info available.
WAYLON & WILLIE (Columbia 3-50)
Good Hearted Woman (2:57) (Baron/Wilson Nelson — BMI) (W. Jennings, W. Nelson)
Previously unreleased, this live recording has been fermenting in the RCA vaults waiting for the right time to be heard. In any case, the release of ‘Good Hearted Woman’ shows Jennings and Willie Nelson trade sweet and low verses and harmonize over the ‘good hearted woman who loves her good man’ in spite of what we understand. Flip: No info available.
STAMPEDERS (Quality OA 501)
Hit The Road Jack (2:02) (Tangerine — BMI) (P. Mayfield)
Haven’t heard from this Canadian gang for some time, but this is one line re- introduction with a little help from the Wolfman Jack) at the top in the form of a phone-call intro, and again at the exit. Perfect programming for his show anyway, and probably for all AM. Great old song... everybody knows it. Flip: No info available.
The delightful star of "The Wiz," Stephanie Mills came to the Cash Box offices last week. Stephanie, a thirteen year old Arris has a brand new LP out on Motown entitled "For The First Time." It was written and produced by Burt Bacharach and Hal David. A single has been released entitled "This Empty Place," which should zoom straight up the charts. Stephanie said that the LP came about after Burt saw her in "The Wiz." He came to me and asked if I would like to do a LP with you. I was shocked and later all the details were worked out and it happened. It was like magic." Stephanie has been singing since she was three and she made her first professional stage appearance at age nine in the off-Broadway show "Maggie Flynn." Stephanie's mother said her daughter was always singing around the house. "It was amazing, she would go out on the stoop in front of our house and start singing and pretty soon half the neighborhood would be there standing on the street listening to her sing." When Stephanie has time off which isn't often, she enjoys swimming and taking saunas. Also found out that she is crazy about stuffed animals. Stephanie Mills is going to be a superstar in the near future.

Gary, who lives on my New York disco spy informed me that the hottest thing in the streets these days is a super funky tune entitled "The Breakdown," by Smokey Joe Grouch and his '46 Hudson. Gary said this one really smokes. "On the west coast, Burrows Morgan, my sty in L.A. phoned me in to say that "Anything Goes," by Ron Carter and "Love On Borrowed Time" by Chuck Higdon are the hottest things coming in the disco. Wendy Grady, Chicago's disco datamantican sent a telegram because the phone lines were frozen. It said that "Silly Putty," by Stanley Clarke is warming up the disco scene with a vengeance. Another single tearing the clubs up is "Windy," by Latino Torres. Wendy said "Lit's spicy voice is cutting the ice."

Little Richard fans should rejoice as the king of rock and roll has just released his latest single on Manticore. It's entitled "Call My Name." Watch for it. The Spinners hot on the charts again with "Love Or Leave," are being sought by one of the networks for their own TV show. More details soon.

Jon Lucien was in town last week at the Roxy along with the Pointer Sisters. Jon took some time off from the recording of his LP which was his first engagement in L.A. and the man from the British Virgin Islands was letting Angelinos see and hear the man with one of the most mellifluous voices around. Jon currently has a new LP out for Columbia entitled "First Love." A single has to do with LP with him. Little Richard writes, producers and plays several instruments besides just singing. He is very dedicated to his craft and that said sometimes he has a hard time writing lyrics because he feels he exposes too much of himself. "Music is my involvement in life. Music is life!"

He has previously had three LPs out on RCA entitled "I Am Now," "Rashida" and "Mind's Eye." During his early musical days he was inspired by Jesse Belvin, Roy Hamilton, along with Miles Davis and Afro-Cuban music. Another secret desire of his is to someday have in his hands on the island of Curacao even though he has never been there. "I think it will be a good and happy place, and one day I want to go there and live."

Marjorie Barnes is the latest addition to the 5th Dimension, replacing Eloise Laws. The 5th have been designated as grand marshals of the fourth annual "La Fiesta de Los Angeles Parade of Lights," sponsored by the L.A. Junior Chamber of Commerce. LT D & A&M recording artists will begin their U.S. concert tour in Feb. The tour will start about the same time their new LP will be released. No title as yet.

Ray Barret has been set to produce Bobby Rodriguez y La Compania's forthcoming Vaya LP entitled "Lead Me To That Beautiful Band."

Barry White and Leon Ladon are back on the charts once again with two winners. Barry's latest single is "Let The Music Play." It's a killer. Leon is back again with "Just Your Fool." Leon recently has been back east touring with the Temptations. The Temptations are very hot now as their latest "House Party," is a smash. "Zulema" is back on the air. Barry White never stops working and has just been doing disco shows in the New York area. Her latest single on RCA entitled "Just Look What You've Done" is picking up a lot of heat. "Miss Z" is going back into the studios next month. Perhaps a gold record is in store for Barry. Barry's next LP is due out in March. Pi Kappa Records is at it again. Jimmy Brisco and the Little Beavers have a new single out entitled "I'll Care For You." Also their new LP is set for release the first of January. The Calendars are coming with an LP the first of the year and a new group that should be heard. The sound of noise. The Super Disco Band, is also coming with an LP the first of the year.

New Birth are back at the Total Experience Recording Studios finishing up their next LP. They are working day and night as they have an upcoming tour of the British Isles planned for Jan. and Feb.

Heard from a reliable source that Scherrer Payne of the Simpsons is engaged to none other than the man responsible for much of the Simpsons early success. Lamont Dozier, the man who does happen often too often but an incredible gospel show is coming to L.A. Dec. 18. C. David Zoonts is presenting "Hallelujah." The show is for the benefit of the Community Care and Development Services, Ladies of Song, Mary Celeste Scott Memorial Foundation and the Interdenominational Choir Foundation. The all-star cast includes Romae Andrews, Alex Bradford, Chuck Brown and The Caravans, James Cleveland. Andre Crouch and the Disciples, Bessie Griffin, Edwin Hawkins, etc.

Miracles Are a Loving Machine

Pictured above are the Miracles working on "Love Machine" on a recent appearance on Dick Clark's American Bandstand. "Love Machine" their single is currently 24 with a bullet and their LP "City Of Angels" will with a bullet on the Cash Box charts. From left to right are Bill Griffin, Pete Moore, Bobby Rogers and Ron White.

Gwendolyn Lightner, Betty Perkins, Wings over Jordan, The Ward Singers, The Inter-denominational Choir and Carolee Blake, Rox soc Lee Brown, Ella Fitzgerald, Zubin Mehta, Marvin Gaye, Rev. Jesse Jackson, Theresa Merritt, Beah Richards Gil Scott-Heron set for a European tour in Feb. Larry Harlow will headline a salute tribute Dec. 27 at the Hotel St. George. The event is a tribute to Harlow as he will be celebrating his tenth anniversary with Fania Records. Also on the show will be Tito Puente, Johnny Pacheco, Charlie Palmieri, Hector La Voe, Pete "Conde" Rodriquez, Tippa Novel, Louie Ramirez, Aboladefi Santiago, Vitin Aviles, Machito, Pupi Legareta and Pete Bonet.

