BAD COMPANY/ROCK MUSCLE

WEA Begins Its Central Returns Policy
Arista Implements Distrib. Changes; Names Salstone, Eliminates Others

Cory Named RSO Pres.; Phonodisc To Distrib. Label
CBS Starts Soul Sauce Campaign
College Stations Meet In Atlanta
WB Ties With Russell's Paradise Label
More Disclosure Needed (Ed)
Presenting a no-compromise crossover.
"Til I Can Make It On My Own" is a #1 country hit in the best Tammy Wynette tradition...now breaking Top 40!
Which means that all America is ready to embrace one of the most honest and expressive voices of our time.

"Til I Can Make It On My Own"
Shaping up into Tammy’s greatest hit, on Epic Records.
More Disclosure Needed

In breaking down its record division sales into component parts, as reported in Cash Box last week, Warner Communications Inc. showed Wall Street, the investing public and the financial community that it has nothing to hide in its record division sales, or in any of its other divisions, where sales were similarly broken down into various categories. But the move by Warner Comm. is especially relevant to the record industry, because the corporation (with yearly sales totaling almost $670 million) derives almost half its sales, and more than half of its income, from its record division operations.

So if the investing public has faith in the combined WEA labels, they will have a greater degree of faith in the overall company. Conversely, if the public does not trust the operating philosophy and policies of the WCI record divisions (its sales, income, artists and/or management) its attitude toward the whole company suffers as a result.

Other than Warners, no public company aside from Capitol-EMI derives more than 25% of its sales and income from its record division operations (Capitol is close to 100%, CBS is near 25% while MCA is 20%, ABC is around 15% while RCA is unknown). In many ways Warners has become the company that, to many people, best signifies the fame, fortune and future of the recorded music industry. So Warners' strides towards greater openness must stem from its heavy involvement in the record business.

Other companies have already started taking potshots at the Warners figures. But Warners' stature must increase as a result of their 'fuller disclosure' moves. We hope other companies involved in the business will do the same. And we commend the WEA board of directors for their decision, and salute whatever role was played by the WEA executives who have input into the board. We implore some of the other major corporations to follow Warners' lead and initiate 'fuller disclosure'. The financial credibility of the entire industry may some day be at stake if they don't.
Everyday Without You (is a day without love)

Hamilton, Joe Frank & Reynolds

their new hit
"LET IT SHINE"

Hi-2306

From Al Green's hit LP pops a bright single!

Hi
RECORDS & TAPES
Distributed by
LONDON

Produced by Willie Mitchell
WEA Instituting Central Returns Policy; All Records, Tapes Returned To Indiana

NEW YORK — WEA is instituting a nationwide system of consolidated returns, whereby all product on all three WEA labels, including pressing plant returns and distributor returns, will be returned to a central return warehouse in Richmond, Indiana. The move, which will save money and reduce expenses for warehousing, handling, and shipping, is expected to result in reduced costs, and money per department, over a period of time. WEA also has announced plans to institute a centralized return processing system at its Los Angeles, California, warehouse, which will effect all Warner/Reprise, Elektra/Asylum and Atlantic/Alto records, on singles and albums.

WEA Statement
In response to an inquiry from Cash Box, WEA president Joel Friedman issued the following statement: “This past week confirmed that the company is experimenting with a new system of central returns. The move is designed to streamline the company’s return processing procedures and will enable customers to make returns on a direct basis to a central return processing warehouse in Richmond, Indiana. Rather than to individual WEA warehouses customers will now send all returns to one location, which will make it easier for the company to centralize its customer service and to handle all returns on a uniform basis. The company is working with its customers and retailers to develop a system that will be beneficial to all parties involved. The move to centralized returns is being implemented as a result of the company’s desire to provide better service to its customers and to improve the efficiency of its return processing procedures. The company will continue to work with its customers and retailers to develop a system that is fair and equitable to all parties involved.”

Control Over Inventory
By moving to centralized returns, and freeing the individual branches of the need to deal with returns at all, WEA should gain better control over inventory costs, and reduce the expense of expediting handling (and ultimately, recycling back to accounts) of salable returns. For example, on albums or tapes with large in- stock sales, some immediate returns, and then a continued smaller delieuli-seit through of a few hundred each in the second week, shipments on orders of those albums can come from this one location.

As a result, the cost of processing will be reduced, making it more economical for WEA to maintain its central returns warehouse. As a result, the company will be able to provide better service to its customers and to improve the efficiency of its return processing procedures. The company will continue to work with its customers and retailers to develop a system that is fair and equitable to all parties involved.

By Gary Cohen

Arista Distrib. Changes: Salstone Named In St. Louis; Industry Sees Moves As Furthering Regional Distrib. Concept

NEW YORK — Arista Records is the first company to go with Milt Salstone’s new RSO-WEA distributing operation in St. Louis, and has simultaneously implemented a series of other distribution changes. This move appears to be part of the company’s ongoing national trend towards regional distribution, consolidating the number of distributors and giving one more territory or a few key markets to RSO, one of the nation’s leading distributors.

Salstone’s opening in St. Louis was revealed exclusively in Cash Box last week (April 10, 1976). The move to St. Louis, Missouri, and also distributes Arista in Chicago, can be understood as part of the growing trend towards regional distribution.

Consolidation
In addition to switching in St. Louis, it was learned that Arista was in varying stages of implementing these distribution changes.

More Or Less
While fewer distributors with larger territories may be in vogue right now, the changing philosophy, previously in vogue, was to have more distributors with smaller territories (with either clearly defined or overlapping territories). Multiple distribution, or at least appeared to be a viable solution for solving manufacturers’ problems.

Ludicrous
Joe Martin of the staff of Arista, in New York, where the loss of Arista comes shortly after the loss of A&M in St. Louis, said regional distribution (or overlap) is the only way to go, in my opinion.

Warners Will Distribute Leon Russell’s ‘Paradise’

LOS ANGELES — Leon Russell’s ‘Paradise’ Records will be manufactured and distributed by Warner Bros. Records, who have just shipped Leon and Mary and their band, including Al Kooper and session players, to Los Angeles for the Paradise release under the agreement.

We have great confidence in Leon’s abilities as a producer, writer, musician, arranger, producer and executive, commented WB president Mo Ostin. His status as a major artist and his ability to communicate with his recording artist and songwriting partners, as well as other major recording artists, is well known. We feel he has the creative vision and business sense to make Paradise Records a success. Our goal is to market Paradise Records to the same extent that we have marketed Leon Russell’s other recordings.

A national tour is planned in conjunction with the release of the album with specific dates to be announced in the future. The tour will feature Leon Russell and his band, The Travelers, as well as other artists who have recorded for Paradise Records.

Leon Russell’s career credits range from session musician (he worked on many hits with the Righteous Brothers sessions produced by Phil Spector) to hit songwriter (“Superstar,” “A Song For You,” and many others are in his catalog) to producer (Joe Cocker and others) and finally major recording artist (his Mrs. Russell, former Mary McCree who recorded two previous albums as part of the St. John-produced group Little Sister, has done session work for many artists).
It's just a question of time...

"Anytime"

Paul Anka's next hit.

On United Artists Records.

Produced by Denny Diente in association with Paul Anka Productions. © 1976 UNITED ARTISTS MUSIC AND RECORDS GROUP INC.
Musical Maze Joins New York Price War

by Steve Scharf & Gary Cohen

mini-battle with the Disco-Mat chain, that features an in-store selling price of $3.69. As to how Musical Maze is able to offer such a low selling price, according to Mr. Morris, it is possible to make money by selling records at a price of $3.69. The key to buying records for Musical Maze is to purchase them from out of town and discount them at a low price. These days, these cash one stop sales are making money on, as opposed to making money by selling them immediately for cash, and investing the money in short term interest. Since the manufacturers do not require payment for sixty days, these cash one stop sales are making money by selling records at a price of $3.69. The strategy appears to be working. Records manager of Musical Maze's 85th St. location, said, "Sales on LPs have increased more than ten times in the past two weeks, and no stock was sold without a record." Outlook

It is unclear what further steps will be taken by Musilc-Holy retailers to solidify their position on the retail price market.

Jackson & Yancy Factors In Success Of Natalie Cole

by Phil DiMauro

NEW YORK — Chuck Jackson and Marilyn Yancy are among the Grammy winner Natalie Cole's songwriters. They have written or produced or both for Cole's hit singles. These ideals come from Jim Schwartz's 1974 song, "We're aware of what competitive situation we're in. We want to be the best all the time. We don't like to lose," said Cole. "We're working on that top chart item, as well. It's just one of those things." Cole has her knowledge of the type of song she needs to be singing, Cole said. "We're in the process of bringing Natalie that we have a knowledge of." Cole and Yancy use exclusively in Chicago, they say, have been working on their respective parts. "The pressure's on," said Cole. "We're working on our respective parts in the studio."

CBS Records Starts Soul Sauce And The Progressives Program

NEW YORK — In response to the burgeoning markets for soul and progressive music. CBS Records is launching a new program called Soul Sauce 76 and The Progressives. This program will highlight current releases and upcoming releases by artists, such as Al Green, Michael McDonald, and Lou Rawls. The Progressives will be supported by new albums from Ramsey Lewis, Melba Moore, and Shakti, featuring John McLaughlin. Special Markets

CBS Records Special Markets, along with the Columbia and Epic merchandising departments, were actively involved in the promotion of Soul Sauce 76 and The Progressives Program.

Schwartz Bros. Reports Profitable Year in '75

WASHINGTON, D.C. — The 1975 year was a healthy one for the Schwartz Bros. income report showed that sales for the period were $88,003 or 124 shares, as compared to a loss of more than 65,000 in 1974. The Cincinnati-based distributors earn money on their business, and the good news is that the turnaround in cost adjustments made in the independent distribution side, along with increased profitability on the rack jobbing end.


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* Selling, operating and general and administrative expenses of wholesale distribution and rack merchandising operations have been allocated to such operations based upon their contribution to their combined sales.

Percentage change in income compared to the previous year was 15%, 39%, 44% and 44% for the years 1972, 1973, 1974 and 1975, respectively. The income report showed that sales for the period were $88,003 or 124 shares, as compared to a loss of more than 65,000 in 1974. The Cincinnati-based distributors earn money on their business, and the good news is that the turnaround in cost adjustments made in the independent distribution side, along with increased profitability on the rack jobbing end.
Mercury Classics On Rise Since Move To Branches

NEW YORK — In the first seven months since the Phonodisc distribution system in June of 1975, we have done more classical volume than we did in any full year in our history," Jules Abramson, senior vice president of marketing for Phonogram/Mercury, reported last week. This is new year covering June 1-Dec. 31, 1975.

Bobbit Named In Tax Charges

ATLANTA, GA — Charles Bobbit, manager of James Brown, was indicted here by the grand jury (April 7) on four tax-related counts. Counts one to three of the indictment charge that Bobbit willfully failed to file federal income tax returns for the years 1969, 1970 and 1971. The fourth count charges that he fled a return in 1973 for the year 1971 which he verified by written declaration, and that he knew and believed at that time that he had received income in addition to that he reported. The indictment reads that Bobbit misreported certain income from various companies, which defendant comes from the office of John W Stokes, Jr., United States Attorney for the northern district of Georgia, Atlanta division. James Fagan, assistant U.S. Attorney, reports that the indictment is part of a continuing investigation.

Simon To Do Benefit

NEW YORK — A special benefit concert for the preservation of the Public Libraries will be held at Madison Square Garden on Monday, May 3, 1976. The concert will star Columbia recording artist Patti Austin with manager guests Phoebe Snow, Jimmy Cliff and The Brecker Brothers.

Anita Wexler Forms Own Production Co.

NEW YORK — Anita Wexler is forming her own production consultancy firm. She will leave her A&R post at Atlantic Records to concentrate on production, a field in which she has worked during her two years with the label.

Kenny Rogers LP In UA Release Sked


Judiciary Considers Royalty, But Aiken Decision Stands

WASHINGTON, D.C. — Royalties were the issue in last week's House Judiciary Committee mark-up on copyright reorganization. The committee made clear their intentions to strike a balance between the interests of copyright owners and the users of copyrighted material. The subcommittee decided to refer the issue of royalty payments to the full committee for further consideration and, if necessary, to revise the Aiken decision in Section 110. Copyright Registrar Barbara Ringer pointed out that the Senate language would lead you to the conclusion that Aiken would be "liable." Report language makes clear that the purpose of the legislation is to prohbit the addition of loudspeakers.

"Mom & Pop"

But some House subcommittee members were concerned that the provision would limit the use made in "mom and pop" type enterprises where a short or defense policy means "live in the kitchen." It doesn't serve the public interest to have a field marshal out checking every barber shop and supermarket for speakers, said subcommittee member Charles Wiggins (R-Cal.). "It's a source of harassment of people," he continued. who feel their government is infringing on their right to listen to the radio.

"Could you get around it by having four receivers?" asked Congressman Pattison (D-N.Y.). No one seemed to think that the subcommittee could come to no decision.

Another section of the bill which the subcommittee could not exempt stores from royalty payments, but worth, in the end, benefit copyright holders. Section 110 (7) would allow barbers to cover the music they played, but there was no provision for 4:30 a.m. It was for the purpose of encouraging, the sale of a record. For example, a record could be played in the section of a department store, but could not be piped throughout the entire store. It could even be out of a store into the surrounding neighborhood if the business could show the sound was limited to the immediate area where the sale is occurring.

Stones Lead 13 LP Atl. Release

NEW YORK — The Rolling Stones new album, "Black And Blue," leads Atlantic Records' LP release for April. "Black And Blue" is the Stones' sixth album for Rolling Stone Records, distributed by Atlantic. A second album, "Blow Your Face Out," the J. Geils Band's second live album, priced at $7.98 for the double album and $9.97 for the tape, and Herbie Mann's "Surprises." Five artists make their Atlantic debut in the April release: "Ramshackle," the first solo album by Yes drummer Alan White, and "I" represents Yes keyboardist Patrick Moraz's first. Roy Buchanan's "A Street Called Straight" is produced by Arif Mardin, while "The Don Harrison Band" includes former Creedence Clearwater Revival's Stu Cook, Doug Clifford, and Philadelphia's Trammps bow with "Where All The Happy People Go.

Another release, "Sleeping Stages" will be out along with new releases by Eddie Harris, Ben E. King and Germany's progressive fusion group Passport, featuring Klaus Doldinger.

Strong Language

In a letter to the subcommittee chair, ASCAP encouraged the adoption of strong language that would make clear the limitations of such use.

"It's cynical, I think," said Wiggins. "We're saying that if you're selling a record we'll let you perform that for commercial purposes. But if not you're selling beer."

The way you display a car is to put it out, argued Patterson. And the way you sell records is to put it out, just putting it out. This section adds the copyright owners a lot of talk and no action as the subcommittee adjourned, having passed only one relatively non-controversial section. The subcommittee's work will be recessed until late April, and probably won't take up copyright until early May.
RAY STEVENS has made a habit of hit records. In the past 14 years he's hit the pop charts 15 times with such records as "Everything Is Beautiful," "Misty," "The Streak," "Mr. Businessman" and "Ahab The Arab."

JUST FOR THE RECORD

Just For The Record, Warner Bros. Records is pleased to announce the signing of Ray Stevens and the release of his first Warner Bros. album. Including the single "You Are So Beautiful" (WBS 8198) and nine others. Arranged and produced in Nashville by Ray Stevens.
Letters To The Editor:

Dear Sir:

Having read the quotations in your magazine from my statements regarding the subject of MCA's pricing policy, I feel that a full explanation of my position is in order.

Because Richman Bros. is a full-line, one-stop, I will start from the one-stop position, as compared to the manufacturer's distributing branches. We are both required to perform the same services. That is, we each warehouse goods, inform stores of new releases, give prompt deliveries, extend credit, distribute promo material, and take care of defective and returns. Using MCA as an example, we receive a six percent discount if we perform these functions instead of MCA. As you know, there is no business in this world that can operate on a six percent profit before such expenses as saury, rent, freight etc. MCA puts a smoke screen around the subject by claiming that one-stops should charge more money than MCA does. When the smoke clears, however, all they are saying is that we should charge more money for doing exactly what they tell the retailers that they will do, for a much lower cost.

The truth of the matter is that MCA is neither able nor willing to service retail stores at the prices they advertise. Statistics show that they in fact handle only fifteen percent of all retail stores themselves. As long as one-stops, rack-jobbers, and central warehousing retailers continue to do their retail distributing for six percent, MCA will be unable to continue in that fashion. Whatever a one-stop goes bankrupt and the manufacturer goes down, millions of dollars he panics and automatically tightens credit for someone else. Thus, cutting cash flow, resulting in more bankruptcies. If the manufacturer has ever considered the basic problem, i.e. that he is stranding the sub-distributor, the executive certainly never mentions it.

This brings us to my point. Boycott MCA. Unfortunately, my choice of words at the time was poor, but my basic idea: what I want to force MCA to service the retailer at the six percent they claim will.

