GARY WRIGHT/HIT 'WEAVER'

WEA U.S. Sales Total
$220 Million In 1975
Cassette Sales Rising
St. Louis Distributor
Battle A Possibility

4 Firms Issue Annual Reports
Atlantic Stunned By
Stones, Zep Radio Previews
Let The Press In (Ed)
All right, we admit it. We couldn't ship Johnny Cash's new single fast enough. From dubs and acetates, more than 30 country stations jumped on 'One Piece at a Time.' Top 40 trendsetters like KLIF, CKLW, WDRQ, WZUJ, WEMP, WOKY, WGCL, WIXY, WKLO, WHN, WSAI, WORC, Z93, WJDE, KIIS, WMME, KLAC and WFBR tied up their phones the minute they went on the record.


Johnny's "One Piece at a Time" album is due shortly. Please have patience. We still make them one piece at a time.)
Let The Press In

In the business-like atmosphere of the recent NARM Convention of a few weeks ago, during which the credo of "let's face up to the problems of the industry and come to grips with them in a mature manner" was heard as an opener in almost every seminar and business discussion, it was quite childish of some NARM members to ban the press from the opening manufacturer, distributor and rack jobber "closed meetings."

By keeping the press out, those people who for whatever reasons are unable to attend NARM miss out totally because no experienced journalist is present to record the "happenings." Certainly barring the press is no answer; Cash Box reported on the discussions at all three meetings, as those who attended were quick to provide information on what happened behind the closed doors.

But there's more to the issue than that. Only the medium of the press can expose key issues to a broader segment of the industry. Only the press can continue reporting and analyzing the issues. NARM is once a year. The trade press is weekly, with news of interest to all segments of the industry. And it's the press that brings news of NARM, and the rest of the industry, to every sector.NARM members or not, all the time.

There should be nothing secretive about NARM business. Off the record comments during these individual meetings can remain off the record, while the important comments, news, data, information and opinions on the issues expressed by those in attendance can be presented. That reportage is Cash Box's duty.

The independent distributors and manufacturers voted to admit the press, by a vote from the floor that those present stated was 80%-90% of those in attendance. We'd like to know what those who voted against the press are trying to hide.

The NARM Board of Directors must permit coverage of these meetings in the future, for a fairer discussion of the issues on all sides — by those who attend the convention and those who don't. It would also be consistent with the openness being sought by the majority of NARM members who are tired of the dishonest and secretive nature of some people involved in the business.
When a brand new group attracts unstinting praise usually reserved for major stars—that's surprising! But, Fools Gold is full of such surprises and loaded with the kind of genuine talent that will surely keep those raves rolling in. They first stepped into the national spotlight as Dan Fogelberg's masterful accompanists. Now they are on their own demonstrating the glowing melodies, great harmonies and impeccable musicianship that makes their debut album a rare delight!

Produced by Glyn Johns, Glenn Frey, Joe Walsh & John Strohach

ON MORNING SKY RECORDS... DISTRIBUTED BY ARISTA RECORDS
Congratulations Olivia  Congratulations Elton

Thank You NARM
WEA 75 U.S. Record Sales $220 Million
Company First To Take "Fuller Disclosure" Step In Effort To Boost List Industry On Wall St.: CBS Record Division Sales Estimated At $200 Million

by Gary Cohen

Weaver-Elektro-Atlantic group of companies had domestic record sales of $220 million in 1975, according to a breakdown of their overall record division sales appearing in the 1975 Warner-Elektro-Atlantic's (WEA) annual report. In addition, WEA Interna- tionally had sales last year of $75 million. Within the music publishing accounted for an additional $17 million in sales, for an overall total of $220 million. The $220 million figure represents the distributor's selling price, or the price of records and tapes from the WEA branches, to the retailers and wholesale account in the country that buys from WEA. The total sales, therefore, of Warner/Reprise, Elektro-Atlantic, Tower, albums, singles, and tapes, came to $220 million. Separate breakdowns on how much was done by WEA were not revealed.

SearsBreakdown
The breakdown of record division sales by WCI into component parts — in this case domestic record sales, interna- tionals, record sales, and publishing — represents the first move by a major public company involved in the record industry to break out personal areas of categories of sales. Previously, all that had been released was one overall figure encompassing all divisions, and not with separate figures in early divisions. It was understood that the decision to provide a breakdown of sales came in response to the investigating public and Wall Street, for fuller dis- closure of sales and earnings of com- pany's divisions, and to be able to draw more meaningful conclusions. The need for more comprehensive and realistic figures on domestic record sales had been a key topic at the recent NARM convention in Florida, and these figures represent a first step for a major record company into the record industry. They also enable people both inside and outside the industry to examine and un- derstand the relative size and im- portance of those corporations involved in the record business.

Other companies involved in the rec- ord division followed their traditional disclosure policies, usually providing one amount for their record division sales including publishing and sales, and in some cases, record division earnings.

CBS
CBS, for example, reported their record division sales at $484.3 million, including domestic and interna- tional, which includes record pressing and custom production sales in the overall figure. CBS does not provide a breakdown as to how much in sales is done by each part of the overall operation.

Market Shares
Cash Box reported the number of key retail and rack jobber accounts, to de- termine what percentage of their busi- ness is sold to each major branch operation and with independent dis- tributors. From the information gathered, particularly on the domestic side, CBS estimates that the WEA group con- trols somewhere between 17-19% of the overall sales, CBS group accounting for 14-17% of the overall market. Those figures mean that for every dollar spent by a retailer or rack job- ber on records, 17c-19c goes to WEA, and 14c-17c goes to CBS, while the rest goes elsewhere. At the very least, the CBS group is much the larger, and is responsible for somewhat more in sales overall, than the CBS group of independent.

If this is so, then the sales of the Col- umbia/Epic/Custom labels in 1975 came to somewhere between $190-$215 million, with ABC claiming the lead. The other $260 million of the CBS/Rec- ord group's sales, then, are done in in- dependent sales, publishing pressing and production.

Internationale
Breaking this down further, since CBS has claimed to be three times the sales of their "nearest competitor" in international sales, and maintained the past year's sales figures, there is no way they could be reaching the amount WEA's $75 million internationally. CBS international sales would approximate $200 million. That would leave another $80-$100 million, the bulk of which is probably done by their pressing and production arm.

Cash Box discussed these figures, projected breakdowns and shares with a Wall Street securities analyst who works closely with the in- dustry operations. He felt we couldn't be far off on these figures, and

Salstone/Heliicher/Roberts
St. Louis Battle Shaping Up

by Gary Cohen

A Choice
It was believed throughout the in- dustry that Salstone was opening up to offer a choice to the consumer, whose business, in many cases, is becoming increasingly concentrated in the hands of one. The Heilicher or- ganization, it is understood, already controls between 5% and 10% of the over- all retail/rack jobbing; one stop business in the country. And with their independent distribution facilities in Minneapolis, Dallas, Miami, and in the last year Atlanta, and then Memphis, along with Com- mercial in St. Louis, Heilicher is a con- siderable force in indie distribution. One of the major problems

Mogull New UA Prexy; Al Teller Resigns

LOS ANGELES—Last Thursday, April 1, Arto Mogull was named president of United Artists Records by B. Joseph Bosco, chairman of United Artists Music and Records Group. Mogull replaces A. Teller, who announced his resignation as president.

April 10, 1976

www.americanradiohistory.com
20th Century Records presents

Tales of Mystery and Imagination . Edgar Allan Poe

The Alan Parsons Project
Stones, Led Zeppelin Airings Stun Atlantic L.A.'s KMET-FM, KHJ 1st On Unreleased LPs

Los Angeles — The airing of the Led Zeppelin LP elicited an immediate reaction from Atlantic in which the company asked the station to withdraw the product. KMET-FM, Los Angeles, has begun airing an unauthorized recording made for Atlantic, and the company issued a formal memo to the air staff to make no further use of the Zeppelin tape. It was made from CBS recordings. Malone, Atlantic's head of the ad support department, told the station to get rid of the tape immediately and the memo was repeated yesterday.

Atlantic Reacts

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Yetnikoff Details Success Of CBS For Securities Analysts

NEW YORK — Walter Yetnikoff, president of the CBS/Records group, in an after-dinner address to a group of securities analysts, detailed a three-pronged program in which CBS will build sales and carry momentum into the fourth and fifth quarters of the year. The first point he made was that CBS had built momentum on the first album of the year and had released the second. The second point he made was that CBS had continued to build momentum on the second album of the year. The third point he made was that CBS had continued to build momentum on the third album of the year. The fourth point he made was that CBS had continued to build momentum on the fourth album of the year. The fifth point he made was that CBS had continued to build momentum on the fifth album of the year. The sixth point he made was that CBS had continued to build momentum on the sixth album of the year. The seventh point he made was that CBS had continued to build momentum on the seventh album of the year. 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Committees Seek Broadcast Music License Revision

by Sue Forrest

LOS ANGELES — 7,000 broadcast stations throughout the nation are currently licensed with ASCAP and BMI. The two major non-profit musical performing rights licensing bodies. Each station is required to fill out a statement of account “to the licensing organizations based on their gross revenue. TV broadcasters such as Warren Larson and Hal Christensen have for many years found the necessary licensing forms difficult to understand and fear that artists, writers, and publishers whose songs cross the airwaves may not be getting their just due.

To bring the music licensing and broadcast industries to a clearer understanding, and to secure payment for the artists, writers and publishers involved, the cable Industry Music Licensing Committee and the All Industry Radio Licensing Committee were formed. The Institute of Broadcast Financial Management, another arm concerned with music rights, was also put together for the express purpose of informing fellow broadcasters about activity in the music license area.

Enormous Vagaries

Hal Christensen, vice president, director of business affairs and controller of Metrotel Television, heads the IBFM committee, and states that when you read the license over you find enormous vagaries. Warren Larson of Golden West Broadcasters, an IBFM member, confirms this general attitude saying, “There are many grey areas in the licenses themselves that need to be cleared up. We on the IBFM committee want to eliminate the grey areas and secure a clear, black and white understanding with the licensing bodies. We want to know what we are paying for and why.”

Doubt Accuracy Of Airplay Logs

A major matter of contention being researched by the IBFM is the actual record or log of each artist’s airplay. Each TV station is asked to keep a log of its music airplay for one week out of the month and these logs are averaged with those of other television stations coast to coast and added to the information gathered at the network level to determine the percentage of the station’s gross obtained by ASCAP. When BMI heads are questioned on this matter, no one was available for comment.

Besides the blanket percentage of a station’s gross earnings paid to licensing authorities of which the broadcasters say they do not know what exactly they are paying for, revenue is also claimed from each musically oriented television show, such as variety shows. Clearance rights must be obtained for these programs over and above the yearly blanket fee which generally yields close to 2% of a station’s income. These specialty fees generally run thousands of dollars per show, and the only way a station can keep them low is to include public domain music which hurts the current songwriters.

Question ‘Deductible Items’

Another area of concern is regarding the 70-30 deduction. This section is labeled allows deductions on the ASCAP and BMI “governing, general and news-oriented stations airing little or no music are also paying a percentage of their gross revenue, and the expenses of their non-music shows are still considered non-deductible.” This hurts many independent distributors.

INDEPENDENT DISTRIBUTORS HAVE NATURAL GAS.

Atlantic Celebrates Ringo SIngling

Atlantic Records recently signed Ringo Starr to a long term recording contract whereby the label will distribute Ringo’s recordings in the U.S. and Canada. The signing ceremony took place in the Presidential Suite of the Hilton Hotel in Amsterdam. Bottom photo, standing (l-r) Hillary Gerard, friend and business associate of Ringo; Earl McGrath, director of press and artist development for Atlantic; Atlantic president Jerry Greenberg, Ahmet Ertegun, chairman of Atlantic and Ringo’s lawyer Brian Grainge. Seated (l-r) Ben Bundler, managing director of WEW Holland; and Ringo Starr. Top left photo: Ringo points to a banner prepared to welcome him to Atlantic, as Ahmet Ertegun looks on. Top right photo: Ringo and Ertegun cut the cake, specially prepared for Ringo with a mini-drumset perched on top, as the dancing ladies of the Foilies Bergeres crowd around.
Number One six times.

"Disco Lady" is No.1 on the national singles charts in Billboard, CashBox and Record World and No.1 on the Soul charts, also across the board. Johnnie Taylor's first Columbia single, from the album "Eargasm"; the keystone of our soul/progressive program, now under way.

On Columbia Records.

Produced by Don Davis for Groovesville Production Inc.
MANAGEMENT: TAG ENTERPRISES, DALLAS, TEXAS

© COLUMBIA. TRADEMARKS © SONY/CBS INC.
*Also available on tape.
First Amendment Plays Role In FCC Radio Controversy
by Rebecca Moore

WASHINGTON, D.C. — The controversy surrounding the Federal Communications Commission’s inquiry into its role deciding radio format issues will not end when all formal comments are in. With broadcasters, citizens groups, and the FCC all claiming First Amendment protection, the format question may eventually have to be resolved by the Supreme Court. Previous lower court decisions have supported citizen opposition to changing unique formats.

The FCC’s inquiry itself was challenged with a “petition to reconsider,” “sentinel” or “recall” the inquiry. The FCC denied the petition, explaining the inquiry’s intent was to “raise the general question, and identify some problem areas, for the purpose of soliciting comments from any person upon any matter not relevant to the subject.”

The petition made by the Citizens Communications Center (CCC), a public interest law firm, claimed the commission had predetermined its position on formats and was attempting to suppress prior court decisions.

Radio broadcasters are adamantly opposed to any consideration of format by the FCC. The FCC has no business at all in involving itself in format decisions, declares Charles Jones of the NAS. He adds, “the government has no business whatsoever dictating formats.”

Jones feels that the issue has already been decided — in favor of broadcasters’ freedom of choice through First Amendment rights. As far as we’re concerned it’s already law.

Unsuccessful Formats

The broadcaster’s main fear is of being forced, like RCA and others, to accept a Sunday night format. The commission’s Gen. Edwin Robinson expressed this concern when he noted that “the subject is a de facto issue, a unique situation, and must be preserved.”

The whole sticky format problem began in 1970 with a citizens challenge to a license transfer involving the proposed abandonment of a classical music format on Atlanta’s WGKA-FM. While the FCC denied a hearing in the case, the court of appeals reversed the FCC holding that “a format change involving abandonment of a unique format, protected by a significant sector of the community is a matter material to the public interest and therefore one on which a hearing must be held if there are substantial questions of fact.” Other decisions since WGKA have upheld citizen complaints against format changes.

Traditional View

The FCC’s traditional view is that format decisions are best left to the discretion of the licensee or applicant, since he will tend to program to meet certain preferences of the area and fill significant voids which are left by the commission.

Smookey Re-Signs With Motown

HOLLYWOOD — Smokey Robinson has been re-signed to an exclusive long-term producer, recording and writer’s contract with Motown Record Corporation. It was announced today by Barney Ales, executive vice president for the label, and its affiliate publishing company.

Ales noted, “Smokey is a very important artist. As a matter of fact; he has become a legend in his own right with his accomplishments as a writer, producer and arranger.”

Smokey structured the foundation on which Motown was built, and all of us in the family are happy to have him remain an important part.

Speaking about his new contract with Motown, Smokey stated, “If it had not been for Motown, so many of us would not have enjoyed the worldwide acclaim that comes with success in the entertainment industry.”

Aside from my immediate family, there is no other family that means more to me than the Motown family.

Smokey is currently making plans for a national tour in connection with his latest album, “Smokey’s Family Robinson.”

PRIVATE STOCK RECORDS HAS NATURAL GAS

Winter, Gray Dissolve PR Partnership

LOS ANGELES — Winter/Grey Public Relations will be dissolved effective April 15, 1976, according to Linda Grey and Norm Winter.

Ms. Grey, former vp of Levinson Associates, will open new corporate offices

under Linda Grey Ltd. Public Relations in Beverly Hills May 1, while Winter will remain at the same address and continue to operate under Norm Winter Associates.
BE ON THE LOOKOUT FOR THIN LIZZY.

Phil Lynott alias "The Brain." Group's leader, lead singer, bass and acoustic guitar.

Brian Downey alias "Downeybeat." Drums and percussion.

Scott Gorham alias "Fingers." Lead guitar.

Brian Robertson alias "Twang." Lead guitar.

And be on the lookout for Thin Lizzy's newly released album, "Jailbreak." It's on everyone's "most wanted list."

products of phonogram, inc., and IBM plaza, chicago, ill. a polygram company.
Teamster Strike! How Much Will It Hurt Record Industry? Industry Reaction To April 1 Walkout Varies
by Stephen Fuchs

LOS ANGELES - As of midnight April 1, members of the International Brotherhood of Teamsters joined together in a nationwide trucking strike. While wage negotiations are in progress, specific demands fluctuate and are unavailable at this time. The strike itself is a certainty however, and although the government could step in with an injunction at any time if it is unknown exactly how long the standstill will last. One spokesman from Local 208 in Los Angeles said such a determination would be "put out of the sky." The importance of this strike in relation to the record industry is overwhelming, as a prolonged walkout could seriously imperil spring product flow. In order to get an overview of the situation, Cash Box contacted several labels and record chains for comment.

Cross-Section
Among those who responded to our questions, reactions ran the gamut from sympathy to a feeling of anger.

Bob Murphy, WEA sales manager, expressed the calm voice of reason with the opinion that the strike would be over in a matter of days. According to WEA's sources, trucking could be a reality by the time this story hits the streets.

Motown's vice president of sales, Mike Lushka, viewed the problem from another perspective Lushka offered that the depth of the pain will be proportionate to the length of the strike. He went on to say that the walkout didn't come totally unexpected, as truckers had discussed the possibility over recent weeks. Motown's distributors had, therefore, anticipated the problem and made it a point to stock up where they felt it might be necessary.

Another executive was somewhat more terse in summing up his feelings on the matter. Inasmuch as it was a rather large company he was speaking for, we assume his negative approach was strictly personal. Obviously, however, the complete product flow of our company will stop if the Teamsters Union remains on strike.

According to Don England, vice president of sales and distribution for ABC Records, the strike will affect the industry in varying degrees of severity, depending on the attitudes of individual locals throughout the nation. For instance, Don had been on the telephone to Chicago fifteen minutes before our call and he found that Teamsters there will deliver within the state of Illinois, but will not cross state lines to pick up or deliver product. In other words, if product is flown in, truckers from the brotherhood will continue to deliver, again, within the state.

ABC has independent trucking alternatives available to meet oca needs in the Los Angeles area. So, it will be "able to go anywhere near solving the overall problem" by itself. When asked about Teamster reaction to such independent gestures, England summed up: 100% and 50%.

Eagles' Hits Remain In #1 Spot By Wide Margin, But Perhaps Not For Long
by Gary Cohen & Steve Ostrow

NEW YORK - The Eagles Greatest Hits album continues its hold on the number one position on the Cash Box album chart, in this, its fourth week as the number one album. The album debuted at number seven with a buoy on the chart on March 19 and jumped to number one the following week, and has been number one ever since.

This week, the number one album sits on many retail and rack jobbers locations around the country, but is outselling the number two album by as much as four to one. on album and on tape. At one major rack jobber, the Eagles album sold 2928 last week, while the number two album sold 761, or one third of the Eagles sales. Another rack jobber reported Eagles sales of 125 per week, while the number two sold 430. A third racked account had Eagles sales of 1195 while the second best seller chalked up sales of 326 per week. At one rack jobber's sales report, the Eagles showed up with 6251, while the next album sold 2703. Similar figures were received in tape. Eagles over the second album, by 2265 to 1205, 886 to 279 and 354 to 316.

Not only do the Eagles sales far overshadow the sales of all other albums, they also pointed out how the Eagles are selling in many markets where the Eagles is outselling the number two album by as much as four to one. In the overall market, the number two album is as much as six to one, and the number two album by as much as 10. For example, at a recent rack jobber's countouts, the sales spread from the numbers 1, 2, 10 & 25 albums are 2298 to 761 to 612 to 388, 1366 to 379 to 127, 1195 to 320 to 244 to 163, and 6251 to 2703 to 1415 to 969.

That is the essence of the record managers speak. The top albums are a big hit, while few titles beyond the top album are doing any sort of significant volume. In many cases, the difference between the top album and the next selling album is anywhere between 10% and 50%, with one album selling perhaps 2500 and the next 1000. The number two album on the chart this week is 3 and 3 for the overall rank, as the number three album is only 10% of the number two album.

