PHOEBE SNOW/TALENT STORM

MCA Releases New Account Price Structure
Ceffillion Label Reactivated
Henry Allen Named President

Price Problem To Be Around At NAMM Meetings

The Management Part II — Dee Anthony Or Frampton
Ringo Starr To Atlantic
Feliciano To Private Stock

MCA's Possessive Account Structure - Restoring The Functional Discount (Ed)
It all comes from Kansas:

SOLD-OUT CONCERTS:
As the touringest band in the land, Kansas has built up a huge, fanatic following all across America.

HIT ALBUMS:
Kansas has sold over 600,000 albums without a hit single...and every Kansas album has gotten immediate national FM acceptance.

AND NOW, A SMASH:
"It Takes a Woman's Love (to Make a Man)" is one of those records that jump off the turntable and grab Top-40 listeners. It's the first single from "Masque," and you'll know it's a smash the instant you hear it.

Kansas.
"It Takes a Woman's Love (to Make a Man)"
On Kirshner Records.
MCA's Account Structure:
Restoring The Functional Discount

The whole industry has been affected by MCA's moves to implement a new account and price structure. It will be interesting to see if and when other companies join MCA.

There will be many complaints from retailers and combination retailer/wholesaler accounts, the so-called "hybrids," who will be paying a few cents more for their Elton John albums. And they can probably be expected to fight the increases any way they can, and use every trick in the book to get around them. But these people were never entitled to the lower price in the first place. Rack jobbers were extended a functional discount of six percent because of the redistribution function they did as part of their business. But when the retailers asked for the same discount, the manufacturers capitulated and gave it to them too. Soon everyone was paying the rack jobber price.

Some "discount."

The change won't take effect until March 31. Between now and then, MCA can expect heavy orders on catalog albums as accounts stock up before the price goes up. But when Olivia's next album comes out there's only one place to get it — MCA Records. And people will have to pay what MCA charges.

Extreme criticism can be expected of MCA's actions, especially by the retailers who will be paying more. Hopefully that criticism will not prevent other manufacturers, notably the majors, from considering implementation of the same policies and structures.

The industry will be watching to see who else joins MCA. The future of the rack jobber, and the future economic health of the business, may depend on it. For if MCA is hurt in any way, future attempts to "clean up" the business might not even be considered, let alone implemented.

Cash Box applauds MCA Records for their stand and hopes they are not left out on a limb for too long.
Kingfish. One of the first major new groups to emerge in 1976!
Fresh From The Bay, Kingfish is:
Bob Weir (Grateful Dead),
Dave Torbert (New Riders),
Matthew Kelly (T-Bone Walker),
Chris Herold (New Delhi River Band)
and Robby Hodinott (Kingfish).
"Kingfish"—Already making waves!
On Round Records and Tapes.
Distributed by United Artists Records.
MARC ALLEN TRUJILLO'S
new single has the power,
the glitter and the greatness
to make the whole music world applaud!
THE FOCUS IS ON STARDOM!
MCA Drops Bombshell, Releases New Pricing Structure: Retailers, Mixed Business Accounts Will Pay More Now

by Gary Cohen

UNIVERSAL CITY — MCA Records, in a four-page letter to its accountants, has revealed that it is looking at another long-awaited new account structure. From what had been two different prices for customers in the past, there are now seven different types of accounts, and seven different price categories. The full text of MCA’s letter, along with the breakdown of who is in which category, appears on page 16.

No Comment

MCA vice president for marketing Rick Frio offered little comment on the new account structure, and did not make available a copy of the letter itself or the text of his letter to Cash Box, CB, however, obtained the letter from an accountant who had already been notified of the changes by MCA. The changes will take effect March 1.

The letter, dated February 27 but just arriving now, has apparently not been released to present all of the changes to the record industry in the country. A check of a few major accounts by Cash Box at presstime found no one else who had received the information.

Changes

The letter, a “notice to dealers and subdistributors of the new pricing structure,” informed them of changes. It stated that “recently, there has been considerable dialogue about the need to clarify the different functional levels in the distribution and pricing of phonograph records and tapes,” and that there was “much confusion among certain customers as to the nature and reason for various price differentials among customers performing different functions in the marketing and distribution structure.” The changes were made because “MCA Records wishes to eliminate the confusion and, in conjunction with its counsel, has recently reviewed its customer account structure and has determined that as of March 31, 1976, certain modifications of MCA’s pricing structure shall be put into effect.”

The basis of the letter, in the next paragraph, is that “subdistributors will be entitled to a functional discount” which arises from the separate functions that subdistributors perform in the marketing and distribution structure. “The moves by MCA’s retailer will result in a standard practice of extending the functional discount to retailers and other large users who are not sub-distributors. It is estimated that 90% of all records sold had been sold at the ‘subdistributor’ or rack jobber price.

There will be seven price categories in the new structure (see below), but because of the fractional nature in computing prices for mixed accounts, there may be hundreds of different prices overall. In most cases, the differences between old and new prices for accounts will be approximately one percent, or about three cents.

The new structure is essentially similar to a projected outline of MCA’s account categories, revealed exclusively by Cash Box Jan. 31.

Categories

The seven different account categories are:

1) Pure subdistributor, rack jobber or one stop
2) Predominantly subdistributor with some retail accounts
3) Predominantly retailer with some subdistributor accounts
4) Multiple store chain (5 stores.

Many Prices

NEW YORK — In a special press conference at the Plaza Hotel, called by Atlantic Records chairman Ahmet Ertegun last Monday, March 8, an official announcement of the new record pricing structure was made. Cotillion will be a pop/r&b/jazz focused label distributed exclusively by Atlantic Records.

Henry Allen, formerly senior vice president of Atlantic and a 23-year veteran with the company, has been appointed president of Cotillion Records. The initial Cotillion artist roster will include:

Pricing Problems, Growth Difficulties, Lack Of Profitability, To Be Argued At Separate NARM Meetings This Week

by Gary Cohen

NEW YORK — Separate meetings of rack jobbers, retailers and independent distributors kick off the NARM Convention this week. As a prelude to those meetings, Cash Box interviewed the chairman of each meeting to determine what key issues might be discussed.

Retailers: Growth

NEW YORK — Russ Solomon, president of Tower Records and co-chairman of the retailers meeting, sees the specific problems of retailers and the lack of growth in the record business, as the two issues emerging from his meeting. Solomon will co-chair the meeting with John Cohen, president of Disc Records.

There’s no problem for the retailers Solomon told Cash Box, “although John (Cohen) and I were taking the other day, and we’re going to try and put a few ideas down to try and glide it along. But it’s strictly a free discussion sort of thing. He foresees two key issues emerging. One, the meeting is designed to see if we can get collective ideas on what problems face the retailers, are unique to the retailers. But where I want to take the meeting myself to get it on a more

Racks: Discounts

NEW YORK — “I think what they’re going to bring up is going to bring up,” explained Louis Kweker, executive vice president of the Handelman Company, and chairman of the rack jobbers meeting. “We had discussions last fall on functional discounts and advertising at the San Francisco meeting, and I think we’ll have more discussions along those same lines this year. But I would guess a wide range of subjects would be covered.

Beyond a brief mention of those two topics, Kweker refused to predict how the meeting would evolve or what other subjects might be discussed. “I don’t want to speak for the group on what the key issues are, I think that would inhibit the discussion. I want to talk about what’s on their minds. Asked where he would channel the discussion if, upon opening

Indies: Profitability

NEW YORK — Joe Simon, owner of Progress Records in Cleveland and chairman of the NARM Independent Distributors meeting, analyzed the issues from both the manufacturer’s and distributor’s sides. He indicated his company faces from 15 other distributors around the country he had contacted, and from manufacturers whose lines he represents.

“If you look at it from the manufacturer’s standpoint, the main thrust of all this is the subdistributor’s profit, or lack of it, in the retail business, and the whole area of marketing and promotion. And at three statements say the same thing, we must have new artists. Obviously, this year we’ve been very successful in breaking new artists if you look at Arista, UAA, A&M, Casablanca and so on and so forth.

‘And from the distributor’s end, the
Everyone at A&M warmly congratulates Captain & Tennille on their Grammy Award winning Record of the Year, "Love Will Keep Us Together"

...And we proudly present their 2nd album, "SONG OF JOY"

Includes "LONELY NIGHT" (Angel Face)
Produced by The Captain and Toni Tennille

ON A&M RECORDS & TAPES
ABC Signs GRT As Final Link In Worldwide Licensing Move
Canadian Deal Completes Restructure Of Foreign Distributor Affiliations

LOS ANGELES — ABC Records, Inc. has completed the signing of a major new licensing agreement with GRT Records of Canada Ltd.

The signing took place in Los Angeles following recent negotiations in which key executive personnel of GRT’s parent, U.S. corporation, GRT Canada and ABC Records were closely involved. Participating in contract negotiations from ABC were chairman of the board, Jerry Sieberts, executive vice president, Phoebe Snow, and vice president, John Brand, while from GRT were president, Stephen Diener, and Lee Young, Jr. general counsel. GRT executives included vice president Alan Baye and, chief operating officer of GRT in Canada was described as being on the agreement. Diener noted: “We are extremely pleased to announce our new association in Canada. After almost 20 years between GRT and ourselves, both in Los Angeles and Canada, we have convinced that GRT is the ideal selection to represent our objectives and labels in the important Canadian market. Throughout our meetings, Diener continued to develop a tremendous amount of respect for the aggressive nature of GRT’s organization. As one of the top 10 Canadian market, GRT has had very substantial success with both Canadian and American artists. Their organization is in an excellent position to start developing with $175,000 all the ABC labels in Canada. We are extremely committed to increasing ABC’s awareness and feel that this company best answers our objectives. Also, GRT Canada, through its new association with ABC is now able to market a broader spectrum of American music than in the past by nature of its smaller catalogue.

Practical Terms

In practical terms, Diener spoke of a “concerted program to get many American artists up there (in Canada), with considerable participation from ABC in the promotion of those acts.”

Diener emphasized that the signing of the GRT, Canada agreement represents a major link in ABC’s recent objective to associate itself with established major independent companies around the world via a market-by-market basis. ABC has previously been working through one major international organization in 80% of the world. During the first quarter of 1976, ABC has signed separate agreements with Columbia, RCA, and Decca.

Handelman Reports Nine Months Results

DETOUR, Mich. — The Handelman Company has announced that sales for the nine months ended January 31, 1976 were $195,244,000, compared with $184,750,000 for the nine month period ended January 25, 1975. Net earnings for the period were $2,503,000 or $.57 per share, compared with $4,233,000 or $1.97 per share for the period last year. Sales for the third quarter ended January 31, 1976 were $40,673,000, compared with $50,881,000 for the quarter ended January 25, 1975. Net earnings for the quarter were $1,370,000, or $.31 per share. Comparable figures for the third quarter last year were $415,000, or $.10 per share.

The figures for the quarter ended January 31, 1976 include the operations of Sieberts, Inc., a recently acquired subsidiary. Sieberts’ results for the nine month period include net sales of $341,151,000 and a net earnings of $263,000, and net earnings per share of Handelman Company common stock of $1.88 for the third quarter last year.

The proprietary products division, in augmenting its new RCA Camden line of licensed product continued its growth.

The Managers, Part II

Dee Anthony On Frampton: Performance Is The Key

NEW YORK — Dee Anthony is celebrating his 20th anniversary in the music business this year. He began as Tony Bennett’s road manager and then as agent for the company started by Jerry Sieberts, Bennett and other singers such as Jerry Vale and Buddy Greco. Anthony made the switch to the rock field some eight years later and became a service manager for groups such as Jethro Tull and Savoy Brown. From service manager, he moved over to promotion, which is where he has had his greatest success. Among the rock artists he has represented is Jethro Tull’s Ian Anderson, Emerson, Lake and Palmer, Ten Years After, Joe Cocker and Humble Pie. He has also worked for the careers of Gary Wright, Alvin Lee, Steve Marriot and Peter Frampton.

Suddenly Rise

With the sudden rise of Peter Frampton to superstar status, Cash Box wanted to know what role Anthony played in this success.

“My most important contribution to Peter was to show him that we have an opportunity to work together, that we have confidence and assurance, the perseverance and tenacity. That was most important, what I do in my business meetings as fast as I can,” Anthony explained.

Pickwick Shows Earnings Up

NEW YORK — Pickwick International, Inc. has announced today operating results for the third quarter and the nine month period of fiscal 1976. During the third quarter ending Jan. 31, 1976, sales increased 37% to $176,781,000 from $130,101,000. Operating income increased 37% to $7,628,000 and net income increased 37% to $3,243,000 from $2,374,000. In the nine month period, sales increased 7% to $195,341,000 from $182,206,000. Net income showed a growth of 30% or $6,962,000 as against $5,382,000. Earnings per share rose to $1.59 from $1.26.

In commenting on the company’s performance, C. Leslie Pickwick, president, stated that “the improvement in our operating income and earnings were a result of the continued efforts of management to increase sales and reduce costs. We have been able to achieve these results in a year marked by severe price pressures and economic environment was apparent in the third quarter as all basic operating groups produced sales increases over the previous years. Material improvement was made in the sales of our retail division which benefited from the early Christmas season in its history. In addition, we opened 36 free standing retail units during the nine month period and closed 17 unprofitable leased departments.

We are also pleased to report that our radio, television and distribution, division, which contributes the major portion of corporate earnings, has maintained its strong growth trend.

The proprietary products division, in augmenting its new RCA Camden line of licensed product continued its growth.

First Days Of 1976 NARM Schedule

Friday, March 19: From 9:00 a.m. until 5:00 p.m., convention registration in the Tower lobby. At 2:30 p.m., simultaneous rack jobber (Embassy Room), retailers (Scheherazade Room), and independent distributors/manufacturers meetings (Mezzanine Theater). From 7:00-8:30, presidential cocktail reception in the Cafe Cristo.

Saturday, March 20: 8:00 a.m. breakfast, followed by the opening business session at 9:00 a.m. at the Regency Room, east. The president’s message by Jac, Jacobs, president of NARM, followed by the keynote address by Arthur Taylor, president of CBS at 12:00 noon, in the Cafe Cristo, followed by the panel discussion “Music Markets of Tomorrow,” from 2:00 to 3:00 p.m. The cabana exhibit visit, followed by a cocktail reception and dinner, from 7:00 on.,
Arista Pacts With Haven For Manufacture, Distribution

NEW YORK — Arista Records has signed a contract to manufacture and distribute Haven Records, the label headed by the producers Dennis Lambert and Brian Potter. Lambert and Potter, the production and songwriting team who won Grammy Award nominations this year for "best producer" and "record of the year," are known for producing such records as Glen Campbell's "Rhinestone Cowboy," Tavares' "If Only You'd Told Me To Forget" and "Remember What I Told You To Forget.

The deal provides for Arista to distribute all Haven product and for Lambert and Potter to produce certain Arista artists. Ready for immediate release by Arista are "Hold On (To What You Got)", written by the Righteous Brothers and Willie Wilson's "My Ship.

Haven's current artist roster includes the Righteous Brothers, Gene Redding, Willie Wilson, Evie Sands and Rob Grill and The Grassroots. Evie Sands will go into the studio later this month to record material for Arista release.

Arista will handle all marketing and promotion of product but Haven, which will remain headquartered at 6255 Sunset Blvd in Hollywood, is currently re-structuring their in-house promotion department with an eye to complementing and coordinating with Arista's own men in the field.

PHILADELPHIA — For three days, from March 5-7, the Bicentennial city played host to the college radio community for the Intercollegiate Broadcasting System's 37th annual convention. In attendance at the 2000 convention were over 100 college radio personnel, 15 college radio performers, a new music director to take over with no clear knowledge of the station's record service staff. We inform a station when they are inactive and not receiving current releases. As soon as feedback returns we send them over to the active promotional mailing list.

On Saturday afternoon a banquet luncheon was held at the Marriott Hotel. WNBC-AM was attended by almost all of the convention participants. Arriving as late as 3 p.m., the brightly confused imus proceeded to tell the audience the story of his career. He was funny and colorful, but as a source of information, quite disappointing. Many people were left with unanswered questions.

Habitat suites were open each night. The hotel provided equipment with record, video cassettes and an overview of people. It was the perfect time to meet the people and put names and faces together.

Lesson In Communication

Overall, the 37th annual convention was a success. Independence 76 was a lesson in communication. It conveyed to those present that the college radio community is a strong entity that is here to stay, and that college radio should strive to be taken seriously in the world of record promotion. It was well organized and informative.

RCA Launches Denver Campaign

NEW YORK — RCA Records has created a total marketing plan around the theme "The John Denver People" which swings into effect this week. The new concentration centered on the March 29, hour-long ABC-TV special, "John Denver and Friends". The "friend" will be Frank Sinatra.

Others on the show include the big bands, will include Harry James, Count Basie, Ella Fitzgerald and the Tommy Dorsey Orchestra.

RCA's campaign will focus on the Domestic of Records. The campaign was created with the goal of giving one exposure. With the upcoming campaign in mind, the promotion department has been created to aid in the promotion of the new line of records.

One Stop Drop Out — Shown above is the Sound Unlimited one-stop in Skokie, Ill., which Cash Box exclusively reported last week had been destroyed by a fire of suspicious origin. The fire broke out at 7:30 p.m. on March 2 and one person was reported killed in the blaze.

700 Flock To Phila. For 37th College Radio Convention

Judy Libow added, "Being on the inactive list does not mean being dealt completely out of the system, but it may be difficult for college radio personnel because a new music director to take over with no clear knowledge of the station's record service staff. We inform a station when they are inactive and not receiving current releases. As soon as feedback returns we send them over to the active promotional mailing list.