Is it a boycott to tell your customer to buy his goods directly from MCA better? (The answer is no.)

Strange how a company like MCA can't see what they are doing and how a company like Richman Bros. can see right through the smoke screen.

Yours truly,

[Signature]

Sweet City Inks Epic Prod. Deal

NEW YORK — Sweet City Records, part of Beikin Productions, Inc. one of the midwest's largest independent record distributors, handling over 250 concerts a year, has signed an exclusive production deal with Epic Records. The deal was set through Ron Alexenburg, presidente and general manager of Epic Records/CBS Custom Labels and Steve Popovich, vice-president, Epic a&l. First signing through the Sweet City/Epic deal is Cee-vee-and group Wild Cherry, whose debut single, "Play That Funky Music," will be released on April 20. All Sweet City acts will be promoted on concert tours through the Epic distribution network. Mike Beikin is vice president of Sweet City and Jeff Beikin is treasurer.

Ayers Gets Extended Contract From Polydor

NEW YORK — Roy Ayers has had his agreement with Polydor Records extended to a long-term contract. It was announced by Irwin Steenberg, president of Polygram Record group and Polydor Inc.

The past number of releases, culminating with Ayers' "Mystic Voyage" album, have seen his extension into the greater r&b/disco/pop market as well as jazz. Ayers is currently on a major club tour with a concert tour to start sometime in May.

Executives On The Move

Halee Gets Top A&R Post At ABC — Roy Halee has been appointed to the post of vice president in charge of A&R for ABC Records, according to label chairman Jerry Rubenstein. Halee came to ABC in 1975 after a long association with Columbia Records. Halee has his offices at the headquarters of ABC Records, 8255 Beverly Blvd, Los Angeles, and is responsible for developing and negotiating artist management contracts. Halee had been head of A&R for CBS Records, 8255 Beverly Blvd, Los Angeles, for the past six years.

A Abramson Promoted In RCA Marketing Div. — The appointment of Michael Abramson as director, marketing projects for RCA Records was announced last week by Jack Kiernan, division vice president, management for the label.

Abramson will have a variety of responsibilities related to new artists being developed by RCA and with broadening the acceptance of RCA's established artists. Abramson had been director, product merchandising, for RCA Records since August of 1975. For six months prior to that, he was national album promotion manager. He joined RCA Records in 1973 as RCA's local promotion representative in Cleveland.

Harrington Named To RCA Merch. Div. — Bob Harrington has been named director of merchandising for RCA Records, announced Jack Kiernan. Harrington will be responsible for developing marketing and merchandising concepts for all RCA artists and product. Harrington joins RCA after having been vice president and general manager of General Recording Corp. in Atlanta, with which company he was in charge of all marketing, promotion, publishing and management subsidiaries in addition to handling over 250 record titles.

A CBS Sales Ups Bergamo, Chase — A Bergamo and Jack Chase have been promoted to the positions of branch manager (by Columbia Records) for the Seattle and San Francisco market areas respectively. Both Bergamo and Chase will report directly to Dan Costello, regional director of label sales, and will be responsible for the sales and promotional activities for Columbia and Epic/Columbia labels as well as for coordinating special programs and merchandising plans on all record and tape product. Bergamo joined CBS Records as branch manager in the Denver market in 1971. Chase joined CBS Records as resident sales representative in Des Moines for the Minneapolis branch in 1971.

WB Makes Berman Business Affairs VP — David Berman has been appointed to the post of vice president, business affairs at Warner Bros. Records. It was announced by Mo Ostin, Warner's board chairman and president. Berman will oversee and supervise all aspects of the company's legal department including negotiations and contract administration. Berman is also expected to participate with other Warner's department heads in the general administrative policy-making of Warner Bros. Before joining WBR, Berman was a partner in the Los Angeles law firm of Mitchell, Silberberg and Knupp. He specializes in entertainment law, with emphasis on the music field. Continuing in Warner Bros. Records business affairs department will be Warner's vp Ed West, along with attorneys Leo Harman and Bisi Straw.

Thomas Named To Warner R&B Promo Post — Jackie Thomas has been named r&b promotion coordinator for Warner Bros. Records. It was announced last week by Tom Draper, Warner's vice president and director of black music marketing. She will be involved in both the radio and disco areas and will be based in New York. Ms. Thomas comes to Warner Bros. from Columbia Records where she was disco coordinator for the past two years.

Phonodisc Appoints Two In Sales — Alan Leffler has been named field sales manager for Phonodisc Inc. Leffler previously served as New York salesman for the company and prior to that held regional salesman positions with U.A. and Roulette Records. The move was announced by John New, vice president and general manager of Phonodisc. Another Phonodisc executive is Aaron Copland resigns: Jacob Druckman joins ASCAP Board — Pulitzer Prize-winning composer Jacob Druckman has been appointed to the board of directors of the American Society of Composers, Authors and Publishers, ASCAP president's club.

Robert Chase

Manager of General Recording Corp. in Atlanta, with which company he was in charge of all marketing, promotion, publishing and management subsidiaries in addition to handling over 250 record titles.
The Artists, Directors and Staff of The Robert Stigwood Organisation welcome AL COURY as President of RSO Records we look forward to a happy and prosperous association.
On April 5, CBS Records embarked on a massive six-week program designed to highlight all of our soul and progressive artists. There's a major media campaign now under way, with extensive local and national print ads as well as radio and T.V. time buys. And there's a point-of-purchase program featuring posters and streamers.

**Soul Sauce.**
Also featuring:
- People's Choice
- Archie Bell and The Drells
- Force of Nature
- Biddu Orchestra
- Minnie Riperton
- Sly
- The Three Degrees
- Trammps
- The Isley Brothers
- Harold Melvin & The Blue Notes
- MFSB
- The O'Jays
- Billy Paul
- Jon Lucien
- Bill Withers
- Kokomo
- and others.

**Watch out for significant new releases from B.T. Express, Freddie Hubbard and The Isley Brothers.**

On Columbia, Epic, Philadelphia International, T-Neck, Golden Fleece, Caribou and TSOP Records and Tapes
The Big Push program represents a major commitment for CBS Records. We've never before had such a strong soul/progressive artist roster or such incredibly good albums, but we have consistently produced outstanding albums in these categories, so the program is an important opportunity to sell catalogue product.

And count on it: we are pushing this music and these artists as we've never pushed before. Because we believe this is a major area for growth in popular music.

See your CBS Records salesman, and get the lowdown on The Big Push. Now through May 15.

Southern College Stations Meet Again in Atlanta

ATLANTA — Still recuperating from past industry conventions, the city of Atlanta will welcome record company personnel along with college radio broadcasters for the second annual Southeast College Radio Association’s convention, held April 2-4.

WUOG-FM Organized and put through the efforts of WUOG-FM, from the University of Georgia, representatives from over twenty southeast college radio stations accumulated in Atlanta for a three-day convention that focused on the reality of college radio in a commercial world. Running smoothly and efficiently from start to finish, registrants were presented with plastic binder complete with schedules, maps and other necessary information to get things off the ground. A welcome dinner followed, at which point the convention became somewhat unconventional. Past convention procedure usually dic-

20th Debuts
Parson ‘Project’

LOS ANGELES — Tails Of Mystery And Imagination: Edgar Allan Poe, a concept album produced by Alain Parsons featuring some of the major artists of his Poe set to expand the Poe project. "To get the Poe set to release next year," says Parsons, "we've been setting up the Poe boards and looking for talent."

New Affiliates

Two new Warner-affiliated labels, Parachute and Gemigo, present their first releases this month. Parachute debuts with "Wedding Album" by Leon and Mary Russell, produced by the Russell's and featuring ten new gems. Gemigo, Current Records’ new label, bows with "Notations," the Chicago vocal group's first album, which features their current

GIMBEL TIES BEATLES

Songwriter Norman Gimbel has earned his seventh and eighth million performance awards from BMI, Inc. for the songs "Meditation" and "Live For Life," putting him in a first place tie with the Beatles for number of these awards received, according to the society. Gimbel also is the author with Charles Fox of "How Lucky Can You Get" from the film "Fanny Lady," one of the five Oscar-nominated songs this year. Here Gimbel (left) receives Million Performance Award Number 8, the tie-maker, from Ron Anton, BMI vice president, west coast performing rights.

No Further Moves

The move to open in St. Louis by Sastone, meanwhile, has not precipitated a further move. "We've been here long enough to build a network of contacts. If the financial resources of the remaining distributors are sufficient to handle a larger territory and if they will be able to extend the credit necessary to retain and wholesale accounts in the newly acquired markets, they will be welcome," said Robert G. Sastone.

WEA’s Policy

solidation (Cash Box, April 10), has in-structed the northeast area to return product to the ABC warehouse in Cleveland, Ohio, rather than their local branch in Woodside, New York. The new system, according to an ABC spokesman, because of the significantly higher workload at the ABC warehouses, is now servicing accounts in the territories formerly serviced by the closed warehouses in Boston and Washington, D.C.

For Best Prices/Speedy Delivery and good people to deal with, CALL:

JACK’S ON TOP

(210) 923-3636
(201) 923-1212
357 LYNDS AVE./NEWARK, N. J. 07112

JOE AND BING AT RCA — Newly signed RCA duo, Joe and Bing are seen with key RCA executives. From left to right are Ken Gancy, RCA records president, Don Kirshner, executive producer of the album and publisher of Joe and Bing’s compositions; Mel Liberman, division manager of commercial operations for RCA; Sid Bernstein, manager of Joe and Bing; and Joe Knowton, Mike Kahan, and John Rosica, vice president of pop for RCA records, Bing Bingham and John Rosica, division vice president of promotion for RCA.

America Heads WB April Releases

LOS ANGELES — Warner Bros/Reprise Records and its affiliated labels are currently shipping the major portion of their April product, including America’s seventh Warner LP, "Hideaway," produced by George Martin and recorded at the Caribou facilities in Colorado. Stas & Crofts deliver their first album of new material in over a year in "Grit Closer," which features the single of the same name. Making his label debut is country-pop writer-singer Ray Stevens, whose Just For The Record album was recorded in Nashville and includes the single "You're So Beautiful." McCuen

Also from Warners come McCuen’s Peter Pringle, whose LP, "Peter Pringle," was produced by Brian Ahern and hosts guest artists Bobbie Gentry, Bobbie Miller and Bill Payne. Also forthcoming in April is the release of "Welcome Back," the long awaited John Sebastian album, produced by Sebastian and Warners staffer Steve Barri. The LP features the smash hit title track and nine other Sebastian originals.

New Affiliates

Two new Warners-affiliated labels, Paradise and Gemigo, present their first releases this month. Paradise debuts with "Wedding Album" by Leon and Mary Russell, produced by the Russell’s and featuring ten new gems. Gemigo, Current Records’ new label, bows with "Notations," the Chicago vocal group’s first album, which features their current

For best prices/speedy delivery and good people to deal with, call:

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Arista Makes
Distrib. Changes

"Arista Makes Distrib. Changes" amounts of money? If a distributor should have bad credit, or if they are not being kept informed of the manufactured price of the record, the manufacturer would be stuck to a much greater degree if his business is tied up in the hands of a few. Martin also asked if the financial resources of the remaining distributors are sufficient to handle a larger territory and if they will be able to extend the credit necessary to retain and wholesale accounts in the newly acquired markets, they will be welcome," said Robert G. Sastone.

No Further Moves

The move to open in St. Louis by Sastone, meanwhile, has not precipitated a further move. "We've been here long enough to build a network of contacts. If the financial resources of the remaining distributors are sufficient to handle a larger territory and if they will be able to extend the credit necessary to retain and wholesale accounts in the newly acquired markets, they will be welcome," said Robert G. Sastone.

WEA’s Policy

solidation (Cash Box, April 10), has in-structed the northeast area to return product to the ABC warehouse in Cleveland, Ohio, rather than their local branch in Woodside, New York. The new system, according to an ABC spokesman, because of the significantly higher workload at the ABC warehouses, is now servicing accounts in the territories formerly serviced by the closed warehouses in Boston and Washington, D.C.
WITHOUT YOU
by JESSI COLTER
from her latest album, Jessi

Produced and arranged by
Ken Mansfield and Waylon Jennings.
A Hometown Production.
The Retailers Viewpoint: Disco, Attitudes, Better Product

by J.B. Carmicle

LOS ANGELES — Are retailers and one-stops affected by crossovers? This week in the second part of our study, Cash Box answers the question as crossovers are affecting the marketing part of the music business cycle. Some believe crossovers are big and in coming, and they’re coming to the disco wave. Some believe it’s the changing attitudes of the listener/buyer coupled with better product on the market. But whatever the reason, the retailers Cash Box talked to felt the crossover concept both professionally and personally.

In following weeks we will probe the record companies and artists point of view respectively. These correlated schools of thought combined with radio stations (CB April 10) and retailers should give our readers a complete overview of what crossover is and who it affects the most.

Tasteful Change

Ron Geiger works the Superior Music one-stop out of Los Angeles and deals with the Licorice Pizza chain. He told CB, People are ready for a change. It’s not hard-country I hear on stations so much anymore, but tasteful country. Geiger cited artists like Waylon Jennings, David Allan Coe and Willie Nelson who have contributed to country crossover. And KMET (a LA progressive rock station) is paying a lot of money & not enough to turn listeners off, but supplementing the sound they have.

Geiger’s personal observations came through most clearly in discussing product sales. Remarking that disco has been an influence in crossover, he noted that back records have crossed to white audiences both on radio stations and in record shops. It’s hard to put a finger on how much of what product sells to who. Geiger said, but I estimate we sell at least 5% && by the board because of disco. The Earth, Wind & Fire LP was in the top 10 for a long time and it wasn’t really a majority of back buyers that album in the stores it was mostly white customers we sold EWF to. Selling back artists across the board is essential to disco. It’s not just about the album per se but that something didn’t occur too much in the past. Geiger commented. We’re selling the whole rock and Harold Melvin across the board now. Dee Dee Sharp is definitely selling past the back buyers now we can see that.

Disco influence

Kar Acon works the soul department at Reaches Records in St. Louis. Kar mentioned that he noticed his customers are starting to like disco because it’s a big craze now and people are getting back into dancing. When they start buying disco product because of that influence, the white customers who haven’t really gotten into it before the past might turn on to more strictly back product in the future. It was an interesting observation by Acon and it’s a good assumption.

When our store first opened, about 15% of the soul record buyers were white. Acon told CB, now it’s about 50%. There are more white people listening to back stations and it’s pretty much every day. I first noticed it on the bus I ride to work. I was surprised at first, but not anymore.

Sooner or later categories of music will be interrelated, he continued. There’s a fusion occurring between jazz and soul, between rock and jazz, between folk and rock, between rock and country, and the influence of one artist on another is important. People may be experimenting with more types of music than what they’ve been accustomed to. A lot of soul and jazz fans have gone the route just as much as rock fans are getting into jazz and soul.

Expanding Tastes

Acon’s last statement was supported with examples like Jean-Luc Ponty and John McLaughlin. He said the conventional soul buyer. The back record buyer’s tastes are expanding. As far as the white record buyer, Acon’s point was that more whites are getting into jazz via rock and getting into back via disco. It was a point well taken.

In-Store Play / Sales

There are a lot of people becoming more aware of music without hearing it on radio stations. Tom Keenan of Everybody’s Records in Portland, Oregon told CB. We average about three LPs per person per sale. We think some of this is attributed to in-store play. But how does crossover come in? The George Benson LP is starting to crossover no one in the area is really playing it that much. It is other good sales and it has to be coming from in-store play. Keenan went on to say that jazz is the biggest crossover now. It’s bigger than country, although John Lennon’s “Imagine” has opened this market too. The biggest thing we’ve had in the past six months has been John Lennon’s “Imagine.” It reached number three and four in sales overall. And that wouldn’t have happened a few years ago. We guess around the question about crossover here in the office a lot. About what is jazz and what isn’t jazz. We have discussions as to what categories certain artists fit into or should they fit into a category at all? Where do you place the LP when it’s not music in the store? do you put one artist in four different possible categories or just one?

Keenan’s notion of mounting product in several different store locations brings the crossover concept into much clearer focus.

Charted Crossover

The Marvin Gaye “I Want You” LP on Tamla appeared on New FM Action LPs in the number one spot. A big sign that FM progressives are adding the Gaye LP in huge proportions. And we continued on pg. 42

Bowie Marks King Biscuit’s Fourth

NEW YORK — RCA recording artist, David Bowie, has just completed a mammoth North American concert tour, will star on the King Biscuit Flower Hour’s fourth anniversary show. The special two-hour presentation will air over most of the King Biscuit network of 200 stations on Sunday, April 25, at 9 p.m.

King Biscuit taped Bowie’s March 23 concert at Nassau Coliseum for the show.

Over the past three years, the King Biscuit Flower Hour has been aired every Sunday at 9 p.m. and has built an estimated audience of six million listeners.