Retailers are hoping the new Led Zeppelin and McCartney albums will draw record buyers back into the stores after the increase in sales of their more titles, not just the top three.

Self Help Theme At NAIRD Confab
NEW YORK - Profit without huge volume is the goal of the National Association of Independent Record Distributors and Manufacturers (NAIRD). (quote an officer, the "M" is silent) convened in Washington, D.C. the weekend of March 27-28, to discuss the problems facing the companies and distributors committed to being independent. A spokesman for the organization summed up its general viewpoint this way: "It's not that we're in competition with each other so much as we're competing with each other. Many of the departments of the record industry is structured. There's not much room on the airwaves for records that don't sound like other records that have come before, at least not for manufacturers without huge advertising budgets.

NAIRD members include manufacturers and distributors of folk, jazz, bluegrass, blues, educations and many other varieties of records, most of which would not fall into standard broadcasting formats or large label distribution. The convention included presentation of new lines for distribution, new releases, workshops, and a talent showcase. The NAIRD Panels included presentations on Takoma, The Nighthawks on Adelphi and Anthony's acting on the same label. By the end of the week, the NAIRD Executive Board had not reached a decision on the convention. The spokesman pointed out that this type of distribution involved "knowing a lot about the music." The co-oping of ten manufacturers to man a full time man to work out of a Denver distributor was one of the new approaches discussed.

Other developments included the replacement of a structure of officials with a five man board of trustees empowered with greater fund raising and spending abilities than before. The members are Ed Denson, chairman of Kicking Muier Records in San Francisco; Irr Kratka of Music Minus One; N.Y.; Billie Thomas of Tant Ears of Detroit; Charlie Morrison of Tropical Record Distributors of Miami; and Gene Rosenthal, of Adelphi Records and Distributing in Silver Springs, Md.

About 45 record manufacturers attended the convention, and officials from four in attendance included: Adelphi, N.Y.; Associated Phoenix, House, Kansas City; Oriakwa, Denver; Record People, N.Y.; Richman Bros., Philadelphia; Rounder, Mass.; Tand; Detroit; Dean Wallace, Ut.; Neptune, Ny.; New Music Dist Service, N.Y.; Tropic Records, in Chicago; J. J. and Aroda Distributors of Montreal.

A fair catalog of product available from members, and an organization of useful, promotion information are now in the planning stages.

Cash Box News

April 10, 1976
SILVERY LOVE SONGS

What's wrong with silly love songs? McCartney asks. There's certainly nothing wrong with "Silly Love Songs," though. The production is sick and the arrangement fits the mood. The ex-Beatle's voice is as good as ever, and this is headed straight for the top.

JULIET "DAYDREAMER"

This is a beautifully produced tune that will surely rise to the top of the pop charts. Like "Bad Blood," the entire cut is infused with hooks. There's a steady shuffle kind of rhythm, and the song is built around a piano lick. The song was written by the shuffle of '60s rock and roll, with something besides the obvious r&b feel. A driving funk bass line provides hit foundation.

THE BROTHERS JOHNSON

I'll Be Good To You

(3:30) (Kidada/Googris - BMI) (J. Johnson, L. Johnson, S. Sam)

Quincy Jones produced this single that was pulled from the 'steady-churnin.' Look Out For #1. It's a hot r&b tune, with clear vocals and an irresistible rhythm. The back vocals are used as an additional structure to the tune. This being besides the obvious r&b plays, a smash in the discos, and could pop with ease.

MELISSA MANCHESTER

Hold On (To What You Got) (3:30) (ABC/Dunhill/One of a Kind - BMI) (Lambert, Potter)

The Brothers are back with this first single distributed through Arista. It's a killer. The vocal arrangements are as dynamic as they were ever with this group. Rock 'n Roll Heaven' hit the top a couple of years ago, and this looks to do the same. Heavy AM, maybe r&b play.

L.A. EXPRESS

(Capitol P4254)

Disco is a very hot market. "The R & B Playas" is a serious piece of rock 'n'roll. The Don Harrison Band, with a new musical identity, are no strangers to recording. Two members of Creedence Clearwater Revival are featured: Stu Cook and Doug Clifford. A great new act, this single should be added to AM and FM stations and climb swiftly up the charts.

JOHNNY CASH (Capitol P4309)

One Piece At A Time (3:40) (Tree - BMI) (W. Kemp)

Covers this beach ball, a real disc jockey's swat with enormous feeling. The arrangement is fairly sparse, with an even chorded piano providing a strong rhythmic foundation. Newton has a big MOR audience, and this tune will make that audience larger. Inspiring artwork.

DON TRAVOLTA (MCA 45062)

Let Her In (3:03) (Midsong - ASCAP) (G. Benson) & (M. Sonnenschein)

This is the follow-up single from "Travolta's" LP. It is kicking off a second career. He is first acting, he's the tough guy Vinnie Barbarino on the popular television show. "Welcome Back Kotter." He's a good singer, he performs this ballad with consummate taste.

BROTHERHOOD OF MAN (RCA 71065)

Save Your Kisses For Me (3:05) (Tony Hiller - ASCAP) (T. Hiller, L. Sheniden, M. Lee)

This is a bouncy MOR tune. The melody has kind of a popka feel to it. Strings are excellent, placed well. This lyric is built around the chorus, and will hit hard in adult radio markets.

WINGS (Capitol P4256)

Silly Love Songs (3:28) (ATV BMI) (McCartney)

I Don't Wanna Do No Limbo (3:27) (Tro - ASCAP) (T. Bodie, P. McDonald)

This band used to back up David Bowie, and has since gone its own way. This song is a rocker, with churning rhythm guitar riffs. The vocals are done up with style, the backing vocals are intelligently edited. The association with Bowie will give this record the chance to be heard, once it's heard, it will stick around on its merits.

MUSIC BY THE NUMBERS

LED ZEPPELIN

How Many More Times (3:34) (Airplay - ASCAP) (H. B. Carr)

This is an excellent disco record. It's got a full production, the horns are strong and strings are more than ornament. The vocal, too, is packed with longing emotion. Look for this one to break big in dance clubs and pick up some serious r&b play as well.
Crossovers — Part 1
Radio Stations Of Primary Importance
by J.B. Carmicle

LOS ANGELES — This is the first part of a four-part study by Cash Box on cross-over. Crossover has been called outdated "no longer a valid term" and a misnomer by the industry. But radio stations, retailers and one-stop record companies, and artists themselves have all contributed to and been a part of the crossover concept of music and the music business.

We deal first with radio stations, then following in respective weeks retailers, record companies and artists CB will get much insight from many sources and the combination of research from these four action points of product should show a correlation or non-correlation of whether crossover is as valid a subject as Cash Box feels it is.

Obvious Influence

The most obvious two segments of music culture that have crossed are black and country. Contemporary music stations have felt the influence of both. Country stations have metered from the strict hard-country formats to allow a more progressive country sound for the most part. Black stations may play "Love Of Life, Keep Us Together" to supplement their topically ethnic sounding formats. It seems crossover is an advantage that stations have as an "ace in the hole" for garnering a new audience. New listeners being careful not to go far too rutting in turning to whatever listeners they have off.

WAKY, Louisville has long been the contemporary music leader in that city. John Rando of the pd. told CB, "We've probably been on pop records than anyone else in the country. We have kind of an unwritten deal with other Louisville stations we don't go on anything right out of the box...we have a great rapport with the black and country outlets here, and when a record reaches a top position on their charts, we certainly don't ignore it. That doesn't mean we necessarily go on it...but a lot of times at the pieces begin to fall into place for us to go on a certain record. We pay country crossover over stuff in the daytime, black crossover at night and as they increase in popularity with our audiences we increase their rotation.

Market Influence

WPDC, Washington, D.C.'s contemporary was the first major on the Brothers Johnson. WPDC's Jim Cramer in the past few weeks has been one of the LPs sold in Washington alone in six weeks on that LP. Although the station is not programmed black, this black oriented group was added, perhaps as a result of the mostly black Washington market. We're under ratings pressure here, not

LARRY UTTAL
HAS NATURAL GAS

station breaks

Sheldon Graiman appointment to national director of operations for Century Broadcasting properties. KSHE, St. Louis, WABX, Detroit, and KVST, Los Angeles. Robert Burch named national program director for same stations.

Lathrop Chicago Boys Club honored WGN, Chicago as 'Corporation of the Year' at a luncheon April 2.

Philip J. Giordano named controller at WLS, Chicago and sister FM station. WDKF.

Earth News, for week of April 5-11 features Kris Kristofferson talking about his role in "A Star Is Born," a west coast pet cemetery's services, and Merle Haggard comment's on "Oakie From Muskogee.

Steve Bossin named local sales manager of WXJ, Cleveland.

Sonny Melendez, KMPC, Los Angeles set to do voice of Keenan Wynne's parrot in upcoming 20th Century TV movie. Jeremiah of Jacob's Neck...

WHO, Des Moines, recently dropped much of country format and will concentrate again on feature talk shows, with morning and afternoon adult contemporary music featured on the station.

KBRT-AM, Los Angeles now programming MOR. Station is owned by Bonneville International Corporation.


Stuart Levy appointed general sales manager of KLAC, Los Angeles.

An LA Radio First

LOS ANGELES — For the first time in Los Angeles radio history an FM station is number one in the ratings.

In Arbitron winter survey on TSHA KBIG's estimated average quarter-hour audience of total persons 12+... Monday through Sunday 6 a.m.-12 midnight was 83,600. The FM station got a 6.5 share of all radio listening in the metro area.
Most Added LPs
1. You Can’t Argue With A Sick Mind – Joe Walsh – ABC
2. Speed Of Sound – Wings – Capitol
3. Takin’ It To The Streets – Doobie Brothers – WB

Most Predicted Hits
1. Jailbreak (entire LP)/The Boys Are Back In Town/Romeo And The Lonely Girl – Thin Lizzy – Mercury
2. Everybody’s Stoned/Bad Fat/Everything That You Do – Wet Willie – Capricorn
3. (Entire LP) – Pousseau Dart Band – Capitol
4. It Keeps You Running/Wheels Of Fortune/Takin’ It To The Streets (single cut) – Doobie Brothers – WB

Most Requested Cuts
1. Do You Feel/Baby I Love Your Ways/Show Me The Way – Peter Frampton – A&M
2. Takin’ It To The Streets (entire LP)/Eighth Avenue Shuffle – Doobie Brothers – WB
3. Lowdown/Lido Shuffle/We’re All Alone – Boz Scaggs – Columbia
4. Fooled Around – Elvin Bishop – Capricorn
5. Time To Hide/Silly Love Songs/Let ‘Em In – Wings – Capitol

KISW-FM – SEATTLE
Lee Michael
-A Trick Of The Taras, Genesis
-Do You Feel/Outlaws
-Nick Of Time/Island
-You Can’t Argue With A Sick Mind – Joe Walsh
-ABC

Ear Side Band
-Caprice
-Scream Of Silver
-Blondie
-Do You Feel/Outlaws – A&M

KSAN-FM – SAN FRANCISCO
Chet Joy
-March Of The Midgets, Echoes
-Romantic Warrior Return To Forever
-Columbia
-Reflections Of A Golden Dream, Lenni Linton
-You’re So Young

KLOS-FM – LOS ANGELES
Ruth Prindf
-You Can’t Argue With A Sick Mind – Joe Walsh
-ABC
-You Won’t Live Up, Marvin Gaye, Tamia
-Do You Feel/Outlaws – A&M

KMET-FM – LOS ANGELES
Bob Coburn
-Presence, Led Zeppelin, Swan Song
-Disque/Alvin, Heart Mushroom
-Lowdown, Boz Scaggs, Columbia
-Do You Feel/Outlaws – A&M

KBPK-FM – PHOENIX
Linda Thompson
-People, Led Zeppelin, Swan Song
-You Can’t Argue With A Sick Mind – Joe Walsh
-ABC

WDBR-FM – PITTSBURGH
David Perry
-Presence, Led Zeppelin, Swan Song
-Lenny, Live!, Big Tree
-Lady In Waiting, Outlaws, Arista
-Cry of Silver, Arista

KNAC-FM – LONG BEACH
Bobby Blue
-You Can’t Argue With A Sick Mind – Joe Walsh
-ABC
-Speed Of Sound, Wings, Capitol
-Amigos, Santana, Columbia
-Marriott, Steve Marriot, A&M
-Namew, Working, Blind Faith
-Speed Of Sound, Wings, Capitol
-Takin’ It To The Streets (entire LP)/Doobie Brothers, WB
-Speed Of Sound (entire LP), Doobie Brothers, WB
-Speed Of Sound (entire LP), Doobie Brothers, WB

KZEW-FM – DALLAS
Mark Christopher
-Amigos, Santana, Columbia
-Kings Of Spain, Wings, Capitol
-Do You Feel/Outlaws – A&M

KXLY-FM – KANSAS CITY
Mary Cooper
-Jake Break Thin Lizzy, Mercury
-Amigos, Santana, Columbia
-Do You Feel/Outlaws – A&M
-In Between Two Worlds –A&M

WXRT-FM – CHICAGO
John Platt
-Amigos, Santana, Columbia
-Do You Feel/Outlaws – A&M
-Reflections Of A Golden Dream, Lenni Linton
-Cry Of Silver, Arista

WABX-FM – DETROIT
Ken Calvert
-Hey, Lenny, Big Tree
-Blondie, Cat Stevens, Private Stock
-Rock Your Socks Off, Jethro Tull, Capricorn
-You Can’t Argue With A Sick Mind – Joe Walsh
-ABC

WMMS-FM – CLEVELAND
Charlie Kendall
-Romantic Warrior Return To Forever
-Columbia
-Amigos, Santana, Columbia
-Do You Feel/Outlaws – A&M

WKLS-FM – ATLANTA
Steve Mitchell
-Is This A Trick Of The Taras, Genesis
-Do You Feel/Outlaws – A&M
-Amigos, Santana, Columbia
-Do You Feel/Outlaws – A&M

WBAB-FM – LONG ISLAND
Bernie Bernard
-You Can’t Argue With A Sick Mind – Joe Walsh
-ABC

WMFX-FM – PHILADELPHIA
Paul Fuhr
-Amigos, Santana, Columbia
-Do You Feel/Outlaws – A&M

WYSP-FM – PHILADELPHIA
Sonny Fox
-Amigos, Santana, Columbia
-Do You Feel/Outlaws – A&M

WYDQ-FM – PITTSBURGH
Steve Downs
-The Legend, Chuck Berry, Private Stock
-Shadowfax, Atlantic
-Marriott, Steve Marriot, A&M

WEHE-FM – NEW YORK
Dennis Elias
-Speed Of Sound, Wings, Capitol
-Amigos, Santana, Columbia
-You Can’t Argue With A Sick Mind – Joe Walsh
-ABC

WBAB-FM – LONG ISLAND
Gil Coquil
-Presence, Led Zeppelin, Swan Song
-Do You Feel/Outlaws – A&M

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most added records

1. Welcome Back - John Sebastian - Reprise 24% 59%
2. Silly Little Love Songs - Wings - Capitol 24% 33%
3. Happy Days - Pratt & McClain - Reprise 20% 27%
4. Love Really Hurts Without You - Billy Ocean - Ariola 17% 27%
5. Love In The Shadows - Neil Sedaka - Rocket 13% 13%
6. Boogie Fever - The Sylvers - Capitol 11% 84%
7. Misty Blue - Dorothy Moore - Malaco 11% 17%
8. Tryin' To Get The Feelin' - Barry Manilow - Arista 10% 61%
9. Shout It Out Loud - Kiss - Casablanca 10% 24%
10. Love Hangover - Diana Ross - Motown 8% 49%
11. More, More, More - Andrea True - Buddha 8% 29%
12. Medley - Glen Campbell - Capitol 8% 20%
13. Hurt - Elvis Presley - RCA 8% 18%
14. There's A Kind Of Hum - Carpenters - A&M 7% 97%
15. Shannon - Henry Gross - Lifesong 7% 56%
16. Rhiannon - Fleetwood Mac - Reprise 7% 41%
17. Fooled Around And Fell - Elvin Bishop - Capricorn 6% 94%
18. Show Me The Way - Peter Frampton - A&M 6% 86%
19. Fallen Angel - Frankie Valli - Private Stock 6% 10%
20. When Love Has Gone Away - Richard Cocciante - 20th Cent. 6% 9%

station adds this week

WDRQ, 13Q, 99X, WKLO, KIOA, WMAC, WNCI, WGCL, KNOE, Y-100, KSTP, WAPE, WPRO, WNOE, WPEZ, WMPS, KING
KIS, WLAV, WBBQ, WSGA, WCAO, WBBF, WROV, WERC, WSGN, WGH, KAFY, WPRO, WHHY, KNOE, KISN, KRBE
CKLW, KIS, WFL, 99X, WCOL, WORC, WDRC, WLAV, WCAO, WBBF, WSGN, KRSP, WCBQ, WHHY, KISN, U-100
CKLW, KYA, WCAO, WSGN, WLC, WG, KSTP, KRSP, WBBQ, WIFI, KTLK, U-100, KJOY
WABC, WHB, WDDY, 13Q, WPRO, KNUS, KTLK, WPPX
WPIX, WTX, KILT, Z-93, WCAO, WKLO, WERC, WLAC
WROX, KJR, WIXY, KSLQ, KILT, WTX, WBBF
WRAK, WPGC, Z-93, KSTP, WRL, WSGA, KEEL
WXYG, WPGC, WPRO, KRSP, WLR, WSG, WCAO
KJH, KIMM, WIFI, WMPS, KISN, WDRC
WIXY, WPIX, WGH, WLEE, WKLO, WAKY
WTIX, KJOY, WGH, WLEE, WING, WLAV
KILT, WAKY, KEEL, WBBQ, WMAC, WBLI
WABC, WHB, WDDY, KNUS, KRBE
WQXJ, WPGC, KLEO, WNCI, WIRL
WLS, KIOA, WRL, WDFH, KRBE
WSAI, WGC, KLEO, KNUS
WABC, WLS, KSLQ, U-100
KIMM, KEEL, KTLK, KISN
KJR, WORC, WDFH, WNCI

looking ahead to the top 100

101 STRANGERS IN THE NIGHT (Chappell/Sterling/Songs Co. - BMI)
102 MOONLIGHT FEELS RIGHT (Shirelles - ASCAP)
103 HOPE WE GET TO LOVE IN TIME (Groovesville - BMI)
104 BROKEN LADY (Morgan Cooper - BMI)
105 EVERYBODY'S GONNA (Hollywood Chapel & Co. - ASCAP)
106 HOLDING ON (Landers/Lotus - ASCAP)
107 I'M SO LONESOME I CRY (MCA - BMI)
108 LOVE AND UNDERSTANDING (Delfort/Young - BMI)
109 JASPER (Famous Anarchi/Leeds Music - ASCAP)
110 FOREVER AND EVER (Parloa - ASCAP)

111 IT SHOULD HAVE BEEN ME (Steffie Bozal - BMI)
112 HUSTLE ON UP (DO THE BUMP) (M&K - BMI)
113 TODAY I STARTED LOVING YOU AGAIN (Blue Book - BMI)
114 NORMA JEAN WANTS TO BE A MOVIE STAR (Nature - ASCAP)
115 CARA MIA (Las Palmas - ASCAP)
116 MOONLIGHT SERENADE (Robbie - ASCAP)
117 PEACE MAKER (Columbia/Porter/ASCAP)
118 AMERICA THE BEAUTIFUL (Ray Charles/Crossover)
119 HOW CAN I BE A WITNESS (Gospel Songs - BMI)
120 THE LOVE I NEVER HAD (Columbia/Porter/ASCAP)

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**Country Artist Of The Week**

**Tammy Wynette**

“The First Lady” — Tammy Wynette was born in Itawamba County, Mississippi. Daughter of a talented musical family, Tammy has succeeded in capturing the hearts and ears of the record buying public to the extent that she became the first female singer with a solo country repertoire to have an album certified gold.

Tammy's first trip to Music City was as a song plugger rather than as a singer. She had come to Epic Records to try to interest them in some material a friend had written for one of Epic's top artists. It is not known what became of the songs or the friend, but for Tammy, it was the beginning of an entire new life. Within a few weeks she had her first single out, Apartment #9 and country music fans, as well as pop fans, were proclaiming her a new star. She rose to the top of the charts and polls so quickly that there was no time for her to be pro-rated as most new female vocalist or best upcoming this or that… she was instantly at the top of everyone's list and a favorite on country pop and top 40 stations.

