Ted Nugent/“Hey Baby” 0-50297
Sailor/“Glass of Champagne” 0-50294
Hollies/“Write On” 0-50204
Soul Children/“Midnight Sunshine” 0-50216
Rogue/“Fallen Angel” 0-50209

Five red hot singles on Epic Records, where it never just rains.
NARM: Answering Some Crucial Questions

The 1976 NARM Convention, just concluded, provided the forum, as Jules Malamud calls it, for the members of the merchandising and manufacturing communities to come together and discuss the issues. Nowhere is it said that they have to be discussed rationally and intelligently, and in forming contracts that was often the case. This year, all parties agreed that the NARM Convention provided a forum well utilized, and that the discussions were reasonable and rational, if not necessarily fruitful.

For the first time ever, NARM commissioned a study of the 25-45 age group, with some very dismal results. 60 percent of those surveyed in this age group have not bought a record in the past year. The 25-45 age group is expanding, and will be expanding by some 18 million people. Meanwhile, the industry's primary age group, 18-24, is shrinking. Small wonder the industry has cause to worry, although worrying will not solve the problem. Aggressive merchandising of MOR, country, classical and other product to this older audience will mean extra dollars all around.

The industry also took its lumps at a session where four Wall Street securities analysts complained about the same lack of growth, and lack of development of the older adult market. They also told the industry to come up with respectable, accurate sales figures that can be verified by an independent source, and to forget the hyped figures that are bandied about. These hypes may fool the industry, but they aren't fooling Wall Street. The truth is that the industry does need honest, accurate sales figures. And it's also true that the hypes aren't fooling anybody anyway.

For the frank discussions that emerged on these two topics alone, NARM was worth the trip. But there was much more that happened, and that information is available in this week's Cash Box. As a matter of fact, CB was pleased to hear much favorable comment at NARM on the aggressive editorial direction of the magazine. And we fully intend to continue publishing the kind of stories that made CB the trade hit of the NARM Convention.
You’re looking at Bud Cockrell, David Jenkins, Cory Lerios and Steve Price. Whose debut album “Pablo Cruise” alerted the world to a new and innovative crew out of San Francisco. A body of hard rockers who, from the beginning, have favored a richly-textured fabric of basic sound over any other kind of disguise.

With their new album “Lifeline,” these Bay Area veterans of It’s A Beautiful Day and Stoneground further lay bare their secrets of rock survival. And in “Lifeline,” they get a grip on ten new ways to keep the resurging San Francisco wave cresting with new excitement.

“Lifeline” from Pablo Cruise. Something to really grab hold of.

---

PABLO CRUISE ON TOUR WITH THE DOOBIE BROTHERS:

APRIL 15/17
GREAT SOUTH EAST MUSIC HALL
Atlanta, Georgia
APRIL 17*
MUNICIPAL AUD., New Orleans, La.
APRIL 18*
MUNICIPAL AUD., Mobile, Ala.
APRIL 19*
COLISEUM, Hattiesburg, Miss.
APRIL 20*
CIVIC CENTER, Monroe, La.
APRIL 21*
JEFFISON STADIUM, Houston, Tex.
APRIL 22*
TARRANT COUNTY COLISEUM
Fort Worth, Texas
APRIL 23*
CONVENTION CENTER ARENA
San Antonio, Texas

APRIL 29*
ECTOR CITY COLISEUM, Odessa, Tex.
APRIL 30*
CIVIC CENTER, Abilene, Texas
MAY 1*
CIVIC CENTER, El Paso, Texas
MAY 2*
COLISEUM, Lubbock, Texas
MAY 4*
COLISEUM, Albuquerque, N.M.
MAY 5*
CIVIC CENTER, Tucson, Ariz.
MAY 6*
SPORTS ARENA, San Diego, Ca.
MAY 7*
FORUM, Los Angeles, Ca.
MAY 8*
TEMPE STADIUM, Phoenix, Ariz.
MAY 9*
ORANGE SHOW STADIUM
San Bernardino, Ca.
MAY 14*
COW PALACE, San Francisco, Ca.
MAY 16 *
COLISEUM, Vancouver, B.C.
MAY 17*
COLISEUM, Seattle, Wash.
MAY 19*
COLISEUM, Edmonton, Alberta
MAY 20*
McMANN STADIUM, Calgary, Alberta
MAY 21*
COLISEUM, Spokane, Wash.
MAY 22*
COLISEUM, Portland, Oregon

PABLO CRUISE “LIFELINE” ON A&M RECORDS & TAPES

Produced by Val Garay with Pablo Cruise
“Cry Tough—pull down your soul
You just need another shot of Rock N’ Roll…”

NEW FROM NILS LOFGREN ON A&M RECORDS & TAPES
Calm, Rational, Business-Like NARM Meet Focuses On Lack of Growth, MCA Pricing & Getting 25-45 Year Olds

by Gary Cohen

HOLLYWOOD, FLA. — Long range growth prospects in tapping 25-45 year olds while expanding others, and insuring profitability at all levels of the industry, were the focal points of discussion at the 1976 NARM Convention, concluded here last week (23). Judging by the frank discussions on these and other issues raised during the convention, the industry is at least beginning to face up to and deal with the problems facing the business in a rational and intelligent manner.

In the simplest terms, it was a businesslike discussion. People were looking at the numbers, and getting to business type of convention. As a result, patronizing comments like 'the greatest NARM ever' were not heard and would have been out of place. But it may have been the best NARM ever for defining, analyzing and discussing the issues facing the industry.

What made this NARM different? The industry had a real issue this year. The MCA pricing structure, in itself, $3 billion industry topic from NARM. It was thought by some in the industry, when release of the MCA account structure was imminent, that perhaps MCA would take the other way out. But after NARM to reveal their new prices, and avoid individual meetings with each account to discuss this issue. By announcing their decision when they did, MCA provided NARM with a topic that had to be discussed by everyone and it was. Delegates especially paid tribute to NARM for a wide array of dynamic, interesting speakers, who helped put some of the important issues into perspective. Dr. Mort-Fenberg, the featured speaker, charmed the audience with a thought-provoking address (see separate story), that was talked about and referred to throughout the convention. Similar words of praise were heard for Robert Curtis, an expert on security, who found and surprised his audiences with statistics on theft, shortages and shoplifting. Both speakers were of the highest caliber.

NARM Study

In addition, the NARM consumer Research Study on the 24-45 age group, was praised as a long overdue analysis of the merchandising dilemma facing the industry, a shrinking youth market, a growing adult market, and what are we as music retailers are going to do about it. Some of the statistics in the survey were scary. It came out that 60% of the people surveyed in the 25-45 age group had not bought a single record in the last year.

A panel of producers from Wai Street investment firms matched wits with a panel of executives from the record industry, and the result was that the industry was on the short side to begin with. Wai Street doesn't seem to trust the record industry...perhaps because they don't understand it. Ways to rectify the situation were kicked around, as Wall Street aides for more honest disclosure on record sales, returns and accounting policies.

NARM Study Finds 25-45 Market Poor

HOLLYWOOD, FLA. — The publication of the NARM Consumer Research Study on the 25-45 year olds, was given in the view of many people, one of the highlights of this year's convention, and possibly one of the best projects ever undertaken by NARM. What makes this survey so interesting is that the survey shows us how doing the record industry is doing, in terms of merchandising the 25-45 age group, and what might be done to change the rec buying habits of people in that age group.

The study was directed by Joe Cohen, a graduate student at Baruch College of the City University of New York. Beginning with basic population shift figures, Cohen noted the 25-45 market segment will increase in size by 18 million people, while the industry's strongest market, the 15-24, will drop by 3 million people. Expressed as a percentage, the 25-45 market will increase by 32%, and the 15-24 market decrease by 25% over population by 1986, while the youth market has been shrinking at a rate of 3%.

Survey

The survey itself was conducted with the help of two panel companies. Over 2200 contacts were made, of which more than 50% met the survey standards. Some of the highlights of the survey:

- Only 40% of those surveyed had bought a record last year, while more than 60% had not. (For the purposes of the survey, a buyer is anyone who bought a record in the last year.)
- The average respondent purchased nine LPs last year.
- Males are to buy more LPs than females. Men said they purchased 11 LPs while women averaged only 7.

Some of the trends that can be discerned from the statistics contained in various parts of the survey are:

- 25% of the sample were at one time classified as buyers, and are now nonbuyers.
- The average LP sale drops from a high of 11 at the 25-29 age bracket, to a low of 4.5 LPs per bracket at 45.
- The pop contemporary listening bracket drops drastically with every higher age bracket — about 60% with each step upward.
- The soul listening market, not high


by Gary Cohen

HOLLYWOOD, FLA. — A panel of securities analysts from Wall Street brokerage firms expressed a lack of confidence in the record industry. Primarily due to the economic downturn and failures of some companies, their inability to show a profit, and a lack of accurate, credible, verifiable industry sales statistics. As a result Wall Street generally seems to downgrade the relative value of music industry stocks for investment.

On the same panel was a group of industry executives involved or concerned

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The Don Harrison Band has signed a long-term, exclusive worldwide contract with Atlantic Records. "Sixteen Tons" (the tune originally made famous by Tennille Ford two decades ago) b/w "Who I Really Am," the band's debut single, is set for release this week. Shown at the signing is (l-r) Jim Deehan, Atlantic director of national promotion; Joe Cohen, Atlantic Records; Doug Good, Clifford and Stu Cook (former members of Creedence Clearwater Revival); Russell DeShine, and (seated) Jackie Kroft.

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One Of Music’s Most Distinctive Voices Is Back...With A Smash Hit!

GENERAL JOHNSON

"ALL IN THE FAMILY"

It’s one of the best hard-times songs written in years!

Arista Records... Where CAREERS Are Launched!
Taylor, CBS Pres., Keynotes 1976 NARM Convention

HOLLYWOOD, Fla. — We can create a future for this republic that is not only good economically, but is aestheticically full, said Arthur T. Taylor, president of CBS Inc. and keynote speaker of the 1976 NARM Convention. Taylor expressed these hopes, even though he said that ‘we have come through one of the most profound and illustrious upheavals in the history of this nation.’

Taylor’s remarks related directly to the record business only in his opening reference to marks, in which he said jokingly that he might have spoken about pricing structures but that his attorneys had advised him against it. Department head, he serious vein, saying that people in the music business can take pride because “Our record music is something very much worth doing,” and because “our music product is timeless.” His speech was confirmed as something dramatic when compared to previous convention keynote speeches in that he spoke about the state of America’s industry and people. Consensus among the audience seemed to be that his remarks were valuable and relevant to the convention because of the way in which music permeates every facet of American life.

Taylor continued that many people in this country are ‘doubtful, confused and concerned’ about the direction of the nation and what is ‘brutality of the spirit’ among individuals as one of the symptoms of this confusion. He described music as the solution to the problem through the use of the ‘social contract’ which states that for people to live together in a harmonious fashion, a set of rules and duties must be given up. He related this to the impossibility of meeting the demands of every individual in a group by one group which makes demands on society.

Taylor asked whether he ‘a turmoil and travail of the past decade carried with it the promise of new progress?’ He said that his answer would be maybe, although two or three years ago he would’ve said ‘no’ but that in another two or three years he hopes the answer is affirmative.

Separate Meetings Focus On Retail, Jobber, Indy Problems

HOLLYWOOD, Fla. — The three individual meetings that kicked off last week’s NARM Convention were designed for rack jobbers, retailers and independent distributors and manufacturers. Each session lasted four hours and was designed to be the press this year. But judging from the comments of those that did attend the meetings, there was a great many people attending in past years meetings. That is not to say, though, that there wasn’t a fair amount of heated discussion and some heated names called on certain slow moving catalogue albums, so that the retailer doesn’t pay for the record (or sell it on their own) before he’s had a reasonable chance to see them. Cohen indicated he had presented his proposal to a number of manufacturers who indicated they would study it. This recommendation comes because the retailers have realized the futility of constantly asking for freebies.

Rack Jobbers

The rack jobbers, under the direction of the NARM’s convention chairman, Lou Kowker, also touched upon MCA’s price categories. In addition, Kowker spoke through an outside accounting firm, about the discount structure and how little concern there is about how much of a cost justification discount should be given to retailers, rack jobbers, etc. It was unclear what anything NARM would do with the proposal.

The Indies

The independent distributor’s meeting was attended by the suggestion of chairman Joe Simone, who opened to independent manufacturers this year. Our problems and future are intertwined with theirs, said one distrib. Yet the meeting was reported quieter and calmer, compared to earlier independent distributor meetings; perhaps the presences of the manufacturers tempered the tone and substance of the distributors’ comments.

By most accounts, independent distributors are locked into the present chart structure, and few changes in sight that are advantageous for the districts in the marketplace. The pricing policies of the independents in various studies in the marketplace were also discussed; the manufacturers feel the distributors should raise their prices, while the distributors believe that many cases) a nicker higher on LP’s than their branch distribution counterparts.

A rift that exists, however, united both manufacturers and distributor on the same side and sparked a great deal of controversy the public nature of another.

NARM Name News

HOLLYWOOD, Fla. — In a precedent-setting move for the NARM organization, the group has named its executive director, as the first chairman was Daniel Heilicher, vice-president of Heilicher Brothers. George Souvall, former treasurer, was named chairman.

Also named as officers and directors were: Barrie Bergman, secretary, and Norman Hausfater, treasurer. Re-elected vice-president was David Lieberman, Dick Siebert and Joe Simone.

Peter Lemongello’s Success Comes Via Back Door, TV Spot Campaign

HOLLYWOOD, Fla. — Two months ago, Peter Lemongello readily admitted, he couldn’t have worked in any major venue in N.Y. He has now, as a result of a saturation TV commercial campaign, sold out Avery Night And Party Every Day. He has gone from a minor name to being the leading tape manufacturer for the labels that are in the NARM’s Best Seller of the year. But it was Jerri Moss, method of handling this thanks to the contemporary quip audience buzzing Tuesday evening.

Obviously harboring a tremendous dissatisfaction with the album that appeared in a recent issue of Billboard which suggested that artists were leaving indie labels because indie distros were not doing an effective job, Moss accepted two awards on behalf of the Captain and Tennille by saying: ‘Here’s one for Independent Distribution which was unceremoniously ignored by an article in Billboard.

Of course, independent distributors and friends ran to congratulate Moss on his ‘standing up’ for what they thought was cclass Moss fashion as a few districts described it.

Moss expected the award for Barry White and Neil Bogart accepted for Donna Summer.

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Feinberg Addresses Himself To Changes In Lifestyle, Management

HOLLYWOOD, FLA. — The address of Dr. Mortimer R. Feinberg, dean and director of the advanced management program at the Baruch College Graduate School of Business, is accented with anecdotes and stories that are impossible to retell. But he did make, in the course of his five-year address, some important points about the role of management in business, and the changing state of society.

He first called attention to the past four years—rising energy prices, erosion of the work ethic, the growing divorce rate. "People want to give up on society," he said, "and the feeling is that there must be something wrong with contemporary man."

"So far we have not given up," he continued, "because we are human beings. But we have started to search for change in the things we want."

Feinberg addressed the audience to "keep your options open. No one can plan ten years ahead in the business of psychology." But he cautioned the industry to "watch statistics, and watch the changes. Maybe rock is over, and maybe it's country music. You have to be ready to move. Watch the trends."

There are four stages to life development: embryo, growth, maturity, and aging. There are four different kinds of people: dreamers, schemers, realers, and healers. Every organization, according to Feinberg, needs all four types.

Letters To The Ed

( Editor's Note: The following letter, received from an independent retailer in the Bronx, N.Y., is an additional comment on the Dr. Feinberg article. There is a great deal of interest among rack jobbers and retailers. CB intends to publish this issue further, and offer an opportunity for others to express their viewpoints.)

To The Editor

Strange and ominous things are happening to our record business these days. Unless the "name" label manufacturers and distributors act now there may not be enough left for them or the independent retailers.

The problem is the multi-distributor prices that now exist. If you operate three stores (some say five, some seven; it's an arbitrary difference with various labels) you are entitled to special discounts. This causes opportunists to enter the record business with $3.65 and $3.96 (45 RPMs) prices, almost to the top 100. We independents usually pay $3.65 and $3.75 for these records. If everyone in the business enters into the retail business, the old line catalog independent dealers will be forced to compete below cost. We can't compete with them. Don't the manufacturers know that when the many independent dealers are forced to lower prices, only the chain stores and the cut rate shops deal with? Who will take control? How will manufacturers recognize independent dealers who once were loyal allies? And surround yourself with different kinds of personalities. In this way you can cope with the future.

Private Stock Presents 'New Image' At NARM

HOLLYWOOD, Fla. — Before a gathering of distributors, rack jobbers and press at the Diplomat Hotel here last week, Private Stock Records introduced its largest album release since the company's inception a year ago. Consisting of six new LPs, the release has its official theme "The Focus Is On Stardom." Larry Uttal, president of Private Stock Records, urged prominent hosts to present 25 guests at the presentation, given during the NARM Convention.

And when we're not talking about a new album and the company's new look to reflect Private Stock's changing image as it moves into heavier artist and album orientation. Included in the release are LPs by Stan Gortikov, Brothers Four, Dick Haymes, David Soul, The Troggs, The Stampeders, The DCA Experience, and recently included Band Of The Black Watch. With the exception of the Band Of The Black Watch and the Stampeders, all artists represent recent signings to Private Stock.

'New Era'

Larry Uttal said: "This release launches a new look for our label. Each album has been carefully conceived, both creatively and in the support areas of promotion, advertising, and publicity. We may have had a singles image up until now, but, said Uttal. Perhaps it was caused way back when I was with Bell and we had the misfortune of having the top two singles in the nation playing the charts at one time." But he rallied his team by forcefully advising his distros that "we're going to be an album company to reckon with in the very near future.

W. Virginia Enacts Anti-Piracy Law

NEW YORK — Senate Bill 220 was signed into law by Governor Arch A. Moore, Jr., making West Virginia the third state to have enacted an anti-piracy statute.

The new law, which goes into effect ninety days after its signing on March 12, makes the unauthorized duplication of sound recordings, as well as the distribution and sale of such illegitimate duplications, a misdemeanor punishable by a fine of up to $1,000. It calls for the confiscation and destruction of all pirated sound recordings and the equipment used to make them. It also makes the failure to have the name and address of the manufacturer of the sound recording printed on the outer cover a misde- meanor.

Non-Financial Executive A Fish Out Of Water In 1976

by David Budde

HOLLYWOOD, FLA. — Perhaps the most telling single fact that emerged from Mort Ben's recent lecture "What the Non-Financial Executive Should Know About His Company's Finances" was that such an executive is in deep trouble. Perhaps Ben (of J.K. Lasser & Co.) did not say so in many words, but the opening remarks he made left no doubt that any executive without a good working knowledge of his company's financial strengths and weaknesses is playing with a full deck.

What should the financially naive executive do to get himself into the picture? Get to know three key people who actually deal with the day to day monetary operations of his company. They are Ben, the controller or financial vice-president, the CPA (either in-house or independent) who handles auditing, tax advice and makes fiscal recommendations. Ben may be your only contact, as he will bring disaster. Without Ben, the banker who handles your company equals the LIFO method, the FIFO (last in, first out) method, and the LIFO method of accounting.

Perhaps Ben might have offered of a specific nature were quickly the following: "There is no market for your own work, maybe, and is a 'watch' into which you can later place yourself."

"The performance of the advanced management school of Baruch is not only the music of the moment, but that which now has an arbitrary difference with various rpm's. The album product, the company's 'New Era' has been carefully conceived, both creatively and in the support areas of promotion, advertising, and publicity.

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Cash Box, April 3, 1976

Gortikov Laments Anti-Piracy Laxity

HOLLYWOOD, Fla. — While anti-piracy legislation has been passed in 40 out of the 50 states, it is generally conceded that only the chain stores and the cut rate shops deal with the problem. "Who will take control? How will manufacturers recognize independent dealers who once were loyal allies? And surround yourself with different kinds of personalities. In this way you can cope with the future."

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Cash Box, April 3, 1976
Tonight

Join 'em for John's next ABC-TV Special, "John Denver and Friend" featuring special guest star Frank Sinatra.

See it before The Academy Awards on the East Coast. See it after The Academy Awards on the West Coast.
How To Deal With Shopping Center Owners

By Steven Scharf

HOLLYWOOD, FLA. — On Monday, March 29, Strawagate held its annual seminar, "Deal With Shopping Center Owners: tips and techniques for getting your way with landlords." A total of 248 industry executives attended the seminar, which featured 12 expert speakers on topics such as "How To Play Less __" and the use of "Tax Shelters." The main problem that Strawagate is trying to solve is that if you're being "squeezed" by your landlord, you may be able to "get over the hump." The seminar has been known to "unleash" some of the most "sticky" problems in the industry. The seminar has been "a "free" event."

Computer New Wholesale Tool

HOLLYWOOD, FLA. — The seminar on the "Commercial: Minicomputer & The Record Wholesaler" met with mixed response from the two audiences that attended the sessions. One of the complaints heard was that the speeches given by the executives of Computer Horizons Corpo (CHC), the company that presented the seminar, were "technically difficult," which made it difficult for the audience to follow. CHC represents the "mainstream of the market," but the audience was "too old" to appreciate the "new concepts." The seminar was "less than expected," but "the company's reputation was enhanced."

Questions

In answer to the question "How can we get more people to buy mini-computers?" CHC's Bob Siebert said, "We are trying to reach a new audience, and we're not sure if we're doing it right." CHC's Steve Reynolds responded, "We're trying to sell the concept of mini-computers, and we're trying to make it as easy as possible. We're trying to make it as easy to use as possible." CHC's John Thompson added, "We're trying to sell the concept of mini-computers, and we're trying to make it as easy as possible. We're trying to make it as easy to use as possible." CHC's Mary Gardner Jones, formery with the Federal Trade Commission, was elected a member of the board of directors of MCA, Inc. according to Lew R. Wasserman, MCA chairman of the board and chief executive officer. Jones is a graduate of the University of California and the Loye Law School, a member of the New York Bar, the district of Columbia and is qualified to practice before the U.S. Supreme Court. She is a member of the boards of trustees of Welsey Physics and Colgate University, a member of the board of directors of the Journal of Consumer Affairs and on the advisory council of the Association for Consumer Research.

Executive On The Move

Mary Gardner Jones was appointed to the board of directors of MCA, Inc., according to Lew R. Wasserman, MCA chairman of the board and chief executive officer. Jones is a graduate of Wesley College and the Loye Law School in Philadelphia. Wasserman said, "Mary Gardner Jones is a highly respected professional with a strong background in consumer protection and public interest issues. She brings a wealth of experience to our Board and we are confident that her expertise will serve the company well in the future." Jones will assume her new position immediately. The appointment is effective immediately.

Business As Usual Despite Executive Attendance At NARM

NEW YORK — While the National Association of Recording Manufacturers' annual convention was held in Florida, the day-to-day contingencies of the business remained. Distribution of one-stop and tour buses conducted last week.