Scottish Soul

Shown above are AWB and Don Cornelius of Soul Train chatting between numbers when the lads appeared on the show recently. Their latest single "School Boy Crush" is riding high on the Cash Box charts at 34 with a bullet.

Capitol recording artists The Sylvers, hot on the charts with "Boogie Fever," will be doing a special one night engagement at Disneyland Dec. 19. Their LP is due out the first of Jan.

Producer Bobby Martin is back at Sigma Sound Recording Studios in Philly with Ecstasy, Passion & Pain. They are finishing up their LP which is scheduled to be released sometime in late Jan. EP& will be releasing a new single on Roulette the first week in Jan. entitled "Touch And Go." Atlantic Records is coming up with an LP of some of their latest disco hits a la "Baby Face." The Dramatics and The Dends will be re-united again soon when they both make a special guest appearance on Soul Train. The Dramatics were in Las Vegas over the weekend taping the Dinah Shore Show direct from the MGM Grand Hotel. Last week Richard Pryor hosted the NBC comedy-variety show "Saturday Night Live." Richard did his thing along with Arista recording artist Gil Scott-Heron. The Philly Devotions are finishing up their premiere LP on Columbia with John Davis producing. John is known for his work on William DeVauxy's smash last year "Be Thankful For What You Got."

The Soul Train Gang came up to the Cash Box offices last week. The Soul Train Gang are Gerald Brown, Judy Jones, Hollis Pippin, Patricia Williamson and Terry Brown. Over 350 people auditioned for the group. The group currently is riding the top of the charts with "Soul Train "75." the new Soul Train theme. The single is also included on their latest LP "Soul Train '75." Judy Jones, aPicots, hails from Passadena and currently she is a senior at Blair High School. Besides singing, Judy is an accomplished pianist and cellist. Terry Brown, a Gemini, hails from Cincinnati and is a former high school music teacher. Terry plays a multitude of instruments with his favorites being the piano and guitar. Patricia, a dancer, hails from Los Angeles and had gospel upbringing. Hollis Pippin, a Taurus, hails from Jackson, Mississippi. Throughout his career he has been involved with various groups and dance companies. Currently he is still dancing with the Rwanda Lewis Afro-American Dance Company. Gerald Brown, A Leo , is also from Cincinnati and has been involved in all different aspects of show business. He and Terry were in a vocal group back in the late sixties called The Mystics and they had a semi-hit with the group entitled "I Really Do." Besides that Gerald has done some work and dancing plus was the producer of a black culture television show in Cincinnati called "Night Life." The Soul Train Gang are currently working up a act and plan to start a nationwide concert tour with their eight piece band sometime in Feb.

Al Green's next LP will be entitled "Full Of Fire." He is now working on it back in Memphis with Willie Mitchell. The release date is sometime in Feb. Last week Al was at the Circle Star Theater in San Carlos where he did SRO business. That's soul.
MAKING LET'S DIST: When Harold McCoy, "Fancy," said "Love, Make Dance," and Billy Temptations, he said "Love, City Life." Blackboard's: "Gratitude," Earth, Wind & Fire: "Wake Up Everybody." Harold Melvin and the Blue Notes; and "When Love Is New," Billy Paul. Chris Hall, pd at KATZ, called in to say that there are no new good records out it may be a step behind. His new additions for the week include: From Theme S.W.A.T., Rhythm Heritage; "You Sexy Thing," Hot Chocolate; "Funny Weekend," Stylistics; and "I Don't Want To Leave You," Debbie Taylor. Chris' prediction as the next big #1 is the Spinners' "Love Or Leave."

MASTERS OF THE BLUES — Shown backstage at the Chicago Blues Festival are Bobby 'Blue' Bland and B.B. King, both blues legends in their own right. Both artists recorded for ABC. From left to right are: Bobby 'Blue' Bland, B.B. King and Frank Chaplin ABC Midwest promotion.

E. Rodney Jones pd at WVON in the Windy City has these selections as his new additions for the week "Honey I, George McCrae; "Heart Be Still," Carl Craves; "I Destroyed Your Love," Specials Detours; "Fangas," (Make You Want To Hustle, Donald Byrd; "Disco Sax," Houston Person; "I Over Got Love," Major Harris; and "Matrix Magic," Brick.

Lonzo Miller the music man at R&B-FM in L.A. called in to say that the following LPs are making it festive during the holiday season: "Cochise Cat," Ronnie Foster; "When Love Is New," Billy Paul; "Happy About The Whole Thing," Dee Dee Sharp; "Kickin'" Mighty Clouds of Joy; "R S V P," Zulema; "Marching In The Streets," Harvey Mason; "Spinners Live," Spinners; "Dance Your Troubles Away," Archie Bell and the Drells; "Touch," John Klemmer; and "We Got To Get Our Thing Together," Dells.

Bill Moon, pd at WVKO, called in to say that his station has had some new line-up changes. K.C. Jones is the morning man, Mike Hudson handles the mike during the middle of the show. Steve Stone who doubles as music director is the afternoon man, and in the evening it's Carl Conner. WKVO also has a new announcer formerly of WNCI named Pat Flowers. The new additions to the WKVO charts include: Tonight's The Night, S.O.S; The Way I Want To Touch You, Captain and Tennille; "Theme From S.W.A.T." Rhythm Heritage; and It's Alright (This Feeling), Notations.

J.D. Black, pd at KOKY in Little Rock said his new additions for the week include: "Going Down Slowly," The Pointer Sisters; "Make Love To Your Mind," Bill Withers; and "Wake Up Everybody." Harold Melvin and Blue Notes.


AFRO-INDO — Shown above is Laos recording artist: Mongol Santamaria visiting with Gerald Wilson of KBCA. The two chatted about Mongo's latest LP "Afro-Indo."

Burke Johnson, former pd of WAAK, Atlanta, will be honored at a testimonial dinner on Dec. 19, 1975 at the Royal Coach Inn in Atlanta. Senator Julian Bond is scheduled as keynote speaker. Atlanta Mayor Maynard Jackson will be on hand for the event, along with other elected officials and community leaders. Chuck Jackson and the Soulful Brass Band will head the entertainment lineup.

Burke Johnson served as program director and worked at WAAK for more than 18 years. During his tenure he developed and initiated many community affairs projects, bringing the station closer to the city. The dinner is being sponsored by the Fair Play Committee, a New York-based organization that deals with minority problems in the radio and entertainment industries on the national level, and the Burke Johnson Testimonial Committee. For further information call (212) 682-4330 or (404) 691-1392.