Following her initial hit single, she has been at the top of the charts constantly with singles and albums. Her outstanding singles include “I Still Believe In Fairytales,” “Your Good Girl's Gonna Go Bad,” “I Don't Wanna Play House,” “To See Through Him,” “He Loves Me All The Way,” “Run, Woman, Run,” “The Wonders You Perform,” “Good Lovin’,” “Bedtime Story,” “D-I-V-O-R-C-E,” “It's All Over,” “Take Me To Your World,” “Singing My Song,” “My Erosive Dialogues,” “The Way To Look At Love,” “Reach Out Your Hand,” “Kids Say The Dardest Things,” “Tell Me I Got It Right,” “My Man (Understands),” “Take Me, Send Me No Roses,” “Another Loney Song,” “Woman To Woman,” and “Stand By Your Man.”

Tammy's appearances include The Midnight Special, hosting In Concert, Tony Orlando And Dawn, Dinah Shore Show, Merv Griffin, Hollywood Squares, Kraft Music Hall, Hree Haw, Joey Bishop, Johnny Cash Show, Music Country USA, Dean Martin Show, Country Music Hit Parade, CMA Awards Show, Mike Douglas, Wembley Poo Festival, and Pop Goes The Country.

Additionally, Tammy has become one of the most popular country entertainers in every phase of the media. Virtually every major periodical and publication in America has featured her life. She is one of the most honored performers in the country music field, repeatedly receiving just about every award from the industry. Tammy's current Epic hit single and album are titled “Tell I Can Make It On My Own.” Ai production is directed by CBS vice-president Billy Sherrill, with booking by Shorty Lavender Talent Inc.

**WHN’s Arnold To Keynote ESCM Confab**

MONTICELLO, N.Y. — WHN radio personality Lee Arnold will present the keynote address at this year’s Eastern States Country Music’s confab, to be held April-8-11 at Kuthers Country Club, Monticello, New York. Arnold is a former member of the CMA board of directors and last year’s recipient of the ESCMI dj award.

Registration fee for the convention is $10 for membership and $15 for non-members and may be mailed to Kuthers Country Club, Monticello, New York.

**Autry Honored In Great Britain**


Autry will be in England to personally accept the title, and at the time he will introduce his protege, Kathy Barnes, formerly an MGM recording artist who was the first artist signed to Autry’s recently reactivated Republic Records.

**Int’l. Country Music Festival Set**

LONDON — The eighth International Festival of Country Music is scheduled to take place April 17-18-19 at Empire Pool, Wembley. According to the Mervyn Conn Organization the event will be videotaped and televised on May 26, June 2 and June 9. BBC radio will tape programs to be transmitted after the event for twelve weeks for their country club series.

The festival features country acts from the United States, Sweden, the United Kingdom, and Eire; and an added feature is the Mini Festival, approximately forty up-and-coming British acts completing contracts and cash prizes. Gene Autry will be on hand for the awards presentation. Also, for the first time, this year's festival will include a country/rock segment.

Conn will fly some of the artists appearing at the festival to Gottenburg.

**‘Bloodline’ Is New Campbell LP**

LOS ANGELES — Capitol Records has planned an April 1 release date for Glen Campbell's latest LP, "Bloodline," which features singles "Don't Fall In Love," "Only You," and "When You Can Tell Me Goodbye.

The album was produced by Dennis Lambert and Brian Potter, also responsible for "Rhinestone Cowboy," with arrangements by Tom Sejiers.

**Magnolia Music Festival Set In Mississippi**

NASHVILLE — Ray Stevens, Tanya Tucker, Mel Tillis and the Statesiders, Red Steagall and the Coeman County Cowboys, Waylon Jennings, Jessi Colter, Jerry Jeff Walker, Tompall and the Outlaw Band, Asleep at the Wheel, Jerry Reed, The Ear: Scruggs Review, O, B. McCrington, Carmalta and the Roy Clark Show, have been set for the first annual Magnolia Country Music Festival, to be held April 16-18.

The festival will take place on the 1,000 acre Noble Farms outside Magnolia Mississippi.

Information and tickets may be secured by sending a check or money order to the Magnolia Country Music Festival, P.O. Box 106, Magnolia, Mississippi 39652.

Advance ticket prices for three days is $25. At the gate, three day tickets will be $25. Single day tickets are available at $10 per day. Children 12 and under will be admitted free.

**CHICAGO** — In accordance with Phonogram/Mercury's recent country music campaign, Nashville's WSM dj, Ralph Emery (seated), was presented a limited edition "Country Mercury" jacket by Mercury promotion man, Frank Leftlee.

**Luman Critical After Surgery**

NASHVILLE — Epic recording artist Bob Luman remains in serious condition in the critical care unit of St. Thomas Hospital after undergoing surgery which removed his enlarged spleen to relieve pressure on his abdominal blood vessels. Luman had suffered a setback when he experienced another spell of severe bleeding similar to that which caused his hospitalization in Dallas, Texas Feb. 28.

Sweden to perform at the Scandinavian on April 19 where an audience of 16,000 is expected.

April 10, 1976

HIT BOUND
NEW SOUND!

LUKE AUSTIN
Sings and Sells

A Country Classic
MY HEART WOULD KNOW

Country Kingdom Records #503

Represented Nationally

ABC RECORDS
& TAPE SALES
SEATTLE, WASH.
STAN FYMAN

1. THE OUTLAWS
Waylon Jennings / Willie Nelson / Jessi Colter / Tompall Glaser
(RCA APL-1-1321)

2. ROCK 'N COUNTRY
Billy Joe Royal (Capitol ST 11477)

3. WHEN THE TINGLE BECOMES A CHILL
Loretta Lynn (MCA 2179)

4. LOVIN' AND LEARNIN'
Loretta Lynn (MCA 2167)

5. ELITE HOTEL
Emmylou Harris (Reprise MS 2236)

6. SOMETIMES
Bill Anderson / Mary Lou Turner (MCA 2182)

7. THE WHITE KNIGHT
Cledus Maggard / The Citizens Band
(Mercury SIM 1-1072)

8. EASY AS PIE
Billy Corgan / Fred Smith (ABC/Dot DOSD 2040)

9. IT'S ALL IN THE MOVIES
Johnny Rodriguez (Mercury SRM 1-1037)

10. 200 YEARS OF COUNTRY MUSIC
Sonny James (Capitol KC 34035)

11. THE GREAT TOMPALL AND HIS OUTLAW BAND
MGM MGK-6720

12. NARVEL THE MARVEL
Narvel Felts / ABC/Dot DOSD 2033

13. JASON'S FARM
Cal Smith (MCA 2172)

14. JESSI
Jessi Colter (Capitol ST 11477)

15. TWITTY
Connie Smith (Capitol KC 34075)

16. OVERNIGHT SENSATION
Mickey Gilley (Playboy PB 408)

17. CHESTER AND LESTER
Charles Atkins / Les Paul
(RCA APL-1-1167)

18. STEPPIN' OUT
Gary Stewart (RCA APL-1-1225)

19. THE SOUND IN YOUR MIND
William Nelson (Capitol KC 34039)

20. THE BLIND MAN IN THE BLEACHERS
Kenny Stier (MCA 2177)

21. BLACK BEAR ROAD
L.W. McCrae (MCA 20906)

22. COME ON OVER
Johnnie Wright (MCA 2186)

23. LOVE AND A SONG IN MY HEART
Johnny Rodriguez (Mercury SIM 1-1057)

24. RAY GRIFF
(Capitol ST 11486)

25. COUNTRY WILLIE
Willie Nelson (United Artists LA 510-G)

26. PRISONER IN DISGUISE
Linda Ronstadt / Asylum 7E 1045)

27. LONGHAIRRED REDNECK
David Allan Coe (Columbia KC 33918)

28. THE HAPPINESS OF HAVING YOU
Charley Pride (RCA APL-1-1241)

29. WHAT CAN YOU DO TO ME NOW
Willie Nelson (RCA APL-1-1234)

30. THE SWEETEST THING
Dolly Parton (RCA APL-1-1304)

31. TEXAS COUNTRY
Various Artists (Columbia KC 34038)

32. THE WORLD OF CHARLIE RICH
(MCA APL-1-1242)

33. ARE YOU READY FOR FREDDY
Freddy Fender / ABC/Dot DOSD 2044

34. RONNIE MILSAP/NIGHT THINGS
(MCA APL-1-1223)

35. ALL THE KING'S HORSES
Lynn Anderson (Capitol KC 34037)

36. REDHEADED STRANGER
Willie Nelson (Columbia PC 33482)

37. THE SHEIK OF CHICAGO
Joe Stamps, Epic KE 34038

38. 101 I CAN'T MAKE IT ON MY OWN
Tammy Wynette (Epic KE 34075)

39. THE VERY BEST OF RAY STEVENS
(Imperial BR-6018)

40. HANK WILLIAMS JR. & FRIENDS
MCM/MG-5009

41. BLACKBIRD
Shoney Edwards (Capitol ST 11489)

42. MACKINTOSH 45 SONGS WE CAN MAKE LOVE WITH
Connie Smith (KC 34076)

43. INDEPENDENCE
Net Stuckey (MCA 2178)

44. PEOPLE PUT TO MUSIC
Freddy Hart / The Heartbeats
(Capitol ST 11504)

45. GREATEST HIT VOL. II
Tom T. Hall (Mercury SIM 1044)

46. THE BEST OF THE STATLER BROTHERS
(Mercury SIM 1-1037)

47. Country Singles — Active Extras

She'll Throw Stones At You
Freddie Hart (Capitol)

Strangers
Johnny Duncan (Columbia)

Yesterday Just Passed My Way
Don Every (Hickory)

Nothin' Takes The Place Of You
Donnie Edwards (Capitol)

Asleep At The Wheel
Don Everly (Hickory)

High & Wild
Earl Conley (GRT)

Sweet Dreams
Troy Seals (Columbia)

Sweet Sorrow
Jeanette Puente (CMA)

You Oughta Be Against The Law
Rex Kramer (Columbia)

It's So Good Lovin' You
O.B. McClintock (Mercury)

Under Your Spell Again
Barbara Fairchild (Columbia)

Get Ready, Here I Come
Don Gibson & Sue Thompson (Hickory)

Let Me Love You Where It Hurts
Jimmie Lee Brown (RCA)

I'm Knee Deep In Lovin' You
Jim Mundy (ABC/Dot)

Mercy
Jean Sheppard (United Artists)

The Biggest Airport In The World
Moe Bandy (Columbia)

Colorado Call
Shad O'Shea (Fraternity)

Love Still Makes The World Go Round
Sneddy Edwards (Capitol)

Your Pictures In The Paper
The Statler Brothers (Mercury)

I Love A Beautiful Guy
Connie Calo (Capitol)

You've Got Me To Hold On To
Tanya Tucker (MCA)

El Paso City
Marty Robbins (RCA)

Alone Again
Bobby Womack (RCA)

Kentucky Moonrunner
Cledus Maggard (Mercury)

The Door Is Always Open
Dave and Sugar (RCA)

I'd Be Just Fool Enough
Faron Young (Mercury)

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Cash Box: Country News

April 10, 1976
Melodyland’s T.G. Sheppard has been set to tape “Pop Goes The Country” and “You’re Asking Me To Hold On To You” for the Bellamy Brothers’ new RCA album, “You’re Asking Me To Hold On To You.” The release on the Couno label will be “Break One Nine” by Urie Albert, the world’s greatest country imitator. The record features Urie doing the voices of Roy Acuff, Ernest Tubb, Hank Snow, Grandpa Jones and Bill Anderson.

Danny Davis, reader of the Nashville Edition and visiting musician, has been set to appear every stage in existence throughout his career. Claims “Our appearance in Sheboygan, Wisconsin (April 3) marks an inital performance for me in that city, and believe me, there’s not much left on the road and the only group traveling three fiddler players. Standards drummer, Bob Younts, also took advantage of the site for his wedding on the banks of the beautiful Lake Tahoe.

The production was done to re-release the song was number one on the r&b charts and number two on the pop charts for Ronnie. He is hoping that this new release will do equal well. The 1976 version of “Right Or Wrong” has a little more of a country flavor.

Ronnie Prophet acted as Grand Marshal of the 15th annual Can-Am Festival recently in Myrtle Beach. Approximately 35,000 Canadians attended the festival and Myrtle Beach is their winter haven. Following the parade a reception was held in Ron- nie Prophet along with the country and visiting musicians.

Joe Gibson, president of Nationwide Song Publishers in Nashville has signed distribution agreements with Diamond Blue Records. Their first release will be by Debra Blue and it’s titled “You Are My Everything.”

Walls who also sings as Debra’s manager. Playboy Records main man in Music City, Eddie Kiray predicts big product success on the label’s new-released LP titled “Gileys Greatests. Vol I.” Advance orders on the album instantly hit 100 thousand.” Kiray claims, “and figures surpass anything we’ve done so far on immediate sales out front.” Among the hits featured by Mickey Gilley on the Payback album, “Full Ol’ Roses,” “City Lights,” “Mickey’s Movin’ On” and “Overnight Sensation.”

Mike Sheppard of International Record Distributing Association has announced the country and dance distribution deal with Country Music Association. The release on the Couno label will be “Break One Nine” by Urie Albert, the world’s greatest country imitator. The record features Urie doing the voices of Roy Acuff, Ernest Tubby, Hank Snow, Grandpa Jones and Bill Anderson.

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April 10, 1976

singles

TANYA TUCKER (MCA 40540)
You've Got Me To Hold On To (3:04) (Leeds/Antique) - ASCAP (Dave Loggins)
Decrying her usu. - driving style, Tanya has reached more deeply into the pop orbit with a smooth flowing big arrangement by Bergen White. Produced by Jerry Crutchfield and pulled from her Lovin' And Learnin' LP. Tanya's versatility is an excellent case in point. Fip: No info avail.

MARTY ROBBINS (Columbia 3-10305)
El Paso City (4:13) (Mariposa - BMI) (Marty Robbins)
An entertaining balance of Marty Robbins' vocal and Mexican flavored music. In his unique style, Marty tells his mysterious self-penned story of El Paso City: and the emotional influence of the winter is apparent. Produced by Billy Sherrill, it's a rare musical treat. Fip: No info avail.

JESSI COLTER (Capito: P-4252)
Without You (3:14) (Baron/MISSL/Jessi Colter)
From Jessi's creative pen, she says, "Without you I've got no song to sing... but she's got a powerful song to sing here, and she SINGS IT! With waves of country soul it moves through the air and Jessi gets full support musicaly. It's a hit. Fip: No info avail.

STONEY EDWARDS (Capito: 4246)
From the album Blackbird, it's three minutes of delicious music. With effective harmonica and guitar sounds. Stoney convinces the listener that love really does make the world go 'round, and the vocal accompaniment by children makes the message even stronger. Fip: No info avail.

THE STATER BROTHERS (Mercury 37875)
Your Picture In The Paper (2:29) (American Cowboy - BMI) (Don Reid)
It's brilliant harmonizing by the country music award-winning Stater Brothers. The lyric deals with a woman lied in the paper. From the LP, Harpo's low/Phyllis & Don. It's a charter for sure. Fip: No info avail.

MOE BANDY (Columbia 3-10313)
The Biggest Airport In The World (2:21) (Ascuff-Rose - BMI) (S.D. Shafer)
With a super country music arrangement in moderate tempo, Moe's searchin' that big airport for his 'lost' love... was he stood-up or was she really lost in that Big D/Ft Worth airport? Produced by Ray Baker, it's already getting heavy air play and charting should be strong. Fip: No info avail.

JOHNNY AT THE CASH AND THE TENNESSEE THREE (Columbia 3-10321)
One Piece At A Time (3:10) (Tree - BMI) (W. Kempf)
A clever yarn about a plan to build a car. "One Piece At A Time" over a period of years... the plan backfired, but Johnny's got a surefire hit with this one. Fip: No info avail.

FARON YOUNG (Mercury 73782)
I'd Just Be Fool Enough (3:00) (Ascuff-Rose - BMI) (M. Endsey)
From the LP bearing the same title, it's a love ballad, and the smoothness of Faron Young's vocal makes for easy listening. Produced by Jerry Kennedy, the country steel and background voices blend well and heavy charting is predicted. Fip: No info avail.

THE KENDALLS (United Artists UA 7XW 782-Y)
Imaginary Harmony (3:00) (Tomake - ASCAP) (J. Kendalia)
The balanced harmony of this father/daughter team is distinctive, not imaginary. It's an arduous duet with obvious musical appeal. Produced by Pete Drake, it's certainly a chart contender. Fip: No info avail.

HELEN CORNELLIS (RCA JH 10629)
A Morning Made For Lovin' (2:16) (Dutchess - BMI) (Michael-Stephen Dunn)
He's in the mood... and the song's lyrics are a perfect match for this catchy, up tempo tune. Delivered with zest, it's a chart belter. Produced by Bob Ferguson, The Nashville Ensemble vocal arrangement adds that certain touch. Fip: No info avail.

MIKE LUNSFORD (Columbia 3-1038)
Comin' Down Slow (2:32) (Blue Moon - ASCAP) (Earl Coney)
Mike Lunsford's Comin' Down Slow could be gone up fast on station charts. Produced by Tommy Hill, it's a hand-cappin', sobbing up tune. It's idea for pop play. Fip: No info avail.

ANDY KIM (Capito: 4234)
Oh, Pretty Woman (2:45) (Ascuff-Rose - BMI) (Roy Orbison/Bill Dees)
With a country/rock beat Andy Kim likes what he sees in that "Pretty Woman" and he puts the song over with plenty of pep. It's danceable and a good pop bet. Fip: No info avail.

JIM CHESNUT (Hickory H-369)
A Country Love Song (2:38) (Ascuff-Rose - BMI) (Jim Chesnutt)
This single introduces Jim Chesnutt, former country music dj at KVET in Austin, Texas. Not only does he prove here that he is a top-notch vocalist, the multi-talented artist wrote the song he sings. We're hearing more from Jim Chesnutt. Fip: No info avail.

OAK RIDGE BOYS (Columbia 3-10320)
Where The Soul Never Dies (2:34) (PDUSA) (W.M. Godden)
From the guitar intro to the close and clear harmony of the Oak Ridge Boys it's down-home country gospel... all the way through to the hand-cappin' finish. Fip: No info avail.

LEON RAUSH (Derrick 45DR-1061)
Ginny (3:08) (Tree - BMI) (Stuart Martin)
Leon Raush sings a sad country song about Ginny's dream to make it on Music Row. Harmonica sounds emphasize the mood of the lyric. Fip: No info avail.

BILL ALBERT (RCA 105)
Break One Nine (Help Me Find The Grand Ole Opry) (5:42) (Hotel - ASCAP) (Kuan Yin BMI)
A clever novelty number. One does its impersonations of several Opry favorites and by goin' you'd think they really were the voices of the stars. It's an entertaining pace-breaker from the usual. Fip: No info avail.

LPs

FASTER HORSES - Tom T. Hall - Mercury SRM 1-1796
"It's Tom T. Hall: the storyteller!... with more delightful tunes. Music to every word and note has its meaning and worth. An extra attraction is Tom's 'How I Spent My Winter Vacation,' written on the back of the album cover. All song selections are self-penned with the exception of 'Big Mikes On The Mountain'... Other selections: Faster Horses (The Cowboy And The Poet). It's Got To Be Kentucky For Me, 'No New Friends Please.' Little Brown Suitcase, 'I'm A Cowboy Too'- Negatively Romantic. It Feels Better Now, Beer Drinker's Waltz. The Songwriter, I'm Forty Now."

The Greatest Hits Of Johnny Rodriguez - Mercury SRM 1-1078

I'd Just Be Fool Enough - Faron Young - Mercury SRM 1-1075

Harold, Lew, Phil & Don - The Statter Bros. - Mercury SRM 1-1077
The ever-popular Statter Brothers with a collection of happy, sad, serious, and humorous songs. They're all found here, and produced by Jerry Kennedy, it's an album Stater fans can't be without. Selections: The Girl With The First Name A. The Times. I Haven't Done Yet. The Times We Had. 'I've Been Everywhere. A Man's Friend. Radio. Maggie. Virginia Woolf. You Recognize Jesus? The Statter Brothers Quiz"

Kind Of Country - Lettermen - Capitol S-W 11508
YOU’VE 
GOT 
ME TO 
HOLD 
ON TO 
MCA-40540

A classic Dave Loggins composition is her new single. Hold on for a ride to the top.