Cash Box questioned those "left minding the store" and the store's "sheer size" during the executive's absence. It was found that answers varied with respect to the search for the "right" record, the "right" music, the "right" accounts, and to the industry's credit, general sanity always prevailed.

The people at M.S. Distributors, Morton Grove, I1. had their own way of handling unexpected events. "We all just take a little more and do the best we can. If any big problems come up, we just put our heads together. We always run efficiently," ran as usual.

While the vast majority agreed with a spokesmen's statement that "the industry is fed up, N.J. who said everything "ran as usual," despite the convention, which two top executives controlled a "stop in incoming business. All the people stayed at Consolidated in Detroit, and they noticed a slight sacking off of activity. It was just a "slow" day. Generally, their conclusion conformed with the majority, "nothing too drastic about NARM cutting into us." Some at Sieberts in Little Rock could even exclaim optimistically, "Just super."

Despite the attraction of attending such a "pleasant combination of business and fun," a spokesperson said, "We're still waiting for the check. The recently-retired supervising of Nashville's Music City described the convention, it seemed to him, "was always the prime concern in deciding who, if anyone, would attend NARM in the future. Carlock, who has been the last in the line, "is waiting for his return, went on his own with confidence. "We've got some good people in the business," he said. "And there were no crises and things ran pretty smoothly."

No Need

At Fathers' Sons in Cincinnati, general manager Dave Crockett was the sole representative of the dealership. "I like to personally send our representatives out to NARM," he added. "There's no need to send them all out there, although I would have liked to have
BARRY WHITE'S MUSIC KEEPS ON PLAYING
With A Smash New Single
"YOU SEE THE TROUBLE WITH ME"
TC-2277
And It's From The Album T-502
FROM A&M.

NEW RELEASES ON A&M RECORDS & TAPES

PABLO CRUISE
LIFELINE SP 4575
Produced by Val Garay with Pablo Cruise

NILS LOFGREN
CRY TOUGH SP 4573
Produced by Al Kooper/David Briggs

THE MAGIC FLUTE
HIGHLIGHTS FROM THE ORIGINAL SOUND TRACK SP 4577
Produced by Helmuth A. Huber

AYERS ROCK
BEYOND SP 4565
Produced by Ayers Rock and John Stroebich
Excerpts From The NARM Consumer Research Study – The Growing Adult Market

A study of the record and tape buying habits of 25-45 year old age group

March, 1976

The Other Soul 1.4 3.7
Golden Oldies 6.7
Jazz 12.5
Pop 8.2

What kind of music do you listen to most?

Non-Buyer vs. Buyer

<table>
<thead>
<tr>
<th>N-B</th>
<th>Non-Buy All Non Buyers</th>
<th>All Buyers</th>
<th>Male</th>
<th>Female</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pop-Contemporary</td>
<td>19.5  32.8</td>
<td>16.6  44.1</td>
<td>20.8  24.8</td>
<td>36.2  54.4</td>
</tr>
<tr>
<td>Pop-MOOG</td>
<td>15.7   16.0</td>
<td>9.1   8.7</td>
<td>18.8  21.3</td>
<td>12.1   2.5</td>
</tr>
<tr>
<td>Country</td>
<td>26.7   22.6</td>
<td>30.3   17.6</td>
<td>25.0  26.2</td>
<td>17.2   16.5</td>
</tr>
<tr>
<td>Classical</td>
<td>16.7   9.9</td>
<td>15.2   11.7</td>
<td>17.4  10.6</td>
<td>13.6   3.8</td>
</tr>
<tr>
<td>Jazz</td>
<td>4.8    4.8</td>
<td>10.6   8.7</td>
<td>21.2  21.2</td>
<td>2.4    2.4</td>
</tr>
<tr>
<td>Golden Oldies</td>
<td>6.7    2.2</td>
<td>4.5   2.9</td>
<td>7.6  14.0</td>
<td>5.2    2.4</td>
</tr>
<tr>
<td>Soul</td>
<td>1.4    3.7</td>
<td>1.5   3.9</td>
<td>14.0  2.6</td>
<td>2.7    2.6</td>
</tr>
<tr>
<td>Gospel</td>
<td>4.8    3.3</td>
<td>6.1   10.0</td>
<td>42.7  57.3</td>
<td>6.9    2.5</td>
</tr>
<tr>
<td>Folk</td>
<td>2.4    1.2</td>
<td>3.0   1.0</td>
<td>21.4  21.4</td>
<td>6.9    1.3</td>
</tr>
<tr>
<td>Other</td>
<td>1.3    3.3</td>
<td>3.1   4.0</td>
<td>6.3   3.7</td>
<td>1.3    2.7</td>
</tr>
</tbody>
</table>

Changes In Buying Habits

Compared to five years ago, are you buying more or less than before?

<table>
<thead>
<tr>
<th>% Of All Buyers</th>
</tr>
</thead>
<tbody>
<tr>
<td>More</td>
</tr>
<tr>
<td>Less</td>
</tr>
<tr>
<td>About The Same</td>
</tr>
</tbody>
</table>

Do you usually know what record or tape you will buy before you go into a store?

<table>
<thead>
<tr>
<th>PERCENTAGE OF RESPONSES</th>
</tr>
</thead>
<tbody>
<tr>
<td>All Buyers</td>
</tr>
<tr>
<td>Yes</td>
</tr>
<tr>
<td>No</td>
</tr>
</tbody>
</table>

SEx

Male 75.5% 24.5%
Female 81.6% 18.4%

AgE

25-29 75.9% 24.1%
30-34 77.6% 22.4%
35-39 83.3% 16.7%
40-45 82.5% 17.5%

FAMILY INCOME

Under $9.999 79.5% 20.5%
$10.00-$14.999 78.5% 21.9%
$15.00-$19.999 77.5% 22.5%
$20.00-$24.999 73.1% 26.9%
$25.00 or more 100.0% 0.0%

When in the store, do you often buy a record or tape on the spur of the moment?

<table>
<thead>
<tr>
<th>PERCENTAGE OF RESPONDENTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>All Buyers</td>
</tr>
<tr>
<td>Yes</td>
</tr>
<tr>
<td>No</td>
</tr>
</tbody>
</table>

SEx

Male 45.1% 54.9%
Female 37.6% 62.4%

AgE

25-29 50.6% 49.4%
30-34 43.1% 56.9%
35-39 35.7% 64.3%
40-45 28.6% 71.4%

FAMILY INCOME

Under $9.999 46.2% 53.8%
$10.00-$14.999 35.9% 64.1%
$15.00-$19.999 47.5% 52.5%
$20.00-$24.999 38.5% 61.5%
$25.00 or more 35.0% 65.0%

How do you find out about the new records or tapes that you buy?

(Respondent was allowed to indicate more than one answer.)

<table>
<thead>
<tr>
<th>Newspaper</th>
<th>Magazines</th>
<th>Radio</th>
<th>TV</th>
<th>Concerts</th>
<th>Other People</th>
</tr>
</thead>
<tbody>
<tr>
<td>8.6%</td>
<td>8.6%</td>
<td>62.1%</td>
<td>18.5%</td>
<td>4.1%</td>
<td>19.8%</td>
</tr>
</tbody>
</table>

SEx

Male 7.8% 9.8% 66.7% 14.7% 2.9% 20.6%
Female 9.2% 7.8% 58.9% 21.3% 5.0% 19.1%

AgE

25-29 7.3% 8.9% 70.9% 8.9% 2.5% 24.1%
30-34 6.9% 10.3% 62.1% 20.7% 5.2% 15.5%
35-39 9.5% 7.1% 59.5% 23.8% 4.8% 11.9%
40-45 15.9% 7.9% 52.4% 25.4% 4.8% 23.8%

FAMILY INCOME

Under $9.999 5.1% 64.1% 17.9% 25.6%
$10.00-$14.999 10.9% 9.4% 62.5% 21.9% 6.3% 15.6%
$15.00-$19.999 7.5% 5.0% 70.0% 20.0% 25.0% 25.0%
$20.00-$24.999 15.4% 15.4% 57.7% 19.2% 11.5% 19.2%
$25.00 or more 10.0% 20.0% 70.0% 10.0% 10.0% 10.0%

What was you buying more?

<table>
<thead>
<tr>
<th>% of Buyers Who are Buying More</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bought new equipment</td>
</tr>
<tr>
<td>More time to listen and buy</td>
</tr>
<tr>
<td>More money available</td>
</tr>
<tr>
<td>More interested in music</td>
</tr>
<tr>
<td>Buy for children now</td>
</tr>
<tr>
<td>Interested in tapes now</td>
</tr>
<tr>
<td>Other reasons</td>
</tr>
</tbody>
</table>
Listen to the excitement of a No. 1 smash hit from the "New" PYE Records

'Save Your Kisses For Me'
by the Brotherhood Of Man

Produced by Tony Hiller

No. 1

On the British Music Charts in only three weeks
No. 1

British entry in '76 Eurovision Song Contest
Narm Talent
Best Ever In '76
by David Budge
HOLLYWOOD, FLA. — The 1976 NARM Convention has been called by many an unqualified success. At least so say its board of directors. The most obvious reflection of some of the success at NARM this year was the entertainment. The six superstars who performed at various luncheons and dinners had one thing in common — they had incredible years in 1975.

From the Mac Davis show at the Columbia Records dinner Saturday night (20) to the NARM awards gala with George Carlin and Neil Sedaka last Tuesday (23), the entertainment was top drawer. Bob Marley and the Wailers played at an Island Records reggae party. Gien Campbell gave a virtuoso performance at the Capitol Records sponsored luncheon Monday (22), and Manhattan Transfer topped off the NARM scholarship awards dinner which featured an interminably long speech by presidential aspirant Jimmy Carter, the governor of Georgia.

LOGISTICS
If, in some cases, the seating was inadequate for all of the 1500 NARM attendees to hear and see each performance well, it was an indication that every show was worthy of front row attention. Certainly, this year's NARM offered a blend of showmanship, professionalism and a glimpse into the world of superstardom that was alluring and captivating. Next year's functions have a long way to go to measure up to the level of performance found in Miami in 1976.

The Mythical Group
One of the NARM Convention's cleverest seminars explored the handling of the Mythical Group on Perfekt Records. Posed with a display for the Mythical Group are (l. to r.): Barry Griff, A&M's director of merchandising; George Steele, vice president of marketing for Elektra/Asylum; and Barrie Bergman, president of the Record Bar chain.

Springboard/UA Dispute Alleged
NEW YORK — United Artists Records and certain of its potential customers have been alerted by telegram that the sale of certain overstock product would violate the terms of a contract between UA Records and Springboard Records.

An informed source indicates that Springboard will take all steps necessary to protect its rights in this matter.

The issue revolves around a reported cross-product licensing agreement between U.A. and Springboard, whereby U.A. would be licensed to include catalog of Springboard in 16 albums of its 'Very Best Of' series, featuring product of Dionne Warwick, Gladys Knight and Jimi Hendrix. The source contends that U.A. agreed to offer Springboard first option on purchase of any overstock resulting from deletion of any part of the UA series, including material not included in the original licensing agreement.

The source claims that U.A. circulated a cutoff list at the NARM convention, that offered over one million cutouts of the 'Very Best Of' series, at who-else prices approximating 41¢ per LP and 61¢ per tape. The source further contends that U.A. did not respect the terms of the contract by not offering the overstock to Springboard first.

Perfekt Records Confronts Problems
HOLLYWOOD, FLA. — In an inventive panel discussion, featuring unique and varied displays, the 'Perfekt Records' session, a beginning to end marketing campaign for a hypothetical group on a hypothetical label, gave an inside view of the problems confronting all levels of the business on a day to day basis. The mem-

MCA Stock Splits, Dividend Increased
UNIVERSAL CITY, CA. — Lew Wasserman, chairman of the board of MCA Inc., announced at a meeting held last week that the board of directors approved a 2-for-1 split of the company's common stock. The split will become effective at the close of business on May 3, 1976.

Wasserman further announced that the board of directors declared a quarterly dividend of 50¢ per share on the MCA Inc. common stock outstanding, prior to the split to stockholders of record March 29, 1976, payable April 12, 1976 (equal to 25¢ per share on the stock after the split). The quarterly dividend paid by MCA Inc. for the last quarter of 1975 was 40¢ per share.

Eleven BMI Oscar Nominations
LOS ANGELES — BMI has announced that eleven of its writers have been nominated in the Motion Picture Academy Awards.

The BMI nominees are: best original score, John Williams, "Jaws"; Jack Nitzsche, "One Flew Over the Cuckoo's Nest"; Jerry Goldsmith, "The Wind and the Lion." Best scoring adaptation, Peter Townshend, "Tommy." Leonard Rosenman, "Barry Lyndon"; Peter Matz, "Funny Lady." Best original song, Fred Ebb, John Kander, "How Lucky Can You Get" (from "Lucky Lady"); Charles Fox, "Richard's Window" (from "The Other Side of the Mountain"); Jerry Goffin, a shared credit, "Theme From Mahogany" (from "Mahogany").

The Alan Parsons PrOjEct is coming
And the nominations are:
BEST ORIGINAL SCORE:
John Williams
The Wind and the Lion
One Flew Over the Cuckoo's Nest
Jaws
Jack Nitzche
The Year of the Gun
How Lucky Can You Get from Lucky Lady
How Lucky Can You Get from Lucky Lady
How Lucky Can You Get from Lucky Lady
How Lucky Can You Get from Lucky Lady
How Lucky Can You Get from Lucky Lady
How Lucky Can You Get from Lucky Lady
How Lucky Can You Get from Lucky Lady

BEST ORIGINAL SONG:
Richard's Window from The Other Side of the Mountain
Charles Fox from The Other Side of the Mountain
Gerry Goffin
Barry Mann
Francois羹
Freddy Kindermann

BEST ORIGINAL SONG AND ADAPTATION:
Peter Townshend

BROADCAST MUSIC INCORPORATED
The world's largest performing rights organization

WATCH BMI MUSIC CORNER AT THE OSCARS
‘Wings Over America’ In April

LOS ANGELES — “Wings Over America” is the title given to the first North American tour by the Capitol recording group Wings, which will mark the first performances of the Wings world tour which began in England in late 1975, and proceeded to Australia and Europe. Wings will be performing a set lasting some two and one-half hours with no intermission. New sound and light apparatus as well as special staging have been designed especially for the tour.

Wings consists of Paul McCartney, Linda McCartney, Denny Laine, Jimmy McCulloch and Joe English. The four-member brass section which accompanied Wings in the United Kingdom, Australian and European segments of the Wings world tour will perform on the U.S. tour. The band will be performing material from all prior Paul McCartney and Wings albums, songs which have been associated with Paul McCartney throughout his career, and selections from “Wings At The Speed Of Sound,” the group’s latest Capitol LP. The band will be certified gold upon its release in the U.S. Tour dates are as follows: April 8 & 9, Forum, Inglewood, Calif.; April 10 & 11, Houston, Texas; April 14, Tempe, Arizona; April 15, Tucson, Arizona; April 17, San Diego, Calif.; The Sports Arena, April 19 & 20, Los Angeles, Calif.; The Forum, April 22 & 23, San Francisco, Calif.; Cow Palace, April 25 & 26, Vancouver, B.C.; & Coliseum, April 29, Denver, Colo.; McNichols Arena, May 2, St. Paul, Minn.; Civic Center Arena, May 4, 5, 6, Chicago, Ill.; May 7 & 8, Detroit, Mich.; Olympic Stadium, May 9, Toronto, Ont.; Maple Leaf Gardens, May 10, Cleveland, Ohio; May 12 & 14, Philadelphia, Pa.; Spectrum, May 15 & 16, Washington, D.C.; Capitol Center, May 18 & 19, Atlanta, Ga.; The Omni, May 21, Uniondale, N.Y.; Nassau Veteran Mem. Coliseum, May 22, Boston, Mass.; Boston Gardens, May 24 & 25, New York City, Madison Square Garden.

The “Wings Over America” concert tour is being presented by MPL Communications Inc. in association with Caribou Management and Concerts West. The announcement of sale dates at each venue will be made shortly.

Buddah Lost 3.5M, Was Sold For 2.5M

NEW YORK — Buddah Records lost $3.5 million in 1975, and was sold by Viewlex Inc. to the Art Kass Media Corporation for cash and notes totaling $2,557,000. Of this total: Viewlex received $1,940,000 in cash, with $370,000 in notes to be paid within one year, and another $247,000 in notes due over three years. Viewlex, which claimed Buddah had a negative net worth, also received an exclusive four year contract under which they will press all Buddah Records. The sale was finalized on Jan. 7, 1976, with the information just released in the Viewlex annual report.

At RIAA Award

WASHINGTON, D.C. — Natalie Cole, winner of two Grammy Awards, Izthak Perlman, violin virtuoso, and comedian Robert Klein will be the star entertainers at the Recording Industry Association of America’s eighth annual Cultural Award dinner April 7 in the International Ballroom of the Washington Hilton.

More than 1,000 guests, including members of Congress, the Administration, officials of various Federal agencies and recording industry executives, are expected to attend.

Miss Cole, daughter of the late Nat “King” Cole, won an RIAA gold record award for her album “Inescapable.” She was presented with two Grammy awards last month — as the best new recording artist of the year, and for her recording of “This Will Be,” which was voted the best rhythm and blues single recording by a female vocalist.

Perlman, who has performed with all of the major American orchestras and widely toured the United States, Europe, South America, the Far East and Australia, has been described as “the happiest event in fiddling since the generation that produced Heifetz. Oistrakh and Milstein.” His many recordings now include a group of Scott Joplin rags arranged for violin for Perlman.

Klein has recorded two comedy albums, “Mind Over Matter” and “Child Of The Fifties,” the latter having been nominated for a Grammy Award. He has starred in four motion pictures, headlined in the country’s most important night clubs, had a sell-out one-man show in New York’s Carnegie Hall and has appeared frequently on the Johnny Carson and Merv Griffin television shows.

Denver Sets Tour

NEW YORK — John Denver, who currently has three albums and one single on the Cash Box charts, will begin his 1976 spring tour in St. Paul, Minnesota on April 31. Denver’s latest single, “Looking For Space,” is bulleted in Cash Box at number 20, and he is represented on the album charts by “Back Home Again,” at number 140. “John Denver’s Greatest Hits” at 120 and his latest album, “Windsong,” at number 47.

A&M Inks First Time Movie Deal With Fox

HOLLYWOOD — In what is believed to be the first agreement of its kind, A&M Records and Twentieth Century Fox Film Corporation have made a deal for the soundtrack and title songs for the upcoming Fox release “Mother, Jugs, and Speed,” whereby Fox has access to everything in the A&M catalog.

Two definite songs have been set for inclusion in the movie. “No Love Today,” written specifically for the film by Roger Nichols and Will Jennings. The tune will be sung by Michele Phillips, and it will be released as her first single on the A&M label; it will be produced by Jerry Moss. “Dance,” a song by Paul Jabara, will also be in the movie. Gene Page will score the picture and write the arrangements for “No Love Today.”

The soundtrack album will be released on A&M. The songs not yet set could be drawn from anybody — Quincy Jones to Peter Frampton. This new kind of deal affords great latitude to the filmmakers, and makes for an exciting and varied soundtrack LP.

The Alan Parsons PrOjEct is coming
The new single

DON'T PULL YOUR LOVE/
THEN YOU CAN TELL ME GOODBYE.

(4245)

is from his forthcoming album
BLOODLINE

SW-6516

Produced by Dennis Lambert and Brian Potter

Capitol
IT'S CASH BOX

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 accounts, has released the details of their long awaited new account structure. From what had been two different prices for customers between old and new prices for accounts will be approximately one percent, or about three cents. The new structure is essentially similar.

arises from the separate functions that suppliers perform in the marketing and distribution structure. The moves by MCA will have a significant impact on the bottom line of a record company.

Retail Chains Claim Many Advantages Over Indies
by Nick Nichols

The advent of the retail chain and its subsequent success in proliferation in the record industry has failed with mixed emotions. In recent interviews, retail executives have considered a chain operation advantage over the Indianapolis-based independent record store.

The advent of the retail chain and its subsequent success in proliferation in the record industry has failed with mixed emotions. In recent interviews, retail executives have considered a chain operation advantage over the Indianapolis-based independent record store.

Old Songwriters Never Die
They Become Producers Who Win Grammys
by Stephen Fuchs

LOS ANGELES — Buddy Kaye is a songwriter. He had his first hit, "Tell The End Of Time," in 1944. To date, that song has sold some forty million copies around the globe in various forms. Kaye is a member of the Songwriters Hall of Fame. He has written hundreds of songs that have been recorded by Perry Como, the Temptations, and many others. His song, "The End Of Time," has become a Christmas classic.

Pressing Plant Quality Control Improving Constantly
by John Mankiewicz

LOS ANGELES — Last week (2/6) Cash Box talked to retailers about their problems with defective records. The consensus was that there is a definite problem. Some possible reasons for defective records are: the manufacturing process, handling, and storage. But you've got to use your own discretion. The scope of this problem is concentrated by Cash Box.

search it! I look back at what their last return was. If it was a year ago, well, then they might have had that many, but if their return was only one percent of their sales, they might not have had as many.

The Bottom Line's Success: Owners Discuss Reasons
by Phil DiMauro

NEW YORK — Can a rock club exist in a major market area without the support of record companies? The question is: how do you create an audience for a club that doesn't exist? The answer is: it takes $17,000 a week for the Bar Line to break even. This is for entertainment and advertising expenses. It is a break-even situation.

College Radio — Unrecognized Sales And Exposure Force In Modern Music
by J.B. Carmicheal

LOS ANGELES — The effect college radio stations have on record sales and exposure of new product has probably never been dealt with in any serious manner. Although it would be very difficult and not very feasible to illeteral college radio stations, it is a significant outlet for new products.

Together Distributors Success For Motown, A&M In Atlanta
'Not Meant As Threat To Indies: Lushka
by Nick Nichols

LOS ANGELES — A year ago this "marriage" took place. This is not that it is between legitimate and major entities. It is a marriage of two record companies, A&M and Motown. They are the biggest independent record companies in the country. This is a marriage of two record companies, A&M and Motown. They are the biggest independent record companies in the country.
For comprehensive and in-depth analysis of industry news

How Large Is The Recording Industry?

New Figures Indicate A $2.2 Billion Myth

by Gary Cohen

LOS ANGELES — How large is the recording industry? Nobody seems to know for sure, although there have been some educated guesses. Some more educated than others.

The Recording Industry Association of America estimated half of the $2.2 billion published figure. The National Association of Recording Merchandisers also does research on record sales by their members, but they don't compile an overall industry sales figure. Retailers and some manufacturers placed at $1.2 billion, manufacturer's selling price. B

CBS To Phase Out Discount Records;

Heilicher In Discussion To Buy Chain

by Gary Cohen

NEW YORK — CBS, in a statement accompanying its fourth quarter figures, announced its intention to phase out its discount record store operation. Discount Records. At press time there were 88 stores in the country, with the likelihood of the number being expanded.