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A DISCO SENSATION & AN ENGLISH SMASH

"PARTY DOWN"
by
WILLIE HUTCH
(M-1371)
The fantastic follow-up to "Love Power," already exploding at the discos and on radio playlists.
From his just-released album,
CONCERT IN BLUES (M-85431)

"IT SHOULD HAVE BEEN ME"
by
YVONNE FAIR
(M-1384)
Rush-released in America following its top-of-the pop charts success in England.
From her debut album,
THE BITCH IS BLACK (M-83281)

TWO MORE SMASHES FROM THE MOTOWN FAST BREAK

©1976 MOTOWN RECORD CORPORATION
MOTOWN IS DEDICATED
Executives On The Move

Holland and Seymour to Collition — With the reactivation of Collition Records under exclusive Atlantic distribution with Henry Airen as president, two executive appointments have been made. Eddie Holland has been named vice president of Collition with Deores Seymour as executive assistant. Holland was formerly in charge of all Atlantic R&B promotion in the midwest region, working out of Chicago.

Three High-Level Appointments At Casablanca — Neil Bogart announced three top-management promotions last week. Cecil Holmes is to be senior vice president. Larry Hostettler will become executive vice president and Dick Sherman to be vice president, sales. Homes and Bogart have been together thirteen years, dating back to Cameo-Parkway and Buddah where Homes was vice president. An original partner at Casablanca, Homes founded his own label, Chocolate City. In his new position he will focus more time on Chocolate City, as well as coordinate A&R/marketing activities for Casablanca's R&B product. Harris is also an original partner at Casablanca. He has been with Bogart for some time, starting as national album promotion manager at Buddah. He will direct and supervise Casablanca's overall marketing functions as well as coordinate administrative management activities along with Dick Sherman. Harris was the former director of west coast operations for Bei Records and then head of sales and marketing for Warner's. He will be in charge of all sales through the label's independent domestic distribution and exporters.

Vernon Gibbs Named A&R Director/Black Music For Phonogram, Inc./Mercury — Vernon Gibbs has been named to the post of A&R Director/Black Music. Gibbs will be based in Phonogram/Mercury's New York City office. In his new position, Gibbs is responsible for seeking out both new and established talent for the Mercury A&B. He will also work with Jud Phillips and Donna Haper of the east coast office.

20th LP Promo Post For Warren Duffy — Warren Duffy has been named national director of album promotion for 20th Century Records. Duffy reports directly to Harvey Cooper, label senior vp who made the announcement. Duffy, a 17-year veteran of ABC/Novo, has most recently with KDAY in Los Angeles. Working out of 20th’s new home office in Hollywood, Duffy will cover the L.A. and San Francisco markets himself and is currently coordinating a team of LP promo staffers throughout the country, to be announced shortly.

Bicentennial Music Exhibit At Kennedy Center Is Diverse

WASHINGTON, D.C. — Over 25 individuals, record and music publishing companies, and performance organizations have loaned a co-collection of music artifacts for a short-term exhibit — The Rock Music Scene — on display at the Kennedy Center for the Performing Arts. Sources diverse as CBS Records, Chet Atkins, re C. L. Allison, the Elvis Presley Enterprises, Merle Haggard and the Strangers, the Ronettes, SoundExchange, BMI and ASCAP have contributed memorabilia for the exhibit. Broadcast Music, Inc. loaned numerous samples of sheet music dating as far back as 1854, from its Car- Haven in Collection.

Private Stock Records Signs Jose Feliciano

NEW YORK — Private Stock Records has signed guitarist/songwriter/singer Jose Feliciano to an exclusive long-term, worldwide recording contract commencing upon the termination of his current recording obligation.

The company is rush-releasing both the soundtrack album and a title tune "Little Old Lady" from Columbia films' current release, "Bubba Ho-Tei," a Columbia film in current release for which Feliciano composed, scored and produced the score in conjunction with his wife, Janna Mervyn Feliciano. In which Jose appears in a cameo role in the nightclub scene. Jose received a 1975 Emmy nomination for his scoring, with Janna of the smash NBC-TV series, "Chico And The Man."

JOSE FELICIANO TO PRIVATE STOCK — Label president Larry Ultan, III, we comes artist Jose Feliciano (center), accompanied here by his wife Janna Mervyn Feliciano and his attorney (r) Mark Turk.

Goldberg Goes Indy

NEW YORK — Danny Goldberg has reigned as vice-president of Swan Song Records for more than two years with that organization. He will be forming his own company which will handle personal management and public relations. Goldberg will continue to manage singer-songwriter Mirabili and other clients.

Goldberg, in addition to heading Swan Song here, has also worked as a staff assistant for the rock music division of Sotiers and Roskin, and director of publicity for Fanfare Records. He is also a journalist who began with a record industry trade and has edited Circus magazine as well as having authored articles for other publications.

Executive appointments continued on pg 44

Executives On The Move
Their first single for ABC is also the first song they've recorded together on their own. Released last week, it's finding immediate acceptance all over the country.

"I Hope We Get To Love In Time"
Introducing Marilyn McCoo and Billy Davis, Jr.
Produced by Don Davis
On ABC Records
Indies: ‘Together’ In Some Circles

The biggest thing, without going into particulars, is profitability, and all those eight or nine things that come under it. A lot of the independent manufacturers and independent distributors are ‘working together more now than years ago. They’re talking to each other more frequently.

With one word, profitability, Simione correctly summarized all of the issues facing the industry, problems created under the present price structure, indy distributors find it nearly impossible to make a profit by distributing through ordinary retail outlets (what they are in business to do). The simple economics are that you cannot run any business on a 12% gross margin, the profit that the distributors get back (manufacturers, to around a $3.35 selling price by the distributors). For this reason, and the situation has been worsened in the recent past, distributors have been going out of business and fewer new ones are being created. The thing that would enable their distributors to become more competitive in the marketplace against the major labels, according to Simione’s statement on new artists. The indie manufacturers feel they need every penny of the $3.01 they charge, because the profit from their hits becomes the funds to invest in discovering, signing and developing the new talent. Often they see the talent as the lifeblood of the business, and this is especially true for many independent labels. The issue of profitability then, will probably include a discussion of all of these issues and problems. For the indie manufacturers and distributors all in the country and in the marketplace.

Colition Reactivated

Mayfield, Simione and some other people in the business will regroup in Colition, which would enable their distributors to become more competitive. Mayfield will be the head of the company. Colition’s goals include expanding its market share, as well as improving its profitability. The company is also looking into the possibility of forming partnerships with other labels to distribute their product.

Racks: 60% To 40%

The floor to questions, nothing were volunteered from the audience. Kwik Yellow responded, “If you know the rack jobbers, you’re not going to have that problem. I don’t have a shy audience.”

Subjects

But there are many other subjects for the Rack Jobbers meeting to discuss, including the new MCA account and price structure, and what it will mean to them individually. They have about $3.30 in their rack jobber’s accounts that they will buy. This subject will be part of the overall discussion on functional discounts, pricing etc.

There is also the problem of the rack jobber’s declining market share, and what the jobbers can do to reverse the trend. The Rack Jobbers meeting revealed that the rack’s share of the business was down to 40%, from 60% a few years ago.

Then there are the traditional problems facing the rack jobber: what to do about heavy retail competition, intensified in the past year and made worse by high discounting and store wars. The rack jobbers find an intolerable situation exists for them, due to the pressure from their customers, from other rack jobbers, and from the record stores for more money. More than other stores advertise them for. And the rack jobbers, who have with him one or two independently compiled surveys, by different manufacturers, that list the rack’s share of the business, are some of the rack jobber’s spokesmen.

Surfaces

This is just one of the problems facing the rack jobbers, and are a few of the many issues that can be discussed. But they just skim the surface. If Kwik Yellow is correct about not having a shady group, the rack jobber meeting will at least touch on these and other issues.

Scaggs Signs With Azoff’s Front Line

NEW YORK — Irving Azoff, president of Front Line Management, has announced the signing of Columbia recording artist Boz Scaggs to Front Line. Azoff has also signed a deal with Glendora Records, a label owned by Scaggs, scaggs, n.a.

The deal includes the release of Boz Scaggs’ new album, “The Art Of Tea,” and will be released by the label in all areas. Scaggs, a native of Texas, was one of the original members of the band Creedence Clearwater Revival. The deal will allow Scaggs to continue his own group and recording a series of critically acclaimed albums, which include “Boz Scaggs” and “Boz Scaggs Band,” “My Time,” and “Slow Dancer.”

Azoff, whose roster of other artists includes the Eagles, Dan Fogelberg & Fool’s Gold, Joe Walsh and Minnie Ripperton, will be announcing future recording and touring plans for Boz Scaggs shortly.

Letter To The Editor

Re: The 2 2 Billion Dollar Myth

It is about time somebody wrote an article for the non-professionals in the business to let them know the truth about just how big the record industry isn’t, so that we can all get a shot at making it what it should be.

Ross Solomon
The Tower Group

Traffic Is Platinum

NEW YORK — Island Records has announced a platinum record award for The Low Spark Of High Heeled Boys album by Traffic, for sales of over a million units.

Retailers: Problems

positive bent is how we can accomplish this. We can accomplish it if we continue to work together, how we can expand the business. That’s my direction.

It seems the lack of growth issue is going to be one that affects the entire industry, and not just retailers. We haven’t had any growth this business for five years. It seems to have gone into a state of decline, with the rack jobbers and is going to the retailers. And it is now our opportunity to come into centers of activity in the industry as a whole that we can make the industry grow. We can create industry growth through the growth of the created industry growth in the 60’s.

Better Shape

The retailer group, in turn, appear to face fewer current serious problems than either the racks or indy distributors. And the retailer’s share of market has increased, with retail chains proliferating, and retailer store openings increasing.

By the same token, the retailer quest for consumer cash has brought the same profitability difficulty to certain retailers that it has to independent distributors. The overall market is shrinking, increased market for some retailers comes at the expense of decreased market share for others. These two sources of increased competition (facing the same day, and the same time, as you sell music, by which they have been independently owned for years) are many questions. Nothing were summarized.

Traditional Problems

Retailers also have had, and will continue to have, problems that traditionally have been difficult to find solutions to. They include shrinkage, higher overhead costs, difficulties in inventory management, etc. The rack jobbers meeting will obviously provide the forum for discussion of these problems too.

Warner’s Lipuma Spans Many Fields

LOS ANGELES — Since joining the Warners’ a&r staff last year, Tommy Lipuma has produced a number of unique artists representing the broadest possible spectrum of popular music, including B.W. Stevenson’s Warners debut, “We Be Sannie,” the up and coming Brecker Brothers, with Ron Carter, Miroslav Vitous, Joe Henderson, and the “Art Of Tea,” the first Reprise album by Michael Franks. Franks’ follow-up album, produced in the second Reprise album by highly acclaimed vocalist Al Jarreau (to be co-produced with Al Schmitt) and the first album by a newly formed group composed of some of New York’s finest studio musicians. In addition, Lipuma is responsible for bringing the renowned Brazilian composer-conductor Antonio Carlos Jobim back to Warners, in “Jobim’s Urbu,” which was released shortly.

Lipuma came to Warner Bros from Blue Thumb Records, a company he headed for four years, producing the best-selling albums by Dave Mason, Mark Almond and Gabor Szabo as well as Dan Hicks and His Hot Licks.

Billy Butler To Gemago CHICAGO — Billy Butler, Jerry Butler’s younger brother, has been signed to a recording contract with Capitol Records, according to Marv Stuart, president of Capitol.

Billy was co-writer with Curtis Mayfield and Jerry Butler on many of the early Jerry Butler hits, and in recent years collaborated with many artists for the Butler Music catalog, handled by Chappell.

Donald Mayfield is looking forward to renewing the collaboration.
BLOODSTONE'S NEW THING.

Inspired, arranged and produced by Grammy winner Bert de Coteaux, and Tony Silvester.

"DO YOU WANNA DO A THING"

The new single that will make everyone wanna do a thing.

LONDON RECORDS & TAPES
#1064

Crystal Jukebox
Notice To Dealers And Sub-Distributors Re New Pricing
(Reprint Of MCA Letter)

Recently there has been considerable dialogue about the need to clarify the different functional levels in the distribution and pricing of phonograph records and tapes. The present distribution and pricing structure evolved as a result of legally valid competitive forces and progressive changes in the functions of distribution entities. These competitive forces and changes have created much confusion among certain customers as to the nature and reason for various price differentials among customers performing different functions in the marketing and distribution structure.

MCA Records, Inc. wishes to eliminate such confusion and, in conjunction with its representatives, has reviewed its customer account framework and has determined that as of March 31, 1976, certain modifications of MCA's pricing structure shall be put into effect. Specifically, customer accounts have been categorized according to certain characteristics and purchasing practices. Under such categorization, sub-distributors will be entitled to a functional discount, as stated below, which discount artists from the separate functions that sub-distributors perform in the market and distribution structure.

On the other hand, customers who compete at the retail level will be billed at a separate retail price and will only be entitled to 'cost-justification' discounts to the extent that those customers evidence characteristics and purchasing practices which actually result in cost-savings to MCA.

Accordingly, MCA has established the following pricing categories:

I. SUB-DISTRIBUTOR CUSTOMERS

<table>
<thead>
<tr>
<th>CUSTOMER TYPE</th>
<th>DESCRIPTION OF OPERATION</th>
<th>DISCOUNT PERCENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>07</td>
<td>Pure sub-distributor — rack/jobber — one-stop</td>
<td>Functional discount 6%</td>
</tr>
</tbody>
</table>

II. HYBRID (SUB-DISTRIBUTOR/RETAILER) CUSTOMERS

Predominantly a sub-distributor; however, some purchases are sold through retail entities in which the sub-distributor has an interest or ownership.

<table>
<thead>
<tr>
<th>DISCOUNT PERCENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Predominantly a 6% functional discount; however, a percentage of billing will be at the applicable retail discount (as provided below for retail customers) corresponding to retail (owned or affiliated) sales.</td>
</tr>
</tbody>
</table>

Predominantly retail; 'cost-justification' price; however, a percentage of billing will be at the 6% functional discount for sub-distributors corresponding to separate retail entities.

III. RETAIL CUSTOMERS

<table>
<thead>
<tr>
<th>DESCRIPTION OF OPERATION</th>
<th>DISCOUNT PERCENT</th>
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</thead>
<tbody>
<tr>
<td>Predominantly a 6% functional discount; however, a percentage of billing will be at the applicable retail discount (as provided below for retail customers) corresponding to separate retail entities.</td>
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</tr>
</tbody>
</table>

MCA is also distributing to all retail customers a "cost-justification" questionnaire to determine and update the extent, if any, to which such customers at the retail level evidence characteristics and/or perform purchasing practices which actually result in cost-savings to MCA.

The existence and extent of actual cost-savings practices, rather than the size of the account, shall control and determine whether any "cost-justification" discount shall be given to a particular customer in any of the following categories.

MCA will continue to update and review its customer account information to ensure that each account is billed at the appropriately applicable price category.

MCA Bombshell p. 7

Since the letter reflecting the new prices was received by CB so close to press time, it was difficult to contact rackJobbers, retailers or other manufacturers for their comments and reaction. But, David Lieberman, President of Lieberman Enterprises, commented MCA and wanted to "salute MCA for the new pricing structure, which should be more advantageous to retailers and distributors alike."

Cash Box Will Re-Print The Text Of The MCA Letter In Next Issue
FREDDY FENDER CHART BUSTER
OUT OF CHUTE NO. 1 A ROCK 'N' COUNTRY SMASH
"YOU'LL LOSE A GOOD THING"
DOA-17607

POP
BILLBOARD 43*
CASHBOX 49*
RECORD WORLD 66*

COUNTRY
BILLBOARD 5*
CASHBOX 15*
RECORD WORLD 7*

THE HIT SINGLE FROM HIS LATEST ALBUM

Rock 'n' Country
DOSD-2050
That’s Right – The Hudson Brothers Are Recording Artists

LOS ANGELES — There's a faster way of getting a smirk off your neighbor in this town — just ask to borrow a cup of prunes. That is, walk down the streets of Tin Pan Alley West and tell the first person you meet, "What do you think the new Hudson Brothers single has got to be? Sure, this is Hyde City, but there's more to this story than meets the press release.

Information

In fact — sorry Rogers & Cowan — the problem of the Hudsons runs deeper than a mere flow of information. The boys suffered, according to this doctor from an acute form of the aerospace syndrome, the same disease that keeps engineers from feeding their families since rocketeers aren't taking off from the Cape like they used to. The malady is called "overqualification." Coupled with a slick ability to cope with television, film, stage and recording circumstances, the condition not only creates confusion within those the patient comes in contact with but jealousy and fear as well.

Jealousy is what I felt the first — and only — time I ever saw the Hudsons perform on a summer TV replacement series while in Las Vegas some time back. Here were three brighter than white entertainers, obviously younger than myself, singing, playing instruments and having a good time, damn it, right up there on the tube! Why should this bother me? Because they didn't look like they'd done any starving in order to get there. Because they looked middle class. Because they were too close to home and it bothered my ego to identify with them. Nevertheless, they had scored and far be it for me to bemoan someone else's success. After all, I make my living writing about things like that.

The confusion factor didn't become obvious until recently. However, when a very hot recording crossed my desk as singles reviewer for Cash Box, it separated itself from most of the others in a subjective fashion, admitted, but in a way I would hesitate to qualify. The only words that seem to qualify "Spinning The Wheel" as anything other than an automatic store smash are those found on the label copy, reading: "Hudson Brothers And that confuses me.

The two worlds of music and television don't match, they don't move together," ponders Bill Hudson. "You've got to take a different approach,..."

The Hudsons, as singles reviewers for Cash Box, held the same reaction to "Spinning The Wheel" that all the kids did. But if the kids have to say they understand, to the publicity they've been given in teen magazines.

"We don't hate it. Those kids are smarter than everybody thinks. The problem is that everybody is sophisticated.