TANYA TUCKER

Produced by Jerry Crutchfield
BRASS AT NARM

If ever there was a question of NARM's strength as an industry association, that question must be erased when one looks at the array of record industry brass as they accept awards for their able artists.

1) MCA's Mike Mailand accepting an award for Captain Fantastic. 2) Atlantic's Ahmet Ertegun picking up an award for The Wiz. 3) Columbia's Irwin Sege-stem accepting for Mac Davis. 4) Elektra/Asylum's Joe Smith accepting for the Eagles. 5) RCA's Me Iberman receiving the award on behalf of Tomita. 6) The M of A&M Jerry Moss waving the Captain & Tennille award while commenting, "here's one for independent distributors.

1) Warner's Ed Rosenberg accepting Richard Pryor's cup. 2) Motown's Mike Luzhka accepting an award. 3) Philadelphia Orchestra conducted Piano in Living Dutchman, Warner's "John Travolta". 4) Rocket Records John Reid accepting Elton John's best album of 1975 award. 5) Andy Anka, Pau. Anka's father, receiving a special presidential award for Paul's continuing contribution to music. 6) 20th's Tom Rodde accepting the soul award for Barry White. 7) Disney's and sandy Beach accepting the award for the best selling kiddie LP the Mickey Mouse Club and shouting to the audience, "We're a Mickey Mouse company and we're proud of it! 1500 NARM attendees roared their collective approval.

RCA April Release: 10 Debuts Plus Whittaker, Pride, Others


New 45 But No Wings' Flight

LOS ANGELES - Capitol recording group Wings has been forced to postpone their first North American tour due to a hand injury sustained by lead guitarist Jimmy McCulloch. The tour, which was to begin Apr 8, has been rescheduled for May and June.

Despite the postponement of the tour, the group's latest album, "Wings At The Speed Of Love" is continuing its strong sales after being certified gold upon release.

Lively Songs: "Lovely Songs," the first single from the group's latest album, has been rushed to airplay after receiving extensive airplay as an album cut.

Gold For Brass

LOS ANGELES - Brass Construction's debut album by the same name on United Artists has been certified gold by RIAA. The album features the hit single "Don't Take Away Our Soul" and the album's title track. The album was produced by the band's lead singer, Mike Mailand, and features arrangements by管 John Hanks.

Drennon Record Fights Battle With 'Identical' Cover Disk

NEW YORK - Eddie Drennon who released his first album on his label, The Latin Hustle in America, is now encountering a similar difficulty abroad. "Eddie's Do The Latin Hustle," by the M&O Band on Craddle and Freedom records appeared on the UK charts five or six days before the Drennon version and rose to the mid-teens. Eddie Drennon's recording did about the same.

Drennon was asked to listen to the M&O Band and reported a remarkable similarity, more so than an excellent sound-and-lie record. Drennon went as far as stating, "It is the same recording.

Friends And Company. Drennon's abe, took a voice pattern of the competition's cut that confirmed that the songs were identical. Other tests made by sound engineers resulted in the same opinion, with the exception of an added percussion and female voice on the M&O recording. Drennon contends that the M&O cut is an unauthorized duplication of his song and served a restraining order and then a temporary injunction stopping any airplay and sales pending trial.

Unique Situation

This is a unique situation as Eddie Drennon finds himself fighting a court battle against himself. Norman Kurtz, Drennon's counsel, brings this point to mind. Drennon probably would have gone top 10 but this way they split and both stayed in the teens. This also affects future Drennon material. The spirit of the song is also extend itself to the same aspect and covers can be made to double the airplay and sales.

The trial procedure can take anywhere from eight months to a year and until then 'Eddie Do The Latin Hustle remains in limbo.

The Greek Predicts

SUNNYVALE, CALIF. - GRT Music Tapes is now providing distributors with Jimmy. The Greek, Snyder's monthly sports newsletter, quoting odds on sporting events with a special section devoted to album artists.

The most recent newsletter correctly predicted Giadys Knight & The Pips, "Second Anniversary." Rufus Featuring Chaka Khan, and Barry Manow's "Try To Get The Feeling as sure shots.

Albums in the favored to win category are Eric Carmen, Kayak, "Roya Bed Bouncer," and Ron Banks & The Dramatics. Drama V.
The long awaited return to the ring by heavy-weight champs Led Zeppelin is marked by the release of their newly developed punch, "Presence." The tunes are long and strong, the production clean and previously rocking. Rock fans will find a distinctive popular disco piece."AM programmers will find a strong reference point. While tunes like "On The Air," "Venus," and "Firefly," imitate a well-delivered vocal and disco strings, the production tends to be the listener's strongest reference point. While tunes like "On The Air," "Venus," and "Firefly," which graphically display the band's ability, as well as its penchant for non-sense vocals and production, Daye takes three chord trips to new vistas with his version of "The Silver Convention." Adding distinct FM possibilities to the LP's list of potential markets.

COUNTERPOINTS - Argent - United Artists LA 5600 - Producers: Chris White, Ron Argent - List: 6.98
"Counterpoints" is a consistently strong offering by Argent, a leader in the progressive arena. The group's instrumental innovativeness does indeed provide fine counterpoints for its soaring, popish harmonies. Ron Argent's inimitable keyboard style stands out as the group's strongest reference point. While tunes like "On My Feet Again," "I Can't Remember," and "Yes," which deal progressive audiences, the album also contains some cuts whose clean, straight forward approach should appeal to pop markets as well. "Rock 'n Roll Show" and "Butterfly" show possibilities for AM play. ROCKY ROAD - The New Ventures - United Artists LA 586 G - Producer: Denny Dainty - List: 6.98
This album comes a long way since the days of surf music. The Ventures are definitely 'new' as is proved with this album. A solid shot in the popular rock line-up. "Rocky Road" displays the Ventures fine playing and clean production work. Strings, vocals and disco rhythm are all synthesized into a cohesive unit creating that catchy sound that is so much in demand in such a wide variety of markets. Contemporary, MOR and easy listening programmers will find the entire LP usable while the AM/Pop programmers should see an action out of "Moonlight Serenade" and "The Stroke," disco in the Silver Convention tradition.

American Pastime" takes Three Dog Night in a new direction, featuring a collection of tunes ranging from slick production cuts to the ever popular disco beat. Vocals are both clean and distinctive as ever, earning toward a meticulous pop production. AM programmers will find "Billy the Kid" and "Southbound" prime pop cuts while "Drive On, Ride On" and "Everybody's A Masterpiece" should appeal to the growing disco market. Some cuts witness "Easy Evil," which will work nicely in easy listening and MOR areas.

VENUS - Frankie Avalon - DeLite DEP 2020 - Producer: Billy Terrell - List: 6.98
In a very strong comeback Frankie Avalon shows himself to be a versatile artist. "Venus" is an excellent showcase of Frankie's smooth vocals and professional poise. This album is an easy listening natural with its rich and lush strings sung by Frankie in the flowing style that he popularized with his time-less hit, "Venus." "Venus" is represented in this collection, but not as an FM/Pop ballad. Frankie added some slick strings and backing voices and upped the tempo to make it a very palatable disco tune. AM programmers should pick up on this Never Too Late, a tune with strong pop potential.

"Rebel" is a presentation of ultra-clean production and vocals, tasty guitar and keyboard lines and credible lyrics all wrapped up in a slick pop offering that should turn some heads. Miles' vocals reminiscent of Arther Lee and Michael Fenneley work well with his tasteful keyboard posturings, particularly on the single cut, "Highfly." The album also showcases Miles' versatility on such tunes as the Stevie Wonder flavored ballad, "Lady Of My Life." Several great AM offerings include "Everybody Wants Some More," and "When You Lose Someone So Young.

The title implies, this album is a strong offering of reggae soul and rock 'n' roll featuring a predominance of disco flavored tunes. The disco cuts witness the title track, which are characterized by clean strings and tight overtures; orchestration plus strong rhythm work. Though several cuts have definite reggae overtones, "Cream Puff" is full on reggae and along with Wakelin's version of the Stones' "Out Of Time" makes competent MOR fodder. Rock cuts can to the pop ambience displaying a clean sound reminiscent of Gary Puckett and the Union Gap. "Me, I'm A Capricorn" is well-suited to the AM/hop market.

WATERCOURSE WAY - Shadowfax - Passport PPSD 98013B - Producers: Marty Scott, Larry Fast - List: 6.98
"Watercourse Way" is a study in contrasts. Songs range from the shape of ordered chaos, as in "The Shape Of A Word," to the pastoral bliss of the "Viviani-flavored" "Petite Aubade." Classical interludes featuring light reeds dramatically set off progressive passages in the likes of "Book Of Hours," "A Song For My Brother" where the application of an almost eerie oboe is intricately laced throughout the eastern fascination of the title track. A strong offering in the progressive genre, this album should find a welcome home at FM progressive stations.

The Stampeded cover the country-rock genre with a collection of tunes which run the musical gamut from mellow country to clean rock, never missing a step in between. The production is clean, ending a polished and pleasing force to the horn section. The overall feel bears a striking resemblance to Backman-Turner Overdrive in its rough-and-ready approach which should prove an excellent selling point, particularly to the AM market. "Sweet Lady Bitch" is a choice cut as is the BTO-flavored "San Diego.

OUR PLEASURE TO SERVE YOU - The Stanky Brown Group - Sire SASS 7516 - Producer: Jim Mason - List: 6.98
Our Pleasure To Serve You is an album with something for every musical taste. Moods range from the quietly emotional "Masquerade," to the cinematic "A Hundred Times Around." James Brown's dark handling of the keyboards adds depth and cohesion to the band's structure. Overall, very pleasant and varying, this LP provides several singles possibilities. Watch this offering for solid AM, MOR and even some FM action.
NEW YORK — Four companies involved in the record industry, Warner Communications, CBS, ABC and Transamerica (United Artists) — all released their annual reports to stockholders and the public this week.

Warner Communications

The most significant news to come out of any of the annual reports was in the Warner Comm. report, which broke down the sales of their record division into the various categories (see separate story). Included in the Warner report was the recap of the year for the WEA label, including the fact that they put forth a third of all the gold and platinum records awarded in 1974.

The report also indicated that while business had been soft in the first part of last year, sales had turned up in June and that the upturn has continued into 1976. WEA also revealed that the deal they have signed with Capitol-to-manufacture the WEA tape and Warner Bros. albums was one of the most important developments of 1975 and the substantial cost saving from this contract will begin to have impact in 1976. Discussing their depth, WEA stated that 78 different WCI albums sold 220,000 or more copies in 1975.

CBS

The CBS Records Group, as reported previously, had pretax income of $5.6 million on sales of $484 million. CBS also touched on economic difficulties in their annual report, stating that the post-merger transition to the domestic CBS division, which was affected by the economic problems experienced by the entire U.S. recording industry in the early months of 1975, made a dramatic turnaround in the second half to finish the year with record sales and income. Improvement in profit margins throughout the division reflected the impact of operational and cost-ef ficacies instituted during the past two years. CBS also noted the receipt of 32 gold records (singles and albums) CBS International’s good year was detailed, along with plans for a new joint venture company in Jamaica.

Thirty-two percent of CBS’ overall business came from records in 1975, 1974 and 1973, as record sales kept pace with overall CBS growth. $625.5 million was done on records last year $484 million in 1974. The rest $140 million, apparently done in the record clubs. CBS set aside more than $8 million as a provision for estimated losses arising from the sale of Discount Records; there was also a loss arising from the end of the Star distribution deal. Finally, a dollar graph in the CBS Records International section showed international record sales in 1975 pushing the $5.5 billion dollar mark worldwide according to CBS International estimates 1975 domestic sales were shown increasing from $2.2 billion to close to $2.4 billion.

ABC

The American Broadcasting Company annual report showed sales for ABC’s Various Business Lines

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<th>Foreign Recorded Music</th>
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*Does not include revenues of 50%-owned Japanese affiliate

Return

The reason for the small increase in WEAs sales from 1974 to 1975, according to the financial report, was a share increase in returns in early 1975. The report notes that the first six months, cautious record retailers reduced inventories, occasioning a return of far more records and tapes than were returned for the same period in 1974. Returns were also affected by the situation for ABCs loss of $28 million on their record division sales last year (see separate story). The profit margin for record industry sales at distributors’ selling price would appear to be somewhere around $1.2 million yearly.

Past 4 Years

WEA’s domestic record sales showed only a slight increase over WCI’s $220 million in 1975. For the four years, the WEA group sold $43 million to $217 million. From $54 million in 1971 to $220 million last year.

In international operations, WEAs’ quadrupled in size during the four years. Sales have gone from $12 million in 1971, to $35 million in 1972, $49 million in 1973, to $64 million in 1974, and $75 million in 1975. Publishing, meanwhile, has more than doubled in size in the last four years, from $5 million in 1971, to $17 million in 1975.

Pretax income from the WCI record division was previously reported (Cash Box, Feb. 14) totaled $50 million in 1975. A detailed breakdown of income by division was not provided by WCI.

More Disclosures

Warner Communications, by releasing individual figures, is hoping other public companies will do the same. A WCI executive, commenting on the moves to disclose more information, stated “we’ve got nothing to hide, and nothing to be ashamed of. A secretiveness that is, &Cs secretiveness creates better trust in the eyes of the investing public.” He added that WCI would like to see other companies follow their lead.
DISCO PRODUCT HAS STRONG EFFECT ON SINGLES MARKET

by John Mankiewicz

LOS ANGELES – Bette Milder had one on her album and so did Jazzman Ron Carter. She had one with a line of Cooper Porter's anything goes. Esther Phillips is big in the general area. When the sales of disco have come is kicked off the rhythm of her career. The louder it grew on and on – the fear that emerges – again the disco community is using disco so many that one becomes hard pressed to name ten artists that haven't at least dabbled with the form.

The disco recordings sell: primarily in the form of singles, and they sell a lot. What it all means is hard to measure on other singles markets like Top 40 and MOR. How are disco sales generated? What forces put together to produce a music style that is now approaching the eve of social phenomenon? These were some of the questions Cash Box asked the people involved in two ends of the disco field – disk jockeys who play the records in the clubs and perhaps most importantly the tremendous amount of this specialized product.

Centralized Markets

The disco market seems to have consolidated in major cities, with only minor spots to secondary markets. New York City, of course, far out plays the capital of disco. There are more dance clubs there than anywhere else, and other radio stations that play disk jockeys for indications of breakthrough tunes.

Concert Markets

Records in Manhattan is that we've had all the jockeys out at one time that moves the most disco product. Stacey Betsy works in the store doing a little bit of everything in the business at the scene. We carry all the singles, he said, pop, rock, R&B, MOR, easy listening, but I would say that fifty percent of the singles we sell are disco. Disco is that definitley contributes to this high percentage is the fact that a straight disco customer will, often buy twenty-five singles at a time. They buy a lot of our pop customers who come in looking for something else.

Can this buying streak sustain itself for any length of time? Disco is at a peak, Betsy complained but it's funny the peak is at a standpoint. I think there will always be a pace for disco. Especially the private clubs. You understand a lot of clubs are filled to go. Many of the clubs that we've bought records and things like that and there are some that will be around for a long time.

If this is true, then disco sales will assuredly continue in this high-speed fashion. For club play, radio play determines and influences the sales of disco records.

Jocks Are Organized

The power of the club has been enhanced by disk jockey organization. Toward the end of last year, jocks in the southern California area, people from Los Angeles and San Diego, got together and formed a Southern California Disco Jj Organization. There's also one in New York called The Record Pool, and a San Francisco chapter in the formative stages. Jim Walters is president of the Southern California group, and he provided some interesting social analysis of the form as well as explaining the structure and function of his organization.

The original concept Walters said was that dis would do more power with the record companies if we got together. Before, certain DJs were getting product before the others and there was an element of the guarding of this product. Once a month with the people from the companies and they run down and distribute the new product to us. We also have an office that opens a couple of days a week, and jock can come down and pick up the records that come in the mail.

Product of Recession

Jim Walters is involved with disco and aware of the far-reaching spread of the sound. How did it start? During the recession a couple of years ago, disco was a form of entertainment where you didn't have to spend a lot of money. As one person said. It finally got people on the foot.

This is certainly a thought which bears some close examination. The disco beat is fast and perhaps some of the worst songs and those often frenetic rhythms is given a chance to let out kinds of frustrations. Right money is a good example. But there are others.

Manipulating Moods

The jocks are aware of the psychologica world. They are the concept of a good DJ. Jim Walters said, is almost to change moods. The records must be played. We strive for several emotional peaks each evening.

Jim Walters said that two jocks could work with the exact same set of records and come up with different even of success. It would seem then, that a disco jock is an artist whose materials are limited strictly to records – there's no pattern in between tunes, the songs run back to back.

I never know what I'm going to play. Walters said. I check out the crowd. I'll play different records depending on the kind of mood.

And it's not so simple as just playing the records. Discos have elaborate sound systems, Walters explained, with built-in lights. The people are given a chance to let out kinds of frustrations. The jock feels. If the tune isn't moving as fast as the crowd wants, he can edge the playing speed up to forty-seven volumes. Volume is a tool of the trade; it moves in from the middle of the discos to space up the dance action.

The Twelve Inch Disk

The quality of the systems, often putting out two thousand watts, has performance brought an interesting item into a niche market the twenty-inch disk. This is the better size of a regular playing record. The difference is that each side only holds up to two minutes of music. The grooves are wider apart so that these powerful systems will be less prone to damage. Whether the disco mix comes in on these twelve-inchers the tune has been remixed with dancing in mind. The rhythm tracks are designed so that the turns straight-ahead beat is accentuated. Right now these special disks are available.

Dean Stamatopoulos owns Gramophone Records in San Francisco. The store moves a huge number of disco product, and Dean thinks that retailers should have a shot at these twelve-inch records. We think the companies should sell them. We don't know maybe for a dollar ninety-eight. The longer disco versions are often not available on albums, and it would be a definite contribution to sales.

A few years ago Gramophone's single business was only concerned with Top 40. Nowadays disco-oriented tunes account for sixty-five percent of their single sales.院 Dean said and chart hits only as a convenience for their customers. Total sales have experienced a sixty-five percent increase at Gramophone since the inception of the disco scene.

Can a store simply rely on the disco club to purchase the product, or can retail outlets do anything to help push the sales along? In-store play is incredibly important, Dean said, and allows the good customers to take some home tunes to tape for a party. He hired at the tune at the store, he said, and you can buy it. This disco infl is the greatest thing to happen to the industry.

Radio, in this situation, is reduced to a medium of reinforcement. By the time the tune hits the AM charts, we've already been on it for weeks. Dean said.

Motown Announces National Retail Competition

Motown Records has announced a major display contest open to all retail establishments that stock merchandise and sell records.

Entitled the 1976 Motown Music Revolution Display Competition, it is keyed to the utilization of Motown point-of-purchase material with current album product. The competition is scheduled to run from April 15 through May 15, with prizes to be awarded on the basis of photos submitted by stores. Prizes include a first place prize of $0,000; $250 second place prize of $500; third prize of $250; fourth prize of $100; fifth prize of $50; sixth place prize of $25; seventh place prize of $15; eighth place prize of $10; ninth place prize of $5; tenth place prize of $2; eleventh place prize of $1; twelfth place prize of $0.

According to Motown's sales manager, the display competition is to be centered around such current releases as Diana Ross & The Supremes: The Longest Time, Marvin Gaye: Sweet Soul Music, Smokey Robinson & The Miracles: The Tears Of A Clown, Eddie Kendricks: I'm Sorry, Como: Right On, The Four Tops: Black & Blue, and The Isley Brothers: Since I Don't Have You.

Judges for the competition will be selective and members of Motown's executive vice president Mike Lushka, vp sales, P. L. Johnson, vp promotion, Suzanne DePasse, vp creative services, Herb Bekin, vp creative operations, Michael London, Jr., national sales manager, Steve Jackman, vice president and sales manager, Pete Sniffen, national advertising and merchandising director and Frank Muve, Motown art director.

Motown's new national retail competition.

If the disco product is a boon to the industry, then how can it be sustained? Can disco music avoid the limitations of a fad?

The secret of eternal life is constant change. This became particularly apparent to the disc jockeys when discussing the future of disco.

If the disco product is a boon to the industry, then how can it be sustained? Can disco music avoid the limitations of a fad? Disco can keep going, said Dean Stamatopoulos, if the companies are careful to maintain the product – instead of having older artists cut discos versions of old tunes. There are changes happening, he said, and it's getting way ahead of the Latin thing.