CBS moved the operation out of its former home in Scarsdale and combined it with their Pacific Street operation. The company feels that the discount store is no longer a viable operation. However, the discount store has had its problems and is not just records.

Disco, Fast Food For The Ears — WPIX-FM’s McIntyre

by Eric Rudolph

NEW YORK — WPIX-FM in N.Y. is one of about a half a dozen stations in the U.S. currently block programming disco between nine and one a.m. every night. The 18-34's are the most popular audience during that time but gained WPIX-FM significant numbers in the 18-34 bracket, especially among men.

The 18-34's are more important to advertisers than the teenagers. However, the strip has lost them their teenage audience during that time but gained WPIX-FM significant numbers in the 18-34 bracket, especially among men.

Pricing — The Key Subject For 1976

by Gary Cohen

MCA Plans Varied Categories For Different Account Types

NEW YORK — The changes planned by MCA Records in their account and price structure, which have not yet been announced, are primarily a stabilization for the third quarter. The two kinds of retail operations, including the retail distributor, the independent distributor, and the chain distributor, will not see any change. The two kinds of retail operations, including the retail distributor, the independent distributor, and the chain distributor, will not see any change.

Retail Price Turmoil Throughout The U.S.

by David Budge

LOS ANGELES — The key to David Bowie's durability and versatility is his ability to survive change. More than kind of rock. I believe you can't experience the mark he made on the music industry.
Awards, cocktail parties, panel discussions, talent on stage, cocktail parties, naming of new officers, debates, luncheons, banquets and more cocktail parties were the order of the five day NARM Convention held in Hollywood, Fla., last week. A camera view of some of the events is seen on this page. In the above row are: 1) Dan & Amos Heilicher receiving Rack Jobber of the Year awards from Capitol’s Ben Zimmermann. 2) Disc Records’ John Cohen and Tower’s Russ Solomon on panel. 3) NARM’s new president Jules Malamud with guest speaker, former Rev. Jimmy Carter and Elektra/Asylum’s Joe Smith. 4) Last Year’s NARM pres. Jacobs with the new pres.

Above: 1) Columbia star Mac Davis performing at a banquet. 2) The AA/Wonderland animal booth at poolside. 3) Joe Cohen being congratulated by Al Chotia following the former’s address on the purchasing habits of the adult 25-45 year-old buyer. 4) NARM sage Amos Heilicher offering his views at a seminar. 5) Jules and Michelle Malamud with Korvette’s Dave Rothfeld.

Above: 1) Columbia’s Paul Smith, Handleman’s John Kaplan, Mac Davis, Russ Solomon and Columbia’s Stan Snyder. 2) Gov. Jimmy Carter with WEA’s president Joel Friedman. 3) Winners of the NARM Anti-Piracy Awards. 4) Glen Campbell performing at a NARM luncheon.

Above: 1) Paige & Rick Frio with Malamud. 2) The CBS family’s Don Van Gorp, pres. Walter Yetnikof and Epic topper Ron Avenberg. 3) Warner’s Ed Rosenblatt, Mo Ostin, chairman of Warner/Reprise and Elektra/Asylum’s pres. Joe Smith. 4) Mortimer Feinberg, the psychologist and management consultant who brought everyone to his feet with a standing ovation after his brilliant address on the mind of mankind.

Above: Atlantic’s Manhattan Transfer who performed at one of the banquets. 2) Democratic candidate Jimmy Carter with CBS Records’ pres. Irwin Segelstein. 3) Tandy Records’ chairman Jerry Rubenstein. 4) Marketing consultant Macey Lipman with Cash Box’s Dave Budge. Mac Davis, CB’s president and publisher George Albert and Marty Ostrow. 4) Super retailer Sam Goody receiving the NARM Retailer of the Year award from Capitol’s Don Zimmermann. Sam’s grandson offers support.
April 3, 1976

HOT CHOCOLATE: (Big Tree BT 16060)

Don't Stop It Now: (2:56) (Finchley Music – ASCAP)

This is a dynamic followup to "You Sexy Thing" their recent chartbuster. This tune follows in a similar groove. An excising rhythm is against this tune a good ring. The strings are impressively tasteful. Look for this to follow in the footsteps of its predecessors.

GARY WRIGHT: (Warner Bros. WBS 8143)

Love Is Alive: (3:24) (WB Music Corp. – ASCAP)

Keyboard ace Gary Wright has come up with a one two punch - the first part was his new song "Love Is Alive" this so far has been a pet of the fans. This tune is a really friendly jam to FM radio. It's probably a cross pop sooner than expected. Each of the singers has an impeccable track record.

SMOKY ROBINSON: (Tam-a-T5 4267-F)


The tune begins with a single drum, and then builds. Smokey's voice is as effective as ever, especially in the framework of backing by Smokey's Family. The song has got a good beat, you can't help dancing to it. This one will be sure break out in r&b markets. Robinson's far-reaching reputation can only budge with the reissue of this excellent single.

JESSY COLTER: (Capitol P-4525)

Without You: (3:14) (Baron Music Pub – BMI) (J. Colter)

This is a strong follow-up to Jessy Colter's recent string of hits like 'I'm Not Lita.' It's an up-tempo tune and has a terrific melody. The instrumentation is in the country vein, with a lot of country backing on this record. Colter's recent string of albums have hit the dance charts.

JOHN FOGERTY: (Elektra E-45393-X)

You've Got The Magic (3:47) (Greasy King – ASCAP) (W. Bruce, J. Croce)

The congas carry the beat on this record. The congas have a very distinctive sound that is very popular with today's audience.

NEIL YOUNG: (Crazy Horse (Reprise RPS 1350)

Driver 8: (3:24) (Silver Fox Music – BMI) (N. Young)

"I wanna wake up with no one around." Young sings, and his voice is filled with more emotion than ever before. The tune is raw rock n roll, shot full of shotgun guitar riffs. Look for this to break out in many pop markets. Young's superstar status will bring his fans to this record. Word of mouth will do the rest. (F) (Stupid Girl: (3:24) (Review: 3/27)

JIM CROCE: (Fishing Song)

Mississippi Lady: (3:53) (Bending: Music – ASCAP) (J. Croce)

This is a lovey pop ballad produced by Fogeberg, and goes another step in establishing his reputation as one of the most creative craftsmen in today's music.

ISAAC HAYES: (ABC 12176)


The beat starts with a languorous feeling. Hayes is very smooth and sly. There's a lot going on in the music. There are many different percussion instruments, combined with Hayes' vocals. The mood created is not unlike that of the African jungle. Look for this to make an immediate and long-lasting r&b appearance.

MORRIS ALBERT: (RCA JH 10626)

She's My Girl: (2:50) (Ferrata Int – Melodies/Sunbury Music – ASCAP) (M. Albert)

Morris Albert had one of the biggest hits of last year. This tune is in somewhat the same vein. The backing is similar, so the chord structure. Albert's voice is as pleasant as ever, and the song will hit strong on MOR and pop lists.

BRECKER BROTHERS: (Arista AS 0182)

If You Wanna Boogie... Forget It: (3:10) (Threebea Music – BMI) (S. Khan, W. Lee, D. Groove)

The Brecker Brothers have for some time been a couple of the most respected studio musicians in the business. This song is a strong follow to 'Sneakin' Up Behind You' and should be successful. This one is a 12-inch r&b song, with a fascinating production that works on one of the best respected r&b markets.

BARRY W RIGHT: (ABC 12177)


Another example of the recent trend in cover battle, this tune by the Rythm Heritage Ensemble, right on target for the disco and r&b markets. The arrangement is superior, the instrumentation sophisticated and ear-pleasing. This is already being picked up fast. The telesevision show will provide instant recognition, and the quality of the tune itself will keep it around for a long time. (F) (Disco version: 5/09)

SAMMY DAVIS, JR. (Twentieth Century TC 2282)


This is the original theme song from the popular television series. Davis sings the tune with a lot of power in his voice, and this should put pop and MOR stations. Davis’ version of Dion’s will give this a natural sales boost.

PRATT & McCLAIN: (Reprise RPS 1351)

Happy Days: (2:40) (Brunn Music – BMI) (Gimble, Forx)

This is the theme song from the popular television series of the same name and is already getting heavy airplay on radio. It’s a simple melody that will do well in the MOR arena. This one has got a lot of appeal.

KIM KINSMAN: (Flying Dutchman) (2:58)

It Takes A Woman's Love (To Make A Man): (2:59) (Don Kinser Music – BMI) (S. Wash)

This has since its emergence been a band that embodied the spirit of rock and roll. This single is from their 'Masque' LP. It's no exception. The vocals have really drive, and the guitar work is simply searing. The tune will get FM and AM play without a doubt. With Joe for the hot saxophone appeal.

LONNIE LISTON SMITH & HIS COSMIC ECHOES: (Flying Dutchman) (JB 10816)


This is an eerie one-12-inch of orchestrated funk. The arrangement is full with various percussion instruments adding something extra to the already complex sound.

JIMMY CHAPPE: (Ada RDA 2012)

Standing Tall: (3:20) (E. Harris/Ad – ASCAP) (P. Mitchell, D. Loring)

Chapelle delivers a powerhouse vocal to a Beattie-like boss in drive away at the subconscious. Very aggressive. Strong pop. MOR, even country possibilities. TV guest spots will now underscore the ripe potential of this artist. Strong ambience. Should get cross over consideration.

FLIGHT: (Capitol P. 4250)


This is a first single from the band's debut album 'Flight.' It reies, most effectively, on professional synthesizer work. The band is remarkably tight, and all are sophisticated musicians. Look for this to pop up quick on FM productions. And it's got an upto-tempo jazz feel that should bring it to the marketplace.

VICTORIA MEDLIN: (London 5N-231)

No Chain Reaction: (3:20) (Marsant/Mama Music – BMI) (V. Medlin./in A. Bright)

This song has got the same vibe that embodied the spirit of the record. It's a very much like the previous record which was written by Alpert. No Chain Reaction is full, but it sure sounds like it is an instrumental. This one is seen to be a hit. The band and Medlin works voice out against the excellent arrangement. Look for this to be a pop hits. This has a good chance to cross over.

FLIGHT: (Capitol P. 4250)


This is a title song from the same album. "I Had A Miracle" captures the essence of the group's music and is one of the group's most dynamic tracks.

RICHARD COCCIANTE: (Twentieth Century TC 2275)

When Love Has Gone Away: (3:34) (Sunbury Music – ASCAP) (R. Cocciante, M. Luberti, D. Roby)

This record starts off sounding like a ma version of Patti Smith. Words are chanted with unusual timbre and phrasing. Midway the tune breaks into melody, and Cocciante's voice is powerful against the strong chorus. This has a man and interesting character in shape that should guide this single into FM progressive area.

INFERNO BLUES MACHINE: (London 5N-229)

All The Love In The World: (3:17) (Music – ASCAP) (L. deJesus, W. R. Stevenson)

This is the title song from the same album. "All The Love In The World" captures the most dynamic tracks of the group's music.

RAY AGEE: (Prowin M-1716-A)

It's A Halleluia Thing: (2:53) (Five Point Modern Music – BMI) (Harris, Agee)

This is a step up in the style of B. King. The lead guitar work kicks the piece up, and Ray Agee's voice has subtle power. The horns charts are usually good. Should get played on r&b and jazz stations that enjoy playing good blues for their listeners.

PAUL JABARA: (A&M 1810)

Yankee Doodle Dandy: (3:09) (Primas Artists/Oa – BMI) (G. Cohan)

This is a fresh take on this classic tune. Jabara has given it a fascinating arrangement of the r&b standard, just in time for the Bicentennial. He sings it strong in a very smooth, funky arrangement. The tune has a real good shot at the pop and disco market. Look for this to break out for this year. It's got substance and will fit into the Bicentennial fare.

ZEKE STRONG & THE LADYETTES: (Missy Lady M-2448-A)

I Laugh And Talk (But I Don't Play): (3:40) (Keeton's Pub – BMI) (Zeke Strong)

This song has got some of the most striking voices we've heard in a long time, and he has written a tune that's a perfect vehicle. He's got a low-down funky style that should get played on many r&b stations. Program director: check this one out! Fop. Instrumentals version: 3.40

SUNDOWN COMPANY: (Poydor PD 14312)

Nothing Wants To Be A Movie Star: (3:35) (Natural Songs – ASCAP) (J. Cunningham)

She was born in N. L.A. in a one year room. The lead singer is very weak. This one is another one from the movie 'Nothing Wants To Be A Movie Star.' We haven't seen the film so we don't know how it works there. But it's a terrific MOR ballad. The melody is catchy and the production is sick. The Monroe take-in is a natural promotion, this should get a lot of airplay. Fip. No info. available.

25
Black And Country -- Two Progressive Influences

by J.B. Carmicle

LOS ANGELES - The Cash Box FM Analysis has grown, both from station feedback and our own recollection of the original concept since its inception in late December. From reports by Cash Box progressive tracking stations, there is a well-developed rapport with the people that make these stations tick, has come the certainty of progressiveness, as with other formats, are programming music other than just strictly progressive to meet demographic need and appeal.

Black And Country

Two prime examples of the influence of progressive country are the labels "Basic Blue Band" and "Einstein". Categorization of music has and probably always will be criticized by people who justify their fee we're in the too many I'm a member." And Crossover may be the key word for the article that follows, but in any respect, CB thought I'd be interested in examining Black and Country influence, since some progressive stations have been reporting adds, requests and predictions of both influence. Washington, D.C. has been a market of particular importance because of both its size and the huge Black populace. The reporter there is David Einstein, who directs the music at WHFS-FM. "I've got a different market here," he commented, "people like to tap their feet, and certainly we're not too big by our audience. They like it when you program a Ray Charles back to back with a Joe Cocker. Then you get a group like Santana. It can go both ways--primarily programmed progressive but the blacks are very into jazz and rock.

Jazz-Rock Fusion

"Try to imagine the music of today without a word like Ray Charles. Basic Blue Band" and "Einstein" ran a list of names off that could easily figure in the start of a rock and roll song. "You got artists like the Airline Brothers doing Band's songs like 'Must Have Done Somebody Wrong'. I think the whole jazz-rock fusion thing is here now. R&B is no other the category it used to be...we've got the reggae and Caribbean influences now because of the black influence."

When asked about playing too much rock or not enough rock on WHFS, Einstein said, "you just got to hold on, we have to reflect the market we're in if we’re not playing enough grateful dead...Dead though, we hear about it. And sales. Take EWP, they're not selling as many records as to but that's because of the black influence is here even on our progressive. Columbia Records told us the market out of D.C. New York here in Washington as far as product is concerned.

Country Influence

The influence of country music on progressive formats is much stronger than the back influence. Mark Christopher of KZEW-FM, Dallas told CB that "Joni Mitchell and a nice Willie Nelson tune aren't that much different. There used to be a good hard line between country and progressive, it's become a much hazier line because of crossover.

It's evident on any progressive in the country. You'll certainly find that the Washington-Jennings. Eagles and Charley Daniels' Band; Marshall Tucker Band and other similar artists fans being catered to. The progressives want those demographics as much as the country stations do. But a question arises of how to bridge the gap from heavy metal, folk and progressive country on the air.

Buffer Groups

You have quite a few buffer groups. Christopher noted, "like the Airline Brothers or Marshall Tucker that will help in your on-air transitions. A Pink Floyd song to Willie Nelson's..."

"Progressive stations, by connotation of their very category, have to adapt to the market's needs. its appeals and especially its changes."

Chuck Dunaway of KAFM, Dallas had comments too. KAFM claims to be a highly successful progressive pioneer. He and Dick Starr; of Century 21 Productions. In that city, are marketing a national syndicated progressive country radio format.

"Weelie Nelson is really the godfather of it all," said Dunaway. "He put an ear in his ear a few years ago, began to attract the college crowd and that's when I'm not progressive, the audience is continued on pg. 48.

KLOS Tops LA Market

LOS ANGELES -- No FM rock station has ever beaten the dominant AM top 40 competition in a major market before, in average quarter hour total persons 12+ but LKOS accomplished it. KLOS topped KHJ in average quarter-hour total persons 12+ Monday through Sunday, six a.m. to midnight radio survey area. for three consecutive Pulse ratings July-August 1975. September-October 1975 and November-December 1975.

The most recent Pulse for a total week, total persons shows KLOS with an average quarter hour of listeners 12+ of 99,500, placing KLOS ahead of every station in the market, and shows KLOS as the number one rocker for 18+ adults with an average quarter hour of 62,000.

Station Breaks


WZXR-FM, Memphis, KSEL-FM, Lubbock and KXOE-FM, Brownwood, Texas join Driskill's great American country automated format.

Jack Lawyer appointed to program director of an WLW, Cincinnati. Lawyer comes to the Avco station from WSPD, Toledo. The appointment is effective immediately.

WCFL, Chicago appoints Jim Frank as program director. Frank will be responsible for all on-the-air programming and will host morning show. Wanda Wells named assistant to the program director. In addition to new responsibilities at the station.

j.b. carmicle
most added records

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>This Week</th>
<th>To Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Welcome Back</td>
<td>John Sebastian - Reprise</td>
<td>35%</td>
<td>20%</td>
</tr>
<tr>
<td>Fooled Around And Fell In Love</td>
<td>Elvin Bishop - Capricorn</td>
<td>20%</td>
<td>88%</td>
</tr>
<tr>
<td>Show Me The Way</td>
<td>Peter Frampton - A&amp;M</td>
<td>20%</td>
<td>80%</td>
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<tr>
<td>Boogie Fever</td>
<td>The Sylvers - Capitol</td>
<td>16%</td>
<td>73%</td>
</tr>
<tr>
<td>I Do, I Do, I Do</td>
<td>Abba - Atlantic</td>
<td>14%</td>
<td>54%</td>
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<td>Shannon</td>
<td>Henry Gross - Lifesong</td>
<td>14%</td>
<td>59%</td>
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<tr>
<td>Sweet Love</td>
<td>Commodores - Motown</td>
<td>12%</td>
<td>82%</td>
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<tr>
<td>Only Dr. Hook</td>
<td>Capitol</td>
<td>10%</td>
<td>89%</td>
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<tr>
<td>Rhiannon</td>
<td>Fleetwood Mac - Reprise</td>
<td>10%</td>
<td>33%</td>
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<tr>
<td>Silly Little Love Songs</td>
<td>Wings - Capitol (LP Cut)</td>
<td>9%</td>
<td>9%</td>
</tr>
<tr>
<td>Tryin' To Get The Feeling</td>
<td>Barry Manilow - Arista</td>
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<td>51%</td>
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<tr>
<td>Sara Smile</td>
<td>Hall &amp; Oates - RCA</td>
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<tr>
<td>Love Really Hurts Without You</td>
<td>Billy Ocean - Ariola</td>
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<tr>
<td>Medley</td>
<td>Glen Campbell - Capitol</td>
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<td>12%</td>
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<tr>
<td>Strange Magic</td>
<td>ELO - UA</td>
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<tr>
<td>Young Blood</td>
<td>Bad Company - Swan Song</td>
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<td>28%</td>
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<tr>
<td>Looking For Space</td>
<td>John Denver - RCA</td>
<td>7%</td>
<td>42%</td>
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<tr>
<td>More, More, More</td>
<td>Andrea True - Buddha</td>
<td>7%</td>
<td>21%</td>
</tr>
<tr>
<td>Falling Apart At The Seams</td>
<td>Marmalade - Ariola</td>
<td>7%</td>
<td>14%</td>
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station adds this week

<table>
<thead>
<tr>
<th>Station</th>
<th>This Week</th>
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<tr>
<td>KJH, WFIL, WPIX, WSAI, WIXY, WQXY, KJIR, KJSM, WORC, WDRC, WBBF, WBBQ, WSGN, WING, WPGC, KJOY, WBLI, WHNY</td>
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<td>WFIL, WPIX, WQX, WIXY, WPIX, WTIX, KLIF, KKXOK, WAKY, WNCL, WDBF, WHQG, KTLK, KRBE</td>
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<td>WPXW, WBB, KKXOK, WDRQ, WDGY, WDRC, KIOA, WING, WDWF, WPEZ, KNJS, 99X</td>
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<tr>
<td>WRCO, WFL, WKLY, WBBQ, WQYK, WPGB, WJET, WLAV</td>
<td>14%</td>
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Bohemian Rhapsody
Show WFIL 15-11, WFL 8-15, WIXY 14-1, KYA 9-1, WTIX 15-3, WDHF 12-6, KSTP 11-5, KTLK 19-12, KJSM 21-11, KEEL 6-1, KCBQ 24-17, WNCL 9-2, KJSM 21-10, WSGN 11-5, WBBQ 15-3, KJSM 27-15, WPEZ 17-9, KRJZ 30-8, WLAC 15-5, WIRL 24-15 |

Boogie Fever - The Sylvers - Capitol
WLS 17-12, KJHH 24-15, KFRC 17-12, WRKO Ex-20, KJKX 22-14, WSAI 30-24, KJTL 40-21, WDHF 19-11, KEEL 20-11, WCAO Ex-26, WBBQ 17-11, WAYS 8-3, WHBO 18-10, KING Ex-18, WHYX 22-11, KJLE 29-18, WREC 14-8, WING 19-11 |

Looking for Space - John Denver - RCA
WBBQ 24-17, WPIX 15-7, WLS 29-18, WDHF 16-9, KQX 17-4, KYJZ 17-7, KXKQ 13-3, IQQ 19-12, WGCL 13-5, KSTP 14-3, U100 9-4, KRJZ 10-3, WBBQ 26-18, KEEL 7-2, WOFY 12-6, KJQA 14-8, WDRC 25-19 |

Let Your Love Flow - Bellamy Brothers - WB/Curb
KJTL 19-11, WNUS 21-10, WRKO 18-12, KXOK 23-17, KJSM 7-2, WCAO 23-11, WGCL 14-6, WPBC 18-11, WDRC 27-20, WBBF 20-14, WERC 5-1, WLAC 18-15, WLAU 18-12, KLEO 24-17, WOXY 14-15, KRJZ Ex-15, KBBRE 23-8 |

Fool Around And Fell In Love - Elvin Bishop - Capricorn

Only Dr. Hook - Capitol
WFIL 16-11, KJL 15-7, KSTP 15-10, KTLK 23-18, U100 21-10, WHHB 10-6, KRJZ 15-9, WOKY 13-7, KRBE 14-6 |

Show Me The Way - Peter Frampton - A&M
WRKO 20-11, WQXJ 13-3, KTLK 18-11, WERC 27-22, KJIS 22-13, KEEL 17-9, WSGN 24-19, WERC 28-12, WLAV 11-5, WNOE 21-17 |

Bohemian Rhapsody - Queen - Elektra
WLS 5-1, WPFX 21-6, KBBQ 21-15, KJSL 13-6, WDHF 6-1, WPPE 23-19, KJLE 18-13 |