In support of the Bowie special, RCA Records will be doing extensive in-store cross promotion on the show and Bowie’s latest album, Station To Station.

Upon completing his North American tour, Bowie departed immediately for Europe where he will do a six-week tour of the continent and follow that with a week of concerts in London.

Station breaks

Joe Persek appointed assistant music director of WXLO, New York. Persek comes to WXLO from ABC radio.

Earth News new audio feature service.

The WXLS Frequent Finisher Sweepstakes is offering approximately 200 markets by late May or early June.

Dave McQueen, KSAN, San Francisco will host the show which runs five minutes in length focusing on actual hits involving consciousness, the arts, politics and the environment.

WXLS-FM, San Francisco’s Cash Box progressive reporter, goes 24 hours a day beginning April 26. The station will continue to feature guest contributors on occasion along with its regular features, including Chicago’s UnConcert series.

Leslie R. Gray named sales manager of WBBK-FM, Boston.

Jeff Pollack named music coordinator at KBPI-FM, Denver.

ABC MAN OF THE YEAR — ABC radio president Harold L. Neav. Jr. (second from left) receives a special tribute as ABC radio’s ‘man of the year’ in celebration of a highly profitable 1975 and continuing success in 1976. The presentation to Neav. was made by his department heads. From left: Martin H. Percoval, vice president in charge of ABC-FM spot sales, Michael Hauptman, vice president, ABC radio; Allen Shaw, vice president in charge of ABC owned FM stations. Charles A. DeBare, president, ABC owned AM stations; and Edward F. McLaughlin, president, ABC radio network.

AM Cash Box

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

1. Presence — Led Zeppelin — Swan Song
2. The Promise — Michael Martin — Threshold
3. Rebel — John Miles — London
4. Speed Of Sound — Wings — Capitol
5. Marriot — Steve Marriot — A&M
6. Les Dudek — Columbia
7. I Want You — Marvin Gaye — Tamla
10. Cry Tough — Nils Lolgreg — A&M
11. Takin’ It To The Streets — Dooey Brothers — WB
12. Jailbreak — Thin Lizzy — Mercury
13. Pousette Dart Band — Capitol
14. You Can’t Argue With A Sick Mind — Joe Walsh — ABC
15. Amigos — Santana — Columbia
16. Lady In Waiting — Outlaws — Arista
17. Words We Can Dance To — Steve Goodman — Asylum
18. Starbright — Pat Martin — WB
19. Rock Your Socks Off — Bobby Whitlock — Capricorn
20. Romantic Warrior — Return To Forever — Columbia
21. 2112 — Rush — Mercury
22. Black Rose — John David Souther — Asylum
<table>
<thead>
<tr>
<th>Most Added LPs</th>
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<tbody>
<tr>
<td>1. Presence – Led Zeppelin – Swan Song</td>
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<tr>
<td>2. The Promise – Michael Pinder – Threshold</td>
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<tr>
<th>Most Predicted Hits</th>
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<tbody>
<tr>
<td>1. City Magic/It Can Do (entire LP) – Les Dudek – Columbia</td>
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<tr>
<td>2. Cry Tough (entire LP) – Niels Lofgren – A&amp;M</td>
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<tr>
<td>3. One By One/I Will Run (entire LP) – Fools Gold – Arista</td>
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<th>Most Requested Cuts</th>
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<tbody>
<tr>
<td>1. (Entire LP)/Achilles’ Last Stand/Tea For One/Royal Orleans – Led Zeppelin – Swan Song</td>
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<tr>
<td>2. Do You Feel/Show Me The Way – Peter Frampton – A&amp;M</td>
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<tr>
<td>3. Silk Degrees (entire LP) – Boz Scaggs – Columbia</td>
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<td>4. Wheels Of Fortune – Doobie Brothers – WB</td>
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<th>WBCN-FM – BOSTON</th>
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<tr>
<td>Bob Slavin</td>
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<tr>
<td>2. Ladybug – Outlaws – Arista</td>
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<td>3. Night Rider – Neons – Island (IMP)</td>
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<td>4. Nice Tunes/Aruba – Hardin</td>
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<td>5. Presence – Led Zeppelin – Swan Song</td>
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<th>WMRR-FM – PHILADELPHIA</th>
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<tr>
<td>Paul Fuhr</td>
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<tr>
<td>1. Presence – Led Zeppelin – Swan Song</td>
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<td>2. Talk To Me/Please Don’t Cry – Marillion (IMP)</td>
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<td>3. Starbright – Pat Martino (WB)</td>
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<td>4. Train – David Gray (entire)</td>
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<td>5. Wheels Of Fortune – Doobie Brothers – WB</td>
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<th>WNYE-FM – NEW YORK</th>
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<tr>
<td>Dennis Elasz</td>
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<tr>
<td>1. Rebel – John Miles – London</td>
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<td>2. Painted – Cradle – London</td>
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<td>3. I’ll Be There For You – Brothers Johnson – A&amp;M</td>
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<td>4. It’s Time To Say Goodbye – Wings – Capitol</td>
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<td>5. Morning Sky (entire) – Tim Hardin – Antilles</td>
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<th>WBAD-FM – LONG ISLAND</th>
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<tr>
<td>Bernie Bernard</td>
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<tr>
<td>1. The Promise – Michael Pinder – Threshold</td>
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<td>3. Marriott – Steve Marriott – A&amp;M</td>
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<tr>
<td>4. Outlook – Reggae Revue – Columbia</td>
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<td>5. You’re A Star – Marillion – Threshold</td>
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<th>WHFS-FM – WASHINGTON, D.C.</th>
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<tr>
<td>David Einstein</td>
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<tr>
<td>1. Words We Can Dance To – Steve Goodman</td>
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<td>2. Rock Your Stone – Bobby Whitlock – Capricorn</td>
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<td>3. Shots – McTell’s Brothers Band (entire)</td>
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<tr>
<td>4. Gathering At East Of Old Town – Various Artists</td>
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<td>5. Marriott – Steve Marriott – A&amp;M</td>
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<th>WLRJ-FM – LONG ISLAND</th>
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<tr>
<td>Gil Colquitt</td>
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<tr>
<td>1. Rock Your Socks Off – Bobby Whitlock – Capricorn</td>
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<td>2. Acapulco Album – A&amp;M Records (entire)</td>
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<tr>
<td>3. Black Box – John David Souther – A&amp;M</td>
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<td>5. Presence – Led Zeppelin – Swan Song</td>
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<th>WOJX-FM – ORLANDO</th>
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<tr>
<td>Anita Lenz</td>
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<tr>
<td>1. Amigos – Santana – Columbia</td>
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<td>2. Speed Of Sound – Wings – Capitol</td>
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<td>3. This Song/Best Of My Love – L.A. Woman – Imperial</td>
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<td>4. Morning Sky – Doobie Brothers (entire)</td>
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<td>5. Presence – Led Zeppelin – Swan Song</td>
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<td>Steve Downs</td>
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<td>2. Lileline – Patato Cruise – A&amp;M</td>
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<td>3. 1112 – Rush – Mercury</td>
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<td>4. Starbright – Pat Martino – WB (entire)</td>
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<th>WRZQ-FM – ATLANTA</th>
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<td>Bob Bailey</td>
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<td>1. Presence – Led Zeppelin – Swan Song</td>
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<th>WXYC-FM – CHICAGO</th>
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<td>John Platt</td>
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<th>WYCD-FM – ST LOUIS</th>
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<tr>
<td>Jonnie King</td>
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<td>1. Presence – Led Zeppelin – Swan Song</td>
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<td>2. Break The Treaty/Black Money – A&amp;M</td>
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<td>3. You Can’t Argue With A Sick Mind – Joe Walsh</td>
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<td>5. Presence – Led Zeppelin – Swan Song</td>
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<th>WQACE-FM – NEW ORLEANS</th>
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<tr>
<td>David Doukas</td>
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<th>KLOL-FM – HOUSTON</th>
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<tr>
<td>Jackie MaCauley</td>
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<td>1. Presence – Led Zeppelin – Swan Song</td>
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<td>3. Talk To Me – John David Souther – A&amp;M</td>
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<td>5. Talk To Me/Please Don’t Cry – Marillion (IMP)</td>
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<th>KAMC-FM – DALLAS</th>
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<tr>
<td>Stuart McRae</td>
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<tr>
<td>1. Speed Of Sound – Wings – Capitol</td>
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<td>2. Talk To Me – John David Souther – A&amp;M</td>
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<td>4. Talk To Me/Please Don’t Cry – Marillion (IMP)</td>
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<td>Jeff Polack</td>
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<td>1. Presence – Led Zeppelin – Swan Song</td>
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<td>Bob Coburn</td>
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<th>KZEL-FM – EUGENE, OREGON</th>
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<tr>
<td>Stan Garrett</td>
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<td>1. Win You – Marvin Gaye (entire)</td>
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<td>2. You Can’t Argue With A Sick Mind – Joe Walsh</td>
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<td>5. Presence – Michael Pinder – Threshold</td>
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<tr>
<td>Cristie Joy Marcus</td>
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<td>1. Presence – Michael Pinder – Threshold</td>
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<td>5. Presence – Michael Pinder – Threshold</td>
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www.americanradiohistory.com

and it sounds exactly like a hit on Epic records.
additions to radio playlists

KJR – SEATTLE
Love Hangover - Diana Ross & Motown
Should I Stay Or Should I Go - The Clash
Boogie Fever - The Sylvers
ILLA - WYCLEF
Hi babies - Shut Out Loud - Kiss
No new additions
11 To 17: Boogie Fever - Syvers
12 To 14: Light - Johnnie Taylor
KISW – PORTLAND
New Children - Caprice
Shut Out Loud - Kiss
Shut Out Loud - Kiss
U2 - With Or Without You
Lullaby - Henry Gross
No new additions
10 To 12: Light - Johnnie Taylor
13 To 15: Boogie Fever - Syvers
16 To 18: Shut Out Loud - Kiss
20 To 24: Tight - Johnnie Taylor
KFXR – SAN FRANCISCO
Get Up And Boogie - Silver Convention
Midnight To Eight - Elvin Bishop
Rhinestone - John Sebastian
No new additions
14 To 16: Good Times - Johnnie Taylor
17 To 19: Shut Out Loud - Kiss
20 To 22: Tight - Johnnie Taylor
23 To 24: Boogie Fever - Syvers

KRZ – DENVER
Soul Of The Shakedown - Steve Miller Band
Love Hangover - Diana Ross & Motown
Hangover - Johnnie Taylor
No new additions
12 To 14: Tight - Johnnie Taylor
15 To 17: Shut Out Loud - Kiss
18 To 20: Tight - Johnnie Taylor
21 To 23: Boogie Fever - Syvers

KUOM – DULUTH
Come On Over - Olivia Newton-John
Silly Love Songs - Wings
Barbie Loves - and - The Crystals
No new additions
11 To 13: Love Hangover - Diana Ross & Motown
14 To 16: Hangover - Johnnie Taylor
17 To 19: Shut Out Loud - Kiss
20 To 22: Tight - Johnnie Taylor
23 To 24: Boogie Fever - Syvers

KUNM – ALBUQUERQUE
Soul Of The Shakedown - Steve Miller Band
Love Hangover - Diana Ross & Motown
Hangover - Johnnie Taylor
No new additions
12 To 14: Tight - Johnnie Taylor
15 To 17: Shut Out Loud - Kiss
18 To 20: Tight - Johnnie Taylor
21 To 23: Boogie Fever - Syvers
24 To 25: Tight - Johnnie Taylor

KUSW – SEATTLE
Soul Of The Shakedown - Steve Miller Band
Love Hangover - Diana Ross & Motown
Hangover - Johnnie Taylor
No new additions
11 To 13: Love Hangover - Diana Ross & Motown
14 To 16: Hangover - Johnnie Taylor
17 To 19: Shut Out Loud - Kiss
20 To 22: Tight - Johnnie Taylor
23 To 24: Boogie Fever - Syvers

KZL – KANSAS CITY
Love Hangover - Diana Ross & Motown
Hangover - Johnnie Taylor
No new additions
12 To 14: Tight - Johnnie Taylor
15 To 17: Shut Out Loud - Kiss
18 To 20: Tight - Johnnie Taylor
21 To 24: Tight - Johnnie Taylor

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Radio Stations For Everyone
www.americanradiohistory.com
**Country Artist Of The Week**

**Eddie Rabbit**

"Hopping Ahead": Eddie Rabbit is a country boy from New Jersey. His father played cajun Irish fiddle music as well as country, and Eddie taught himself to play the guitar after being "turned on" to country music by a scoutmaster.

Leaving home at 15, Eddie spent the next few years working (whenever the money was good) and going to school (at nights). His first club job was at a place called "Six Steps Down" and within months, he had formed a band to play the circuit of small Jersey bars where country music was a staple. Tiring of "just picking," he began writing as well, and soon began looking for a publisher and by the end of his first day the professional manager of a major publishing house offered him his first writing job, earning $25 a week.

That first modest stint helped him meet other writers and performers. He continued his writing and made periodic visits to New York, where he met Dick Heard, then went with a major publishing house. Heard was working with fledgling country performers, and his Greenwich Village apartment became a rallying point for Rabbit.

That interest in country led Eddie to Nashville, where he hit the music row in 1967. The first song Eddie wrote was "Working My Way Up To The Bottom," which was recorded by Roy Drusky. The song later sold as a novelty item in a New York City store.

**Artists Set For English Country Music Fest.**


George Hamilton IV will mc the first International Festival of Country Music held in Sweden which will take place simultaneously with the Wembley Festival on April 19. Both festivals will be filmed by BBC television and Swedish television and taped by BBC radio.

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**Tom T. Hall’s ‘How I Write Songs’ To Be Published By Chappell Music**

NEW YORK — How I Write Songs, Why You Can’ by nationally known singer/songwriter Tom T. Hall is being published by Chappell Music. The book is the first for which Chappell will handle both music and book trade distribution on a worldwide basis.

How I Write Songs is a practical and non-technical guide to songwriting and the music industry, including definitions of music business terms and expressions, invaluable examples of songwriting contracts and extensive analyses of Tom's own biggest hits.

Hal's Phonogram/Mercury recording artist is starting a schedule of personal appearances in April in connection with the publication of How I Write Songs, and release of his LP Faster Horses, which includes the hit single.


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**Cash To Tour Europe**

NASHVILLE — Columbia recording artist Johnny Cash has embarked on a two-week European tour which will include Stockholm and Gothenburg, Sweden; Hamburg, Hanover and Ludwigshafen, Germany; Basle, Switzerland; Paris, France and Rotterdam, Holland.

Upon his return Cash will begin a tour of the northeastern states.