If disco remains stagnant, people will lose interest. If it's too many of the same thing, Trudy. The string says.

Behind the counter
Radio Previews Of Stones, Led Zeppelin Jolt Atlantic

With regard to Stones product, KHJ pd Charley Van Dyke commented. They sent me a tape of a song which I did not want to be released and that's what we are done. They told me the LP's release was about three weeks off.

Security

The issue of security has become a bedfellow of record company credibility (witness those attacks on Bruce Wendel after KHJ's premature Wings airing) and Atlantic's Knie addressed the problem. Executing CB? At Atlantic, using several different formulas to cross the country, we are unable to have the slightest security possible. Through some devious maneuvering of head and a record company dealing with a supergroup like the Stones can only go so far.

Our promotion men are under strictest instructions with regard to release date on all products. We did not want a re- beat of the Wins incident and we didn't intend to eliminate any L.A. radio station on the Zeppelin in a go-cart with a go-cart. Any delicate situation with the Rolling Stones LP getting caught 16 days ahead of time, with a truck strike on we're in big trouble. And if it's a situation where a tremendous bond as a record label for a supergroup. You have enormous potential problems. CB? and regional staffs take the brunt of the heat, but we get 10's here in the home office too.

At least on the Zeppelin we were prepared. Everyone had been serviced by Friday morning and the release was moved up to that day. But even with that, we're sitting with hundreds thousand of Zeppelin LPs in the warehouse because of the strike and the worldwide release of the Stones will be kept to Apr 15, if the strike is settled. To kind of counteract the early LP release, though, we are working with a Jagger on a possible single release next week. no exact date yet. (See For The Record, pg. 32)

Major Issues

The issue highlights two major concerns for both Atlantic and Capitol. A lot of money has been invested. There is a great deal of advertising money that must be returned if the format change situations that are in existence, new label serious. In the Stones' case, when no product will be available for two and a half weeks. Perhaps more important is the question of credibility or image. The anger reaction over KHJ's airing of Wings brings the problem into focus more than the near disasters involving the Zeppelin and the Stones.

Bruce Wendel voiced the following sentiments to CB? after Atlantic was embarrassed twice within a week. "I hose Tom Yates of KLOS-FM) feels just as sited over the Zeppelin airing as he did over the Wings airing," Wendel said. "Yates is one of Capitol's most outspoken critics on the Wings affair, leading the cry for a total FM boycott of the album. If radio's going to have a format change, it's going to have a format change, it's going to have a format change. However, I think there may be a security problem at Capitol."

KNAC-FM's Bobby Blue: "We made an effort to get a format change not only in the LP, but in the fact we didn't play it for the first couple of days...we're on it now."

Stations React With Anger To Wings Airing

LOS ANGELES — Reaction in L.A. last week continued to be strong and angry in the wake of KHJ's premature (to re- release song to the West Coast artists.

Tom Yates, KLOS-FM: "Hey this has gone on with Capito and KHJ for years and I'm tired of it. It's our way of protest- ing the action...by staying off the LP. The requests thus far have been small."

Eric Chase at K100 was unavailable for comment on Wednesday or Thursday. Consultant Bill Drake never returned numerous calls from CB? for his opinion. Drake stated the LP last week. Station sources quoted him as saying. We're still off it.

At FCC Controversy b, 12

programming of other stations. The marketplace is the ultimate arbiter of all format questions according to the commission. The FCC consistently falls back on the marketplace argument. Notes Charles Firestone, attorney at FCC. The court had consistently said there is no marketplace for a rock and progressive music gets screwed by the so-called marketplace.

Firestone relates the 1974-75 watershed decision by the U.S. court of appeals in the case of citizens committee to the Radio Act; in that case, the FCC's Ad quisitions Commission, which again involved a license transfer and format change, supported the proposed arrangement. The court, claimed. there is in the familiar sense, no free market in radio entertainment because over-the-air broadcasters do not deal directly with their listeners.

Marketplace Question

Commissioner Robinson feels the marketplace question is a red herring. However, it is not at all clear that in the radio format change situations that are of concern to the court, enough in a "pure market" system would yield results materially different from those the present systems produce. For example, he had always been a centerpiece of broadcast policy that broadcasting is essentially a private enterprise.

Some would argue with Robinson, claiming that the "public interest" should be paramount in the determination of broadcast policy. Although arguments on format changes will continue to feed the FCC, the WEMF decision apparently renders a law that there is no public in- terest in a diversity of broadcast entertain- ment formats. The FCC is obliged to determine whether the format to be sold and unique for others or for one specialized audience that would feel its loss. How the FCC enforces the law will be another question.

U.S. Denver Tour Is Scheduled

NEW YORK — John Denver, who is current- ly in the midst of his first major Euro- pean concert tour, has announced the complete schedule for his 76 U.S. spring tour.


Anton Speaks To CMEA

LOS ANGELES — BMI vice president west coast performing rights, Ron Anton will be guest speaker at the California Music Educators Association at the Los Angeles Hilton on Tuesday, April 13. Anton will discuss Music Careers, Reality of Music Careers Today.

Capt. & Tennille — Music/Voice Ties

is Jose Feicinjans's success with the theme from "Chico and The Man." NBC's trendsetter of last season.

Affection Getters

Philips: The John Gregory Or- chestra has recorded the music from "Cannon" while ABC's "Happy Days" has three songs vying for public affection. Rocker has recorded "Happy Days." Casabianha has Steve Sawyer's "Hey Fonzie." London has the75th edition of the Fonz Song.

There are TV programs doing the dis- co scene, perhaps a marketing trick- them. Charles Randolph Greene's hustler-bump version of the show's theme for Raven is one. MCA's "main- label" a part of "Brooklyn, N.Y., has recorded a disco arrangement of the "I Love Lucy" theme song.

TV Specials

One of the biggest markets for the TV- record tie-in is the TV special tie-in. Thomas "Free To Be You And Me" for Arista garnered heavy sales while MCA's "Sunday Show and ABC's selections from "QB VII" were both in distribution in conjunction with the TV pro- grams. Success. Since most of the network executives in ABC's program development department were unqualified for comment at press time, the expectations for the special contracts could not be ascertained. But most guesses are that ABC intends to tightly control any and every one position with a mass market appeal.

Charts Essential

I'd say the charts are the most important thing for the selection of artists." an informed ABC source told Cash Box. "The people also must be types who are compatible with the show. I say that they are definitely MOR and therefore accessible to the largest segment of the audience.

A NATURAL GAS — British rock group Natural Gas will have their debut album on Private Stock Records produced by Felix Pappalardi. The agreement is a reunion for Lawton & Pappalardi. Lawton is from when Uttla distributed the Pappalardi-produced group Mountain on the Windfall label. The band was managed by Ron Sargent of the band's management.
FORUM, L.A. — If there’s any group who has a success story of numerous super hits behind them plus a love affair with audiences every time they appear, it’s Chicago. Their concert at the Forum was Chicago just like they’d heard ‘em on your Dual tabls through your JBL speakers.

The music comes alive. Chicago horns are extremely appreciative audience. They were jump to their feet, the Civic. Even England made it. Chicago

Amaro played with a settings to the show, turned to the audience how his "studio-produced" Airto opened the show on "Ladies Love Dancing." He was jumping out of Bleecker Street as Bob Neuwirth and Friends headed a bill which had been described as a show where "a" Starchild and a well-known female of Bob Neuwirth, "Robin and her husband Murray on "Sunday Kind Of Love." It was to be a nite of music, poetry, and song. The group was arranged on a stage screen. They were turned to the audience by Ed Weinstock. The highlights of the show were Ms. Weinstock’s vocals on the r.h. hit "Shake, Rattle and Roll" with the vocals of her husband, Murray on "Ode To Jimi Hendrix."

 skyrocketing. With the power of his voice, the lads closed their triumphant show with "Fox On The Run." The lads closed their triumphant show with "Fox On The Run."

Sammy Hager who opened for Sweet played adequately in spots and his music was fine but sometimes the sound was too overpowering and not melodically enough.

Tom Rush Ed Bluestone BOTTOM LINE, NYC — Tom Rush is an "old fogy" at thirty-four. For some, Tom a "renegade" is a coin of the realm, but for a major that he is "on turn" that proves folk music is still very alive.

Rush opened his set with "Ladies Love Outlaws," a beautifully interpreted song written by Tom Lasky, "Dancin' Jones," which proved that the group’s music was still very alive.

e.r.

Becky McLaughlin and her<br /> company. e.r.

Shakti Featuring<br />
John McLaughlin<br />

BOTTOM LINE — John McLaughlin has always been a cultivator of guitar technique, and once again he proves his worth. A superb addition of rhythm and harmonies between the two percussionists that was a refreshing treat for western ears. McLaughlin’s playing, at least his command and acting, has much to recommend it. The group was performed at a show where the audience was almost exclusively to Jimi Hendrix. While Rush was able to charm, he was not troubled by this intentional sacrifice in originality, one can’t deny the emotional traverter in this show as well, even the established status. Trouver dazied a highly appreciative crowd with stomper flow and "Aren't We The Same," a song that was a very big success.

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POUNTS WEST — Rumor Of The Week... Win! The stone faces of Mount Rushmore took down on the Stone faces of Great Britain July 4? The Muses indicate that the Rolling Stones have been considering chiseling their way into an Independence Day blast at the North Dakota historical site. Now, however, it looks as though Rocky Raccoon may have to do it solo up there, anyway, as Mick, Keith and the others are now said to be trying on Pasadena's Rose Bowl for size. Of course, that venue can seat 100,000 in a containerized area so that tickets could actually be sold. Proceeds from a gate like that? Shouldn't be taxed too heavily if the band turns around and sinks it right into another venture. How about buying England and moving it to Lake Havasu? Starker Tons. A member of Great Britain's Who, Paul McCartney, Elizabeth Taylor. Starker Tons has become staff producer for the American Conservatory Theatre in San Francisco. Thus far he has put together a score of "electronic and natural sounds" (with the help of Jerry Garcia) to accompany "General Gourgeous" by Michael McClure and Eugene O'Neil's "Desire Under The Elms." "Desire" is set on a southern plantation in the mid-1800s and Mickey has the audience squirming even before the curtain rises. A half-hour before the play begins, Hart begins piping cricket noises up through the floor. All of this in preparation for his upcoming 20th Century LP, "Diga Rhythm Band," that effort features drums of all sorts in the neighborhood of a dozen tracks, African, Indian, Latin. WHAT IF THEY OUTLAWED BULLETS INSTEAD? An interesting assortment of entertainers is set to fill the bill May 6 at the Santa Monica Civic Auditorium. On tap to perform at a benefit concert for hand gun control legislation are Carol Burnett, Don McLean, George Carlin and Oscar-winner Keith Carradine. Kids are a natural barometer of uninhibited excitement. This reporter was watching the Academy Awards with a friend's chidren who were glued to the TV screen as Keith Carradine delivered his warm, confident performance of "I'm Easy." At the conclusion of the tune Carradine's eyes were fixed on the camera and Johannes (an ex-cited six-year-old) commented... "he looked right at me!" Indeed, Keith looked right at a whole nation. His natural balance in front of the cameras provided a brilliant counter-point to the nervous electricity of the rest of the evening. It was a perfect showcase for Eric Carmen, Darryl Hall and John Oates illustrate various attitudes of happiness backstage at the Roxy Theatre in Los Angeles. Reason for the grin? Carmen just scored a number one single in "All By Myself." Meanwhile, Hall & Oates "Sara Smile" is charting up the charts as this week's number one. ... and should have a lot to do with any single sales Keith racks up as ABC re-releases the song now that their singer has an Oscar on his shelf. Interesting chart watching. WHEN ADAM WAS SLEEPING, God took one of his ribs and made Eve. Some time later, while Alice Cooper was eating, Goffard (Cheryl) took one of his spare ribs and made it a marriage. No more Mr. Nice Guy? ... Marvin Dean of ABC also tied the knot last week (with a different girl)... John Klemmer is set to record the follow-up LP to his highly-successful "Touch" album which, no doubt, spawned lots of propositions itself. HANG IN THERE — Rodney Bingenheimer remains a fixture on the L.A. rock and roll beat. Others come and go but Rodney remains. Nobody knows what his qualifications are for sure, but Rhino Records made it "Rodney Bingenheimer Day" April 2. Rodney is currently emcee and booker at the Starwood which will feature a lineup of British heavy-metal bands this month including Slade, Crack The Sky and Savoy Brown. stephen fuchs

EAST COASTINGS — Eric Clapton is recording in Los Angeles and has played host to some rather stellar sidemen there. Dropping by one night (or at once) were Bob Dylan, who played bass; Pete Townshend, Ron Wood, Rick Danko and Garth Hudson of the Band and Kinky Friedman. Speaking of jamming, Bad Company and Noel Redding's new band jammed at the Electric Ballroom in Atlanta recently. CLUB NEWS — The Bottom Line has repainted its interior and should be replacing the carpet...if you promised two years' plus worth of cigarette burns and spilled drinks) at this very moment. Speaking of cigarettes, Tom Rush is attempting to institute a no-smoking policy in the first few rows of his audiences. No reports are in yet on the success or failure of this project. If anyone needed further proof that this is indeed the year of New Jersey, one need only add Oscar winner Jack Nicholson (of the Neptune Nicholsons) to the list of state garden surnames which now includes Bruce Springsteen, Phoebe Snow, Pati Smith, Frank Sinatra and The Asbury Jukes. Movies... the New York rock group recently signed to Arista, are recording in LA with Melissa Manchester's producer, Vinnie Piona. "Rich Grech has officiated left KGB and is forming his own band, reportedly a pure country band in the Gram Parsons style. Rick was featured on Parsons' two excellent solo albums, both as an instrumentalist and songwriter...Les Dudek stopped by the Box recently to talk about his new Columbia album of the same name. The album was produced by Boz Scaggs. Ap- pearing on Don Kirshner's Rock Concert on April 10 will be Uriel Heep, Eddie Ken- dricks and Miraib. Harry Spero, promotion director of Midland International Records was married March 29... The Don Harrison Band, whose new single, "Sixteen Tons," is getting considerable airplay on the coast, includes two members of Creedence Clearwater. The new Stones single is "Foo To Cry" backed with "Hot Stuff." One cut from the album is to be released on a twelve-inch special disco single by Eric Rudolph/Phil DiMauro.

MOTOWN SIGNS BUBBA PRODUCTIONS — Bubba Productions recently signed an exclusive long-term contract with Motown Record Corporation. First single release under the production agreement, "Who's New Thing" by Rose Banks, a/k/a Rose Stewart, sister of Syl Stone and former keyboard player with his Family, will be re- leased prior to her album. "Rose Banks. "Seated from left are: Rose Banks; Suzanne de Passe, Motown's vice president of the creative division (standing from left) producer Jeffrey Bowen, Hamp Bubba Banks; and vice president of promotion Pau Johnson.

STARK HOLDS DINNER — Stark Records, Cleveland-based retailer and rock jobber, recently held their 7th annual profit sharing dinner, attended by Stark executives and employees, and representatives of different manufacturers. Paul David, president of Stark Records, announced that the Cameo-6 Music chain, which they operate, would add 14 more stores in 1976 for a total of 56. Pictured at the meeting (top photo) are (top row, from left): Jon Peringer, director of national sales; and Gordon Bossin, vice president of marketing for Arista Records; and Dave Prescott, promotion man for Piks in Cleveland and bottom row Paul David; Arista artist Eric Carmen; and Harvey Korman and Ron Shafer, principals of Piks. In the bottom photo are: (from left) David A. Frontera, Warner Bros. region marketing manager and Vic Fariseo, vice president and director of marketing for WEA.

www.americanradiohistory.com
IBFM Seeks New Understanding of ASCAP, BMI

of the sports and news-oriented broadcasters, who pay the blanket license fee of approximately 2% of their gross revenue to the music license authorities for the privilege of using music on the air. It is true that some commercial programs played on them, and those should be cleared, but commercials are initially cleared through the advertising agencies representing those programs. One more area of concern in the "Itemized Deduction" section on the statement of account is that of purchasing a show for broadcast. If a show is purchased directly from its source, it is considered a deductible item. It is not bought through a third party, such as a sports network, it is considered only partially deductible. Therein lies a discrepancy, especially since going through a third party is almost always more expensive and, many times, necessary.

There is also the matter of SESAC, a third music licensing source. Since the fee for SESAC is nominal compared to the two major organizations, the broadcasters don't seem to mind paying it, but they do question what it's all about. There is a great lack of knowledge as to why fees are paid to yet another clearance source.

The present statement of account for music licensing in television was revised in 1968, and it expires in December 1977. The IBFM Committee hopes to "bring the figures to light" on what is considered to be an extreme confusing and overlapping system of music-related fees. Any attempt to change the airplay funds to the newcomers, an alternative source. Additional information will be distributed to country stations immediately.

DIRK DEBUTS — ABC recording artist Dirk Hamilton made his Los Angeles debut at the Roxy Theater last week and won the affection of the Roxy patrons. Fronting his five man ensemble. Hamilton tore through the material from his ABC album "You Can Sing On The Left Or Bark On The Right!" and demonstrated why he is exciting. Later that week he was congratulated by friends and fans including (to r.) Steve Diener, president of ABC Records; Dirk Hamilton; and Otis Smith, vice president of ABC Records.

Melodyland- Motown Slates National Promotion Contest For Name Change

HOLLYWOOD — Motown is slating a national promotional contest to change the name of the country label. Motown has had unequaled success for a new country label! T.G. Sheppard started off by scoring big with two number one hits in a row. He has followed this up with two albums and two more top ten hits. Melodyland has found themselves on the charts with hits from Judy Strunk, Pat Boone, Ronnie Dove, Dorsey Burnette and Jerry Naylor.

A substantial amount of new product is waiting to be released. This cannot be done until a new name has been selected. Through some previous unkind prior of the name "Melodyland" by a religious organization, the label has been forced to change its name. A contest has been set up to select a new name for Melodyland. Radio stations around the country will be asked to write in and suggest a new name. The winner will be flown to New Orleans or Atlanta for the weekend.

Due to Melodyland's tremendous first year success, no substantial market or conceptual changes will be made, according to vice president, creator: Herb Bekin.

Additional information will be distributed to country stations immediately.

ABC Consolidates Warehouse System

LOS ANGELES — ABC Records is in the process of consolidating their warehouse operations throughout the country, according to Don England, vice president of sales and distribution for ABC Records. The warehouse in Woburn, Mass., serving the northeast area, was closed a few weeks ago, while the one in Beltsville, Maryland was closed officially on April 1st. Both territories will now be serviced out of the ABC branch in Woodside (Queens), New York.

Reason for the move, according to England, is to give us flexibility in distribution. We're in the distribution business, not in the warehouse business or the real estate business. The Woodside branch has been servicing the Boston area for about a month now, and we are sure they can handle the Washington area with no problem." England emphasized that there has been no cutback in salesmen, only in the number of warehouses. In some cases, there are actually more salesmen in an area now than there were before.

Cleveland Nest

Scheduled for a June 1 closing is the warehouse in Cleveland, Ohio, with product for that market to be shipped out of Elk Grove, Illinois. "We can operate more efficiently with fewer depots," he added. There will be considerable savings in closing down the warehouses and that had bearing on our making this decision.

The consolidation will leave ABC with warehouses in New York, Atlanta, Dallas, Elk Grove and Los Angeles. There will be no further closings after Cleveland as we see it now," he concluded.
Cassette Sales On The Rise

Dennis, director of the tape division for Warner Bros, said he has also seen a rise of a few percent in their cassette sales, but cited no specific reason for it. The pattern of sales for Warner Bros cassettes is typical of most Anticipates Upsurge

Harry Lusk of EMI Records said that he anticipates a rise in cassette sales for the reasons which were outlined at the NARM tape seminar CB, Apri l 6. He especially noted the rise in factory in stock car units and said the superior sound is starting to surface. People are happier with the sound of cassettes. There are still a lot more tracks out there, but in 1976 I think the gap will widen. He also bemoaned the initial failure of pre-recorded cassettes for the reluctance of the retailers towards the configuration.

London will begin to market their own tapes on May 1, having left Amper. Herb Godfarb, executive vice president of London, said that they have been pleasantly surprised by the orders they have so far received, that they had succeeded in getting their productions in both their pop and classical cases. On the other hand, Sa Uterano of Atlantic said that he has not seen and does not anticipate growth in the cassette business.