Sonny Joe White, pd at WILD Boston, will deliver Christmas with music as a regular part of the survey. The station is aiming for as contemporary a sound as possible with the holiday fare, playing cuts from Gladys Knight and the Pips "Bless This House" and generally tending to newer things, although traditional favorites will be included.

jess levent/phil dimuro
EXECUTIVES ON THE MOVE

The Entertainment Company, a subsidiary of Viewlex, Inc., has appointed three new executive positions.

Brenda Lee will serve as the new manager of consumer relations for Viewlex. She will oversee all customer service activities for the Viewlex companies.

David Cassidy will take on the role of executive director of Viewlex's music department. He will be responsible for managing the company's music operations and will report to Viewlex's president, Nicholas D. Lennen.

Debra Lee will be appointed as the new executive director of Viewlex's production department. She will be responsible for overseeing all production activities for the company.

The new executives will work closely with Viewlex's president, Nicholas D. Lennen, to ensure the smooth operation of the company's various departments.

JOHNNY MARKS' BIG 4

TV Special with Burl Ives. 12th Annual Showing Dec. 31

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110,000,000 Record Seller, Int'l Latest: John Denver

BRENDA LEE

DAVID CASSIDY

LYNN ANDERSON

ROCKIN' AROUND THE CHRISTMAS TREE

FRANK SINATRA

I HEARD THE BELLS ON CHRISTMAS DAY

Bing Crosby, Kate Smith, Harry Belafonte, Eddy Arnold, Ed Ames, Ray Price, Burl Ives, Chet Atkins, Fred Waring, Bert Kaempfert, Living Voices, Lawrence Welk, Living Strings, etc.

BURL IVES

A HOLLY JOLLY CHRISTMAS

"The Tiny Tree" NBC TV, Dec. 14

Robertha Flack sings "To Love And Be Loved" on "The Tonight Show".

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UJA COIN MACHINE

DINNER-DANCE OFF

NEW YORK — The dinner scheduled by the coin machine division on behalf of the United Jewish Appeal-Federation of New York was cancelled on Jan. 10. The change was made necessary by the recent strike of the staff of UJA-Federation. The affair will now most likely be held in the spring.

PAUL ANKA

Presley, that's all. The larger percentage did not survive at all. Give us a $100 guarantee in those days and we were so thankful. We signed everybody. The business was not sophisticated. The first time I came down to New York I'd do anything to make it.

"This only became a real business in 1962 with the Beatles and Dylan. Prior to that everything was against you. For those of us who wanted to survive those years were a training ground for us. I was in for three years and finally woke up to the fact that I was a wealthy man. . . . a business out there. A lot of guys didn't make a cent — a lot of guys didn't know what was going on.

"I remember going on tour for $800 a week with the number one record in the country. That's all I could make. My secret was to find the security. To find that I was being properly treated so that I could take my time over it — so that I could make it last for a year's worth of work. So I'd write. So that I was still fresh. I attribute my staying around for 20 years to the fact. We've established a name. We like the responsibility of where the next one is coming from, how am I going to feed those many?

"I had time to work on being a performer so I didn't have hit records for awhile it didn't matter. In 1968 I was earning more and I didn't have hit records. With no chart hits I was doing $141 a year."

BMI'S MILLIONS


EARLY VISIT — Santa makes an early stop at WNEW-AM to present some new Capitol albums to Bob Bruno, program director, Carolyn Parinello, music director, and William B. Williams, d.j. Some may recognize Santa as Capitol's regional and promo manager Joe Maimone.

WNEW-FM CHRISTMAS

Benefit Show S.R.O.

NEW YORK — Tickets for WNEW-FM's fourth annual Christmas concert, with all proceeds going to United Cerebral Palsy, were sold out a few days after going on sale. This year's show headlines Peter Frampton (A&M), with Eric Carmen (Arista) opening, and is scheduled for this Wed., evening (17) at Avery Fisher Hall.

In addition to donating the money from ticket sales, the station has again asked all concert-goers to bring toys which United Cerebral Palsy will distribute among those struck by the disease. Last year's concert raised $10,000 in addition to the toys.

JOE WALSH SET

FOR EAGLES TOUR

NEW YORK — Joe Walsh, the ABC recording artist, will join the Eagles on their upcoming tour, replacing Bernie Leadon. Dates for the first leg of the tour, which begins in Jan., will be announced shortly.

XMAS DISKS

not hurt by the Christmas record demise. Most famous of the projects is the "Rudolph The Red-Nosed Reindeer" TV special, starring Burl Ives, which has run to the tune of a quarter of a million copies.

Burl Ives has sold out over 400,000 copies. He has written the script for the "Tiny Tree," which was aired Dec. 14, 7:30 p.m. on NBC-TV, starring the voices of Roberta Flack and Buddy Ebsen, sponsored by AT&T. For 1976 he has finished "Rudolph's Shiny New Year" for ABC-TV with Red Skelton.

HAMILTON, JOE FRANK

sounds to emerge in a pop trio in some time. A brilliant album, whose cover graphics make it is inside even more appealing, is rose-scented. A new marketing device? Calculated business approach to merchandising? Hard to say. The embossed rose on a triangle on the inner sleeve captures one's attention, amidst the permeation of the record's "Pyramids hold magic power." Dan Hamilton explains. Could be, but when the stylus hits the grooves, all explanations far more convincingly. Things couldn't be rosier.
Bally 'Bow and Arrow' Features Variable Value Target, Kickout

CHICAGO — Announcing delivery this week of 'Bow and Arrow,' new four-player flipper type pinball, Paul Calamari, sales manager of Bally Manufacturing Corp., mentioned, among numerous new features, "two variable value skill objectives, which can suddenly zoom a player's score from hopeless to high levels."

"A ball shot into kickout hole at top of playfield scores whatever value is lit at the moment ball dives into the hole, value lights being lit in rapid succession — 1,000, 2,000, 3,000 AND OPEN GATE, 4,000, 5,000 and repeat. Ball is, of course, immediately kicked back on the field for continued scoring action, which, thanks to the extra powerful thumper bumpers, may include repeated dives into the kickout hole," Calamari said.

"Target in the center of the playfield also scores in accordance with constantly changing value lights, values being the same as kickout values. The center target has an additional function. At delivery of extra ball to ball-shooter, if hit while extra ball light is lit, after bonus is jumped to 1,000."

"Bonus starts at 1,000 before each ball is shot, advances when ball hits bonus-advance skill objectives and may be collected two different ways. Speediest advance of bonus is by hitting either of two spinner gates, either of which advances series of bonus lights one step, scoring 10 points per step. After tenth spinner light is lit, next spin of either spinner gate advances bonus 1,000 and resets spinner lights to start position. Number of spins per hit depends on force with which ball hits gate, which may be hit from above or below. Spinner lights remain lit, ball to ball, allowing each player to advance from point achieved by previous player."

