THE SYLVERS/FEELING 'FEVER'ISH

Manufacturers' Profits
From Singles Are Down
Alexenburg, Craig
Promoted At CBS
Beatles Double Album
Scheduled For Release

Branch Operations
Continue Consolidation
Gladys Knight Re-signs
With Buddah Records
The Singes Bullets:
A New Feature (Ed)
"HERE I AM BACK AGIN"

by Johnny Cash

Like a favorite old shoe
That you pulled off and threw
In the trash then found your
new ones hurt your feet
Wore them new ones all you could
Then shined the old ones up real good
Felt as natural as an old familiar street.
Like a warming April wind
Here I am back agin.
Like a letter that you guessed at
And missed the right address
It comes back at you like a jumping bean
Like a present that you want
Like a birthday that you don't
Like that judgement day of April fifteen.
Like a temptation to sin
Here I am back agin.
Like an old dog on the prowl
Late at night you hear him howl
To remind you that he isn't far away
Like a Capistrano bird
Ain't nobody ever heard
Of 'em not returnin'
on returnin' day.
Like your prodigal
kissin' kin
Here I am back agin.

"One Piece at a Time" Johnny Cash's hit single
and equally exciting album. On Columbia
Records and Tapes.
New Feature: The Singles Bullets

Cash Box this week inaugurates a new feature about the Singles Chart. The Singles Bullets (page 31), putting to practical use the tremendous increase in the scope of our market research survey. During the past two months, we have expanded our station call list to the 80+ stations whose key playlist information appears in the magazine weekly, as well as gathering greater retail (including one-stop and rack jobber) sales information.

This is but one of a number of major innovations that Cash Box is developing and instituting. Others are scheduled to debut in the coming weeks and months.

The object of this new analysis is to clearly define, for all who are unsure or unaware, what qualifies a record to receive a bullet and what airplay and sales information caused that record to receive a bullet on the charts. In brief summary form, the industry, on both radio and retail levels, can get all the information it needs on the most important and significant records of the week: those receiving bullets.

The research that goes into this new feature, which is a companion to the recently introduced Cash Box Pop Radio Analysis page, is impressive. More than 80 pop stations are monitored weekly, in addition to hundreds of accounts surveyed for pop, R&B and country single and album sales information. All of this added input is responsible for the increased depth and respectability of the Cash Box charts.

Charts in general have always puzzled a great many people at every level of the music industry. We hope, through this feature, to erase any questions about the validity, authenticity and accuracy of the Cash Box singles chart.

This feature is simple ... and it is basic. And we feel the industry needs it.
ROCKETING TO THE TOP! ...both Country and Pop.

Billy 'Crash' Craddock
Headed for #1 C&W. Strong MOR airplay startup. Heavy sales...Already over 100,000. Coming off a big crossover; 'EASY AS PIE'; this one looks even stronger!

'WALK SOFTLY'
DOA-17619
♀ Billboard ♀ Cash Box ♀ Record World

Narvel Felts
Headed for #1 C&W. Great early action top 40 rock: 28-21 WAKY, 24 - KLIF etc. Sales nearing 150,000. Perfect demographics all ages!

'LONELY TEARDROPS'
DOA-17620
♀ Billboard ♀ Cash Box ♀ Record World
♀ Billboard ♀ Cash Box ♀ Record World

Joe Stampley
Headed for #1 C&W. Instantaneous top 10 requests and sales! 80,000 after only three weeks out. A sure crossover successor to Joe Stampley and the Uniques pop hit of 1966 with the same song.

'ALLTHES THESE THINGS'
DOA-17624
♀ Billboard ♀ Cash Box ♀ Record World

ABC/DOT RECORDS
About Lee Oskar.
(Part 2)

Last time we met, Lee Oskar came from Denmark to the land of opportunity, joined WAR, achieved fame and fortune on the harmonica, and just went on to record his brilliant solo album—"Lee Oskar." Now, even though WAR is still his home, Lee Oskar is breaking out all over the country. **One hundred and twenty-four thousand albums shipped in five days.** Over 270,000 are out on the street. Bullets on all the charts.

Heavy FM, R&B, and Jazz airplay is now moving his album, ---a Far Out Production on United Artists Records and Tapes, --- over counters in major markets like Philadelphia, Baltimore/Washington, Dallas, Houston, San Francisco, St. Louis and Miami.

With stations like KSAN, WNEW-FM, KDIA, KLOL, KYOK, KCOH, WHUR, WKTK, WNAS, KZEW, KAUM, KGB, WSHE, WINZ and many, many more. The album has quickly found the WAR market and is already developing one of its own!

File Lee Oskar under WAR & More.

Coming soon: The Single.
Manufacturers' Profits From 45s Down; Higher Costs, Returns Among Causes

**by Gary Cohen**

More singles are coming back than ever before – stated one label president in summarizing the returns problem. Return rates are hitting 30% on hit singles from both album and 45 sales. In addition, returned albums can be sold as cutouts, at least recouping pressing, jacket and shipping costs. Return rates are up across the board.

- The competition in the marketplace has remained keen, and 10% free goods deals abound at both the distributor and subdistributor levels. The deals, while they expose product, also keep profitsdelta.
- The copyright royalty increase from 2 cents to 2 1/2 cents a song will add another penny to the cost of singles. Increases in union fund contributions have also been factored.

**CBS Promotes Alexenburg and Craigo**

**by Eric Rudolph**

Dallas will continue to take returns from those of the 45s going the way of the 7" single. According to Don England, vice president of sales and distribution for ABC, further consolidation is planned, however, the company plans to take a 'wait and see' attitude towards the matter. England said that the closing of the depot was an economic move and that the consolidation of the returns will be followed as a result. It has improved their overall operation. England continued, "It reduces costs, and that is a key factor in distribution. To be in distribution you don't have to be in real estate."

Capitol Records field organization in 1960, holding sales executive positions in the south, southwest, and northeast regions. He was promoted to vice president of sales and distribution in 1972 responsible for development of marketing for CBS Records in 1974.

**The Singles Bullets**

Cash Box institutes a new feature this week. The Singles Bullets, an analysis of the bulleting records on the CB Singles Charts. See page 31

**Salstone Deal Announcement Due**

At press time, Cash Box understood that a deal by which Milt Salstone of M.S. Distributing in Chicago would purchase some or all of the distribu-

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**Beatles Reissue Set For June**

**by Eric Rudolph**

NEW YORK — A double album of 26 previously unreleased Beatles tracks will be released by Capitol on or about June 7. The album will be backed by the "largest campaign in the history of Capitol," according to a source at Capitol Records who wished to remain anonymous. Another source at Capitol said that the campaign would be similar to the "Beatles Boys blitz" of a few years ago, which netted huge sales of albums containing previously released material mostly through the use of TV advertising. Dave Davis, vice president of creative services and merchandising for Capitol, said that there would be network TV time buys for the album, as well as other large scale, including more standard merchandising methods.

**Chili-Lites Are Given 5% Fines, Probation**

NEWARK N J The Chili-Lites, who have recorded on the Brunswick label, were given suspended sentences and one year's probation and $5000 dollar fines by Judge Frederick B. Lacey at the Federal District Court here May 6.

**Manufacturer Branch Operations: Most Continue Consolidation Trend**

**by Eric Rudolph**

NEW YORK Most of the seven record companies involved in branch distribution have been making changes in their number of depot offices, sales offices and pressing plants and have been consolidating their return systems as well. This topic has become widely discussed lately because of the decision by WEA to consolidate their return processing into one facility, a move which is similar in some degree to those made by other branch operators.

As a result of all these changes on the distribution scene, Cash Box surveyed the executives of the branch operations of each company and the current depot set-up was taken into consideration. The results are not surprising, but it does give a very good picture of branch distribution set-ups, and what changes are contemplated in their operations.

ABC recently closed two of their eight depots and has plans to close a third. The Boston and Washington, D.C. depots were closed on April 1 and the Cincinnati depot will close on June 1. The entire east coast will then be served by the Woodside, New York depot and the Midwest will be serviced from the Elk Grove, Illinois depot. The Atlanta, Dallas and Burbank depots will remain in operation.

ABC returns previously went back to six of the local depots, they now go back to four of the remaining operations. The decision to cut back comes from the east, north east and midwest, when this depot is closed in June, returns from these areas will go to the Elk Grove, Illinois depot. All west coast returns go to Burbank, and Atlanta and

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May 15, 1976
"TURN THE BEAT AROUND"

FROM THE ALBUM "NEVER GONNA LET YOU GO"

PRODUCED BY WINSTON SCHMITZ FOR SUNBURB PRODUCTIONS INC.
Gladys Knight & The Pips
Re-sign With Buddah Records

NEW YORK — Gladys Knight & the Pips have signed a new agreement which extends their association with Buddah Records for an additional five-year period. While details of the agreement were not released at the signing, sources familiar with the contract indicated that Knight & the Pips were satisfied with their association with Buddah. The new contract includes an additional five-year period.

Long before they dreamed of being on the cover of Cash Box, the word was out about The Sylvers. Throughout the streets of L.A., when you talked music, the name inevitably popped into the conversation. The group that topped last week's pop charts with "Boogie Fever" not only make killer music but are a real family as well. Nine brothers and sisters can't help but have some friction within the unit now and then, but The Sylvers channel the heat into some of the funkiest rhythms and harmonies that ever broke into any stage. What started with that low-gospel grip grew into a steady flame and by the time they decided to make a living with what they had going, The Sylvers were burning up all kinds of stages— from the Apollo in New York, where they performed early on as children, to just about wherever they choose now that they've got the whole country boiling.

May 15 1976

ACTION ON CABLE TV Royalty May Set Music Precedent

WASHINGTON, D.C. — Wheeling and dealing over cable TV royalty rates may tie up the lengthy copyright revision process once a cable TV fair baby has always been a sticky problem in previous copyright consideration by both the House and Senate.

Abnormal Policy

Normally, CATV (Community Antenna Television) policy is handled by the Federal Communications Commission (FCC) and Congressional Commerce Committees. But the House Judiciary Subcommittee gets involved with CATV as it works on copyright revision.

Under the Senate-passed bill, for the first time cable TV will be making royalty payments for its use of copyrighted broadcast material. Briefly, the Senate bill says: a cable system does not have to worry about copyright liability for a particular program if all the signals it is carrying comply with FCC regulations, and it pays a set fee into the Copyright Office every three months.

The Senate fee for the compulsory license is levied as a flat percentage of gross receipts, from 1 percent up to 2 percent. Smaller cable systems pay a smaller percentage.

Four different groups — the National

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COLUMBIA Pictures Reports Records Div. Sales Up In Quarter

NEW YORK — While Arista Records itself reported a quarterly sales increase of more than 50 percent last week, Cash Box, May 3, third quarter figures released by Columbia Pictures Industries showed sales of the "records and music publishing division," including Arista and their Columbia publishing arm, to be up $2.6 million or roughly 25%, from $10,976,000 in the recent quarter ending March 27. For the nine month period, sales increased from $20,404,000 to $32,386,000. A breakdown of earnings for the records and publishing division was not released. Overall net income for CPI was $956,000 or 12% a share, compared to net income of $1,174,000 or 15% a share in the comparable period last year.

Alan Hershfield, president and chief executive officer, said that all divisions of the company continued to be profitable.

April 2nd Greatest Month In Atlantic History — Glew

NEW YORK — April was the second greatest sales month in Atlantic/Atco Records' history, according to Dave Glew, senior vice president of marketing for the label, who commented the figures were paced by back-to-back RIAA certified gold and platinum releases, east coast selling of Cash Box, Walter Yehukov, president of CRF Records group, Bob Scagg, and Bruce Lundvall, president of CBS Records division.

BOZ GOES OVER — Following his recent sell-out at New York's Beacon Theatre Columbia recording artist Boz Scaggs was toasted at a reception given by Columbia Records, his label for the last five years. Pictures at the celebration are: (1) J. Gary Cohen, east coast selling of Cash Box, Walter Yehukov, president of CRF Records group, Bob Scagg, and Bruce Lundvall, president of CBS Records division.
EXECUTIVES ON THE MOVE

Dennis Promoted At Warner Brothers — Lou Dennis has been appointed national sales director of Warner Bros. Records. Dennis, a nine year Warner's veteran, was most recently director of tape operations and national singles sales manager; in his new role he replaces Russ Thyvet, newly named Warner's national promotion director.

Dennis first came to Warners in 1967, serving as the label's eastern sales manager in New York. In 1972 he was promoted to national singles sales manager and moved to Warners' Burbank office. In 1974 he was promoted to regional marketing manager, then to Warner Bros. Records regional manager. His career with Warner Bros. Records began in 1972.

Private Stock Taps Sulman — Harold Sulman has been named to the newly created position of national sales manager of Private Stock Records. Sulman, who reports directly to executive vice president Irv Biegel, will be responsible for all sales and merchandising activities. Sulman spent the past four years as national buyer for ABC Record and Tape Sales. He was formerly singles sales manager for Scepter Records and did independent distribution in the Seattle area for five years.

ABC Record & Tape Shifts Headquarters To Hackensack, N.J.

Fairfield, N.J. ABC Record and Tape Sales will move its 30,000 sq. ft. national headquarters to the Continental Plaza Tower III in Hackensack, N.J. "The substantial growth of our company, which serves more than 3,000 retail establishments with record and tape product, and our desire to maximize our service capability to customers have brought about this important move," said Herbert J. Mendelsohn, president of the company. ABC Record and Tape Sales first moved its national headquarters in 1974 from Seattle to Fairfield, N.J. Major branches will continue to operate at Fairfield and Seattle, as well as at their other locations.

Belwin-Mills Catalog To Ivan Mogull Co.

New York — Belwin-Mills Publishing Corp. has entered into an agency agreement with Ivan Mogull Music Corp. for representation of the Belwin-Mills pop music catalogs in the territories of South America, Central America and Mexico. Under the agreement, Mogull will be responsible for all business dealings with the licensees for the catalogs of Belwin-Mills Publishing Corp. and its subsidiaries Mills Music Inc., Curb Music Inc. and American Music Corp.
There are only two ways to hear the newest Willie Nelson.

1. **Tour Dates:**
   - 5/10/76 The Barton Coliseum
     Little Rock, Ark.
   - 5/11/76 Mid-South Coliseum
     Memphis, Tenn.
   - 5/12/76 Austin Peay College
     Clarksville, Tenn.
   - 5/14/76 Coliseum
     Greensboro, N.C.
   - 5/15/76 Municipal Coliseum
     Charlotte, N.C.
   - 5/16/76 Municipal Aud.
     Birmingham, Ala.
   - 5/17/76 Municipal Aud.
     Mobile, Ala.
   - 5/18/76 Coliseum
     Jacksonville, Fla.
   - 5/19/76 Civic Center
     Savannah, Ga.
   - 5/20-21/76 Fox Theatre
     Atlanta, Ga.
   - 5/22/76 Gardens
     Louisville, Ky.
   - 5/23/76 Harra Arena
     Dayton, Ohio
   - 5/24/76 Fairgrounds Coliseum
     Indianapolis, Ind.
   - 5/25/76 Arie Crown Theatre
     Chicago, Ill.
   - 5/26/76 Civic Center
     St. Paul, Minn.
   - 5/28/76 Henry Levitt Arena
     Wichita, Kan.
   - 5/29/76 Civic Aud.
     Omaha, Neb.
   - 5/30/76 Municipal Aud.
     Kansas City, Mo.