And it's pseudo-sophistication. Kids will walk across the street to see something because they aren't inhibited. Their minds haven't been raped by social pressures. They like it, they go and see it. They don't care if it's Frank Sinatra, Led Zeppelin, Elton John, David Cassidy, it doesn't matter. You problems lie with people over our age because we're all trying to be cool. And that's putting it mildly. While your little sister may like the Hudson Brothers and your parents may like the Hudson Brothers, your 18-25 age bracket is going to reject the same things the rest of the family likes. That's the period you formulate your own ideas — not those of your mother or sister.

Does the same fear of independent thinking get in the way of radio programmers? Apparently, it is. If we're trying to participate in the bubblegum image that programmers hold in regard for? What do the Hudsons have to say about the publicity they've been given in teen magazines?

"We don't hate it. Those kids are smarter than everybody thinks. The problem is that everybody is sophisticated. And it's pseudo-sophistication. Kids will walk across the street to see something because they aren't inhibited. Their minds haven't been raped by social pressures. They like it..."

"...there's a problem with people of our age because we're all trying to be cool. And that's putting it mildly. While your little sister may like the Hudson Brothers and your parents may like the Hudson Brothers, your 18-25 age bracket is going to reject the same things the rest of the family likes. That's the period you formulate your own ideas — not those of your mother or sister..."

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Last month in New York
Warner Bros. Records
sold its Soul...
and we'd like to thank those
who made it possible

CALIFORNIA SOUL

Ashford & Simpson
George Benson
Alice Coltrane
First Choice
Graham Central Station
LeRoy Hutson
Impressions

Al Jarreau
Pat Martino
David 'Fathead' Newman
David Sanborn
The Staple Singers
Miroslav Vitous
Dionne Warwick

NEW YORK CITY
BEACON THEATRE  FEBRUARY 26-29
**MAJOR HARRIS** *(Atlantic 45-32311)*

Jealousy, (3:41) (WMOT/Sacred Pen — BMI) (J. Jefferson, C. Simmons) — a long, slow ballad. It seems like the song is left over from the Majors' new LP, with a quit sound from the record. This new one has been mixed and the sound is much better. Harris takes this ballad and gives it a slightly different feel. The melody is beautiful and grooves along like Stevie Wonder's best efforts.

**PRETTY THINGS** *(Swan Song SS 70107)*

It Isn't Rock 'N Roll (3:17) (Sole Survivors — ASCAP) (Povey)

It might not be rock 'n roll, but it's got a good beat, and you can dance to it. The first single from their new LP, which is due out about a month ago. This new one has been mixed and the sound is much better. Harris takes this ballad and gives it a slightly different feel. The melody is beautiful and grooves along like Stevie Wonder's best efforts.

**THE CHOICE FOUR** *(RCA JH 10602)*


An insistent drum never lets go of the beat on this tune. Add that to the strong vocals, trading off lead, and you've got a great disco and r&b tune. The strings, which are really just melodic guitar riffs, are a real bonus here. McCoy, who had the "Hustle" not so long ago, produced this one. Flip: No info. available.

**ANDREW GOLD** *(Asylum E45307-A)*

Heartaches in Heartaches (3:14) (Lucky Lu — BMI) (A. Gold)

Andrew Gold has gained a lot of exposure, first as the guitarist for Linda Ronstadt, and now, fronting his own band on her most recent tour. The single, the second pulled from his debut LP "Andrew Gold," should do well in all pop markets. It's an excellent tune, kind of country-rock and well produced by Charles Piotkin. Flip: No info. available.

**MELBA MOORE** *(Buddah BDA 519-N)*

This Is It (3:07) (Van McCoy/Warner-Tamerlane — BMI) (V. McCoy)

Melba Moore has turned in a single that will make waves in the pop marketplace. It's a catchy tune with a smooth, melodic arrangement. The production by Van McCoy has a disco feel and yet, there's something more, a depth of musical feeling rare in a pure disco record. Flip: No info. available.

**ROY SMITH** *(Green Menu Records GM 1003-A)*

The Love of Her Life (2:56) (For United Artists — BMI) (B. Martin, H. Jerome)

This is a hot & r&b cover of an old tune. The arrangement is super and Smith can really sing. He never lets up; even in the quieter passages the energy is right on the mark. Music directed, check this one out. Flip: Goouth (3:24).

**THE NEW VENTURES** *(UA JH 784-EN)*

Moonlight Serenade (3:22) (Robbins — ASCAP) (P. Parish, G. Miller)

The band really cooks along on this disco-flavored number. There's a lot of sizzling going on — saxy and guitar — in the framework of a good arrangement. Should hit the dance clubs with great impact. The vocals are like live wires; "Here comes the sunlight!" Here comes some heavy r&b play too. Flip: No info. available.

**DENNIS COFFEY** *(Westbound WT 5020)*

Finger Lickin' Good (3:18) (Bridgeport — BMI) (D. Coffey)

This record has already been picked up by a lot of r&b stations throughout the country. And rightly so. The musicians playing on the record put everything into it — there's a terrific wah-wah guitar and horns. Should be a disco favorite as well. Flip: No info. available.

**ARNOLD & THOMPSON** *(Arista AS 0178)*

Why Don't We Live Together (3:23) (Chappelle — ASCAP) (Galdston and Thom)

This is a cover on the winning tune at the American Song Festival. Arnold and Thompson have done well with this one. This tune has a great arrangement. The chords are interesting and the vocals are distinctive. The production by Vini Ponzio. The strings are really good, taking the catchy melody for a break Here's a special word here, the vocals seem supercharged. This will be a top hit! Flip: No info. available.

**JACKIE ROBINSON** *(RCA America 7P618)*

Movin' Like A Superstar (3:34) (U.S. Arabella — BMI) (Dion Donder)

A low-down funky bass and fast chord guitar starts this tune off on the right track. There's a great beat and the song builds well, working up tension that is a hook in itself by the end of the song. This will definitely be grabbed by r&b stations.

**TERRY MELCHER** *(RCA JA 10587)*

Fire In A Rainstorm (3:00) (Landers and Roberts/April — ASCAP) (M. Hazlewood)

Melcher has been around and has delivered more than a few hits. This record is a very full sound, and the vocals are professional. This should do well in all markets. His work with the Beach Boys and general notoriety should inspire some interest here. Give this one a chance. Flip: No info. available.

**THE HEYETTES** *(London 5N-232)*

The Fonz Song (2:25) (Adamo — ASCAP) (F. Fein)

Yep, this one's about Fonzie, the character on television's "Happy Days." It's got a fitting theme, and although it's only through the lyric, the music is generally upbeat and well produced. With the right airplay it could get that hit. A.M. jocks will love the motorcycle sound effects. Flip: No info. available.

**MARC ALLEN TRUJILLO** *(Private Stock PS 45 072)*


This is a strong ballad written by the team that just won the American Song Festival grand prize. Trujillo sings the tune with feeling and wraps his talent around the plaintive lyric when he is left to fend for himself. The song is about the yearning to get back to a girl he has never seen again. This should be a major favorite, and pop as well. Flip: No info. available.

**ROSSTY KIND** *(Columbia 3-10390)*


Rosstyn Kind is back with a ballot about a secretary in a recording studio who leads a lonely life but loves to hear the music. It's a great story and Kind sings in fine voice, and the music is a pleasant contrast across the arrangement. The song is slick and pleasing to listen to. Already getting FM play, AM music directors should add this one too. Flip: No info. available.
As they ever continue to grow and change, the Lettermen step into the realm of country music and interpret some of the major songs that have become country standards:

For The Good Times, Loving Her Was Easier, Today I Started Loving You Again, Country Roads, Storms Of Troubled Times, The Last Thing On My Mind, Before The Next Teardrop Falls, I Can't Help It (If I'm Still In Love With You), Kiss An Angel Good Mornin', and Leavin' With The First Light

Produced by David D. Cavanaugh and Tony Butala
LIVE - Robin Trower - Chrysalis - CHR 1089 - Producer: Geoff Emerick and Robin Trower - List: 6.98

As proclaimed as Robin Trower has been in the studios, it is his live performances that showcase his true abilities as a musician. Hence “Live” allows the listener an insight to the subtleties that a musician goes through on stage. Spur of the moment progressions go hand in hand with the expected turns of Trower’s songs. Trower’s affinity for the FM airwaves should continue with this album. Top rock/blues forays include “Little Bit Of Sympathy,” “Too Rolling Stoned” and “I Can’t Wait Much Longer.”

SLICK BAND - Earl Slick - Capitol ST 11493 - Producer: Harry Maslin - List: 6.98

“Slick Band” is an effective mirror of what good rock and roll has always been. Punchy lead riffs by Slick and bluesy vocals by Jimmie Mack work well over a rock hard rhythmic ground while the economics of each cut makes for instant comprehension of an image raw but with pop underpinnings. AM shots are sure while FM outlets may also want to get their rock and roll feet wet. Top cuts include “Heaven Couldn’t Find,” “The Way Down” and some hot riffing in store on “Star Of The Street.”


The light and dark shades of down home rock and blues gets a clear musical airing on “The Wetter The Better” by Wet Willie. Instrumentals and vocals alike benefit from a southern fried coating that serves to magnify the soul and rock based roots of the music. AM possibilities here while the straight ahead rockers could find FM homes. Top cuts include “Comic Book Hero,” “Ring You Up, Baby Fat” and an all-out rauncher in the guise of “No, No, No.”

BICENTENNIAL GATHERING OF THE TRIBES - Buddy Miles - Casablanca NBLP 7024 - Producer: Buddy Miles - List: 6.98

Buddy Miles penchant for driving soul and funk continues in appreciative doses on “Bicentennial Gathering Of The Tribes.” Buddy’s gospel tinged vocals and instrumentals on the high side of polished combine for a constant series of movers as well as reflective moments. AM possibilities are here as well as instant soul outlet acceptance. Top listeners include “I’ve Got To Be Me,” “Won’t You Be My Friend,” “Where You Gonna Run To Lady” and “Grecian Lady.”

ON THE ROAD - Jesse Colin Young - Warner Bros. BS 2913 - Producer: Jesse Colin Young - List: 6.98

The image of Jesse Colin Young as just another folkie is happily laid to rest on “On The Road.” Elements of blues and melodic strains of jazz and big band revolve around an almost transparent folk segment while Young’s down home vocals add that all important touch of believability to each song. AM, FM and easy listening rats should do right by this album. Top listeners include “Have You Seen My Baby,” “Wakin’ Off The Blues” and the mellower moments of “Peace Song.”

THE STORY SO FAR - Rory Gallagher - Polydor PD 6519 - List: 6.96

The searing guitar licks of Rory Gallagher have always stood a monument to the best of rock and blues. No frills. No punches pulled. Just gut level music. Some of Gallagher’s best has been re-packaged and, needless to say, it’s stood the test of time. Vocals and lead lines are appropriately tortured and in the finest tradition of the genre. FM acceptance is assured. Top listeners include “Walk On Hot Coals,” “Too Much Alcohol” and a lightning workout on “Cradle Rock.”


The forces of science fiction and heavy metal combine on side one of “2112” by Rush to tell a valid and melodic tale of possible things to come. Side two is more melodic metal of the same tightly ethereal strains. As always Geddy Lee’s pitched vocals add a foreign cover to the proceedings while the aforementioned subtleties enhance the effective FM appeal while showing his way all the way with outside chances at AM lists. The story/song is a definite coheisive listen as are “A Passage To Bangkok” and “Tears.”

DREAMBOAT ANNIE - Heart - Mushroom - MRS-5005 - Producer: Mike Flicker - List: 6.98

Folk-bluesy pop and a bistre middle of the road blues/rock approach are the telling strengths on “Dreamboat Annie” by Heart. Both lead vocals and light instrumental backings have found a middle ground of rock and pop and the auger works to a T on both ballads and movers. AM cuts are assured while easy listening outlets might also want to try. Top cuts include “How Deep It Goes,” “Magic Man,” “Soul Of The Sea” and a genuine hard approach on “Crazy On You.”

JANE III - Janie - Capitol ST 11425 - Producer: Gunter Korber - List: 6.98

Jane III is a spacey mixture of a whole lot of influences that is brought into cohesiveness via a haunting wrap. The elements of rock, blues and an outer reaching of heavy metal, guided through a series of sculpted movements, aided and abetted by vocals that are appropriately subdued. FM adds are assured while easy listening stations can pick up a few. Top listeners include “Mother, You Don’t Know,” “Early In The Morning” and the blue/meta power of “Comin’ Again.”

NADJU’S FOOLS - Slade - Warner Bros. BS 2598 - Producer: Chas Chandler - List: 6.98

Slade’s reckless abandon approach has taken a decidedly laid back stance on “Nobody’s Fool.” To be sure the rock is still around in abundance but, equally present, are pop subtleties and a couple of genuine melodic moments. Some AM shots could be afforded a couple of cuts while some scattered FM shots are not of the question. Top listeners include “All The World Is A Stage,” “Pick Up Your Troubles,” “Get Oh On Up” and a raunchy rendition of “Do The Dirty.”


Oskar’s is an instrumental journey through influences both familiar and exotic. With Oskar’s harmonica as the music’s spearhead, each passage is an unhurried, well paced movement. Blues and latin subtleties play an important part in each bit of music as the all encompassing ease of each score makes telling points. Easy listening and soul stations can pick and choose. Top cuts include “The Immigrant,” “Down The Nile” and the melodic quality of “The Promised Land.”


“Come As You Are” by Ashford and Simpson is a lyrical journey through various musical influences. Sweet soul, the earthier elements of funk and an overall movable beat make for a diverse balance that allows for a healthy showing for each. The messages are quick and to the point. Soul stations are easy pickups while easy listening progresses should do likewise. Top cuts include “Somebody Told A Lie,” “It Came To Me” and “If I Come, It’ll Come, It’s Come.”
BILL WYMAN'S NEW ALBUM "STONE ALONE"
ON ROLLING STONES RECORDS & TAPES
PRODUCED BY BILL WYMAN
DISTRIBUTED BY ATLANTIC RECORDS
The mildly suave, emotion filled vocals of Lisa Hartman are an instant hook on this album as effec- tive lyrical delivery makes the most of ballads and subtle pop numbers. Ms. Hartman's singing carries with it an overall ease that, when combined with specific instrumen- talisms, makes for an entertaining light AM possibilities as well as easy listening and a couple of country cuts. Top listens include "Somebody Been Lovin' Her," "So Glad I Found You" and "Room Without A Door."

RECYCLED - Nektar - Passport PPS 9811 - Producers: Peter Hauke/Nektar - List: 6.98
"Reincycled" by Nektar is a classical/rock tour de force. Elements of many musical influences swirl in a constantly moving and creative mass while flickering vocals add exotic flavor and dimension to the band's outpourings. There's some subtle tie-in to Yes and ELP but the band's musical identity is strictly its own. FM and progressive stations are sure to add. Top listens include "Cybernetic Consumption," "It's All Over" and the crisp instrumental bridges in "Automation Horrorscope.

"Radio Radials" by Greasy Wheels is an ode to country music a bare roots reality to mix effec- tively with other influences. Elements of purest swing and mountain music move around blues and ballad forces in an engaging and simplistic manner as both vocals and instrumentals effort- lessly carry the weight. Easy listening, country and possible FM shots here. Top cuts include "Can't Get Her Off My Chest," "Dirty Old Man" and "Billy The Kid Next Door.

BOOGA BILLY - Gary Hill/Capitol ST 11506 - Producer: Ken Mansfield - List: 6.98
Gary Hill's always had an uncanny ability to combine hill and country music with other semi- related influences and make the combination work. "Booga Billy" is a continuation of that pro- cess as some really down home greasy blues make the country rounds. Vocals are appropri- ately back room while instrumentals carry the perfect blend of country and blues. Country station- ars are a cinch while pop chances also loom large. Top listens include "Midnight Train To Boston," "Mona" and "Full Moon Makes Me Crazy.

The debut album by Phil Cody is a free flowing exercise in the merging of vocal and instrumenta- lity, simplicity. Cody's direct lyrics and natural vocal delivery are to the point and, as a result, make up tempo and reflective ballad numbers always attractive and entertaining in a finely sculpted way. Sure easy listening outlets while AM hits stand an outside chance. Top listens in- clude "The Rise And Fall Of Practically Everybody," "The Adventures Of A Boy-Child Wonder" and "Tears Behind A Smiley.

LADY BUMP - Penny McLean - Atco SD 36130 - Producer: Michael Kunze - List: 6.98
Orchestrated disco with added accent on lead vocals makes strong listening points on "Lady Bump" by Penny McLean McLean's singing, with a most subtle aside to country, turns each song into a full bodied entity that works skillfully in a moderate pop vein. Instrumental backings are effectively sparse and to the point. Pop and disco possibilities here. Top listens include "The Wizard Bump," "Smoke Gets In Your Eyes" and a moving version of "The A-B-C Of Love.

VOYAGE OF THE ACOLYTE - Steve Hackett - Chrysalis CHR 1112 - Producers: Steve Hackett and John Acocella - List: 6.98
"Voyage Of The Acolyte" by Steve Hackett is what happens when diverse musical elements coalesce and augment well. Riffs of futuristic jazz and keyboard runs harkening back to a medieval set- ting form an instrumental panorama of passages that wax subtle and aggressive as the musical moment suggests. FM outlets are assured and progressive classical stations will find certain cuts a welcome addition. Top listens include "Lick Of Wands," "Shadow Of The Hierophant," and "A Tower Struck Down.

"Soul and funk at its finest abound on 'Don't Let Up'" by The Olympic Runners. A tight rhythm base anchors some crisp guitar licks while the traditional elements of R&B and soul make for the logical balance. A decidedly pop aura hangs over the proceedings and adds more than the ex- pected interest factor to each cut. Soul, R&B and pop stations should get down on this 45 disk. Top listens include "Party Time Is Here To Stay," "Back On The Track" and "Out Of The Ground.

The elements of country, folk and a mellow un- derspinning of an easy musical listen on "Rockin' Chair" by Jonathan Edwards. Edwards' plaintive vocal tones are the perfect vehicle for lyrical messages comprehensive while not overwhelming. Instrumentals remain economic while providing a solid backbone. Easy listening and country items abound on this disk and radio outlets should be pleased. Top listens include "Hearts Overflowing" and "Song For The Life.