Growth

Conversely, Herb Corsack of Island Records has noted tremendous growth in the market for cassettes. Island is now making cassettes of all their product for which there is now no none. He cited the superior sound quality and equipment as the main reason for the gain. He also said it was his business because his break even point was 600 cassettes.

So, with the One Stop in Long Island and the motorcycle company which was on the market on cassette last year, it seems that the cassette business is not showing any signs of slowing down. He cited the market for as a main reason for this Don Moscato of Pierre's Boston said that they were very interested in the cassette business. You can buy a album and a blank cassette for the same price. He said they receive very little calls for them and that it would be impossible to stock for this small demand.

Duplicator View

Russ Fields of Amper, which was a leader in cassette manufacture, said that they were trying to get out of the tape business was being coming for a long time.

We had too many returns, and then our major lines dropped out. I see no growth in cassettes except among the discriminating listener, the classical buyer. They are committed to eight track.

Bruta McShane of GRT says that they predict a 5% doar increase in the cassette field due to the elimination of budget lines and because of less bootlegging. She also said that they see a 31/2% to 4% unit increase and that GRT has seen a 4% increase in the last twelve months, mostly due to hot product. She said that if they can sell 1500 eight tracks, they will take a cassette with the quality of the three break even point. She feels, however, that tape is not over from or equal eight tracks.

Will Equal Eight Tracks

Ben Karo of King Karo predicted that cassettes would equal the sales of eight track because the manufacturers are improving the sound and distribution. He said that he has seen a growth in the last year, mostly due to the high quality of the tapes especially in the classical lines. It is hard to gauge the proportions of configurations to buy on a rese. he said. There is too much out there - quad disk, cassettes, eight track, quad tape, etc. If you have something go you get the best important. Cassette or eight track, whichever is the manufacturer that is best, receiving tapes will not take from over eight tracks.

Eight Elected To ASCAP Review Board

NEW YORK - ASCAP's committee on ence has announced the elected four writers and four publishers who will serve on the board of review in twelve terms commencing April 1, 1976.

In the popular-production division cassettes Broc Green and Leon Whitcup, with Sherman Edwards as alternate were elected. Composer John Green was also elected with Broadway tunes, Charles Tousey as alternate. In the standard division composer Lukas Foss was picked with composer- conductor Elie Siegelmeister as alternate.


In-Tune Music Formed

LOS ANGELES - In-Tune Music Distributing Corp. has been opened in Los Angeles by Mike Lipton, who is president of the firm. Other principals are Eliot Blaine, executive vice-president, Bernie Wechsler, vice-president of sales, and Ernie Farrel, vice-president of public relations. The firm is located at 6737 Vajen Ave. Van Nuys, Calif. 91406, phone: (213) 762-6420.

Epic Inks New Acts

LOS ANGELES - New additions to Epic Records roster are artists like Pastoral, a bassist from Ft. Lauderdale, Fla. David Sancious of Bruce Springsteen's band, Doc Severinson, Aphonson Johns of E.C. Schirmer Music Company and Ira Dean. Dee Ramone, the bassist who is currently touring with the George Duke Band. Lee Ritenour and Webster Lewis.

Motown Claims 1/2 Million Sales For Gaye Album

LOS ANGELES - Motown Records has reported sales in excess of 500,000 units for Marvin Gaye's newly-released album. 'I Want You' less than five days after release.

The album, the first from Gaye in more than two years, is being backed by a massive marketing push from Motown and the debut single from the album. 'I Want You' was rush-released last week, with initial orders reported exceeding a half-million units.

Gaye has embarked on a major national tour, with dates in major markets scheduled during the spring and early summer.

Reddy To Host 'Tonight Show'

LOS ANGELES - Capitol artist, Heen Reddy, will host NBC's Tonight Show for the first time on Monday, April 5. Guests scheduled for the Reddy hosted Tonight Show to date include Carol Burnett, Dinah Shore, and Mal Gurrey Brown.

MCA April Releases

LOS ANGELES - MCA has announced the first part of their April releases begining with Neil Sidaka's Stepping Out This, Sides third LP for Rocket, includes his current single: Love In The Shadows. Due also are two debut LPs: Buy Way on Legend Records distribut ed by MCA and The Welsh Conne ction, by man who signed with MCA in Feb.

 Sinatra Tours

LOS ANGELES - Frank Sinatra will embark upon a six-city concert tour of the U.S. and Canada from May 1 through May 10.

The tour will be highlighted by Sinatra's first appearance of his career at the Grand Ol' Opry in Nashville, Tenn., on May 10.

The spring tour has been organized by Jerry Weintraub. Other dates on the itinerary which was organized by Jerry Weintraub are as follows: May 1, Maple Leaf Garden, Toronto, Ontario, Canada; May 3, Wing Stadium, Kalamazoo, Mich.; May 5, Civic Arena, Omaha, Neb.; May 6, Milwaukee Arena, Milwaukee, Wis.; May 8, Market Square Arena, Indianapolis, Ind.

Clarence Avant & RCA Prod/Consultant Deal

HOLLYWOOD - Clarence Avant is on the brink of signing a deal with RCA Records. Cash Box learned at the NARM convention in this city last week.

Avant owned and ran the Sussex label up until about six months ago, the label that introduced Bii Withers, but is also well known to many industry people as a 'middle-man' who played a major role as a go-between in many record industry negotiations.

Word has it that Avant will go to RCA as a consultant and a producer in the very near future, and hopes to develop his own label thru RCA if he feels it would be advantageous to take that course. The agreement may have been concluded last week.

Avant played a key role in the sale of Star to Gulf & Western and was also involved in the Holland-Dozier deal with Capitol, among many others.

Mogull Returns To Music Field

NEW YORK - Steve Mogui, president of Steve Mogui Associates Management, has announced a return to the music industry after a 12 year hiatus, has partially participated in the NARM convention. Mogui has begun directing the company toward market strategy planning in the record and music print industries.

Hamilton To Siddons

LOS ANGELES - Dick Hamilton has signed management representation with Siddons & Associates Management of Beverly Hills. Bill Siddons, manager, is currently negotiating two tours. Hamilton. Dick Hamilton's latest ABC LP is entitled 'You Can Sing On The Left Or Bark On The Right'.

ELO SHOCKS NEW YORK - The rock heavyes turned out for a reception in New York after UA's Electric Light Orchestra appeared before a sold-out house at Gotham's Beacon Theater. Shown partaking of the genera merri ment are front left: legendary rock pro dUCER Andrew Loog O'dham with ELO's Jeff Lynne. ELO's current c°ntemplating their extensive appearance four while their United Artists single. Strange Music 'cured from their RIAA-certified gold album. Face The Music. streaks up the charts.

TAKE IT TO NEW YORK - The Dobie Brothers were recently toasted at Warner Bros headquarters in New York, where their new album Takin It To The Streets was premiered for press and radio. Scattered among the Dobies above are Fr for Eric Rudolph, Phili Di Mauro, Steve Ostrow and Bob Spiesman of Cash Box.
Yetnikoff Addresses Analysts

NEW YORK — Rube Bloom, Rube Bloom, and His Riverboat in Toronto. Her material has been recorded by Richie Havens. She’s performed as an actress on and off Broadway and on the road and she’s had her own TV show. Richard Green was in Seatrain. He toured and recorded on the last three albums with Loggins & Messina, and he has recorded with Jerry Garcia, Kenny Rankin, Maria Muldaur, James Taylor and others.

Carlin Does Benefit

LOS ANGELES — George Carlin will interrupt his current east coast tour to perform at a benefit concert for hand gun control legislation on May 6 at the Santa Monica Civic Auditorium. Carlin will be joined by Don McLean, Caro, Burnett and Keith Carradine. Carlin explains, “At this moment the committee wants to put a hand gun control referendum on the June ballot, which will get all the campaigners to vote. This is as it should be, we can all decide through voting.”

George Carlin, who is on Little David Records, may also be seen in a campy role in Universal’s upcoming ‘Car Wash.’

Rube Bloom Dies

NEW YORK — Rube Bloom, composer of such songs as ‘Give Me The Simple Life’ and ‘Focus Rising’ is due to return to his home in the Consulate Hotel at the age of 73.

During his career he made recordings with the Dorsey Brothers, Bix Beiderbecke, Miff Moe, Red Nichols, Ethel Waters and had conducted his own combo. Rube Bloom red his Bayou Boys Swing band radio and records. Some of his collaborators were Johnny Mercer, Harry Ruby, Mike Seeger, Harry Woods, Ted Koehler and Sammy Galop.

Outlaws Get The Gold

NEW YORK — Waylon Jennings album ‘The Outlaws’ on RCA Records has been certified gold by the RIAA.

Yetnikoff touched upon an area of interest to the analysts, that of recording costs. He noted that the physical and emotional building of the lotus, the recording of the studio and the promotion of the record, are all aspects of an industry that was growing and it is now receiving more attention, time and money than ever before.

Cost of Sales

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International

Yetnikoff also detailed international successes and claimed CBS International was three times larger than any competitor. He explained that the philosophy was to develop markets and release foreign material in those markets.

Phantom Signs Greene

To Produce Lotus

NEW YORK — Phantom Records has signed Richard Greene to produce Lotus, a poet, musician, singer, writer and composer who has previously performed as Maureen Haydn. Lotus has appeared at such clubs as The Troubadour, The Bitter End. Mr. Keats is also seen in a TV show.

Richard Green was in Seatrain. He toured and recorded on the last three albums with Loggins & Messina, and he has recorded with Jerry Garcia, Kenny Rankin, Maria Muldaur, James Taylor and others.

ASCAP Members Sue Lighthouse

NEW YORK — ASCAP members WB Music Corp. , Cherry Lane Music Co., Jobete Music Co. Inc., and Black Bull Music, Inc. have sued the Lighthouse Club in Miami, Florida. The suit was filed in U.S. District Court for the eastern district of Louisiana. The plaintiffs claim that their copyrighted songs were performed at The Lighthouse Club without authorization and have asked the court to award statutory damages along with trial costs, and to restrain the defendants from publicly performing their songs in the future.

These songs involved are: ‘One Of These Nights’ by Don Henley and Glenn Frey, ‘Sunshine On My Shoulders’ by H.J. Deutschendorf Jr., Dick Knis and Mike Taylor, and ‘Boogie On Reggae Woman’ and ‘Higher Ground’ by Stevie Wonder.

Katz Produces For WB

LOS ANGELES — Gary Katz has signed with Warner Bros. Records to produce artists already on Warners’ roster, as well as acquiring new talent. Katz is best known from his recent association with ABC/Dunhill Records where he produced a five of Steely Dan’s LPs and Dick Hamilton’s latest.

Salstone/Heilicher/Roberts

major independent manufacturer recently received 17% of his overall business prior to the opening of Atlanta and Memphis. This manufacturer, reputedly has refused to give Heilicher the increased volume that would mean should Heilicher and the manufacturer have a dispute of any kind.

Challenged

Ironically the only market in which Heilicher has failed to successfully operate independent distribution was in Chicago. where they lost a head to head competition with Salstone. Heilicher is not certain that he will not win the battle and this is because he had a strong market. However, he is sure that he will be able to win the battle, which has cost him thousands of dollars. Heilicher is sure that he will be able to win the battle and this is because he had a strong market. However, he is sure that he will be able to win the battle, which has cost him thousands of dollars. Heilicher is sure that he will be able to win the battle, which has cost him thousands of dollars. Heilicher is sure that he will be able to win the battle, which has cost him thousands of dollars.

Half the Market

The St. Louis market is an interesting one. It is not entirely representative of the country and Salstone/Heilicher/Transamericandisco the market. Salstone/Heilicher/Transamericandisco the market. Salstone/Heilicher/Transamericandisco the market. Salstone/Heilicher/Transamericandisco the market. Salstone/Heilicher/Transamericandisco the market.

The plaintiffs file a suit, claiming that they have suffered a loss of sales as a result of the unauthorized performance of their copyrighted works. The court rules in favor of the plaintiffs and orders the defendants to stop performing the songs publicly.

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Where there's fire there's smoke and that is what is going to happen when Chocolate City Records releases the debut LP of Smoke. Smoke is Donna Summer's backup group. The LP was produced by Wayne Henderson of the Crusaders and when this one is released in the next couple of weeks it will blow everybody out. Smoke is one group to watch out for. Also heard a couple of sides by Brenda and the Tabulations. Brenda's finally released a new album that will ass be one of their peak records. Carnival. Records and the Righteous Brothers. The two souful groups are doing lounges around the country. The Righteous Brothers release is entitled "Hold On! To What You Got" by the Righteous Brothers. The two souful groups are doing lounges around the country. Their LP "Look Out For #1" is smokin'. This week it is 11 with a bullet. &R. The guys now have just released a single from the LP 'I'll Be Good To You'. It's a killer.

EASY LOVIN' — Freddie Hart recently surprised the staff at Clariidge Records by dropping by to congratulate them on the Bo Kirkland and Ruth Davis recording of his composition. Donnie Von Tripp, who has spent much of the summer doing lounges around the country, will be headed for the concert trail soon with the release of their latest single on Polydor. It's entitled "Ain't Alone By The Telephone." It's a monster. Roy Ayers has also pulled a single from his hot LP "Mystic Voyage" entitled "Evolution." Windy O'Grady caled in from the windy city and said that the new song by Fire & Rain entitled "Make Love To Me," is smokin' up Hush Street. The Brothers on RCA have cut a new single from their LP entitled "Voces Ascendentes:" Al Green is preparing for his first European tour. Al is getting ready to leave for England in May. Robertha, the fiery Latin singer on Fama Records, is making plans for a major European club tour. T.K. is at it again. Another major smash in the works for Little Milton. His latest single is entitled Friends Of Mine," and it's on Gladies. Mike & Bill have released a new single for Arista entitled "Things Won't Be This Bad Always." Get on it. Great tunes never die. One old tune beautifully redone on Atlantic. It's entitled "Sixteen Tons," and it's by the Don Harrisson Band. Reggie Banks called in from Detroit to say that "Baby Do You Wanna Bump" by Boney M on MAL Records is the pick of the week. Watch this one climb.

Jeff Lane, the man responsible for much of the success of B.T. Express and Brass Construction, is now eyeing another hit. Jeff is currently recording Mark Radice. The single will be "Life Ain't Nothin' But A Party," and it will be on UA Records. The Spinners already booked for a heavy concert schedule this summer. The Spinners offer to return to the Rolling Stones later this year. Former Tom Bradly has declared: Sunday April 11 as Ella Fitzgerald Day in Los Angeles. The honor came about because Women At Work, a L.A. based philanthropic organization, have chosen Ella to be their 1976 Ella Fitzgerald Day. Another big name to be held at the Century Plaza Hotel with the proceeds going to Western Christian College and Pepperdine University. Look for new a Gil Scott-Heron on LP on Arista in the very near future. It will be a soundtrack LP from the film "Baron Von Tropp." "7th Dimension are cookin' with a new single "Love Hangover." Besides a hot record the group appeared with Barbara Walters when she hosted the fourth annual "Women of the Year" show last week.

So many people hit on Eddie Harris for saxophone tips that Eddie has turned publisher. In live books Eddie explains his usual techniques and what to do to become another Eddie Harris. Simon Said, a new female quartet on Atlantic recently had ten of their arrangements stolen out of their uncle's store. The arrangements cost them $1300 and the group is putting up a $200 reward for their return.

Rage Records has one of the hottest disco things happening at the moment. The tune is entitled "Dancing Free" by Hot Ice. Those interested in obtaining a twelve-inch copy can call over at Rage (231) 321-8923.

Roy Ayers has recently finished cutting his new LP entitled "Golden Rod" at both Larrabee in L.A. and Electric Lady in New York. The LP is due in June and features Gregg Allman joining Roy on some of the cuts which resulted into a fusion of jazz and country western. On Freddie Hubbard's latest LP for Columbia entitled "Windjammer," there is going to be a re-arrangement of the Gary Wright's #2 smash "Dream Weaver." Congratulations to Maurice Green, president of Munah Productions. Maurice got married to Martha Rice and the two are currently in Mexico for their honeymoon...and m's check out "Ain't That Love," by the Infernal Blues Machine of their latest LP on London entitled "Iliads Amigos." It's too cold.

Capitol Records has got another Natalie Cole in the wings. Her name is C.M. Lord and her debut LP with Capitol will be out in a couple weeks. Jerry Butler is in Philly recording his latest LP for Motown with Norman Harris and the Harris Machine. Bill Cosby's talent is going to explode on the airwaves very shortly. Bill will be releasing a new single on Capitol entitled "Yes, Yes, Yes," which is a Barry White take-off. On the flip side will be Bill's version of Jackson's "Ben." Bill's LP will also be out shortly and it is entitled "Not Him Self These Days." He will also be headlining the Las

soul waves

XSOL's hot line includes Bruce Ley, LaVell Thomas and Sweet C. Bruce who is the program director is also looking for an air personality. Please send tapes and resumes to him care of the station. The address is 4193 Market Street, San Diego, Ca. 92102.

KDKO is helping to promote the new movie Sparkle. They will be giving away tickets for the premiere in Denver and also one day on a fasion show. KDKO is also having a Super contest called "Stick It And Win." The KDKO spins run around town and when you see a bumper sticker this winner automatically receive a six-pack of the latest hit LPs.

KVQ in Portland, Oregon is making the hits happen. Their soulful line includes Paul Cutchlow, program director, from 6 a.m. to 11 a.m. From 11 a.m. to 4 p.m. it's Michael Dee. From 4 to 7 p.m. it's strictly three hours of disco hits. Adrian Harris to down the fort from 7 p.m. to midnight and Ray O'Neill is the night owl. From midnight to 6 a.m. Roy J. handles things on the weekends and has a show called "The Spectrum Of Soul," where he features the latest pieces of vinyl. Another special feature at KQV is the Rolling Stones later this year. Former Tom Bradly has declared: Sunday April 11 as Ella Fitzgerald Day in Los Angeles. The honor came about because Women At Work, a L.A. based philanthropic organization, have chosen Ella to be their 1976 Ella Fitzgerald Day. Another big name to be held at the Century Plaza Hotel with the proceeds going to Western Christian College and Pepperdine University. Look for new a Gil Scott-Heron on LP on Arista in the very near future. It will be a soundtrack LP from the film "Baron Von Tropp." "7th Dimension are cookin' with a new single "Love Hangover." Besides a hot record the group appeared with Barbara Walters when she hosted the fourth annual "Women of the Year" show last week.

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continued on pg. 38
Oskar in Philly — Phyllis air personalities were on hand with Lee Oskar recently when UA and WO Out threw a soulful listening session. Shown standing above to the left are: Car. Berm. WDS air personality, Dave Skonick. UA east coast sales manager. Tony Brown, WDS-FM, mi, Bls. Paul WOQ-FM air personality, left to right: Lezie Lamar, brown UA east coast promotion director. Lee Oskar. A. J. Kemp WDS air personality and A. Edmundson, r & b promotion director. Universal Distributors.

Vegas Hilton very soon along with the Las Vegas debut of Natalie Cole on the same show. "Dyn-o-mite Players" will have their new LP out the end of April and the title is "Contraction." Moscow: Rehearsal Dills sound track LP for the Fred Williamson film "No Way Back" will be out April 19.

New Birth, quiet for awhile, have now got it back together after some legal problems. There is a new Birth Disc for RCA. Also look forward another new Birth LP on Warner Brothers entitled "Love Potion" June. The group is now signed to Warners. "Dance Wit Me" is the latest single by Rufus featuring Chaka Khan. Hugh Masekela has released a singer from his LP on Casablanca "Cooman's Man." It's a beautiful new arrangement of the Isley's "For The Love Of You."

Bum's Doogan caved in this week to say the hottest thing in the city of the angels is "Tubular Bells," done by The Champs' Boy Orchestra on Janes' Records. "Easy Lovin'' the Freddie Hart tune by Bo Kirkland and Ruth Davis is just starting to burn up the turntables around town. It's on Clapenade. The Bionic Man & Woman are two of the hottest shows on television and now there's a record out that is going to be just as hot. It's entitled "My Bionic Man" and it's by Zebera. It's on Brown Dog. It's a killer. Also look for "Disco Man" by the 3 Ounces Of Love On IX Chains to be a smash.