Shannon - Henry Gross - Lifesong
WRKO 10-6, U100 Ex-24, WBHQ 29-21, WBBQ 27-21, WDRC 29-24, WING 17-12, KJSM 30-21 |

radio active singles

-looking ahead to the top 100-

1. I'm So Lonesome I Could Cry - Roy Orbison - BMG (BMG) Terry Bradshaw / Mercury (73660)
2. Broken Lady - The Moody Blues - BMG (BMG) Larry Griffin / Monument (8-8807)
3. Strangers In The Night - Frank Sinatra - BMG (BMG) Barry Manilow / Atlantic (33136)
4. Jealousy - The Animals - BMG (BMG) Barry Manilow / Atlantic (33136)
5. Words Are Impossible - ABY - BMG (BMG) Barry Manilow / Atlantic (33136)
6. Hope We Get To Love In Time - The Beach Boys - BMG (BMG) R.B. Heathman / Atlantic (33136)
7. Moonlight Feels Right - The Oak Ridge Boys - ASCAP (ASCAP) Stilborbck / Private Stock (3036)
8. Holding On - Delaney & Bonnie - ASCAP (ASCAP) Stilborbck / Private Stock (3036)
9. It's Over - Bob Seger - ASCAP (ASCAP) The Road Apples / Private Stock (41307)
12. The Fonzi Song - The Monkees - BMG (BMG) The Heytes / London 233 (3268)
13. Hustle On Up (Do The Bump) - The Warlocks - BMG (BMG) Hidden Strength / UA (KJ 7332)
14. Today I Started Loving You Again - Oak Ridge Boys - BMG (BMG) Bobbzy Blas / ABC (12156)
15. You're My One Weakness Girl - John Denver - BMG (BMG) Street People / Vipor (17286)
16. Norma Jean Wants To Be A Movie Star - The Ventures - BMG (BMG) Sundown Company / Private Stock (14312)
17. Cara Mia - Mannheim Steamroller - BMG (BMG) Pau Delicats / Artists of America (32028)
19. Arms Of Mary - Delaney & Bonnie - BMG (BMG) Sutter and Brothers / Quiver / Columbia (32028)
<table>
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<tr>
<th>Track</th>
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<th>Format</th>
<th>Label</th>
<th>Notes</th>
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<tbody>
<tr>
<td>1</td>
<td>&quot;Here There Be Dragons&quot;</td>
<td>J. Sebastian</td>
<td>RCA</td>
<td>40 To 30</td>
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<tr>
<td>2</td>
<td>&quot;Gloved Around&quot;</td>
<td>Barbra Streisand</td>
<td>CBS</td>
<td>30 To 20</td>
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<td>3</td>
<td>&quot;The Right Back Where We Started From&quot;</td>
<td>John Sebastian</td>
<td>RCA</td>
<td>20 To 10</td>
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<tr>
<td>4</td>
<td>&quot;Let Me Know Love Songs&quot;</td>
<td>John Sebastian</td>
<td>RCA</td>
<td>10 To 0</td>
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<td>5</td>
<td>&quot;I Love Songs&quot;</td>
<td>John Sebastian</td>
<td>RCA</td>
<td>0 To 0</td>
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<td>&quot;Looking For Love&quot;</td>
<td>John Sebastian</td>
<td>RCA</td>
<td>0 To 0</td>
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<td>7</td>
<td>&quot;Let Me Love You&quot;</td>
<td>John Sebastian</td>
<td>RCA</td>
<td>0 To 0</td>
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</table>

**KIRK» SEATTLE**
-
**KING» SEATTLE**
-
**KIRK» PORTLAND**
-
**KND» SAN FRANCISCO**
-
**KNO» SAN FRANCISCO**
-
**KOG» SAN FRANCISCO**
-
**KPL» SAN FRANCISCO**
-
**KPB» SAN FRANCISCO**
-
**KRB» SAN FRANCISCO**
-
**KRI» PHOENIX**
-
**KLY» DENVER**
-
**KLE» WICHITA**
-
**KWR» KANSAS CITY**
-
**KVL» CHICAGO**
-
**KWS» CHICAGO**
-
**KSD» ST. LOUIS**
-
**KHO» BOSTON**
-
**KCI» PROVINCETOWN**
-
**KCR» WORCESTER**
-
**KDV» NEW YORK**
-
**KCR» HARTFORD**
-
**KCG» WASHINGTON**
-
**KDF» PHILADELPHIA**
-
**KDB» NEW ORLEANS**
-
**KDL» MINNEAPOLIS**
-
**KCN» DALLAS**
-
**KCM» COLUMBUS**
-
**KCS» CINCINNATI**
-
**KCO» MIAMI**
-
**KCM» CHARLOTTE**
-
**KCI» RICHMOND**
-
**KCB» NEW ORLEANS**
-
**KCP» WASHINGTON**
-
**KCR» PHILADELPHIA**
-
**KCR» NEW ORLEANS**
-
**KCH» ORLANDO**
-
**KCO» ROCHESTER**
-
**KCL» CHICAGO**
-
**KCB» CHICAGO**
-
**KCI» CHICAGO**
-
**KCP» CHICAGO**
-
**KCR» CHICAGO**
-
**KCI» CHICAGO**
-
**KCP» CHICAGO**
-
April 3, 1976

Most Added LPs
1. Lady In Waiting - Outlaws - Arista
2. Cry Tough - Nils Lofgren - A&M
3. Takin' It To The Streets - Doobie Brothers - WB

Most Predicted Hits
1. Cry Tough (entire LP)/Jailbreak/For Your Love - Nils Lofgren - A&M
2. Jailbreak (entire LP)/The Boys Are Back In Town/Emerald - Thin Lizzy - Mercury
3. Takin' It To The Streets (entire LP)/Wheels Of Fortune - Doobie Brothers - WB

Most Requested Cuts
1. Do You Feel/Show Me The Way - Peter Frampton - A&M
2. A Trick Of The Tail/Squonk/Entanglements - Genesis - Atco
3. Hypnotize/Jump For Joy/Lightnin' King - Kingfish - Round

WBCN - BOSTON
Bob Slavin

WBWE - NEW YORK

WBAB - LONG ISLAND

WLR - LONG ISLAND

WAL - BINGHAMTON, N.Y.

WALFS - WASHINGTON, D.C.

WFHS - WASHINGTON, D.C.

WRAS - ATLANTA

WRU - CHICAGO

KLM - HOUSTON

KMC - DALLAS

KBF - DENVER

KMYR - ALBUQUERQUE

KLOS - LOS ANGELES

Saul Yentz

ABC ADDITIONS

Most Requested LP Cut(S)
"Lee Oskar is the greatest harmonica virtuoso magna cum laude to come along in this generation. The sound he elicits from his Golden Melody Honers has the purity of a Stradivarius violin. The melodies he has written on side one of his debut album, "Lee Oskar" (a Far Out Production on United Artists Records & Tapes) are the equal of anything written during the past three centuries. The hit single is contained on side two. "SUNSHINE KERI" will do as much to eternalize the name of Lee's wife as "Annie's Song" has done for John Denver's lady. Lee Oskar -- a worthy successor to the throne of Larry Alder."

— Kal Rudman
From WAR. "Lee Oskar," his songs, his music, his first solo album. A Far Out Production on United Artists Records & Tapes.

©1976 FAR OUT PRODUCTIONS
Hollywood - Capitol Records has announced an April 12 release for 11 pop and country albums, highlighted by Gen. Campbell's 'Bloodline', which was produced by Dennis Lambert and Brian Potter, who also produced Gen's 'Rhinestone Cowboy.'

Nancy Wilson returns with 'This Mother's Daughter,' produced by well-known singer and songwriter Eugene McDaniels, who wrote the title track and contributed several other tunes.

Guthrie Thomas has his second album in 'Lies And Alibis,' while Dr. Hook returns with 'A Little Bit More,' containing a new tunes recorded in Nashville as well as their hit single 'Only Sinister.' Bob Seger is back with a double album, 'Live Bullet,' which contains extended versions of all his best-known songs.

April's releases also include debuts by two groups and four solo artists.

### Henderson Release

LOS ANGELES - Joe Henderson has announced the release of his newest Milestone LP, 'Black Magic.' The tenor saxophonist'satest was produced by Orrin Keepnews and Joe Henderson. arrangements are by Henderson and keyboardist George Duke. Henderson who makes occasional tours is currently teaching in Berkeley.

### 'Hideaway' Revealed

LOS ANGELES - America a Warner Bros. promo has announced that their new LP 'Hideaway' to be released April 1, will be showcased in their upcoming U.S. tour. The announcement was made by their manager. John Hartman, who stated that the tour will begin April 16 in Chicago and conclude May 2 in Dallas.

Little River Band from Australia appears with their self-titled album which is certified gold in its homeland, while Bobbi Gass, a blues-tinged rock band from England, steps out with the 'Broken Glass' LP.

### Omartian Pacts With Warners

LOS ANGELES - Michael Omartian has accepted an assignment with Warner Brothers Records whereby the producer will work under Larry Wiseman, president and director of A&R in conjunction with staff producer Steve Barri and independently, producing and acquiring talent for the label. Omartian is best known for his arranging and session work as a pianist. Most recently affiliated with ABC/Dunhill Records, Omartian has participated in albums and singles by Steely Dan, the Four Tops, Bobby Bland, the Grass Roots and Rhythm Heritage's 'Theme From S.W.A.T.' which he co-produced with Barri.

### Promise-Rebel Debut

HOLLYWOOD - London Records in an announcement of the April 5 release of Peter Gabriel's solo album, 'The Promise,' and John Miel's 'Rebel' LPs stated the foundation of comprehensive follow-up campaigns.

### CBS Music Pub. Group Produces Movie Score

NEW YORK - The music for Oliver Unger's film 'Assassination,' will be the first international movie score venture for the CBS Music Publishing Group. The CBS Music Group produced the score and will publish it worldwide. The score was composed by Juan Carlos Cadenor of Spain. The motion picture starring Maximilian Schell, Fiona Bolkar, and developing, will be released in Italy, France and South America this spring.

### Push For 'Broadway Showstoppers'

LOS ANGELES - 'Broadway Showstoppers,' an album containing 50 recordings of songs introduced on Broadway, with most of them performed by the artists who performed them in the original stage musicals, will be released by the music division of Ziv International, Inc. and available by mail order. The advertising campaign will consist of a variety of co-op advertising utilizing portions of the recordings.

### RCA Skeds 'Space' Disk

NEW YORK - RCA Records is releasing an LP based on the 1965 independent stations television series, 'Space,' 1999.' In March, the East Coast NBC show, starring Martin Landau and Barbara Bain and produced by Independent Television Corp., has been seen that 1965 independent stations and has been renewed for more stations in 1976-77.

### Island Adds 14 LPs To Antilles Line

NEW YORK - Island Records has issued a total of fourteen new entries to its Antilles line, the high-powered mid-price line that last year with the release of eight albums which includes a vast range of music from Chicago blues, English folk and bluegrass to oriental. All of these records are made available by Island at a list price of $4.98.

Island Records recently launched the Antilles label is made to worthwhile recordings of various types readily available to the record buyer at a reasonable price. Most of these records have never been previously released in the United States, and copies of many of them have been issued in other countries.

The fourteen new albums in the Antilles catalogue are as follows: Frip & Eno 'Evening Star': The second collaborative effort by these renowned English progressive musicians; Mississippi Fred McDowell 'Somebody Keeps Celin' Me'; Dynamic tracks from one of the top sessions by his best-known songs.

### All Platinum Revives Chess

NEW YORK - All Platinum Records, currently in the process of revitalizing Chess Records, has announced their initial release, 'Solvin,' a single "Never Stop Loving You.", In addition to distribution, All Platinum is developing a new program in further developing Chess into a more contemporary label while maintaining their present blues and rhythm and blues line.

New releases will be highlighted by a reissue series of blues and jazz masters some of which have been out of print for as many as twenty years. Blues anthologies set for April release are LP's by the late Howlin' Wolf and the performers along with jazz releases from Ramsey Lewis and Ahmad Jamal. John Kiemer's Cadet LP's will also be scheduled for reissue.

Other artists preparing new material for release are Elata James, Jack McDuff and Chuck Berry.

### Rathbone Decorates Patriotic Folio-LP

NEW YORK - Following the publication of a music foil of president-inspired marches published by composer-rack jobber Erwin Liketi. RCA Records has released an album of marquee releases dedicated to the last seven U.S. presidents as a special bicentennial salute.

Liketi, a Hungarian-born who worked in America after World War Two, had major television success with a march he composed for President Johnson played at his inauguration and it was that gave him the idea to make such marches honorable all the presidents from Roosevelt to Ford including Nixon.

"I wrote a bicentennial march to round out the year," said Liketi, and approached Jack Kiernan. RCA's division chairman of marketing, with the idea to make the LP in January this year.

"Within four weeks it was recorded with producer Etel Gabrieli in charge of the American All Star Band. Bob Armstrong was the arranger.

### Business As Usual

 Situations existed where business or other considerations prevented any representation of the AAA reports which were sent out to New York, Washington, D.C., and the Carolinas, the Heartland of the Northern chain was represented A spokesman for E.Z. In Boston, said: "We're too busy to worry anyone down there. We read it out in 'Cash Box.'"
CBS Research Reveals Singles Buyers Profile

by John Mankiewicz

LOS ANGELES — The market research division of CBS Records has released an extensive study of fans’ buying habits. Originally developed for and presented to CBS management, the study decided to release that part of the study that wouldn’t benefit the entire industry.

Specific Goals

CBS had very specific goals when they decided to undertake this project. They interviewed nearly one thousand buyers during the months of October and November 1975. These buyers were between the ages of ten and twenty-five, and a high percentage were black. Even markets were selected throughout the country, and as were outlying places where singles traffic is heavy. The markets were New York, Philadelphia, Washington, D.C., Chicago and Los Angeles in the area, in areas specifically on the singles buyer.

The profile of the singles buyer was broken down into three age groups and four ethnic groups. Thirty-five percent of these consumers were between the ages of 16-20. Forty percent were between the ages of 10-15, and thirty-five percent were between 21-25.

Fifty-five percent of the buyers were female. The female buyers were thirty percent were white. Which leaves thirty percent of the buyers among the black population. However, the total black population in this country is in the neighborhood of ten percent. With this fact in mind it’s clear that blacks are buying a lot of singles.

The purchases themselves were in three groups: rock/pop, R&B and other. The first two were in equal and forty-five percent each, and other musical selections accounted for the remaining ten percent.

Pitted Versus Impulse

Another interesting area that the research team concerned themselves with was branding buying, as opposed to impulse purchases. They discovered that the latter category accounted for fifteen percent of total sales. The former, certainly substantial, reveals the power of a good point-of-purchase display. If that display is going into the store, with no particular idea of what they want, retailers, through display, must be making it impossible for their customers to leave the store empty-handed.

On the other hand there are those who go into their local shop with specific tunes in mind. When that single isn’t there, CBS asked, what do they do? Eighty-five percent indicated that they would simply try to find it elsewhere. Thirty-five percent thought that they might go to the LP that the single was on, and thirty-five percent said that they would consider buying another single. The extremely high percentage of people, who said they would look in other stores should be a strong watchword to retailers to keep their catalog and current single window-stocked.

Radio Power

The power of radio in singles sales cannot be ignored. Eighty-five percent of the singles buyers listening to their records from that medium. However, according to that same group of consumers, sixty percent want more singles played on the radio. And fifty-five percent said that they would buy more singles if they heard a record, the more likely they are to buy it. Both viewpoints make for considerable retails. Each on different sides of the fence.

That large percentage of people who want the record played more often in order to compete against some other shorter rotations. But almost that many want more records played. How can those two feelings be dealt with on one radio play? Can additions be made to the list and played more often as well? Is there a happy medium that can be developed? Many players are too pretty tight atley and there is room for more records without luring the listener away. In many cases they are playing the same way. If they can be changed, this is a crucial radio, and according to the CBS report, research fact.

How long does a record have to be played on the radio before singles buyers purchase the disk? The CBS report found out that sixty-five percent of the buyers wait three weeks or more after the record is port stated. Thirty percent of the buyers wait five weeks or more. This would seem to indicate that records must have a fairly long rotation life in order to generate steady sales.

Singles Sales Rise

Retailers might be interested in the fact that seventy-five percent of the buyers said that they are buying at least as many, or even more singles than they bought last year. Certainty this is a positive sign for the industry. Singles sales are rising. Just as important is the fact that among the twenty-five percent of the people who are buying fewer singles than last year, only forty percent of them attributed their drop in purchases to lower pricing.

The report reveals a rather startling fact: that is, only one buyer in ten feels that either a deterrent to sales. And the report continues, although sixty-five percent of the buyers are paying ten to twelve cents more, few of them are concerned. Thirty-five percent said that they are not paying more than last year.

The buyers also expressed strong shopping concerns, with seventy percent reporting that they can’t find singles in store. Also, almost that same group of buyers said that the stores don’t order singles. Retailers, with the evident rise in singles sales, have many avenues of ways to revamp their ordering structure in order to satisfy this large market.

One CBS executive is quoted with LP and tape buyers. They found out three important trends. Like singles buyers, more LP and tape buyers are buying more singles than last year. They shop until they find what they want. And just like the others, LP and tape buyers too, often encounter out-of-stock problems.

Two Kinds of Research

CBS market research does not usually release their information to the public. This is the first time I can remember making our findings available to the industry," said Jerry Shurman, head of the CBS division. "We are constantly engaged in research, though there are two kinds that we do. The first is primary research, and this is on-going. We conduct sales of research on record buying and non-record buying public.

How is this survey set up? We have a contract research firm called "We hired a research company to recruit record buyers, and we now have about eight thousand that you might regularity.

Each year we get about sixty thousand different record reports, because the buyers are selected. The record buyers are given information on everything we buy. We have a research staff that checks and cross checks the record buyers and gives us information on everything they buy. We do a survey that customers, and a survey with seventy-five percent of the buyers are buying fewer singles than last year.

As the artist takes off, royalties could add up to a tidy sum. But even if sales are

T-Shirts To Pay Royalties

by John Mankiewicz

LOS ANGELES — Warner Special Products is introducing a line of tee-shirts called Uppers, to be used for national retail sales. Fully authorized and produced, the recording artists involved will receive a five percent royalty on each shirt sold.

The first group of shirts features the Warner Brothers logo, Glen Campbell, The Average White Band, Bette Midler, Gordon Lightfoot, The Alan Brothers Band, James Taylor, Jethro Tull and the Jimi Hendrix (which features the Who’s Roger Daltrey).

Warner Special Products is the licensing and merchandising arm of the Warner Communications music family. It has established agreements with each of the artists for the use of likenesses. The nationale offers full artwork approval rights.

Warner and artists are considering setting move in the tee-shirt merchandising phenomenon. The shirts have, in the past, been marketed in two separate areas — at live performances and on the retail level. Warners, because they are licensing their tee-shirts to third party merchandising, is prepared to come down hard on people who are selling t-shirts that make use of the names in the Uppers line.

We’re not going to concentrate on the one-shot deal,” said Jim Bickhardt, spokesman for Warner Special Products.

You know, the guy that sells a few shirts at concerts. But we’re going to keep a close watch on the retailers, to make sure that they aren’t selling bootleg shirts.

The shirts will wholesale to retailers for around two dollars and fifty cents. They will also be sold directly to artists, with a royalty of their own making. In the latter case, no royalties will be paid, of course, because the artist gets to keep the shirt, which is the point. In retail sales, Warners will yield the five percent artist royalty — probably around twelve to thirteen cents each.

The quality of the artwork in the shirts is a higher standard than that achieved in other shirts. The artists that have been involved in the decisions, Jim Bickhardt recently took the Warner Special Products ideas for a Fleetwood Mac design up to

SAUSALITO to where the band was recording. Different approaches were discussed, and some changes were made that were amiable to the parties.

It is hoped that other companies will follow in the steps of Warner Special Products. The move is good for at least two reasons. On the retail side, buyers interested in the enormous tee-shirt market will have a definite place to purchase this kind of product, an established organization that he knows will be there for quite some time and from the standpoint of the artists, we create nothing but good feeling. If the Uppers line takes off, royalties could add up to a tidy sum. But even if sales are

ANONYMOUS man displays Manhattan Transfer shirt from the Warner Special Products Uppers line.

merely moderate, the artist will not have the feeling, as he does now in many cases, that he was ripped off, that people are making money off him like any other commodity.

Montgomery Ward will be the first chain to carry the Uppers line and the other accounts that Warner Special Products have talked to have been in that department store league. These kind of markets sends a signal for a start. They will also help the product in the stores, besides the records, might lend the shirts the credibility of respectable attire, as opposed this use impulse promotion item that it is today.
Cash Box

1976 NARM Award Winners

HOLLYWOOD, FLA. — The 1976 Awards presentation of the National Association of Recording Merchandisers (NARM) poured out four awards, two each for Elton John and Olivia Newton-John, the top-selling companies. Each of the seven NARM presidents and the company's top executives were present for the ceremony, which was held at the Warner Bros. garage in Hollywood.

The awards were presented by the company's top executives, who thanked the audience for their support and announced that the company was continuing its efforts to bring new products to the market.

The ceremony was sponsored by the Recording Industry Association of America (RIAA), which presented the awards to the winning companies.

The following companies were honored:

- **Best Selling Album of the Year**
  - Captain Fantastic and the Brown Dirt Cowboy: Elton John — MCA
  - Have You Never Been Mellow: Olivia Newton-John — MCA

- **Best Selling Album of the Year (Female)**
  - Barry White's Greatest Hits

- **Best Selling Album of the Year (Male)**
  - Captain Fantastic and the Brown Dirt Cowboy: Elton John — MCA
  - Have You Never Been Mellow: Olivia Newton-John — MCA

- **Best Selling Album of the Year (Younger)**
  - Barry White's Greatest Hits

- **Best Selling Artist of the Year**
  - Elton John — A&M

- **Best Selling Artist of the Year (Female)**
  - Olivia Newton-John — MCA

- **Best Selling Country Artist of the Year**
  - Barry White

- **Best Selling Country Album of the Year**
  - Barry White's Greatest Hits

- **Best Selling Video Soundtrack Album**
  - Tommy — Polydor

- **Best Selling Broadway Cast Album**
  - The Wiz — Arista

- **Best Selling Album by a Group**
  - One Of These Nights — Eagles — Asylum

- **Best Selling Comedy Album**
  - It's Something I Said — Richard Pryor

- **Best Selling Jazz Album**

- **Best Selling Classical Album**
  - Mussorgsky: Pictures At An Exhibition — Tomita

- **Best Selling Children's Album**
  - Mickey Mouse Club — Disney

- **Best Selling Mid-Price Album**
  - Songpainter — Mac Davis — Colum

- **Best Selling Album by a New Artist**
  - Love: Keep Us Together — Captain & Tennille

- **NARM Presidential Award**
  - Bob Shane, President, ABC/Paramount Records

- **NARM Presidential Award (Artist)**
  - Paul Anka

- **NARM Roster Award**
  - Alvin Stardust

- **NARM Retailer Award**
  - Sam Goody, New York

- **NARM Achievement Awards (Anti-Piracy)**
  - Chuck Blacksmith — ABC/Seattle
  - John Cohen — Disc Records/Cleveland
  - Richard Greenwald — Interstate
  - Michael Hildebrand — South/New York
  - Frank Lewis — Stan/Shreveport
  - Sam Mardemute — Western Merchandisers/Amarillo
  - Jim Schwartz — Schwartz Bros/Washington D.C.
  - Gene Silverman — Music Trend/Detroit
  - Leonard Singer — Associated/Pacific

- **NARM Accountant of the Year**
  - Murray German — U.S. Records/Boston

Computer New Wholesale Tool

Business, CHC mailed out, under the auspices of NARM, questionnaires to the 1,000 sales companies. Fifty-five companies responded, of which 40 were in distribution or rack jobbing and were already using minicomputers in one form or another. Of those responding, 75% or 42 members used some sort of minicomputer system for data processing. 33 NARM members use them for payroll and other accounting functions and 24 use minis for inventory control and general ledger accounting and invoicing. Of the 53 NARM members who responded, the company for any sort of inventory control. And while some independent distributors who are tied to rack jobbing organizations use their minicomputers to keep track of inventory on the distribution side, no pure independent distributor uses a computer for inventory control. And while some independent distributors who are tied to rack jobbing organizations use their minicomputers to keep track of inventory on the distribution side, no pure independent distributor uses a computer for inventory control. And while some independent distributors who are tied to rack jobbing organizations use their minicomputers to keep track of inventory on the distribution side, no pure independent distributor uses a computer for inventory control. And while some independent distributors who are tied to rack jobbing organizations use their minicomputers to keep track of inventory on the distribution side, no pure independent distributor uses a computer for inventory control.