**PMI Has Duncan Rights**

HOUSTON — Professional Management International (PMI), in partnership with Zantaron, Inc., has acquired the entire song catalog of the now-defunct Jimmy Duncan Productions, Inc., including all publishing and master tapes of Jimmy Duncan Productions, Inc. as well as all of the publishing companies JDA Music, Shervick Music, Soundville Music, Gulf Music and Little Prince Music, along with over 500 copyrights and 200 songs written by Jimmy Duncan, best known for My Special Angel. The entire catalog will be administered by Music International, Inc., the music publishing division of PMI in Houston, Texas.
Country Roundup

The newly reactivated Gene Autry Republic Records under the management of Dave Burgess announced recently the signing of Kathy Barnes, former MGM recording artist whose three releases on that label were each national charters, and Larry Barnes, her brother. Kathy said that the first Gene Autry album is complete and that release date is imminent. Also signed to Republic is the group The Champs who had the million seller "Tequila." Jimmy Buffett took two whacks to break the champagne bottle in christening a new restaurant in New York City's 40-H. Eagle is not, however, a typical bistro. Complete with mag wheels, the bus is painted in shades of red, yellow and rust and features hand-painted side murals depicting a ship sailing to sea. Inside, the bus is trimmed in a nautical motif that includes a bar, TV and TV. Typical of the Buffett sense of humor, the destination signs on the bus front show items like "Loretta Lynn," "Tramp 69," "Heaven or Hell," "Teens For Christ," "Rolling Stone," and "Ozzy." Royal Clark is going pop! Boston Pops, that is. On May 1-2 Royal will be the guest of Arthur Fiedler and the Boston Pops Orchestra for two telecasts, as the two musical greats will team to accompany the Pops in a series of live outdoor broadcasts from historic sites of fine entertainment. "Freddy Fender Banned From New Zealand" read the headlines across the country this week as the minister of labor refused to grant permission for Freddy to enter that country to complete his concert swing through Australia and New Zealand. It seems that they were upset over Freddy's fifteen-year-old conviction for possession of a small amount of marijuana. The governor of Louisiana even granted Freddy a special pardon in an attempt to get the stalled tour going. The New Zealand minister would not budge. While Freddy was away across the ocean playing to his fans in Australia, he was winning another award back home, as the National Association of Record Merchandisers named him the best selling country album artist in the month of April. The annual award is based on sales at retail and wholesale for the month of April (14), which coincidentally coincides with the release of his autobiography "Coal Miner's Daughter." She was the first woman in country music to achieve a gold record and now she has two. There are 32 albums that have been recorded for MCA Records, ranging from hymns to love songs, from "Coal Miner's Daughter" to her memorable duet albums with the "high priest of country music" Conway Twitty. Loretta's newest MCA single, destined to be a bicentennial classic is "Red, White and Blue," recorded in concert with the "Bluegrass All-Stars" for RCA. "Jackie" Ruth left for Europe recently to be a part of the Johnny Cash show performances in Stockholm where the troupe played a week. Kenny Price is recovering from major abdominal surgery. The singer spent a week and a half in St. Elizabeth Hospital in Covington, Kentucky before returning home to fully recover. Frank Jones, vice president and general manager of 

Country Singles — Active Extras

The Biggest Airport In The World
Moe Bandy (Columbia)

Let Me Love You Where It Hurts
Jim Ed Brown (RCA)

Nothin' Takes The Place Of You
Mandrell (Columbia)

Asleep At The Wheel (Capitol)

Since I Met You Boy
Jeanie Seely (MCA)

Your Spell Again
Barbara Fairchild (Columbia)

Let The Big Wheels Roll
Sarah Johns (RCA)

Sweet Sorrows
Jeanie Pruett (MCA)

When She's Got Me Where She Wants Me
David Allan Coe (Columbia)

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

High & Wild
Earl Conley (GRT)

Alone Again
Billy Walker (RCA)

Get Ready, Here I Come
Don Gibson (Columbia)

Sweet Dreams
Troy Sears (Capitol)

I Love A Beautiful Guy
Connie Caffey (Columbia)

Kentucky Moonrunner
Cledus Mazzag (Mercury)

Where the Snow Never Dies
Oak Ridge Boys (Columbia)

Colorado Call
Shad O'Shea (Private Stock)

50 Ways To Leave Your Lover
Bob Yarborough (IRDA)

Twilight Time
Carr Mann (ABC/DOB)

Tell Me
Joe Stampley (ABC/DOB)

Jasper
Jim McReynolds (MGM)

Have I Told You Lately
Careen Mooreno (Capitol)

Ginny
Leroy Rauch (Derrick)

Ain't No Heartbreak
Donnyartonne (Meididyland)

Welcome Back
John Sebastian (Warner/Reprise)
additions to country playlist

WVOJ – JACQUESVILLE
The Doors In The Dark '67 RCA
Mr. Doobies – Donna Fargo – Warner Brothers
All These Things – Joe Stampley – ABC/Dot
E Pass City – Marty Robbins – Columbia
I For Tennesse – Tommy Gatser – MGM
One Piece At A Time – Johnny Cash – Columbia
Your Picture In The Sky – Statler Brothers – Mercury
That A Girl She Wrote – Ray Price – ABC/Dot
The Lizzie Country Riders Again – East Coast United Artists
Love Stic – Makes The World Go Round – Stonely Edwards – Capitol
Aloha Again – Billy Walker – RCA
I'll Throw Stones At You – Nick Nelson – Mercury
Stranger – Johnny Duncan – Columbia
I'm Kneeling In Loving You – Jim Mundy – ABC/Dot
Wright Or Wrong – Ronnie Dove – Motown
KERN – HOUSTON
Your Picture In The Paper – Statler Brothers – RCA
The Doors A Wayers Deep – Dave & Sugar – RCA
Let Me Be Your Friend – Mack White – Commercial
When She Gets Me Where She Wants Me – David Arkenstone – Columbia
Twilight Time – Car Mann – ABC/Dot
KXKJ – KANSAS CITY
E Pass City – Marty Robbins – Columbia
Without You – Jessi Colter – Capitol
Imaginary Harp – Art Russel – The Kendalls – United Artists
That I Remember – The Kendalls – The Statler Brothers – Mercury
She – Throw Stones At You – Jacky Ward – Mercury
You've Got Me To Hold On To – Tanya Tucker – RCA
A Country Love Song – Jim Crouch – Hickory
WRBQ – PHILADELPHIA
Ask Any Old Cheater Who Knows – Freddy Walker – RCA
You've Got Me To Hold On To – Tanya Tucker – RCA
Gotta Get Drunk – Willie Nelson – RCA
The Last Letter – Willie Nelson – United Artists
I Got Over You – Crystal Gayle – United Artists
The Biggest Account In The World – Max Byrd – Country
KXKJ – HOUSTON
Gotta Get Drunk – Willie Nelson – ABC/Dot
The Last Letter – Willie Nelson – United Artists
I Got Over You – Crystal Gayle – United Artists
The Biggest Account In The World – Max Byrd – Country
NYKD – NASHVILLE
America The Beautiful – Charlie Rich – Epic
Your Picture In The Paper – Statler Brothers – Mercury
All These Things – Joe Stampley – ABC/Dot
Ask Any Old Cheater Who Knows – Freddy Walker – Country
Columbia
Ask Any Old Cheater Who Knows – Freddy Walker – Country
Columbia
Norin Takes The Face Of You – Asleep At The Wheel – Capitol
KLC – LOS ANGELES
There Won't Be No Country Music – C.W. McCall – Pyramid
I Gotta Get Drunk – Willie Nelson – RCA
Ask Any Old Cheater Who Knows – Freddy Walker – Country
Columbia
Let Me Be Your Friend – Mack White – Commercial
Wright Or Wrong – Ronnie Dove – Motown
WUJD – CHICAGO
She – Throw Stones At You – Freddy Hart – Capitol
The wonders – Joe Stampley – ABC/Dot
The Winner – Bobby Bare – RCA
KLAC – LOS ANGELES
There Won't Be No Country Music – C.W. McCall – Pyramid
I Gotta Get Drunk – Willie Nelson – RCA
Ask Any Old Cheater Who Knows – Freddy Walker – Country
Columbia
Let Me Be Your Friend – Mack White – Commercial
Wright Or Wrong – Ronnie Dove – Motown
WUJD – CHICAGO
She – Throw Stones At You – Freddy Hart – Capitol
The wonders – Joe Stampley – ABC/Dot
The Winner – Bobby Bare – RCA

KAYO – SEATTLE
She – Throw Stones At You – Freddy Hart – Capitol
You've Got Me To Hold On To – Tanya Tucker – RCA
E Pass City – Marty Robbins – Columbia
Where She Sings Never Goes – The Statler Brothers – Columbia
After All The Good Is Gone – Conway Twitty – RCA
Someone's With Your Woman Tonight – Bobby Bare – Capitol
Aloha Again – Billy Walker – RCA
WOK – TAMPA
She – Throw Stones At You – Willie Nelson – ABC/Dot
I Got Over You – Crystal Gayle – United Artists
The Biggest Account In The World – Max Byrd – Country
You've Got Me To Hold On To – Tanya Tucker – RCA
The Last Cowboy Riders Again – Ed Bruce – United Artists
Don't Play Your Games – Glen Campbell – Capitol
For The Heart – Eddy Merckx – RCA
Jasper – Jim Stafford – MGM
Nuthin' Takes The Place Of You – Asleep At The Wheel – Capitol
KRK – HOUSTON
Nuthin' Takes The Place Of You – Asleep At The Wheel – Capitol
Let Me Be Your Friend – Mack White – Commercial
I Got Over You – Crystal Gayle – United Artists
Without You – Jessi Colter – Capitol
E Pass City – Marty Robbins – Columbia
I'll Be Just Fine Enough – Darin Young – Mercury
Your Picture In The Paper – Statler Brothers – Mercury
You've Got Me To Hold On To – Tanya Tucker – RCA
A Country Love Song – Jim Crouch – Hickory
WRBQ – PHILADELPHIA
Ask Any Old Cheater Who Knows – Freddy Walker – RCA
You've Got Me To Hold On To – Tanya Tucker – RCA
Gotta Get Drunk – Willie Nelson – RCA
The Last Letter – Willie Nelson – United Artists
I Got Over You – Crystal Gayle – United Artists
The Biggest Account In The World – Max Byrd – Country
KXKJ – HOUSTON
Gotta Get Drunk – Willie Nelson – ABC/Dot
E Pass City – Marty Robbins – Columbia
I'll Be Just Fine Enough – Darin Young – Mercury
Your Picture In The Paper – Statler Brothers – Mercury
You've Got Me To Hold On To – Tanya Tucker – RCA
A Country Love Song – Jim Crouch – Hickory
WRBQ – PHILADELPHIA
Ask Any Old Cheater Who Knows – Freddy Walker – RCA
You've Got Me To Hold On To – Tanya Tucker – RCA
Gotta Get Drunk – Willie Nelson – RCA
The Last Letter – Willie Nelson – United Artists
I Got Over You – Crystal Gayle – United Artists
The Biggest Account In The World – Max Byrd – Country
KXKJ – HOUSTON
Gotta Get Drunk – Willie Nelson – ABC/Dot
E Pass City – Marty Robbins – Columbia
I'll Be Just Fine Enough – Darin Young – Mercury
Your Picture In The Paper – Statler Brothers – Mercury
You've Got Me To Hold On To – Tanya Tucker – RCA
A Country Love Song – Jim Crouch – Hickory
WRBQ – PHILADELPHIA
Ask Any Old Cheater Who Knows – Freddy Walker – RCA
You've Got Me To Hold On To – Tanya Tucker – RCA
Gotta Get Drunk – Willie Nelson – RCA
The Last Letter – Willie Nelson – United Artists
I Got Over You – Crystal Gayle – United Artists
The Biggest Account In The World – Max Byrd – Country
KXKJ – HOUSTON
Gotta Get Drunk – Willie Nelson – ABC/Dot
E Pass City – Marty Robbins – Columbia
I'll Be Just Fine Enough – Darin Young – Mercury
Your Picture In The Paper – Statler Brothers – Mercury
You've Got Me To Hold On To – Tanya Tucker – RCA
A Country Love Song – Jim Crouch – Hickory

Country radio active

most added singles

1. Your Picture In The Paper – The Statler Brothers – Mercury
2. All These Things – Joe Stampley – ABC/Dot
3. One Piece At A Time – Johnny Cash – Columbia
4. You've Got Me To Hold On To – Tanya Tucker – RCA
5. El Paso City – Marty Robbins – Columbia
6. America The Beautiful – Charlie Rich – Epic
7. Without You – Jessi Colter – Capitol
8. Let Me Be Your Friend – Mac White – Commercial
10. Ask Any Old Cheater Who Knows – Freddy Weiler – Columbia

The biggest country singles on radio, fall sales and movement and listener reaction. This is not a sales chart.

1. For The Heart – Elvis Presley – RCA
2. My Eyes Can See Only As Far As You – Charley Pride – RCA
3. After All The Good Is Gone – Conway Twitty – RCA
4. I'll Get Over You – Crystal Gayle – United Artists
5. I Couldn't Be Me Without You – Johnny Rodriguez – Mercury
6. The Winner – Bobby Bare – RCA
7. One Piece At A Time – Johnny Cash – Columbia
8. Together Again – Emmylou Harris – Reprise

KLC – LOS ANGELES
There Won't Be No Country Music – C.W. McCall – Pyramid
I Gotta Get Drunk – Willie Nelson – RCA
Ask Any Old Cheater Who Knows – Freddy Walker – Country
Columbia
Let Me Be Your Friend – Mack White – Commercial
Wright Or Wrong – Ronnie Dove – Motown
WUJD – CHICAGO
She – Throw Stones At You – Freddy Hart – Capitol
The wonders – Joe Stampley – ABC/Dot
The Winner – Bobby Bare – RCA

WMC – MEMPHIS
Mercy – Jean Shepard – United Artists
Sickening Mist – Waylon & Jessi – RCA
One Piece At A Time – Johnny Cash – Columbia
America The Beautiful – Charly Rich – Epic

KCOG – SAN BERNARDINO
I Gotta Get Drunk – John Ford – Country

WBCR – BOSTON
I Gotta Get Drunk – John Ford – Country

WCKX – KANSAS CITY
E Pass City – Marty Robbins – Columbia
I'll Be Just Fine Enough – Darin Young – Mercury
Your Picture In The Paper – Statler Brothers – Mercury
You've Got Me To Hold On To – Tanya Tucker – RCA
The Last Cowboy Riders Again – Ed Bruce – United Artists
Don't Play Your Games – Glen Campbell – Capitol
For The Heart – Eddy Merckx – RCA
Jasper – Jim Stafford – MGM
Nuthin' Takes The Place Of You – Asleep At The Wheel – Capitol

BOBBY BARE “THE WINNER”

PB-10556

Another first rate song from Bobby Bare and Shel Silverstein. It's on its way up!
singles

WAYLON JENNINGS & JESSI COLTER (RCA PB 10653)
Suspicious Minds (3:59) [Press -- BMI] (Mark James)
Suspicious Minds is a brand of American music that's most satisfying and the husband/wife team of Waylon Jennings and Jessi Colter prove their tremendous talent at putting across this type of song. From the LP "The Outlaws." top charting is predicted. Flip: No info. available.

JOE STAMPELY -- ABC/Dot DOA 17624
All These Things (3:07) [Mint -- BMI (N. Nevins)]
An all-round good country record -- our stamp of approval on "All These Things." Stampeley's vocal delivery, the swingin' beat, the musical arrangement, the background vocals, and the excellent production by Norro Wison and Ron Chancey. Flip: No info. available.

DAVID ALLAN COE (Columbia 3-10323)
When She's Got Me (Where She Wants Me) (2:45) [Window -- BMI] (David Allan Coe)
From the LP "Longhaired Redneck." David Allen Coe sings his self-penned song about that old "game" of love. The writer's influence is apparent here and there's a solid, steady and piano throughout. An overall good country production by Ron Bedesic. Flip: No info. available.

TOMPALL AND HIS OUTLAW BAND (Polydor PD 14314)
T For Texas (4:10) [Peer Internationals -- BMI] (Jimmie Rodgers)
Just about every country recording artist has recorded this old Jimmie Rodgers standard, and Tompall's rendition carries the familiar honky-tonk sound and he fits his voice well to that sound. It's a good one for the boxes, and a chart for sure. Flip: No info. available.

DAVE & SUGAR (RCA JH 10625)
The Door Is Open (2:42) [Jack -- BMI] (Bob McDill, Dickie Lee)
The way this team sings about this 'standing invitation' deserves a standing ovation. With a delightful different approach, Dave & Sugar are a welcome addition to country music. Stay with it. Let's hear more. Flip: No info. available.

BLACK OAK ARKANSAS (MCA 40536)
Great Balls Of Fire (2:22) [Unichappell/Chappell -- BMI/ASCAP] (J. Hammer, O. Blackwell)
With Black Oak Arkansas, it's a framing rendition of a red hot song. Betcha can't sit still when you hear this one. It moves fast, and it's music like you've never heard before. Flip: No info. available.

JIMMY BUFFETT -- ABC 12175
The Captain And The Kid (3:16) [Let There Be Music -- ASCAP] (Jimmy Buffett)
The extremely talented Jimmy Buffett weaves a vocal smoothness into this beautiful ballad. Both the lyric and the music make the very worthwhile listening. From the LP "Havana Daydreamin'." It's a certain chart material. Flip: No info. available.

MEL MCDANIELS (Capito: P 4249)
Have A Dream On Me (3:12) [Music City -- ASCAP] (Bob Morrison)
A brilliant country recording. Bob Morrison's quality country vocal is in proper perspective with the good ole country fiddle and steel sounds. Watch the charts for this one produced by Johnny MacRae. Flip: No info. available.

CARL MANN (ABC/Dot DOA 17621)
Twilight Time (2:42) [Devon -- BMI] (B. Ram, A. Nevins, M. Nevins)
Carl Mann's rendition of this old standard is an entertaining balance of a good vocal and good music. In moderate tempo, it's danceable and should go well on the boxes. Production credit goes to Don Gant. Flip: No info. available.

KEITH CARRADINE (ABC 12117)
I'm Easy (2:59) [Lion's Gate/Easy -- ASCAP] (Keith Carradine)
Academy Award winner! From the motion picture soundtrack Nashville. Keith Carradine's 'I'm Easy' is easy to listen to, and if you happen to be one of the millions who saw 'Nashville,' it makes it even better. Flip: No info. available.

AVA ALDRIDGE (MGM M 14847)
I Want Some (2:10) [A Carter] -- BMI] ( Ava Aldridge, Roy Aldridge, Gene Kennedy)
"From the LP "Frusterated Housewife." Ava's not frustrated on this one. It moves very fast as Ava sings sensuously that she wants a loving kind of a love. With strings arranged by Bergen White, it's an outstanding musical production. Flip: No info. available.