THIS IS IT - Melba Moore - Buddah BDS 5657 - Producer: Van McCoy - List: 6.98
It's a mixture of soul and disco influences that combine for an even musical flow on 'This Is It' by Melba Moore. Ms. Moore's clear, pop-tainted voice adds the obvious balance to the looseness of instrumentals and, in the finest soul sense, de- liveries with drenching hooks. R&B and disco outlets will jump on this record. Top listens include "Make Me Believe In You," "Blood Red Roses," "Lean On Me" and the moving experience of "This Is It.

FARTHER ON - Bo Donaldson And The Heywoods - Capitol ST 11501 - Producers: Mike Chapman and Nicky Chinn - List: 6.98
Bo Donaldson And The Heywoods, on "Farter On," have opted for a polished and more mature approach to pop. Vocals on the more up tempo cuts are gritter for that believable feel while instrumentals on all songs have taken on a new-found depth and body. Easy AM action across the board. Top listens include "Bit Off More Than I Could Chew," "Never Can Tell," "This Is Your Captain Calling" and the part- ing aside to Sweet on 'Teenage Rampage.

AIN'T IT GOOD TO HAVE IT ALL - Jim And Ginger - ABC ABCD 938 - Producers: Jim Hen- dricks and Ginger - List: 6.98
Some good easy listening, a touch of the blues and a slice of rhythm & blues. All are present in abundance. "Ain't It Good To Have It All" by Jim and Ginger. Crisp instrumentals and dis- tinctive harmonies share in a neat perfect musical balance. Easy listening, country and an outside shot at top for this disk. Top listens include "The Worl Falls Into Dream," "Ain't It Good To Have It All" and the free flowing nature of "I'll Never Get Enough Of You.

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WNCI — Specific Demographic Programming + Phone Research = Ratings Success

by J. B. Carmicle

LOS ANGELES — Broadcasting to a specific demographic group is certainly nothing new in the field of radio, but programming as a result of fervent research is something becoming more and more prevalent in stations of all size markets. Last week in this column we dealt with KOME, a San Jose, California FM progressive outlet and that station's role in the station's role in this kind of research as an input into programming the station. This week, Cash Box explores a different type of research done by a different type of station.

Improved Format

WNCI, Columbus, Ohio, is an FM rocker and yet in the fall, the station introduced a significantly improved format that was designed to appeal to the young adults and teens in the Columbus market. Very simply, the WNCI music philosophy is to play only the music the young adults and teens in the Columbus market want to hear and in order to determine what that target audience wants to hear about 7000 individuals are surveyed each week by the station.

"We have several different ways of going about this," E. Karl program director said when questioned by Cash Box. "We do get a sample of about 7000 people a week. Rather than just taking requests we do more research than that. We always ask for more than just a song title when we make our outgoing calls or receive incoming calls via the request lines.

Request Research

"We check to see first. The type is also very important. If the request is something like 'Sara Smirf,' by Hal & Oates, we ask the person calling if that is their favorite song. If they say yes, we'll ask for their second favorite song and then possibly go on to what the last album or single they bought was. That's basically how the request line works."

As far as the outgoing calls Karl spoke about the time and manner used for this venture. "Well, I do it when I have time and our continuity director does it when he has time. We like to see if our reports are continually accurate — if the correlation matches up between what listeners say and what happens at the actual record sources.

The 7000 figure actually counts not only the people who call in on request lines. We get a good percentage of cooperation on our call-in. We do not, however, receive any music requests that we can't find."

Karl continued, "In this independent record survey we'll usually make a call and ask the person who answers to think about their top five a-time favorite songs. You're never gonna get five songs, maybe only two, but usually those two are realistic and represent the true tastes of the person you are talking to. Usually we ask this question first, then tell them the survey is to find out what you listen to on the radio and ask them to answer it later. It gives them a chance to think while we're talking and allows us a little bit of time to recover. With this data we can get an accurate picture of the music we need to play.

The second question is usually geared toward what age group they are and then what station they listen to the most. We might ask what the last record bought was, then onto a question like do you buy albums or single product the most. They will generally say they purchase albums the most. By the way, from this survey and phone calls we also find that most people don't buy records at all. That's not surprising but from the people we talk to who do buy records, we get an estimate of what they buy and the frequency with which they buy.

Older Demos

One reason we initiated the incoming phone calls is that about 90 percent of all requests come from teens and kids. But we didn't want to eliminate the older demo group so we began taking requests in house. We find in fact we have request lines open between 11 a.m. and 4 p.m. while the kids are still in school and get a different consensus from housewives on the same questions which continued on pg. 35

New FM Action LPs

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

1. Kingfish - Round
2. Littlefeather - Pluto Cruise - A&M
3. Robin Trouver Live - Chrysalis
4. Silk Degrees - Doz Scaggs - Columbia
5. Fearless - Hoyt Axton - A&M
6. Locked & Wishbone Ash - Atlantic
7. Open Your Eyes You Can Fly - Flora Purim - Milestone
8. A Trick Of The Tail - Genesis - Atco
9. Any Road Up - Steve Gibbons Band - MCA
10. Aurora - Jean-Luc Ponty - Atlantic
11. Water The Better - Wet Willie - Capricorn
12. Art Of Tea - Michael Franks - WB
13. Sweet Harmony - Maria Muldaur - WB
14. Stargard - Epic
15. Voyage Of The Acolyte - Steve Hackett - Chrysalis
16. Live - Poco - Epic
17. On the Line - Jesse Colin Young - Reprise
18. KGB - MCA
19. Sound In Your Mind - Willie Nelson - Columbia
20. At The Sound Of The Bell - Pavlov's Dog - Columbia

 SENTIMENTAL O'CONNOR

Carroll O'Connor is pictured with KFI, Los Angeles personalities Hudson and Landry and station PD. Rudy Maugeri. O'Connor was at KFI to preview his new Audio Fidelity LP for the staff and for some on-air comments to listeners. Pictures to i are Maugeri, Bob Hudson, O'Connor and Ron Landry.

OSKAR SOLOS — Everybody was all ears as United Artists Records and Far Out Productions debuted Lee Oskar's solo album "A New York Electric Lady Studio Session." Oskar's debut UA album marks the first solo album ever done by any member of UA pop-soul powerhouse War. Shown smiling for the present camera are (from left) Larry Friedman, United Artists east coast publicity coordinator; Joe Goss, WKTV's air personality; Lee and Keri Oskar; UA's Gene Armond, Bob Marone, music director, WGNW, Wanda Ramos, program director. WBLS, UA promotion's Stu Sang, and Steve Epstein of Far Out

Station Breaks

Broad Street Communications Corporation announces an agreement in principle, pending FCC and respective Board approval, to purchase WSAIL-AM and WSSWM-FM, Burlington, Vermont.

Linda Rann, public relations director at WRAS, Atlanta leaves station and joins WETpcion, Gainesville, Georgia.

Jerry Lubin in as temporary p.d. at WWWW, Detroit replacing Paul Christy, who leaves the station.

Guesses this week on Earth News include Charles Schultz who discusses his comic strip, Peanuts, Jim Backus, voice of Mr. Magoo, and rock group Nazareth.

WMAQ, Chicago wins one of the most coveted awards in broadcasting, the Ohio State Awards for reporter Richard Goodwin. In part series of broadcasts on milk-dating and milk-selling practices in Chicago.

Rose Patti , effecting WELW, Willoughby, Ohio to join WWW, Cleveland as account executive.

KIAK-AM, Fairbanks, Alaska, becomes the first in the state to offer simulcast on radio waves from the Anchorage market to Drake-Chenuat's Great American Country.

Susan E. Bice appointed to executive assistant to Drake-Chenuat Enterprises and reports directly to Art Astor, executive vice-president and general manager.

Dom Fioravanti named vice-president and general manager of WMRM-FM, Philadelphia Metromedia progressive outlet.

Don Ogilvie returns to WELI, New Haven, Connecticut as commentator on the station's "Point Of View" show.

WCIF, Fredonia, New York college outlet sponsors Beatles spectacular first weekend in April. Plans are for a Beatles beer blast, movies, and 24 solid hours of Beatles coverage.

Bob Test in as new morning personality at KRBC, Abilene, Texas Test comes from KPJZ, Ft. Worth.

Mary Pendleton, md at KSPC, Claremont, California college outlet in as Intercollegiate Broadcasting System's Los Angeles regional director Ms Pendleton will work with Tom Holzer, KSCR, USC, and Scott Marcus, KCLA, UCLA on a western states regional conference for air college radio stations this coming fall.
SHERLOCK HOLMES HAS NATURAL GAS.
profile of the giants

1. **Disco Lady — Johnnie Taylor — Columbia**
   - KCW 14-14, WKL 27-14, KLF 5-3, KLX 17-17, WPT 12-12, KJY 14-14, WCX 17-17.
   - Live For The Weekend
   - It's Only About Love
   - Good Times
   - Can't Be Satisfied
   - I'm Gonna Love Me Again
   - When You're in Love
   - All Night Long
   - Never Can Say Goodbye
   - What You Gonna Do
   - Keep It Real
   - Can't Let You Go
   - The Love You Gave Me

2. **Right Where We Started — Maxine Nightingale — UA**
   - KJY 12-12, KLF 17-17, KWI 20-20, WRG 20-20, WPT 20-20, WCX 20-20, KEL 12-12.
   - The Way You Make Me Feel
   - The Night We Almost Were Married
   - She's Gone
   - I'll Never Be The Same
   - I'm Gonna Make It Right
   - Let's Take A Trip
   - A Woman Like You
   - I'm Gonna Make It Right
   - Right Where We Started

3. **Let Your Love Flow — Bellamy Brothers — WB**
   - Let Your Love Flow
   - I've Been Wrong
   - I Can't Help It
   - Wheeler's Back
   - She's in Love
   - Love Waterfall
   - You Win Again
   - Wheeler's Back
   - Let Your Love Flow
   - I Can't Help It

4. **Show Me The Way — Peter Frampton & A&M**
   - KJY 13-13, WCX 20-20, KII 16-16.
   - Show Me The Way
   - I'm In You
   - I'm In You
   - Show Me The Way
   - Show Me The Way
   - I'm In You
   - Show Me The Way
   - I'm In You
   - Show Me The Way

5. **New Orleans**
   - WB 20-20, WCX 20-20, KEL 16-16.
   - No New Additions

6. **WWE — Richmond**
   - KCX 12-12.
   - No New Additions

**radio playlists**
LOS ANGELES — This is the last installment of a three-part series about the problems and solutions for what is considered the major problem for retailers: defective records. The Cash Box talked to Sam Berger, vice president of Atlantic's Columbia Records, which owns and operates three large pressing plants in the United States: Brooklyn, Indiana, Santa Barbara, California and Pitman, New Jersey. It is the largest pressing operation in the country, employing thirty-one hundred people.

**Control and Assurance**

“We have 250 people working in quality control and quality assurance,” said Berger, talking from the Milford, Connecticut Columbia operations center. “Quality-control handles the product right from the start, when we get our raw materials. We conduct physical and chemical analysis at that point. There are inspectors involved in every part of the operation, testing records on the basis of statistical sampling. If one record is defective at sampling, then we check the whole batch.”

The quality-assurance phase comes in after production. “We use the same steps taken during the actual piloting and pressing were not in vogue. The product is watched carefully, but no one pointed out, all the way down the line.”

Apparently this strong quality control has been extremely successful for the company. “Our average shrink is very minimal,” Sam Berger said. “Four tenths of one percent of the total production.”

Last week Jake Danible of the Los Angeles Monarch Record Manufacturers told the Cash Box how his company’s shortage to hit the industry sometime in April. Csaba Hunyar, in the first installment of the series (CB 3/36), said that a shortage was expected to come around the Christmas season. What happens to a pilot that is piloted? Do you have to start all over? Can vinyl be bought at any price?

“It was almost impossible to get vinyl during the spring of last year,” said Berger. “Recycled vinyl can be used. Actually, some of its physical properties are enhanced when you do it right. It’s got to be handled properly.”

There are occasionally problems with the original acetate from the recording studio. “If the acetate was not cured properly, you can’t play the acetate to find out if it’s good.” Berger said. “It is not to be suspected would tear it up. It’s got to be mastered.”

**Record Club Response**

Columbia’s record club, in a unique position in that it receives direct consumer response. There is, in that operation, no middleman — records are mailed directly to the home, and feedback to the company about quality is just that much quicker. Columbia has a consumer complaint department that has been getting good response from members of the record club.

A mail-in system is another method that Columbia incorporates into its quality control system. This is done at the request of Columbia’s vice president of sales, John Satter. “This is used to check the actual quality of the finished product, or can be used as a reference tool.”

Columbia also manufactures blank tape. “This is an art and science,” said Sam Berger. “We have a machine that instantly on the electrical properties of the tape.”

Retailers Cash Box talked to expressed no real concern about the quality-control with tapes and had no customer complaints in that department.

“We’re very quality-oriented,” Berger concluded. “We try to make sure the consumer is satisfied.”

**Consumer Satisfaction**

Consumer satisfaction is indeed the ultimate goal of the operation of the business — it seems clear that one could not exist without the other. Each problem, then, for the retailer is to maintain the idea that customers do not adopt the attitude that the individual store is responsible for the defective record.

In fact, no one is responsible, blame cannot be assigned, at least to human beings. Technology is certainly a factor in understanding this problem. Records are getting better all the time, the state of the art is constantly reaching a new plateau. There are automatic presses with astounding capabilities, and continuous research into different ways to improve the materials. The volume of product, however, is so great that defective records are impossible to eliminate. Consider these is, that’s still five thousand records on a press run.

Aside from technology, the people who control quality in the plants and record companies must care about putting out a piece of product with high standards. Each record must be made with the same high-quality level in mind. Every step in producing a record is important in its own right. Considered the work more than just a job — a certain feeling of pride and pride was evident in their remarks.

Retailers should be careful, too, and determine records flat so that warping does not occur in the store. Most important, their defective return policies should incorporate expansion, checkers should be informed about reasons for warps and surface noise. A store will lose not only the customer if a record is immediately replaced and if the buyer understands the problem when he leaves the store.

**Unique Position**

In the tightest of many conversations. Cash Box heard a lot of stories about defective — wrong records in sleeves, wrong labels, wrong titles in sleeves, and so on. There was no warping coming in warped, three hundred pieces so badly bowed that they couldn’t be played, same scratch in fifty records, and every kind of mistake you could think of — all the way to plain misprints. Some are actually collectors’ items. For instance, some of the first shipments of Dylan’s *Blood On The Tracks* were just fine on one side, but the tip was a side of *The Buckinghams*.

The magnitude of the problem is different, depending on whom you’re talking to. It makes sense, because the people involved are working from radically different points of view. There are the small independent retail operation. Working on a limited budget, they do the best they can with the materials they are given. There are whole new producers, for a particular store than it is to the pressing plant that produced two hundred thousand pressings. On another side, the pressing plant keeps the defectives down to one fourth of one percent (the lowest figure quoted to Cash Box).

If anything, the problem is getting worse. It is estimated that 3 percent of all the people who think that some percentage slip out and winds up hurting the independent, it makes more work.

POUNDS WEST — Members of Led Zeppelin were voted — individually — “world’s greatest” at each of their instruments by fans responding to a Hot Licks Magazine record poll. The group won in all four categories of the contest, which took place last week to talk about “Second Step,” their new LP. Fowier is from a small town in Maine, Sherman from New York City. They have attracted almost cult following in New England and the group is expected to do very well in the West. They are described as a busy man at the moment. Between commitments to two motion pictures, a Bobby Goldsboro session for Dainty Diane and a rush request from Joe Layton to finish a sessions, they have had to turn down shows in England by the Rolling Stones, an offer of $25,000 for a West Coast tour, an offer of $10,000 for a New York City appearance.

**RETRACEMENT**

Last week’s claim that Poye’s Kendriers Spring had broken up was an inaccurate rumor, possibly generated by drummer Carson Michael’s trip to the coast for strict personal reasons. Once he’s back the group will return to business as usual.
And the winners are: RECORD OF THE YEAR—Love Will Keep Us Together; ALBUM OF THE YEAR—Still Crazy After All These Years; BEST R&B SONG—Where Is The Love; BEST COUNTRY SONG—Hey Won’t You Play Another Somebody Done Somebody Wrong Song; BEST ORIGINAL PICTURE SCORE ALBUM—Jaws; BEST CAST SHOW ALBUM—The Wiz; Plus 14 more!

The BMI writers responsible for this music are:

Chet Atkins
Larry Butler
Harry Casey
Ray Charles
Willie Clark
Earth, Wind and Fire
Richard Finch
Howard Greenfield
Billie Holiday
Kris Kristofferson
Van McCoy
Arif Mardin
Willie Mitchell
Chips Moman
Muddy Waters
Carl Orff (GEMA)
Eddie Palmieri
Gary Paxton
Oscar Peterson
Richard Pryor
Neil Sedaka
Paul Simon
Charlie Smalls
Billy Swan
Hank Williams
John Williams
Betty Wright

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MELLOW MANDRILL — Shown above are Ric Wilson md and Claude (Cofee) Cave while the two members of Mandrell recently appeared on the television show “Saturday Night Live.” John Tropia is leading the group. Tropia was on the show, and the other performers were陶尼 Peterman, and Tony George. The new LP, "Mandrell," is their most recent LP "Beast From The East" and their single "Lysso." Hot news on the street is that Aretha Franklin is going to do a special appearance on March 28 at the New Bethel Baptist Church in Detroit where her father and brother are pastors. Aretha is going to do her thing to help raise funds for the building of a new church.

ASHFORD & SIMPSON who knocked everybody out at the California Soul Show in New York a couple weeks back are set to appear at the Roxy in the near very future. The cute couple have a smash record on their hands. “I'll Come. It'll Come. It'll Come.”