Installing a computerized inventory system could solve many of a rack jobber's problems. When a ticket system is used, the time it takes to process an order (after the ticket is received) can be cut down to two to three minutes. The computer can recognize the order into the computer to the order being packed and ready for packing.

Cost

What would a fully equipped, fully installed minicomputer system cost? For an account that does more than $100 million a year, it would cost from 1% to 1.5% of sales per year, or between half a million and one and a half million a year. A company with $5-$25 million range could expect to pay 1%-2% of sales, on a one-time basis (not every year plus annua). With all the same time, the system could be used for bookkeeping and accounting functions, for added potential savings elsewhere.

The speakers addressed themselves to the question of which system currently exists in the record business, tickets versus the scanner, was superior. Diamond indicated he was unable to make a recommendation as to which system was superior. Both systems are now being used by major rack jobbers around the country.
ANAHEIM CENTER
ANAHEIM, CA. - Olivia's performance at Anaheim was as developed at a stage as her voice accomplishments and past superstar successes. The MCA recording studio had discovered her, finding her just acceptable in the past, is as attendent as she is beautiful. The show must have gone very well because her voice is so clear, she's made no mistakes. She's had on some songs, but works the mike with no problems, where so many artists want to then distort their sound. Then caim Olivia Newton-John down, to do a song like "Ride On," the most meow-tune of the night, and even the softest, quietest line of the song, "you" clearly didn't do anything to the voice you. On the other hand, her breakthrough act was Olivia's. It's a true-amazement to those who thrive on the liner points of jazz improvisation and rhythm. Quarter note rhythms, only, and the modulating bridges he constructed between songs. Pass' work can be heard on this Pass' B-side to his Roy Edføjed followed, backed by the Tommy Flanagan Trio Eacute; (Little Jazzy), and the rest stands the Magic Mountain Theatre. We'll be here every night for the same movie as Rock & Roll. Song. Dick played host as he helped relive the golden days of rock & rol with stories and odd footage from his past.

Hoping him to create the magic of an era gone by was Freddie Cannon Freight Train. He slept a lot, started things cooking. Everybody joined him to get down while he waited for his next hit, "Passengers," Takasho Lassie, "Way Down Yonder In New Orleans," and "Where The Action Is." Freddie strutted his stuff on stage and got everyone at their feet. Freddie also has a new single out on Cladage Records entitled "Sugar.

The Coasters came out next and ran through their hits of years ago which included "Hang Aary, Ray, and the rest stands the Magic Mountain Theatre. We'll be here every night for the same movie as Rock & Roll. Song. Dick played host as he helped relive the golden days of rock & rol with stories and odd footage from his past.

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cash box: country roundup

Country Artist Of The Week
Roy Clark

“The Entertainer” — Take a lively banjo, add the funniness of a twelve string guitar, and blend in the sweetness of a classic guitar. Roy has: with an accordion, piano, trumpet, trombone and drums and you've got the makings of a great air around band. Add a topnotch vocalist with a high class wit and you've got a sure fire formula for Roy Clark.

Multi-talented Roy Clark does it all: He's the best pianist around, the Johnny Carson show, the Johnny Cash show. Hollywood Palace, the Jackie Gleason show, the Herb Alpert show, The Beverly Hiliites, Shindig, Dick Clark's American Bandstand, Joey Bishop show and the Bing Crosby Christmas show, plus others like the Tom Jones show, a Jim Nabors special, the Flip Wilson show, the Mac Davis show, ABC’s Hee Haw, and that's an outstanding pickin' and grinnin' record for one whose teachers said never amount to anything he because he doesn't take anything seriously.

This one man variety show was born in Muhirnin, Virginia, and got his start by winning the country music banjo championship twice.

Following a three-year stint as a regular on Jimmy Dean's show and a spell of co-hosting his own show, Roy's endless talents took on a new dimension when he began the dual role of "Cousin Roy" and "mother Myrtle" on the Beverly Hiliites. Now his co-hosting job on Hee-Haw allows Roy the opportunity to apply his variety of "country corn to master instrumental" abilities.

On signing a long term contract with Dot Records, Roy recorded a beautifully balanced titled en titled: "Yesterday When I Was Young" followed by various instrumental and vocal singles such as "September Song," "I Never Picked Cotton," "Thank God For Greyhound" and "Come Live With Me, plus "Honeymoon Feeling" and "Heart To Heart.

His attention to Dot Records, "I Had To Do It All Over Again," was produced by Dot Records president Jim Fogle.

In 1973, Roy became the first country performer to win all three country honors in one year, The Country Music Association. The Academy of Country Music and The American Guild of Variety Artists each presented him with their country entertainment of the year award. He is also the first country music artist to be enshrined in the world famous Movieland Wax Museum in Buena Park, California, and his life-like wax statue is on display at the Orlando, Florida wax museum. Roy also has a reel titled "Roy Clark Stuff Yourself Diet Book".

Exclusive management is by the Jim Halsey Company, Inc.

For Loretta Lynn MCA Sets April Push

LOS ANGELES -- MCA Records has set the month of April as the start of an extensive marketing campaign titled "A Tribute To Loretta Lynn." To coincide with the April release of Ms. Lynn's autobiography, "Coal Miner's Daughter," special merchandising aids such as book markers, in-store displays utilizing the book cover graphics plus the "Coal Miner's Daughter," album, and brochures for counter displays and posters have been prepared using the "Coal Miner's Daughter" theme plus Loretta's extensive catalog.

Truckers Pick Rich

NASHVILLE -- Epic enterainer Charlie Rich will headline The Second Annual Truck Driver's Country Music Show in McCormick Place, Chicago, on June 26 Rich was the 1975 recipient of The Truck Drivers Best Country Male Vocalist of the Year Award one of ten categories of competition voted upon by professional truck drivers. The show was sponsored by Fram Corporation, Radio Shack, and "Open Road Magazine," and is the midpoint event of a two-day convention of owners-truckers, to be held June 26-27 under sponsorship of The National Independent Truckers Unity Committee.

The print media section of the campaign has been aimed primarily at the consumer publications. A special TV commercial, plus radio and television spots have been prepared to highlight Loretta's catalog product plus her newest album "When The Tingle Becomes A Chill."

Ms. Lynn's autobiography has been chosen as one of the next selections by Double-Digit Book of-the-Month Club. The Literary Guild the paperback rights to the book have been sold to Warner Brothers.

SEMINAR SUCCESS GROUP -- Paising after the Seventh Annual Country Radio Seminar's last formal meetings are many of the committee chairmen and directors who participated in the highly successful broadcasting industry dynamics confab. At top right to left: committee chairman Rich Mangum, seminar director Charlie Monk, seminar director Tom McEntee, agenda committee chairman Bob Mitchell and seminar chairman Frank Mui. Seated from left to right: Judy Harris, reservation chairman and seminar secretary, Margaret McGuire/registration committee chairman, Eileen Ture, arrangements committee chairman, Jerry Seabolt seminar director, Susan Roberts, reservations chairman and Jean Stromatt, registration committee chairman.

Nashville Hosts Country Seminar; Country Radio #1 Goal Is Theme

NASHVILLE -- The Seventh Annual Country Radio Seminar, March 19 and 20 hosted a total of over 350 registrants who participated in the broadcasting industry dynamics confab. Over 70% of the executives attending are directly involved in broadcasting while the remaining participate in related fields such as the print media and recording industry. The seminar's first one major event was "Selecting Music For Airplay" by Ear"--hosted moderator Charlie Monk of ASCAP and panelists: Gerry Wood of Billboard, Don Cusic of Record Word, Juanita Jones of Cash Box, Janet Gavin of The Gavin Report, Terry Wood of WON, Walt Turner, p.d. WNL, Ron Norwood, p.d. KGA, Gary Kines, p.d. WSON, Sid Wood, p.d. KSH, and KHAK. A review of past topics such as free shows versus paid concerts, and the pros and cons of "vinyl" content. In closing the seminar's first event, special presentations by Bob White and Allen Young of Billboard, John Sturdivant and Marie Ratiff of Record World, and Juanita Jones of Cash Box centered on "Chart Methodology Analyses" and the relations of Airplay and Sales.

Ratings Story

An opening panel presentation by Jim Gabbert, president of NRBA and president of San Francisco's K-101, began Saturday's business meetings. The morning schedule hosted an in-depth discussion on "Ratings: A New Look At Audience Research." Moderated by Walt Turner, p.d. WIL, Jack McCoy of DPS Inc. presented a focused on ratings entitled Chapter 1, Chapter 2. Bob Pitman, p.d. WMAQ focused his ratings presentation on "Breaking Out Your ARB." The Saturday morning activities closed with a feature presentation by Jason Shrinsky of The Stambler & Shrinsky law firm on "The FCC (So You Can Understand It)".

The seminar's last formal meetings included a video presentation by Terry Wood, operations manager, WONE on "Seizing Yourself," followed by a panel discussion on "You're In Charge -- Take Charge!" The panel, moderated by Don continued on pg. 40.
Stand up and cheer
Loretta Lynn
and her new single
Red, White And Blue
It's from her album "When The Tingle Becomes A Chill"

April is Loretta's month
Watch for her new book and MCA Records merchandising aids
**cashbox/country news**

**country roundup**

Tom Bresh, country music recording artist, has been signed as spokesman for the broadcast media portion of an extensive 1976 as-media advertising program for Price's Dairies, a leading producer and distributor of dairy products in New Mexico and West Texas. Bresh, widely known for his 'Soda Pop And Gumbas,' single and night club dates throughout the west, has just cut a new LP.

For the first time in several years, RCA recording artist Loretta Lynn has written and recorded a song. It's a variation of the biceptentia theme called 'Red, White And Blue,' which appears in Nashville May 21. Reynolds also plays the title role of Gator McCusky in the film, which was shot on location in Georgia.

Angie's to the Houston rodeo to begin her 1976 spring tour aboard a specially designed private jet named as the Starship. The jet was renamed 'Olivia' in her honor and includes such comforts as her own suite in the back of the plane, video tape equipment and a plush lounge for her guests.

MCA recording artists Jack Greene and Jeannie Seely host the Eighth International Festival of Country Music at the Empire Pool, Wembley, England on April 17-19, which will be videotaped and aired by the BBC in three prime time programs. Jack Greene's theme, 'Don't Let Things Be The Way They Were In Birmingham,' is the latest MCA release.

Burt Reynolds makes his directorial debut in United Artists' new film, 'Gator,' which opens in Nashville May 21. Reynolds also plays the title role of Gator McCusky in the film, which was shot on location in Georgia.

**Thompson's Western Swing**

TULSA ABC/Television recording artist Hank Thompson will be appearing at the Landmark Hotel in Las Vegas March 29 through April 18 and at The Sky in Sparks, Nevada April 19-28. Known as the 'King of Western Swing,' Hank will be accompanied by his long-time Texas band Hank Thompson, who has had hits across country to pop, has also been successful on his record label, Monument Records.

Dolly Parton will be appearing at Pau Coiby's Other End in New York from March 30 through April 17. The young starlet has been a regular on the TNN. She has created an act that combines good-time music with good-time humor and a lot of pungent wit. Among the 'Pamela Brown' songs on the album. Her increasing popularity on the college campuses and in the folk music field has caused a demand for her performances in the town. The album is titled 'Gettin' On Country.'

An unexpected sellout was announced the release of the new single, 'Pamela Brown.' The single shipped March 27. Other singles include 'The Biggest', the title for the film, which is a best seller. In the last song, which is 'Deep In The Heart Of Texas.'

Jim Ed Brown's new record, written by his old friend Gary S. Paxton, is set for March release. 'It's a great ballad that'll/make-for Jim some fine videos. Ed recorded the song at Forum Studios in Houston. The single is titled 'I'll Never Be The Same.'

Little Richard will release a new single in March, which will be called 'I'll Never Be The Same.'

Richie Hanaway gets an unexpected call on his radio show in the Big Smoky In The Sky in his latest MCA Records release, which was written by 'Kodak Times.' The song was #1 on the RCA Radio chart and has been a huge success.

Lil' Russel Brown has been elected by the staff at the Big Smoky In The Sky to the ASCAP Posse in New York City. The song was written by 'Kodak Times.' The song was #1 on the RCA Radio chart and has been a huge success.

Milsap Signs With Lavender Blake

RCA recording artist Ronnie Milsap has signed a booking agreement with at Lavender-Lake Agency. Standing behind Milsap are Jack O. Johnson, Milsap's personal manager; Dick Blaue and Shorty Roy Clark has a busy television schedule coming up, After finishing six major shows he'll be doing the 'Beili Telephone Special' with Bing Crosby and Liza Minnelli, The Captain & Tennille Special,' 'Mack Davis Show' to air April 29, 'The Andy Williams Show' to air April 29, and a spot with Arthur Aschner and the Boston Pops Symphony. May 1 and 2.

**Combine Pens Hits**

NASHVILLE -- The Combine Music Group has five songs currently on the charts including Larry Gatlin's self-penned 'Broken Lady' and Dickey Lee's 'Angels, Roses And Rain,' (co-written by Bob Morrison and The Zerke Brothers).

Kenny Starr's 'Tonight I'll Face The Man Who Made It Happen,' has been written by Bobby Emmons, and Johnny Duncan's recording of Kris Kristofferson's 'Stranger.' New releases by Combine writers include the new Elvis Presley release, 'For The Heart,' on RCA and the new Roy Orbison single on Monument, 'Beinla' by Dennis Linde, whose own single, 'Under The Sky' is released on Monument. Bob Morrison is responsible for the aforementioned Kris Kristofferson, and 'Tonight I'll Face The Man Who Made It Happen.'

Soon to be released are Kris Kristofferson's new single 'Who's To Bless' and 'Don't Cuss The Fiddle.'

**MILSAP SIGNS WITH LAVENDER BLAKE**

TULSA ABC/Television recording artist Hank Thompson, who has been signed with Harken Haman Vukas Creative Communications, Los Angeles, for exclusive worldwide publicity and promotion.

Dale McBride, Austin-based member of combines with Curly Lewis.

**BURT IN 'GATOR'**

Burt Reynolds makes his directorial debut in United Artists' new film, 'Gator,' which opens in Nashville May 21. Reynolds also plays the title role Gator McCusky in the film, which was shot on location in Georgia.
**top country LP's**

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist(s)</th>
<th>Label/Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>THE OUTLAWS</td>
<td>Waylon Jennings, Willie Nelson/</td>
<td>RCA APL 1-1234</td>
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<td></td>
<td></td>
<td>Jessi Colter/Tommy Gillespie</td>
<td>(RCA APL 1-1351)</td>
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<td>2</td>
<td>ELITE HOTEL</td>
<td>Emmylou Harris/Reba McEntire</td>
<td>MCA ST 11477</td>
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<td>3</td>
<td>LOVIN' AND LEARNIN'</td>
<td>Tanya Tucker</td>
<td>MCA 2187</td>
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<tr>
<td>4</td>
<td>ROCK 'N COUNTRY</td>
<td>Freddy Fender</td>
<td>ABC/Dot DOSD 2050</td>
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<td>5</td>
<td>JESSI</td>
<td>Jessi Colter</td>
<td>Capitol ST 11477</td>
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<tr>
<td>6</td>
<td>WHEN THE TINGLE BECOMES A CHILL</td>
<td>Lonnie Lynn</td>
<td>MCA 2179</td>
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<tr>
<td>7</td>
<td>200 YEARS OF COUNTRY MUSIC</td>
<td>Sonnie James</td>
<td>KC 34035</td>
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<tr>
<td>8</td>
<td>SOMETIMES</td>
<td>Br. Anderson/Earl Thomas</td>
<td>MCA 2183</td>
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<td>9</td>
<td>EASY AS PIE</td>
<td>Billy Joe Royal/A. P. Green</td>
<td>ABC/Dot DOSD 2040</td>
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<td>10</td>
<td>THE WHITE KNIGHT</td>
<td>Buddy Ely</td>
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<td>11</td>
<td>IT'S ALL IN THE MOVIES</td>
<td>Mickey Gilley</td>
<td>MCA 2182</td>
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<td>12</td>
<td>OVERNIGHT SENSATION</td>
<td>Mickey Gilley</td>
<td>MCA 2182</td>
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<td>13</td>
<td>STEPPIN' OUT</td>
<td>Gary Stewart</td>
<td>RCA APL 1-1225</td>
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<td>14</td>
<td>JASON'S FARM</td>
<td>Sonny James</td>
<td>RCA APL 1-1229</td>
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<tr>
<td>15</td>
<td>NARVEL THE MARVEL</td>
<td>Sonny James</td>
<td>RCA APL 1-1229</td>
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<tr>
<td>16</td>
<td>THE BLIND MAN IN THE BLEACHERS</td>
<td>Sonny James</td>
<td>RCA APL 1-1227</td>
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<tr>
<td>17</td>
<td>THE GREAT TOMPALL AND HIS OUTLAW BAND</td>
<td>Merle Haggard</td>
<td>RCA APL 1-1227</td>
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<tr>
<td>19</td>
<td>BLACK BEAR ROAD</td>
<td>C.W. McCall</td>
<td>MGM 5008</td>
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<tr>
<td>20</td>
<td>LOVE PUT A SONG IN MY HEART</td>
<td>Johnny Rodriguez</td>
<td>Mercury SRM 1-1072</td>
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<tr>
<td>21</td>
<td>PRISONER IN DISGUISE</td>
<td>Linda Ronstadt</td>
<td>Capitol ST 11483</td>
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<td>22</td>
<td>CHESTER AND LESTER</td>
<td>Elly McNeil/Johnnie Ray</td>
<td>RCA APL 1-1167</td>
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<td>23</td>
<td>THE HAPPINESS OF HAVING YOU</td>
<td>Skeeter Davis</td>
<td>RCA APL 1-1241</td>
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<td>24</td>
<td>RAY GRAFF</td>
<td>Ray Griff</td>
<td>ABC/Dot DOSD 2033</td>
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<td>26</td>
<td>WHAT CAN YOU DO TO ME NOW</td>
<td>Wills Nelson</td>
<td>RCA APL 1-1234</td>
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<td>27</td>
<td>THE WORLD OF CHARLIE RICH</td>
<td>Wills Nelson</td>
<td>RCA APL 1-1242</td>
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<td>28</td>
<td>I LOVE YOU BECAUSE</td>
<td>Jim Reeves</td>
<td>RCA APL 1-1224A</td>
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<td>29</td>
<td>THE SOUND IN YOUR MIND</td>
<td>Wills Nelson/United Artists</td>
<td>Columbia KC 34030</td>
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<td>30</td>
<td>COME ON OVER</td>
<td>Wills Nelson/United Artists</td>
<td>MCA 2186</td>
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<td>31</td>
<td>RONNIE MILSPA/NIGHT THINGS</td>
<td>Wills Nelson/United Artists</td>
<td>RCA APL 1-1223</td>
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<td>32</td>
<td>ARE YOU READY FOR FREDDY</td>
<td>Wills Nelson/United Artists</td>
<td>RCA APL 1-1234</td>
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<td>33</td>
<td>TEXAS COUNTRY</td>
<td>Wills Nelson/United Artists</td>
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<td>34</td>
<td>THE BEST OF RAY STEVENS</td>
<td>Barry Sanders</td>
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<td>LONGHAIRRED REDNECK</td>
<td>Wills Nelson/United Artists</td>
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<td>36</td>
<td>GREATEST HITS VOL. II</td>
<td>Tom T. Hall</td>
<td>Mercury SRM 1044</td>
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<td>37</td>
<td>REDHEADED STRANGER</td>
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<td>THE SWEETEST THING</td>
<td>Dolly Parton</td>
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<td>39</td>
<td>THE SHEIK OF CHICAGO</td>
<td>Joe Stampley</td>
<td>Epic KE 34036</td>
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<td>40</td>
<td>ALL THE KING'S HORSES</td>
<td>Lynn Anderson</td>
<td>Capitol KC 34030</td>
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<td>41</td>
<td>SOMEBODY LOVES YOU</td>
<td>Crystal Gayle/United Artists</td>
<td>LA 5450G</td>
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<td>42</td>
<td>TIL I CAN MAKE IT ON MY OWN</td>
<td>Tammy Wynette</td>
<td>Epic KE 34075</td>
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<td>43</td>
<td>THE BATTLE</td>
<td>George Jones</td>
<td>Epic KE 34034</td>
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<td>44</td>
<td>HANK WILLIAMS, YOU WROTE MY LIFE</td>
<td>Joe Bandy</td>
<td>Columbia KC 34029</td>
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<td>45</td>
<td>BLACKBIRD</td>
<td>Narvel Felts</td>
<td>Capitol ST 11499</td>
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<td>46</td>
<td>THE BEST OF THE STATLER BROTHERS</td>
<td>Stanely Edwards</td>
<td>Capitol ST 11499</td>
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<tr>
<td>47</td>
<td>ROCKY</td>
<td>Dickey Lee</td>
<td>RCA APL 1-1243</td>
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<td>48</td>
<td>HANK WILLIAMS JR. &amp; FRIENDS</td>
<td>Moe Bandy</td>
<td>Columbia KC 34029</td>
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<tr>
<td>49</td>
<td>ODD MAN IN</td>
<td>Merle Haggard</td>
<td>RCA APL 1-1224</td>
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<tr>
<td>50</td>
<td>GREATEST HITS</td>
<td>Merle Haggard</td>
<td>RCA APL 1-1227</td>
</tr>
</tbody>
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**Country Singles — Active Extras**

- **Walk Softly**
  - Billy 'Crash' Craddock (ABC/Dot)
- **Stranger**
  - Johnny Duncan (Columbia)
- **Nothin' Takes The Place Of You**
  - Asleep At The Wheel (Capitol)
- **Sweet Dreams**
  - Troy Seals (Columbia)
- **Get Ready, Here I Come**
  - Don Gibson & Sue Thompson (Hickory)
- **Yesterday Just Passed My Way Again**
  - Don Everly (Hickory)
- **Colorado Call**
  - Shad O'Neal (Fraternity)
- **I've Got A Friend**
  - Warner Mack (MCA)
- **I'm Knee Deep In Loving You**
  - Jim Mundy (ABC/Dot)
- **Words In Your Eyes**
  - Phil Everly (Pye)
- **High & Wild**
  - Earl Conely (GRT)
- **Let The Big Wheels Roll**
  - Sarah Johns (RCA)
- **Sweet Sorrow**
  - Jeanne Pruett (MCA)
- **It's So Good Lovin' You**
  - O.B. McClinton (Mercury)
- **You Oughta Be Against The Law**
  - Rex Kramer (Columbia)
- **Tryin' Like The Devil**
  - James Taylor (Capitol)
- **Tell It Like It Is**
  - John Wesley Ryives (Music Mil)
- **I'll Get Over Loving You**
  - Crystal Gayle (United Artists)
- **Mr. Doodles**
  - Donna Fargo & Warner Brothers
- **Don't Pull You Love**
  - Glen Campbell (Capitol)
- **West Texas Woman**
  - Mac Curtiz (Ramwood)
- **Lonely Teardrops**
  - Narvel Felts (ABC/Dot)
- **One Piece At A Time**
  - Johnny Cash (Columbia)
- **Mercy**
  - Jean Shepard (United Artists)
- **Under Your Spell**
  - Barbara Fairchild (Columbia)

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**Solid Bandy**

Another single that doesn't fool around:

"The Biggest Airport in the World,"

By Moe Bandy. From the album

"Hank Williams, You Wrote My Life."