Tony Braxton's third album turned out very well last week at Howard Rumsey's Concerts By The Sea. Anthony has been around for quite awhile for you he has been the musicians' musician, and he's played in "Circle," a legendary group that also included, John Cale, Don Reno and with Anthony A man show one last week and found out that being a legend does not always equal financial security. It's only in the last couple of years that music has paid the rent. "he said. Well, what did he do for money? I hustled chess. For awhile there, it was just chess, with music on the side. Braxton has continued to explore new horizons in jazz since some of his contemporaries have moved toward a more commercial sound. Does he plan a similar shift? Braxton shook his head and smiled "I made my commitment a long time ago."

Look for a late show? Rose Band Single on Motown in the very near future. She is Sly Stone's sister. Ralph Carter will have a new LP out for Mercury entitled "Young And In Love." in a few weeks. Coke Escovedo is currently in the studios working on his new LP for Mercury.

Gospel music is making more waves into pop music and Nashboro Records has the hits. The Soul Searchers have come up with a single that should break through on the r & b charts entitled "Save A Song In Every Town." It's from a smaller label. Other hit gospel sounds include "How Much Do I Own Him," by Prof. Harold Boggs, "God Be With You (Until We Meet Again)" by Rev. Cleophas Robinson, "Dry Bones," by Rev. Willingham with the Supreme Angels and "In My Way" by Rev. Mabon Babb on Creed, "Let Our Music Make Love To You," by Urecals on Excello.

Lee Garrett dropped by the Cash Box offices last week to chat about his latest LP on Chrysalis. And there is also a single out which is dubbed "My Everything" entitled "I'm Your Everything. Lee is a member of a person of having a very colorful life, which would make a great book. Lee is blind and it has never stopped her from doing anything he wanted to do. His first music break came while he was still in high school and where he and a school chum won a talent contest by singing "I'm Trying Me." After that it was a series of ups and downs for Lee. Lee, an outspoken and articulate young man also was a disk jockey in Phoebus. Detroit and Phoenix where he was known as "Phoebus." A little over sixty and she and Steve Wonder used to sneak out together and hit the clubs. Lee and Steve also wrote "Signed, Sealed, Delivered" and "It's a Shame" together. Some of Lee's very favorite cuts on the LP include "Shake and Shout," "I Write A Song," and 

Lee looks nice is going to have one promising career ahead of him, that's such

additions to the R & B radio playlists

**Wild - Boston**
- Lee Oskar - SESSIONS - All In The Family - General Johnson - Al 
- Mark And The Makers - Pitch - The Definitives - Moe, Moe, Moe - Andree True - Bud\n
**WNRW - New York**
- R&B On Thursday - BUCKLESTON - WB
- Thank You - Leanne Thomas - DC

**WPIX - New York**
- More Money - BM - English - Bud\n- Boogie Fever - Sydacs - Capital

**WWMR - Pittsburgh**
- Can't Hide Love - E.F.W - Columbia
- Get Up And Go - Silver Sand - Columbia
- Love Hangover - Diana Ross - Motown
- You're So Beautiful - Stevie Wonder - Motown
- Young Hearts Run Free - Candid Station - WB

**Wadas - Philadelphia**
- Get Up Silver Convention - Midland Int.
- Love Hangover - Diana Ross - Motown
- Young Hearts Run Free - Candid Station - WB

**Wabo - Cleveland**
- I Love You Baby - WB
- Love On a Two Way Street - Motown
- That's Where It's At - Atlantic
- Take Me To Your Love - WB
- Love Hangover - Diana Ross - Motown

**Wday - Dayton**
- Music - Bruck Construction
- Love On A Two Way Street - Motown
- You Can Do Anything - Bloodstone
- I'll Be Your Baby Tonight - WB
- Love Hangover - Diana Ross - Motown

**Wkco - Columbus**
- I Want You - Marvin Gaye - Motown
- Kiss And Say Goodbye - Motown
- I Can't Hide Love - WB

**WCIN - Cincinnati**
- Music - Warner Bros.
- I Can't Help Myself - Atlantic
- You Can Do Anything - Bloodstone
- I'll Be Your Baby Tonight - WB
- Love Hangover - Diana Ross - Motown

**Wjbl - Detroit**
- Dance Your Ass Off - ABC
- Love Hangover - Diana Ross - Motown
- I Can't Hide Love - WB
- Love Hangover - Diana Ross - Motown

**Wctc - Indianapolis**
- All In The Family - General Johnson - Al
- Walk The Line - Ruffin & Co.
- The Water Is High - E.W.B.
- Young Hearts Run Free - Candid Station - WB

**Wkko - Denver**
- I'll Be Your Baby Tonight - WB
- Love Hangover - Diana Ross - Motown

**Wnwo - Milwaukee**
- Open Smokey Robinson - Motown
- Love Hangover - Diana Ross - Motown

**Wtcl - Indianapolis**
- Open Smokey Robinson - Motown
- Love Hangover - Diana Ross - Motown

**Wkko - Denver**
- I'll Be Your Baby Tonight - WB
- Love Hangover - Diana Ross - Motown

**Wxux - San Diego**
- Music - Universal
- I Can't Hide Love - WB
- Love Hangover - Diana Ross - Motown

**Wkko - Denver**
- I'll Be Your Baby Tonight - WB
- Love Hangover - Diana Ross - Motown

**Kcoh - Houston**
- Open Smokey Robinson - Motown
- Love Hangover - Diana Ross - Motown

**Kdka - Dallas**
- Open Smokey Robinson - Motown
- Love Hangover - Diana Ross - Motown

**Ksos - San Diego**
- Music - Universal
- I Can't Hide Love - WB
- Love Hangover - Diana Ross - Motown

**Wswo - San Diego**
- Music - Universal
- I Can't Hide Love - WB
- Love Hangover - Diana Ross - Motown

**Wsso - San Diego**
- Music - Universal
- I Can't Hide Love - WB
- Love Hangover - Diana Ross - Motown
New Additions fr 19

WBZ - Long Island
Bohemian Rhapsody - Queen / Elektra
Hurt - Eagles / RCA
Silky Love Songs - Wings / Capitol
6-1 to Disco Lady / Johnnie Taylor

WBMP - Rochester
Silly Love Songs (1st) / Capitol
Happy Days - Pratt & McClain / Reprise
Try To Get The Feeling Again / Barry Manilow / Arista

Rock & Roll Letter / Barry County Rollers / Arista
23 to 18 - Shoot It Out / Kiss
24 to 14 - Disco Lady / Johnnie Taylor
19 to 13 - There's Kind Of Man / Carpenters
16 to 11 - Disco Purple / Commodores
27 to 9 - Welcome Back / John Sebastian
12 to 8 - Sweet / The Streets
14 to 3 - Let Your Love Flow / B-Side Brothers

WOND - Hartford
Action - Sweet / Capitol
Happy Days - Pratt & McClain / Reprise
Disco Lady / Johnnie Taylor / Columbia
Strange Magic - ELO / UA
Our Kind Of Magic / Atlantic
Arista
To 17 to 10 - Boogie Fever / Sylvers

WIPO - Providence
Welcome Back / John Sebastian / Warner / Reprise
Get Up and Boogie / Silver Convention / Midland
Lover - Sky / A&M
Action - Sweet / Capito
Love Hangover - Diana Ross / Motown
Silly Love Songs / Capitol
To 24 to 19 - Sweet Love - Commodores
21 to 18 - The Love I've Had - Tavares
17 to 12 - Focused Acquired / Evvin Bishop
8 to 5 - Let Your Love Flow / B-Side Brothers
80 to 1 - Disco Lady / Johnnie Taylor

WRKO - Boston
Shoot It Out / Kiss / Casablanca
Taboo / The Osmonds / Mercury
Trying To Get The Feeling Again / Barry Manilow / Arista
14 to 10 - Welcome Back / John Sebastian
21 to 19 - Boogie Fever / Sylvers

FM Analysis fr 18

* Pistol Packin Mama - The Good Old Boys / Round
* Our Pleasure To Serve You / Minnky Brown Group / Soul
* Black Market - Weather Report / Columbia
* Reborn - John Miles / London
* Columbia
* Marshall - Steve Marriott / A&M
* Vivaldi / Ear Scappa Revue / Morocco
* Happy In Hollywood - David Battle / A&M
* Sorry / Pat Marley / WB
* Joy / Foolin / Philadelphia
* Joy / Find A Way / Bruce Cockburn / True

* Take It To The Streets (entire LP) / Doobies
* Silly Love Songs / Wings / Capitol
* Pousseuse Band (entire LP) / Capito

WBJC-FM - Boston
Bob Slavin
Speed Of Sound - Wings / Capitol
* More Time To Remember / Tony Taylor - Alligator
Lotus - Santana / CBS (OIM)
* Blaze Of Glory - Chicago / A
t* Rock And Roll Letter / Barry County Rollers / Arista
* Take It To The Streets / Doobie Brothers - WB
* Welcome Home / Ohio Joe / Island
* None

* Pousseuse Band (entire LP) / Capito

WGR - Rochester
When Love Has Gone - Richard Cocciante - 20th
Happy Days - Pratt & McClain / Reprise
Love Hangover - Fifth Dimension / ABC
* Man Of The Year / ABC
* A Good Thing / ABC
* Feat Of Filberg / Jimmy B.

R&B Additions fr 38

KFGJ - Los Angeles
Love Hangover - Diana Ross / Motown
Silly Love Songs - Wings / Capitol
Welcome Back / John Sebastian
To 17 to 12 - Strange Magic - ELO
Extra To 15 - Welcome Back / John Sebastian

KQV - Portland
Disco Baby / Nice City
Someone With Me / Rufus / ABC
Women Together / Zeppa & Gwenn McCrae / Cat
Crosstown / Edward Woodstock / London
I Like To Dance / Shirley & Co. / All Platinum
Let Me Bring The Woman / Lennie Youngblood / Calla
Moonlight Serenade - New Ventures / UA
Could It Be Magic - Donna Summer / Casablanca
Love Hangover - Fifth Dimension - ABC
Love Really Hurts - Alex Brown / Chance
Baby Don't You / Avery Baci / RCA
Extra To 51 - Sing A Happy Fuzzy Song / M5 Davis
Love Devotion / Steeleye / 75 - Chuck Willis - Kicks

KYAC - Seattle
Detroit Man - Rufus - ABC
Open - Smokey Robinson / Motown
Motown 25 / ABC
Can't Stop The Feeling / Heaven & Earth - 20th
Don't Stop The Music / Donna Summer
Born To Get Down / Muscle Shoals Horns / Bang

L.L. Smith To Chappell
Los Angeles
Frying Dutchman recording artist Lonnin Liston Smith has signed a worldwide administration and publication agreement with Chappell & Co.

LWB-FM - Lewiston/Portland, Maine
Jose Diaz
* Los Tudors - Columbus
* Docs - Ohio / Mercury
* Countertop - Argent / UA
* Lady In Waiting - Outland / Arista
* Rose And Shine - Kokomo - Columbia
* Take It To The Streets / Doobie Brothers - WB
* Life And Times - Billy Cobham - Atlantic
* Welcome Home - Odetta - Island
* Speed Of Sound - Wings / Capitol
* Down Your Eyes You Can Fly / Flora Purim - Verve
* Wetter The Better - Wet Willi - Capitol
* Hey You - Chaka Khan / Warner
* Have Mercy - Unholy Moda Rbourdes/Camtones
* Beware Of The Dog / Dog Day Dog - Alligator
* Your Dog / Last Bus / A
t* I Can Rock And Roll / Pretty Things / Swan Song
* I've Got To Do It / Cass And Linda Thompson / Island
* Dab Baby / Low Reid - RCA
* It's A Rock And Roll / Pretty Things - Swan Song
* Talk To Me / The Osmonds / Capitol
* A Trick Of The Tail (entire LP) / Genesis - Atlantic
* Pousseuse Band (entire LP) / Capito

Roundup fr 22
given a dinner for two and a night in the motel.

Slim Williamson & Randy Moore's Scorpio label has purchased masters on Gary Parker and Terry Fell. Gary Parker's 'We The Americans' has been released and the Terry Fell master 'Coffee Jim, The Truckers' will be released the first week in April. In addition the label announced the signing of Stan Gunn and Don Johnson to exclusive recording contracts. Also Scorpio has taken over its own distribution through Scorpio Enterprises.

Con Brio recording artist, Dale McBride, literally 'met himself' coming and going March 19 in Austin, Texas with more than half of the 300 attending a special champagne party wearing his face in caricature. The party was tossed to introduce his new Con Brio single, a Eddie Rabbit song, 'Defending Our Love.'

Playboy's Mickey Gilley and producer Eddie Kilroy returned to Nashville studios April 5-6 for his sixth album session on that label.

Danny Davis is set to get the air. "We'll see what happens," he said. "I opened again after being minus his Martin 404 for the past few months while a wing was being replaced on the privately-owned plane, which Davis uses for transportation on all Nashville Brass concert tours."

Jim and Jesse (McReynolds), members of the famous Grand Ole Opry station though, will make a rare New York City appearance on Saturday April 10, when they perform at the NYU Loeb Student Center, 566 LaGuardia Place (in the Village). Showtime is 8 p.m. (a special 'pickin' party will follow the concert). The concert is being produced by Doug Tuchman and The Bluegrass Club of New York in cooperation with the NYU Loeb program board. Jim and Jesse have been regular members of the Grand Ole Opry since 1964, and last performed in New York City in 1973 when they played at Avery Fisher Hall. The brother group has long been considered one of the top acts in bluegrass and were nominated last year as "best vocal group" by the Country Music Association.

Crossover Pt. 1 fr 16
tation from chart to chart - that's maybe what you'd call crossover now.

Cramer's ratings success at WWOK-WGFL-FM, which shows the stations both virtual number one in Miami metro, emphasizes the correctness of Cramer and his in programming by the sound of product, relying on the human ear. A straight country and progressive country FM sister station are making it side by side very well.

'Rose Garden'
Crossover has been a term used for years. Now crossover is revealed to CB "You take a big record like Lynn Anderson's 'Rose Garden', and you've got a big crossover record. It's kind of energetic rock and roll groups now, who have gotten into country and have become a mainstream of country influence.

It's new horizons for country," said Gary Brazeal, p.d. of KOKN, Kansas City. Someone looks at our rating book, because every time I turn on that 'MOR or a beautiful music stations, I hear anywhere from 3-5 instrumental country versions of some of the most hard-country hits. There are artists who weren't and wouldn't have been played on this station five years ago, but these same artists have toned down, made a presentable sound and in the same respect, radio stations have been saying let's get out of the tight boundaries, let's stop branding something country and program by sound first, lyric second."

Although not mentioning crossover specifically, Brazeal's point hit home at the very term because a crossover not only black artists to white radio stations, while artists to black radio, country to rock, to country by themselves, but also the thinly defined line of crossover as with a Marshall Tucker record which can go 'on' straight country and progressive country stations.

Crossover is helping programmers not only to program a fuller sound on their airwaves, but to garner new listeners and still not turn faithless off. Crossover is adjusting more than radio stations though, and next week Cash Box examines crossover reflections of the retailers and one-stop, how it affects their end of the business cycle and their personal thoughts about the term.

Disco Product fr 29
tracks in some of these singles sound exactly the same, almost as if the backing was recorded only once, a couple of years ago, and has since been rented out to producers.

Marc Kreiner is national disco promotion man for Ariola America, and he predicts that the first hit of the Top 100 will be disco by the end of the year. "With disco selling the way it is now, it just is not impossible.

April 10, 1976

Cash Box, News
Rowe Opens L.A. Office

WHIPPANY — Rowe International Inc. (subsidiary of Triangle Industries, Inc.) and Circle International Company, jointly announced that Circle will cease acting as distributor for Rowe. Rowe has established sales and representatives offices in Los Angeles as an arm of their Western Distributor Operations Group.

Ken Smith has been appointed manager of Rowe’s Los Angeles district.

Sam Stern Retires

CHICAGO — Samuel Stern has resigned his position as president and chief executive officer of Williams Electronics Inc. and simultaneously announced his retirement from the business. Williams is a leading manufacturer of amusement games and a subsidiary of Seeburg Industries Inc.

Stern, who is in Palm Springs, California where he is currently enjoying an extended vacation, Stern told Cash Box the company will continue present except for the first and last week of June. He will continue as a director of Williams until June 30.

Stern became president of Williams in 1959 when the company was still an independent enterprise, and continued in this position following its acquisition in 1964 by Seeburg.

Louis J. Nicastro, chairman of both Seeburg and Williams said, in his remarks about the activities of the latter company pending the selection of a permanent successor to Stern.

Gary Stern, whose capacities at Williams included the post of assistant to the president, announced at the company’s annual meeting held at the annual convention of Stern that Gary made no further announcement of future plans.

Miroco Hosts $3000 Table Soccer Tour

PHOENIX — Latest in a series of territorial table soccer tournaments sponsored by Miroco Games Inc. was a two day event held at the Game Room Aflton in St. Louis, Missouri, March 13 and 14.

Officializing as tournament director was Miroco’s Bob Edgell who noted that the $3000 purse and marked the culmination of a series of warm-up tournaments held in the St. Louis area and hosted by Game Room owner Ernie Tummina. Edgell said the open doubles, mixed doubles and singles play categories drew entrants from all over Missouri, Illinois, Michigan, and Kansas, who competed for cash prizes ranging from $400 to $25 as well as trophies in each category.

Winners of the open doubles award were Mike Montee and Scott White; in mixed doubles, the winners were Brian Quaiza and Linda Sanderson, and the singles competition was won by Joe McCarthie. 

Tournament was co-hosted by Musical Sales Inc. and LaCiede Distributing both of St. Louis.

Meadows Offers Conversion Kit, For 'Ckidzo'

SUNNYVALE, CA — Meadows Games Inc. issued a memo to its entire distributor network, advising of the availability, at no charge, of a conversion kit for the firm’s currently produced Ckidzo cocktail game. The kit is designed to allow more players to enjoy the game and creating more players and allowing greater player control.

Ckidzo, in its present form, is proving to be too challenging a game for most location owners. This was reported by Meadows national sales manager Lil Zinter. The build-in inertia factor, while generating frenzy, seems to stifle the skill and individual control aspects necessary to attract players.

To rectify the situation Meadows has prepared the aforementioned kit which will enable operators to make the change from inertia payoff to direct action play with a simple 8 map installation, which can be made either before the field or the shop. As a further convenience, the company’s technical staff will be available for conversion assistance in the field or the shop.

The free number to call is (800) 538-1515.

The firm advised that all future Ckidzo models will be produced with direct action play, with the exception of a very limited inventory of models with the inertia circuit for those desiring this feature.

Lo-Boy Demolition Derby

CHICAGO — Chicago Coin’s new Lo-Boy Demolition Derby, a compact version of the company’s popular upright TV game, is now being shipped to Chicago Coin distributors, according to Robert Wood, director of marketing.

The same exciting 1 or 2 player action and dependable features of the original Demolition Derby are incorporated in a cabinet, only 47 inches high, 28 inches wide and 29 inches deep. Sherwood said, “Especially attractive to locations where space is limited. Lo-Boy Demolition Derby’s operators to cultivate successfully these previously untapped sources of substantial revenue. With pay price quoted at $1 per quarter for 1 player, and 2 quarters for 2 players, tests in both small and conventional sized arcades have resulted in consistently steady play and exceptionally high earnings. Lo-Boy Demolition Derby is ideally suited at shopping centers, bowling alleys, and convenience stores. The unit is easy to maintain and requires no special support to keep customers coming back.

VA-111 Home Unit From Universal

CHICAGO — Control Sales of suburban Des Plaines, Illinois, is currently marketing a new home TV game, the VA-111, which is produced by Universal Research Labs of Eik Grove Village. The model, which has full FCC approval, is a portable Video Action Game which is sold in video game stores and is sold in stores.

The VA-111 is housed in a heavy plastic case with a solid steel base and is easily reparable to any antenna terminal of any TV set, including projection types. Featured sports are tennis and hockey for 2 or 4 player competition or one player against the robot. The unit is battery or A/C operated and has sound and digital scoring against its outstanding features. The model sells for about $199.00 retail.

Control Sales markets the Video Action Game to both the home and the local video game stores through an independent factory representative organization covering all areas.

Service & Promotion Are Key Factors In Successful Operation At Singer

CHICAGO — In the past two years since purchasing Singer One Stop For Olp from its original owners, Gus Tarto and Marty Hirsch, two seasoned and knowledgeable members of the music business, have very successfully managed the firm as one of the key one-stop operations in the country and presently attribute approximately 95% of its volume business to operator purchases, predominantly from the Midwest market. Singer’s second anniversary, under the new ownership, was celebrated on March 25.