2. **“The Sound in Your Mind”**
   - Including: I'd Have to Be Crazy
     If You've Got the Money
     I've Got the Time
     Lucky Old Sun
     Medley: Funny How Time Slips Away
     "Crazy"
     Night Life

   All across the country, fans are lining up to hear the Number 1 Grammy-Award-winning talent of Willie Nelson. And all across the country, they're lining up at checkout counters in their record stores for his Number 1 country album, “The Sound in Your Mind.”

   **New Willie Nelson.**
   Only on Lone Star/Columbia Records and Tapes.
ODIA COATES PACTED TO EPIC RECORDS — Odia Coates, who has appeared on some of Paul Anka's singles, is pictured with Anka and Epic Records execs upon signing her recent pact with the label. Ms. Coates was in L.A. last week preparing for her first Epic release, with Don Costa producing in association with Paul Anka's Cousins Productions. Pictured (from left): Epic vice president, marketing, Jim Tyrrell; Coates, Anka and Ron Alexenburg, Epic senior vice president.

KHJ’s Kelly — Los Angeles Jock Tackles New Goal: Cinema
by J.B. Carmicle

LOS ANGELES — Is it possible for a big Los Angeles disk jockey to make the transition from radio to motion pictures? Yes and no. According to 23 year old Machine Gun Kelly, the afternoon drive jock at L.A.’s #1 rated rock station, KHJ. Yes, because Kelly has landed a major part in Warner Brothers’ remake of “A Star Is Born” and no, because he doesn’t intend to leave the airwaves for a career in cinema, not yet anyway.

An Actor’s Role

“I’m just happy that it will show me as an actor, and not just as another radio disk jockey in a movie.” Kelly commented to Cash Box recently about the role he will play. He has been selected to portray Baby Jesus, a power crazed, villainous disk jockey, and will be a new face to film-goers when the picture is released later this year. Cash Box talked to him to find out why he was chosen for the part and how his radio career has led him to acting.

“Seem to be in the right place at the right time. You have to be lucky, and prepared when the luck strikes,” is how Kelly describes his climb to the Los Angeles radio market. “I was writing and producing my own TV show in Minneapolis with interviews, music and comedy bits, but wanted more. It was easy to get a call from KHJ and I couldn’t believe it. They wanted me to come to Los Angeles and I knew then that Hollywood would not be as far away as it was at my door step.”

Skepticism

Preparing himself by studying at the Film Actors Workshop in Burbank, he met with skepticism during his studio rounds. Armed with publicity photos, his agent wanted to mold him into a game show host, but Kelly refused. “No one

Ellington, McRae Head Bethlehem LPs

NEW YORK — Duke Ellington and Carmen McRae lead off a three album release from Caver Industries, Bethlehem label catalogue. The albums include “Duke Ellington. The Bethlehem Years, Volume I,” “You’d Be So Easy To Love” by Carmen McRae and a blues anthology called “The Finest of Folks Bluesmen” featuring John Lee Hooker, Champion Jack Dupree, Eddie ‘Cleanhead’ Vinson and Memphis Slim, among others.

Branches

The consolidation at Capitol was done several years ago. Approximately three years ago, the Atlanta office income changed from a depot to a sales office at Capitol at one time had as many as 25 sales offices, they recently consolidated five into existing offices and now have thirteen.

The company now has three pressing plants. Several years ago, the Scranton plant was sold when a new plant was opened in West Virginia.

Product has always been returned to Capitol pressing plants. In the last 60 days, however, returns from the east have been consolidated to the West Coast instead of to the Bethlehem Pennsylvania depot. The label has no further consolidation plans.

Much of the consolidation currently going on in the industry is due in great part to the plan for improving efficiency in trucking and shipping firms. According to Walter Lee, national sales manager for Capitol, “if it is less expensive to truck product in and out, then we have to have a depot there. I say truck it in.” said Lee.

CBS

The CBS operation, which began in the early sixties and stabilized to more or less its present form in the late sixties, was a little different. The company currently has two depots plus three pressing plants which also serve that purpose. The depots are in Elmhurst, New York and Dallas. Texas. Two years ago the Chicago-Skokie depot was changed from a sales office to the recent addition of a Seattle sales office.

The recent addition of a Seattle sales office brings the total number to 20. All returns have gone back to the pressing plants for the last five years, explained Paul Smith, vice president of sales and distribution. Before that time they went back to the individual branches. The CBS plants are in Pitman, New Jersey, Terre Haute, Indiana and Santa Maria, California. Smith said that CBS has no further plans to consolidate its distribution setup.

RCA

RCA’s branch operation began in late 1972 and was completed in 1973. They have three depots and one pressing plant which also serves that purpose. In addition to 17 sales offices.

The Rockyway, New Jersey and Hollywood, California pressing plants were closed recently and are only the Indianapolis, Indiana operation.

All returns go back to the depots, and Jack Kieran, vice president of market-

ing for the company, said that RCA has no further plans to consolidate “Our system is very efficient,” he stated. Each of our depots covers one-third of the country.

MCA

Much of the current trend towards consolidation in the record industry is “a page out of our book, from five years ago,” according to Rick Frio, vice president of marketing for MCA Records. Frio was referring to the setup which MCA acquired from Decca and the changes which they made in it. According to Frio, “Every town with over 100,000 people in

Chelsea, Vee-Jay Pact

LOS ANGELES — Chelsea Records and Vee-Jay International have entered into a joint venture agreement for distribution of the Vee-Jay gospel and spiritual line.

All records on the Vee-Jay gospel label will now be distributed exclusively by Chelsea.

Among the acts who have recorded for Vee-Jay are the Staple Singers, the Caravans, the Swan Silvertones, Maceo Woods, the Higginbotham Travelers, Alex Bradford and Andrae Crouch and the Disciples.

Phonodisc

In 1974, Phonodisc had six depots. In the last months of that year, they cut down to four and in the next year, they went back another two, leaving them with two. At the same time they opened a new depot, giving them their present setup of three. The Cleveland, Chicago and Atlanta depots were closed in that order, and opened in Indianapolis, Indiana. The remaining original depots are in Union, New Jersey and Sun Valley, California. Indianapolis handles the Midwest, Union, the east coast and Sun Valley, the west coast.

The Phonodisc returns used to go back to each of the original depots, and now go back to three points. Returns in the midwest region go to the CBS plant in Indianapolis. The Phonodisc has a warehousing arrangement. (Cutouts for the midwest are also handled through this operation). The Sun Valley depot handles returns for the west coast and Union handles the east coast.

The pressing for Phonodisc is done at almost a dozen different plants throughout the country. The company also has eleven sales offices.

Phonodisc does have plans for further consolidation, according to Dave O’Connell, president of Phonodisc. However, O’Connell noted that the company is not big enough to lead the way, “We are studying the question of whether the industry is ready to accept the higher freight costs involved in consolidation,” said O’Connell. “But I think it is going to come on an industry-wide basis.”

WEA

WEA has closed one depot in its five year history, leaving them with their present lineup of seven. They have eleven sales offices, plus the depots which also serve that purpose, for a total of 19 sales offices.

WEA recently made news in the industry by centralizing all returns into one location at PRG’s warehouse in Richmond, Indiana. Formerly, returns went back to all seven WEA branch depots and tapes went back to Elek Grove, Illinois.

The Warners label is pressed by Capitol, Atlantic and Elektra/Asylum uses Columbia. The company has no further plans for consolidation at this point. All WEA tape is handled now by Capitol.

The new returns system is “more efficient, and that’s important,” said Henry Droz, executive vice president of WEA. He added that while there has been some negative response to the move, the “name of the response we have had is positive.”
The Detroit Legend Has Been Captured “Live” At Cobo Hall... In An Incredible Two-Record Set!

BOB SEGER & THE SILVER BULLET BAND
‘LIVE’ BULLET (SKBB-11523)
Includes The Breakout Single, “Nutbush City Limits”

Side One
Nutbush City Limits
Travelin' Man
Beautiful Loser
Jody Girl

Side Two
I've Been Working
Turn The Page
U. M. C.
Bo Diddley

Side Three
Ramblin' Gamblin' Man
Heavy Music
Katmandu

Side Four
Lookin' Back
Get Out Of Denver
Let It Rock

www.americanradiohistory.com
Singles

have the potential for making an album.

They are negotiating artist contracts with lower royalty rates for singles, asking their artists to recognize the "promotional nature" of singles. "If royalty rates on singles reached the same level as royalty rates on albums," stated one executive, "singles would be a money losing proposition for the artist."

- They are keeping tighter controls, from an operational standpoint, on pressings, allocations, distribution and promotion.

Two Years

In June of 1974, almost exactly two years ago, ABC/Paramount Records announced that they were increasing the list price of singles from $0.99 to $1.29, precipitating an industry-wide increase. That rise, on the heels of the vinyl shortage, was blamed on scarcity of vinyl and/or shipping, raising royalty rates sharply to the same higher costs that the industry continues to face today. At the independent manufacturer level, the increase came to ten cents, from 40 cents to 50 cents, although some manufacturers had been inching up to the 41-42 cent level. "We've managed to maintain prices," said one executive, "but we need some more."

For singles, some growing scarcity, manufacturers report they are grossing an average of 8 cents to 10 cents per single, on an average royalty rate of 10%. And for every percentage point higher in royalty rates, the manufacturers lose another 1½ cents of profit. But that 8-10 cents figure is based on record costs only; when corporate expenses are added (salaries, offices, overhead); and a share of the cost of returned records is divided among the profits of the records that did sell, the actual profit per record comes down to the .3-5 cents range.

Theoretically, a half million seller with a normal 30% return would net the manufacturer between $15,000-$25,000, a small sum in any case. The figures in any case reflect the risks involved.

Fewer Singles Deals

As a result, many manufacturers now indicate an unwillingness to sign singles deals without album deals, or to sign masters for distribution. "It's silly to spend time on someone who isn’t going to build into an album artist," stated one executive. "You don't make any money on a singles deal. Maybe you create some billing if the company is cold. But why should you spend the company's time on a singles deal?"

Some of the most successful artists of the past were, however, single hit wonders. "Someone is going to sing a hit single and they will keep 35-40 cents of the profits," said another executive. "But then another artist will come along and you'll lose 40 cents on the single."

executives expressed the same sentiment.

And the manufacturers, for their part, are pressing for lower royalty rates for singles, and have apparently had some success in convincing artists — and their attorneys — that the profit isn’t there in singles. "The profit is certainly not there in singles," stated one label president, who also chose to remain anonymous. "Album royalties have gotten out of hand. If we had to pay the same high royalties on singles we pay on albums, we would lose money on each record. The company's profit structure has to be built on making money on singles, and not losing money. We're willing to consider the cost of singles as a promotional tool in building the artist.”

In one of the facts causing higher returns on singles is the decision by the manufacturers to continue pressing copies of hit or marginal singles, right up to the last minute. "We want to give our distributors run out of singles," noted one executive. "We'll continue to keep singles in the pipeline so that when we're sure they don't even have a 50-50 chance of selling, because we don't want to have someone going into a store and not being able to find and buy the record. As a result, returns are high, even on hit records." He also indicated that manufacturers are "giving away more records" in the fight for better sales, and to help start new records. And since all of these unbought records eventually find their way back to the manufacturer, returns have been high, and will continue to be, especially with the industry concentrating on breaking and developing new artists.

Consensus

Most manufacturers do appear to be cutting down on single record deals, preferring to opt for the long-term goal of signing and breaking an album artist. With the profit from a hit album at around a dollar, as opposed to the profit from a hit single at a nickel each, it's obvious the big money is to be made in albums. But singles are a more effective, maybe even the most effective, tool in selling albums. As long as the manufacturers can at least break even or make a few cents on each record, the singles business will remain profitable for the manufacturer even if there is no "profit" in singles. Will there be a further increase in price as costs rise? "Never," stated one executive. "The price will go down before it goes up.”

OSKAR TIME — A luncheon gathering of area trade people were on hand in the Glass Room of the Ritz Carlton Hotel to welcome War's harmonica player Lee Oskar who came into town to Chicago to introduce his recently released debut solo album ("Lee Oskar"). UA's regional promo rep Walter Paas arranged a press reception for the artist, who is photographed here (3rd from left) with Joe Marzo (V.P., M.S. Dist. Co.), Steve Epstein of Far Out Management and Mitt Salstone (president-M.S. Dist.)

MILES FROM ENGLAND — London Records feted British singer/songwriter John Miles at a dinner during his recent visit to New York City to coincide with the American release of his first album, "Rebel," and his single, "Music." (Standing: r to l: Chris Poole, general manager of Velvet Music; Don Wardell, director of creative services; Donna Sheets, creative services; Jerry Gordon, national promotion director; Sy Warner, national sales manager; Herb Goldfarb, VP of sales and marketing; Cliff Cooper, personal manager and president of Velvet Music; Phil Wesen and Stan Meyers, district managers. Seated: r to l: Norm Gardner, R&B promotion manager; Joshua Biando, assistant national promotion director; John Miles; Walt Maguire, VP of A&R, and Garrison Leykam, A&R.)

We moved all the instruments and equipment for

ROLLING STONES

EUROPE 76

EAGLES

ELTON JOHN

JOE WALSH

WEMBLEY 75

CROSBY, STILLS, NASH & YOUNG

THE BAND

JONI MITCHELL

JESSE COLIN YOUNG

LONDON, ENGLAND-WEMBLEY 74

CROSBY/NASH

JAPAN 75

AMERICA/POCO

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AUSTRALIA NEW ZEALAND JAPAN 76

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KING ERRISON SIGNED BY WESTBOUND — 20th! Westbound execs welcomed King Errison to the label following the artist's recent signing. Pictured (l to r): Tom Rodden, vice president/general manager, 20th; Mike Theodore, Errison's co-producer; Harvey Cooper, senior v.p., marketing, 20th; Errison, president Abram Boldan; and James Brooks, Westbound promotion manager.

May 15, 1976

www.americanradiohistory.com
THE AMERICAN SIDE ROCKS,
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Atlanta, Boston, Buffalo, Pittsburgh, Cleveland, Chicago, Dallas/Ft. Worth, Denver, Houston, Detroit, Los Angeles, Memphis, Miami, Milwaukee, Minneapolis, New Orleans, New York, Philadelphia, Phoenix, San Francisco, Seattle, St. Louis, Washington, D.C.

LISTENS.

Former Humble Pie member Steve Marriott in the rocker debut of the year.
Already being played in the above markets. Already breaking out with both sides of the album.

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On the British side Marriott sings and plays lead guitar with some of England's premier rockers.

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Produced by Kenny Kerner and Richie Wise

STEVE MARRIOTT is on tour with former Humble Pie members Greg Ridley and Clem Clempson in the band:

May 9 ARENA, Long Beach, Calif.
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May 14 COLISEUM, Spokane, Wash.
May 15 COLISEUM, Portland, Ore.
May 17 TERRACE BALLROOM, Salt Lake City, Utah
May 18 AUDITORIUM ARENA, Denver, Colo. (w/STYX)
May 21 (tentative) CAPITOL CENTER, Columbus, Ohio
May 22 (tentative) SPORTS ARENA, Toledo, Ohio
May 28 (tentative) RANDHURST, Mt. Prospect, Ill.

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**Singles Reviews**

**ART GARFUNKEL** (Columbia 3-10273): Disney Girls (3:42) (B. Johnston)

Garfunkel's choriboy voice has been much discussed, but this single shows that the man has an affecting style over and above the qualities of his voice. The tune is a lustrous ballad, and it should find a home in all MOR and pop markets. A beautiful Richard Perry production meshes well with the artist's talents.