"Ball shot into left kickout hole transfers accumulated bonus to score totalizer but does not reset the bonus, permitting player to continue to build up bonus and to collect bonus several times with each ball. Ball entering out-hole collects bonus and resets bonus to 1,000. But an out-hole bonus is doubled if collected when double bonus is lit by hitting A, B, C, D targets, when lit, the targets lighting before each ball is shot, remaining lit until hit."

"I have already mentioned the 'open gate' value of the variable value kickout hole and target. Ball shot through the open gate returns to ball-shooter, as a free ball, scoring 3,000 en route — another sudden score-boosting feature."

"Last inch and fast ball suspension is insured by fact that ball crossing rollover in left or right out hole, when lane is lit, scores special. The light alternates between left and right lanes each time any 500 points skill objective is hit, after bonus is at 10,000."

"We have packed more and faster score building features into 'Bow and Arrow' than in any four-player game in recent years, including the fabulous 'Wizard.' 'Bow and Arrow' is definitely destined for a long run of extra-fat collections," Calamari concluded.

William's 'Toledo' 2-Pl.
A Beauty Of A Pingame!

CHICAGO — The new two-player pinball machine being premiered by Williams Electronics Inc., aside from offering pinball enthusiasts the standard play excitement, is encased in a splendid looking cabinet. The game is called 'Toledo.' Two flamenco dancers, surrounded by colorful floral patterns and symbols, dominate the backglass design and the entire motif reflects the traditions of Spain and Portugal. Guitar illustrations, dancing figures and stark bold colors on the playfield and cabinet exterior complete the picture.

The game does more than just look beautiful, however, as William's sales manager Bill DeSelm was quick to point out, since it abounds in exciting play features. Center targets attract skill shots from two sets of twin flippers and the player has the challenge of hitting 1-5 to light the extra ball lane of 1-8 to light the extra ball lane and the special lane for replay. To score double bonus the A & B targets must be activated; and to further advance the score as well as light the extra ball lane, the player must hit ABCD targets.

Recommended pricing on "Toledo" is one play per quarter or three plays, two quarters.

Williams' distributors are currently displaying samples of the new model.

Irving Kaye Tourney Photos

Celebrating their victories in the highly successful Irving Kaye Hurricane Tournament, held at the New York State Fairgrounds in Syracuse (11/15-16) are (left to right): Rick Stratton (2nd, singles); Cindy Giambro (1st, mixed doubles); Frank Payne (1st, open doubles); Dennis Wallace (1st, open doubles, mixed doubles and singles); Junior Karns (2nd, open doubles); and Duane Pandorf (2nd, open doubles). Total prize purse for the tournament exceeded $500 and, in addition to cash, winners received trophies and championship t-shirts.

Obvious evidence of the tournament's appeal is depicted in this photo, revealing the intense competition play and a portion of the huge spectator crowd assembled at the fairgrounds for the big event.

The tournament's all-out champion was Dennis Wallace, pictured here being congratulated by Junior Karns and Duane Pandorf on winning the open doubles match.

Irving Kaye Company's Howard Kaye (right) and the firm's tournament director Jim Tyrrell, relaxed momentarily to pose for this photo beneath the banner of the tournament's co-sponsor Robert Jones International. Both gentlemen, assisted by RJL's Jack Shawcross and Tony Procopio, worked like beavers to keep things running smoothly during play.

Don't wait for next month to get your...

Irving Kaye Tournament Photos...
CHICAGO — Purchases of products from vending machines located in public high schools averaged 5.5 items a month per person, or less, depending on the product, according to a study of high school vending installations in 10 states. The study covered 44 schools with a population of 60,549 students, faculty and staff and with total installations of 226 vending machines. It was conducted by the statistical department of the National Automatic Merchandising Association (NAMA), based on complete records of sales in April and May of 1975.

The study clearly shows that students are not getting themselves on candy and soft drinks from vending machines instead of eating a balanced lunch,” said G. Richard Schreiber, NAMA president.

“Even if only one assumed that only 20 percent of the school population accounted for all vend sales, which is not likely, each student would be purchasing less than one candy machine product on a given school day.”

The average monthly purchase of vended candy products amounted to 3.5 units per person in April and May while the average consumption of soft drinks from cup drink vending machines ranged from 2.99 units in April to 3.52 units in May, possibly related to warmer weather in the second month.

Sales from canned soft drink venders averaged about 1.5 units monthly per person during the survey period.

The study revealed that in 67 percent of the schools the candy machines regularly offer non-candy products. The best sellers among non-candy items in candy machines ranked as follows: peanuts, peanut butter-and-cheese crackers, cookies, cornnuts, brownies, sunflower seeds, cheese crackers, chips, raisins, gum, beef jerky and assorted pastry.

Sales from other machines showed the following month averages per person:

- Ice cream venders: 1.81 items in April and 1.91 items in May.
- Milk venders: 1.65 items in April and 1.52 items in May.
- Pastry machines: 1.07 items each month, and juice venders, .53 units in April and May.

Popular glass front snack vending machines, which carry a wide variety of items, averaged 2.5 units per person in both test months. Schreiber said the study was compiled from data supplied by local vending service companies in Arkansas, Illinois, Indiana, Maryland, Massachusetts, Missouri, New York, North Carolina, Oregon and Wisconsin.

Vending service companies routinely keep detailed sales records on a per-machine basis and constantly monitor such data for all operations.

Schreiber said he is convinced that the survey results accurately reflect the pattern in high school vending throughout the country. Eight out of 10 of the schools in the study were senior high schools. 14 percent were junior high schools and seven percent were combined junior and senior high schools.

Slightly more than half of the schools place the vending machines in the lunch room, while others are located in halls, gyms and various places.

Two-thirds of the schools in the study participate in the Type A lunch program of the U.S. Department of Agriculture, the other third does not.

Following are survey breakdowns of five of the categories covered:

Candy Machines: A total of 60 machines located in 37 schools served 51,156 people, revealed total units of 177,660 (3.47 average per person) in April and 174,626 (3.41 average per person) in May.

Juice Machines: A total of five machines located in five schools serving 4,836 people revealed total units of 2,598 (.53 average per person) in April and 2,430 (.50 average per person) in May.

STATE ASSOCIATION CALENDAR 1976

January 16 to 18, Oregon Amusement & Music Ops. Assn., annual conv. Salemagne 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

Vending Dynamics Corp.'s 'Pachinko'

LONG BEACH, CA — After extensive on-location testing in such spots as bowling alleys, arcades and even the MGM Grand Hotel in Las Vegas, Vending Dynamics Corporation announced the commencement of production on its new "Pachinko" game machine.

The model is of walnut grain finish with laminated steel cabinets for attractiveness and durability. It features digital readout on scoring, replays and remaining balls and is available for two and four player competition play. The model is shipped with a twelve month warranty and, as a further accommodation, the factory has made available a guideline booklet for setting up tournament play.

"Our 'Pachinko' is the product of very substantial on location testing," said Dr. Wilson H. Rinker, national vice president of VDC, "and the culmination of a rigorous research and development program by our staff of skilled engineers who performed beyond the demands of distributors and operators in order to assure maximum trouble free operation."