Other hot new Warner product includes the new First Choice LP "So Let Us Enter Tiany," also on the look out for LPs by William D. Smith of "A Good Feelin."

Lee Fields, Gary Goham in from New York to say that the hottest happening this week in the discs is a new smash by Ecstasy, "Passion & Pain featuring Barbara Roy" entitled "Touch & Go." It's a stone-smash.

United Artists are hot to trot these days. They have the hits brewing and cooking. The Brass Construction LP is #1 with a spot this week. The Brass Construction single "Movin'" is also moving so fast that it should be #1 shortly. Other hot things happening for UA include "Hustle On Up by Hidden Strength," "Mornin'" by Ronnie Laws on Blue Note, "The Love Between" by Bobby Womack and "Moonlight Serenade" by The New Ventures. Gary's spies in the east say Smokey Robinson is tearing em up on his east coast tour. People cannot seem to get enough of Smokey doing material off his latest Motown release "Smokey's Family Reunion.

The Crusaders are currently working to finish their new LP before heading for the Montreux Festival.

Rudy Moreno, my Latin salsa says in central California called in to say that two records are creating havoc in the agricultural center of the world, "Deseo De Ti Amor" by Roberta on Fama Records is the #1 record in the area. Also "La Salsa" by Charo on Capitol is turning everybody on to hustle on up. "Do You Wanna Boogie" is going to be the next smash by the Brecker Brothers. Their newest LP "Back To Back" is a killer for Arista and this new single should go even higher than "Sneakin' Up Behind You." Also the guys are preparing to go out to the west coast for some dates real soon.

"We'll Be Together Always" is the title of the new Mike & Bill single on Arista which should also be out pronto.

One of the hottest jazz things to come along in a while is out and creating noise wherever it's played. "Once Over" by one of the jazzers is a killer. John has been a top studio man for years and is currently featured on the following current LPs: Paul Simon, Laura Nyro, David Ruffin, Stylistics, Van McCoy, Blue Magic and Harry Chapin. The LP "Tropicana" is on Marlin Records, distributed by T.L.P. Hot and new by the T.K. "Never Mind" by Miami, Snooky Dean, Ruby Wilson, Raw Soul Express, Foxy, and Sax Kari. More good music on its way from Florida.

The Ohio Players are in the Paragon Studios recording their new LP. No title or any word yet about the release date. "Sugarsuckle" will be out in the early part of April. By the way, for those who missed it last week, Heard a rumor that the Greyhound Bus Company is not happy that Mercury's sensational reggae group "Greenbush" has the same name. Also be on the lookout for new LPs by Coke Escovedo and the Delts real soon.

Chicago Records LP "Inside" by Snuff 'n' Ramjet and "Put 'Em Up!" by William DeVaughan. Chicago has come out with an R&B answer to "JunkFood Junkie." It's "Can't Survive Without My Sweets" by New York City. Also look for "You Broke My Face" by DiFosco and "Keep On Rollin'" by Ujima, to be sleepers of the year.

Received reports that the foster home was a smash in Manila recently. The guys did six SRO shows in a row and also received special gold medallions from the first lady of the Philippines. Mrs. Marcos for their musical contributions to the people of the Philippines. Also the group is doing a showcase show in Mexico City which was broadcast to over 35 million people in Latin America.

Sly Stone has a new single out on Epic entitled "Crossword Puzzle." Off his "High On Life" LP. Also have a new single out entitled "Kid And Say Goodbye." On Columbia. This is the second single which is an older single which they're using. More good for them. The Fania All Stars, the hot Latin/salsa group will present their rhythmical sounds in Madison Square Garden March 20 for the 11th anniversary of "Our Latin Thing." Special guests will feature the Temptations, with Joe Sample on piano. Also All Platinum looks to "Zoom" in the near future. First FRIDAY on the Bill will number two a smash in Manila recently. The guys did six SRO shows in a row and also received special gold medallions from the first lady of the Philippines. Mrs. Marcos for their musical contributions to the people of the Philippines. Also the group is doing a showcase show in Mexico City which was broadcast to over 35 million people in Latin America.

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additions to the R&B radio playlists

WYKO - COLUMBUS
Ringo Starr - Blue Note
K'rona, Elton James - Heavy Love
What You Need Baby/Hey Yo's Your Party - Capettes - Bang
Tasa All The Time You Need - Ray Ayers
Do It With Feeling - Michael Zager - Bang
KDAY - LOS ANGELES
Do You Want A Thing - Bloodhound - London
Love You For Sentimental Reasons - James Brown
Soul Train - Ojasia, Phil
Live For The Weekend - Ojasia, Phil
Thank You - Lionel Thomas
KYAC - SEATTLE
Thank You - Baby Dee
Make You A Happy Home - Gladys Knight &...
ABC Records Group Announces Twenty March Album Releases

LOS ANGELES— Jerry Rubenstein, chairman of the board of ABC Records, has announced the release of four albums in March. Heading the list will be the brand new album from Three Dog Night. The LP, "American Pastime," is full of the group's popular three part vocal featuring Chuck Negron, Danny Hutton and Cory Wells.

Rod Weatherly makes his ABC debut with "The People Some People Choose To Love." Produced by Jim Weatherly and Larry Dunn, the album features ten newly written songs and arrangements by studio ace Nick de Caro. Mike Bixler is the featured guitarist.

"The Faragher Brothers" debuts four Faraghers—Jimmy, Tommy, Davey and Danny—blue-eyed California souvenir. Produced by Vini Poncia for Richard Perry Productions, the album features nine Faragher originals and a version of Curtis Monroe's "I'm Right!"

Finally, Joe Walsh’s new album, "You Can’t Argue With A Sick Mind," is ready for release early next month. Walsh, the former member of the James Gang, will conduct the Moscow Chamber Orchestra, with the Moscow State Symphony performing "Tchaikovsky: Symphony No. 4." In addition, Walsh will perform with the Vienna State Opera Orchestra conducted by Carl Barshai and featuring pianist Eugene List.


HOLLYWOOD—Motown Record Corp has announced the formation of a special markets division whose specific areas of involvement will include the sale of album, direct mail promotions (encompassing Motown catalog product) to leading national advertisers, licensing and merchandising of non-record products utilizing the Motown name and Motown artists. Headed up this new activity will be Marty Weiss, who was previously general manager of the custom manufacturing and premium merchandising division of Capitol Records.

Weiss has announced the appointment of Billie Jean Brown as manager of operations (a.r., creative services and administration). Billie Jean has been with Motown since its inception and has held key managerial positions within the company.

Georgia Ward, a long-time staff member of Motown’s creative department, is appointed as administrative assistant to Weiss and Ms. Brown in the special markets division.

WB Holds Top Two Single Chart Spots

LOS ANGELES—Warner Brothers Records this week holds the #1 and #2 positions on the Cash Box singles chart with the Four Seasons’ “December 1963 (Oh, What a Night)” on the Warner Bros.-Capitol label (#1 with a bullet) and Gary Wright’s “Dream Weaver” (#2 with a bullet). It is the first such success for Warners this year.

WARD WINNING PRODUCERS FETED—Two of Atlantic Records producers were honored with the annual Recording Academy of Grammy awards. Jerry Wexler (with score composer Charlie Smalls) won for "Best Cast Show Album" for Atlantic’s original studio cast recording of "The Wiz" and Arif Mardin won as "Producer of the Year." The漾 two were presented with separate champagne parties. Seen above, in left photo, (l. to r.) Atlantic Records president Jerry Greenberg. Wexler, producer of the Broadway show "The Wiz" Ken Harper; Atlantic Records chairman Anatol Ertengut; and Columbia Records president Henry Allen. In photo right are Greenberg. Mardin and Ertengut.

WNCI: Unbeatable Success Story

A possible pitch can then be done to the advertisers saying "WNCI’s audience listens more attentively to WNCI because WNCI is broadcasting what the young adults and teens want to hear. The WNCI audience is in a receptive and positive frame of mind when your commercial is being played." By way of example is the fact that listening to the radio sometimes listeners hope or even wish that the station would play a certain song. On a sudden, the new playing is possibly the very one thought about.

“How did you feel when that happened?” is the question asked of the listener. “Just imagine,” says the pitch, “your commercial immediately following that experience.”

Station Value

“We have to sell the value of young adults to the major radio advertisers,” says Joe Schwartz, general sales manager for the station. “We depend on the attentiveness of our listeners as one main ingredient in selling the station. If the sponsor can be assured of this, it is a major asset to the potential sale of advertising time.”

CB inquired about the limited demographic WNCI is programming to and how it allows the sale of ads to advertisers who might seek out an advertiser or product other than geared toward teenagers and young adults.

“People are now overconfident of how affluent the young adult listener really is,” Schwartz replied. “If we want to sell an automobile traditionally geared to an older buyer, we realize that and explain in our presentation that young adults are current and future buyers. If we don’t get ‘em now we’ll get ‘em later. And if the listener is driving an economy car but antici-pated buying a larger more expensive model when his income allows he will keep the sponsor in mind because he’s hearing commercials geared towards — when you get ready, we’re there.”

Rating Success

This research and pitch have proven successful. Based on information in the Oct./Nov. 1975 ARB, WNCI target audience programming is working very well. Indeed, the station is number one in Columbus in reaching persons 12-34 in the total survey area and since the April/May 1975 ARB WNCI has realized its audience gains as large as 240 percent in the total survey area.

COLUMBIA SIGNS DR. FEELGOOD—Dr. Feelgood have signed an exclusive recording contract with Columbia Records. Their debut album on the label, "Malpractice," has just been released. They are currently on a tour of the U.S. and Europe with a U.K. tour in the fall. Show at the signing were (l. to r.): Arma Andon, assistant to the vice president and general manager of Columbia Records; Dr. Feelgood members Big Figure, John Sparks, Mike Johnson and Leon St. Thibault; and Bruce Lundvall, vice president and general manager of CBS Records.

Chamber Music For Winds And Brass—Balai/Pooit/Viila-lobos/Hindemith by the Leningrad State Philharmonic Wind Ensemble uses some of the most popular music for wind ensemble to date. The quality of the music has resulted in a number of performances and recordings.

Smaller, more intimate venues, such as churches and historical sites, have been frequented more frequently in recent years.

-CD-
Back Street Crawler
Sammie Hagar

Back Street Crawler (an Atlantic slammer) is a mirror of roots and influences from time to time, the band has pulled out both comprehensive and tutorial this night for the asking was rock and blues as it portrayed best. Hard and fast singing with the finesse of a star, he had just made the definitive lead lines of Paul Kossoff, whose every change tore holes in the preconceived notion of what's basic and true. That trait effectively extended itself to the remainder of the band as torturous vocals. The Texas earth showed their musical stuff...the valid counter to the ferocity of Kossoff's riffs was the keyboard dexterity of Rabbit. Jabs of classic blues bot- tomless runs alternated with more in- tended material, all delivered without detracting from an overall sound born of slavery. All songs ran logical courses and took turns with regularity. He had played there before. The Starwood was old music but hardly in the way. A similar yet slightly divergent stance was taken by second-billed Sammy Hagar. Known to locals as "The Jam" (the jams) ran a straight ahead rock and roll road, strategically laced with the blues that was his birthright. Performing playing on octave terms as a seemingly ad- equate blues/rock voice made unexpected shifts in delivery. The result was vocal support in subtle ways. Hager's music was balanced by a tight backing unit whose obvious seasoning did not keep them from making things interesting. And that dear heart is what rock is all about!

Fredrick Kendricks
TOTAL EXPERIENCE, L.A. — For the past dozen or so years, Circular has become the home for a couple of ex- Temptations. First David Ruffin and then Eddie Kendricks. Leaving a very successful group and going solo isn't an easy task but Eddie has made the transition beautifully by having his heart hit. His back-up falsetto voice is one of the prettiest around when backed by his group the E.K.'s and two beautiful and from the background instrumentalists. It's quite a show. Eddie has a new LP out on Motown and a single "The Way I Sing," out now. Both are titled "He's A Friend" and Eddie made many more friends in his ap- pearance at the local nitey. The show had a lot of songs that were the most pleasant was when Eddie brought up Melvin Franklin, Richard Street and Glenn Leonard. The funniest from the audience to jam on stage doing some of the great Tempt tunes. "Get Ready" and "Just a Little Over There." A couple of tunes from the medley. Medvin was in fine form as he shouted to every- one in the audience that he was there to enjoy himself. He even got his feet to boogie right next to the Starwood stage and go along with his smash hits.

David Sancious & Tone
OTHER END, NYC — Having released a brand new LP, "Soul's On Fire," earlier twenties. David Sancious is a rare one of his twenty years ago he was known as a member of the Springsteen core of fans as a creatively contributing member of the E Street Band. Now that Springsteen has attained large-scale popular appeal, Sancious is interestingly off on his own, pursing the music that obviously means very much to him. Sancious opened with the deep calliope-tones of "Summer Harmonies" from his first LP, "Forest Of Feelings," exquisitely phrased in masterful fashion by Sancious himself. He then introduced "Trans- formation (The Speed Of Love)," the multi-sectional, lengthy title side of his new LP, "Ocean Following is "Sky Church Hymn #9," featuring Sancious on the piano. The LP was mostly recorded at a studio in the same basement where many college productions were organized. Dedicated to Jim Hendrix, Sancious, playing on the piano is decided, influenced by the great electric master. He passed a blues heavy on the four- played with bottleneck slide, then chang- ing to a faster jazz-rock beat with feed- backs, "The Art Of The Heart," an acoustic piano solo, provided the interlude to a reprise with a forceful theme. "My Love," was written by bass guitar and Ernest Carter, from the original E Street Band on, percussion. "Waiting For The Sun" is a near-ly perfect instrumental. He and his fellow musicians complete a trio spiritually involved in pulling themselves together on the singer's next record. After "Horse.", "N.W. Night Train," and "Just A Little Over There," the evening concluded with a strong version of the Stax hit "Soul's On Fire." A new LP (Atlantic) due at the end of the month, "Soul's On Fire," is already making a strong impact in record stores everywhere.

Sarah Vaughn
Jon Lucien

ROXY THEATRE, LOS ANGELES — Miss Sarah Vaughn drew no less than a standing ovation last week as she displayed her prodigious and legendary vocal skills. Backed by an accomplished trio. Vaughn's professional stature was undis- covering in its depth of feeling. Certainly her voice is phenomenal, but perhaps more significant was her emotional caring she packed into each phrase, every nuance of tone was carefully and expertly varied.

Sarah Vaughn, performing at the Starwood, was a successful member of The Four Tops. Her voice was deep, rich, and full of emotion. She filled the room with her powerful singing, captivating the audience with her emotive delivery. Sarah's renditions of classic songs showcased her incredible talent, and the audience was left in awe of her performance. Throughout the show, Sarah's voice soared to dizzying heights, captivating the crowd with her powerful delivery. Her performance at the Starwood was a testament to her skill and dedication to her craft, leaving a lasting impression on all who witnessed it.

Thee Image
Duke And The Drivers

STARWOOD, LA — Thee Image, three- piece soul band, originally from Boston, recently visited Hollywood's Starwood recently, performing tunes that ranged from heavy metal to soul to blues. The group's influence was evident with keyboarding providing a melodic lead on all tunes. The band also used box type effect on several songs, with a heavy drum solo and powerful vocals to enhance the show's hopping fun. "Run To Me" and "Duke And The Drivers are different.

The group performed several of the music from their recently released LP, "Thee Image". On stage, hand signs that matched lyrics and a constant chatter at the audience that sounded like listening to a live album with 멜로디, 멜로디, 멜로디. The group's stage presence was impressive, and they kept the audience engaged with their energetic and dynamic performances. The show was a testament to the group's talent and their ability to connect with the audience. The Wee People of the World (Thee Image). They embraced the energy of the audience and responded with their own passionate performances. The show was a highlight of the night, with the group leaving the audience in awe of their musical prowess and stage presence. Thee Image's performance at the Starwood was a testament to their skills, and they left a lasting impression on all who witnessed it. The group's music was a perfect blend of soul, blues, and metal, and they delivered each song with energy and enthusiasm, leaving the audience excited and satisfied. The group's music was a perfect blend of soul, blues, and metal, and they delivered each song with energy and enthusiasm, leaving the audience excited and satisfied. The group's music was a perfect blend of soul, blues, and metal, and they delivered each song with energy and enthusiasm, leaving the audience excited and satisfied. The group's music was a perfect blend of soul, blues, and metal, and they delivered each song with energy and enthusiasm, leaving the audience excited and satisfied. The group's music was a perfect blend of soul, blues, and metal, and they delivered each song with energy and enthusiasm, leaving the audience excited and satisfied. The group's music was a perfect blend of soul, blues, and metal, and they delivered each song with energy and enthusiasm, leaving the audience excited and satisfied.
ABC Concludes GRT Arrangement

throughout the world.

We are already seeing tremendous feedback with this philosophy, offered Diener. "Our releases are increasing, our tours are increasing. The GRT agreement caps our ability to join in a concrete stand with the most aggressive companies around the globe. We know this to be true because we have examined just about every record company in the world and have come up with the cream of possibilities."

Other Majors

As with GRT the selection of other companies representing ABC in various parts of the world was based on personal meetings and discussions as to the needs of ABC in each specific market. Agreements in other major territories include Nippon Columbia in Japan and Ariola Eurodisc in the German and Benelux territories. Some of ABC’s other foreign affiliations signed toward the end of 1976 are, by geographical region, as follows:

Europe: Ariola Eurodisc GmbH (Germany, Austria, Switzerland, Benelux); CBS-Sugar SPA (Milan, Italy); Moviestar S.A. (Madrid, Spain, including Rough Records and publishers, who own — London, England).

Japan: Nippon Columbia Co. Ltd (Tokyo); Victor (Tokyo); Blue Thumb product.

Australia: RCA Ltd (Australia, including New Zealand); Bax Records Private Ltd (Singapore, Malaysia, including Hong Kong, Indonesia, Taiwan, Korea and Thailand); Victor Music Corp. (Australia, Philippines); Festival Records (Australia).