**B. T. EXPRESS** (Columbia 3-10346): Can't Stop Groovin' Now, Wanna Do It Some More (3:37) (Blackwood — BMI) (B. Nichols)

This single from the just released "Energy To Burn" LP kicks off with a swinging rhythm track. "Can't Stop Groovin'", they sing, and it's really the truth. The track is punctuated by different forces — horns, drums, guitar and voice — and therefore gets the body moving. This will be a disco favorite and will get some serious R&B play.

**ROBIN TROWER** (Chrysalis CRS 2113): Too Rolling Stone (3:16) (Chrysalis — ASCAP) (R. Trower)

The song has a rhythm faster than the speed of sound — the guitar just won't quit. The vocal is bluesy and powerful. The tune is already getting airplay as an album cut and should build some more. This is really an excellent rock cut that would be a smart pick for any FM or AM programmer.

**NILS LOFGREN & A&M 1812**: Cry Tough (3:12) (Ivan/Hiiler — BMI) (N. Lofgren)

From his album of the same name, this is a haunting rock cut. The beginning is tentative, and Lofgren eases into the song with style, building the tension. Well produced by Al Kooper, this will get heavy FM play. Lofgren's voice is an attractive rock vehicle.

**MARY AND LEON RUSSELL**: Paradise/WB PDS 8208: Rainbow In Your Eyes (3:48) (Todd Jacky — BMI) (L. Russell)

The first single release on Paradise, this teams the recently wed Russell and Mary McCreary. The song is steeped in the man-woman duet tradition, with vocal trade-offs and beautiful harmonies. Russell's distinctive voice provides excellent counterpoint. Already a strong album cut, this will hit the pop charts strong.

**BOB SEGER** (Capitol P4269): Nightshades City Limits (3:05) (Unart/Huh — BMI) (T. Turner)

From his recent live album, Bob Seger has come up with a strong rock and roll tune. The excitement is in the tracks, all the audience noise is still there. Tina Turner wrote the song, and Seger will have a hit with it. The power of the cut is undeniable.

**JOAN BAEZ** (A&M 1820): Never Dreamed You'd Leave in Summer (2:45) (Jobette ASCAP) (S. Wonder, S. Wright)

Joan Baez takes the lovely Stevie Wonder ballad and makes it into her own song. The beautiful melody is perfect for her mellifluous voice. The tune will get a certain push from Baez's extensive tour schedule with Rolling Thunder Revue, and will get a shot on all FM outlets.


A genuinely great disco cut from some masters of the genre. Since they're playing the song in themselves, they play off the instrumental tracks for a syncopated effect. This will, besides the discs, get some serious R&B play.

**FOGHAT** (Bearsville/WB BSS 0037): Fool For The City (3:10) (Trembler — ASCAP) (D. Pearcy)

Foghat's hard rocking arrangements are its trademark, and fans won't let it down. Guitars and bass power the tune, and vocals are classic rock. The little song from their recent LP, the edited version (well done), will find its way onto every FM list. Flip. Take It Or Leave It (4:59).

**THE TEMPTATIONS** (Gordy/Motown G 7150 F): Up The Creek (Without A Paddle) (3:07) (Stone Diamond — BMI) (J. Bowen, J. Feagin, T. Thomas)

The Tempts are in the groove with this one! They've melded horns into the track with startling effect. The tune is a natural disco, pop and R&B monster. Cerrone synthesizer fills add to the funky rhythms. Look for this one to add immediately to all R&B radio outposts. The arrangement is a blockbuster, everything works.


Produced and written by Curtis Mayfield, the tune will score big. This is a song from the upcoming film "Sparkle" and Aretha matches the power of her best records. This is a smart pick, full and pleasing, the beat infectious, and this one is headed straight to the top of pop and R&B charts.

**CROSSBY & NASH** (ABC 12185): Love Work Out (4:50) (Tin Ice — ASCAP) (G. Nash)

A minor key, kicks off this beautifully harmonized (of course) love song. Crosby & Nash have, by now, created a musical persona apart from their old band, and this tune should, through its excellent pop construction, receive immediate and heavy airplay on all FM progressive outlets.

**MARGIE JOSEPH** (Cotillion/Atlantic 45-44201): Heart For The Words, Feel The Feeling (3:45) (Dozier BMI) (L. Dozier, M. Jackson)

A lone guitar sets up the beat in the first couple bars, and that beat is successfully sustained. This is an R&B hit without a doubt! Joseph's voice is infused with energy and emotion. A lovely ballad, with a good lyric, this should be an immediate R&B and pop add.

**L.A. JETS** (RCA JH 10666): Dancin' Through The Night (3:09) (Koopelman/Bandri — BMI) (Deasultes)

From the L.A. Jets, this first single is a powerful rock offering. The song is arranged with care, and the vocals are cutting. This band is made up of excellent musicians — the guitar playing is first rate throughout the cut. Look for this to show up on FM waves immediately.

**JOHN PAUL YOUNG** (Anrola America P7624): I Hate The Music (3:24) (Edward B. Marks — BMI) (Vanda Young)

Young up until now, has been primarily an Australian favorite, and this song should break him in the American pop market. It's a song about a man who "hates the music" because it reminds him of an old love. The melody is fresh and attractive. The chorus is a hook. Look for this one to attack the pop charts.

**BILL LA BOUNTY** (Twentieth Century TC 2290): Lie To Me (3:03) (Captain Crystal — BMI) (L. B. La Bounty)

This is the third single from La Bounty's "Promised Love" LP. The first two were not successful, but this one will break La Bounty in many pop markets. It's a ballad, well-fitted with hooks, and La Bounty sings unusually well, with appealing style. Nice sax fills are a good touch.


Not on the heels of their charted "I Do, I Do, I Do," Abba has come up with an example of their excellent musical taste. Tune is upbeat, with characteristically varied textures, and should wind up quickly on FM and AM playlists.

**DOLENZ, JONES, BOYCE AND HART** (Capitol P4271): I Love You (And I'm Glad That I Said It) (3:05) (Father/Eve-Laurain — BMI/ASCAP) (B. Boyce, T. Hart)

Two of the old Monkees have gotten together with the two people who wrote most of their songs, and the result is a cut that will appeal to MOR listeners. The melody is pleasing, and the vocals, well-harmonized, give the tune a certain punch. It's an excellent ballad that will no doubt be covered by many other artists.

**CARDELL & WHITE** (Cote Col. WC 1001 A): Rock & Roll Years (3:48) (McCoy — BMI) (T. White, N. Cardell)

Carrell and White, along with a band called Moxie, have come up with a tune that is making waves in the East Coast markets. It's a rock and roll song — another anthem to the old days — and it has a good melody and production. Look for this one to spread to other pop markets. Excellent bass playing is the foundation of this cut.
The U.S. has only been home to Mushroom Records for about two months now. But the young Canadian-based label has already given the entire American music industry reasons aplenty to take Heart.

Heart is: Ann Wilson (lead vocals/flute), Nancy Wilson (vocals/guitar), Steve Fossen (bass), Roger Fisher (guitar), Howard Leese (keyboards/guitar/vocals) and Mike Derosier (drums). And Heart is really pumping, with a throbbing first album—"Dreamboat Annie" MRS-5005—and a red-blooded single—"Crazy On You" M-7021.

Heart first began to beat hot and heavy in the Pacific Northwest. The surge of Heart airplay activity soon began to flow from FM to AM arteries in Seattle-Portland, and on to Cleveland, St. Louis and Detroit, where the band's pulsating live appearances saw crowds really take Heart to heart!

Thanks to a quick response to so positive an emergency situation, Heart is now striking with a well-coordinated national attack via independent distribution.

For a shot of pure musical adrenalin, consult your local Heart specialist. He's the promotion man or distributor near you WHO STILL makes house calls.

"Dreamboat Annie" MRS-5005
Featuring the single "Crazy On You" M-7021
On Mushroom Records and Tapes.
ALBUM REVIEWS

Steely Dan is a group of meticulous musical craftsmen who can tread many musical paths while retaining the sound which is uniquely their own. "Royal Scam" is an excellent example of this ability, and the boys show their chops on tunes like "Green Earrings," a tune with light jazz shadings, and the rich rhythms of "The Caves Of Altamira," a strong AM offering. Lead and harmony vocals are characteristically tight, with some background help by Blackberries Venetta Fields and Cylkie King. Other notable additions to the personnel include guest appearances by the likes of John Klemmer and Larry Carlton. A strong release. "The Royal Scam" should warm turntables at both AM and FM stations.

With such hit potential as "Sophisticated Lady (She's A Different Lady)", Natalie Cole is bound to establish herself as a leader in the field of soulful female vocalists. Her interpretations are sensitive yet richly endowed with the qualities of which hits are made. The production work of the Jackson-Yancy team is characteristically clean and tasteful. Plenty of pop potential for this young lady - AM programmers should keep an eye on the LP, paying particular attention to "Can We Get Together Again?"

This is another incredible collection of zany sketches from the masters of the black humor genre. With each line Python hits the American scene with relentless blows of telling satire. The entire LP comprises Python's "American Diary," and offers no-holds-barred treatments of everything from pet shops to pet shops. The recent release of Monty Python's full-length feature film, "Monty Python And The Holy Grail," has brought this British comedy troupe into the limelight and the LP will no doubt receive considerable FM play and sell quite well. Bully.

Sweet country music is given a pop treatment in this offering by Eric Anderson. The pure sound of fiddle and pedal steel is effectively underscored by some fine orchestral arrangements. Anderson's vocals are as rich and accessible as his acoustic guitar, perfectly supportable by tasteful background vocals - sometimes sounding like Dylan on "Nashville Skyline." Aside from its immediate acceptance by the C&W audience, "Sweet Surprise" should also find willing listeners in the FM market. "Lost In A Song" and the title track are particularly nice.

Innovation is surely the Crusaders' favorite word, and the tunes on this album stand as indubitable evidence of this fact. Running the musical barometer, the group showcases their versatility by going from the moving airs of "Serenity" to the up-tempo feel of "Feeling Funky," never missing a step. The creative brass and guitar work is always underscored by tasteful Rhodes keyboard lines, lending an overall ethereal quality to the final product. A natural for progressive FM play.

SMALL WONDER - Small Wonder - Columbia PC 34100 - Producer: Joe Wissert - List: 6.98
The feel of this progressive rock offering leads it through the territories of jazz in a way that will make it pleasing to both the AM pop and FM progressive listeners. The tunes are straight-ahead, fronted by tight, full harmonies and underscored by some fine synthesizer work as well as some deft handling of the lead guitar riffs. "I'm A One Way Train" will do well in the pop arena while the mellow rendering of "Midnite Plane Ride" should find its way onto the FM airwaves.

FLY LIKE AN EAGLE - Steve Miller Band - Capitol ST 11497 - Producer: Steve Miller - List: 6.98
Steve's "Guitar" Miller is back with a strong offering that will certainly re-establish him as a leading rock tastemaker. The tunes all demonstrate Miller's undeniable progressive stance with an emphasis on fusion rhythms that help keep his musical feet on the ground while his distinctive vocals, synthesizer and spacey sound effects reach for the future. The LP should not have forgotten its roots on the country ditty, "Dance, Dance, Dance." The entire LP should be an instant success in the FM progressive market with several shots at the AM listener with "The Money And Run" and "Rock 'N Me" taking the lead position.

ROSE OF CIMARRON - Poco - ABC ABCD 946 - Producers: Poco, Mark Harmon - List: 6.98
This LP is a subtle combination of country and pop that will please programmers in both of these areas. The production is clean and the playing excellent as Poco soars through the rich country lines of "When You Come Around" and the lovely balladry of "Stars At The Sky." Light banjo and dobro riffs blend with the harmonies to form an ingratiating offering for Poco. The entire LP will find a willing audience in the country field while pop programmers should watch "StelaWaway.

Ritchie Blackmore and his Rainbow are at it again and think this time is meant. "Rainbow Rising" is an impressive offering aimed at the progressive market and this Rainbow's right on target. Side two is composed of two long and ambitious pieces that emit waves of rock 'n roll energy that are sure to grab all heavy-metal devotees by the toenails. Watch this LP for considerable FM play and super sales.

A CIRCLE FILLED WITH LOVE -- The Sons of Champlin - Ariola/America ST 50007 - Producer: Keith Olsen - List: 6.98
In their strongest offering to date, the Sons produce some first rate brass sounds that show good crossover potential. While the up-front feel of "Hold On" is a natural for AM pop play, "Here Is Some" and "Will Find Its String Feel" appealing to the R&B market and the entire album will receive much play in the progressive venues. Production is clean and uncluttered, arrangements are thoughtfully sparse and lean to the funky side. Cut after cut, a nice LP.

A versatile effort by R.E.O. this collection of tunes is packed with material which will have no trouble finding willing listeners in both the AM and FM markets. The tunes are light and palatable and bear a clean rock feel that is in part the result of John Strachan's excellent production work. While the AM pop market will jump at "Keep Pushin'" and "Breakaway," the FM rockers won't be disappointed with the likes of "I Bring Thee Our Love." The LP is a combination of dance and rolls with the super clean production work making it a joy to listen to. AM programmers should give a listen to "Shanghaied" while not ignoring the fact that the boys can turn in a credible ballad like "Beautiful Dreamers." FM folks will love the whole thing, but watch "Police Boice" and "Another Man's Woman" for much play.

RED TAPE - Atlanta Rhythm Section - Polydor PQ 1-9060 - Producer: Buddy Bue - List: 6.98
Funky and smooth, strong cuts of guitar to characterize that southern sound that comes as second nature to the Atlanta Rhythm Section. This LP requires both backed with the super clean production work making it a joy to listen to. AM programmers should give a listen to "Shanghaied" while not ignoring the fact that the boys can turn in a credible ballad like "Beautiful Dreamers." FM folks will love the whole thing, but watch "Police Boice" and "Another Man's Woman" for much play.
A good deal..."we've got the original and original"
BILL COSBY IS NOT HIMSELF TODAY—Bill Cosby —Capitol ST 11229 —Producer: Stu Gardner —List: 6.98

"Rat Own. Rat Own. Rat Own! Bill Cosby has a good time satirizing today's most popular musical fad, disco. He turns in an impeccable Barry White imitation that coons, "Last Night I had thirty-five dollars in my pocket. Did you go through my pocket?" Yes, Yes, Yes, Yes, Yes, Yes. Right on Right on." His James Brown is hilarious on "I Love Myself Better Than Myself." FM programmers should have a good time with this one and some AM stations will find it to be as good as the original. As usual, Cosby will find a great buying market as well.

BALLAD FOR AMERICANS—Brock Peters and Odetta—United Artists UA LA 604G—Producers: George Butler, Michael Stewart—List: 6.98

A glowing tribute to the beauty and glory that is America. A moving theatrical production with John Latsouche's text interpreted by actor Brock Peters in "Ballad For Americans" on side one. While legendary folk songstress Odetta lends her remarkable prowess to the folk balladry of "Lonesome Train" on side two, it is a story of the assassination of President Abraham Lincoln and the train which conducted his body throughout the north on its way to its final resting place. This extravaganza is a natural for the bicentennial emphasis on merchandising this summer.


This album presents the arranging capabilities of McCoy Tyner at his best. The tunes are visionary, transporting the listener to faraway places. The overall feel is one of majesty as Tyner's piano lines are supported by such luminaries as Ron Carter on bass, Hubert Laws on alto flute and flute and Billy Cobham on drums. An easy shot with the jazz programmer, this LP will also find a positive response on many FM progressive stations. Of particular note are the sweeping rhythms of the title track and the delicate touch of "Beyond The Sun.