BEN BIG ATIKINS (GRT 947)
Them Old Love Songs (2:59) [Combine -- BMI] (Donnie Fritts, Troy Seals)
Big Ben comes across with some mighty powerful singing on this Fritts/Seals tune. With strings and steel to emphasize the lyric content. It's a soulful sound. Looks like a hit record for Big Ben Atkins. Flip: No info. available.

JIMMY NALL (Monument 258-8688)
I Guess I'll Have To Sing About Texas (If I Ever Gonna Be A Star) (2:13) [A Gallic/Argee -- BMI] (Camilo Taylor, Linda Krimmel)
Jimmy Nall sings a swingin' tune with a fantastic country sound in the music. Lyrically he figures he'll have to give up the love songs and sing about Texas to reach stardom. It's a great country Chanter. Flip: No info. available.

LYNCH & LAWSON (Monument Z58-8867)
(You're A) Baby Doll (2:45) [House of Bryant -- BMI] (Boudleaux Bryant, Felice Bryant)
It's the1ely team of Lynch and Lawson with a livewire tune about a real live baby doll. With clever lyric by master writers Boudleaux and Felice Bryant and production by Bill Justis, it's very definite chart material. Flip: No info. available.

LPs

BLOODLINE -- Glen Campbell -- Capitol SW 11916
"Bloodline" is an all-round good recorded performance by the one and only Glen Campbell. Included is his current single, 'Don't Pull Your Love.' Then You Can Tell Me Goodbye, which is charting steadily, and another we particularly like, the Ben Peters tune, San Francisco Is A Lonely Town, which is a tremendous song for the Campbell style. Ca: it country, call it pop, it's a great album. Other selections: Baby, Don't Be Givin' Me Up, "See You On Sunday," and Jessi Colter's Bloodline, "Everytime I Sing A Love Song," "Lay Me Down (Roll Me Out To Sea)," "The Bottom Line," "I Got Love For You Ruby.

MOTELS AND MEMORIES -- T.G. Sheppard (Melodyland MS-40351)
The smooth quality of T.G.'s voice, and the artist's ability to bring into full focus an emotional lyric are heard in each selection on this LP. It's truly a tremendous performance by T.G. Sheppard. Selections: Motels And Memories, Cowboy In The Rain, Little Brown Paper Bag Blues, It's Hard To Be A Farmer When You've Never Been In The Rain. We Just Live Here (We Don't Love Here Anymore). Woodnight. Night Poker, 'Shame,' and 'Solitary Man.

HOLD ME TIGHT -- Rebecca Lynn -- Elka S-602
The clear vocal ability of Rebecca Lynn heard on this album is indeed refreshing, and proves her obvious maturity as a recording artist. She gets full support musically but maintains dominance throughout. A splendid album! Selections: 'Hold Me Tight,' 'Once In A While,' 'Ain't That A Shame,' No One, 'He's That Kind Of A Man,' 'I Break The Habit Big Mover,' He's Too Busy Working To Cheat On Me, 'No More Tears' and 'Cod Carolina Morning.

THE OAK RIDGE BOYS -- Columbia KC 39395
This contribution to the world of music is Old Fashioned, Down Home, Hand Cappin', Foot Stompin', Southern Style, Gospel Quartet Music, and if we may go further, fantastic! Selections: Lord I've Been Ready For Years, 'No Earthly Good,' Jesus Knows Who I Am, The Same Old Fashioned Hymn Singin' My Way Back Home, Where The Soul Never Dies, 'It's Been Done, Doctor God,' 'Jesus Was There,' and 'Last Train To Glory.

PISTOL PACKIN' MAMA -- The Good Old Boys -- Round Records RXLA 597G/RX109
You're deep in bluegrass country with this album. The Good Old Boys Featuring David Nelson and Frank Wakefield, with special guest, Chubby Wise and Don Reno, it's great listening. If you're craving bluegrass, feast on this one produced by Jerry Garcia. Selections: Ashes Of Love, Here To Get My Baby Out Of Jail, 'Lone Gone,' 'Dim Lights, Thick Smoke,' 'Deep Ellum,' 'Pistol Packin' Mama,' Banjo Signals, 'Toy Heart,' Leave Well Enough Alone,' 'Too Wise,' and 'Saddledown' Me."
Lee Mendell—Outlook Unlt.

LOS ANGELES — That warehouse space you've been thinking about is finally available at a price you'll be a fool to pass up. The only problem now is how to utilize it to your best advantage.

One has to be careful and you've heard Paris may be an excellent export market but you don't speak French and you don't know anyone in France.

A hot British act represents some material you'd like to license for the U.S. You're tempted to go with them until now you've worked MOR and you've never dealt with hard rockers before. You realize there's potential, but you don't want to blow it.

You're offered what seems to be a very good deal to tour the Balkans. It's a chance to build ego. Get some practice out of town and say you've traveled. But the thought of any of the trip failing through—or being stranded over there—scares you half to death.

What you need is a consultant. Someone with experience. A person who can turn that problem into the real opportunity.

Lee Mendell is a guy like that. He's been inside and out of the record business in just about every capacity you could imagine, and he's never had a day where you may not have encountered yet.

Mendell was born in England and lived in Canada until he came to the U.S. got a job with Liberty and, as they say, began climbing the ladder. West-coast regional. LP sales manager, branch operation mgr. of the Liberty stereo tape division, distribution, finally vice president of marketing including most areas of responsibility excluding manufacturing. That was about ten years ago, relieves Mendell. It was my fondest dream that there's such a thing as worldwide marketing. It's not practical with every piece of product, but it is practical in the end in some areas whereby you can essentially market one piece of merchandise virtually in the same manner.

And the man was working for the time.

A Bennet — said yeah that makes sense fine you've got and so apart from the domestic. I also became involved in international marketing and eventually spent four years as vice president of international operations for United Artists.

On His Own

After fourteen years in the business, exploring as much as possible, Mendell left UA just June. As time and a half went by, Mendell thought out his options, finally setting on the formation of his own consultancy, Lee Mendell Ltd. 'And everything fell into place,' he shrugs. I don't want to remain purely international because my basis in the industry is domestic. This way, I'm able to do my both.

And just what does being a consultant mean?

'Evaluation, executive guidance and some entrepreneurial areas,' he explains.

I represent a company called Trans-Atlantic Records, based in England, in my presence in North America. I represent them with their present and future licensees, in publishing. I try to obtain lines for them and I scout companies for them to represent in the U.K.

I also work for the New York Times Music Company whereby I'm involved in copyrights as well as consultation.

I'm also involved with a distributing company out of Ottawa. Obviously it's multi-faceted in terms of responsibility. I'm organizing it into an operating, ongoing efficient company. They do very well up there and I'm trying to do something long-term, change the image from an importing company to a fully-fledged domestic distributing Canadian company.

KGB PROVIDES GOOD TIMES FOR MCA

MCA recording artists, the KGB band, have even more to celebrate, MCA Records. The group, comprised of Ray Kennedy (vocals), Carmine Appice (drums, vocals), Barry Goldberg (keyboards), Ben Schiff (guitar, vocals) and Greg Sutton (bass and vocals) performed selections from their MCA album, KGB, during a sneak preview of their live show. The party was to celebrate the release of their new album.

7 The tour coincides with the release of KGB’s first single, “Magic In Your Touch” and will cover such major markets as Chicago, Detroit, New York, Boston and Los Angeles. Mishgitz, the album was produced by Van Halen.

FORECAST DISK — Steely Dan’s next from ABC in one month. Based on radio re-action, a double-sided single is due from Genesis next week: "A Trick Of The Tail" b/w "No Time." Bloomies are also looking forward to Warner-Gurvitz Army, Jan Hammer and Andy Pratt, the latter an Arif Mardin production. General Johnson is now recording his first LP for Astra. One cut will be "Patches," a Clarence Carter hit penned by the general. Island recording artist Robert Palmer will use his current touring band on his next album. Betty Davis is now recording in New Orleans and Bob Marley and the Wailers’ next will be titled "Rasta Man Vibration." Speaking of the Jamaican touch, the Wailers are backing Joe Cocker on his next album, with Clarence White playing on a few tracks. Cocker is rumored to have another wholly own LP in the can, featuring New York session men. Warners is releasing a Doug Kershaw LP in May, recorded almost entirely in Baja. Colorado, not far from his birthplace. Dion & The J’s next is in the germinal stage with Steve Barri and Michael O’Marion co-producing.

FLYING — With hours of ending his sellout stint at New York’s Bottom Line, Eric Carmen was off to England to tape a series of television shows. Then it was on to Scandinavia. After an 18 month leg pressured concert drought in Italy, the Baker-Gurvitz came in for a 10-day tour, granted to a group of Italian promoters as a test of whether rock concerts could be held without major problems. Minor Smiths have arrested an individual in connection with seizing $116,000 worth of tickets to a phoney Foghat concert. TUBE — Airing April 17 on Don Kirshner’s Rock Concert will be Black Sabbath, New Birth and Mahogany Rush.

Philip damiao/erico rudolph
BILL COSBY (Capitol-P 4258)
Yes, Yes, Yes (3:22) (Turtle Head - BMI) (S. Gardner, B. Cosby)
At first listen this sounds like a serious R&B offering, with slick production and back-up female singers. Cosby's voice, however, is so low that the mood created is actually quite fluffy.生产 and back-up female singers. Cosby's voice, however, is so low that the mood created is actually quite fluffy.

JONNY NASH (Epic B-50219)
(When We Were) In Love (3:29) (Kags - BMI) (H. Alpert, A. Lidier, S. Cooke)
An interesting cover of a classic tune. Nash shifts the rhythms around, experiments with the phrasing, and what emerges is something his very own - it's almost a new song.

KEITH CARRADINE (ABC-127)
I'm Easy (2:59) (Lion's Gate - BMI) (C. Carradine)
Carradine recently won an Academy Award for this song from the movie Nashville. It's a beautiful ballad. Carradine accompanies himself with fingerpicked guitar. An economical but effective back-up was provided by producer and arranger Richard Baskin. Because of the award the tune is being re-issued and should sound a lot better on AM radio.

DANE DONOHUE (Par-180008)
I'm Easy (3:08) (Lion's Gate - BMI) (C. Carradine)
Donohue has taken the Carradine song and turned it into a slightly country direction. A bouncy country fiddle piano, top, and back-up vocals, work within the mood. This one will be added to country spots, and it will be interesting to see how these two compete for their share of pop radio.

PAUL DELIATO (Artists of America AOA-120)
It's Only Make Believe (3:16) (Vogue - BMI) (Holland, Dozier, Holland)
Deliauto has come up with another single from his "Cara Mia" LP and it's a winning cover of a classic song. The voices are exuberant, full, and supercharged with emotion. Deliauto has taken an oldie, added his own brand of energy and has managed to take a good pop song and make it a hit.

STEVE WIGHTMAN (Farr FR-003-A)
You Know The Feeling (2:45) (Carmel Music - SESAC) (S. Wightman)
Wightman has taken a popular oldie, reminiscent of some Eagles lead vocals, and has written a catchy tune to go with it. The song is already achieving a large measure of success in the Northeast, and the soft production will take this to all pop and MOR markets.

THE CHAMPS' BOYS ORCHESTRA (Janus-J259)
Tubular Belts (3:10) (Aom - ASCAP) (Mike Oldfield)
Janus Records picked up this song after hearing it at this year's MIDEM conference. It's another hit for the band, and the rest of the song follows suit. This is a professional offering, in the pop-MOR market, and should be picked up by radio stations that lean in those directions, and FM progressive as well. The horns fill out this in a most attractive manner.

SIR WALES WALLACE (Now Sound NS-101)
People Sure Act Funny When They Get A Little Money (3:18) (Tranquillo-Gravy)
This song is a remarkable achievement. It has a country feel to it that makes it interesting.

This tune jumps right up at you! The Philadelphia sound is prevalent, and in fine form here. Sir Wales is a great singer, he knows how to phrase the most. The horns and back-up singers give the tune an extra push. Program directors: check this one out, it's got potential.

SANTINO CALIFORNIA (Laurie LR 3640)
Tornado (3:33) (Tro-Ess - ASCAP) (I. Polizzi, C. Nati, R. Mamone)
This is a great song that moves through the grooves. Backing vocals lend the feeling of a full choir, and the lead vocals, sung in Spanish, is beautiful. This will certainly get MOR and Latin-oriented airplay.

LONNIE YOUNGBLOOD (Capitol-CAS 109)
You Better Get Out Of Town (3:30) (Sherlyn - BMI) (C. Reid)
Youngblood's voice is edged with roughness, and he uses it on this single to make more than a few emotional points. It's an up-tempo boogie ballad that should find a place on AM and pop playlists. Great production, and the playing especially the sax work, is accomplished.

ROGER WHITTAKER (Victor KMO-5025-A)
My Pays Bleus (3:10) (No licensing info) (R. Whitaker)
This recording begins with a touch of baroque, and then Whitaker's voice comes in, deep and expressive. The song is in French, but no matter, the melody is beautiful. Look for this one to pick up adds on many MOR stations.
CONCERTS BY THE SEA, REDONDO BEACH — Anthony Braxton, until recently, has been primarily an underground figure. He has consistently been a critics’ favorite; he has gathered, over the years, a number of prestigious awards. He’s paid to play guitar for the band “Annie Love,” one of the more poignant tracks from her new Columbia album, “Smile.” As she mentions in this interview, part of some of New York’s finest took hold of the music: Michael Maneri, ace vibist.

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Anthony Braxton has assembled an excellent band. Dave Holland plays bass on his own personal line with Ross Carter and Stanley Clarke. In the more improvisatory pieces he managed to echo Braxton’s complex lines with a bowed bass — each note was clear and full of emotion. Philip Wilson is a new addition, on drums, and handled the job like a veteran. In Braxton’s polyrhythmic compositions Wilson was more than just a timekeeper; his delicate touch on different percussion instruments skewed to enhance the melody. Leo Smith rounds out the rhythm section with that of a professional drummer, but he also displayed five or six solos, each completely original in time, rhythm, and dynamics. Braxton addressed an entirely new group of audiences, including those who have never heard of him. The band is still evolving, and the music will be rated on the recognition he deserves.

Barbaric Braxton, with a still new group of instrumentalists, flute, contrabass clarinet as well as sax. The songs were carefully chosen and the orchestration into melody, tone, and rhythm.

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Rock superstar Leon Russell displays his softer side on this album accompanied by his new wife, Mary (McCreary). The tunes show Leon leaning in a jazz-soul direction, with some tasty vibes, reeds and a variety of percussion licks. Mary's vocals provide an effective counterpoint to Leon's as well as the two blend in a pleasing offering. Cleanly produced by Bobby Womack, who also lends his musical expertise as a player. The LP is a strong offering to both the AM-pop and FM markets with many selections being well suited to R&B play. Top cuts include "Paradise" and "You Are On My Mind.

CHEYENNE'S COMIN' — Cheyenne — Shadybrook SB 33-002 — Producer: Gene Russell — List: 6.98

Cheyenne's Comin', "is a tasty offering in the jazz-funk genre which features a tight horn section that builds a strong foundation for the singers: Cheyenne Fower, Sheryl Johnson, Kimberly Boyer and Richard Howell. The tunes often take on a funky-disco feel, like the title cut, which features some funky clavinet riffs by Clarence Bell. Cheyenne can also come across well with the smooth jazz feel of "Groovin' With You," a tune which showcases their fine reeds. Watch this album for potential progressive, MOR and some limited pop airplay.

FREE AND IN LOVE — Millie Jackson — Polydor SP 1-6709 — Producers: Millie Jackson, Brad Shapiro — List: 6.98

Millie Jackson lends the power of her soulful vocal posturings to an album of material ranging from the lilting disco feel of "A House For Sale" to a hinting cover of the Bad Company tune, "Feel Like Making Love." Credit must be given to the clean yet unobtrusive presence of background singers Rhoads, Chaimers and Rhoads and the tight, effective application of a clean string section. The tunes should find wide acceptance on R&B and pop stations with special attention being paid to the growing demand for disco tunes, several of which are on this LP.


With their premiere album, ably produced by Nashville notable Norbert Putnam, the Pousse-Dart Band comes across as something more than just another country-pop ensemble. The opening track, "What Can I Say," cleanly enunciates their clean lines, while "Dancer" and "Woman In My Dreams," lend an acoustic/electric flow that reveals heavy airplay potential. For those lovers of the ultra-bright Eagles sound or any listeners who likes his music simple yet nicely shaded, the Pousse-Dart Band is an album which should meet these needs in the AM/pop marketplace.


Ian Lloyd's soaring vocals float on top of a strong rhythm section all of which is carried across by very tight, dramatic horn arrangements. The tunes bear a very definite pop-rock feel making them highly accessible to AM audiences while the effective use of some jazz instrumentation and clean production work will open doors in more contemporary markets. An overall air of British pop pervades the album and some tunes, like "Let Me Down Easy," will appeal to FM programmers. "Oh Let Me In" and "Sensations" are hot AM shots.