On Columbia Records.

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April 3, 1976
AUSTIN MUSIC SEMINAR PLANNED - Shown formulating plans for the upcoming Austin Music Seminar are (l. to r.): Laura Dupuy, manager of Aselee at the Wheel; Townsend Minter, "Austin American-Statesman"; Tommie White, Moon Hill Management; Frances Preston, Broadcast Music, Inc; Roger Sovine, also of BMI; and Mike Tolesion, Armadillo World Head- quarters.

The seminar is slated for Tuesday, April 13 in the ballroom of the Austin Hilton Hotel and will deal with subjects of interest to both Austin and Nashville music communities.

The seminar is scheduled in advance in the day two of the Country Music Association Board meeting set for April 14 and 15 in Austin.


LORETTA LYNCH (RCA 40541)
Red, White and Blue (2:14) (Sure Fire — BMII) | Loretta Lynn
With an Indian drum beat in the background, Loretta sings her self-penned song about how it feels to be born a half-breed. Indian father and Irish mother. To add to her woes she is rejected by her lover. A very strong lyric and the usual great ability by Loretta Lynch. Flip: No info. available.

WILLIE NELSON (RCA JC 10591)
I Gotta Get Drunk (2:20) (Tree — BMII) | Willie Nelson
From the album, "What Can You Do To Me Now." Willie sings his own song sayin' he's gotta get drunk. He's not lookin' forward to it 'cause it always ends up with the blues. Produced by Faron Young. It moves fast and should move even faster on the charts. Flip: No info. available.

HANK WILLIAMS JR. (MGM M14845)
Living Proof (3:37) (Bocephus — BMI) | Hank Williams Jr.
"There's laughter in the LP. Hank Williams, Jr. and Friends." Hank Jr. sings his own sad song about his own life. Could he actually feel about his life the way he wrote it? Give it a spin and then draw your conclusion. Produced by Dick Glasser, it's a powerful piece of material. Flip: No info. available.

JIM ED BROWN (RCA JH 10619)
Let Me Love You Where It Hurts (2:43) (Acoustic — BMI) | Gary S. Paxton
In this pleasing love ballad, Jim Ed pleads to mend the hurt and convinces the listener he could. Produced by Bob Ferguson. It's a quality country recording both vocally and musically. Flip: No info. available.

GLEN CAMPBELL (Capitol P-4245)
Don't Pull Your Love/Then You Can Tell Me Goodbye (3:18) (ABC/Dunhill/Acutuff-Rose - BMI) | Lambert-Potter/Loudermilk
A masterful musical production number with a multi-range vocal by the super-singer, Glen Campbell. From the LP, "B-goodline," it carries a hopping beat. Requests will be heavy and charting steady, another hit for Campbell. Flip: No info. available.

KAREN WHEELER (RCA JH 10611)
In The Middle Of The Night (2:43) (Dutchess — BMI) | Jane Crouch/Joan Hager
Karen Wheeler's vocal style is a perfect match for this tune as she says that nothing gets so bad in the daylight hours that can't be settled "in the middle of the night." Produced by Tom Collins, it swings right along for outstanding country listening. Flip: No info. available.

C.W. MCCALL (Polydor PD 14390)
There Won't Be Any Country Music (There Won't Be No Rock 'N' Roll) (3:50) (American Gramaphone - SESAC) | C.W. McCall/Bill Fries/Chip Davis
It's a timely talking message by C.W. McCaill about what could happen to this old world. With effective background voices, the song moves very fast with excellent musical arrangement. A charter for sure. Flip: No info. available.

JEAN SHEPARD (United Artists UA XW766-Y)
Mercy (2:30) (Stalion — BMI) | Bii Anderson
JeanSingle out for "Mercy" on this fast-moving Bii: Anderson song. With emphatic steel and background voices... mercy me!... it's a good country record. Produced by Larry Butler, it's a strong one for the boppers and charts. Flip: No info. available.

ELVIS PRESLEY (RCA JB 10601)
For The Heart (3:20) (Combine — BMI) | Dennis Linde
As a way to get "the king" rings here, not only does he hold the listener with his dynamic vocal, it's almost a visible performance as the incomparable Elvis rocks through this tremendous Dennis Linde tune. A super record! Flip: Hurt.

RUBY & A GROUPIE (WITH A COSMIC COWBOY BAND) (Mercury 73757)
Bobby Braddock (2:50) (BMI) | Bobby Braddock
You'll like Ruby... she's really something else! Bobby Braddock tells us all about her in her self-penned song. Produced by Buddy Killen, it moves fast, and it's a good boy's choice. Flip: No info. available.

JODY PAYNE (Columbia 3-10312)
Two Dollar Bill (2:50) (Liberty Hills — BMI) | Jody Payne
Red hot country music accompanies Jody as he sings his song about losing all his money but a $2.00 bill. He's got plenty troubles, but has no problem when it comes to singing this fast-moving down-home country song. Flip: No info. available.

RONNIE DOVE (Meadow and ME 6030F)
Right Or Wrong (2:14) (Combine — BMI) | Wanda Jackson
Ronnie: the teenager-boo's ido a few years ago, will have them asking for more like this. Produced by Jerry Stiller. "Right Or Wrong" is all right! Good throughout. Just wait till you hear the end. fantastic! Flip: No info. available.

SPANKY AND OUR GANG (Epic 8-50206)
L.A. Freeway (3:14) (Sunbury - ASCAP) | G. Clark
From the LP, "Change." Spanky and Our Gang show their change in their music direction. It's progressive country, and headed in the right direction. Flip: No info. available.

BOB VARTYBROOK (IRDA 186-A)
50 Ways To Leave Your Lover (2:50) (Paul Simon — BMI) | Paul Simon
There may be fifty ways to leave your lover, but there's only one way to sing it, and that's Bob Yarbrough's way. With excellent production by Johnny Morris, it's a good chart contender. Flip: No info. available.

PERRY COMO (RCA JB 10604)
The Grass Keeps Right On Growing (3:11) (September - ASCAP) | Gloria Shayne
"Take a really smooth Perry Como vocal, give production chores to Chet Atkins, and with these ingredients, it's a 'can't miss' prize recipe for a mighty exciting record... country, pop, or otherwise." Flip: No info. available.

ALONE AGAIN — Billy Walker — RCA APL 11499
With genuine quaility country vocals, Billy Walker once again proves his vocal range ability on this album. It's pleasant listening throughout and, produced by Ray Pennington, the LP features "Alone Again." Other selections are "The First Step," "Somebody Loves You," "Satisfy Me And I'll Satisfy You," "Siesta Nevada," "Don't Stop In My World," "Fain'in As Fast As I Can," "Lily," "When The Song Is Gone," "Remember Me.

BLACKBIRD — Stoney Edwards — Capitol ST 11499

ELVIS... THE SUN SESSIONS — Elvis Presley — RCA APMI 1675
"The Sun Sessions" shine brilliantly! Dating back to songs recorded in the 50's, this album is truly a collector's item, and it offers Elvis fans (who isn't an Elvis fan?) sixteen gorgeous selections. What a package! Selections: That's All Right," "Blue Moon Of Kentucky," "I Don't Care If The Sun Don't Shine," Good Rockin' Tonight," "Makow Blues Boogie," "You're a Heartbreaker," "I'm Left, You're Right, She's Gone," "Baby, Let's Play House," Mystery Train," "I Forgot To Remember Me," "I Never Let You Go," "I Love You Because," "Trying To Get To You," "Blue Moon," "Just Because," "Love You Because" (second version).

FLOYD CRAMER COUNTRY — RCA APL 1-1541

COMIN' AFTER JINNY — Tex Ritter — Capitol ST 11503

SING HIS GREAT LOVE — Tennessee Ernie Ford — Capitol ST 11495
Some people make their own luck, but Dolly Parton writes her own luck!

"Hey, Lucky Lady"

WRITTEN & PERFORMED BY DOLLY PARTON

RCA Records
Executives On The Move

Lawrence General Manager, Warner Bros. — Tony Lawrence has been appointed to the position of general manager at Warner Bros. Records. It was announced this week by Pete Johnson, Warner’s director of personnel managers. In his new capacity, Lawrence will act as liaison between Warner’s artists and management and the label. Reporting directly to Johnson, Lawrence joins the label’s other two general managers, Ron Goldstal and Carl Baikko. Prior to his appointment, Lawrence was associate director of product management with Columbia Records.

Ian Dove To RCA Press and Information Department — Ian Dove, former east coast editorial director for Cash Box magazine, has joined RCA Records as manager for press and information. In addition to his association with Cash Box, Dove has worked as a freelance rock music critic for the New York Times since 1973 and a contributor to Rolling Stone, Penthouse and numerous other publications.

Glück Named VP, GM A. Sterling Gold Ltd. — Peter W. Glück has been appointed vice president and general manager of A. Sterling Gold Ltd. by president Leonard J. Goldberg. Glück will head up the entire music division including Telstarian Music, Sterling Gold Management, Sterling Gold Records and develop and coordinate special promotions concerning the music division of the company. Prior to joining A. Sterling Gold Ltd., Glück was national advertising manager for Polydor Records.

Disney Productions Promotes Three — Tony Lomonaco has assumed the position of eastern division manager for Buena Vista. Walt Disney Productions’ distribution subsidiary. Replacing Lomonaco in his former position of eastern district manager is Philip Fortune who had previously served as Buena Vista’s Boston branch manager. Foro Simi now becomes Boston branch manager. All three appointments were made by Irving H. Ludwig, president of Buena Vista.

Williams Promoted At Viewlex — John Williams has been appointed vice president and general manager of Monarch Record Manufacturing Corp. Prior to joining the company more than three and one-half years ago, he held engineering and manufacturing positions with Capitol Records.

Nate DuRoff continues as vice president of Viewlex Inc. Monarch’s parent company, as well as continuing in an active role in all Monarch’s activities.

Jerry Leichtling To RCA Press Department — Jerry Leichtling has joined the press & information department in the position of staff writer and photo editor. The announcement was made by Herb Herman, division vice president, public affairs. Leichtling has written for a number of music-oriented publications as well as having been a professional guitarist.

Grafman, Burch Get Century Broadcast Promotions — She-don Grafman, vice president, has been appointed to the position of national director of operations for Century properties KSHE St. Louis; WABX, Detroit and KXST, Los Angeles. In addition, Robert Burch now becomes national program director for the aforementioned three stations.

Robert Webb President White Oak Songs — Robert Webb has been named president of White Oak Songs by Jimmy Webb, owner of the music publishing/production company. Robert Webb, former president of Canopy Music from 1968 to 1971, and new talent coordinator for Mike Curb, hopes to expand the White Oak endeavors through acquisition of “yet-unpublished” artists. Can be reached at White Oak headquarters, Suite 605, 15720 Ventura Blvd., Encino, California.

National Lampoon Promotes Brown — Herman Brown Jr. has been appointed advertising manager of the National Lampoon.

Brown’s new responsibilities include the coordination of all national record and audio advertising for the National Lampoon, and the National Lampoon’s participation in the industry’s various trade shows.

Ludwig VP/AM Masterdisk — Robert C. Ludwig has been appointed vice president and general manager of Masterdisk, a subsidiary of OCC Technology, Inc.

Ludwig disclosed that his firm had made plans to install cutting and taping facilities that will compare with the best in the nation and had already expanded its operations to accommodate increased volume and finest quality. The Masterdisk facilities are located on the 4th floor of the Director’s Guild Building at 110 W. 57th St. near New York City’s Carnegie Hall.

Retailer’s Security Problems

The net profit earned on $875 worth of sales. If he took a box of records worth $120, he would effectively be stealing the net profits as $350.

In this light Curtis highlighted what he called the foolishness of the retailer who proudly exclaimed to his friends, ‘My losses are only 2% of sales.” Curtis said that 2% of sales could very easily represent 33% of net profits, hardly a figure to be tossed off or disregarded.

Crime Up 18%

The problem of crime in general, according to Curtis, is one that has affected property owners a great deal in recent years. He cited an FBI statistic that crime rose 18% in 1975, the most it has gone up in the fifty years the Bureau has been keeping such figures. Significantly, 87% of these crimes were property oriented.

The retailers in the room shuddered at the statistic, but Curtis drove the point home with more damning evidence as he continued his presentation.

Selling out shoplifters as an example, he said that 15,000 such criminals are prosecuted every day in the U.S. and that number represents only 10% of all shoplifters who are actually caught. He drew murmur of amazement when he cited the statistic that a well run store apprehends perhaps one of 36 shoplifters and that a poorly run operation may only catch one in 80-120. “Imagine,” he told his audience, “that these criminals are loose in your establishment consistently. How are you going to stop them?”

He debunked the myth that signs, mirrors or prosecution served as effective deterrents to shoplifting and cited statistics to back up his contention.

Employee Theft

Despite his warning about shoplifters, Curtis said the greatest loss of due to theft for the retailer was internal or employee theft.

He suggested that a sample of 100 retail employees across the country be taken to determine honesty and then asked NARM members on the floor to calculate what percentage of that 100 they assumed were stealing. Estimates ranged from 100% to 2%.

82% Theft in Banks

Curtis, while stating the old psychological maxim, that people tend to judge themselves as they might judge others. Nonetheless, said a figure of 70% was closer to the truth. He related the story of a client who had been told by a former bank teller that he (the teller) had figured out 830 ways of stealing from his customers. The teller, who was competing a 5-year (at term) said that in his experience, a married couple was a way successful. Of their checkbook balanced within 15 cents at the end of each month. He said that he handled some 19,000 accounts and had made off with $190.00 (at year) on over 50 occasions for over a year. Curtis said that his figures revealed that 82% of all bank employees were involved in theft of one kind or another.

After presenting these overwhelming statistics he told the gathering that employee theft was the result of frustration and he offered a solution, based on considerable experience. He defined what he called the four types of management prevalent in all business today and related each to a percentage of loss by that each type suffered from: (a) authoritarian exploitative (whereby management operates in dictatorial fashion with the employee completely emulated from any form of decision making), (b) authoritarian benevolent (whereby the employee is allowed to think he is a part of management when in fact his job is manipulative management (whereby employees discuss problems with management); and (c) participative management (whereby employees are actually a part of decision making).

Curtis said type A suffered from 60-75% internal theft, type B from 40-75% type C about 30%, and type D about 3% (or negligible losses). In short Curtis felt that participative management is the key to the nagging problem of loss due to employee theft. He defined management as the ability to control human conduct and said that the security problem was only an excuse to manage improperly.

Answers? Curtis strongly emphasized human values. Treat people like human beings and you will take care of you like family. Though he did not once mention organized crime in his presentation, he used to his point the fact that cooperation between employees and management could effectively reduce if not in fact eliminate the problems of any nature. The retailers (about 300) seemed impressed and many stuck up post note discussion groups to contemplate ways to implement Curtis proposals.
Survey Reveals 25-45 Market Poor

in the survey begin with haves with each successively higher age bracket:

- The pop/MOR listening market increased as a factor of nearly 3 with each age category
- Almost 80% know what record or tape they buy before going into the store
- 40.7% of the sample buys records or tapes in the moment
- Radio (62.1%) other people (19.8%) and television (18.5%) are the most important sources of new product info
- The average record buyer watches television as much as he listens to the radio
- 15.6% of the non-buying group see records are too expensive. More important is the 12.4% lost because of less interest in music
- Some market areas that have greater potential than others: Urban areas where more listeners are buyers, the greater the buyers who are listeners. This is true in the MOR 25-34 age group. In every age group, male & females in country, classical and oldies. In other words, more non-buyers of any group or any region listen to country music than the buyers do. What this means is a great potential audience of people who are interested in music who just are not buying

As the average buyer reaches higher levels of education, he buys more. College graduates bought three times as many records as those with just a grade school education.

25-29 year olds were the biggest customers buying an average of 12 LPs last year. At the other extreme were 40-45 year olds who bought only 5 LPs at a time.

- Hard rock and classical: buyers averaged 12 LPs last year. 25% higher than the national average of 9 LPs for all buyers.

More Info
More information can be obtained from excerpts from the survey itself which Cash Box has published elsewhere in this issue as part of its NARM Convention coverage.

KJH Exclusive

Sharon Nelson md at KISS told CB: "We're trying to do things that we can make more chances on new material than KJH so we're feeding off that LP" Bob Coburn, KMET's music director noted. "If this had not happened we would have been a failure. We're only playing it lightly and not really getting that involved in it.

A major progressive station md who preferred to remain unnamed said, 'We're on the record. We're aware of the book. We're just playing it lightly.'

These stations certainly felt they had been helped by Capitol and its exclusive airing. And airing them for these stations the LP is very important not only to Capito but to Bruce Wende.
These people, like Willie and Waylon, were discontent. They're sure not doing convention country anymore. After all, they're music rebs but their music appeals to hard-line fans as well as the younger crowds.

Club Crowds

And it's true. You'll find 'em in the clubs in D-L-A, in LA or New York. There are many who are going crazy over Willie on stage or Asleep At The Wheel: or Pure Prairie League.

You got people... in the clubs here in Dallas who are no longer interested in trying to attract younger people who really accept the Waylons. The Waylenes and this same people, not only in Dallas are accepting Dolly Parton, learning from Tampi, Gazar or checking out Willie Nelson's ideas of what his music is all about.

On progressive news, well you can get away with Pink Floyd to Teras country. Dunaway referred to sales out of 500,000 pieces of "Red Headed Stranger." Willie Nelson's LP: 97,000 sold in Dallas alone. Out of 500,000 product sales on the RCA Outlaws album, 106,000 were attributed to Dallas sales.

FM Analysis

KMET- FM ~ LOS ANGELES

Bob Coburn

On The Road - Jesse Colin Young - Reprise

C umbia - Mark Lamarr - A&M

Morning Show - Frank Sardi - Arista

On The Number One - Brothers Johnson

Collector - Les Binks - Columbia

You Can't Argue With A Sick Mind - Joe Walsh - A&M

Seed Of Sound - Wings - Capitol

Lipps, Inc. - Alive - A&M

The Boot Ankle Deep - Tom Petty And The Heartbreakers - Columbia

Morning Show - Fonzi's Gold - Arista

The Best Of The Best - Allies

Blood, Sweat And Tears - The Image - Columbia

Bobby-Minn Catering Of The Tramps - Buddy Miller - CBS

Destroyer - Kis - CBS

Anita's - Sambana - Island

Titan II To The Streets - Double Brothers - WB

Buck Owens - The Long Neck

You Can't Argue With A Sick Mind - Joe Walsh - ABC

Fraporces Comes Alive (entire LP) - Peter Frampton - A&M

KYST- FM ~ LOS ANGELES

David Perry

Locked In - Bill Wyman - Rolling Stone

See Through - Billy Joel - Columbia

Realty In Blue - Good Rats - Rat City

At The Sound Of The Bell - Parcys Dog - Columbia

Morning Show - Fonzi's Gold - Arista

Blacks - The Boot Ankle Deep - CBS

Brockmeny Garter Of The Tramps - Buddy Miller - CBS

Destroyer - Kis - CBS

Anita's - Sambana - Island

Titan II To The Streets - Double Brothers - WB

Buck Owens - The Long Neck

You Can't Argue With A Sick Mind - Joe Walsh - ABC

Fraporces Comes Alive (entire LP) - Peter Frampton - A&M

FM Progressive Crossover Trends

Dick Starr, contacted at NAB in Chicago, tells that progressive country is helping naturally to increase the audience, it expands the base for your audience. He also says that we're doing on the automation thing is not intended to replace but add additional spectrum to the country sounds of station.

The country influence was picked up few years ago by the progressive outfits who and some respects, ahead of their time, ahead of what's conventional. Esther Phillips being added by WHFS-FM, Washington, D.C. And The Gang being added by KSAN-FM, San Francisco and the ready is seen influence of people like Willie Nelson, who years ago would have not been added on any stations but country outfits inspired the idea for this article. And these adaptations to markts by stations, along with the always changing artist repertoire and ideas will be an interesting facet to watch it may become "chic" someday for many stations to program to specific formats but something of everything.

Who knows?

KSAN-FM ~ SAN FRANCISCO

Crisis Julie Young

*line* Who's Who - Outlaws - Arista

Morning Show - Fonzi's Gold - Arista

True Love Of The Mind - Frenchman's Dog - Columbia

Morning Show - Frank Sardi - Arista

Where Is The Love - Margaret Singana - CBS

Evening Star - Popog And Eno - Atlantic

Kiss - Kis - CBS

Rockin' Duck - Zoom - Amiels

Another Day - Kalokid - Pacific Arts Corporation

On The Rick - Barry Scott - Back Room

Cry Tough - Luis Lopser - A&M

The Best Of The Best - Allies

for a month order campaign is over.