The fabulous Jan Hammer and cohorts George Mraz (bass) and Cees See (drums) provide food for thought on this live outing recorded at the Domicile in Munich. Hammer's piano is crisp and clear as he soars through seven self-penned pieces. The Ramsey Lewis feel of the title track gives way to Hammer's organ acrobatics on "Domicile's Last Night." The tunes are innovative but always controlled, and there is no better example of this effective combination than the lilting ethnic lines of "Malma Mainy." Basically a jazz album, progressive programmers might pick up on Hammer's organ work.


A fine collection of pure trad jazz by one of its best men. Pete Fountain. His five-piece band consists of Frank Flynn on marimba, Jack Sperling on drums, Bob Bain on guitar, Ray Leatherwood on bass and, of course. Pete Fountain's incomparable clarinet. The tunes will bring back many a memory for those of us who are mature enough to know "When You're Smiling," "Scatterbrain" and Fountain's own "Monkey." Jazz-lovers—enjoy.


A great collection of jazz material which represents the very best of the older and younger jazz artists. Included on the list of personnel are: J.J. Johnson, Nat King Cole, Les Young, Les Paul, Frank Rosolino, Flip Phillips. Definitely the basic rock witnessed in these parts since 1939. Ramones rekindles fond memories of those peaceful days we spent at the Battle of the Bulge. You think this is cold? Heil, this ain't cold. Don't miss such heavies as the "Blitzkrieg Boogie," "Beat On The Brat," "Juke Is A Lover Than Myself." FM programmers should have a good time with this one and some AM stations will find it to be as good as the original. As usual, Cosby will find a great buying market as well.

RAMONES—Ramones—Sire SASS 7520—Producer: Craig Leon—List: 6.98

Ramones is the plural of Ramone—which happens to be the last name of all four members of this band. The Lonesome Train are Definitely the most basic rock witnessed in these parts since 1939. Ramones rekindles fond memories of those peaceful days we spent at the Battle of the Bulge. You think this is cold? Heil, this ain't cold. Don't miss such heavies as the "Blitzkrieg Boogie," "Beat On The Brat," "Juke Is A Lover Than Myself." FM programmers should have a good time with this one and some AM stations will find it to be as good as the original. As usual, Cosby will find a great buying market as well.


This soundtrack not only presents some fine orchestration by Mancini. It also provides the listener with a glimpse into the film if he has not already seen it. A true delight. In this selection recycled from the film "A Wife For A Day," the pianist Ray Brown is at his best on "Rat Race." The title track features his own "Rat Race." This is an album which is, by its very existence, a collector's item. The strange and enthralling tale of billionaire Howard Hughes has undergone a series of tellings and retellings that have produced a mythos that has turned the tale to gold. With Don Thomas, music director and editor of the Chicago Tribune, interviews Hughes on the telephone regarding many varied topics. There is an interview with Hughes thoughts, a true and revealing profile of a man who made himself a legend in his own life.


In performances that span a nine-year gap, Mahalia Jackson shows her stuff as one of the finest gospel singers ever. Side two is representative of Mahalia as she sounded to radio audiences in 1964, featuring such favorites as "Move On Up A Little Higher," "Slient Night," and "I'll Sing In That Day." These cuts bring to life the music of Hughes thoughts, a true and revealing profile of a man who made himself a legend in his own life.


This twining, two-record set pays tribute to the music and musicians of Jamaica and their reggae sound. The reggae sound has affected almost everyone in one way or another and many rock and pop musicians have made hits by capitalizing on the popularity of this unique musical form. This LP is a fine representation of the many native Jamaican artists who have brought their music to us: Jimmy Cliff, Gregory Isaacs, Bob and Marcia—the list goes on and on and should the record. A great selection of reggae material for any programmer.
STEVE MILLER BAND
FLY LIKE AN EAGLE

Steve Miller
Gary Mallaber
Lonnie Turner

Their new album includes their new single,
"Take The Money And Run"
(4260)

Produced by Steve Miller
A HAWORTH ENTERPRISES PRODUCTION
Pratt/McClain

may not have been a necessary tool in breaking "Happy Days," but they feel certain that the contact has helped set them up for future releases. "Radio people are on the lookout for our records now," Pratt told CB. "We have turned a lot of programmers on to records that we're not even connected with, records we feel have potential. We have established credibility along with friendship. That has to help us in the long run. I'm surprised so many artists take a blase approach to their records. Too many of them rely exclusively on their management and the record company. They don't realize they could be helping themselves."

As far as Pratt & McClain are concerned, their next effort will need the help of "the golden circle" as much as that of any major market. "We're cutting an album now that has some good rock 'n roll on it," said Pratt. "It's not going to be readily identifiable with "Happy Days" so the rapport we've built with radio will be essential to spreading it. The time we've spent on the road has taught us that this is a full-time thing. It's our life."

Self-Help Theory

The two artists developed their self-help theory during their ABC association as the result of contact with a number of local promotion men. "We would go on the road and see promotion men for ABC and other labels at the radio stations. When we approached them, we'd say, 'We're a promotion man for one label who'd praise another company's product—if he liked it, of course. We saw some pretty heavy promotion cars doing big numbers to get someone else's product played. It made us realize that music is music. Too often in this business people get cynical and talk about backstabbing and cutting threats and all that. We saw the other side of the coin and it gave us a keen insight. We know there are a lot of ABC employees and ex-employees who still believe in us and are helping us even if we're signed to Warner Brothers."

The approach to the business of music that Pratt & McClain are utilizing may not be unique, but it seems to be working for them. "Regardless of what happens with our next record," said Pratt, "we're going to continue our relationship with radio. It's our way of telling these people how important they are to us."

Cable Royalty

Association of Broadcasters (NAB), the National Cable Television Association (NCTA), the Motion Picture Association (MPA), and TelePrompTer, a cable company—have submitted three alternative proposals to the House Judiciary Subcommittee. The proposals range from exempting small, individual-owned CATV systems from royalty payments totally to assessing incremental charges for importing distant broadcast signals.

Far-Removed

While cable TV may seem far-removed from the music industry, the way Congress acts on CATV royalties may well set an informal precedent for other kinds of royalties. If the Judiciary Subcommittee sticks to the Senate-passed bill, it could mean it will stick with the bill on mechanical royalties and the new jukebox fees. If the subcommittee lets the various cable interests work out a new deal, however, it might be an indication of flexibility. If the music interests see room for change, lobbying will escalate.

NCTA and MPAA, who submitted a fee proposal jointly, are pleased with their deal. "We're happy with what we've worked out," says NCTA's Tom Otwell. "We hope this will be part of the legislative package."

Broadcasters' Benefit

Otwell admits that the broadcasters may fight the proposal, however, since they were left out of NCTA-MPAA negotiations. Broadcasters stand to benefit most from the new cable royalty payments. Most of CATV's material comes from what will become copyrighted broadcast performances. Although the NAB submitted a six-point alternative proposal to the House Judiciary Subcommittee, "it doesn't look very promising," said NAB's copyright expert Dave Markay. "We're going to operate as much as possible," he added.

There is some impetus to resolve the differences and assist in passing the legislation," said Fritz Attaway, of the MPAA.

The Subcommittee on Courts, Civil Liberties and the Administration of Justice will need all the assistance it can get. Years of court decisions, contradic- tory, and sometimes hostile, FCC regulations and rulings, jurisdictional disputes between Congressional committees, and consumer complaints that cable doesn't always deliver what it promises have made cable TV a big problem, and big problems for cable TV.

Action Mandatory

"We can't leave Section III blank," said Subcommittee Chairman Robert Kastenmeier (D-Wis.) of the cable TV problem at the last mark-up session. The subcommittee may simply postpone consideration of Section III in the hope that the various interests can come up with something acceptable to everyone involved.

"They are still hoping we can work something out," said NAB's Markay. "But they may throw all this out and go back to the Senate bill."

Alexenburg

Date/Ode sales and promotion for Columbia Records in 1971, he moved up to director of national promotion for Columbia Records, and was thereafter appointed vice president of Epic and Columbia custom labels sales and promotion in 1970. Alexenburg was named vice president and general manager of Epic Records and CBS custom labels in 1974.

You Know The Feelin'"  
Steve Wightman FR-003

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HENRY THE EIGHTH, JULES VERNE, KING ARTHUR, AND NOW RICK WAKEMAN.

"No Earthly Connection" is Rick Wakeman's most exciting and expressive album yet. Rick and his new band, The English Rock Ensemble, convey a futuristic musical autobiography that at times could be described as space-age boogie.

As Melody Maker recently said, "Gone from his music are elaborate sections and melodramatic airs. In their place—a rich vein of writing expressed with power."

"No Earthly Connection": Down to earth Rick Wakeman.

RICK WAKEMAN "NO EARTHLY CONNECTION"
ON A&M RECORDS & TAPES ™
LOS ANGELES — "There is a difference," said Russ Bach, "between merchandising phonograph records and making them available." Bach is the west coast regional branch manager for W/E/A and some time ago he decided that earring sales in the industry could be better off if that difference was understood.

Bach has developed a merchandising presentation—slides he has taken over the last nine months of good merchandising ideas. He explained how he was moved to create such a presentation.

"I'm into merchandising," he said, "and trying to get people to sell more product. It's only natural. The more product gets sold, the healthier the industry becomes. I was standing in a Portland retail outlet a year ago talking with the owners, and I asked them what they were doing with their display windows. Well, they said, 'we don't want people to think we're selling them.' This got me thinking. I was naturally, a little taken aback. I invited these people down to L.A. to show them what other people were doing. They learned a lot, and I thought: What can I do further? I figured that the best thing to do was to take pictures. So, for the next nine months I took pictures everywhere I went, and worked up a presentation to show other retailers.

The presentation phase of the program has only recently been completed—in the last few weeks, however. Bach has taken his slide show to Portland, Denver and Seattle, and has met with great success.

"We learned a great deal," said Ray Ward, manager of the P.JL distribution operation in Seattle, which supplies and franchises the Budget Record stores in that area. "The best part about the show." Ward continued, "was that it was put together by concept, obviously Russ Bach had done a great deal of research. I was very impressed, as were all our people."

"It was a good thing on W/E/A's part," said Tom Modica of Longhair Records, a retail outlet in Portland. "It was handled very well; we really saw what was going on in terms of merchandising.

W/E/A's Ad Dollars

Modica added an important point that was not mentioned by other retailers and distributors who saw the show. "It was enlightening," he continued, in terms of W/E/A's perspective. A lot of the value of the show lay in the fact that it opened us up to W/E/A, and we got a good dialogue going. It was a good opportunity for a meeting, and we exchanged a lot of ideas.

What kind of ideas were talked about? Tom Modica explained: "Aside from the merchandising (and we learned a lot), W/E/A explained their advertising policies, what markets they put their dollars into, and why. W/E/A deserves a lot of credit for the show.

Abstract What Applies

"I thought it was excellent," said Evan Lasky, who saw the slide show in Denver three weeks ago. Lasky is assistant to the president of the P.JL chain, headquartered in Denver. "The material was taken mostly from super-retailers on the west coast. A lot of stuff, therefore, did not lend itself directly to our kind of store, but it served to see what other people are doing—it gets you off your butt to do something.

There are fifty Budget stores scattered through the western half of the United States from Kansas City to Seattle, and they average about twelve hundred square feet. The thing that came across from the show," Lasky added, "is that you have to make the store exciting. You have to get creative, and make visual contact with the customer. Albums, we realize, are artwork, and can be displayed in many different ways.

Don't Need Electronic Display

Russ Bach added some emphasis to this last point. "You don't have to get into elaborate electronic displays," he said. "You can work effectively with the materials the record companies provide: album jackets, posters, mobiles, and die-cut displays.

It should be noted that while the presentation came from Bach, who works for W/E/A, this was not a presentation that dealt exclusively with W/E/A product. Other companies are represented. Bach's criterion for inclusion in the show was a simple one: Is this an example of good merchandising? For example, there are some slides of some innovative merchandising of the "Chain Reaction" LP by the Crusaders. An imaginative retailer had capitalized on the distinctive album artwork and had created a remarkably eye-catching display.

"It really is an important thing," said Michael Reiff, vice president of the Everybody's Records chain in Portland. "Merchandising is especially important with new artists. You have to catch people's attention, but, at the same time, be tasteful so that you won't offend them.

This is certainly an important point, and one that bears a little more discussion. The Los Angeles marketplace is glutted with all kinds of display in Portland, that same concentration would, perhaps, discourage customers, overwhelm them. Still, a compromise must be reached.

"You've got to figure out a way to get that multiple purchase," Russ Bach stated, "The average sing-on-a-cash register is between eight and eleven dollars. How do you get the customer to pick up that extra record?"

Distributor's Point of View

Langdon Hedemann is president of Rain three distributors, a sub-distributor in the Portland area, and he obviously has a stake in that multiple purchase. "Since the presentation," he said, "I've seen more people get into display, and I sell more records without spending a hell of a lot of money. I try to get as much promotional material as I can, and send it out to my accounts. The presentation pointed this out, and I think it's true, that display, with album jackets and posters, is a way to spend little money with great effect.

Helpful to Independent Retailer

The presentation was helpful to David Williams, manager of Music Millennium, a Portland independent record retailer. "It was very impressed," Williams said, "we were exposed to a lot of different ideas.

Bach's presentation, however, was not what Williams was looking for. "I was very interested in retailing," he said, "and I thought that this presentation was a little too in-depth. All the information was a little too in-depth. I would say that I learned a lot, but I think there was too much detail."

Williams said the presentation was a little too in-depth for his store. "We're only a small store, and we couldn't get into the detail of what was being shown."

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Future

The only people who have seen the presentation so far are select retailers in the Portland, Seattle, and Denver markets. Bach plans to take the show to as many of his accounts as want to see it. Communication between different retail outlets and chains is all too often scarred and garbled by competition. W/E/A's show, considered non-partisan by all who attended so far, is a laudable effort to transcend that competition. Reports of a soft retail picture have been circulating throughout the industry, and Bach's is an effective move to improve business for everybody.
May 15, 1976

TALENT ON STAGE

by Bob Marley & the Wailers / The Bluesbrothers

BEACON THEATER, NYC. Critics seem anxious to categorize reggae as an unsophisticated, unrefined form of music, unaffected by commercialism, and therefore somehow priceless. But for the Wailers, reggae is the most exciting hit to hit the U.K. or America thus far, and a large part of its success is due to its being a sophisticated fusion of soul, calypso and rock, played with modern instruments and executed with precision.

To the Wailers' drummer Michael Walden, none of the riddims of the reggae scene are "hotter" and "faster" are synonymous. The keyboards of Tyrone Downie fill the " vaguely riddim" with sweet, sultry tones that color the falsetto. As the I Threes backing vocals provide solid patterns over which Marley can weave his unique vocal inflections and inflections on "Them Belly Full," or "Positive Vibration," the set that leads off the Wailers' latest LP on Island Records, "Rastaman Vibration." The evening's repertoire, running about one hour and 40 minutes, concentrated on that album and the blues "Any Day Now." Marley's American releases were represented.

By the Wailers' closing performance, any apparent psychological distance between musicians and audience had been erased. The Wailers were long and avant garde riddim which swayed to Marley's every motion, while the dreadlocked rastafarian gyrated as an old-time revivalist, hand-banging the air and shouting "Jah Rastafari." Walden was singing about in "Get Up, Stand Up" not identical to the riffs the audience was standing up about it didn't seem to matter. Although the pop music field has never encountered any practical problems with the passing of time, especially in a few dollars a seat, it's uncanny that Bob Marley's cultural and religious information are foreign to anything average American under 25 has ever experienced or believed. His message breaks the barriers.