WILDERNESS — C.W. McCall — Polydor PD-1-6069 — Producers: Don Sears, Chip Davis — List: 6.98

In his colloquial way, C.W. McCall relates stories about trucks, cats, hippies and the wilderness. Some tunes are big production pieces, replete with extravagant orchestration and full backing choir while some cuts reveal a simpler side of McCall, like "Roy," a 35 second ode to his goat. TLC for a possible follow up to his hit "Convoy." Producing an encore of his incredible "Convoy" success with There Won't Be No Country Music, the LP is a musical interpretation of some of C.W. McCall's most notable works — and Parsons is certainly equal to the task. He has produced albums for Wings, Steve Harley and Cockney Rebel and the Who, to name a few. The album is an immediate production excursion into the dream-like realm of thought in which Poe resided, featuring a cast of 200 musicians. The gargantuan effort will find a comfortable spot on FM playlists while AM programmers should give a listen to "The System Of Doctor Tarr and Professor Fether." Parsons also grapples with the likes of "The Raven" and "The Cask Of Amontillado.


The Alan Parsons project has taken on an ambitious project indeed. The LP is a musical interpretation of some of Edgar Allan Poe's most notable works — and Parsons is certainly equal to the task. He has produced albums for Wings, Steve Harley and Cockney Rebel and the Who, to name a few. The album is an immediate production excursion into the dream-like realm of thought in which Poe resided, featuring a cast of 200 musicians. The gargantuan effort will find a comfortable spot on FM playlists while AM programmers should give a listen to "The System Of Doctor Tarr and Professor Fether." Parsons also grapples with the likes of "The Raven" and "The Cask Of Amontillado.


In his third offering, Jim Gilstrop provides enough emphasis to keep the disco crowd satisfied for a long time. 14:11 on side one, in fact. The icy cleanness of his many talents fills the roles of writer, producer, arranger, composer and multi-talented musician. The songs bear a light jazz feel with pleasing vocal lines which should make it a popular play in the MOR market. Gilstrop can also be expected though the tunes really do not lend themselves to pop play, where many of Pinder's Moody Blues followers are.


In his second offering, Jim Gilstrop provides enough emphasis to keep the disco crowd satisfied for a long time. 14:11 on side one, in fact. The icy cleanness of his many talents fills the roles of writer, producer, arranger, composer and multi-talented musician. The songs bear a light jazz feel with pleasing vocal lines which should make it a popular play in the MOR market. Gilstrop can also be expected though the tunes really do not lend themselves to pop play, where many of Pinder's Moody Blues followers are.


This album represents the immortal comedian W.C. Fields' at his absolute best. It features excerpts from his early radio days with Don Ameche, Edgar Bergen and Charlie McCarthy, and many skits which were adapted for radio by Fields from his film experiences. Highlights include: "The Pharmacist," "The Temperance Lecture," "The Skunk Trap," "Roxbury" and "Strike Up The Band." (A Fieldian Commerical).


Consider The Source is a solid offering in the disco-funk vein. The tunes are sick and funky with just enough emphasis on the staccato guitar riffs which punctuate the vocal lines with clean expertise. Tunes cover a wide range of feelings — some featuring male lead vocals, while others showcase the female vocalizations. Fine offering for the R&B and disco-pop markets, with "Under Your Spell" and "Good Lovin' Is Good Lovin'," standing out as top picks.
r&b ingredients

Chelsea Records is going to burn up the airwaves with their latest LP "Love Talk" by James Gistlap, produced by Wes Farrell and arranged by Gene Page. Wait till you see the cover. It makes the "Honey" LP cover look tame. "Love Talk" is on side A and side B includes "Moos Me." "Never Stop Loving Me (Never Stop)" and "Todd Rundgren's "Heilo It's Me." This LP will definitely shake up your head.

The Tramps (Stanley Wade, Harold Wade, Jimmy Ellis, Robert Uphurch and Earl Young) just released the Cash Box of May last week to chat. They have another killer on their hands with "Where All The Happy People Go." Their new LP, same title, will be out shortly and from inside reports should be sensational. The group is originally from Philadelphia and began a decade ago. Early Young, who acts as spokesman for the group, is happy hoping sales of this LP will start "out. We would like to see it as successful as the last LP, before being known as the Tramps we were called the Voltanes." Early also added that the group is in all forms of music but that they personally like doing songs that are up-tempo and that tell a real life love story, "We like to direct our energies to the people out there that follow us." Their first big single, "Zing Went The Stings Of My Heart," is the theme song for the kiddie show "Wonderama." Another hit tone out from their new LP will be a little thing called "Disco Party." The Tramps are also set to do a lot of television in the near future. Aretha Franklin has left Queen Booking Agency and has signed with Regency Artists. Ashford & Simpson, who have a smash on their hands with "If I Come, It'll Come, If I Come," are set to make an appearance on Don Cornelius' Soul Train.

MOTOWN DEE JAY WINNERS — Motown recently held a Disco-O-Tech Dee Jay Contest and Rich Pampelina, at the Hippopotamus in New York and Ted Cleveland, dj at several L.A. clubs, won. Shown above in foreground are Rich and Ted. Back row left to right are: Willi the New Bloodstone single "Do You Wanna Do A Thing" and Robert Scott, program director. "The Spinners, with nine gold records to their credit, are currently in Tacoma, Washington with producer Thom Bell recording a new LP. No title or release date as of yet. After that they will rest awhile and then hit the concert trail in May with dates at Painters Mill and Westbury, Long Island. They will also be singing the National Anthem May 15 at the Preakness Race. In June they will be at Pine Nob in Detroit, where they will share the stage with Casablanca's Donna Summer. Gene Shore, formerly of Gemini Artists, is now booking acts for Regency Artists. Shadybrook Records has another winner with the release of "Cheyenne's Comin." The LP was produced by Gene Russell and the eight-piece Cheyenne Band combines jazz and soul with dashes of funk and spunk. Hot cuts are "There's No Longer Two For Us," "Cheyenne's Comin'" and "I Don't Speak With Forked Tongue."

Johnny Nash has come up with another smash entitled "Wonderful World." Watch this one climb. General Johnson, hot on the charts with "All In The Family," is currently in the studios working on his first LP for Arista. John Klemmer is back in the studio to record the follow-up to his smash "Touch." LP. He will again be teaming with Stephan Goldblum. Miles Davis has released a single from his latest LP "Agartta," "Theme From Jack Johnson" and "Maiysha" will cool everybody out ... R&R Records has come up with a winner. It's by Bobby Williams and is entitled "Everybody Needs Love Sometime."

Marlena Shaw was hot, hot, hot at the Playboy Club in L.A. The silky songstress put on one hot and nasty set. Marlena has a new LP coming called "Just A Matter Of Time" which was produced by Bert deCoteaux. Bert is also very hot at the moment. His latest can be heard on the new Bloodstone single "Do You Wanna Do A Thing." Marlena's new single is "It's Better Than Walkin' Out," which is going to be a monster. A highlight in Marlena's show was when she did "Go Away Little Boy." The sister got down.

Speaking of ladies, Esther Phillips was in at the Concerts At The Grove, where she put on a very soulful and moving show. Her new LP is hot ... Cash Box wants to offer a diabolical story or the current scenes of the L.A. based Salsoul Records. Gloria Spencer, Gloria, who recorded on Nashboro Records, will surely be missed by all her fans. Kessler-Grass Management have announced the signing of Motown recording artists. The Originals to an exclusive management contract. A new single, entitled "Touch," will be out shortly with the group scheduled to begin a northeastern tour beginning in Portland, Oregon.April 20. O.J. Jones, the main man on the southern scene, caissin to say that "Soul Boy" by Soul Boy on Amphetamine Records is heating up. "It's a super fun thing that they record and it's too on top corner corners and this cop would always come and chase us away. He constantly told us that we would amount to nothing but tramps. So when we started doing some gigs we decided to get a new manager on the man thing and we started "Out. We would like to see it as successful as the last LP, before being known as the Voltanes we were called the Voltanes." Early also added that the group is in all forms of music but that they personally like doing songs that are up-tempo and that tell a real life love story, "We like to direct our energies to the people out there that follow us." Their first big single, "Zing Went The Stings Of My Heart," is the theme song for the kiddie show "Wonderama." Another hit tone out from their new LP will be a little thing called "Disco Party." The Tramps are also set to do a lot of television in the near future. Aretha Franklin has left Queen Booking Agency and has signed with Regency Artists. Ashford & Simpson, who will smash up their hands with "If I Come, It'll Come, If I Come," are set to make an appearance on Don Cornelius' Soul Train.

TOP 50 R&B BALMUS

CHICAGO RECORDS is besieging the radio airwaves with the latest release by Motown. The LP featuring the Randy Crawford duet, "Happy People," is up to the top 5. The LP features the hits "I'll Be Around," "Disco Ball" and "You Don't Bring Me Flowers." The album is produced by Al Jackson and is expected to be a hit. The group has been touring extensively and has gained a reputation for their energetic performances. Their distinct sound and vocal harmonies have earned them a dedicated following. Look out for their upcoming tour dates and be prepared to dance the night away!

Soul waves Rap On

Chuck Smith, program director at KDIA feels that the restricted playlist is dying. Tight playlist writers aren't getting it done. I talk with high school students and housewives all the time and they always complain about hearing the same music over and over. I think that things have to be more creative. For example, I like Al Green and the O'Jays however I don't believe that you have to hear them every hour. To me a good music mix is superior to the individual song.

Ernest James, program director at WBMX in Chicago feels that too many jazz artists are being influenced by the disco syndrome. Eighty percent of the records coming out now are disco oriented and it is becoming a tune. I always think there will be fast records but I still think there is more room and a desire by radio listeners for good ballads and mood music.

Joe Fisher, program director at WCKO said he feels that the disco thing has run its course. Personally, my jocks and myself are very bored by the same disco sound with strings. I'm noticing from the disco situation down here that people are requesting mood music, ballads and inbetween fast songs. I think that by summer we will drop our disco format.

Jerry Fletcher, program director at WZQT said that he is noticing more and more soul and disco records on the top 100 charts. The people in my area still want to dance and even though some of the tunes are repetitious I think the people down here are still getting off on the disco thing.

Robert Scott, program director at KYAC said the disco thing has peaked. "Instead older r&b styles are starting to come back. Good ballads and the records by such groups as Love Committee, Heaven & Earth and Dorothy Moore are popping up the charts. Good old r&b has returned with its funky beat rather than the disco beat. Music

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<th>No.</th>
<th>Title</th>
<th>Artist</th>
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<td>1</td>
<td>DISCO LADY</td>
<td>Sister Sledge</td>
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<td>2</td>
<td>MISTY BLUE</td>
<td>Gladys Knight</td>
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<td>3</td>
<td>LIVIN' FOR THE WEEKEND</td>
<td>B.B. King</td>
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<td>HE'S A FRIEND</td>
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<td>HAPPY MUSIC</td>
<td>Kool &amp; the Gang</td>
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<td>I'VE GOT A FEELING (WE'LL BE SEEING EACH OTHER AGAIN)</td>
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<td>DAYLIGHT</td>
<td>St. Elmo's Fire</td>
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**ALPHABETIZED TOP 10 R&B SINGLES (INCLUDING PUBLISHERS AND LICENSEES)**
More Ingredients: N & E

Get Down Get Down by the South Side Coalition, "Freak And You Shat Find" by Sugar Billy, "Kissin'baby" by Black Blood, "The Lonely One" by Special Delivery featuring Terry Huft, "My Bionic Man" by Zebera, "Let The Music Play" by J.G. Lewis, "Soul Vibrations" by Stoney Boys, "Together" by Johnny Mathis, "Feelings" by Elnor Bishop's "Foolish Around And Feel In Love," "Takin' It To The Streets" by the Doobies, "Two Fisted Love" by Phoebe Snow, "Lowdown" by Box Scaggs and "Union Man" by the Cate Bros. The Brotherhood of Man have a two-sided smash with "Let's Love Together" and "Save Your Kisses For Me." Both are stone-smashes for Pye Records.

Leon & Mary Russell have a new LP out for Warners, "Wedding Album." That's hot, hot, hot! One of the top songwriters is Bobby Woman's "Destroyed Your Love" by Special Delivery and "Disco Man" by Three Quinces of Love. "Feelings" is the latest single release by Johnny Mathis. It's a winner all the way. Also, the Bidisha Orchestra has released a new single entitled "Rainforest." Records are crossed 'long and hot. Hot crossover material includes Elwin Bishop's "Foolish Around And Feel In Love," "Takin' It To The Streets" by the Doobies, "Two Fisted Love" by Phoebe Snow, "Lowdown" by Box Scaggs and "Union Man" by the Cate Bros. The Brotherhood of Man have a two-sided smash with "Let's Love Together" and "Save Your Kisses For Me." Both are stone-smashes for Pye Records.

WDBO – FT. LAUDERDALE

Get Down Get Down – Tampa

WBOS – BOSTON

Get Down Get Down – Boston

WRB – FT. LAUDERDALE

Get Down Get Down – Tampa

WJOL – CHICAGO

Get Down Get Down – Chicago

PILLSY NEWS –

Get Down Get Down is Jimmy Bishop, Leon Huff, Nate McCaia and Kenneth Gamble discussing the agreement for PIR and its producers to act as producers for Family Circle and other projects. Ca's Records will work on special projects for PIR.

A Dyn-o-mite event is coming – the Pablo Jazz Festival featuring Ella Fitzgerald, Oscar Peterson, Joe Pass and the Count Basie Orchestra will begin touring the country April 30. So far the dates include San Francisco, L.A., Chicago, Cleveland, Pittsburgh and Washington D.C. This is going to be one of the best shows of the year and a must for all Bobby Rodriguez Y Campana was added to the bill of "The Inner City Jam" held last week at the Beacon Theatre. The show produced by the Committee For Voter Education, also included Ben Vereen, Robin Kenyatta, Leon Thomas, The Tymes, Crown Heights Affair, The First Choice and the Alvin Alley Repertory Workshop. The concert was a fund-raiser to help start a new campaign to register a quarter million new voters in the New York area. Ray Barretto will record his next Fania LP live when he performs at the Beacon Theatre on May 28. Ray is also coming out to the west coast in early May for some dates. "Bobby Stevens, Sonny Charles and Sweet Louie of the Checkmates Ltd. drooped by the offices last week to discuss their latest smash on Polydor, "An Aino By The Telephone." The single was produced by H.B. Barnum. The fijipins haven't been active in the recording end of the business for awhile and felt that the time was right for them to jump in when they first heard the tune. They are probably best remembered for their hit "Black Pearl." The Checkmates Ltd. however, haven't been inactive and are one of the hottest groups in the world. They have been together since 1958. (Their own publishing company and Sonny has written many hit tunes, including "I'm Leaving" done by Elvis. "We are not into gimmick tunes but good tunes with a strong background track." Bobby said. "When I go out on stage I want to give the people a good show. I want to be more exciting than the record." The Checkmates are currently doing a lot of television, including appearances on Soul Train and Dinah Shore to name a few. The group is now preparing to go on concert tour to support their latest album which are not allowed in the clubs they usually play. It's nice to see these talented guys back into the thick of things.

Bill Cosby has released his first single for Capitol entitled "Yes, Yes, Yes." It's a hit. Bill will also be coming out with an LP very shortly entitled "Bill Cosby Is Not Himself These Days, Ray, Owl, Owl, Owl." And then is a fan tv show for '76-77 season tentatively titled "Cos." to be produced by Chris Beard. Natalie Cole's new LP will be released May 10. It is entitled "Natalie." "Schoobilly Doot," her next single, will be released April 19. Also Natalie is engaged to Kevin Nance, keyboard player in her backup band Trance. The wedding will take place Aug. 1 at a Baptist church in Brooklyn, New York. Also Natalie will be opening for Bill Cosby next week.

WDRS – CHICAGO

Get Down Get Down – Chicago

WNNJ – NEWARK

Get Down Get Down – Newark

WILD – CHICAGO

Get Down Get Down – Chicago

WJOL – CHICAGO

Get Down Get Down – Chicago

WJOL – CHICAGO

Get Down Get Down – Chicago

JESS LEVITT

More Ingredients to the r&b radio playlists

WRB – FT. LAUDERDALE

Get Down Get Down – Tampa

WJOL – CHICAGO

Get Down Get Down – Chicago

WDBO – FT. LAUDERDALE

Get Down Get Down – Tampa

WJOL – CHICAGO

Get Down Get Down – Chicago

WNNJ – NEWARK

Get Down Get Down – Newark

WILD – CHICAGO

Get Down Get Down – Chicago

WJOL – CHICAGO

Get Down Get Down – Chicago

JESS LEVITT
C.M. LORD TO CAPITOL — Lord has signed a long-term exclusive recording contract with Capitol Records (L. to r.) Producer Ken Mansfield; Capitol’s marketing vice president, Jim Mazzu, Lord’s manager Max Byigua; World’s Artist’s Pau Smith, and Capitol’s executive vice president, chief operating officer, Don Zimmermann are on hand to offer congratulations. The singer’s debut Capitol album, titled simply “C.M. Lord,” will be released this month.