Canada: GRT Corporation of Canada Ltd (Toronto, Canada).

South America: Industria Fonografica Ecuadoriana S.A. (Guayaquil, Ecuador); SICamerica S.A. (Buenos Aires, Argentina); Gravacoes Elettricas (Sao Paulo, Brazil); Ricardo & Rolando Gioscia S.A. (Montevideo, Uruguay); La Discorea S.A. (Buenos Aires); Discos De Discos (Venezuela, Columbia); Discos Fermata Rldg. Ltda. (Sao Paulo, Brazil).

Central America: Discos De Centroamérica S.A. (Guatemala, including El Sardinero, Nicaragua, Costa Rica, Panama).

Mexico: Discos Musart, S.A. (Mexico); Discos Emex (Mexico); Discos Musart Producciones (Starbox App, Electra, Grammofon AB and Discophon OY AB, including Denmark, Norway, Finland and Sweden); Starbox App; Johnny Reimard Prod (Copenhagen, Denmark); Arne Bendiksens AS Norwegian Musik Prod (Norway); Discophon OY AB (Espoo, Finland); Electra Grammofon AB (Soa, Sweden).

South Africa: Sabre Record Company (Pty) Ltd (Durban, South Africa, including S.W. Africa, Lesotho, Swaziland, Botswana, Rhodesia, Zambia and Malawi).

Mid-East: CBS International Records (Israel, Greece, Lebanon, Syria, Turkey, Northern Africa and Egypt).

Diener said: "The GRT contract was one of the last we signed rather than one of the first because the decision was so monumental that we wanted to make sure we had people that could really deliver. The decision was so important that what we asked for that month or for month or for two "lost" in negotiations. It was a long-term/short-term decision. The GRT deal is a decision that is making our selections was again, colossal. The entire list you see here, however, represents the giants of all territories involved."

The Columbia Tower

Last week Bruce Lundvall, vice-president and general manager of Columbia Records announced the acquisition of Oakland super group, Tower of Power. The group, which is currently doing some special appearances for the group in the near future will be entering the studio in the near few weeks to start recording their first album for Columbia. Pictured here, (l to r): Lundvall; Don Ellis, vice-president of &C Columbia Records, west coast; Doug Sohn, Frank Prestia, Bruce Conte, Hubert Tubbs, Greg Adams, Mic Gillette, Lenny Pickett, Emilio Castelio; name senior vice-president, CBS Records Division: Walter Yetnikoff, president CBS Records Group and Ron Barnett, manager of Tower of Power.

Eight Artists Sign To Island

LOS ANGELES — Concurrent with the completion of his first year of operation in the United States, Lione Conway, president of the Island group of music publishing companies has announced eight signings to that label. The new contracts include the names Gavin Christopher, Lee Garrett, Robert Taylor, Automatic Man, Haran Collins, Tools and the Maytals, Richard Thompson and Ian Matthews.

Christopher has had four songs recorded by Rufs including the number one hit, "Once You Get Started," and is just about getting an album to released in March later this year. Co-writers Garrett and Taylor have had songs recorded by Frankie Valli, Jackie Moore, the Voices of East Harlem and Martha Shaw. Also, Garrett has been signed as an artist to Chrysalis Records and will have an album and a single released in March. Both Christopher and Garrett’s albums are being produced by Eric Mas溜ur and Savage Productions, a company formed by Conway and Mariam Man. Automatic Man is a new group from San Francisco formed by Emil Barzana drummer Frank Maroney and signed to Island. Tools and the Maytals and Richard Thompson will also have albums released on the Island label this month. Collins is the writer of "Wrap Me In Your Arms," which is featured in the new Olivia Newton-John album, "Come On Over." Matthews has been signed to Columbia Records and has an album, produced by Norbert Pulman and Glenn Spreen, due to be released in April.

Cotillion Label

Brown, Bobby Darin, Clyde McPhatter, Ray Charles, the Coasters and the Clovers at their outset. In 1962, impressed with his record, Jerry Wexler appointed Allen eastern promotion manager for Atlantic. The changing face of music at this time was a challenge to which Allen’s talents were most adaptable: he was the first major black promotion men to handle every type of pop, r&b and jazz product through the 60’s, including Sonny & Cher, the Young Rascals, Vanilla Fudge, Iron Butterfly and Buffalo Springfield, along with Wilson Pickett, Otis Redding, Aretha Franklin and King Curtis.

By 1966, Allen had taken charge of national promotion for Atlantic. He was named vice-president of promotion for all Atlantic/Atco and affiliates a year later, and in 1974 was named senior vice-president and director of r&b product for Atlantic.

Of Henry Allen’s appointment as president of Cotillion, Atlantic Records president Jerry Greenberg said, "We are all proud of Henry Allen’s achievements. The same time are extremely excited about the reaction of Cotillion. We are looking toward to renewed success with the label in 1976.

Andy Williams’ Father Dies At 84

LOS ANGELES — Services were held Monday, March 8, for Jay Williams, father of singer Andy Williams, 84, died March 5 at his home in Reseda, and is survived by his widow Florence and four sons, Andy, Don, Dick and Bob, and daughter Jane.

Courtney Meets Radio — Flashing from coast to coast at the very end of his whirlwind promotion tour to the states is United Artists David Courtney, whose latest album, "...And the Shores of Glory," was released in January. Shown at a media event in Philadelphia are, (l to r): John Gaydon, Courtney’s manager, Larry Cohen, UA east coast director of promotion, Ed Scaky, WMUR air personality; Courtney, Tom Kennedy, promotion director, and Linda Rogoff, UA artist development.

Dee Anthony

Boiero: “So I told Tony to go out alone with a single spot, and do a balad. And it worked. We had the audience. We couldn’t have tried to outdo the Flamin- co dancers. So I just thought. ‘Let’s do something up against all those heavy metal groups, I remembered that. And it worked for Peter.’

He strongly feels that the artist must first feel confident in his music before major success can be obtained. He felt that he must believe in his music, that his music was really the key to his current success. At the beginning of the band’s career, Andrew was asked by Peter, he started telling me precisely what kind of songs he was writing, and it was difficult for me to go along with Peter, he was clear about the music he wished to see. In producing music, and his singing. And I could just tell. I knew it was there. We knew it there with the last album, we believed we went back.

He felt that Frank Barsaiona and Barbara Skiede of Premier Talent were extremely important elements in taking Frampton to the top. He expressed gratitude for the fact that when Frampton first wanted to quit the music business he got support from them, instead of the surge of super Stardom, that the agency did not balk at taking Frampton on at all. He also wished to clear up any speculation about that split, attributing it solely to musical differences. ‘Premier stayed with Peter working him hard for a while. Finally, he did the album, and he was the last time. To me he was practically failing on his face. I’m from the old school. I go for performance, I don’t care if you are the greatest musician in the world. I go for a good performance. I believe in this business. In any business, that’s where you learn to use your hands, how to use your voice, that’s where you learn to do things, you get reactions, you’re taking the whole thing. You find out what makes the kids react. My reputation is known in that way, but that doesn’t mean a lot of money for me. Most of the money goes to the artist. I just know that you’re finding all your answers on that stage, all your answers. I think that is what Peter does, he’s on that stage and the most honest answer he can get from comes from audience.

Anthony referred to Frampton’s solo career as ‘a long uphill climb’. He said that he was delighted that Frampton was able to become a leader by taking initiatives and responsibility for what goes with it. I said that he was delighted that he was able to stick to his conviction. I was happy when he left Humble Pie. He added that the packag- ing last year of Frampton with groups like Rod Stewart and the Faces was an important exposure and was very helpful. But Anthony said that before he did that, Frampton had decided and he was ready, that he knew how to handle the audience. Other acts that Frampton often played with Anthony described as heavy metal groups, which he said wasted an audience, physically wear them down. What is a beautiful, lovely hit, like Peter Frampton going to do when he comes out? He is going to try to go over their energy, say, I’m going to take over the audience, just reverse the procedure and started him wide open, from nothing, just acoustic guitar, and get him into a groove, and out like a lion.” Anthony said that there was a time when Frampton felt that to get through one acoustic number on Frampton’s confidence in his audience.

New Disco LP For UA’s New Ventures

LOS ANGELES — The New Ventures make their entry into the disco market with their new United Artists LP, "Rocky Road."
Austìn Music Seminar Set For April

AUSTIN — Representatives of the Country Music Association (CMA) and members of a special Austin Advisory Committee met to formulate plans for a comprehensive music seminar slated for 2 p.m., April 13, in the ballroom of the Hilton Hotel.

Scheduled in advance of a two-day CMA board of directors meeting set for April 14 and 15 at the Hilton, the seminar is designed to encompass subjects of interest to both Austin and Nashville music communities.

The tentative agenda for the afternoon will cover: the discovery of talent, negotiation of contracts and what to expect — the role of the producer or arranger.

Lynn Bio Subject Of Promo Campaign

LOS ANGELES — Loretta Lynn's autobiography, "Coal Miner's Daughter," a Bernard Geis book to be published by the Henry Regency Company on April 15, is the object of a large-scale marketing and promotion campaign.

Co-authored by New York Times correspondent, George Vecsey, the paperback rights have been sold to Warner Brothers for a price tag in the six-figure category, announced Harvey Pottnick, president of the Henry Regency Company.

To coincide with the book promotion already underway by Regency, MCA Records is currently preparing to make April a "Tribute To A Lady" month.

Tree International launches a unique outdoor ad campaign this month (March) to be displayed on Sunset Strip in Los Angeles, utilizing the theme: "Call A Nashville Hit Man."

Finished artwork of the billboard is unveiled here by Cliff Williamson of the professional department, vice president Don Gant, president Buddy Kilien, and Dan Wilson, also of the professional department.

Nashville Musicians Vote Songwriters Support

NASHVILLE — Members of the Nashville Association of Musicians, Local 257, who recently reported for a special-call meeting, unanimously voted to support songwriters in their quest for the first copyright revision law since 1909.

Organized support of the APM was sought out in view of its vast membership of songwriters, who up to this point, had not had this support from the union.

Last month, the Senate officially passed legislation which would extend copyright protection to authors and composers from 66 years to lifetime plus 50 years, and increase the present ceiling on royalty payments by record companies which are divided equally between publishers and songwriters, from 2 to 2 1/2 cents per song. The House subcommittee is now considering the complex law. The songwriters are seeking to convert the proposed 2 1/4 cents in the Senate bill to a minimum, recommending the ceiling on a royalty payment be increased to 4 cents a song.

Radio Seminar Sets New Faces Show

NASHVILLE — The Country Radio Seminar will again feature its annual "New Faces Show" to close this year's two-day broadcasting program. The "New Faces Show" will include new country recording artists who have begun to prove their potential, but who have not been introduced as part of the entire broadcasting industry. The show is considered a distinctive and integral part of the broadcasting education provided at The Country Radio Seminar.

Country Artist Of The Week

Don Williams

This Corpus Christi, Texas-born talent has come full circle. From his early childhood fondness for country music, Don Williams spent his adolescent years expanding his range of musical experience. After high school and army service overseas, he found himself leading the very popular pop-folk group, the Pozo-SoCo Singers.

After three hit records and only six years of traveling, Don retired from the Pozos and began his new career as a country singer-songwriter.

Today Don Williams is regarded as a rare and valuable all-around talent. He has captured the airwaves with hit after hit: "Shelter of Your Eyes," "Come Early Morning," "Amanda," "Atta Way To Go," "I Wouldn't Want To Live (If You Didn't Love Me)," "The Ties That Bind," "You're My Best Friend," "(Turn Out The Light) and Love Me Tonight."

Don has kept his public appearances down to under a dozen per month, and divides the rest of his time between recording, writing songs, and tending his farm in Ashland City, Tennessee. He also co-starred with Burt Reynolds in the 20th Century Fox movie, "W.W. And The Dixie Dancekings," filmed in Nashville, and is considering future film work.

Don now records for ABC/Dot Records where his sessions are self-produced. His current single is titled "I'll The Rivers All Run Dry," along with his LP titled "Don Williams Greatest Hits — Volume One." Exclusive bookings by the Jim Halsey Agency.

TWINKABILLY? — Rockabilly star Gary Stewart was recently invited on stage at Hollywood's Palomino Club to sing and play with Ray Wylie Hubbard and the Cowboy Twinkies, one of Texas' leading progressive country groups. Gary's on the left, Ray's on the right and the Twinkies are out of sight.
CB Country Charts Reflect CRS Activity

NASHVILLE — In the Feb. 28, 1976 issue of Cash Box, 32 of the top 100 country singles were recorded and/or mastered at the Columbia Recording Studios in Nashville.

EBBETS FIELD presented a three night engagement March 4-6 with comedian Steve Martin and special guest act Liberty Lindbergh and Johnny Mathis.

The actual breakdown is 19 recorded in the studios, 28 mastered, and collectively, 32 recorded and/or mastered at the labels' Nashville and Columbia and Epic include Mercury, Capitol, Monument, Elektra, Starday, ABC/Dot and Mega. The artists and songs include Wilson Nelson, "Remember Me"; Tom T. Hall, "Faster Horses"; Cledus Maggard, "The White Knight"; Charlie Rich, "Since I Fell For You"; Terry Bradshaw, "I'm So Lonesome I Could Cry"; Carmi Taylor, "Play The Sampler on the Jukebox"; Moe Bandy, "Freddy Mac"; Connie Smith, La Costa, Donna Fitch, "Johnny's Son"; James; Johnny Rodriguez, "Takin' Freddy Wynne, Lynn Anderson, Bob Luman, David Wilis, David Houston, Johnny Cash, Faron Young, Tex Ritter, Sammi Smith, The Statler Brothers, Freddie Hart, Johnny Paycheck, Joe Jones, "I'll Face You"; and much more. Mercury recording artist and Pittsburgh Steelers' quarterback Terry Bradshaw had two new chart climbers on his last week's chart-climber, "I'm So Lonesome I Could Cry" and his triumphant live performance debut at the Palomino Club in North Hollywood. Shown background at the Pal are (left to right) Henning Jorgenson, co-founder; and David Wills, manager: Emiel N. Petrone, branch manager Phonodisc.

Starburst Opens In Nashville

NASHVILLE — The Starburst Corporation, whose interests are Starburst Records, Starburst Music (ASCAP), Branderager Records, and Starbase Productions, has opened offices in Nashville. The announcement was made by David Kane, president, and Charles Honey, vice president of the Arkansas-based company.

Scott Turner, well-known recording industry figure, will head the Nashville operation and he will be responsible for all production activities at Starburst. Turner, whose former positions were with ABC/Dot Records, Columbia Records, and Imperial Music, has been responsible for many successful recordings by various recording artists. Turner, songwriter, will write for Starburst Music, and three books he has written will be published by the Starburst Corporation.

Bristol Festival For May 7-8

NASHVILLE — May 7-8 has been set for the sixth annual Bristol Country Music Celebration. The festivities will be held at the Steele Creek Park in Bristol, Tennessee and will feature country, bluegrass, jug, and country-western bands.

It was in this area in 1927 that Ralph Peer Sr. recorded Mississippi wanderer Jimmie Rodgers, later to become known as the Singing Brakeman. The music of that group that came into being in those days was the Carter Family.

The first celebration, commemorating that historic year, was attended by Peer's son, Ralph Peer Jr., Johnny Cash, his wife June Carter Cash and their son, John Carter Cash, as well as his brother, Jimmie Rodgers, and his wife, Elizabeth Welsh. Rogers also made his appearance at the festival, which was held at the Bristol Academy of Music. The festival featured a parade, which included floats and bands, and a concert at the Bristol Academy of Music. The concert featured a variety of performers, including the Carter Family, who performed some of their most popular songs.

Tom T. Hall

Back On Road

NASHVILLE — Phonogram/Mercury singer-songwriter superstar Tom T. Hall returns to a full schedule of personal appearances April 2, according to his career manager, Bob Neal, general manager of the Warner Bros. Records office in Nashville. He's returning earlier than he expected, and public demand is the reason. He was seen in early March in Nashville, and his return comes after a long break from touring. Hall's next appearance will be in Nashville, where he is scheduled to perform at the Grand Ole Opry on April 2.

THE KING OF COUNTRY MUSIC

Johnny Cash, his wife June Carter Cash and their son John Carter Cash were on hand at the Branding Iron Steak House in Nashville, where they were meeting with friends and family. The signal honor was bestowed on Cash Tuesday, Mar. 9, in Nashville, Cash fawished in from Nashville just for the occasion.

Kane and Honey have chosen Bobby Fischer, prominent promotion man and songwriter to head the publishing wing of the company. Wallace also heads the ABC/Dot Records artist relations and management division, and has signed to write for Starburst Music. Wallace has taken charge of Starbase Productions.

Jim Petrie has been named national sales manager for the corporation. He is responsible for the organization and will work closely with Petrie in the sales division.

The Starburst Records roster is limited to six acts and already includes the following artists: Kenny Rogers, Bob Luman, David Wilis, David Houston, Johnny Cash, Faron Young, Tex Ritter, Sammi Smith, The Statler Brothers, Freddie Hart, Johnny Paycheck, Joe Jones, "I'll Face You"; and much more. Mercury recording artist and Pittsburgh Steelers' quarterback Terry Bradshaw had two new chart climbers on his last week's chart-climber, "I'm So Lonesome I Could Cry" and his triumphant live performance debut at the Palomino Club in North Hollywood.

Hutchins Appointed To Management

NASHVILLE — Effective immediately, Loney Hutchins has assumed the duties as professional manager of The House Of Cash. Hutchins has served as a member of The House Of Cash since 1974, and has been a key figure in the success of the band. Hutchins has also served as the manager of The House Of Cash.
Clyde Beavers has just returned from a successful ten-day tour of Hawaii, where he appeared at a free concert put on by the City of Honolulu and the University of Hawaii. Beavers' appearance was part of the multi-million dollar hotel in Waikiki Beach. The hotel offers all the comforts of home, including a country music stage. Beavers' previous gig was at the Country Club in Hollywood, where he performed in front of a packed house. Beavers' next gig is at the New York City Opera, where he will perform on September 15th.