Leomingo's funding for this project came from a consortium of investors which were brought together by a banker from Long Island (from where Leomingo's halls). This banker saw Leomingo perform in N.Y. and in Las Vegas, and when he walked into the bank, the men recognized him. The banker was surprised when Leomingo told him he was working in construction and the financing deals. Leomingo Enterprises has sold stock to 35 outside investors, who because of a limiting the operations by the attorney's general office, were only allowed to invest $10,000 each. For each $10,000 invested, the backers receive 1% of the company, which owns Leomingo's contract for ten years. Because of the amount of capital which the principles of the company were able to raise, the total capital raised was $500,000.

Cash Box asked Leomingo if he was interested in revolutionizing the standard procedures of breaking a new unknown artist. This, which traditionally involved radio promotion, print and radio ads, merchandising campaigns and press interviews, but a most new television advertisement: "I'm not trying to revolutionize anything, that's not the purpose of the campaign. But it is a change to the record companies, and it is showing that there are other ways of breaking artists. As each company changes, it will probably somewhat, maybe a hell of a lot. They should be honest that we have proved that awareness and recognition can be gained in a short period of time. The industry gets locked into a certain pattern, they might think of doing things a new way, but it is a tough vote somebody's got to try their new deal to to TV and seil, you can lose a lot of money, but they lose just as much money on a lot of these artists through their normal channels.

Into The Black

Leomingo claims that the operation went into the black about two weeks ago when sales were at the level of approx. $30,000 in albums and singles on the few weeks. Leomingo claims that the records are selling at the rate of about a week now, and a single from the album is being released and will be handled through the Alpha distribution setup. Plans call for retaining the album in the market, after the mail order campaign is over.

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Platinum Octopus

NEW YORK — The Jefferson Starship's "Red Octopus" album has been certified platinum by the RIAA this week, signifying sales of over one million copies. The LP is a joint release of Grunt Records and RCA Records.

PPL Goes Gold

NEW YORK — Pure Prairie League's second album, "Just A Little Bit Out," has been certified gold by the Recording Industry Association of America. It is the group's first gold award.

Changes In Buying Habits

Why Are You Buying Less? (of those who were buying less)

- Respondents were permitted to give more than one reply.

<table>
<thead>
<tr>
<th>% of Buyers Who Are Buying Less</th>
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<tr>
<td>Less money available</td>
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<tr>
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<tr>
<td>No time to listen and buy</td>
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<tr>
<td>Less interest in music</td>
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<tr>
<td>Haven't need or want</td>
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<tr>
<td>Other reasons</td>
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As a former buyer, why are you no longer buying records and/or tapes?

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<tr>
<td>Haven't need or want</td>
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<tr>
<td>Do not own record player</td>
</tr>
<tr>
<td>Other members of the family buy</td>
</tr>
<tr>
<td>Tape my own music</td>
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</tbody>
</table>
R&B is hot, hot, hot. The charts are loaded with great singles and LPs. As we roll into spring the R&B thing continues to get stronger and stronger. New artists, new songs and new hits. Watch for many more records crossing over on both sides because the new wave is still fusin'.

The Chambers Brothers (Lester, George, Willie and Joe) and drummer Gregg Dickerson dropped by the Cash Box office last week. They have a brand new trip full of energy which they will definitely demonstrate when they release their new single on Chiswick in late April. The guys said they have paid their dues and are rollin' up their sleeves to get into the thick of things again. Lester said that their music will be a combination of funk and gospel, making it total body music. Willie mentioned that they plan to create some great music which they hope will touch people's hearts and minds. They also said that the disco thing has kept many artists like themselves from making decent music and what they hope to do is change that. They are currently in the studio, but afterwards plan to hit the road back east for some concert dates. The Chambers Brothers' "Time" has come again.

GINO & DINAH — A&M recording artist Gino Vannelli recently made an appearance on the show to perform material from his latest LP "Storm At Sunup." To discuss his involvement in the 1976 Summer Olympics in Montreal: His horse, Wonder, is ridden above from left to right are Gino, Dinah and James Earl Jones, discussing his latest film "River Niger." The music for the film was written and performed by U.A. recording artists War.

20th has released the Eleventh Hour's new LP "Hollywood Hot" and it is hot, hot, hot. DeLeke is also on the pulse of the dancing scene with the release of "June's Hottest." Artists featured on the LP include Kool & The Gang, Gary Toms Empire, Crown Heights Infinity, Gloria Lynne, and others.

25th single on Dakar will be "It's So Good To Be With You." Fantasy will be releasing a new LP by saxophonist Joe Henderson, "Black Miracle," produced by Joe and Or- rin Keepnews, with arrangements done by Joe and George Duke. SIDEmen include Ron Carter, Harvey Mason, Bill Summers, Lee Ritenour, Oscar Braxear, Snooky Young, George Bohannon, Don Wadrop and Hadley Caliman. Also look to look for a new LP by Roger Glenn on Prestige, produced by Larry and Fonzie Mazz, and scheduled for early summer release... Alphonso Johnson has a new LP on Epic that should create noise in jazz circles entitled "Moonshadows." Featured with Alphonso are Paul Burrell, Flora Purim, Lee Ritenour, Chris Bond, Arturo, Gary Bartz, Alphonso Mouzon, Bennie Maupin and others. Watch for it to come.

Linda Hopkins, who has been thrilling audiences all across the country with her performances in "Me & Bessie," has released an LP on Columbia from the Broadway show that captures all the excitement of the live show. It is a beautiful tribute for those who remember the legendary Bessie Smith. Gary Gotham and Reggie Banks both called last week to say that "Love Really Hurts Without You" by Alex

CONTINUED ON PG. 50

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CONTINUED ON PG. 50
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Reorder Number 099DC
Japan and then off to the Philippines to turn on his Grammy Award-winning "Love Really Hurts." Romeo & Julette, who record for Sire, has a new LP ready for release called "Escape From Babylonia," which was produced by Bob Marley. Marley is featured on the LP with his band the Wailers and Bob's wife Rita did the background vocals.

The Black Satins featuring Fred Parriss have a new release on Buddha that is hot. Watch this one grow. Norman Connors will also be releasing a new LP shortly entitled, "You Are My Starship." Satellite Music Ltd., a new company, but both boy have them come up with a hit. The company's first release is "You Bring The Sun In The Morning" by Fay Hauser. Watch the ex-pedi expode with this single. Another new and exciting company is also trying to get a foothold in the market. The label is CSC and their first big release is "To Make Me Happy" by the Godfather Strivers. Most of the group are original from Kentucky but have relocated in L.A. Some of the members used to be in the Mint Nuggets and Nightlighters which later became New Birth. The principals of CSC Music Productions are William Campbell, John Murphy Jr., Frencheil DeGrate and Douglas Moore. The name of their publishing firm is Four Buddies and their offices are located at 2505 Crenshaw Blvd. in Hawthorne. Ca. The Godfather Strivers consist of Pam Layne, George C. Wheeler Jr., Patrick Knight, Ralph A. Carter, Walter Adams, Wesley M. Alexander Jr., Leonard Knight and Larry Weatheres. So far the critics say that "Get Lucky" by Sweet Music On Hand is learning everything up.

The Fifth Dimension have released "Love Hangover" as a single. IRDA will be distributing Rage Records and their first release is "Dancing Free" by Hot Love. Freddie Hubbard has signed with Munn Productions for an exclusive personal management. He is currently preparing to go into the studios to work on his next LP for Columbia.

Island has the reggae hits. LPs to watch are "Marcus Garvey" by Burning Spear, "Third World" by Third World, "This Is Reggae Music Vol. 2" featuring selections by George Dekker, Peasemakers, Arthur Lewis, Third World and Burning Spear and "Welcome Home" by O'Calia.

Caught the screening of "Leadbelly" and you're in for a real treat when this one comes out. The movie is the life and times of Leadbelly, beautifully portrayed by Morgan Freeman. It is a very moving and emotional film with an excellent supporting cast and the soundtrack by Hi-Tide Harris should be a monster in the stores. Santana has a new and exciting LP entitled "Amigos." Also the Weather Report have a new LP out called "Black Market." In the jazz vein is Alphonso Mouzon's latest on Blue Note, "The Man Incognito...Return To Forever" has a smash on their hands with their latest, "Romanic Warrior." It came on the Cash Box charts at #3 with a bullet.

Lee Oskar of War has done a solo LP called "Kaleidoscope." Lee Oskar that has broken on to the CB r&b charts at #39 with a bullet. This is a concept LP of Lee's musical experiences in coming from his native Denmark to the U.S. and his experiences before and after War. It's very mellow and features Lee's extremely fine and soulful harmonica. Lee said he hopes he will start a trend because the harmonica is never really thought of as a serious instrument. "People think of harmonicas as toys or something crown uses, which is not true." His career is very busy as War will have an LP out soon entitled "River Niger," which is the soundtrack from the movie, plus the group has tentative plans to tour the U.S. and Europe this summer. Some of Lee's musical idols include Ray Charles, Sonny Boy Williamson, Junior Wells, Little Walter and Roaik Kird, along with inspiration Larry Adler, king of the harmonica players. "He is so fantastic that I can't even describe words how great I think he is. When I do my next LP I hope I can use Larry on it...that's all."
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### CASH BOX TOP R&B April 3, 1976

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<th>Title</th>
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<tr>
<td>2</td>
<td>MISTY BLUE</td>
<td>Foolin' (Columbia 3-10285)</td>
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<tr>
<td>3</td>
<td>HE'S A FRIEND</td>
<td>The Groove (A&amp;M 3001)</td>
<td>A&amp;M</td>
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<td>4</td>
<td>HAPPY STREET</td>
<td>Lookin' (Jefferson-Pennsylvania 45-923)</td>
<td>Jeff-Penn</td>
<td>4</td>
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<td>5</td>
<td>NEW ORLEANS</td>
<td>Louisiana Woman (A&amp;M 3001)</td>
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<td>SWEET THING</td>
<td>Fifth Avenue (Atlantic 3306)</td>
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<td>LIVIN' FOR THE WEEKEND</td>
<td>I Love the Weekend (Warner Bros 3-3587)</td>
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<td>Can't Go Back (Ms. Davis/TSOP Z-8477)</td>
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<td>Keep My Baby (Let's Live Together) (Gordy 47-146F)</td>
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<td>DAYLIGHT</td>
<td>Daylight (Bobby Womack/United Artists)</td>
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<td>FOPP</td>
<td>Have a Baby (Ohio Players/Playground 73775)</td>
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<td>LET'S MAKE A BABY</td>
<td>Do It to Me (Westbound 3401)</td>
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<td>BOOGIE FEVER</td>
<td>Do It to Me (Westbound 3401)</td>
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<td>SWEET LOVE</td>
<td>Sweet Love (Commodores M-1387)</td>
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<td>15</td>
<td>I'VE GOT A FEELING (WE'LL BE SEEING EACH OTHER AGAIN)</td>
<td>I've Got A Feeling (Warner Tamerlane)</td>
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<td>MIGHTY HIGH</td>
<td>Give Me Some Love (Warner Tamerlane)</td>
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<td>TURNING POINT</td>
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<td>18</td>
<td>THE JAM (EDITED)</td>
<td>The Jam (Latin/Atlantic 2325)</td>
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<td>19</td>
<td>WHEN I'M WRONG</td>
<td>When I'm Wrong (B.B. King ABC 12158)</td>
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<td>TANGERINE</td>
<td>Tangerine (Fusion Orchestra/Soul Impressions 2002)</td>
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<td>21</td>
<td>THE LOVE I NEVER HAD</td>
<td>The Love I Never Had (Erica Davis/Atlantic)</td>
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<td>PARTY DOWN</td>
<td>Party Down (Killer Hottie Motown 1371F)</td>
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<td>LOVE AND UNDISCERNING (COME TOGETHER)</td>
<td>Love and Undiscerning (Kool &amp; the Gang/Motown)</td>
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<td>QUEEN OLIVIA</td>
<td>Queen Olivia (Kool &amp; the Gang/Motown)</td>
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<td>P. FUNK</td>
<td>Parliaments (Parliaments North 1005-A)</td>
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<td>MOVIN'</td>
<td>Movin' Together (Stylistics/Avco 4464)</td>
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<td>YOU ARE BEAUTIFUL</td>
<td>You Are Beautiful (Stylistics/Avco 4464)</td>
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<td>(CALL ME) THE TRAVELING MAN</td>
<td>(Call Me) The Traveling Man (Hot Buttered Soul 12157)</td>
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<td>TELL THE WORLD HOW I FEEL ABOUT 'CHA BABY</td>
<td>Tell The World How I Feel About 'Cha Baby (The Tymes/Claybilt)</td>
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<td>IT'S COOL</td>
<td>It's Cool (The Tymes/RCA PB 10561)</td>
<td>RCA</td>
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<td>32</td>
<td>INSEPARABLE</td>
<td>Inseparable (Carrie Go/Cooper)</td>
<td>AVCO</td>
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<td>33</td>
<td>MAKE YOURS A HAPPY HOME</td>
<td>Make Yours A Happy Home (Gladys Knight &amp; The Pips)</td>
<td>Buddah BDA 523</td>
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<td>34</td>
<td>MORE MORE MORE</td>
<td>More More More (Andrea True Connection)</td>
<td>Buddah BDA 515</td>
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### ALPHABETIZED TOP 100 R&B SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

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<thead>
<tr>
<th>Number</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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<td>35</td>
<td>Isn't She Lovely</td>
<td>Beyoncé</td>
<td>Columbia</td>
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<td>36</td>
<td>I'm Feeling Saxy</td>
<td>Sassy</td>
<td>Motown</td>
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<td>37</td>
<td>It's a Friend</td>
<td>The Myths</td>
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<td>Keep Me in Mind</td>
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NW Details Retail, Rack Prob., s 9

Trade magazine of an article that reflect-
ed poorly on independent distribution, and that purported to show artists ‘free-
ing’ of the contract that caused them dis-
couragement caused extremely negative feedback and reaction towards this magazine.
The description from the floor on why the trade papers were once again excluded from these sessions. Chairman Joe van Dyke said, "I have many to the dissemination of music to the fans through the press, suggested a vote by the members attending. Approximately 85% of those attending voted to open the meeting and invite the press next year.

There were also informative sessions on how to deal with shopping center users, the tape market, minicomputers, financial matters and how to merchandise the perfect record. There was no doubt in anyone’s mind that the choice of subjects and speakers was excellent.

Structure Change

NARM also announced that Jules Malamud has been named President of NARM while Mickey Granberg has been named executive director. The former president of RKO Records has been named chairman of the board, and the first chairman is Danin Heilicher of J.L. Martin Records. The new position will be a permanent one, and that the chairman’s position will be a presidency.

In the awards category, Cy Leslie was the winner of the NARM presidential award, while the artist award went to Paul Anka. The Heischler brothers—Amos and Danny—won the rock jobber of the year award for the second time, while the retailer of the year award went to Goody. MCA gained a total of 4 NARM awards.

Tape Business

b) buyers is virtually the same age group, education, ma/fem ratio and same dispensable income pattern.
- Tape buyers continue to buy records and many walk out of stores with a record and a tape under their arm.
- All music sells on tape. Classical music sells better on 8-track. Contrary to misconception black music does not sell on cassettes. In general, the LPs sold buy... the same musical preferences.
- Tapes are purchased primarily for convenience of use and the mass market tape buyer is non-technical.
- The tape consumer is totally confused about tape prices. He knows nothing sells for list. He believes cassettes are higher priced than 8-track. He knows that both are more expensive than the LP and believes that the higher tape price is an industry 'rip-off' of the consumer. He is not aware that it costs more to manufacture a tape than a record.

The research also indicated that shopping for music is a very pleasurable experience for the consumer.

Other Facts

The above Ida McBane-presented information was followed by facts about the tape manufacturer and tape retailer association. Included in his commentary were the following:
- The consumer is rejecting quad tapes, too much electronics in the living room. The use of the plastic pincher roller in tapes rather than the rubber roller is creating more defective tapes. Many companies are using cheaper quality tape than they should be using causing consumer dissatisfaction. Woodman also advised that GRT would build a tape for which there were orders of at least 300 units but in many cases could not, out of the end of the month minimum 300 unit order. Answering the question as to why all releases are not made available on tape.

Display

The retailer of tape is still very much confused as to how to display tapes, how much space to give to advertising and how to advertise and which titles to stock.

Research shows that the consumer wants to know how to buy through the tape, that clerks in tape departments have too little training in their product and because of the limited space in the LP browser bins as "library reference cards" and then go to the clerk and ask if the LP is available in a tape configuration.

Woodman reported that many dealers

NARM Advances LP

Wendell had just come out of a meeting when CB talked to him. Speaking about the incident, he claimed that the LP was not commercially available until recently. ‘KJU’s people made a statement on the air before the album was played that they had the LP...’ Van Dyke said, "Don’t be naive...you know we’ve never made an announce-...he said that KJH played the LP because they had access to it and...If you expect me to call him or...the air on the air who had supplied the LP.

The reaction has been incredible. Van Dyke continued, ‘the album came through a personal source...we have our sources here at KHJ and the RKO chain is...it’s silly to assume a company as big as RKO doesn’t have their own avenues of getting product early. The album was available to us even a week and a half before we aired it. Not just one day, so you can’t put it on. We had the album long enough to even screen and edit it. And if the other stations are going to boycott the LP leave it to KHJ to play it. We’ll cover the album for Los Angeles.

Capitol’s Explanation

Capito: Records had an explanation though. ‘We have a policy of not even...we were...we don’t have the manpower...to send a statement like that...it’s physically impossible. Capitol did its best to back up the statements after it was made. It was made on the LP on Monday night. We hustled...to get to the rest of the...the time period involved was about an hour and a half. Later...I got two of my promotion guys. One out of the bed sick to get to the rest of the FM stations. I don’t understand how KJH got it. All the LPs were locked in security...only a few copies were in security...on the hands of only one or two promotion people.

‘When my promotion man got to KLOS, Tom Yates (station pid) was already prepared. He told us that KLOS wouldn’t air the LP...’

Rick Carrol: ‘At KEZY. Anaheim told...CB on Wednesday (24) that Capitol had promised them the album on Tuesday. That the station had been promoting that they were going to air it on Tuesday.

Carrol said though that, ‘since the incident of the initial air on KJH. I have gotten a totally satisfactory answer from Bruce Wendell at Capitol on the situation.

At this writing, many of the FMs here in LA have not gotten that satisfactory answer.

Win Before You Buy

One interesting footnote in the fact that not only did KJH have the album for airing the day before it was scheduled to be released but they got the album first and didn’t have to wait for the piglet...the phrase, “win it before you buy it. And even getting the LP from a personal inventory to carry around because that naturally KJH and RKO wouldn’t reveal. And airing it ahead of time gave the station an edge with the audience.

The ramifications are yet to be seen. Questions left unanswered include what will happen to the FMs that don’t get the LP on the LP. Capitol’s future security precautions on such hot product, and that FMs have to use audience-wise by boycotting the LP in the first place.

Harman Int'l. Reports Gains

NEW YORK — Harman International Industries, Inc. (AMEX) today reported sales rose 56% and net income rose 69% to record levels in the second quarter ended February 29, 1976. Sales were $34,322,000 up from $21,942,000 in the second quarter ended February 29, 1975. Net income of $2,485,000 was equivalent to $1.11 per share on a basis and $1.04 on a diluted basis. Net income in the comparable quarter of the previous fiscal year was $1,467,000, equivalent to $0.74 per share on a primary basis and $1.14 diluted per share.

For the six months ended February 29, 1976, Harman International reported sales rose 27% from $53,199,000 to $67,339,000 and net income rose 46% from $3,074,000 to $4,501,000 large basis. Net income was equivalent to $2.05 per share on a primary basis and $3.93 per share on a diluted basis compared with $1.50 per share primary and $2.41 diluted per share in the six months ended February 28, 1975.

Jimmy Chapel Signs With Ada

LOS ANGELES — Singer/actor Jimmy Chapel has signed an exclusive, worldwide, long-term recording contract with Ada Records. "Standing Tall" b/w "The Beggar," is set to hit the streets this week through the Independent Record Distributing Associates (IRDA).

Ada Records & Tapes, Inc. is located at 56 Melrose Avenue, Beverly Hills, CA 90028, telephone (213) 469-5103. IRDA is based out of Nashville, but maintains a west coast office at 6290 Sunset Blvd, Suite 1407, Hollywood, CA 90028, telephone (213) 469-7375.

BMI Latin Seminar Held In San Juan

NEW YORK — Broadcast Music Inc. (BMI) recently proclaimed Latin Music Day in San Juan, Puerto Rico, in an effort to amplify the role of licensing organizations.

Elizabeth Granville, BMI’s general director of performing rights, hosted Latin Music Day on March 21st at the Hilton Hotel. The seminar was for as BMI was concerned, very encouraging. Representatives of the press and all phases of the industry were represented, and more than 150 writers made use of the informational services available.

The speakers included BMI President Ada Kapiloff and BMI Latin Director Ron Amos.

Above (l. to r.): Roberto Angiero and Cucket Alonso, writers; Elizabeth Granville, BMI director of performing rights; and writer German Wilkins and his wife.
Bally Revenues And Earnings

NEW YORK — Bally Manufacturing Corporation (NYSE:BLY) reported 1975 revenues totaled $169,049,000, compared with $158,032,000 in the prior year.

In 1975, net income was $7,496,000 or $1.34 per share, as compared with $1,095,000 or $0.19 per share in 1974.

William T. O'Donnell, president of Bally, stated, "I am pleased with the results in almost all divisions for the 1975 year. However, our earnings were greatly diminished by the slack demand for slot machines in the Far East."

Total revenues for the fourth quarter of 1975 were $40,204,000 compared with $42,604,000 in the fourth quarter of 1974. Net income for the fourth quarter of 1975 was $1,095,000 or $0.19 per share as compared with $319,000 or $0.05 per share in the fourth quarter of 1974, including the provision for loss on the discontinuance of manufacturing in Bel- gian.

"O'Donnell, commenting on the fourth quarter results stated, "In my opinion, Bally is in a position to reestablish its up- ward trend."

O'Donnell concluded by noting that, "1975 was an historical year for Bally with the granting of a gaming license by the Nevada Gaming Commission and the listing of the company's shares on the New York Stock Exchange." As reported, net income for the twelve month period ended Dec. 31, 1975, includes a net foreign currency exchange loss of $570,000 (net of applicable in- come taxes); the corresponding period of 1974 reflected a net gain of $100,000. The fourth quarters of 1975 and 1974 include net losses of $160,000 and $21,000, respectively.

The income statements of foreign subsidiaries are translated into U.S. dollars based generally on average exchange rates during the period for revenues, costs and expenses (other than cost of sales), depreciation and amortization, which are translated at historical exchange rates), and income taxes. As a re- sult of the generally higher foreign currency exchange-rate exchange rates which prevailed during 1975 in relation to 1974, operat- ing revenues reported for the twelve months ended Dec. 31, 1975 were increased $4,900,000 (exclusive of exchange gains and losses mentioned above). Costs and expenses were also higher as a result of the higher exchange rates.