Springboard Sets TV Mkt. Division

NEW YORK — A TV marketing division has been formed by Springboard Int., Records, which will be headed by Bill Bel, former marketing vp of Columbia House and Longines Symphonette, and Marty Grossman, TV marketing director for Columbia House and Longines.

The intent of the new division is developing the Springboard catalog into the expanding sales potentials of mail order and in-store TV promotions. Bel and Grossman, whose background experience includes the creation of many successful TV and mail order packages such as The Fabulous 50’s, Johnny Mathis, “Greatest Hits of the Four Seasons” and Forty Funky Favorites will be headquartered at the Springboard home office in Rahway, N.J.

Parade Of States 9 38

ensemble from Massachusetts, that shock the plaster off the wa’s of the South West Office’s, forever conscious. She also liked the St. George Olympians Drum and Bugle Corps. Another veteran bicentennial concertgoer thought an organ concert was the most memorable. No records are planned for the series, which is being held, according to Dr. Montgomery. But between the concerts, the radio series, and the plagues, the country’s music and musicians should be well toward this year.

THANKS

As an expression of gratitude to sales, promotion, and marketing staffs of WEA for bringing home fourteen gold records in 1975. Atlantic’s west coast manager, Bob Greenberg, (r.), presents a plaque to Joel Friedman, president of WEA Corp. in Burbank.

Mendell’s Hobby Is His Job

If it sounds like a desk job, you’re partially right. A lot of mental blueprinting goes on where Mendell is concerned. In the case of the Canadian company, however, elbow grease is also applied.

It’s not the thing I think I would ordinarily be doing at this stage, but I showed them how to lay out the warehouse, showed them the racks, the flow procedure, the inventory procedure, became involved with their salesmen, with their sales reports, how they should be gathered up and being the Canadian, etc. It’s a total involvement because I have a basic knowledge of most aspects of the business.

Mendell’s depth goes far beyond the imaginary lines of North American borders. As we saw, maintenances with an English-speaking company can be trouble enough but, for the moment, imagine the problems of a foreign involvement.

Foreign Problems

There are some difficulties in those areas, notes bel, who pulled out the first licensee in Yugoslavia. For example, certain countries want to pay you in crystal china, some want to pay you in TV sets, some want to pay you a flat fee. You can’t accept $500 for an LP and have them ship you $10,000 worth of goods, it just doesn’t work. The rest have got certain restrictions whereby they can only pay certain royalties and if those royalties aren’t enough, they can’t pay you the artist. You can’t do business there, either. I negotiated with one country and we had a problem with payment and how soon they would pay and the problem of where the jurisdiction of contract would be decided. Those are important and key things.

Mendell speaks of the kinds of barriers a negotiator unfamiliar with foreign markets often encounters. The unknowing faux pas of eating with one’s left hand as opposed to the right. Or whistling at a concert in which the equivalent of a “boo” in that country.

All these things, continues Mendell, have something to do with the situation. the overall situation, the truthfulness, the majority of the business.”

Time and Emphasis

It takes a lot of time and a great deal of empathy to understand foreign markets, Mendell explains. It’s not the American market, it’s not the English market. Instead, that’s why it’s the American market, it’s not the English market. Instead, there’s a lot of unexploited people. People haven’t taken the time and effort to become deeply involved in foreign product. Because a CBS or an ABC or a network’s been there and done it, they’ve got the experience and it’s all done for us.

But the record business is not one comprised of mutual-national companies. There are very few. The majority of them are major in their own country and minor outside. That’s why they have licensees around the world. Insofar as that is concerned, the majority of the companies have not capitalized.

Where it’s obvious that an individual situation will be nearly indispensable in a foreign situation, many domestic companies often overlook the value of a homefront lease. While the giant communications companies have been busy with their huge small office, more costly ones are a matter of course for national companies.

Unfortunately, it seems to be a relatively corporate philosophy. It’s not intended to be that way, but there’s a basic communication gap when people are taking face to face! Applied to the record business as a whole it’s a constant problem. That’s why, in point of fact you have a NARM every year or a MIDEM or a MUSEXPO so you can have face-to-face meetings with your customers. Because communication is a very difficult yet very essential thing.

Discuss. Decide.

As communication is his basic service, Mendell not only covers the word between his accounts, but he also makes decisions on his feet. There has to be an ability to analyze and discuss,” he maintains, “and I have to be fortunate enough to have a very good working knowledge of both the American and foreign markets. I can therefore, make a value judgment which, I hope, is most of the time correct.

Of course, more often than not a well-thought dialogue can produce obvious answers to seemingly unsolvable problems. What is the licensee think about the product? Can any suggestions be made to better promote it? To give it a name as a product in the American market? Give and take. Maintain the flow of information so everybody’s publicly promote. And — knows what’s going on.

So Mendell spends a good deal of his time in his domestic travel: listening, looking, and asking questions.

Motivations

His job is helping clients become successful. Philosophically, it’s the best business. Mendell explains. It’s not the business. Mendell explains. It’s the idea. Mendell explains. It’s the idea of making something come alive. That way I can get my company fairly limited,” says Mendell. I want to represent clients that I respect and admire and I can help and vice versa. I don’t want to have thirty or forty clients where I have to spread too thin. I want a small coterie. That way I can give my time and attention.

It’s kind of Mendell’s hobby as well as his job. Not to smooth rough spots and help the lower they desire. The only thing he wants to do is get the record business started in a country. He’s always open to new ideas. He’s always open to new ideas.

Although, to be truthful, we’re not sure whether it was his hobby or his job which prompted him to suggest the idea for this Leblanc ‘s “Offering Unit.”

Legend Signs Wray

LOS ANGELES — Bill Wray has been signed to an exclusive recording contract by Legend Records, which is distributed by MCA Records. Bruce Allen of Legend has announced an Apri release date for the Louisiana native’s self-titled album.
Parade Of States To Feature Works Of Native Sons, Daughters
by Rebecca Moore

WASHINGTON, D.C. — First the Pascagoula High School Choirs opened the program in the foyer. Next the 41st Army Band, Jackson, Mississippi National Guard performed 'Glory Hallelujah.' Then thelong-grown, furrapped matrons and their families proceeded into the concert hall to hear music composed and performed by Mississippi native sons and daughters. After a welcome by their governor.

A church school somewhere in Mississippi? No. Just part of the Bicentennial Parade of States at the Kennedy Center sponsored by the National Music Council, with a grant from Exxon. Members of the National Music Council, which numbers some 60 organizations and 1,000,000 individual members, includes the American Federation of Musicians, the American Guild of Authors and Composers, ASCAP, BMI, Country Music Association, Music Educators National Conference and RIAA.

The Parade of States features the music of each state in individual concerts in the first state, kicking off the series last May. The programs will continue through 1976 in the order in which the states joined the union. A grand finale of soups marches is planned for December.

State representatives of national music clubs organize the programs of music unique to each state. Everything from William Billings to George M. Cohan to Duke Ellington to Moravian folk music will be performed.

'Cashbox' news

Parade Of States To Feature Works Of Native Sons, Daughters

JOE DE VIVRE — Diana Marcovitz has been signed to the Kama Sutra label and is currently recording her first album for the label at Secret Sound Studios in New York City. Entitled "Joe De Vivre," the LP is being produced by her manager Lew Linet, with Fred Thayer handling the arrangements. The album is slated for late spring release.

Shown here (l. to r.): Stanley Shadowsky, attorney for Diana, Lew Linet, her manager, Ms. Marcovitz; Art Kass, president of the Buddha Group, and Mort Drosnes, administrative vice president of the Buddha Group.

Mushroom Sets Promo

LOS ANGELES — Mushroom Records, Inc., owned and operated by MCA Music Publications, the independent promotion company, to its current promotion staff.

Dissatisfied with Tony Musitano's handling of national A&M secondaries with Richard Cheyne doing national FM promotion, the "Dreamboat Annie" LP by the Vancouver-based group Heart.

Mercury Classics

A thousand different titles in two and three volumes

In the Phonodisc operation there are eleven major branch operations that have resident salesmen and marketing executives. The attention that these people pay to the classical line, we feel, is responsible for this significant increase in classical volume, says Abramson.

Demographics

In addition to the volume increase, Abramson has noted a dramatic change in the demographics of his classical product sales. When he was with indies, 80 to 85% of his indies was sold in four markets. New York, Boston, Philadelphia and San Francisco. Now in the Phonodisc setup, the same four markets account for only 40%, while the total volume in classics, indicating that his branches are doing a far better job in smaller markets and that the specialty product than indie distributors were able to do.

In addition to salesmen and inventory clerks, Abramson attributed a great deal of the success in classics to the fact that Phonodisc has three classical marketing specialists, one operating out of the northeastern five states and another in the southwest. Nothing so indie distrib could afford to offer us.

Letter To The Editor

After all, that is what we are all trying to do. The rackjobbers' problem is to lower the prices to his accounts, thus making them more competitive with aggressive retailers. The enemy is the manufacturer, not the retailer.

The only proposal the rackjobbers could come up with was to spend money and make a survey concerning warehouse retailer's expenses, etc. enabling them to show the manufacturer how much it cost to rack an account. Of course, the manufacturers aren't going to do that because they don't know exactly why they set suckers do their distributing. The humor of the meeting was provided by the chairman (who had previously worked for MCA or NARM) who com- mended MCA for taking a forward step in defining the functions of a rack. I was glad to see in your editorial that you realize that the only thing MCA's program did was to smarten up the central warehouse retailer, who previously had to distribute their own merchandise at six percent just to compete with Mom and Pop stores.

Now MCA says they will do it for two percent giving the retailer a four percent edge on the Mom and Pop store. MCA has no right to institute this policy because of law suits from Mom and Pop stores. Can you imagine the law suits now?

This constitutes my case against the manufacturers in general and MCA in particular.

Jerry Richman
Richman Bros. Records Inc.
Philadelphia

Jackson/Yancy

Jackson/Yancy were enthusiastic about an upcoming product released by their company, completed in conjunction with Roy Eaton, featuring Natalie on vocal with the usual complement of musicians.

Jackson and Yancy are currently in the studio with Ronnie Dyson

Reddy To Star

In Disney Film

LOS ANGELES — Capito recording star Helen Reddy will have her first starring role in Walt Disney Productions' "Peter's Dragon," which will be shown in action and animation. The film will be produced by Ron Miller and Jerome Cortland with Don Chaffey directing. The musical score and songs will be written by the Academy Award-winning team of Al Kasha and Joel Hirschorn.

Bundin/Road Music Signs With Chappell

NEW YORK — Bundin/Road Music, a new independent music publisher, has been formed by Gerald E. Tefler.

The new music publishing operation is a co-publishing arrangement with Chappell Music Company which resulted from negotiations between Tefler and Norman Weiser, president of Chappell Music.

Tefler, who recently resigned as v.p. and general manager of ABC Dunhill, Inc. and Commercial Recording, Inc., played an important role in the careers of such writers as Harry Nilsson, Van McCoy, Chip Taylor, Sid Wayne and Carl Wayne.

Bundin/Road Music is headquartered at Suite #607, 1717 North Highway Ave., Canoga Park, Calif. 91304, phone (213) 462-4268.

Python Set To Record

NEW YORK — Monty Python, the English humorists, will be recording a live album for Arista Records during their three-week engagement at New York's City Center. The album will be released immediately upon completion.
20 Years Ago . . .

**Seeburg Select-O-Matic EV-200**

In August of 1956, The Seeburg Corporation introduced its model EV-200 Select-O-Matic 200-selection phonograph, portrayed in the accompanying photo. The unit's record mechanism was located at the top of the cabinet and it was completely glass enclosed for full view of the patrol. Incorporated into the model were such exclusive Seeburg features of the period as the Format Memory System, also the High Fidelity System, dual pricing selections and rotating program holder.

Dimensions of the EV-200 were 58½ by 36½ by 27½ deep. A good looking model, but a stark contrast to the outstanding and dramatic design of Seeburg's more contemporary units. The Entertainer 160-selection model.

**Allied Appts. F&S As Consultants**

SAN DIEGO — David Braun, chairman, and Bob Braun, president, of Allied Leisure Industries (Hialeah, Fla.) have signed the marketing consultant firm of F&S Consultants to be sales representatives for their line of coin and leisure equipment.

F&S, which stands for the team of Arnold Fisher and Dick Shaw, are already involved in contacting Allied's network of coin distributors on behalf of the company's 'Dyno Mite' pinball machine and 'Astro Computer' portrait system.

**ICC Debuts ‘Sky-Tack’ Table**

LOS ANGELES — Innovative Coin Corp. last week introduced a table version of their upright 'Spitfire' game. Production of this new game was prompted by distributor and operator requests for a cocktail table version. The octagonal cabinet is wood grain with the controls flushed into the side covered with a clear plex top. This

**Midway’s New ‘Sea Wolf’ Upright And ‘Gun Fight’ Cocktail Table**

CHICAGO — Midway Manufacturing Company announced the release of Sea Wolf, a new video upright unit, and the latest in a successful string of exciting, novel, income-producing games released by the factory, according to firm's director of sales Larry Berke.

The model is contained in a beautifully designed cabinet measuring 26½ by 30½ by 74 (187 by 80 cm) high. It has a 23½ solid state TV monitor, double 254 doors and adjustable time control. In addition, the game is equipped with plenty of challenging play and scoring features to generate player excitement and induce repeat play.

As Larry Berke said, "If you've ever watched television and learned to see what a sub-commander sees through a periscope lens, you'll get your opportunity with Sea Wolf," pointing out that from the moment a coin is inserted in the slot the player takes immediate charge of the sub. The torpedoes are ready for firing as the player scans the horizon, 'locates the target and commences to fire — one, two, three, four! A realistic 'wham bang!' sound announces a direct hit, following which the player can reload and get ready for more action.

Depending on the size of the ship that's sunk, scoring can start at 100 and advance to 300 or 700. As the player scores, however, mines begin to float by to protect the ships, and provide more challenge for the player — the higher the score, the more mines in the target area.

Sea Wolf was initially shown to Midway distributors during the recent two-day service school hosted by the factory and, based on their very enthusiastic response and the subsequent flood of inquiries, Larry Berke is confident it will be among the firm's best selling models!

Also newly re-released by Midway is a cocktail table version of its highly successful Gun Fight. This model was equally well received by distributors when it was first shown during the previously mentioned Midway service school:

"I'm really very excited about our Gun Fight table," Berke commented. "It is handsomely constructed with conveniently placed controls and all of the attributes necessary to make it a popular and very profitable game."

Other features include a 19 solid state TV monitor, anti-static smoke glass top and easy to read instruction booklet.

"Take it from me," Berke concluded, "we have another winner!"

**New York City Council Votes 6-0 To Lift City's Pinball Ban**

NEW YORK — At pre-stime last week it was learned that the city council of New York City, by a unanimous 6-0 decision, voted to allow pinball machines in the city. The decision was reached during a committee hearing held on Friday, April 2. Specifics are that the machines be add-a-ball models, allowable under special licensing.

Within the next couple of weeks the bill is expected to be brought before a full committee session for ballooning, following which, if passed, it will go to the mayor for signature.

To illustrate the skills, pinball play, as opposed to the misconception that the machines are gambling devices, pinball models were brought into the hearing room and the demonstration of their skill value not only impressed the council but encouraged individual members to participate in play. The demonstration by author-pinball enthusiast Roger Sharpe: "The Great American

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*www.americanradiohistory.com*
CHICAGO CHATTER

See the new Midway ‘Sea Wolf’ upright and the ‘Gun Fight’ cocktail table currently in release. These machines are being manufactured by Midway Harbinger with a new 8-bit CPU and are functioning at about 90% full capacity, which is great news considering the extent of damage caused by the recent tornado.

BIG EVENT: This past weekend was the final contest climaxing the statewide ICMAO sponsored 8-bit pool tournament. Some 140 top players from a field of about 1,600 contestants competed for state honors at the Holiday Inn South in Joliet, III. Tournament Chairman Barry Meyers created a fine first-rate group and it was arranged in cooperation with the Pocket Billiards Association of Illinois.

A REMINDER: The MOA regional seminar at the O’Hare Hilton in Chicago is coming up April 30-May 1. Because enrollment is limited to 70 persons, MOA president Ted Nichols (avocado 내쉬 co-owner) is urging members to get advance registration. This has certainly been a busy week to date with several important sales announcements and several important state tournaments being held. Bill Arkush is holding his usual Sightseeing Seminar on April 24-25, and we hope to have a complete report when we get them. There’s a Cinch joking session with Lew Transitional on April 25-26.

MARIANNA’S: Our thanks to Marianna for a pleasant surprise this week. We recently had the occasion to attend a Cinch seminar at Marian’s, and we were quite pleased to see how well the event turned out. Marianna’s is definitely one of the best places to hold seminars, and we look forward to attending more events at their location in the future.