Aside from the audience's apparent Jamaican radio voice, the show began with Scepter recording artists the Bluesbrothers, Phil and Lloyd. Their set combined original numbers with reggae-influenced versions of soul hits like the Temptations' "My Girl." p.d.

THE ROXY, L.A. — There have been a lot of very hot shows at L.A.'s premiere rock club, but none recently has had the emotional excitement and impact as the Rufus show.

Rufus were jammed in like sardines, but nobody seemed to care that it was hot and crowded because that sexy rhythm was working so well. Rufus are an extremely tight soul LP, club appearance. Rufus, who have been setting attendance records everywhere in concert appearances were even more exciting in the intimate club atmosphere.

Wearing her usual tight fitting leathers, Chaka Khan looked really good on her he looked good. The girl from Chicago really let it all out. Chaka did all her hit songs including "You Got The Love," "Tell Me What You Need," "Once You Get Started," and of course her most recent golden single "Sweet Thing." Chaka's almost as good as she used her body movements to full advantage in tantalizing the crowd.

The Faragher Brothers, a new act to the American public were splendid in their debut performance. The group demonstrated a lot of soul and poise. They performed material from their new LP, "The Faragher Brothers." Highlights from the set included their new single, "Love You Like I Can't Help Myself." Once The Faragher Brothers are one group who look to have a very promising future ahead of them. j.l.

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Tommy Bolin/Roy Harper

THE ROXY, L.A. — Tommy Bolin's mellow metal and soul band made their L.A. debut last week leaving this question in mind: how long can Deep Purple hold on to him, three year contract or not?

The live tunes seemed even better than on the album, electric guitar player Tommy Bolin is a perfect foil for the voice. Tommy Bolin's electric guitar, was truly a teaser at that. Chrysalis artist Roy Harper opened the show with his "New York" range of material that most people find difficult to span. Actually what most people seemed to enjoy the most were his long and vague lyrics which seemed to be of maximum importance to Harper at the moment. "The Cricketer Leaves The Crease" is his tenth world wide, it is his first in the U.S. and as it appears if it will take yet another LP to if it will take yet another LP to make the move.

However, Harper does have an intriguing style of humor and a deep soulful voice. He has a fine point-blank on such tunes as "Grown Ups Are Just Silly Children," and "Hallucinating Light." j.w.

Paul Simon / Phoebe Snow

Jimmy Cliff / The Brecker Bros.

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Phoebe Snow, a singer/songwriter who has learned from the old Genesis twice has now a true follow up to her promising future. Her message is not to be missed.

Her unpretentiousness and open manner of putting herself out open to the audience and her singing of "I'm Gonna Hold On," "I Will Never Marry," and her new single "You Don't Know Love," makes her not to be missed.

The ABC regulars were whooping and hollering for "I Don't Know Love," and "Blues In My Heart," and "I Will Never Marry," making her songs stick. Phoebe Snow is a gem.

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**Book Review:**

Sixteen Tons

**Written by:** Anne H. Elkin

**Publisher:** Atlantic

The book *Sixteen Tons* by Anne H. Elkin became an addition to many a bookshelf. But it's about the Beatles. How? Then, should we read it?

In one sense, we could shrug off the venture as another unnecessary stroke over the numbing hide of a dead horse. To start with, we would collectively stick out our lower lips and put over the idea that a book publisher could grab $14.95 out of the hands of the same consumer who should be buying records. But wait. The kid that buys "All Together Now" is going to buy more records — as an outgrowth of the purchase. And that means the horse isn't totally dead.

"All Together Now" is the type of gem that we could use more of. Not only does it stimulate the collector to complete that category, but in a similar incentive to each and every record company to work that catalog. And that catalog doesn't necessarily have to do with the Beatles. The nature of profit really extends in two different directions. Here we cut corners and there we squeeze potential. In fact, the Beatles' talents are quickly surging through the pages of "All Together Now" sets the creative juices gurgling with several distinct possibilities which might warrant a little mental exploration, at least.

If the average record buyer makes a purchase of about 2-4 albums when he or she walks into a store, which albums are they buying? The idea is for that buyer to pick up two of your catalog, one-of yours and one-of Perrett Records.

A second dilemma facing your P/L structure is the maintenance — or re-invention — of the general catalogs that are selling out of the record buying habit. You want to goose the frequency of purchases and to multiply appearances by that portion of your market.

So, just like Walter Podrazik and Harry Castilion, who compiled "All Together Now," why not take full advantage of that artist — or those artists — who’ve been with you awhile? Why not milk their catalog?

The best example of what we have in mind is reflected by the way some book publishers dig into their market around the holidays. Book people don’t always wait until Christmas. However, Step into Pickwick or Doubleday and check out the shelves. You won’t have to look hard, because what you’re after is usually resting at eye level. There is in Churchill’s six-volume “History of the Second World War.” You know that Bantam (or whoever prints these shrink-wrap explosions) can and does sell individual copies of "The Gathering Storm" at $2.25. But by offering the entire six works in one package for $13.50, they don’t make any huge profit but they do make a profit. They’ve sold six books instead of one. Multiples — dig?

Of course, the obvious pun-turned-pan is "Sixteen Tons," which would be to print up a rash of posters and ads encouraging the public to celebrate a contrived holiday, "Lennon Day," for instance. A special album sale could offer the Lennon catalog at a slight discount, perhaps, when the consumer could buy the six albums for $13.50. Imagine "and Mind Games" at once.

Again, this trick needn’t be confined to the Beatles. Lots of artists have thick catalogs with their original labels: Smokey Robinson, Barbra Streisand, "Mind Games" and Tower of Power, Todd Rundgren. From obvious stars such as these, through other performers who may have “peaked,” all have one common denominator: their performances have already been captured and should be selling more.

Why not reach into the audio and find out a taste of track record such as United Artists has done behind Electric Light Orchestra, Paul McCartney, and the rest? Perhaps we need an advertisement that states: "Does more than sell. Does more than market. Familiarity-turned-contempt at the reader. Although the authors may not appreciate it, they nevertheless expose a common theme running through all of us when we like something enough, we can’t get enough of it. And by the time we become sick of our pleasure, we’ve already bought it."

**Home Base**

I’ve got to thank KHJ though for introducing me to L.A. It’s become a great home base for me. I want to continue to do my afternoon show on the station and then do more acting roles, possibly in television movies. In fact, I’ve always wanted to do a SWAT episode. And the reaction from the people I work with at KHJ has been great. Landing a role in a Warner Brothers film with actors like Barbra Streisand and Kris Kristoferson is something naturally that I’ve never experienced. I was overwhelmed and the people at the station shared my excitement with me.

So for Machine Gun Kelly or M.Q. Kel- li, it’s really great that "A Star Is Born." The luck struck and he was prepared. Warner Brothers’ choice of Kelly for the part is something unusual in that he is an unknown, at least to a national movie audience. But if luck and success continue to be on the side of KHJ’s Kelly, his future plans and identity may become a reality among many more people than just himself and his present audience on KHJ.

**Pratt To Nemperor**

NEW YORK — Andy Pratt has been working with Nemperor Records, distributed by Atlantic, re-emerging after more than two years away from the recording scene. Boston native Pratt’s first Nemperor album, “The Resolution,” produced by Arif Mardin, is set for May 25 release.
EXECUTIVES ON THE MOVE

Hodes

Jans

Zeitler

Cheen

Muncy has been president of October Records the past year and prior to that was general manager of Mums Records. Muncy was at October as national promotion director and previously headed her own promotion firm.

Len Hodes To Head Chalice Music Group — Len Hodes has joined Chalice Production as national manager of the company’s new Chalice Music Group division. Hodes will headquarter at the company’s Los Angeles offices. Hodes comes to Chalice from New York where he was consultant to the music publishing firm of GRT and several international publishers. Previously he was general manager of the music publishing departments of Chess/Janus Records.

Polygram Ups Ms. Janis — Marianne Janis has been named to the position of manager of A&R. Since October of 1975, Ms. Janis has been royalty administrator for Phonogram/Mercury. She joined the firm in November of 1970 in the budget department.

Greg Edwards Upped By James — Greg Edwards has been named assistant promotion manager of Dick James Music, Inc. Prior to his new position, Edwards was involved in radio promotion and disco and exploitation for the DJ Organization in New York.

Lanny Zeitler Befriends Music — Lanny Lambert has been appointed professional manager for the Sterling Music Company, and will be responsible for promoting the company’s catalogs, as well as acquiring new songs, writers and artists for production activities. A former songwriter and producer, Lambert’s songs have been recorded by Gloria Gaynor, Bobby Vinton, Stories and Carol Douglas, among others.

Zeitler Joins private Stock — Denny Zeitler has been appointed regional promotion representative for Private Stock Records in Los Angeles. Zeitler has been with the company in New York, where he was in charge of national promotion for Neighborhood.

Chase/Janus and Spector Records.

Jeff Cheen Joins Far Out Productions — Appointment of Jeff Cheen as director of artist relations at Far Out Productions was announced last week by Jerry Goldstein and Steve Gold, co-heads of the music management, production and publishing organization. Cheen most recently was director of artist development for South Unlimi-

ted. He will maintain offices at the Far Out headquarters in Los Angeles, 7414 W. Sunset Blvd., L.A. 90046, (213) 874-1300.

Arrest Recording Corporation Sets Staff — The Arrest Recording Corporation has announced four executive appointments. Sonny Smith, executive vice president, has assumed all A&R activities in addition to being chief engineer. Smith was formerly with the Isaac Hayes organization before coming to Arrest.

Notes from the Record Industry

FOOTNOTE:—• A.S.E.R.

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5-10

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San Francisco’s K106-FM—
‘Record Research’ Station

by J.B. Carmicle

LOS ANGELES — We’re the only station in America playing down a top 20 continuous countdown that’s compiled overnight by listener phone response, said Dave Sholin, program director at KFRC-AM and K106-FM, San Francisco’s sister rockers. The system has been used by both stations to play down continuous top 20 songs plus introduce new material on the air in a major market that’s starved for national attention. With radio programmers hesitant to add to their playlists and strict rotations occurring in smaller markets as well as larger markets, the idea being ‘tested by these stations is an experiment’ handed down from Dwight Case, president of RKO radio. Cash Box explored the new K106 system by talking to Dave Sholin about its effects after a month’s operation.

Most Reaction

The people who call our phone lines to vote on new records are causing the most reaction,” Sholin said. The top 20 are selected from a tabulation of retail record sales in northern California and from the daily KFRC-AM request line figures. This is a chance for the listener to hear how their favorite songs rank among others. We’ll play five new records each day Monday through Friday in five separate day parts. This means that the five records will be played five times each, a total of 25 new play exposures, and that day part break-down will guarantee a fair exposure throughout the broadcast day and night. The listener calls are done through a special device. They’ll call one number if they like that song, another number if they don’t. We tally up those figures at the end of the day, the results are compiled overnight and the one with the most favorable calls will be played the following day, one for day only, in rotation with the top 20 the next day.

New Exposure

Sholin emphasized that the importance of this type of new exposure of records to the audience is the hook involved. ‘People like to participate they like numbers and countdowns,’ he pointed out. That he felt listeners in San Francisco are more aware of new music than listeners in other areas, proving his point by noting the number of calls the experiment has generated from the beginning. ‘They’re in the thousands,’ Sholin said, and I think what makes this type of experiment different is that the same audience becomes important to those without an audience will note that this is a term that applies to the total amount of people who listen to a station in a certain time period, say a 24 hour span. As opposed to a quarter hour audience being the average number of people listening in any given 15 minute period during the broadcast day. The hook involved is the desire on the part of the listener to keep listening to find out whether their record won or not.

Hit From The Beginning

Another interesting fact that Sholin pointed out was that the listeners can now actually see a hit being made from the very beginning. In the past, program and music directors might have been excused about a particular record from the very first day it came into the station. And they believed it in enough to go on it right away. But it’s a fact that most listeners will hear that new record a week sometimes two weeks after the station has started playing it. In this new music rotation, a listener will hear new records from the very beginning too. And the fact that the new records are new product will be emphasized on the air by the offer to the listeners to vote on their favorite. Then after a month for example they may see the record chosen from their votes, become a major hit. It’s not unrealistic at all, especially in light of the amount and caliber of new artists that are being played on today’s music charts. And the exposure of new artists on a major rockers in a major market will help to retail one of the shouting from smaller companies and smaller artists about their product not receiving fair play from pds and md’s because of light music playlists and light rotations.

Open Door

Paul Drew, RKO programming vice-president said, ‘This innovative approach created by Dwight Case is going...

station breaks

Al Bernstein moves to WNEW-FM, New York from WRWK-FM, Westchester County, New York. Bernstein will work a split airshift at the station.

New airstaff addition to WXRT-FM, Chicago in July will include, from KLKL-FM, Houston. Scott McConnell joins the staff as morning man, from KZAP, Sacramento.

Ms. Aruba Randall joined KGIV-FM 107, Portland, Oregon airstaff on May 1.

Felipe Luciano joins NBC-TV’s N.Y. news team on June 1. Luciano comes from WBLN-FM, New York.

Earth News for week of May 10-16 will feature, the Peter Frampton, of a meeting of the Count Dracula Society, and author Jacques Levy talking about civil rights leader Cesar Chavez.

Greater Los Angeles Press Club votes KLAC, Metromedia affiliate, as station broadcasting the best radio newscast of fifteen minutes or under, in 1975 competition.

KSL, Los Angeles, launched weekend long radio appeal for Hemophilia Foundation of Southern California on May 3. WBLF-FM, Lewiston, Portland, Maine sponsored March of Dimes Appalachian Trail Hike-a-thon on May 3.

KSJO-FM, San Jose, California, has unique poster contest that culminates at 10-16 will feature, the Peter Frampton, of a meeting of the Count Dracula Society, and author Jacques Levy talking about civil rights leader Cesar Chavez.

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UA Services ELO Programming Aid

LOS ANGELES United Artists Records has announced that it has serviced radio stations with a special Electric Light Orchestra programming aid, "O.E. ELO." The album, which is pressed on yellow vinyl, contains the most requested tracks from all of UA's ELO albums, including "10538 Overture," "Kuluma," "Roll Over Beethoven," "Showdown," "Mr. Ma-Ma-Belle." "Can't Get It Out Of My Head," "Boy Blue," "Evil Woman" and ELO's current chart-riader, "Strange Magic." In addition, there are liner notes on the album putting the songs in historical perspective by noting the albums from which the songs are taken. The special programming aid is designed to stimulate interest in the ELO UA catalog and demonstrate the wide range of songs that the group has recorded with winner receiving trip to see any rock group anywhere in the world on Sunday, July 16. Listeners pick up free poster at retail outlets in city, copy down poster serial number and mail in their names, addresses, etc. plus serial numbers. Winning number receives trip and expenses. Station GM is Steve Rosseta.