The effect of all of these factors was to increase the 1975 net income approximately $170,000, exclusive of the exchange gains and losses discussed previously. In the three months ended Dec. 31, 1975, the exchange rates were lower than those of the corresponding 1974 quarter. As a result, operating the revenues decreased approximately $500,000 and net income decreased approximately $140,000, both exclusive of the exchange gains and losses discussed previously.

Bally/Midway Serv. School Success At C.A. Robinson

LOS ANGELES — Service seminars were conducted at C.A. Robinson & Co. in their showroom on Thursday and Fri- day, March 18 and 19, and according to the company, it was the most successful service school in their history. With more than 300 operators and service men in attendance, much credit must be given to Mike O'Donnell of Midway, Bernie Powers of Bally, and Bill Arkush of Kurz-Kasch who taught the basic fundamentals.

The seminars went beyond that of just a local show. Registered coin men and women from San Bernardino, Ridgecrest, San Diego, Desert Hot Springs, and many other outlets including Nevada International guests included operators from Edmonton and Calgary, Canada, and Minoru Ito, president of Hiromitu Kakuno, delegate of Bally Dis- tributing Co. from Osaka, Japan. A special note of thanks was given to Mike Hall, service manager of C.A. Robinson who spearheaded the technical end of the service school to make it such a suc- cess.

New Coin Counter-Tagger

CHICAGO — Cummins-Allison Corp. of Glenview, Illinois announced an addition to its coin processing systems, the model 128 Coin Counter, which can count or verify up to 1,800 coins per minute, and package up to eight rolls per minute in preformed tubes.

James Hage, product manager for the firm's Automated Key Systems Division, stated, "The model 128 Coin Counter has several unique features that set it apart from other coin counters. It has a large capacity hopper which holds one full standard bag of coin and a single switch to simultaneously reset both the display counter and counting mecha- nism just as on our automatic counting and or change necessary for the unit to finish a pre-set count."

Either of two pre-set dies is available, with options as follows:

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<th>Coin</th>
<th>2c</th>
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The unit automatically stops discharging coin when the tube is full. The operator has only to press the re- set button on the device.

Additional information about the new model may be obtained by contacting Automation Key Systems Division, Cummins-Allison Corp., 809 Waukegan Road, Glenview, Ill. 60025.
Copyright Tribunal Jukebox Review Stand MOA's Granger, Jukebox Indus. Upset

by Rebecca Moore

WASHINGTON, D.C. - When you talk with MOA's Granger, executive direc-
tor of the Music Operators of America (MOA), about the Senate-passed copyright bill, one thing he immediately replies: "The "jukebox" industry is not upset about what happened February 19."

February 19 the Senate voted a copyright bill. 97 to nothing, which provided Operators a compromise royalty at $8 per play, per year, and that put fee for periodic review by a Copyright Royalty Tribunal. An earlier proposal which was removed from periodic review, introduced by Sen. Holings (D-SC), failed to pass by a wide margin.

That's quite a comedown for the jukebox operators. Until 1967, the operators' court in Congress made sure no royalty rates were ever set. A force to be reckoned with. MOA agreed to the $8 compromise fee in 1967 in exchange for its support for other copyright provisions.

There have been three provisions to which we've always objected," Granger said. "One do,or - performance royalty, the fifty-cent registration fee, and the eight-cent Royalty Tribunal, which would open the rates up for re-

view. In 1974, the jukeboxers suc-

ceeded in having the three provisions de-
lated from a Senate-passed bill."

We are unalterably opposed to those three provisions," Granger emphasized. He add that after the February 19 vote, MOA people were beginning to take a hard line, saying: "Why don't we ask for excep-
tions, period."

On the other side of the jube box fence are the music publishers and songwriters, the ones to benefit from the new law. "We feel the royalty rate is far too low," says BMI's Bill Frank.

It was proposed ten years ago. Inflation has surely eaten it up since then," he argues.

Everything is inflation for our people too," Granger responds. He points out that while prices may have gone up, they can't be raised like groceries or de-
ter. Its difficult to change prices, although many jukebox manufacturers now have two plays for a quarter, there are still a lot of places with ten-cent plays. To keep up with inflation, jukebox operators should actually charge twenty-five cents a play. Granger feels, "but the public won't buy it."

The jukeboxers are looking for an ad-

vocate to go for them in the House as Senator Holings did in the Senate. At this point I don't know if we'll have one," Granger said. "MOA's Washington representative Nicholos Alian. "Naturally we hope to find someone."

But even if the jukebox people do find a spokesman, it may not do much good unless the operators would go along with the Senate Judiciary Commit-
tee-reported bill. It is likely to be the same thing in the House, where re-

pre sentatives have little time to study the multi-

tudes of issues involved in copyright revision. "It would be a great weight with them on what the Senate did," according to Alian.

Despite discouraging prospects, however, MOA is marketing its strength against periodic rate review for jukeboxes. "We're going to fight against it," declares Granger.

At this point, however, predicting what will happen is a crystal ball-gazing, while the House judiciary committee meets. That committee seems to be marking time on copyright, rather than marking up. Says Alian; "It's in the lap of the gods right now."
CHICAGO CHATTER

See the new "Sure Shot" single player flipper released by D. Gottlieb & Co. and currently available through factory distributors.

THE TRADE CAN LOOK FORWARD to "something new" from Electra Games in the near future. The company is readying a two-player flipper which may be ready for sample shipping around the first two weeks of April—so watch for it! Stan, by the way, was departing for the west coast last week on a business trip which would include a visit to the NAMA convention in Las Vegas.

HAPPY TO HEAR THAT Jacksonville, Illinois operator Chick Henske, who is president of the Illinois Coin Machine Operators Assn., is recovering nicely from recent hip surgery. The hospitial stay was only a month, and Chick, who was doing a lot of the work with the help of his wife, has been hopping about but not necessarily curtailing his activities to any great extent.

LEARNED FROM CDI's Bob Sherwood (whose appointment as director of marketing is announced elsewhere in this issue) that the firm's newly introduced "Coin-2-Play" coin pushers are now being exploited in over 100 coin-operated locations.

IT SEEMS STRANGE that the triggering effects of the disastrous tornado which struck the plant in late February will not be seen in product advertising until mid-April. Perhaps advertising is better than news reports in the delay.

...About the Midway home office: Bob Brokaw and Tom Portale at Portale Automatic Sales Co. Tom indicated that among the hot items at Portale were E-I-Young's "Distraction Derby" and Electra's "Aveng'er." If you haven't tried "Derby" yet, you should really give it a spin. It can turn into an obstacle course and requires a great deal of skill to outmaneuver your opponent.

Malcolm Kaufman, vice president of Sega, discussed the new conversion kits for their "Pac-Man" games. "This is an extension of the whole idea," he commented. "I think it really brings the games up to the price level for the casual gamer," he said. "Think of it as coin-matics. Rarely does someone come into a coin-op who hasn't played some type of Pac-Man game. This is a very strong product in the arcades and we are looking forward to it being nationwide very soon." He said that the kits were being developed with a "very nice Caribbean cruise."

Hank Tronick of C.A. Robinson reports that the Midway "Sea Wolf" has arrived and they are expecting Fun Games "Bl-Piane" 4 very shortly. Al and Leah Bentlich are off to San Francisco for the Atari/Kee meetings and the NAMA convention.

UPPER MID-WEST MUSINGS

Angelo Maragos, Minot, in the cities for a few days picking up equipment. Had a great time in Las Vegas for the few days they spent there. The Bob Addingtons stopping off in Minot on their way to the Williston. bob will be attending a few of the events this week in Las Vegas. They also took along their two daughters Susan and Karen. After two days shopping in the city stores they drove back to Bismarck. Mr. & Mrs. Ed Smith. Ed's father, Mr. Henry Smith, is very ill in Bismarck and the family was visiting. Mr. & Mrs. Al Scheffler. The family is still recovering from the tornado which struck the plant in late February. Mr. & Mrs. Hubert Boudreau are driving to El Paso, Texas for a two week vacation. The Worsches have close friends there and hope to spend some time with them. Mr. & Mrs. Don Addington. Bismarck. Will be attending the Tyre-Drive through the country, and special trip. The Car Vorler's are spending their vacation at Brownsville, Texas for a few weeks and Lee Johnson and his wife just returned from a week in Arizona. Tom Theisen of Thomas Sales has bought out an L+^ games, which will be located in the windows at 3 Par. Park was opened for the season Wednesday, April 9, 98 years old.

GLEN CAMERON. Hybrid Vendor Co. returned from his vacation at Palm Springs and Las Vegas in time to enter the hospital for a checkup. A kidney stone is the problem giving him trouble. He's back on the job but has to watch his diet, it may dispatch itself.

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CALIFORNIA CLIPPINGS

In line with its current expansion program, Innovative Coin Corp. is widening its international operation and in the process of opening assembly plants in Montreal, Weisbaden (Germany) and Caracas (Venezuela). As also on the planning board is a new facility in Quebec City. Mrs. Jane Stephan, wife of the late William Stephan, Demos of the firm's sales staff, that Innovative will very shortly release its first video game. "You haven't tried 'Dembry' yet, you should really give it a spin. It can turn into an obstacle course and requires a great deal of skill to outmaneuver your opponent.

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WANTED: BALLY MULTIPIERs WITH HOPPER, at 3-5, and/or coin-modes considered. Also want Williams and Gottlieb coin-op games max 3 years old. KENSA MINTAUTOMATE AD. Box 350 14-504 Gothemborg, Sweden.

WILLIAMS BIG DEAL PINBALL MACHINES, in good condition. $200 each. *No shipping available* Please call Ben Heck (312) 626-1206.


THREE WANTED: FAVORITE GAMES, 2400 W Elgin St, Chicago. 312-546-2626.

COIN MACHINES FOR SALE


RECONDITIONED BAGMANS, Midway, Basketball, $450; Winner W 1369; Winner W 195; Dart Champs $95; MICKEY ANDERSON, INC., P.O. Box 6369.


50 SEEBOURNE 100 selection wall boxes 50¢ each. 50 Seeburg 100 wall boxes $2 each. 100 used 45 rpm records 1¢ each. CENTRAL MUSIC, P.O. Box 294. 407 E. Ave. Ogilbe, Texas 76761.


COIN MACHINES WANTED

WANT — all makes and new used phonographs, war bowls, TV games, Air Hockey, pool tables, bumper pool tables, electronic baseball games, electronic games, Keu games, toy models, ST. THOMAS COIN SALES INC, 669 Tabby St, St. Thomas, Ont. Canada N5J 1C9. Canada's oldest established distributor since 1927. Phone Vincent Burns (519) 631-9950. Mail current price list if equipment now available.

CLASSIFIED AD RATE 25 CENTS PER WORD

Count only words in all words in firm name. Numbers in address count as one word. Minimum ad accepted $.25 CASH or CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISEMENTS. If cash or check is not enclosed with your classified ad, they will be held for 30 days to cover the issue pending receipt of your cash or check. NOTICE — $700 Classified Advertisers (Outside USA add $78 to your present subscription price). You are eligible to classify a ads of 40 words in each week's issue for a period of One Full Year, 52 consecutive weeks. You are allowed to change your Classified ad each week if you desire. All words over 40 cents per word. All word count words carefully. Be sure your Classified ad is sent to New York publication office by wed, 12 noon, 10 days preceding next week's issue in the following week's issue.

Classified Ads Close WEDNESDAY

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

MAKE YOUR CHECK ENCLOSED

SERVICES COIN MACHINE

ACE LOCKS KEYED Alike. SEND LOCKS AND THE KEY they wanted them labeled to: $1 each. ROBERT JONES INTERNATIONAL, 1301 W 7th St, Los Angeles, California 90015. Valley Stream N.Y. 11580. Tel: (516) 562-6216. Our 350th year in vending.

SCHOOL FOR GAMES & MUSIC One to four week courses. Provoces. Flippers and Bungs. By schematic. CAL/COIN COLLEGE P.O. Box 810 Nicoma Park Okla. 73066 (405) 769-5343.


HUMOR

DEEJAY'S new surefire comedy 11,000 classified one-liners gag, only $10. Designed to give you the right line for the right occasion every time! Send for our comedy book, "T.N. DUMP DESIGN", 2186-West Roberts, Fresno, Calif 93711.

RECORDS-MUSIC

RARE RECORDS AND FINDS. List 31 of United States shops. Up to date list personally compiled by C. L. MCKEAN, 3. 312 Belenger St. Hoope, N.Y 70360.

HOUSE OF OLDIES — We are the World Head-quarter for out of print LP's and 45s. Also, the largest selection of old rock and roll music. Checks accepted. 31, 1121 13TH ST., WASHINGTON D.C.

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TORONTO—The Canadian music awards body has announced that the Juno Awards, now in their 15th year, will be telecast nationally for the first time. The first ever Juno Awards, held in 1981, were restricted to a audience of less than 100,000.

The Juno Awards are the most prestigious awards in Canadian music, and are presented by the Canadian Recording Industry Association (CRIA). They recognize excellence in the music industry in Canada, and are broadcast annually on CBC TV and radio.

The 1976 Juno Awards were held on March 31, and featured performances by some of the biggest names in Canadian music at the time, including Gordon Lightfoot, the Guess Who, and Bachman-Turner Overdrive.

The Juno Awards have evolved over the years to become one of the biggest events in the Canadian music industry, and are watched by millions of viewers across the country.

The Juno Awards are an important part of the Canadian music industry, recognizing the achievements of musicians, songwriters, and record producers, and promoting the diversity and richness of Canadian music.

The Juno Awards are also a significant event for fans of Canadian music, providing a platform for discovering new talent and celebrating the successes of established artists.
Polydor Revives Verve Jazz Label

NEW YORK — Polydor Records will ship six Verve releases on April 15 to mark the reactivation of the historical jazz label. Verve's importance in the '50s and '60s, along with its '70s and '80s presence, will now offer many performances not available on record for 15 years. The reactivation of the label and these first album releases were directed by Robert Hurwitz, a&r director for the Verve/Emetric label. Some of the recordings were originally produced by Norman Granz.

Six double-LPs comprise the debut package, featuring Charlie Parker's first Verve sessions (including the Parker & Strings album performed at Lester Pres' Young's 1956 recording with Teddy Wilson and the 1952 recording with Oscar Peterson (presented in entirety for the first time); Bud Powell's first four Verve sessions in the early '50s; Dizzy Gillespie's 1956 sessions with Sonny Rollins and Sonny Stitt; "A Jazz at the Philharmonic" album consisting of performances by Paul, Nat King Cole and others in their first 1944 concert together; the other half presents Billie Holiday's performance on April 22, 1948 and her first Verve studio session dating back to 1952 with Oscar Peterson, Paul Quinichette and Barney Kessie.

The re-issues are being released the way they were recorded, devoid of artificial stereo rechannelling. A full-size poster has been designed, compiling the original album covers done especially for this project.

Each of the records is being re-mastered and there will be extra care taken in the process. All pressings (each record will be in a polyethylene sleeve, for example). "We are treating these records with the respect generally reserved for classical music," said Hurwitz, because this music and these performances are classics.

Gaber To Musexpo '76

BUENOS AIRES — Doctor Carlos Gaber, a&r director of Trova Records in Buenos Aires, reported that his company will be present among the participants at Musexpo '76 in New Orleans next September, Gaber considers that results of Musexpo '75 were very active for labeling and national laws — have been extremely positive and that he is wisely justified in taking part in the upcoming edition in New Orleans, which is engaged in an aggressive international promotional campaign in the states and Europe and will attend MIDEM '77 as well.

Xanadu To Promote World Jazz Dates

NEW YORK — Don Schitten president of Xanadu Records, has announced an expansion of activities to include the production of jazz concerts.

Schitten recently signed an agreement with Havana Kongo to present a series of live concerts in Japan. Kongo, a Japanese concert promoter who brought jazz to Japan in the late '50s with Art Blakey, recently completed a tour with Bill Evans.

The first concert tour to be presented in April, Schitten has signed Barry Harris, Jimmy Raney and Charles McPherson. In addition, international artists, to be accompanied by Sam Jones and Leroy Williams. These concerts will be held for later release on the Xanadu label.

Schitten plans to bring each tour presented in Japan to the United States and then to Europe.

Why Is France Different? (Conclusion)

This is the second and concluding portion of an interview begun last week with international consultant Jean-Marc Beu, president of Bel. Here is the reaction to selling the album when it comes to selling the artist in France?

BEL: France is still very much considered an LP country. If it does play a part in selling an album it's because the competition is so fierce that one must be very careful. It's a long way from a hit single to album sales: TV appearances, press conferences, distribution in 150 cities, and something is always happening somewhere. Or to a lot of returns. Just as radio is the key word in the U.S., so is sales operation all over the place. But it's our way of producing 3,000 LPs nevertheless. Factory prices average $1 and the wholesale price $4. As few units are given away, publicity and promotion are nonexistent (compared with U.S. standards); so retail emphasis is placed on distribution and the re-sale relationship.

CASH BOX: How are the labels adjusting to this?

BEL: That's why so much depends on distribution and the re-sale relationship.

CASH BOX: If you could give us a summary, Jean-Marc?

BEL: Basically, it becomes less necessary for French companies to have American catalogues to feed their distribution and harder for American companies to penetrate a nearly saturated market. But there are other problems, including the fact that FMB faces the problem of selling American music in 20% of the local markets, and thus becoming more and more conscious of the fact that marking costs make it harder to turn catalogue into profit even when quarantines are lifted. And if this happens, dissatisfaction and misunderstanding appear. Americans will sell a catalogue in France if they have the right act, if they have the right product, and then look for the hit single to aid the catalogue in "selling itself." When no hit single is evident, the excitement disappears. Nevertheless, as there is a public for American music, the demand is here.

AcRA, CBS Profit: French Jazz Sales Up 20% PARIS — It's true — both sides of the Atlantic take a big interest in to 1975 jazz sales in France increased by 20% compared with previous years. Many previously unreleased recordings of classics by such artists as Gino Miller and Fats Waller are on the Black & White label (controlled by CBS) for very well. Again this year RCA has developed new labels, "Bluebird," which covers the specific jazz market, led by William, Memphis Sim, & Big Broonzy who are getting strong support from Polydor. In addition, the MCA CTI, also distributed by RCA which represents the contemporary jazz idiom and is doing well.

CBS has released the entire Count Basie recording output, including double albums recorded from the '30s to the '60s, and selections from the Golden Period of Blue Note ('30s A '40s). With the small band of Teddy Wilson, "new" albums cover the series dedicated to Moe Hulsey with some previously unreleased material. CBS has also acquired distribution rights for Billie Holiday on the Repertoire label. At the end of the 50s, Repertoire produced 186 Bud Powell recordings, all of Europe will soon see some good gatherings including record product from Art Blakey, and present on the imortal John Coltrane as soloist; collections from Duke Ellington, the Charlie Mingus Sextet, and so on. And Blue Note is also enjoying increased sales through Lester Young's "Academy Award" and the "Prize of the Academy." The latest Don Byrd record was released through Blue Note which is reissuing recordings of the 50s and 60s from McCoy Tyner, Freddy Hubbard and others.
### Great Britain

| 1 | I Love To Love | Tina Charles | CBS |
| 2 | Love Really Hurts | Billy Ocean | GTO |
| 3 | Convoy | C.W. McCall | MGM |
| 4 | December 63 | Four Seasons | Warner |
| 5 | People Like You | Gary Glitter | Bell |
| 6 | It Should Have Been Me | Yvonne Fair | Tamla Motown |
| 7 | I Wanna Stay With You | Gallagher & Lyle | A&M |
| 8 | You Don't Have To Say You Love Me | Guy n' Dolls | Magnet |
| 9 | Do The Spanish Hustle | Fatback Band | Polydor |
| 10 | Rain | Status Quo | Vertigo |

### Argentina

| 1 | Jamas | Camilo Sesto | RCA |
| 2 | Dama Del Amancor | Mario Echeverria | EMI |
| 3 | La Nina | Quiqui Villanueva | RCA |
| 4 | Chau Chau Adios | Raúl Abrangzoni | CBS |
| 5 | Hermana Dabellos Dorados | America | Music Hall |
| 6 | Hoy Tengo Ganas De Ti | Miguel Gallardo | EMI |
| 7 | Campesino | George Dunn | CBS |
| 8 | Escuchame | Tony Ronald | Music Hall |
| 9 | Yolere | Diego Verdaguer | Nino Rosso | Music Hall |
| 10 | Por Amor Se Da La Vida A Veces | Danilo Toro | Microfon |

### Holland

| 1 | Les Ports De L'Atlanntique | Serge Lama |
| 2 | This Melody | Julien Clerc |
| 3 | Enraptured | Genesis |
| 4 | Hurricane | Bob Dylan |
| 5 | La Philosophie | Georges Moustaki |
| 6 | Ca Va Pas Changer Le Monde | Joe Dassin |
| 7 | Comment Lui Dire | France Gall |
| 8 | Ce Lundi | Michel Delpech |
| 9 | Je T'Aime Tu Vos | Daniel Guichard |
| 10 | Love To Love You Baby | Donna Summer |

### France

| 1 | Michele | Gerard Lenorman |
| 2 | Requiem Pour Un Fou | Johnny Hallyday |
| 3 | Kiss Me, Kiss Your Baby | Brotherhood Of Man |
| 4 | Malheur A Celui Qui Blesse Un Enfant | Enrico Macias |
| 5 | Le Bouglou Le Vougaro | Carlos |
| 6 | Qu'est-ce Qui Fait Pleurer Les Blondes | Sylvie Vartan |
| 7 | Telephone-Mo | Nicolette Courtois |
| 8 | Let The Music Play | Barry White |
| 9 | Viens Faire Un Tour Sous La Pluie | It Etait Une Fois |
| 10 | J'Attends | Dada |
| 11 | Hafanana | Afric Simone |
| 12 | Mlle. Angelle | Jacques Martin |
| 13 | Big Jim Sullivan | Pop Concert Orchestra |
| 14 | Island Girl | Elton John |
| 15 | Fly Robin Fly | Silver Convention |
| 16 | Faire Un Pont | Dick Rivers |
| 17 | Lady Bump | Penny McLean |
| 18 | A Quoi Sent De Vivre Libre | Nicoletta |
| 19 | That's The Way | KC & The Sunshine Band |
| 20 | Marie - Mos Une Chanson | Adamo |

### Belgium

| 1 | Love Hurts | Nazareth & Cuff Rose |
| 2 | Ich Bin Weil Du | Marianne Rosenberg & Philips |
| 3 | Volar | Al Martino | Capitol |
| 4 | J'Attends | Dada | Omega |
| 5 | Ca Ne Vas Pas Changer Le Monde | Joe Dassin | CBS |
| 6 | Theme From Mahogany | Diana Ross | Motown |
| 7 | Quiero | Julio Iglesias | RCA |
| 8 | Saturday Night | Bay City Rollers | Bell |
| 9 | The Alternative Way | Anita Meyer | Poker |
| 10 | Fernando | Abba | Vogue |
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