Vending Dynamics Corporation is a division of United Postage Corporation. The firm is nationally represented with offices in the east, mid-west and western area of the country, and three manufacturing plants on the west coast.

Can Soft Drink Machines: A total of 18 machines located in eight schools, serving 19,745 people revealed total units of 32,718 (1.66 average per person) in April and 26,857 (1.36 average per person) in May.

Cup Soft Drink Machines: A total of 41 machines located in 23 schools serving 32,352 people revealed total units of 91,168 (2.89 average per person) in April and 113,996 (3.52 average per person) in May.

Glass Front Snack Machines: A total of 50 machines located in 28 schools serving 39,863 people revealed total units of 102,927 (2.58 average per person) in April and 109,930 (2.53 average per person) in May.

May 9 to 11, Wisc. Music Merch. Assn., spring conv., Scotland Resort, Oconomowoc
May 7 to 9, 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

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IN

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"GUN FIGHT"
WMMA's Membership Drive Contest

MILWAUKEE — The Wisconsin Music Merchants Association recently launched a statewide membership drive contest in an effort to increase its already significant membership ranks.

The association's board of directors, assisted by various WMMA members, commenced the contest by dividing themselves into teams of two and three and pledging two days of a given month to be devoted to active solicitation of prospective members in their individual areas.

To further stimulate interest, the association offered several inducements to join, such as a free Wisconsin Blue Book, a supply of A.D.C.V stickers and a free membership for the remainder of 1975 to anyone signing up before the end of December.

The grand prize award of free registration and formal meals at the association's upcoming 1976 spring convention, will be awarded to the winning team (and wives) signing up the most new members.

They will also receive plaques of appreciation from the association.

Sam Brown

1903-1975

LOS ANGELES — Coin Machine Row was shocked at the news that Sam Brown was robbed and shot to death in his shop on the evening of Nov. 4, 1975.

Sam was an “institution” on Pico Blvd., having operated in the Los Angeles area since 1938 after coming west from Chicago. One of the real old timers, Sam, better known in the trade as “Brownie,” carried his bookkeeping system in his back pocket. His trademark for many years was the trailer attached to his car which always carried a jukebox or a game. You always knew when Sam was on Pico Blvd. — by his trailer.

A kind, gentle, even-tempered individual, Sam was instrumental in starting many young men in the operating business.

He is survived by his wife, Sophie and their daughter, Muriel and his son, Alan and three grandchildren, Steven, Michael and Ilene.

Laniel Canada: 40 Years Of Progress

HOLLYWOOD — Laniel Canada Inc., distributor of coin operated phonographs, amusement devices and full line vending equipment, is celebrating its fortieth year in business. The company, founded in 1835 by Edouard and Roi Laniel, presently occupies 45,000 square feet of space at 7101 Trans Canada Highway, Montreal, Quebec.

Laniel feels the continuing success of the company is due to their expert service. "More than ten technicians are at your service, testing and adjusting equipment prior to shipment," the company boasts. "Our electronics experts give the final touch to every piece of equipment leaving our building."

The company also maintains 35 vehicles equipped with two-way radio systems to answer all service calls.

Among the major American lines distributed by Laniel is Rowe AMI.

ACS Announces Instant Success For ‘Speedball Mach II’

COSTA MESA, CA — Assembly Services Corporation has announced that their new video table game “Speedball Mach II,” previewed in Cash Box in October, is an instant success with operators and distributors alike.

ASC feels that the game’s features are the primary reason for its quick success. The game features three play speeds, single board assembly to insure no short-cuts due to stray coins, easy inside access, a strong cabinet guaranteeing excellent “survival” shipping, tamper-proof locks, and a delay button permitting a slight pause to respond to waitresses waiting on the table at which play is taking place.

The top of “Speedball Mach II” is fastened to the cabinet with heavy duty hinges and catch. A simple twist releases the top for access to the board and main tube. The face of the tube is easily cleaned each time the game is serviced and the single printed circuit board may be simply lifted out (unplugged) for inspection. Leveler legs are standard on this unit.

See your distributor or write BALLY MANUFACTURING CORPORATION • 2640 BELMONT AVENUE, CHICAGO, ILLINOIS 60618, U.S.A.
CHICAGO CHATTER

Among new games hitting the market this week are the Bally “Bow and Arrow” four-player flipper; and Williams’ newest two-player pingame called “Tokyo”.

DATELINE SUNNYVALE. Learned from Chuck Arnold of Major Manufacturers that the firm’s recently premiered video table “The Designer” will be sample shipped within a couple of weeks. The model, which was shown quite successfully at the MGA and subsequent conventions, is uniquely designed to test out four players and fit into a room with various booth on location. Major, by the way, recently relocated to Sunnyvale.

THE NEW ROWE model R-80 phonograph is doing just beautifully at Atlas Music Co. Here, one of the newer and more contemporary models have enjoyed excellent acceptance since their debut and he couldn’t be more pleased about it.

LARRY BERKE of Midway Mfg. Co. boasts a “phenomenal seller” in the firm’s Gun Fight two-player machine. They date have surpassed expectations, he said, and they’re maintaining stepped up production schedules at the factory in an effort to meet the demand. However, it is difficult to process orders as quickly as they’d like, do patience is in order for those awaiting delivery.

IRV Ovitz, who heads up the vending department at World Wide Dist., said the recent Lightning micro wave oven school, held out there, was a very productive and well attended session. He can’t wait to hear that the local resolved slowdown in business usually felt during the year is not occurring at World Wide. Howie Freer said business is good and sales are brisk in all departments.

MORT LEVINSON of NATIONAL COIN is anxiously awaiting samples of three new 16-selection European-made Wurlitzer phonographs — the Baltic II, Cabaret and X-2, by name. He said they’re due in momentarily.

The SHORTAGE of late model used equipment has obviously not reversed itself, judging from distributor comments over the past weeks. Used equipment, period, seems to be in very short supply these days. Many attribute the situation to the fact that operators, rather than pay the increased cost of new models, are holding on to what they have, and this inventory is running short.

ON THE SINGLES SCENE: Chet Kajeksi of Martin & Snyder One Stop in Detroit offering the following suggestions for jukebox programming, categorized thusly (pop). Fly high with the final “California Baby” by Suzanne Stevens (Capitol) and “I Write The Songs” by Barry Manilow (Arista); (r&b): “Walk Away From Love” by David Ruffin (Motown). Turning Point by Tyrone Davis (Dakar) and “Love Or Leave” by The Spinners (Atlantic); (country): “Sometimes” by Bill Anderson and Marylou Turner (MCA); “You Ring My Bell” by Ray Griff (Capitol) and “Sometimes I Talk In My Sleep” by Randy Corcor (Dot).