J.B. Carmicle

Most Added LPs

1. Saddtle Tramp — Charlie Daniels Band — Epic
2. Here And There — Elton John — MCA
3. Stingray — Joe Cocker — A&M
4. Thankful Todd Rundgren — Bearsville/ WB
5. Royal Scam — Steely Dan — ABC
6. Blow Your Face Out — J. Geils Band — Atlantic
7. Illegal Stills — Stephen Stills — Columbia
8. Fireball — Atlantic
9. Skin 'n Bone — Savoy Brown — London
10. Welcome Back — John Sebastian — Reprise
11. Circle Filled With Love — Sons Of Champlin — Ariola/America
12. No Earthly Connection — Rick Wakeman — A&M
13. Fly Like An Eagle — Steve Miller Band — Capitol
14. Moonmadness — Camel — Janus
15. Thanks For The Music — Giants — Casablanca
16. Sweet Surprise — Eric Anderson — Arista
17. All American Alien Boy — Ian Hunter — Columbia
18. Shakti — John McLaughlin, etc. — CBS
19. Sleepless Nights — Gram Parsons — A&M

Most Requested Cuts

1. Jailbreak (entire LP)/The Boys Are Back — Thin Lizzy — Mercury
2. Do You Feel/Baby I Love Your Ways — Peter Frampton — A&M
3. Wishful Thinking/Happenings Ten Years Ago — Todd Rundgren — Bearsville/WB
4. Royal Scam (entire LP) — Steely Dan — ABC

Most Predicted Hits

1. Fireball (entire LP)/Cinderella/You Are The Woman — Firefall — Atlantic
2. Roots Rock Reggae — Bob Marley & Wailers — Island
3. Let It Shine — Santana — Columbia
4. Love Song — Elton John — MCA
5. Take The Money And Run — Steve Miller Band — Capitol

WLS MEETS LYNDRY SNYDRYD — Following Lyndry Skynryd's sold out appearance in Chicago, MCA recording artists Ronnie Van Zant and Gary Rossington of Lyndry Skynryd stopped at WLS to record a special interview with WLS personality Jeff Davis. Special WLS "Guitar Bullets" bulletts wereGuitar Bullets were presented to WLS staff by Ronnie Van Zant and Gary Rossign...
SWIS-FM – MIAMI

Dean Goodman

Shingray Joe Cocker – A&M

Blow Your Face Out – J Geils Band – Atlantic

Shirri – John McLaughlin – Columbia

Rumpledshanks Resolve – Shiny Philips – A&M

Proud Mary – CCR – Warner Bros./Reprise

Moonshadows – Camel – Japan

Do You Feel – Peter Frampton – A&M

That’s It – Led Zeppelin – Swan Song

(K):

KADI-FM – ST. LOUIS

Jonnie King

Thanks For The Music – Giants – Casablanca

Blow Your Face Out – J Geils Band – Epic

Skin ‘N’ Bones – Savoy Brown – London

No Easy Connection – Rick Wakeman – A&M

Circle With Love – Sons Of Champlin – Arista

(Cordy)

VWAVE-FM – PITTSBURGH

Tom Daniels

Here And There – Elton John – MCA

I Am – Atlantic

You Can’t Do That – Atlantic

Refuse – Todd Rundgren – Bearsville/WB

(Both)

KSF-FM – ST. LOUIS

Ron Stevens

Thanks For The Music – Giants – Casablanca

Blow Your Face Out – J Geils Band – Epic

Skin ‘N’ Bones – Savoy Brown – London

No Easy Connection – Rick Wakeman – A&M

Circle With Love – Sons Of Champlin – Arista

(Cordy)

WOUL-FM – UTICA/Syracuse

Bob Teuber

Blew Your Face Out – J Geils Band – Atlantic

Dreamboat Annie – Heart – Mushroom

Do You Feel – Peter Frampton – A&M

(K):

WALL-FM – BINGHAMTON, NEW YORK

Steve Becker

Blew Your Face Out – J Geils Band – Atlantic

(My)

WRG-FO – BUFFALO

Tom Teuber

Blew Your Face Out – J Geils Band – Atlantic

Dreamboat Annie – Heart – Mushroom

Do You Feel – Peter Frampton – A&M

(K):

KOME-FO – SAN JOSE

Dana Jang

Blue Suede Shoes – Elvis Presley – RCA

Here And There – Elton John – MCA

Those Southern Knights – Blue Note

(Cordy)

WRAS-FM – ATLANTA

Bob Bailey

Ladies Choice – Michael Stanley Band – Epic

Royal Scam – Steely Dan – ABC

Illegal Stills – Stephen Stills – Columbia

Blow Your Face Out – J Geils Band – Atlantic

That’s It – Led Zeppelin – Swan Song

(K):

P.D./I.M.D. PREDICTED HITS

1. Moonshadows – Camel – Japan
2. Do You Feel – Peter Frampton – A&M
3. That’s It – Led Zeppelin – Swan Song
THE SINGLES BULLETS

(An airplay and sales analysis of the bulleted singles on the Cash Box Singles Chart)

1. **JOHN SEBASTIAN** - Number 1 cut at WABC, WLS, WRKO, KFRC, WFL, KLF and six others. Top 3 in sales at 90% of the accounts called this week.

2. **HONEST TO GOD** - Number 4 in total number of station jumps, KCLW 25-20, CKLW 23-11, WLS 12-7, 13G 25-19, KSLQ 18-33. At #1 at KIFJ, WBC. WERE, WPGC. WSN. Sales seem to be behind this super fast climber.

3. **HEARTS OF STONE** - Records jumped 4 in total number of station jumps, KFRC 25-20, CKLW 23-21, WLS 12-7. 13G 25-19, KSLQ 18-33. At #1 at KIFJ, WBC. WERE, WPGC. WSN. Sales seem to be behind this super fast climber.

4. **DANIEL** - Singles bulb in 4 in total number of station jumps, KFRC 25-20, CKLW 23-11, WLS 12-7, 13G 25-19, KSLQ 18-33. At #1 at KIFJ, WBC. WERE, WPGC. WSN. Sales seem to be behind this super fast climber.

5. **PRATT & MCCLEAN** - Added at WABC, KCKO, and 4 others. 11 jumps at radio level.

6. **DOROTHY MOORE** - Monster black crossover coming home with adds at KFL, KSTP, KJF, KAFY, and three others. Steady jumps into the top 10. WNC 12-2, WKY 14-1, KOL 14-3. 10 sales jumps. Top 3 jumps at radio.

7. **SILAS** - Added at WBLS, WNYJ, and 10 others. 4 radio jumps.

8. **FLIGHTWOOD** - Major adds this week with WABC, KJH, WSAI. WBGY. Six jumps at stations.


11. **ROLLING STONES** - Landed a place at the top on the charts and already at 20. Across the board jumps. LP kicks at #2 with this bullet. Added at WMRS, KXOK, and 4 others.

12. **NEIL SASSA** - Major adds WLS, WFLY. CKLW jumps at 10 stations. Eight most added record.

13. **ANNE ROLLINS** - Record broke wide open this week. Adds at WFL, WSAI, WPGC, and 6 others. Song also picking up rotation at stations with jumps at WLEE 20-14, WSN 29-24, 13GQ 30-23, 12X 24-19, 10 inch disk reserve seems to make the difference.

14. **CAPTAIN AND TENNILLE** - Filling the last major adds with KJH, WXYL, WFL and 5 other reports. Hot jumps KFJB 22-16, WLS 42-23, 27W 20-14, WSN 29-22, 13GQ 30-23, with a bullet on the R&B chart.

15. **GAIL WRIGHT** - #1 at WBBQ. Added at WSAI, WJY, WPGC, KIL and 5 more reporters. Jumps at six stations bringing the record into the teens at stations.

16. **BAY CITY ROLLERS** - Major add at WLS, also added at WDCR, WAUS. Jumps at KJL 30-22.


18. **PAUL SIMON** - Added at WDCR, KMIN. WSN. Added KRED 27-24, KSL 33-8. Strong sales out of Boston area from play of WRKO.


20. **CYNDEE GRECO** - Five adds for this latest talent. KHJ. KEEL. WBBQ, KMIN. HAB.
THE CASH BOX POP RADIO ANALYSIS

most added records

<table>
<thead>
<tr>
<th>Record Description</th>
<th>This Week</th>
<th>To Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Never Gonna Fall In Love</td>
<td>20%</td>
<td>55%</td>
</tr>
<tr>
<td>2. Love Song</td>
<td>20%</td>
<td>39%</td>
</tr>
<tr>
<td>3. The Money And Run</td>
<td>19%</td>
<td>29%</td>
</tr>
<tr>
<td>4. Takin' It To The Streets</td>
<td>15%</td>
<td>35%</td>
</tr>
<tr>
<td>5. Moonlight Feels Right</td>
<td>13%</td>
<td>38%</td>
</tr>
<tr>
<td>6. More, More, More</td>
<td>12%</td>
<td>60%</td>
</tr>
<tr>
<td>7. Love Is Alive</td>
<td>12%</td>
<td>45%</td>
</tr>
<tr>
<td>8. I.O.U.</td>
<td>12%</td>
<td>12%</td>
</tr>
<tr>
<td>9. Today Is The Day</td>
<td>12%</td>
<td>12%</td>
</tr>
<tr>
<td>10. Shop Around</td>
<td>11%</td>
<td>78%</td>
</tr>
<tr>
<td>11. Misty Blue</td>
<td>11%</td>
<td>75%</td>
</tr>
<tr>
<td>12. I'll Be Good To You</td>
<td>11%</td>
<td>15%</td>
</tr>
<tr>
<td>13. Get Up &amp; Boogie - Silver</td>
<td>10%</td>
<td>82%</td>
</tr>
<tr>
<td>14. Fool To Cry</td>
<td>10%</td>
<td>26%</td>
</tr>
<tr>
<td>15. Happy Days</td>
<td>8%</td>
<td>89%</td>
</tr>
<tr>
<td>16. Rhiannon</td>
<td>8%</td>
<td>77%</td>
</tr>
<tr>
<td>17. Afternoon Delight</td>
<td>8%</td>
<td>12%</td>
</tr>
<tr>
<td>18. Love Hangover</td>
<td>7%</td>
<td>91%</td>
</tr>
<tr>
<td>19. Union Man</td>
<td>7%</td>
<td>49%</td>
</tr>
</tbody>
</table>

station adds this week

<table>
<thead>
<tr>
<th>Station</th>
<th>Record</th>
</tr>
</thead>
<tbody>
<tr>
<td>WABC</td>
<td>13-9</td>
</tr>
<tr>
<td>WBBO</td>
<td>17-11</td>
</tr>
<tr>
<td>WROV</td>
<td>15-7</td>
</tr>
<tr>
<td>WLEE</td>
<td>24-0</td>
</tr>
<tr>
<td>WLG</td>
<td>30-18</td>
</tr>
<tr>
<td>WSGA</td>
<td>00-00</td>
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<tr>
<td>WNS</td>
<td>00-00</td>
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<tr>
<td>WJET</td>
<td>00-00</td>
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<tr>
<td>WORC</td>
<td>00-00</td>
</tr>
<tr>
<td>WABC</td>
<td>19-13</td>
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<tr>
<td>WBBO</td>
<td>21-16</td>
</tr>
<tr>
<td>WROV</td>
<td>19-22</td>
</tr>
<tr>
<td>WLEE</td>
<td>24-21</td>
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<tr>
<td>WLG</td>
<td>30-24</td>
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<tr>
<td>WNS</td>
<td>00-00</td>
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<tr>
<td>WJET</td>
<td>00-00</td>
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</tbody>
</table>

radio active singles

<table>
<thead>
<tr>
<th>Record Description</th>
<th>Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Silly Love Songs</td>
<td>14-8</td>
</tr>
<tr>
<td>2. Love Song</td>
<td>15-9</td>
</tr>
<tr>
<td>3. The Money And Run</td>
<td>16-5</td>
</tr>
<tr>
<td>4. Takin' It To The Streets</td>
<td>16-9</td>
</tr>
<tr>
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</tr>
<tr>
<td>19. Union Man</td>
<td>16-9</td>
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looking ahead to the top 100

101 IT SHOULD HAVE BEEN ME  102 YOU GOT THE MAGIC  103 YOUNG HEARTS RUN FREE  104 MARRIED BUT NOT TO EACH OTHER  105 A FIFTH OF BEETHOVEN  106 LONELY TEARDROPS  107 FOREVER LOVERS  108 LOVE AND UNDERSTANDING  109 NUMBER ONE  110 AMERICA THE BEAUTIFUL
**WB Taps Anderson**

LOS ANGELES — Frank Anderson has been appointed southwestern regional director of country promotion for Warner Bros. Records. The announcement came from Warners' director of country music, Andy Wickham.

Based in Dallas, Anderson will cover markets in Texas, Oklahoma, Mississippi, south Alabama and west Florida, reporting directly to Stan Byrd, newly appointed director of national country sales and promotion.

**SESAC Goes To IMIC**

LOS ANGELES — At the Sixth International Music Industry Conference (IMIC), held recently in Honolulu, Hawaii, SESAC's vice president and counsel, Albert F. Ciancimino, appeared on a panel on "Collection of Foreign Publishing Income — The Sub-Publishers vs. The Collection Societies." Appearing with him on the panel chaired by Sali Chant, NMPA, were Rudi Slizak of Hamburg, Germany, Robert Kingston of London, England, Theodora Zavin of BMI, New York, Paul Adler of ASCAP, New York, and Shinpei Matsuoka, Tokyo.

Also representing SESAC at the sixth IMIC Conference was Sidney H. Guber, the firm's vice president and director of marketing services. SESAC president A.H. Prager served on IMIC's Domestic Advisory Committee.

**NSAI Schedules Fan Fair Show**

NASHVILLE — The Nashville Songwriters Association International has scheduled its Fan Fair show for June 11 from 10:30 p.m. until midnight, at Nashville's Municipal Auditorium. The theme for the show is "NSAI Hall of Fame" and it will feature songwriters who are members of the association's Hall of Fame, performing their own work.

The organization's "Manne" award will be presented to the Hall of Fame writer/performers on the show and to those non-performing Hall of Famers who will be in Nashville for this occasion.

Ray Pennington will produce the show, and committed at this time to perform are: Ernest Tubb, Bill Anderson, Marjorie Wilkin, Don Robertson, Pee Wee King, Redd Stewart, Harlan Howard, and Governor Jimmy Davis. Radio and TV personality Ralph Emery will emcee the show and other Hall of Fame writer/performers are being contacted daily.

**PINCKARD TO CBS**

— Dan Pinckard has been appointed to the new position of product manager, CBS Records Nashville. Pinckard will be assigned to product management duties for artists on the CBS Records' Nashville roster, and will report directly to Tony Martelli, vice president, marketing, CBS Records, Nashville.

**JONES HOLDS BREWER BENEFIT**

— Epic recording artist George Jones pauses to chat with Sue Brewer after his recent benefit performance for her at his Possum Holter nightclub. Jones performed the benefit show to help with the payment of Ms. Brewer's medical bills, as she has been under extensive medical care for a number of years.

**WB Sets 'Ode To Billy Joe' Track**

LOS ANGELES — Warner Bros. Records will release the original soundtrack album to the motion picture, "Ode To Billy Joe" based on Bobbie Gentry's 1967 hit record, the film, directed by Max Baer and starring Robbie Benson and Glynnis O'Connor, premiers in early June at selected theatres throughout the south and will open around the country.

Of special interest is the fact that Bobbie Gentry has recorded the title piece for inclusion in the soundtrack album, and additional scoring for the film and album was supplied by composer Michel Legrand.

"Ode to Billy Joe" was scripted by Herman Raucher, who wrote the screenplay for "Summer of '42," and was filmed entirely on location in Mississippi last summer.

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**COUNTRY ARTIST OF THE WEEK**

Marty Robbins

"Ode" — Whether it be making records, writing songs, starring on television, or barrelling around Dayton International Speedway at 185 miles per hour in a stock car, the name Marty Robbins is certain to be prominent. On any given Friday or Saturday night when Marty makes one of his frequent Grand Ole Opry appearances the show invariably will run long, because Robbins never leaves the stage after the allotted one or two tunes. The fans won't let him.