Carson Schreiber, nationally known radio personality has just been appointed general manager of the newly formed fraternity of farmers. Schreiber's bacteriology degree and his many years of experience in the country music business made him the perfect choice for the position. Schreiber's new responsibilities include managing the fraternity's finances, developing new members, and overseeing the fraternity's outreach efforts.

Linda and Johnny Rodriguez were married in Hollywood yesterday. The couple, who have been together for several years, decided to tie the knot in Hollywood to celebrate their love for the city. Rodriguez, who is known for his hit song, "The Night," has been a fixture in the country music scene for many years. His music has been featured in numerous movies and television shows, and he has won several awards for his performances.

The Marshall Tucker Band headlined the first outdoor festival of the season at the Hollywood Bowl. Over 10,000 advance tickets sold for the event, which took place on April 14th. The festival featured several top country music stars, including Johnny Cash, Waylon Jennings, and Merle Haggard. The event was a huge success, with thousands of fans attending to hear their favorite performers. The festival is expected to become an annual event, with plans already underway for next year.

Ashes Of Love
Jody Miller (Epic)

Ask Any Cheater Who Knows
Freddie Weller (Columbia)

Bonsor Blues
Flying Burrito Brothers (Columbia)

Forever Lovers
Mac Davis (Columbia)

Get Ready Hey Hey Come
Don Gibson (Sue Thompson (Hickory)

High And Wild
Earl Conley (GRT)

Anyone Ought To Know
Leona Williams (MCA)

It's So Good Lovin' You
Bill Clinton (Mercury)

Just Want To Taste Your Wine
Billy Swan (Monument)

Johnny orphan

Let The Big Wheels Roll
Sara Johns (RCA)

Top Country LPs

1. The Outlaws
Waylon Jennings/Willie Nelson
Jace Colter (Capitol: Tapestry G-1, 131-32)

2. Elite Hotel
Reba McEntire
RPM (RPM 2356)

3. Lovin' and Learnin'
Tanya Tucker
MCA (MCA 2161)

4. JESSI
Jessi Colter (Capitol: ST 11477)

5. I Love You
Conway Twitty (MCA 1768)

6. Love Put A Song In My Heart
Johnny Rodriguez (Mercury SRM 1-1057)

7. The Blind Man In The Lea
Kenny Starr (MCA 2177)

8. Rock 'N Country
Pamela Foster (ABC/ABC-DOT 2050)

9. Overnight Sensation
Rick Welding (MCA 1182)

10. 200 Years of Country Music
Columbia (Columbia KC 30355)

11. Black Bear Road
C.W. McCall (MGM 5050)

12. The Happiness Of Having You
Charley Pride (RCA A-1-1241)

13. When The Tingle Becomes A Chase
Loretta Lynn (MCA 2179)

14. Prisoner In Disguise
Emmy Lou Harris (A&M A-3403)

15. Steppin' Out
Gary Stewart (RCA A-1-1258)

16. Sometimes
Bill Anderson & Mary Lou Turner
MCA 5187

17. What Can I Do To Make You Now
Loretta Lynn (RCA A-1-1234)

18. Easy As Pie
Danny Davis (ABC/ABC-DOT 2040)

19. The Very Best Of Ray Stevens
Barney B. Dobson (MCA 510-G)

20. Country Willie
Ray Stevens (United Artists LA 510-G)

21. Jason's Farm
C.K. Smith (MCA 2172)

22. The White Knight
Cledus Maggard & The Citizen Band
MCA (MCA 2175)

23. Greatest Hits Vol. II
Tom T. Hall (Mercury SRM 1104)

24. Rocky
Roy Lee (RCA A-1-1243)

25. Playin' Music
Marty Wilde (Capitol: ST 11488)

Country Singles - Active Extras

Love, You're The Teacher
Linda Hartgrove (Capitol)

Mental Revenge
Me Theft (MGM)

Pins And Needles
Danny McCall (Columbia)

Sun Shone Lightly
Pure Prairie League (RCA)

Swamp Fever
Troy Seas (Columbia)

That's What Made Me Love You
Bill Anderson/Mary Lou Turner (MCA)

The Littlest Cowboy
Willie Nelson (UA)

The Littlest Cowboy Rides Again
Bill Anderson (Capitol: Tapestry G-1, 131-32)

The Mood I'm In
Steve Parish (IRDA)

Tryin' Like The Devil
James McCanney (Capitol)

What Goes On When The Sun Goes Down
Ronnie Mips (RCA)

www.americanradiohistory.com

March 20, 1976
RONNIE MILSAP (RCA JH 10593)

What Goes On When The Sun Goes Down (2:51) (Chess — ASCAP) (John Schweers)
The story is in the title, and it moves along with a hand-clapping beat as Ronnie explains that “What Goes On” makes life’s everyday existence worthwhile. Produced by Tom Collins and Jack D. Johnson. It’s another top chart for Milsap. Flip. No info. available.

DOTTIE WEST (RCA JH 10550)

He Comes The Flowers (2:41) (Baby Chick — BMI) (Toni Wine, Chios Moman)

“Here Comes The Flowers,” and here come the requests for this swingin’ single by the ‘country sunshine gal’. It’s all about the “peace offerings,” and Dottie sings it smoothly. Produced by Chios Moman, watch the charts blossom on this one. Flip. No info. available.

BILL ANDERSON AND MARY LOU TURNER (MCA 40532)

That’s What Made Me Love You (2:48) (Stallion — BMI) (Lore)

From the album, “Sometimes,” Bill and Mary Lou sing a cute, catchy tune all about love, and drinking champagne from a dixie cup... in a motel room in Dallas. Chart should be “high” for the popular duon on this one. Flip. No info. available.

ASLEEP AT THE WHEEL (Capitol P4238)

Nothin’ Takes The Place Of You (2:59) (Su-Ma — BMI) (T McCaill, P Robinson)

A real country blues song. The saxophone cries with the singer as the steel emphasizes the lyric content. Taken from the LP, “Texas Gold,” it’s a tremendous recording and deserves heavy charting. Flip. No info. available.

CONNIE CATO (Capitol P4243)

I Love A Beautiful Guy (2:15) (Lebsock — BMI) (Jack Lebsock)

It’s a lovely tune with a pleasant sound as Connie sings all about her love for a beautiful guy. Produced by Audie Ashworth, give it a spin, you’ll like what you hear. Flip. No info. available.

HENDRUM GARGROVE (Capitol P4248)

Love, You’re The Teacher (3:16) (Beachwood/Windrow — BMI) (Linda Hargrove, Pete Drake)

Taken from the LP, “Love, You’re The Teacher;” Linda sings this ballad with plenty heart and soul... a lot can be learned when love is the teacher. Produced by Pete Drake. It’s a strong chart contender. Flip. No info. available.

TROY SEALS (Columbia 3-10503)

Sweet Dreams (2:58) (Acuff-Rose — BMI) (Don Gibson)

Troy gives this Don Gibson tune a different treatment from any we’ve heard before and we like the country/folk sound we hear. The very effective musical arrangement makes good listening. Flip. No info. available.

CHARLIE WALKER (Award AW 1033)

Marbles (2:35) (Dunbar — ASCAP) (Don King)

Charlie Walker, a dedicated country music artist, explains, on this uptempo Don King tune, that he’s tired of playing the cheating game and he’s gonna pick up his marbles and go home. Produced by Bill Collins, it’s a good box bet and could do well on the charts. Flip. No info. available.

DEBI HAWKINS (Warner Bros. WB 8186)

Waltz Street Wrangler (2:46) (Algeme/Al Gallico — BMI) (Daniel D. Dorst, Carmel Taylor, Norro D. Wilson)

With a Mexican-country flavor, Deb sings, with expression, a clever lyric about the little band who “robs” the store of candy bars and bubble gum cigars. Produced by Norro Wilson, it’s cute and should get plenty play. Flip. No info. available.

CHUCK PRICE (Playboy P 6067A)

Cadillac Sunrise (2:52) (Sawgrass — BMI) (Ken McDuffie)

It’s a funny one about one Cadillac Johnson, the cowboy who’s gone to the great rodeo above, and is taking with him a diamond ring that “ain’t right for him.” Produced by Eddie Kilroy. It’s good humor. Flip. No info. available.

DICK FELLER (Asylum E-45306A)

Some Days Are Diamonds (Some Days Are Stone) (2:56) (Tree — BMI) (Dick Feller)

With each record released the songwriting, Dick Feller, proves further what his unique talent as a singer, and this one from his LP, “Some Days Are Diamonds,” is a gem of a record. Produced by Larry Butler, it’s strong with piano, strings and steel. Flip. No info. available.

DON EVERLY (Hickory H368)

Yesterday Just Passed My Way Again (2:58) (Acuff-Rose — BMI) (D Sanger and Darlene Shafer)

Don Everly pours his heart into this ballad filled to capacity with waves of country soul. Produced by Wesley Rose, requests should be heavy and good charting by Don on this one. Flip. No info. available.

DARRELL McCALL (Columbia 3-10296)

Pins And Needles (In My Heart) (2:37) (Milene — ASCAP) (F Jenkins)

“Pins And Needles” is a fine country song and the real ‘country’ delivered by Darrell McCall makes this uptempo rendition a great box choice. Produced by McCall and Buddy Emmons, watch for chart action. Flip. No info. available.

THIS IS EDDY RAVEN — Eddy Raven — ABC/Dot DDD3 22031

Eddy Raven’s natural musical ability, coupled with the emotional levels of his voice, captures the full-flavor of each selection on his recording album. As Wesley Rose pointed out on the liner notes, “All of us can be proud to listen to a future superstar and, after hearing this LP, we, too, believe the songwriting/singer Eddy Raven is indeed a future superstar. Selections: ‘Ain’t She Somethin Else,’ ‘Touch The Morning,’ Twenty Seven Thirty Three, ‘It Won The Race Enough,’ Country Green,’ ‘Free To Be,’ ‘I Wanna Live,’ Good Morning, Country Rain,’ ‘I Don’t Want To Talk It Over,’ Good News. Bad News.” You’re My Rainy Day Woman.

ALL THE KING’S HORSES — Lynn Anderson — Columbia KC 34089

This delightful album contains a well-balanced selection of material and a rainbow of colorful vocals from petite Lynn Anderson. The talented artist’s incomparable singing ability gives each song the vocal treatment needed to complement the mood of the lyric, and this distribution always assures pleasant listening. Produced by Glenn Sutton, and featuring Lynn’s current single. All The King’s Horses,” which is rising steadily on all national charts, the albums vocals include: “Lyn’s Eyes,” “Long Long Time,” “If All I Have To Do Is Just Love You,” “Rodeo Cowboy,” “Don’t Light Me Up,” “You Never Die.” “That’s All She Wrote.” “Paradise,” “Tomorrow.” I Want To Be A Part Of You.

INDEPENDENCE — Nat Stuckey — MCA 2184

The undulating quality of Nat Stuckey’s vocal abilities flow even and freely on this easy-to-listen-to country album. He fits his voice to each musical backing and the end result is an entertaining country musical outing. Produced by David Barnes for Twitty Bird Productions, included is Nat’s current self-penned hit single, “Sun Comin’ Up” other selections: ‘Lyn’s Eyes,” “At Least One Time,” “After The Lovin’ Has Passed,” “Walk On,” “The Way He’s Treated You,” “Linda On My Mind,” “Honky Tonk Dreams.” “She Stays In The Name Of Love.” “That’s All She Ever Said Except Goodbye.”

LARRY GATLIN WITH FAMILY AND FRIENDS — Larry Gatlin — Monument KZ 34042

Songwriter/singer Larry Gatlin’s multi-range vocal abilities captures each and every word and note of the emotional levels of his songwriting. His selection of selections: “Broken Lady,” “Trying To Matter,” “Odetothere,” “Maggie’s Lullaby,” “Sarah Of The Morning,” “I’m A Losing Hand,” “Fagan’s Chapel,” “The Heart Is Quicker Than The Eye,” “Warm And Tender.”

SONGS WE FELL IN LOVE TO — Connie Smith — Columbia X598

Talented Connie Smith brings together in this package songs to suit the mood or musical taste of the listener, whether it be the fast-moving “Because I Love You, That’s Why I’m Singing, flavored “Jesus Hears, He Cares, He Can.” She gives “Ridin’ On A Rainbow” the happy sound it deserves, and pours her heart into the song, “When I Need Jesus, He’s There.” The musical arrangements are excellent, and production credit goes to Ray Baker. Other selections: “It’s A Beautiful Day,” “I’ve Had The Best Of You,” “One Little Reason,” “Til I Kissed You,” “Once A Day,” “Viva La Love,” “Nothing In This World.”

SATISFIED MIND — Bob Luman — Epic KE 33942

“Satisfied Mind” satisfies the listener’s musical hunger. It’s an excellent album and whatever the situation in the contents of the lyric, or whatever the musical arrangement calls for Bob Luman has control of his vocal flow with the expressions of the seasoned recording artist that he is. Produced by Billy Sherrill it features: “The Man From Bowling Green,” “Of the Day.” Other selections: “A Satisfied Mind,” “I’m Not The One,” “Shame On Me,” “The Chokin’ Kind.”

March 20, 1976
Executives On The Move  

Bartlett To UA Production Post — Art Bartlett has been named to the post of director of national production for United Artists Records. Bartlett’s responsibilities include the production of all singles, albums and tapes for United Artists. Blue Note and UA manufactured-and-distributed Grateful Dead and Round Records. He is also responsible for order services, tape allocation and album jacket components and is directly involved with UA merchandising campaigns.

Columbia Records Realigns With Jackson, Cervantes — The first major appointments within the realignment of Columbia Records since Buck Reingold joined the firm as exec vp are Wyn Jackson, who will be based in Atlanta and who will be responsible for sales promotions and creative-marketing throughout the south and A. J. Cervantes, who will be based in St. Louis and who will assume the same responsibilities throughout the mid-west.

John Lombardo Appointed to New Post In ABC Records’ Publishing Division — John Lombardo has been appointed to the post of associate professional manager for ABC Records’ music publishing division and begins work immediately in its Los Angeles headquarters.

Fay Hatta Of Manufacturing For Motown — Fay Janet Hsieh, director of product management of Motown Record Corporation, has been promoted to vice president of manufacturing of the multi-faceted company’s record division. It has been announced by Barney A. Exec, vice president of the label.

RCA Names Babbitte Thompson New Controller — Babbette Gabriele Thompson has been appointed to the position of controller for RCA Records. Ms. Thompson comes to RCA Records from Philadelphia where she was associated with IU International Corporation. She will replace Sherryl B. Casper, who has assumed the direction of the University Law Center. While studying law, she was associated with the litigation department of Drinker, Biddle & Reath and, for a brief period, with La Brum and Doak. Patrick Cullie has been named administrative assistant of Front Line Management. Cullie has been named administrative assistant of Front Line Management. Cullie will work directly with Irving Azoff in all facets of Front Line operations, including management, tour planning and assisting in all daily operations.

Leigh, Markowitz Form New Company — Craig Leigh and Robert Markowitz, who have announced the formation of C. J. Leigh Management, Inc., a company specializing in personal management and career direction. The company’s clients include singers Barbara Cook and Nanette Natai and Spook The Horse, a seven piece jazz-rock fusion band.

Add Muscoli To Chemei — Don Anti and Tony Muscoli have announced the formation of an album promotion division of Anti/Muscoli Productions, to be headed by Richard Chemei. Chemei will exclusively work album product on all key album oriented stations throughout the United States for the firm. He will work out of A/M national headquarters located at 8457 Beverly Blvd. Los Angeles, California. Chemei comes to A/M from 20th Century where he held a similar position.


Matty Wax, New Kijek — Thomas Kijek has been named director of promotion for Morty Wax Promotion. In this capacity he will coordinate promotion around the country while traveling in the northeast.

Thomas Joins Satellite — Jeff Lane, president of Satellite Record Corp. announced the formation of the new Satellite Chicago office. Philip Fostyn, formery of the William Morris Agency and International Creative Management has been appointed executive secretary to Jeff Lane.

Pass Now At UA In Chicago — Walter Pass, who recently moved from the New York UA offices of United Artists Records to the Chicago office, has joined the United Artists Records. 520 N. Michigan Ave., #521 Chicago, Ill. 60611. The phone number is: (312) 647-0878.

Troy Seals Signs To Irving Music

LOS ANGELES — Irving Music, Inc. has announced the signing of Troy Seals to a special executive and “long-term worldwide songwriters agreement.” Twelve of Seals’ songs reached the country music singles charts and he has had 41 songs on chart albums last year, including the much-recorded “We Had It All.” “Pieces Of My Life.” “Man From Bowling Green” and Convoy & Loretta Lynn’s award-winning version of “Feelin’ Good.”

Columbia Receives Three Gold Albums

NEW YORK — The RIAA has certified two Columbia singles and one album gold. The singles are Paul Simon’s “50 Ways To Leave Your Lover,” which is the 17th gold record of Simon’s career. Also certified is Johnnie Taylor’s first Columbia single, “Disco Lady.” The album which has received certification is Willie Nelson’s “Red Headed Stranger.”

30 With A Bullet For Mercury’s Steinberg

CHICAGO — Irwin Steinberg, president of Phonogram, Inc./Mercury Records, was honored with a surprise March 6, 1969, with the theme “30 With A Bullet.” Guests included his wife Lee, son Mark, daughter Beth, and his mother Libby, who flew in from out-of-town for this event. Present also were the Executives of Polygram’s president, Yaacov, chief financial officer of the same firm and Lou Simon, executive vice president/general manager of Poly/

WNCL’s Success

35 store reports to aid them in getting graphics and specifics to determine what the audience really wants to hear and really enjoys. It’s another station taking time and manpower to find out more about the people who really listen. And another step in another direction of achieving the most knowledge about a radio station and its people.
‘Space Mission’ 4-Player Pin In Heavy Demand At Williams

CHICAGO — ‘Space Mission,’ the much heralded new 4-player pinball machine from Williams Electronics Inc., is currently in full production at the factory and present indications are that it will rank as one of the most successful 4-players ever produced by the firm. To supplement the unit’s outstanding test results, distributors, both domestic and international, are being urged to make available the new model to prevent a backlog in present orders. Williams has been literally deluged with orders, according to sales manager Bini DeSelm.