EASTERN FLashes

American Shuffleboard is planning a bicentennial tournament, this spring, in the home of the sport’s origin, Litchfield, Conn. It is to be played at the Litchfield Tennis Club. President Roy Rota tells us the World Series II is proving to be one of the most reliable wall games on the market, spurring many in the industry to take a “second look.” He is currently negotiating with some major distributors to expand his present distribution network.

At the Phillips’ winds up this week, the Mayor of St. Louis, William J. Mallory, was looking forward to a very festive occasion — their annual Christmas party. Have fun, folks!

HOUSTON HAPPENINGS

Pamela (Pam) Renee Butler and George Ralph Gaenslen III were married at 6:30 p.m., Nov. 26. We wish the young couple many years of healthy and happy wedded bliss.

The customary word “prosperous” was deliberately omitted, since when health and happiness prevail, all other things are secondary. Pam is the daughter of L. C. Butler, owner of Gulf Coast Distributing Co. (Houston and San Antonio). George and his brother Gary work with their father in the family owned Hearing Aids Co. of Texas, leading firm of its kind in Houston.

At a recent social gathering of Houstonians, we found a very interesting phenomenon. A music store, Points of Interest, located on Bissonnet and Braeswood, has an entire line of Pachislo slot machines. Patti Troy, daughter of Eddie Troy, an executive official with Gulf Coast Dist. Co. stated, “They don’t do anything but make a shoebox, but they sure do look like a nice way to spend a few hours.”

A news story in the Nov. 26 edition of the Houston Chronicle (Houston’s daily evening newspaper) points out the Pachislo machines are selling fast and even the most experienced and knowledgeable of slot machine players are finding new faces at Rowe of Houston (91.1), says John Lloyd, Ralph Ochoo and Russ Ferguson were added to service dept. AMI coin operated phonograph distribution operation. Joe Udrides, owner and manager of Rice Music Supply, and 1st busi-ness much better than average. . . . After annual Texas U-Texas A&M Thanksgiving football game (one of the big ones) numerous came out talking to themselves. School loyalty, of course, and that and nothing more. After a sight showing for the Presidents Cup, the Southwest Airlines reversed the trend and continue climbing at an unbelievable rapid pace.

This includes receipts from games and phonographs on location, and a surprising number of sales from games and phonographs.
COIN MACHINES WANTED
WE ARE ALWAYS INTERESTED IN USING AND BUYING OLD COIN MACHINES, ANY BRAND AND ANY CONDITION. SEND DETAILS AND PHOTOS. NO COMMISSIONS. COMPLETE PAYMENT WHEN WE DELIVER.

WANT— all makes new and used Photographs, Wall Boxes, T.V. Games, Air Hockey, Pool Tables, Bubble Pool Tables, Electronic Baseball Games, Electronic Games, Keg Games, Floor models, St. Thomas Cine Sales Inc. 466 Elbert St. St. Thomas, Ontario. N5P 1C9 Canada’s Oldest Established Distributor since 1977 Phone: 519-651-4900. Mail current price list if equipment now available.

WANTED— Willy classic cash 4 all models of new and used Bally bring machines. Please phone Collect with prices conditioned or 50% of redemption. Over 3,000 bally slot machines also Mills and Jennings Daily Business Company, Br. 641-956 Reno, Nev. 89503-323-616.

WANTED— BALLY MULTIPLIERS WITH HOPPER, all 5 & 6-pin models considered. Also wanted Williams and Gottlieb 4-pin tables mar 3 years old. HANSA MYNAMATOMA A.B. P.O. Box 304 5-400-44 Gottingen Sweden.

WANTED— 78 RPM JUKE-BOX: also wall box & drop gate manufacturer, model, condition, price Also old arcade games. R. Mitchell. 1006 Underhill, Oakland, Calif. 94602-411-0657.

WANTED— $2 to Prs L.P.s in excellent condition. Pay $1.50 each. Call. write or used to Rave-Ups 606 University Ave. Madison, Wisc. 53715.

COIN MACHINES FOR SALE


CLASSIFIED AD RATE 25 CENTS PER WORD
Count every word including all words in italics. Numbers in address count as one word. Minimum ad accepted $25.00. CASH OR CHECK. All Checks MUST CLEAR.” ”NO CASH ON DELIVERY.” ADVERTISING. If cash or check is NOT enclosed with order your classified ad will be held for following issue pending receipt of your check or cash. NOTICE—$5.00 Classified Ads. Used (outside USA) Bill $78.00 to your present subscription price. You are entitled to a classified ad of 40 words in each week’s issue for a period of One Full Year. 12 consecutive issues. All ads accepted with payment. Classified ad each week if you so desire. All words over 40 will be billed at the rate of 25¢ per word. Please count words correctly. Your Classified Ad is sent to reach New York publication office by Wednesday, 12 noon, of preceding week to appear in the week’s issue.

Classified Ads Close WEDNESDAY
Send all copy to: CASH BOX, 6565 Sunset Blvd., Hollywood, Calif. 90028
Make sure your check is enclosed.

SERVICES COIN MACHINE
ACE LOCKS KEYED ALIKE SEND LOCKS AND THE key you want them mastered to $10 each. TAB LOCKING SERVICE. 61 Keck Avenue, Stream Valley, N.Y. 11350 Tel. (516) VA 5-2612 Our 35th year in vending.


RECORDS—MUSIC
INTERNATIONAL RADIO STATIONS, MUSIC PUBLISHERS, dischargees and subdistributors to our Automatic Arrangement Service. Write W.C. KODER, 104 E.Oliver St., New York 17701.

RECORDS—TAPES & DISPLAY FIXTURES— For brochure & price list. Call or write: One Stop Record Service, Norcross Glass Co., 1 Viewing Drive, Philadelphia, Pa. 19115-217 879-9951. Mr. Maurice Finkel.

RARE RECORDS AND FINDERS. Send list of 31 Unique Letters and many up to date exceptionally complete 32 McLean's 312 Betson St. House Ln 70360.

HOUSE OF OLDS — We are the World Hotshot dealers for out of print L.P.’s and also, the largest selection of old rock and roll and rhythm and blues albums. Our latest 3 in 1 catalog is $2.50. HOUSE OF OLDS. 2676 Beecher St. N.Y. N.Y. 10014 (212) 243-0560.

FOR EXPORT ALL LABELS OF PHONOGRAPH RECORDS, cards, sleeves. Also excellently ordered selections of close-outs. Nearly 30 years of personalized service to importers world over Wholesale only. RAGU EXPORTS, LTD 1460 Coral Island Avenue, Brooklyn N.Y. 11230. Cable EXPOSARO NEW YORK.

WANT RECORDS & TAPES 45s And Lp,s Surplus re- turns; overstock, cut-out, etc. Call or write HARRY WILSON MUSIC, 2874 46th St., McLean Ave. Yonkers. N.Y. 10705 (914) 46-7777.