It is easy to rattle off the statistics and facts about Marty Robbins: thirteen number-one country singles, several gold records, writer of over 500 songs, winner of over 25 BMI citations, member of the Nashville Songwriter's Association Hall Of Fame, winner of the first Grammy award for a country song (“El Paso”) — in fact the walls of Robbins Music Row offices are literally papiered with the various awards

His earliest recollections of music are centered in his father, who played harmonica, and his grandfather, a genuine traveling medicine man. As a boy of six, Marty spent hours at his grandfather's feet drinking in the stories, cowboy songs and tall tales of the Old West and was profoundly influenced by the association.

As a young artist, Marty played the small clubs around Phoenix and played a succession of small night clubs, sometimes as many as a dozen in a six-month period, as he learned his way around the business.

The opportunity which ultimately opened the big time door for him was when KPHO television station's scheduled guest for one of its 15-minute country music programs failed to appear and Marty was asked if he wanted the slot. So many calls and letters came in on the program that Marty was given a weekly slot. Sometime later. Little Jimmy Dickens appeared on Marty's show and called Columbia Records to tell them about Marty, and the company sent a representative to Phoenix to sign him.

Simultaneously with his move to Nashville, his life became centered around recording and writing sessions. Opry appearances, about 80 concerts a year, and trips to England, Australia and Japan to perform, but he somehow found time to star in his own television series, guest star on network shows like "Dean Martin and the 'Midnight Special'" and to act in about ten movies in "Gun's Of A Stranger" he realized his life-long dream of playing the singing cowboy role. Today he is active in a movie production company, a publishing enterprise, two record labels for the development of new talent, and keeps a 250-acre farm outside Nashville.

His one other passion in life has been stock car racing. After an absence from racing due to successful heart surgery; an invitation to drive the pace car in the Indianapolis 500 (one of the greatest honors in racing; drew Marty back into racing in early 1976.

Now back at Columbia after a short stay at another label, Marty is once again enthusiastic about the business of music. His current hot chart climbing single, produced by Billy Sherrill, is titled "El Paso City." Exclusive booking is by Entertainment Exclusive Associates.
COUNTRY ROUNDUP

Moe Bandy will be in West Palm Beach on May 12 for a "Country K" contest sponsored by WIRK /AM-FM. The Columbia recording star will sit mike-side with Barry Grant, program director, for an extensive interview, and will personally draw the grand prize winner of the "Evening With Moe Bandy." The winning couple will be ex- 

pected to be limousine to a private dinner with Moe at the home of Palm Beach society Roberta Britt and will be flown to a Country music concert at the Civic Auditorium. Fifteen runners-up will receive copies of Moe's latest Columbia album. "Hank Williams. You Wrote My Life," and two tickets to the Band concert.

Ronnie Milsap has purchased his first Columbia recording, "I'm Gonna Carry On," with brother Johnny Cash while Ronnie busses his way across the country to his dates. Ronnie has been set to appear at the Rodeo in Fort Smith, Arkansas 5/31-6/2.

T.G. Sheppard, Freddy Fender, Dave Dudley and Nick Nixon have been set to appear at the KGYX Radio Colonia Hotel annual "Johnnie Cash Fest" June 2. Sales of Jerry Clower's book Ain't God Good remain at a fast pace for Word Books, publisher, of Waco, Texas. A fifth printing has just been ordered for a total of 75,000 in print. The book was released last October.

Tony Tamarambo, ABC /Dot's Houston promotion man, recently ran an ad in the Houston Chronicle offering to provide respectable funeral and burial services for any deceased country music artist. The offer was supported by such artists as Waylon Jennings, Willie Nelson, Johnny Cash, and others.

The Four Guys, Grand Ole Opry regulars and owners of The Harmony House in Nashville, have added a new dimension to their local nifty by installing complete 16-track recording facilities in the club's basement. The new equipment were the Harmony House, who are now in the process of turning out a new album entitled "The Four Guys Live At The Harmony House." The studio's name, Lady Betty, Fordy, better known in CB circles as "First Mama," and President Ford, are now the Midwest MCA area and CB to a jam from C.W. McCall, whose #1 recording of "Convoy" started the whole nationwide CB craze a few months back. McCall's radio and TV spots for Midland Radio are currently running on stations across the country, and recently, he has begun a personalized tour set soon after word leaked out about Mrs. Ford's interest in the CB craze. Along with the shipping of the two CB radios, "C.W." included copies of his smash single "Convoy," and his latest hits, "There Won't Be No Country Music (There Won't Be No Rock 'n Roll)."

Anthony F. Caterine, president of Talent Management & Consultants in Dallas, Tex. 

as, has announced the formation of a third-generation country division. The company will be headed by David A. Pickering, Holleman's personal experience in the music business total 21 years. David and Jac plan to introduce new talent that reflects the current trend in Texas music, and will be located in Suite 140 at 6060 North Central Expressway in Dallas, Texas.

The Happy Goodmans are recording their first album since Vestel returned to the group in April of 1975. It will be recorded in Madisonville, Ky., at Goodman Sound Studios, and will be produced by Marvin Norcross of Canaan Records and Rusty Goodman. When the Happy Goodman Family arrived in Amarillo, Texas, recently prepared to do one show, they discovered the Civic Center Coliseum was sold out (3,800), and the announced and advertised -time was at 7:30 p.m. less than three miles away. The overflow crowd of more than 600 heard the Goodmans at 7:30 p.m. and again at 9:30 p.m. and standing room only was allowed for the second show.

Winthrop Paul Rockefeller has been on a promotional tour for his book, "Looking Back," April 23, at Winrock Farms, near Morrelton, Arkansas, for His Majesty King Carl XVI Gustaf, king of Sweden. Rockefeller chose as his entertainment for the barbecue, Ramona Jones (wife of Grandpa Jones), and many of the Ozark folk people including The Simmons Family, Lynn Younts, Dolly Parton, and Charlie Sandifer. A little music, dancing, and a neighboring dignitaries, and a small contingent of Swedes along with the King, enjoyed the rhythm and dancing.

The Four Guys will be the first Grand Ole Opry act to work the Sutton Miller's supper club in Dayton, Ohio. Sutton Miller's has played host to all the major club acts over the years. Most recent include: Phyllis Diller, John Davidson, Tony Martin and Cy Charisse and The Lettermen. The Four Guys open for an eight day engagement beginning April 24.

The Bicentennial Wagon Train is presently rolling through Tennessee on its way to Valley Forge, Pennsylvania, and serving as "Tennessee Wagon Master" is Mooney Lynn, the colorful husband of MCA recording artist. Loretta Lynn. In addition, Loretta and her husband provided a team of mules to pull the Tennessee wagon to Valley Forge. On the wagon is Tommy Freeman, a rancher at Loretta's dude ranch near Nashville.

Hal Freeman, president of California-based Cin-Kay Records, has leased "C.B. Widow" by Linda Cassidy. The record, originally on the Door Knob label, met with such instant success on its release it became necessary for a larger label, one with national distribution, to take it over. "C.B. Widow" will be re-released immediately on the Ken Kay label. Ken Kay is distributed nationally by Nationwide Sound Distributors.

Don Williams' new ABC /Dot LP titled "Harmony," is a soft-sell mellow collection which contains the hit single "Time" that launched Don's former group, The Pozo Seco Singers, in 1960.

Reports are that United Artists will film "Convoy," based on C.W. McCall's single record that swept the country recently. Shooting is scheduled for mid-1976 "$7,000 a week - a house full of money!" the film has been in promotion in conjunction with the bi-centennial called the "Bi-Centennial Silver Dollar Jackpot." The listener is given the chance to guess which letter comes up next S-O-N. The jackpot is never less than $200, and if they win, they're then given the chance to double their money with a double-bonus second prize. The $65 jackpot has given away more than $65 since it started in less than six weeks. The promotion is so overwhelming that Pacific Telephone has forced KSON to change its contest lines. Thousands of exchanges in San Diego blacked out because of the overload of calls. A recent Pulse also showed KJON #1 both the 18-49 and 25-49 age groups.

Juanita Jones

LOOKING AHEAD TO COUNTRY TOP 100

The Man From Bowling Green
Bob Luman (Epic)

God Loves Us
Sammi Jo & Friends (Polydor)

Tra-la-la Suzy
Price Mitchell (GRT)

I Love The Way That You Love Me
Ray Griff (Capitol)

You Made It Right
Ozark Mountain Daredevils (A&M)

An Angel On My Shoulder
Jon Lee (MCA)

Heart Don't Fail Me Now
Randy Conway (ABC /Dot)

I Think I Feel A Hitchkem Comin' On
Larry Jon Wilson (Monument)

Indian Nation
Billy Thundercloud (Polydor)

A Morning Made For Lovin' Helen Cornelius (RCA)

A Have A Dream On Me
Mel McDaniel's (Capitol)

Woman
David Wills (Epic)

Golden Oldie
Anne Murray (Capitol)

Doing My Time
Don Gibson (Hickory)

Vaya Con Dios
Freddy Fender (ABC /Dot)

In Some Room Above The Street
Gary Stewart (RCA)

Ginny
Lola Fauth (Derrick)

It Takes All Day To Get Over Night
Doug Kershaw (Warner Brothers)

Right Or Wrong
Ronnie Dove (Melodyland)

It Makes Me Giggle
John Conlee (RCA)

C.B. Widow
Linda Cassidy (C-Kay)

Goodnight My Love
Ramona Jones (C-Kay)

Sweet Southern Lovin' Mayf Nutter (GNP)

Layin' In The Sunshine
Tony Douglas (Cochise)

High And Wild
Earl Cornel (GRT)
SUPER STAR EXPLODES

Brings The House Down At Gilleys, Houston, May 5th First Day Of Tour

“Homemade Love” (FRO04)

Tom Bresh

Cash Box 92 — 62

Billboard 66 — 53

Record World 68 — 58

R&R — “SUPER” GRAPH

GAVIN — TOP “AIRPLAY”
FREDDY FENDER — (Dot DOA 17627)
Vaya Con Dios (2:29; [Merle — ASCAP] | [L. Russell; E. Pepper; J. James].
From the album, "Rock N Country," this song again proves that you can take an old tune and make it new. And make your self a big hit. "Vaya Con Dios" means great- tone in Spanish, but for Freddy Fender it can only mean hello to another winning song. Produced by Huyle M. Melaux, this record lives up to the high standards of quality that have marked Freddy Fender's group of the more prominent personalities in the field of country music. We predict this to be a chart-climber and request-bringer on the air.

LYNN ANDERSON (Columbia 3-10337)
Rodeo Cowboy (2:39 | Flagship | BMG | [G. Sutton].
Taken from the LP: "All The King's Horses," this one again proves Lynn Anderson's talent as one of country music's best female vocalists. The background is lively and the lyrics written by Miss Anderson, who tells of being left behind by her Rodeo Cowboy. With the excellent combination of rhythm and lyric, this single should prove to be a big one.

HOYT AXTON (A&M 1811)
Flash Of Fire (2:43; [Lady Jane — BMG | Hoyt Axton. Catherine Smith.
"Goin To Heaven In A Flash Of Fire" is exactly what this record is bound to do: for it has all the qualities that go into making a hit. Great background music, finger-poppin' rhythm, and catchy lyrics make this song a likely hit on the juke box. This is a fun song and one that makes you want to sing along. Cut from the album "Fearless," it is headed for the big time!

JOHN DENVER (RCA 10687)
Makin' Giggles (3:02 | Cherry Lane — ASCAP | [John Denver].
What can you say about John Denver that has not already been said? He's done it again with this up-tempo number that is evidence of his ingenuous talent as a songwriter. Denver strong stanzas always maintain a true classic style of Denver and opens up a new avenue of creative output that will bring him only more popularity. Excellent guitar picking and the easy style of this song will make this another top recording for the multi-talented John Denver.

DOTTYS (RCA JH 10666)
The Sweetest Thing (I've Ever Known) (3:26; [Sterling/Addison Street — ASCAP] | (Otha Youn.
Arranged by John Ragsdale, this is the title tune from Dotty's latest album, "The Sweetest Thing." Dotty's clear voice and sensitive delivery of this love song cannot be denied. This song is indeed a "sweet thing" and destined to bring Dotty many new fans. This one will be a big winner.

JOE STAMPLEY ( Epic 8-50224)
Was It Worth It (2:53) | [Al Gallico — BMG | (B. Wayne Moore).
Taken from the album: "The Sheik Of Chicago," Joe's sentimental version of lookin' back over the ruins of a love affair and asking: "Was it worth it?" stirs something deep inside of everyone. This one is a good question at something other in his life. This sad, sweet song hits a chord of sentimentality that can only send the fans out to buy, and we highly recommend this one for late night listening and remembering. A chart buster!

GARY STEWART (RCA JH 10680)
In Some Room Above The Street (3:10) | (Tree — BMG | (Sterling Whipple.
Assisted by the Jordannes and Lee Jan Bernatis. Gary Stewart pines away over his absent lover who is spending the evening in some room above the street. His feelings and hurt can be felt in this soulful tune which is excellently written and bound to soar to the top ten. Taken from the LP: "Step Out!" this one will be an outstanding contender for the charts as well as the juke boxes.

HANK SNOW (RCA JH 10681)
Who's Been Here Since I've Been Gone (2:25; [Dreamtree — BMG] | (Hank Snow).
The incomparable voice and songwriting talent of Hank Snow promises to send this song to the top of the charts. The background group of accompaniment and background vocals can only be described as excellent. The genius of Hank Snow is bound to put him in the limelight with this one. "Who's been here since I've been gone?" says Hank, but the answer is nonessential. For now, Hank Snow is here and you can just sit back and enjoy his classic country style.

SUE THOMPSON (Hickory #370)
I Want All (2:47) | (Mieene — ASCAP | (Tupper Saussy.
A woman who doesn't want her share with another pleaded to him: "I want it all" and Sue Thompson gets it all in air play with this lively number. Sue gives her all in performance and the song proves her distinction as a country artist. We see good things for this catchy tune.

LEONA WILLIAMS (with the STRANGERS) | (MCA 40557)
San Quentin (2:56) | Shade Tree — BMG | (Merle Haggard.
Recorded live at San Quentin State Prison and written by none other than Merle Haggard. This song is going to skyrocket. There is something about a love recording that captures your attention, and this song is no exception. Touchingly sung by Leona Williams, you can feel the electricity she generates while telling of the loneliness and despair of losing her man to the confines of San Quentin, and convinces you that her love song can remain without emotion for a crime he did not commit. This one will get a lot of requests and air play that will make it a top contender on the charts.

MAJOR BILL AND HIS COBBOYS (LeCam — LC 820)
It All Started With Bob (3:19; [Softcarrushy — BMG | (Major Bill Smith. Gene Hensley.
As his Tribute to the late, great Bob Wills. Major Bill Smith wrote and sang this potential #1 song that promises nothing but the best in reviews. There is a distinctive quality to this record that makes you stop and listen to the words, for they are delivered with a genuine sincerity and pride. Major Bill has already started bringing attention to this number and he is just getting started. It may have started with Bob but Bill will carry it to the top.

SADDLE TRAMP — (Charlie Daniels Band — Epic PE 34150)
Another Charlie Daniels treat is in store with this album, which is packed full of the musical creativity and genius of Charlie Daniels and his band. Our favorite cut is this title song, "Saddle Tramp," for the listener can ease into a musical world of pure pleasure and excitement. This song could easily be released as a single and would have no trouble whatsoever in climbing to the top of the charts. The whole album is a smooth blend of country rock that has made the Charlie Daniels sound so unique. Some of the best cuts on the album include "Sweet Louisiana, "Witchita Jail" and "It's My Life." Also included are "Dixie On My Mind," "Cumberland Mountain Number Nine" and "Sweetwater Texas." This is a definite must if you are a Charlie Daniels fan, for he lives up to his usual high standard of excellence and musical genius.