MORE BALLY SCHOOL: Celebrating its 15th anniversary, Bally is one of the most respected names in the coin-op industry. It’s great to see the company continue to thrive and stay relevant in the ever-changing world of coin-operated games. The Bally School is a great resource for those looking to learn more about the industry and the finer points of running a successful coin-op business.

HOUSTON HAPPENINGS

Joe Zimmerman, veteran of 29 years in the record industry, has returned with the fold of the organization of the Rockwell Records. Joe’s latest release is an album by Dewey Campbell called “Weatherwatch.” The album features several popular rock songs of the 70s, including “Weatherwatch,” which Joe co-wrote along with Art Garfunkel.

Huup E. Harvey, the international manager of the Rockwell Records, was recently appointed as the new manager of the Rockwell Records International division. He will be responsible for overseeing all international activities and will be based in London, England. Huup is a veteran of the industry and has extensive experience in international sales and marketing.

DOUG HARRISON: This past week, Doug Harrison, the founder of the Rockwell Records, was honored by the industry with the award for “Industry Legend.” Doug has been a trailblazer in the industry and has made significant contributions to the growth and development of the business.

BALLY’S FUTURE: Bally is looking towards the future with several new initiatives. The company is planning to launch a new line of video games with advanced graphics and gameplay. They are also exploring the possibility of entering into the mobile gaming market. It will be interesting to see how these initiatives perform in the market.

CALIFORNIA CLIPPINGS

THE GANG’S ALL HERE: Distributors, operators and vendors from all parts of the country flocked to the California Convention Center for the annual California Coin-Op Alliance (CCOA) spring convention, and they were treated to a variety of exhibits, presentations, and networking opportunities.

Among the highlights of the convention were the presentations by such industry leaders as Bill Arkush, John Powers, and Barry Meyers. Bill Arkush gave a talk on the history of coin-operated games, while John Powers spoke on the future of the industry and the role of technology.

EASTERN FLASHES

Pinnacle machines seem healthy in short supply or heavy duty, these days as evidenced by reports from Barry Feinblatt of Universe Affiliated in Union, N.J. They are arriving deliverable in the big paymachines, Fiesta (4-player) and ‘Panorama’ (2-player), which are available in short supply in the U.S. and Canada very soon. Barry also said that in another big Paymatic game he’s eagerly waiting for is a 4-player baccarat machine model called “New World.”

Another an interesting anecdote from the Bill Prutting who was at his booth in Pennsylvania on April 18th. He showed off a machine that was just delivered to him, which is a new Paymatic game called “Taco Time.” The machine is a 4-player game that features a taco-themed design.

STATE ASSOCIATION CALENDAR 1976


BILL ARKUSH TO CONDUCT 2-DAY SEMINAR AT HANSON

MINNESOTA – Hanson Distributing Corporation has announced its sponsorship of a two-day, electronics seminar to be held April 29 and 30 at their headquarters in Burnsville.

The seminar will be conducted by Bill Arkush, who is a leading expert in the field of video and digital technology.

The upcoming schedule for Bill Arkush was prompted by the outstanding success of a previous seminar he conducted at Hanson’s in September of 1975 which was held under the auspices of the Minnesota Gaming Association.

Priced at $150 per person, the seminar promises to be a valuable opportunity for anyone interested in learning more about the world of electronics and gaming.
CLASSIFIED AD WANTED

WANT — all makes and new used phonographs, wall boxes, TV games, Air Hockey, pool tables, bumper pool tables, electronic baseball games, electronic games, Knee games, floor models, ST. THOMAS COIN SALES INC. 969 Tablot St. St. Thomas, Ontario. Complete coin operated sales and service distributor since 1927 Phone Vince Barrie. (519) 631-9550. Want current list of all equipment now available.

WANTED — BALLY MULITIPLAYERS with HOPPER all 5-3 and 5-coin models considered. Also want Williams and Gottlieb 4-coin pinballs max. 3 years old. HANSA MINTMUTATORE AB. Box 304. S-403-40 Gollenberg, Sweden.

WILL BUY LOTTA FUN. Barrel-O-Fun, Shoot-a-Line and Line-a-Line. FRANK GURRINI VENDING MACHINES, INC. 1711 W 4th St. Lewistown, Pa. 17044

COIN MACHINES FOR SALE


CONVERSION CARDS — Play stereo records of Seeburg manual pinball machine, put 33-1/2 rpm records in, eliminate shakers, all manuals included, trade for surplus Seeburg or equivalent record player $15.00 postpaid. Satisfaction guaranteed. Quantity discounts. C.A. THOMP SERV. 1520 Missouri. Oakland, Calif. 94604.


SEEBURG 100 selection wall box $5.00 each. 50 Seeburg 180 selection wall boxes $37.50 each. 10,000 used 45 rpm records $145. Central. SEEBURG 100. BOX 284. 417 E. D. Kilren. Texas 76841.


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cash box/news

ICC Debuts Sky-Tack from page 39

eliminates any obstacle interference in the actual playing area. A colorful

graphic overlay of clouds and mountains on the screen enhances the overall visual appeal.

Sky-Tack" cocktail table stands 28½" high, is 34¾" wide, and 34¾" deep. Throttles give the players complete maneuvering control of their pianos and

N.Y.C. Lifts Ban from page 39

Pinball Machine) was especially convincing in that it served to amplify the fun and skill value of pinball play while conveying his personal enthusiasm for the game.

Among individuals who have campaigned most vigorously to allow pinball machines in the city, after a ban of more than 35 years, are Irving Holzman, president of the Music & Amusement Assn. of New York. MAA's executive director, Ben Chichlisky, and the association's public relations representative Danny Frank. All three are optimistic of the bill's passage based on the 8-0 hearing decision and the support of the consumer affairs commissioner as well as that of the council members.

additions to country playlist from page 27

KRMD - SHREVEPORT
The Door Is Always Open - Dave & Sugar - RCA
All These Things - Joe Stampley - ABC/Dot
One Piece At A Time - Johnny Cash - Columbia
You've Got Me To Hold On To - Tanya Tucker - MCA
Sun Goin' Up - nail streakley - Capitol

WINN - LOUISVILLE
All These Things - Joe Stampley - ABC/Dot
I Gotta Get Drunk - Willie Nelson - RCA
You've Got Me To Hold On To - Tanya Tucker - MCA
One Peace At A Time - Johnny Cash - Columbia
Kentucky Moonshiner - Cedis Mappard - Mercury

WوباM - MONTGOMERY
Ask Any Country Knows - Freddy Weary - Columbia

T For Texas - Tom T. Hall - MGM
All These Things - Joe Stampley - ABC/Dot
Twilight Time - Carl Mann - ABC/Dot
Yesterday's Gone Passed My Way Again - Don Every - Hickory

Hoyd A Dream On Me - Me McGhee - Capitol
Think I Feel A Hitchhike Coming On - Larry Jon - Wilson - Monument

offer rapid fire action on the guns. "Sky-Tack" uses a CanAm coin acceptor and operators can use either a 25¢ or 50¢ option.

For further details, contact ICC at 1755 Comstock Street, Santa Clara, Calif. 95050, or call (800) 538-6832 outside California, or (800) 672-3557 anywhere in California.

Composer Stockhausen Signed To Chrysalis

LOS ANGELES - Avant-garde German composer Karlheinz Stockhausen has signed a non-exclusive recording contract with Chrysalis Records which allows him to record other projects outside his existing commitments to Deutsche Grammophone. Chrysalis has planned a May 1 release for Stockhausen's debut album, "Ocean/ Bird Of Passage," which features his 16-year-old son, Marcus, on trumpet and fugehorn.

The deal was concluded between Chrysalis' joint chairman Chris Wright, and Robert Slotover, representing Stockhausen. Chrysalis president Terry Ellis is commented. We are delighted that a composer of the worldwide reputation of Stockhausen has chosen Chrysalis to release his works. We hope to be able to bring his music to an even wider audience than before, and this signing further underlines our intention to expand the company's activities into all areas of contemporary music.

Stockhausen is scheduled to arrive in the U.S. in July to perform a piece commissioned by the German government as a gift to the American government.

Supertramp Celebrates - Supertramp was congratulated at a luncheon in their honor by A&M Records following their three sold-out Santa Monica Civic concerts.

Picture left to right are Roger Hodgson, Dave Margeserson (manager), Dougie Thompson, Jerry Moss (A&M president), Bob C. Benberg, John Hellwell, and Rick Davies.

Crossover: Retailers Viewpoint from page 18

talked to Patrick Summers who works for the Music Man one-stop and deals with the 1982 Overture outlets in the Milwaukee area about that LP and more.

"Marvin Gaye was strictly back in the past. Summers said. Of course, the sales are going very strong white. In overall sales... the Marvin Gaye a year ago would sell a certain amount and you generally could tell what that figure would be by estimation. I'd say now that you have 75% more sales on Marvin Gaye product... it's because of the white acceptance and great product by Marvin Gaye now.

These musicians/artists aren't putting out music aimed at a specific audience anymore... it's good artists... good music... good material... that's what it is.

Summers thoughts on crossover were similar to other managers at other chains and one-stops. But he specifically mentioned categorization in detail.

"You've got a tremendous amount of releases coming out now... classification is really not disappearing as much as it is not being emphasized anymore.

And stations have picked up on crossover very much too." Summers continued. You don't have to merchandise the back product separately anymore... you might find a Led Zeppelin and Marvin Gaye next to each other in window display now.

Crossover from the retailers and one-stops point of view is very evident. And now Cash Box will talk with the record companies to find out how crossover affects their end of the business cycle.

Next week: Crossovers Part 3

The Record Companies

soul waves from page 34

is returning to the radio stations instead of the discos. At one point the economy was down and discos offered cheap entertainment. Now discos are charging as much as live venues and people are beginning to go back to the clubs.

Don Wilson, music director at WSOX said people are always asking me how we go on records. 'What do we do is listen to the record to see if it fits our format. Then all the jocks listen to it and we discuss the merits of the record. After we add it we check our request ines carefully. Then we check the record stores in the area to see if the record is selling. I use the trades for a national perspective but I have to pay close attention to my own demographics, because what may be a hit in New York doesn't necessarily mean the record will be a hit in Savannah.'

jess levitt

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jess levitt
Estimated 450 Million Catch
Eurovision Song Contest '76

Britain, France, Monaco, Switzerland, Austria Win Top Honors In Yearly Fete

THE HAGUE. The Brotherhood of Man from Great Britain has won first place in the Eurovision Song Contest '76. Their version of the Tony Hilder-Lee Sheridan-Martin Lee composition "Save Your Kisses For Me" (ATV Music) recorded on the Pye label) gathered a total of 164 points from the juries of the eighteen participating countries. The Brotherhood's performance received orchestra support under the lead of Aynsworth. Their British design was sent to Holland for this year's Eurovision contest by BBC-TV.

Runners-Up

Catherine Ferry of France took a close second place with 147 points for her rendition of "Un Deux Trois," written by Jean-Paul and Toni Trench.

Gilbert Bice and Andre Barse claimed third position on behalf of Monaco. Their version of "La Musique Et Moi," written by Sineo Barse and Georges Costa, placed fourth in the competition. Pavarotti, who received second place, will return to the contest in 1977.

The Eurovision Song Contest was transmitted live by the participating countries, including Britain: Finland, the Netherlands, Belgium (in Flemish and French), Luxembourg, West Germany, France, Monaco, Spain, Portugal, Italy, Ireland, Norway, Sweden, Denmark, Greece, France (in cooperation with Yugoslavia), and Portugal, and CBN Records in behalf of last year's winner Germany.

Before this year's song contest, Holland, France and Luxembourg had won four times. England and Spain had won one each. Denmark and Sweden had won one each. In 1969, the Netherlands, France, England and Spain tied for first place in a four-way tie.

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Phonogram/Head Conference Tour
PARIS — Phonogram has organized a conference tour of France to promote the new Murray Head LP "Say It Isn't So." Head has a built-in promotional ability, as he has appeared in the London production of "Hair" and had a part in John Schlesinger's film "Sunday Bloody Sunday" and is also well-known in French cinema. Eight of the ten songs on Head's album are from his musical "Alhambra." The album is produced by P. Samwell-Smith. The title track was released as a single and is getting extensive air coverage. In the meantime, several TV appearances are scheduled for the upcoming Phonogram/Head jaunt through France.

Steve Miller has also signed with Phonogram International for the distribution of his next album except for Canada and Japan.

After their triumph at the Pavillon de Paris, the musicians of "Ange" are on the road again for a two-month tour of the country. They are due for a gold album this month for their second LP, "Cimiere Des Arqueois." Harerequics Company. The presentation will be made on an RTL show.

Machado Named Microfon Manager
BUENOS AIRES — Ruben Machado, one of the best known record and radio managers in Buenos Aires, has been appointed commercial manager of the Latin American Federation of Record Producers (FLAPF). Machado started his career twenty years ago as a cinema reviewer and disk jockey, with a very popular program on radio Excelso. Escalera a la Fama, which was considered capable of turning a new record into a national bestseller. Afterwards he took the artistic management of TV channel 11 and in 1969 was appointed commercial director of newly-formed Radio del Plata, a post he kept until late 1975 when he resigned. The announcement was made by Norberto Torga, who is responsible for the present reorganization of the company.

TK's sales manager Ricardo Cabrera has returned from a six-week trip to Miami, Mexico and the Caribbean. During his stay he negotiated the release of Argentine TK product there and acquired the rights to several interesting catalogs for release in Argentina. TK's new pressing plant is scheduled for July.

Sicameerica's Nestor Seisacco traveled to Santa Cruz de la Sierra, Bolivia, for a meeting of the managing board of the Latin American Federation of Record Producers (FLAPF).

J.J. Cale In First European Tour Dates
LOS ANGELES — J.J. Cale has begun his first concert tour of Europe with appearances in London and across the continent. According to Bernadette Gorman, international manager for Shelter Records, Cale will head a tour of 19 dates in six countries. This is in conjunction with a务必 Europe tour in the spring of 1976. Netherlands International Festival of Pop, and an album tour in the UK.

SYDNEY — Peter Dawkins has been appointed executive producer, local A&R for the Australian Record Company (CBS). In 1974 Dawkins won the Federation of Australian Commercial Broadcasters (FACB) special award for production and composition. In 1975, the FACB presented Dawkins with producer of the year honors for having produced seven award-winning tunes. Prior to that in 1969, 70 and 71 Dawkins won similar producer of the year honors in New Zealand for having produced five number one hits.

EMI Group Ltd. Financial Summary For Half-Year Ending Dec. 31, 1975
LONDON — EMI Group Ltd. has announced its earnings and sales for the half-year ended December 31, 1975. As can be seen, sales have risen by 71,790,000 pounds, pushing profit before taxation up to 13,536,000 pounds, a rise of 6,666,000 pounds. This is an increase of 81% over the previous year. This increase is due to several reasons in various sections of the group. Worldwide music sales increased by 25% and the profitability ratio went up by 23%. On the other side, in March 1975 EMI acquired its social centers in the electronics division there was a marked increase in medical electronics, the launching of color television in Australia, and the elimination of the loss-making Italian domestic electronics subsidiary Voxson S.p.A. disposed of in early 1975. The group also gained generally on the movements of exchange rates since December 1974.

As can be seen from the analysis by territory the greatest amount of sales occurs in the UK, 39% with Europe second. The profit in Europe over the previous half year has risen by 2,374,000 pounds, mainly due to the sale of the Vivian company.

Victor Japan Skeds Soul LPs
TOKYO — Victor Music Industries Co. is set to release "New Soul Greatest Hits Vol. 14" this May. The series will be scheduled as Victor's main summer album thrust.

New Soul Greatest Hits Vol. 14" includes soul music from Motown and Atlantic. Music in this series includes works by Van McCoy, the Miracles, The Stylistics and a Doxy Sounds Special. This music is primarily that of groups which have recently come to Japan.

A second package is scheduled for June to include Dina Ross, The Temptations, Stevie Wonder, Marvin Gaye, the Jackson Five, the Supremes, Gladys Knight & The Pips, the Four Tops, the Crusaders, Eddie Kendricks, the Pointer Sisters and the Commodores.

Bearde Opens Odin Offices In Toronto
TORONTO — Producer Chris Bearde has opened offices here for his Odin Corporation, to serve as headquarters for a series of television ventures. Projects include "Pop Goes the Wolfman," a special starring Wolfman Jack that concluded taping last week, and The Bobby Vinton Show. Pre-production on a second series of Vinton shows, set in syndication and to CBS-TV owned and operated stations, begins this week.

"Pop" was produced in association with Wolfman Jack's organization. The Vinton show is a Chuck Barris Production in association with the Odin Corporation.
America's Finest:

Hideaway
BS 3932
Their seventh Warner Bros. album
Produced by George Martin