Among the most notable special services Singer offers for inducing increased operator business is an extensive oldies catalog, composed of some 10,000 records featuring such artists of the past as Al Jolson, Eddie Howard, Glenn Miller, Artie Shaw, Bing Crosby, Harry Diamond, Toots Davidge, and others. Title strips are included, as Gus Tarto indicated, and the catalog is regularly surveyed and restocked so that a complete lineup is available for operators at all times. In addition. Singer maintains a full roster of contemporary material in all categories of music: pop, country, rhythm and blues, disco, jazz, easy listening, etc. and provides free title strips for see MIDWAY’S COMBINATION FIGHTS and cocktail table also "SEA WOLF" also noted for having a ‘good ear,’ an endowment shared by his business partner Marty Hirsch as well as some other experts on the Singer staff. We receive promotion copies of records. Tarto added, and make it a point to listen to each and every one of them, for self awareness of what’s on the market, and to test/try/taste, and promote our recommendations.

Tarto touched briefly on the age old problem of extra long records, which he feels is not a big problem with most of our customers. The company’s emphasis is on longer records because of the superior sound. The one factor that is all important is the proper reception, as it is the only way to determine if a record is worth keeping.
**Sega Derby Day Plays And Vends**

LOS ANGELES — Sega’s Derby Day machine, which vends prizes to winners as an exciting pinball action, is being imported exclusively into the United States by Universe Affiliated International, Inc., Union, New Jersey.

Derby Day is unique, in that it loads like a vending machine and dispenses a prize — usually cigarettes or boxes of candy — to winners after 45 seconds of play.

The machine features three horses racing in competition with one another as original racetrack sounds emanate from the speakers. Playing like a pinball-style amusement whereby the player flips the ball in order to advance the horse, the machine has tilt control, a winner-light, a game-over light and a formica finish. Derby Day services completely from the front and requires no removal from or away from the wall. The size of the machine is 69 inches high, 24 inches wide and 20 inches in depth, with a total weight of 275 pounds. Derby Day is available for immediate delivery.

**Midway’s 2-Day Service School**

Among the service experts who conducted sessions during the recent, highly successful, Midway Mfg. Co. service week were (left to right) Jeff Frederickson (Midway's program engineer); Andy Ducay (Midway's service manager) and Bill Arkush of Kush N Stuff. Absent from the photo is Sai Gazzano of Intel Corp. who rounded out the faculty panel. The two-day event attracted approximately 87 individuals, representing both domestic and foreign distributors of Midway’s product line, and a great deal of the program’s technical content centered on the micro computer system.

**Singer Success Story**

*continued from pg. 40*

logos promoting new records (which are changed bi-monthly), and the store’s interior has the usual assortment of posters and other promotional paraphernalia. Currently underway is a very ambitious project to utilize the entire side wall of the two story building for promotional purposes. A giant poster that would make members of the Singer staff who joined in the firm’s second anniversary celebration and contributed immensely to its present success include Henry Grossman, accountant; Sharon Ciasnocha and Gerry Lobodzinski.

Here is the famous Singer door with the logos illustrating current records for promotion. Titles are changed every other week. The two gents by the way, are owners Gus Tartol (left) and Marty Hirsch.

Ever the promotion oriented organization, the Singer establishment abounds with a wide assortment of promo pieces. Staffers here pose with life-like stand-ups of the likes of Ethel John, Jessi Colter, Mac Davis, Leon Russell, Roy Clark, not to mention RCA’s ‘Nipper’ comfortably settled in Gus’ arms.

It’s a busy pace every day of the week with operators and customers making their purchases. Recognizable in this photo are Gus with operator Morris Biane (Dubuque Vending), Marty Hirsch, Gerry Lobodzinski at the jazz roster in the rear, operator Art Ondrus (Ondrus Amusement) being attended to by Sharon Ciasnocha (right) who is checking some titles in a current Cash Box.

And here they are, the crew that really makes it happen at Singer One Stop For Ops — (left to right) Marty Hirsch, Gerry Lobodzinski, Sharon Ciasnocha and Gus Tartol. Absent from the photo, but an integral member of the Singer family, is accountant Henry Grossman.

**State Association Calendar 1976**


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

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


September 16-18: Music Operators of Virginia, annual conv., Hyatt House, Richmond.

October 14-16: West Virginia Music & Vending Assn., annual conv., Sheraton Inn, Charleston.

Among the service experts who conducted sessions during the recent, highly successful, Midway Mfg. Co. service week were (left to right) Jeff Frederickson (Midway’s program engineer); Andy Ducay (Midway’s service manager) and Bill Arkush of Kush N Stuff. Absent from the photo is Sai Gazzano of Intel Corp. who rounded out the faculty panel. The two-day event attracted approximately 87 individuals, representing both domestic and foreign distributors of Midway’s product line, and a great deal of the program’s technical content centered on the micro computer system.

**Midwest Showing For World Wide: Premiers Gremlin’s ‘Fooswall’**

CHICAGO — A very significant turnout of operators from Illinois and Iowa were on hand at the Holiday Inn in suburban Ermhurst, Illinois, the evening of March 25, as guests of World Wide Distributors Company. The occasion was the premiere midwest showing of the new Gremlin “Fooswall” one or two-player game.

Following a refreshment hour, with musical accompaniment from a Seeburg “Entertainer” phonograph, World Wide vice president Fred Skor opened the meeting and introduced World Wide offices and dealers. Following which Gremlin president Frank Fogelman joined by the firm’s marketing and sales manager John Myers conducted an extensive demonstration of the new game.

Based on comments by the coin men present, it was obvious that their enthusiasm for “Fooswall” is as great as ours at World Wide,” Skor said. “Strong interest was shown in a number of Fooswall features; notably the built-in self-analyzing computor that pinpoints any operating problems and enables the service man to solve them in a matter of minutes.”

**Bally Schools**

CHICAGO — Bernie Powers, field representative for Bally Manufacturing Corporation, will conduct a Bally service seminar on April 8 and 9 in the headquarters of Central Distributors, Inc. of St. Louis.

Subsequent to the two-day session Powers will join Midway Manufacturing Corporation’s service manager Andy Ducay for a combination Bally-Midway presentation as part of the weeklong multi-manufacturer service school to be sponsored by Advance Automatic Sales Company in San Francisco.

On May 6 and 7, Powers will lead an exclusive Bally Service Session at Kentuck Coin Machine Distributors, Inc. in Louisville.

**Michigan Governor Signs Free Play Bill**

Officiating at the recent signing of Public Act 315 which decontrolled free plays on pinball machines in the state of Michigan are: (left to right) Mike Spanoia, Music Operators of Michigan executive secretary; Senator Harry Kush of Detroit, sponsor of the bill; MOM president Ed Schultz, Governor William G. Milliken (seated); Representative Paul Rosenbaum and MOM’s general manager, Bill Maner. Bill’s passage climaxed a hard driving campaign waged

by the state association, its officers and members and reflected the individual efforts of many concerned operators and legislators in the state.
CHICAGO CHATTER

Last Friday's weekly open house at Empire Dist. was quite a gala — the entree of the luncheon buffet being delectable submarine sandwiches, in commemoration of the release of the new Midwest "Sea Wolf!" A good-sized gathering was on hand, needed -essly supplemented by the tasty hors d'oeuvres and beverages on offer.

LEARNED FROM Bill DeSelm of Williams Electronics Inc. that the factory's full capacity production to meet the overwhelming demand for the Space Mission board. The model is a world-wide hit. As Big Spader out, creating Williams biggest production run over a short time. This is even as everywhere there — with United's "Swept" the latest in a string of perennial sellers.

DATELINE HALEAH: Coming soon from Allied Leisure Ind is a 4-player pin Also on the horizon is an exciting new pin design pieced out by the company's co-ordinator Ruth Rossen would divulge at this time, except to add that the cur- rent Dynamite '2-player pin is doing extremely well, as is the 'Ace' video game model.

AUTHOR: Bill DeSelm. HUH?IS THE ROGGER SHARPE is back in the states after spending considerable time researching the pinball machine scene in Europe for his upcoming book. The Great American Pinball Machine" (E.P. Dutton). He said his personal observations, on the location, distributor and manufacturer scene out there, revealed a scene "dramatically different" from the pinball machine scene in the U.S. and Canada, which he explored by his associate Jim Hamilton for incorporation into the book. Roger said he was amazed by what he learned out there and is taking a second look at the material previously gathered for his book. The book will include his serious course, to receive photos, brochures, etc. on domestically produced equipment to supplement what he's picked up on his travels throughout the U.S. His address is 201 W. 21st St. New York 10011.

SEE THE NEW LoBoy Demoition Derby just released by Chicago Coin Has the same exciting, dependable features of its sensational big brother, according to the company's personnel in the Empire Dist. location.

DATELINE GARLAND, TEXAS — home of the country's largest coin redemption system and a rising new-lease star the American 76 Budweiser table, which will be featured in an upcoming Budweiser commercial with Johnny Carson's sidekick Ed McMahon. In a pre-recorded for airing on the April 7th "CBS TV Show," the Budweiser ad will point out that Leisure Sports' upcoming international football tournament. June 10-12, has already attracted heavy international response, and with the added ex- posure expected from the famous TV show, the USAF/AMC tournament looks like a real winner.

ON THE SINGLESCENE: Among current singles scoring with area ops, according to Joe Cedeja, our programming editor at Lomarc, are: "I Take The Chance And Give Myself A Chance," Morgan (ABC). "Anytime I Be There," by Paul Arke (USA). "Young Blood" by Bad Company (S.Wing), and "Moonlight Serenade" by Bobby Vinton (ABC).

MILWAUKEE MENTIONS

Received a report on the Hassadists Dist. Inc. exhibit at the recent Bicentennial Ex- position & Conference held at the Mecca Center in Milwaukee. Understand the Hassadists ex- hibition area was quite well-attended. particularly the coin redemption system, which is new. The Hassadists compare them with the new. Hasitats also displayed their Air Jointer air purifier un- til. The exhibition, which was billed as a bicentennial commemorative educational ex- position, was well-received for airning on April 7th. The Hassadists Dist. Inc. exhibit should be a point of interest. Leisure Sports' government and government have been able to contribute to the public through the use of engineering, science and technical knowledge. Thanks to Hassadists Dist. Inc. the public was able to gain a glimpse of changes that have taken place in the coin machine industry over the past several decades.

A REMINDER THAT THE Music Operators of Minnesota have rearranged the date for the upcoming annual meeting. New dates are: June 5-6, with the event to be held at the idyllic Twin Cities. Any Wisconsin operators who will be attending should make note of the change.

CASH BOX would like to extend belated birthday wishes to Clint Pierce of Pierce Distributors, Chippewa Falls, who is celebrating his birthday this month. Happy birthday, Clint.

ON THE SINGLES SCENE: John Jankowski of Radio Doctors in New York City had an extended stay in the latter country, due to a business meeting in New York. As such, he was unable to attend the recent Bicentennial commemorative package show. He said he was intrigued, since he was unable to attend the recent Bicentennial commemorative package show. He said he was intrigued, since he has been interested in the history and culture of this country for some time. He added that he was able to make a number of interesting connections, and enjoyed the experience overall.

EASTERN FLASHES

A surgically air cushion games, and specifically much arcade season demand for the Air Jai Alai and Aero Jet, is cause for celebration at U.S. Billiards. Of course, business on the whole has been excellent, as Len Schlenger told us, and indications are they will continue to enjoy these trends in the future. Any Wisconsin operators who will be attending should make note of the change.

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UPPER MID-WEST MUSINGS


After time to the skill of the honeycomb. The newelyweds went to a huge warehouse in Chicago. ABBEY HALL and Harold Mengelstuck, Mr. & Mrs. Lawrence Sanford, John Galep, Memnew. Vinton (ABC). Eva Dutton). He added that he was time acquaintance, the humorous nature of this event, and the lively atmosphere that surrounded it.

The second section of the building houses service and work shop facilities and the back section is devoted to a huge warehouse. International Billiards owns the largest warehouse on the east coast. Backside of the warehouse houses the headquarters of the company. Aitkin, Dan, Bismarck, Bill, Bob Thomas, Roger Messer; Novelty. Minneapolis, Bill

WEEKEND MUSINGS

Also, when a single player is involved, a computer ad- justs the skill of the player, and the novices a better scoring opportunity and providing a greater skill challenge to the players. Conditions vary, and many times too, with the added earnings potential offered by the portable remote control controllers that allow the player to "push" the pinball play from anywhere in the location.

The well demonstrated quality and earning power of Grenim products is another reason we are so high on Foosball," he said. For example, of the firm's earlier releases, namely Playball and Traspootch, not one has yet been tried in.

At the conclusion of the showing, door prizes were awarded to a number of lucky participators. Coordinator of the evening's activities was John Neville of the World Wide saas staff, and hosts at the showing included Mike's Harlod Schwartz, K.Q. Howie Freer, Bob Parker and Jacky Mor-
WANTED—BALLY MULTIPLIERS WITH TOPPER all 3-, 5- and 65-coin models considered. Also wanted—Williams and Gottlieb 4-ball pinball max 3 years old HANSA MYNTAUTOMATER AB. Phone 300 40 4340 Gothenburg, Sweden

WILLIAMS BIG DEAL PINBALL MACHINES in good working order. Absolutely top dollar paid. Please call Ben Heck (312) 622-1206

WILL BUY LOTTA FUN, Barrel-O-Fun Shoot-out and Line-to-Line FRANK GUERRINI VENDING MACHINES, INC. 1211 W. 40th St. Lewiston, Pa. 16414

COIN MACHINES WANTED

CONVERSION CARTRIDGES—Play stereo records on Seeburg phonoral machines B thru 201. No additions required—just plug in—eliminate sound distortion—need snapping, inexpensive record ward $24.94 postpaid Satisfaction guaranteed 90-day guarantee. C.A. THORN SERV. 15102 Missouri. Oceanaire Ca. 92054

RECONDITIONED BARGAIN Midway Basketball $495, Winner $495, Winner $195, Dart Champ $95, MOONEY ANDERSON, INC. P.O. Box 6093-E. Pa. 16152 Phone (814) 452-3207

FOR SALE: Bingo's for export only County Fans $800. Roller Derby $800 Silver Slats $600 Border Beauties $800 Can $800 Big Wheels $800 Magic Rings $900 Sega Gran National $600 Chicago Rife Gallery $750 Super Shifters $700 Gran Teks $900 Sega Momo $700 Key Twin Rappers $1200 TV Basketball $700 D&B MUSICAL 1237 Mt. Rose Ave. P.O. Box 243 York, Pa. 17403 Phone: (717) 884-1945

SEEBURG 100 selection wall box $2. each 50 selection wall box $1. each 100 selection wall box $2 each 10,000 used 45 rpm records $5 each CENTRAL MUSIC CO. P.O. Box 294 407 E Ave. D. Kileen. Texas 75641

SEEBURG LPC 150, Ampi 200, N. 150, Johnson coin sorter & counter 259, Tennis Tourney 200, Electro date 100, BOXER 3, BROWSER 2009 Moi Alve . Far Rockaway, N.Y.

CLASSIFIED AD RATE 25 CENTS PER WORD

Classified Ads Close WEDNESDAY

Classified ads are accepted until 2:00 p.m. on Wednesday. Make sure your check is enclosed.

April 10, 1976
Stones Set For Europe Tour
Longest-Ever Trek To Cover 9 Countries

LONDON — The Rolling Stones make headlines again with the news and details of their first tour since 1978. Their longest ever European trek takes them to nine countries opening April 28 in Frankfurt, Germany, at the Fritz-Walter-Stadion. A new album has been released throughout all European countries entitled "Black And Blue." Arrangements for the tour coincided with a meeting in London of all European promoters. Atlantic incisors plus Rolling Stones management and touring were Ahmet Ertegun chairman of the board of Atlantic, Nesuhi Ertegun president of WEA International, president of Atlantic, Eari McGrath Atlantic artistic development and Bob Kornheiser Atlantic Records. The meeting was timed in its entirety for use in a possible forthcoming documentary.

April Music has acquired sub publishing rights to all material by U.S. group, Blue Oyster Cult. Through a deal concluded New York by CBS International, April UK now handles the group's own publishing company B.O. Cult Songs Inc. in the U.K. and Eire as well as many parts of the British Commonwealth. Still with April, managing director Brian Hutch advises that following their move into specially commissioned film soundtracks, they have acquired sub-publishing rights to the theme music from the "SWAT" TV series. The single version of The Theme From SWAT by Rhythm Heritage recently made number one on the U.K. charts and is now issued in the U.K. on Anchor. April's previous ventures into TV themes have included Hawaiian O's and The Last of the Summer Wine.

Francis Day & Hunter GmbH of Germany has signed a long-term contract with Lise Pubblicati Schaffausen Switzerland giving them sub-publishing rights to the Jobete Music catalogues for Germany, Austria and Switzerland. Deal was signed in Hamburg between Lise Bormann, general manager of FDH and Ken East of Lise Pubblicati and vice president of Motown's international operations. ATV Music managing director and general manager Geoffrey Heath and Eddy Levy have left the firm to set up their own publishing company, known as Heathieff Music. Levy has been with ATV since the time it was known as ATV-Heathieff, renamed ATV and Heath when it became ATV-Kirschner. No replacements have been found as yet for ATV Music and it is not known whether the Brighton office will be continued.

Australian Among World's Top Record Buyers (Per Capita)
SYDNEY — Figures released by the Australian Bureau of Statistics make it clear that Australia is among the top record buying nations (per capita) in the world.

During the fiscal year 1974-75, 21,414,000 albums and 5,927,000 singles were manufactured in Australia. Albums imported into the country during the period totalled 4,100,000. Singles accounted for 652,000 imports. At the same time, Australia exported 292,000 Lps and another 28,000 singles.

Australian Among World's Top Record Buyers (Per Capita)

Festival d'Orange, 1976
To Feature New-Look Format
PARIS — Assad Debs and Pascal Bernadie are two promoters who broaden the Orange Festival in Cannes this year. Organized by Carole and Nils Logfren to France. They were also the organizers of the Festival d'Orange in 1975. This year they will organize that festival: only they have decided to change the formula. Instead of

Canadian Gold, Tour For Kiss
LOS ANGELES — "Kiss Alive!" the last album by Casablanca recording artists, Kiss, and "Love and Kisses," a brand new LP, Mijn Domp In De Kempen.

Fraser Named Crest (Aust.)
MELBOURNE — Don Fraser has been appointed national marketing manager for the Australian division of Nestle, the Australian record concern. In announcing the move, Crest managing director Marcus Heathieff in a statement said "the new years operation Crest had successfully catered to the specialized area of the disk market and had not specifically sought top 40 artists. In recent years Crest has been one of Australia's pioneers of 'budget' albums. Herman to Cash Box he is intending investigating the development of other markets to which Don Fraser will add his professional strength and experience, including key aspects of advertising, public relations and retail promotion. Fraser is a fellow of the Australian Advertising Institute.

Belgian Music Scene
BELGIUM — Barry & Eileen, a couple which met with success via "If You Go" and "Bad Times," have recorded a new single for Fonior. Give And Take Barry has also cut a solo single. It's a disco version of the old Johnny Ray classic.

BRT Television broadcast the "Siaom" show live from the Casino of Oostende with guests Randy Edelman, Jinx and Max Rose. A former female singer from Germany who reached the number one spot in the charts with Ich Bin We Du. An LP of the same name has been released by Phonogram and some people are calling her the "German Gloria Gaynor.

Phonogram also has Paul Da Vinci making big news. The rock and roll singer Paul recorded 'Sugar Baby Love' with some friends. Those friends became the biggest successes of the year for Da Vinci and Paul went solo. His friends were more lucky and Da Vinci disappeared after only two singles.

Jean Beaucarne (RCA) has been awarded the highest possible award in the record industry in France. The outstanding Frenchman, Academie du Disque Charles Cros has just proclaimed its yearly choice of Grand Prix, rewarding Beaucarne with the Grand Prix du Disque in Honour of his outstanding recording works.

Louis Neefs is one of the veterans of Flemish showbiz. Recording since last year for CBS, he has just released a new single, "Lastke Whiskey Soda" and a brand new LP, Mijn Domp In De Kempen.

Cash Box: International News

April 10, 1976
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**ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)**

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Fantasy Films' 
ONE FLEW OVER THE CUCKOO'S NEST

Wins 5 Oscars

Goldbyrds!

Fantasy Records' 
“City Life” album goes GOLD

Fantasy Records & Films