In cabinet design and play features, ‘Space Mission’ is meritous of its apparent widespread appeal. The background in such illustrations, in bold color, depicts the atmosphere of outer space activity and the abundance of playfield action that the pinball enthusiast can play again and again. The model offers special match and bonus features and is adjustable to three or five ball play.

Players have many options for advancement, double entry turn-around to advance bonus; a moving target for bonus step-up, an extra ball feature earned when the top center lane is lit; and replay for outlet lane when it. Spinner gate with changing values, the top-the-top-to-the-top action.

The Williams factory is maintaining capacity production schedules in an effort to meet the exceptionally large demand for the new model. ‘Space Mission’ is available through Williams distributors.

Bally 2-Player ‘Hokus Pokus’ Features ‘Over The Top’ Scoring

CHICAGO — “Look for the new ‘Over the Top’ scoring system, introduced in ‘Hokus Pokus,’” urged Paul Calamari, sales manager of Bally Manufacturing Corp., announcing delivery this week of the new two-player flipper-type pinball.

“When score exceeds 99,990, a bell rings, over the top’ lights up on the backglass, totalizer resets to zero and the continuing score is 100,000 plus the new reading on the totalizer. ‘Over the top’ scoring dramatizes big scores in a new and spectacular way, signals to all patrons in a location that a player has gone over the top of the totalizer, attracting bystander play for continuous repeat play.

But more important than the flash of ‘over the top’ scoring is how you go over the top.” he added. “From the 10-point thumper bumpers and singleshot kickers — all with D.C. power for extra strong scoring energy — to the top potential of the out-the-bounds, which may be doubled by skill, ‘Hokus Pokus’ offers players 37 different ways to build up to an ‘over the top’ score.

‘Over the top’ scoring includes all the popular skill objectives, arranged in a new and attractive style. Triple spinner gates, three ways to score specials, plus extra balls and free balls.

‘Extensive location tests around the world indicate that any way you operate ‘Hokus Pokus’ — three or five balls standard or add-a-ball, any desired pricing, with or without match feature — ‘Hokus Pokus’ is a standout game in the two-player class, a game for top earners and extra long life on location.”

CSA Approval For Mirco’s ‘Challenge’

PHOENIX — Mirco Games, Inc. was recently awarded Canadian Standards Association approval of its highly successful ‘Challenge’ video game. The certification is sought after by all manufacturers, both foreign and domestic, who wish to have electrical equipment saleable in the Canadian market. Challenge complies with all applicable CSA requirements and is eligible to bear the CSA mark, as Mirco officials pointed out.

Firm’s president Dick Raymond said: “The CSA certification is further evidence of the durability of Challenge, a game which has yielded high returns for operators since its inception over eighteen months ago.”

ChiCoin ‘Cinema, 4-Pl. Pin Features S-T-A-R Action Hole

CHICAGO — ‘Cinema,’ a new Chicago Coin four-player flipper game, is now being delivered by Chicago Coin distrib-

utors, according to Ken Anderson, director of marketing.

‘A spinoff from our highly successful two-player ‘Hollywood,’ ‘Cinema’ came through our usual intensive location test-
ing with flying colors, thanks to what we are pleased to call award winning perfomance.‘ Anderson said. ‘Based on players’ cash-in-the-box response to the game’s colorful appearance, stimulating playfield action and challenging high score potential, our distributors view ‘Cinema as a solid box office hit.‘

‘Cinema’ features Chicago Coin’s fascinating new S-T-A-R action hole play.” Anderson added. ‘Hitting S-T-A-R targets lights corresponding hole value panel buttons, enabling players to score 5,000 points with a ball in hole ‘S’, double the bonus with ‘T’; earn a replay with ‘A’ and an extra ball with ‘R‘. High scores are made by rollover buttons that advance bonus to a possible high of 9,000 points. 1,000 point lanes that also advance bonus, extra bonus advance lanes and an 5,000 point high score target 100-point power bumpers also increase high score buildup.

‘Cinema’ is a three-ball game, convertible to five-ball play. The game is set at two plays for a quarter, adjustable to one play for a quarter or three plays for two quarters. Replay and extra ball models are available.

181 Attend ICMAO Service School

CHICAGO — The recently held week-long service school sponsored by the Illinois Coin Machine Operators Association, Feb. 23-27 at the Emlhurst Holiday Inn, established a new statewide attendance record with its total turnout of 181 servicemen. The coin machine repair school, developed by ICMAO in cooperation with Atlas Music, Empire Distg. and World Wide Distg., averaged 60-75 students per session. Servicemen traveled from as far away as Florida, Canada and South Dakota to attend the diversified five-day, thirteen-session clinic.

Program coordinators Bob Rondeau and Ben Rochetti of Empire Distg. said: “We didn’t mind the 12-hour days because of the tremendous enthusiasm on the part of the attending service people.” MOA vice president Wayne Hesch, one of the program’s moderators, added: “This year’s first annual service school far exceeded our expectations and we are anxious to continue the program next year.” Graduation certificates and questionnaires will be mailed to all students.

According to association spokesmen, a heavy concentration of operators from the surrounding states of Michigan, Wisconsin and Indiana attended the sessions, prompting ICMAO to plan future schools in each of these states.

Among participating companies whose cooperation and support were duly acknowledged by the association were Chicago Coin, Midway, Kee-Kasch, Rock-Ola, Atari-Kee, Gottlieb, AMI. Seeburg and Williams-United.

Lunches for the participants were provided through the courtesy of Rowe-AMI, Seeburg/Williams, Rock-Ola, Gottlieb and Elettra Games.

March 20, 1976
Milwaukee Ops Campaign For More Equitable Commission

MILWAUKEE — The Milwaukee Coin Machine Operators Association is currently launching a campaign to establish a more equitable commission split for operator members. At the association's recent monthly meeting it was unanimously agreed that the present operator-location commission arrangement (predominantly 50-50) was not economically feasible by today's standards. A contributing factor to the decision for a review at this time was the recently revealed state insurance commission resolution to increase the worker's compensation allotment to a gross of 11% over the next twelve month period. Also compounding the situation is the rising cost of equipment and the overall increase in business expenses, as well as the present state tax structure which imposes a 4% tax on collections in addition to the normal purchasing tax.

Among the revised commission arrangements suggested at the meeting was the 60-40 (in operator's favor) split which is reportedly prevailing in various areas of the country. MCMOA's secretary-treasurer Jerome "Red" Jacomet favors this arrangement with the qualification that it be "60-40 across the board." "I believe 60-40 would lose its effectiveness if its application was limited solely to new equipment," Jacomet said. "In order for us to really benefit from this percentage it must apply to all pieces, new, used or old." Walter Bohrer, MCMOA's vice president, who is also president of the Wisconsin Music Merchants Association, proposed leasing as an alternative which would reflect a more equitable commission for operators. Many operators cannot afford to buy new equipment, he said, but if they could lease new pieces with a 9 1/2-% commission (meaning a third for the operator and a third each for the location and towards the equipment lease) it would be more profitable than the present setup.

The matter of a commission revision will be discussed at subsequent MCMOA meetings, according to Jacomet, in the hopes that a program of solution will be instituted.

Walter Bohrer indicated that, in his capacity as president of the statewide Wisconsin Music Merchants Association, he intends to focus attention on the subject at the association's upcoming workshop session.
World Wide Appts. Harand To Vending Sales Staff

CHICAGO — World Wide Distributors Co., this city announced the appointment of Herman Harand to the sales staff of its vending division.

Harand brings to World Wide and to vending operators a wide experience in vending, covering many years with nationally known operating companies. His knowledge of operating and equipment sales will be of invaluable help to operators in the Chicago metropolitan and surrounding areas. On whom he will call, Harand’s duties will include assisting operators with on-location surveys involving equipment supply and area treatment.

Edcoe Bows Upright Compute Tac Toe

LOS ANGELES — In response to operator requests, Edcoe Manufacturing Service Co. has released an upright version of their successful Compute Tac Toe cocktail table: The upright Tac Toe is 24” wide by 24” deep by 5” in height and is contained in a yellow painted cabinet. The upright operates under the same principles as its cocktail table counterpart. Players compete directly against each other. There is no monitor and the game uses a light display employed underneath a silk screened playing field. With solid state dependability, there is a full one year warranty on the logic board.

Ramtek Will Host Distrib. Mtg. 3/30

SUNNYVALE — Chuck Arnold, vice president, marketing-games division of Ramtek Corp., advised the firm has invited its network of distributors from the U.S. as well as the foreign market to join Ramtek principals on March 30 at the Royal Coach in San Mateo for the firm’s first international distributors meeting.

Highlights of the big event will be a cocktail and dinner party climaxing the premiere of a new arcade piece and the introduction of a second new item for distributor evaluation. Other important company announcements will be made during the meeting, as Arnold indicated, and a full distributor turnout is expected.

Coinbiz Veteran George Jenkins Dies

CHICAGO — George Jenkins, for many years sales manager and later assistant to the president at Bally Manufacturing Corp., died on Feb. 28 in San Antonio, Texas, where he and his wife resided for the past ten years following his retirement.

Jenkins is survived by his widow, Florence, two daughters and numerous grandchildren. He was the youngest U.S. Army sergeant major on front line duty during World War II and he had previously served, under General Pershing, in the Mexican expeditionary force.

Friends who wish to express condolences to Mrs. Jenkins may address her at 11010 Cedar Elm Dr., San Antonio, Texas 78230.

New “Over the Top” Scoring

When score is pushed above 99,990 by 37 different ways to score, horn sounds, OVER THE TOP lights on backglass, totalizer resets to zero, score is 100,000 plus new total on totalizer, attracting bystander play, continuous repeat play.

Money grows like magic with new

HOKUS POKUS

2-PLAYER FLIPPER
CONVERTIBLE TO ADD-A-BALL

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

Among new machines hitting the market this week are Bally's "Hokus Pokus", a 2-player pinball, "Cinema", a 4-player flipper from Chicago Dynamic Industries, and the "Space Mission" 4-player pinball designed for delivery at Williams Electronics Inc.

The BALLY MFG. CORP. staff, by the way, is mourning the tragic death of the firm's 20-year-old director of safety and security, Fred Kellam, who was killed in an automobile accident on Feb. 28. We join Bally in extending sympathy to his parents and sist-

In his current newsletter, MOA's Fred Granger is gearing members for the continuing copyright battle, being resumed now that the Senate has decreed that a copyright is a personal property right and not subject to exclusive license with the consent of the owner. The latter decision will ensure a dollar box office royalty, which members have been vigorously campaigning against. "We must now fight the same provision in the House of Representatives," he said, and called for a MOA membership meeting.

On March 18-19, Bernie Powers of Bally Manufacturing Corp. and Andy Dacy of Midway Manufacturing Corp. will be in Los Angeles to conduct a two-day Bally-Midway service school at the C.A. Robinson Genial host Al Betteleinman, with a large extension of invitation to all area owners and operators. The combination of an exciting program and the high hospitality of the Robinson crew should guarantee a highly successful turnout.

ASSOCIATION NEWS: Ronald Cazel, vice president of the KAMA (Kansas state group), issued a membership mailing recently to announce the dates of the association's April 24-25 meeting in Wichita, as a special inducement, to alert members that the meeting will be passing along some new ideas on increasing collections, which have been testing out very well in the area. Among special guests invited to attend are MOA president Ted Nichols and vpee Fred Granger.

MILWAUKEE MENTIONS

Spring is just around the corner, and the word from different areas of ops is nice. Warner weather is on its way, and with it the anticipation of a significant increase in collections.

SPOKE WITH Bob Ronan of Empire Dist. in Green Bay, who told us how pleased he was over the success of the IMCA service school that was held in Eilmhurst. IL, Feb. 23-24. Nearly 200 operators attended the week-long school, and Bob said the reaction and interest were overwhelming. Empire Dist. is anxiously awaiting the delivery of Gottlieb's "Tank Top", the new service school, which will be mailed extremely well with the Midway "Gun Fight" and the Rock-Ola "464" models. And Bob, who is on the board of the WMMA apprentice program, tells us Gottlieb, Bally, Midway and Williams have merchandise and personnel on the first week of classes, being held March 8-12

Our congratulations to Dean Dallavalle, route manager of Sparto Coin, up-

MILWAUKEE HAPPENINGS: The 1st annual Milwaukee Kool Jazz Festival will come to the Century Stadium, Friday and Saturday, July 16-17. George Wein, originator of the Newport Jazz Festival's 22 years ago, and Kool Cigarette Corporation have affiliated themselves in a unique and individual manner for this year's festivities, making sure that the festival will be a unique and individual experience. Wein will also be present with Planty and his orchestra, which will be performed on the main stage. The festival will be held at the Kool Cigarette Pavilion, with an attendance of approximately 10,000. The festival will be open to the public and will feature music by local and national talent. The festival is expected to be a huge success and will be one of the highlights of the year for Milwaukee. For more information, visit www.kooljazzfestival.com.

EASTERN FLASHES

Betzon Enterprises (north Bergen) is enjoying the 'best start in new music equipment of any previous new machine year,' which suggests a good deal for the current Rock-Ola phonograph line — and that's the word from Jerry Gorton! Specific models mentioned were the gorgeous 464, the big 456 console and the lovely Princess 100-seat service school that was held in Eilmhurst, IL, March 23-24. Nearly 200 operators attended the week-long school, and Bob said the reaction and interest were overwhelming. Empire Dist. is anxiously awaiting the delivery of Gottlieb's "Tank Top", the new service school, which will be mailed extremely well with the Midway "Gun Fight" and the Rock-Ola "464" models. And Bob, who is on the board of the WMMA apprentice program, tells us Gottlieb, Bally, Midway and Williams have merchandise and personnel on the first week of classes, being held March 8-12.

STATE ASSOCIATION CALENDAR 1976


April 24-25: Kansas Amusement and Music Assoc., (site to be selected)

May 7-8: Ohio Music & Amusement Assn., annual conv., Carousel Inn, Columbus.

CALIFORNIA CLIPPINGS

Everyone at C.A. Robinson is looking forward to a Bally/Midway School on the 18th and 19th of this month to be conducted by Andy Dacy, top engineer at the factory. A tremendous number of new games should make this one of the most outstanding schools ever in the history of C.A. Robinson. In addition to the new games, a sample of Midway's Sea Wolf has arrived and orders are pouring in.

Bally's Flip Flop 4 player is another hot item and C.A. reports they just can't keep enough of them.

Atari's Ballout tour is back in California after a knockout tour through Ohio. According to Frank, the house at Schaefer Distributing drew between four and six hundred people per show. In Chicago, he took care of a good-sized show at the Park Department of Midland. The tour is doing a lot of good publicity for the parks and will no doubt spread to other parts of the country.

The income earnings on the Pike 4 models have been "pretty respectable" in the L.A. area thus far.

The gang at KGFJ is predicting a record year for the station, and the revenue is expected to be higher than ever. For more information, visit www.pike4models.com.

STUDENT SHORTAGE

The University of California, Berkeley, in Berkeley, CA, is facing a significant student shortage due to a lack of enrollment in key fields such as engineering and business. The university is currently working with local businesses and industry partners to attract more students to these fields. For more information, visit www.universityofberkeley.edu.

HAPPENINGS

Sound Warehouse, largest exclusive record and tape outlet in Houston (maybe in all of Texas) opened in Hobby Center Plaza. Directions: From 690 sq. ft. (inside dimensions) 019 (one way) directions) and co-managers are Cynthia Ball, Browne Evans, Karen Evans and Brett Wissman. Firm stocks a complete line of all types of records and accessories, specializing in rare and hard-to-find items. '90s and past music. We can mail any of our recording artists were on hand for in-person appearances during this time. Oklahoma City, Okla. is the headquarters for Sound Warehouse and the Houston store was the 30th franchise added to the family business. Speaking of music, a chat with Edward Aleman who has been with American Music Co. (Leavel Ave!) for over 30 years. Those years were continuous except for time off to serve in Armed Forces for over 2 years. He credits most of his early success to his friendships with Becky Lancaster and the Steel Band. More recently he has been working with Barbara Hall, a soulful R&B singer from Rowes Record Shop (3015 South St.) with Marge Montroye (same category as above-mentioned) who is an English girl presently fighting for the position of auctioneer's assistant. Becky Lancaster and her Steel Band play on Saturdays night at the Oria Stadium and on Monday nights at the Oria Stadium. The Steel Band consists of over 20 members with Joe Werners, sales department at Le Roy's Rock-Ola Distributor in Houston, Vendor Johnny Robinson, owner of Robinson Enterprises reported excellent business for his steel band, Head of the pack with the Gun Shot and Austin, Texas, seems the busiest man in the outfit — and by no means a slow worker either.

Edward Arwady, co-owner of American Music Co. is a veteran Cash Box subscriber.

PAT KENNAM OF Fun Games in Sante Fe is making headway in the amusement business and equipment sales.

Hazard Turner, who recently sold his Coin Machine Sales Co. and retired from coin-operated machines, might now devote full time to his favorite occupation of rodeo riding, in addition to the ones he is the Livestock Show in famed Astrodome and State Prison Rodeo inside the walls of the Texas penitentiary at Huntsville. There are dozens of minor ones scattered hither and yon over the state. The trick to success, as is the case with many of the other clowns, is to devote full time to your profession. It circulates money in Houston and lots of it comes in but plenty goes out too — but coin machine operators do profit, moneywise, from the after.
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