OPERATORS— WE BUY Unused RECORDS NOT Other Than 45s. 78s 10 X each plus local pick-up. Send us your lists for CATALOGUE STRIPES, RECORDS, 17 Allegheny Avenue, P. O. Box 4810, New York 11587 516-432-047. 516-4320-048. 212-895-2993.

CLASSIFIED AD WANTED
Gott machines to sell? Is there something you’re looking to buy? Maybe you’d like to move some used 45’s or need a route machine? See rates above.

HUMOR
DEJAVU! New surreal comedy! 11,000 classified one-line gags, only $10. Designed to give you the right idea for the right occasion. Send check or money order to CLASSIFIED ADzł S. EMERSON, 2756 C.West Roberts, Fresno, Calif. 93711

DEADLINE FOR CLASSIFIED AD S— WEDNESDAY, 12 NOON.
Penalties Against Fraudulent Disks, Improperly Identified Sound-Alike Product

TORONTO — A number of recent tape seizures have brought stiff penalties for distributors in Quebec and Ontario including one court case involving fraudulent tape reproductions brought against Press Chaplin Ltee.

Federal police investigators formally charged the Quebec-based firm, Press Chaplin Ltee, with infringing copyright laws earlier this year. The case involved some 1,200 pirate tapes.

Heller Resigns Warner Pioneer

TORONTO — Sheldon Heller has resigned his position of co-managing director of Warner Pioneer Records of Japan, according to company president Shun Watabe, Heller, who was also WEAs international representative director, spent nearly two years in Japan. He was formerly managing director of EMI, Ireland. Heller returns to the United States after a total of ten years in Europe and the Far East to further his career in the recording industry.

Here’s Another Fine Mess: Laurel & Hardy Hit No. 9

Alan Warner Revives 62-Yr.-Old Song

LONDON — The trend has been, recently, for songs to appear in the charts months or even years after they were first recorded. The 1957 number No. 9 position in the hit parade which has never appeared on any chart — for the simple reason that there was no chart at the time the song was originally released, no doubt — is the result of a quicksand soundtracks of the movie "The Golden Age Of Hollywood Comedy." From this album the catchy melody of "The Trail Of The Lonesome Pine" lent itself ideally to a single and this was released. Surprisingly enough although the single was promoted initially on children’s TV and radio programs, John Peel played the disk in his BBC Radio Program and from then on the disk has been played extensively on all programs, rock, children’s radios and of course, the commercial networks. It then made the charts and we have the unique experience of a 1913 song in a 1937 film disk for the company, the usual talents of Laurel and Hardy appearing on "Top of the Pops." A new Laurel and Hardy album is planned for the New Year but, no doubt, Alan Warner has some more unusual projects lined up to surprise us all.

Canadian Postal Strike And Mail-Order Music

TORONTO — Canada’s longest national postal strike has come to an end, bringing a 42-day deadlock between postal union negotiators and the federal government.

The announcement was made at a news conference late last week by a spokesman for the Canadian Union of Postal Workers. By end of week, regular mail service was restored. After a heavy backlog of unsorted letters and parcels were still stacked at postal-entry doors.

The strike, while it lasted, virtually burned holes in promotional budgets, knocked release schedules askew and severely taxed the manpower resources of both large and small record companies operating here.

Of future record mail orders, the only major mail-order club operated by a record company here, has felt the pangs of the close to one-month postal strike more than any other area in the industry. Richard Guran, vice president and general manager of Columbia House, responsible for the overall operations of the club, assessed immediate losses at close to $600,000.

"We have laid off a total of 51 people in the last month, all full-time personnel, and have had to lay off a further 18 people who work part-time. We have had no payments made to the club since the strike started, have made no shipments, and have been unable to contact subscribers concerning order or notice — mailing."

Prior to the strike the club paid out over $135,000 for print advertising, which has all but gone down the drain, in the sense that people have seen the ads but are unable to make purchases. Within a rough estimate, I’d say, we have lost 12,000 new subscribers, and based on figures we have used in the past, that loss of orders would mean a net loss of some quarter-million dollars in the next year. We have already revised our ’76 budget, and I don’t know what it is going to look like... we are being forced to rely on mail order buying in the future.

My long term concern is the loss of faith that the members have in the mail order business. There are many people who are content to buy through the mail order business. They don’t want to go to record stores, or spend the time they do not have in agitated, congested stores, or that they live in rural areas that do not always offer what they want to buy, and with the strike they are cut off, cold."

Other companies not in the mail order business have managed to work throughout the strike. Various delivery systems have been employed by distributors, and record companies, in traditional departments, all expense, and the overall impression is given that the going is tough, but not untoward. Secondary market record and radio station dealers have realized that their locations are not easily serviced by car, and are exclusively, although our New York and Montreal bus — delivery workers, thus, in many cases have offered to share costs in product delivery.

Canada

MONTREAL — A shakeup in the promotional department of Polydor Canada’s Montreal head office has placed Mark Lines on the west coast as regional promo manager, with territory east to Winnipeg. Formerly national singles promo manager, the position now to be absorbed by Polydor’s promo office in Montreal, Peter Bahnke has been named branch manager for western Canada, and Lorri Bruner, regional manager for Quebec, and Lorri Bruner, regional manager for Ontario. Newly appointed to the post of press and publicity is Sally Murphy, in Montreal.

TORONTO — Newcomer trade paper Record Week, based in Toronto, has just switched office address in Toronto and opened another post in Montreal. Toronto address is c/o 216 Carlton St. (416) 925-3121. In Montreal, 1180, Antoine St. Suite 512, Que. (No phone or telex installations are in the Montreal office at present.)

Leading Canadian band, Downchild Blues Band, have entered a new exclusive management contract with SRO Productions in Toronto. Manager Michael Heishead has lined up two Mannfest concerts: in downtown Montreal, Dec. 20, at the Forum, and in Ottawa the day previous. Signed for distribution through United Artists in Canada, the group is presently enjoying solid campus radio exposure by way of a specially packaged "History Of..." album being made available to the stations, courtesy of U.A.

Downchild will tour up with Paul Desmond in Edmonton on Dec. 11, Calgary (12) and Vancouver (15). Both have recently been signed onto the A&M Records’ splinter-jazz label, Horizon.

WHO LOVES YA, BABY? — During a recent visit to England, Telly Savas was presented with a silver disk for sales in excess of 60,000. Pictured (left to right) are Peter Robinson (MCA label manager in the United Kingdom), Telly and Groves (EMI’s American MOR marketing manager).

London

As of January 1 the Cash Box London office will be located at 97 Uxbridge Road, London, W. 12. New telephone number 01-749-6724

Vulcan Records makes its debut appearance with a country-oriented operation born out of the ashes of Trojan Records which was dissolved after the collapse of B&C Records. Now Vulcan, under the direction of Webster Shrader, Junior Lincoln and Bob Gilbert take off with an exciting line-up featuring the talents of Sharon Forester, the Cimaron, Johnny Clarke, Robert Shakespeare. 70% Proof and Kandys.

Savas Music has been formed by Henry Hadaway and a three year administration agreement has been entered into by Savas and Rax Publishing whereby Rax will manage and promote the Savas Music catalogue worldwide. First copyright underwritten deal is "The Girl with the Baby Face.""

Sky High" by Jigsaw first release on the recently formed Sava & Rax Canada which is distributed by Record Day, States, and Jigsaw is currently on tour of Australia with a U.S. tour set for December. Spath has just signed a new Jigsaw album under the title of "Sky High."

December 20, 1975
European Music Market: An Independent’s View — Part II

This is the second part of an interview begun last week with independent music publisher Jan Olofsson who operates out of Great Britain, conducting international publishing affairs for Miki Delton’s Young Blood Records.

CASH BOX: You stress the importance of knowing your market.

OLOFSSON: I think that every independent producer, if he charges sensible royalty rates, should consider every market. I’m into working every territory, I know what Holland needs, France needs, and I’m here to find it. If you’ve got the right combination, the right song, you can really do it. I’ve got to sit back for a moment and think, "This record would be good for so and so because I know his track record ..., in the past he’s been able to promote this kind of music on radio stations."

CASH BOX: Can you give us an example of what kinds of music sit well with which countries?

OLOFSSON: For instance, in France they like a lot of English rock. Like the 10cc song “I’m Not In Love” is a natural. Paul McCartney is a lot bigger in France than most because he’s got a lot of little extrarock productions. Whereas in Holland they go very much for the country rock American bands. Dutch information is a kind of form, information, is the key to Europe. Because you’ve got little Holland here, surrounded by Germany, Belgium and France. You see, the DJs there are really big in all those other markets. R & B is big in Germany.

CASH BOX: How about the disco? A

OLOFSSON: At this particular moment, the disco market is fantastic in England.

There’s a new company that started up in England about six months ago. They’re still being involved in wholesale in England for the last two weeks, importing black disco and r & b soul records. They decided that since they imported these records, why not start a label? A bunch of Los Angeles records has recorded a number of things with session musicians, and this company thought it was a good idea to import into the discotheques three or four four-track records to release in order to get feedback from the DJs.

CASH BOX: In other words, a limited amount of pressing is sent out for testing, so it will only cost a minimum to find out if a big investment is in order.

OLOFSSON: That’s right. And this has only been happening over the last year or so, that record companies have become aware of this new medium of promotion. Records finding out what they are good or not. Suddenly a record has gone straight into the number 34 spot of the top fifty. Why? How? Because they got to test in the disco and the DJs in Holland look at it in the store they immediately bought it up.

CASH BOX: Aside from the limited test- ings, market promotions is how promotion to international exposure? What other elements are key to international exposure?

OLOFSSON: Just that, availing one’s self of exposure. There was a disco group from the U.K. But they didn’t see the importance of bringing the group over. They just wanted to make records. It’s very important, once you get going, to have an artist behind it to be per se. What I do know that my boss has told me, ‘everything you pick up you’ve got to pick up world-wide rights to the record. That’s his basic policy. You can – this is where the finesse of the independent comes in. I’m representing some small American labels and I want to make them big hits in Europe. And it can be done. But there’s so much good product here that it gets lost on the big label scale because he can’t afford the record on a large label. The record shifted in London, but I thought it would be a hit for Holland. I asked if he could he get the record back from his company so I could try to move it in Holland. He managed to do it. Now, he’s been promoted over there. They liked it. It went to number three in Holland, and the major label still didn’t want it. Now the record is spreading to Belgium, and others want to license it. Eventually it may get all circle and land right back in the major’s lap in London. So, I believe it was a matter of that record — on the basis of it having gone to number three in Holland, will get 10,000 pounds roughly $25,000. This is simple money for an album that you’ve traveled. You’ve got to have an independent mind. If I accept a record then I believe in it. Now, it may not sell as well as itself and enough to keep on hustling a record, even if it’s going to take me six months. I won’t buy a record unless I think it will sell. Because if it fails once it’s not necessary because of its commerciality. I may be because there were some big records but not the same time. If it fails a second time I’ll admit my mistake.

CASH BOX: This is interesting. When a record fails in America, it’s as good as dead. But if a record fails in England, you take it to Holland, Germany, Belgium. Many other independents in Europe embrace the same philosophy as you, that it’s profitable to treat each country as a separate entity.

OLOFSSON: Not many. They’re beginning to become aware of it because they’ve realized that the German money is something to be made. They’re making money, not just from sales. And many other independents in Europe embrace the same philosophy as you, that it’s profitable to treat each country as a separate entity.

CASH BOX: What is your personal state of affairs now? Are you on your own?

OLOFSSON: For the present I am still very much involved with Young Blood, although I am my own independent and am open to helping conduct international business for other such companies. I can do a job over a period of time. I intend to ease more completely into an independent stature.

CASH BOX: Do you have any final comments for our readers?

OLOFSSON: This is one business where you can literally invest $10 and make a million. But you’ve got to be in the right place at the right time. My being here, being with this company, is my money. But it’s an investment meeting you in person, trading ideas.

Al Martino Sings European ‘Volare’


Quality Opens N.Y. Office

TORONTO — After twenty-seven years of operation, Canada’s leading independent, Quality Records, has opened offices in Toronto with a new assistant director of distribution statewide with Private Stock.

The expansion move was announced formally by Quality president, George Struth, and Private Stock’s Larry Diamond. The announcement, which was made to all employees across Canada, the announcement has yet to reach many involved with the domestic industry here.

This is the first time a Canadian independent has formally moved into the U.S. and is to be considered a precedent that will likely lead a number of other independents to open offices in Los Angeles and New York in the coming year.

Quality New York was opened for business on Nov. 3, with Drew Nugent in the capacity of national promotion coordinator, assisted by Ellie Biegel. Mailing address is 810 Seventh Avenue, New York, N.Y. 10019.
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The 10th Anniversary Of Midem

January 23-29, 1976
Palais Des Festivals/Cannes, France

The music business year begins at MIDEM...
If you’re in the business,
you can’t afford not to be there...
(ask someone who goes)

1975: 5042 participants from 902 companies in 41 countries
1976: More than 1000 companies expected

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<tr>
<td>Commissaire Général</td>
<td>Christian Jallabert</td>
<td>John Nathan</td>
<td>Liz Sokoski</td>
</tr>
<tr>
<td>3, rue Garnier</td>
<td>30 Rockefeller Plaza</td>
<td>8, Dorset Square</td>
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<tr>
<td>92200 Neuilly</td>
<td>Suite 4535</td>
<td>London NW1</td>
<td></td>
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<tr>
<td>Tel. 747-8400</td>
<td>Tel. (212) 489-1360</td>
<td>Tel. 723-8232</td>
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<tr>
<td>Telex 630547</td>
<td>Telex 235309</td>
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