BELIEVE ME NOW OR BELIEVE ME LATER — Diana Trask — ABC ABPD 948
A winning combination of bouncy, lively tunes like "Rock Me Son," "Fuzzy, A Friend" for the lonely and hauntingly beautiful "New York City Song," this album is truly a winner. It is one of those albums that can be classified as containing nothing but Diana Trask talent. Diana Trask sings to the end. Diana proves her versatility as a singer and she is well on her way to superstardom. Among the other winning cuts you will enjoy are "All Alone In Austin," "It's Too Late," "Sing Feelin' Sing," "Empty Chairs," "Let's Get Down To Business," "But He Was Good For A Fallin' Angel," "Little Joe," "One Step From Your Arms," and the romantic "Lover And A Friend.

A LIVING LEGEND — Lester Flatt & The Nashville Grass — CMH 9002
This 2-record set showcases the unique style of Lester Flatt that has made him a living legend. The listener experiences many of the classics as well as some of the more recent ones. The style of this music, Banjo fans will really enjoy the instrumental "Shuckin' The Corn," while easy listeners will go more for such tunes as "Blamin' An Old Freight Train and the old standard, "I Still Miss Someone." Other notables on this classic album include "We Can't Be Darlings Anymore. Back Every Sunday," "I Don't Care, Any More. Please Don't Wake Me" and "If I Should Wander Back Tonight.

JIMMY RABBIT AND RENEGADE — Jimmy Rab- bit and Renegade — Capitol ST 11491
Besides the talents of Jimmy Rabbit, B.J. Jones, Bobby Burns, Rex Ludwick, Dave Johnson and Bobby Rambo (Renegade), the album also boasts the multi-talented Outlaw himself. "Bijou" Johnson is the main strength of this album. The arrangements are excellent and Jimmy Rabbit sings in that deep, gutsy voice that demands attention and creates a distinctive style that is all his own. Renegade's rendition of "Ladies Love Outlaws" is superb and by far one of the best we have heard and an equally good job is done on David Allan Coe's "Cocaine Carolina." The trend toward doing your own thing and following your own style is exactly what this album is all about. Other songs include: "Bosser Oty, " Victim Of Life's Circumstances, "Forty Days," Pour Your Wine, " "I Lose Control. "I Wish I had Me Some One To Miss " and "Dixie Fried (Let's Get)."

STONENWALL JACKSON'S GREATEST HITS — Stonenwall Jackson — GRT 8007
For all Stonewall Jackson fans, this album is a combination of hit songs of the past with some new, up-tempo numbers. The unique sound of Stonewall Jackson music today. Stonewall has been around for quite some time, but this album proves that his talent is timeless. Through the talent of John Schwartz, the foot-stomping, sing-along renditions of "Waterloo" and "I Washed My Hands In Muddy Water" bring the album "I'm Walkin" all attest to the musical talent of this country singer. Selections include: "Don't Be Angry," "Don't Be Late," "Life To Go," "B.J. The D.J. Read Between The Lines" and "A Wound Time Can't Ease."
CASH BOX R&B

R&B INGREDIENTS

The new B.T. Express single for Columbia is out. Entitled "Can't Stop Groovin'," this one looks like a hit. Some of the hot records this spring, along with the Isleys' latest, "Who Loves You Better.

The Tavares brothers have released a new single on Capitol that is going to bump up the chart. This one is entitled "Looking at Heaven Must Be Missing An Angel." More melanies harmonies from the fellows from Boston. Aretha Franklin also has a new single out. It's called "Something He Can Feel" from the movie "Sparkle." Curtis Mayfield produced this one for Aretha. Also watch for the latest from Margie Johnson on Colition. "Gone With Words." Funky, it's funk.

Gary Goetham called from from Gotham City to say that "Swing" by Hokis Pokis on the Shield label is happening in a big way in the discos of New York. Bobby Bland, the man who is related to the singer, has his I/O's Legs Of LP. BPE entitled it " Ain't That The Real Thing." This is a killer. Jimmy Briscoe & The Little Beavers have finally released their new single for Pi Kappa distributed by Buddha. "Ain't No Way" is the title and it's a smash.

BACKSTAGE VEGAS — Natalie Cole recently made her Las Vegas debut at the Hilton along with Bill Cosby. Shown above from left to right celebrating backstage are Chuck Jackson and Marvin Yancy, Natalie's songwriters and producers, Natalie; Kevin Hunter, Natalie's manager; Larinn Arnold, Capitol's vice president and general manager, soul division; and Bob Schwartz, Jackson and Yancy's manager.

Marilyn McCoo and Billy Davis, Jr. will be making their Las Vegas show debut August 5 at the Riviera along with Don Rickles. Rufus, featuring Chaka Khan will appear on NBC-TV's "Mac Davis Show" June 3. Richard Gersh Associates are now representing KC & The Sunshine Band.

L.A. Express is now calling itself the L.A. Criminals. An up and coming vocalist, is burning turntables around the country with two cuts off her "Live." L.P. "L.A. Catcher" and "Midnight Train To Georgia" are lighting up the phone request lines. A May 20 concert in L.A. will establish the Julius Adderley Scholarship Fund at the university. Appearing at the benefit will be the Cannonball Adderley Quintet featuring Nat Adderley, Walter Booker and Ron McCurdy. Also appearing will be Flora Purim, Airto, Freddie Hubbard, George Duke and David Akelett. Other friends appearing on the bill will be Louis Hayes, Jimmy Smith, Sam Jones, Ernie Andrews, Jimmy Cleveland, Ernie Watts and Victor Feldman. The concert is being presented by the Center for Afro-American Studies at UCLA, in cooperation with the Committee on Fine Arts and Special Productions.

The Miracles are back from their four week tour of England. The guys will have no vacation however as they are set for a heavy summer schedule including five engagements at Disneyland during May and June, plus an engagement July 25 at the Universal Amphitheatere with Al Green.

Quincy Jones is off to New York to record a "salsa" L.P. Ray Barretto will be on congas with a solid line-up of other Latin musicians. Ray is lining up the Latin players for the sessions... Badda is bringing more pleasure to the airwaves with their two latest single releases; "Mama Mia," by the Leer Brothers and "Dance And Free Your Mind," by the Sims of Satin. These are going to jump up on the charts.

The Templemen released the wing "Wireline." The single is "Up The Creek (Without A Paddle)." Their new L.P. is fabulous... Kessler Grass Management have signed Garland Green to an exclusive management contract.

Green has a new single out on Casino Records called "T.O.U.."

Chelsea Records has added a gospel line to their catalog. Bee-Gee and Vee-Jay Records are the new labels to Chelsea. Gentry McCreary is heading the operation in Los Angeles, along with Chelsea's R.A. coordinator Regis Brown. The first release for Bee-Gee is "Another Direction," by the Five Blind Boys. A hot selection off the LP is "I Love The Lord." Also watch for Rodena Preston's latest single "Where Peaceful Waters Flow." Other artists on the Bee-Gee label who will be coming with releases very shortly include The Edwin Hawkins Singers, Garry Faggett and the Patterson Trio. If you're into gospel music Bee-Gee, and Vee-Jay have got the hits... Speaking of gospel Columbia Records has also just released an LP by the queen of gospel music as a solo artist. The LP is entitled "How I Got Over," and should be a hot item for those who remember one of America's all-time great singers.

The Pablo Festival came to L.A. last week at the Shubert Theatre. The show was sensational! Ella Fitzgerald, Count Basie and his orchestra, Oscar Peterson and Joe Pass put on quite a show. The ensemble will be traveling all around the country this summer and if it comes to your area don't miss it... Ann Peebles has another monster on her hands with the release of her latest single on Hi entitled "I Don't Need My Man." ... Natalie Cole's new LP is out and it's hot. It's entitled "Natalie," and already "Soplicated Lady," her single, is smokin' up the charts. This is another monster LP for Natalie and her songwriters and producers Chuck Jackson and Marvin Yancy.

Believe it or not the Sony Corporation is coming up with a very soulful LP for Ariola. The whole L.P. grooves. Check out the Sons of 'Shipwreck When It's Not.' It's hot, hot, hot... Bill Cosby's L.P. is out and programmers better make plenty of room for this one. Bill's sense of humor is, as always, 'rat, own rat, own rat.' The 200th anniversary of the U.S. is coming shortly. UA records has done a very tasteful LP to commemorate the event with the release of "Ballad For Americans." This is continued on pg 39.

S OUL WAVES

Poppin' Perry Pierce, program director at WYAZ, called in from Yazzo, Miss. to say that the station is in the midst of a Giant Record Giveaway Contest. All the listeners have to do is identify the artist and song title over the air and they will then win the LP or 45 that they correctly identified.

KYAC in Seattle is having a contest in conjunction with London Records called "Train Ride To Hollywood." The winner will receive a train ride to Hollywood to attend the premiere of the new Bloodstone film "Train Ride To Hollywood." The trip will also include a tour of Universal Studios, dinner at a Bloodstone, a visit to a Bloodstone recording session and other goodies. Also KYAC is having another promotion in conjunction with Casablanca Records called "Evening Of Magic." Winners of this contest will get a night on the town and get to go to dinner and visit a few clubs in the city.

WENZ has hired its first female air personality. Her name is Tina Woody and she will be working on the weekends.

KATZ in St. Louis is having a "Midnight Lady" contest in conjunction with Rare Earth's latest L.P. Winner will receive the entire Rare Earth catalog, two tickets to their upcoming concert and a night on the town.

KIGN in Dallas had a radio telephone over the weekend for the United Negro College Fund. Travis Gardner, program director at that station, reported that last year the station raised over $5,000 for the fund.

KNOK in Ft. Worth is saluting artists in his weekend programming, according to Bernard Miller, Mr. B. at that station. In past weeks the station has saluted: Johnny Taylor, Al Green and Brothers Johnson by playing old and new hits by the artists twice an hour.

Jess levitt
Fantasy has just released another fine Cannonball Adderley LP entitled "Lovers." McCoy Tyner also has a new LP release for Milestone entitled "Fly With The Wind." This is another fine LP by one of jazz's top keyboardists. "Bubbin' Brown's Breath" is a hit on Broadway and now H & L Records has released the original cast LP to this exciting Broadway show. Joe Thomas has a new single out for Groove Merchant entitled "Poinciana." It's a killer. Gloria Lynne, one of everyone's favorite singles has a new single out for ABC/Impulse entitled "Out Of This World." This one should put Gloria right back on the top. Curtis Woman, Bobby's brother has a new single out for Playboy which should help establish this young artist as a star. The single is entitled "Boogie Woogie Jones." Leslie Uggams has a new single out for Motown entitled "I Want To Make It Easy For You." It's a monster. Warner Bros. is hot these days. Some of the new singles recently released that should help keep the momentum going include: "Run On Rider," by Zell Black, "Love's Holiday," by Leroy Houston from "Soul Man," by Calhoun on Warner Spectr, "Bicentennial (4th Day Of July)" by Harry T. Booker, "It's Gotta Be This Way" by Banks & Hampton, "Love," by Graham Central Station, "Sunshine," by the Impressions and "City Music," by Jerry Calderon. The Impressions are back into the thick of things with their latest release on Motown entitled "Touch." Tommy Thomas has a new single release for Glades entitled "Love Shyne." It's hot. Wade Marcus and Mayuto have signed recording deals with Impulse Records. Kessler-Grass Management have just completed negotiating a recording deal for their client Otis Clay with Henry Stone's T.K. Records. Clay is currently in Chicago recording his first single for the label. Gil Scott-Heron was in town last week at the Roxy. Gil, Brian Jackson and the Midnight Band were hot as they played a tremendous 90 minute set. Gil and the band have been touring extensively of late but Gil hopes to get back into the studios to record a new LP for Arista. Gil wants to go in and record a tune entitled "I Am The Only One Until The End Of Time." The 35 year old young man known as Possum Slim Gil said the reason for the song was that Possum was invited to a birthday party for some friends and when he arrived he was robbed. He went home, got his gun and shot the two people that robbed him. Now he is in all Atlanta's newspapers, janitors, etc. Glass Band's "Long And Winding Road" will be the new single on Warner Bros. for New Birth. The title of the LP will be "Love Poton." The Cashbox offices last week with his single "Breaking Up Is Hard To Do" on Columbia Records. Jimmy Hen is, has been a singer most of his life. His last big record was for Kent in 1970 entitled "I Only Have Eyes For You." Jimmy is also one of the hottest acts in R&B. As you may know, and the key is "Somebody Told A Lie" will be released this week. From left to right: Nick, Val and Don Cornelius.
### Cash Box Top R&B Singles (May 15, 1976)

<table>
<thead>
<tr>
<th>#</th>
<th>Song Title</th>
<th>Artist(s)</th>
<th>Label(s)</th>
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<tbody>
<tr>
<td>1</td>
<td>Love Hangover</td>
<td>David Ruffin, Chaka Khan</td>
<td>MCA</td>
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<tr>
<td>2</td>
<td>Disco Lady</td>
<td>Johnnie Taylor</td>
<td>Columbia</td>
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<td>3</td>
<td>Movin'</td>
<td>Brass Construction</td>
<td>UA</td>
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<td>4</td>
<td>Get Up and Boogie</td>
<td>Sly &amp; The Family Stone</td>
<td>Warner</td>
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<td>5</td>
<td>Kiss and Say Goodbye</td>
<td>George McCrae</td>
<td>Buddah</td>
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<tr>
<td>6</td>
<td>Livin' For The Weekend</td>
<td>Gays, Phil &amp; The Gospel Truths</td>
<td>EMI (UK)</td>
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<td>7</td>
<td>Misty Blue</td>
<td>Dorthy Moore</td>
<td>Malaco</td>
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<td>8</td>
<td>Young Hearts Run Free</td>
<td>Warlock</td>
<td>Loma</td>
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<td>9</td>
<td>Dance Wit Me</td>
<td>Patti Labelle</td>
<td>ABC</td>
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<td>10</td>
<td>I Want You</td>
<td>Marvin Gaye</td>
<td>Tamla MNJ</td>
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<tr>
<td>11</td>
<td>I'll Be Good to You</td>
<td>Doobie Brothers</td>
<td>Warner</td>
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<tr>
<td>12</td>
<td>Can't Hide Love</td>
<td>Groove Unlimited</td>
<td>Columbia</td>
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<td>13</td>
<td>Spanish Sushi</td>
<td>Mini Love</td>
<td>Vertigo</td>
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<td>14</td>
<td>I've Got a Feeling We'll Be Seeing Each Other Again</td>
<td>Al Wilson/Playboy</td>
<td>Playboy Records</td>
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<td>15</td>
<td>It's Cool</td>
<td>The Temptations</td>
<td>RCA</td>
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<td>16</td>
<td>Tell Me the World How I Feel About Chyna Baby</td>
<td>Al Hibbler &amp; The Meters</td>
<td>ABC</td>
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<td>17</td>
<td>All In The Family</td>
<td>Eddie Kendricks</td>
<td>Mercury</td>
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<td>18</td>
<td>Married Not To Each Other</td>
<td>The Isley Brothers</td>
<td>Top Ten</td>
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<td>19</td>
<td>Tear The Roof Off the Sucker</td>
<td>Parliament/Castaneda</td>
<td>RCA</td>
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<td>20</td>
<td>You See the Trouble With Me</td>
<td>Barry White</td>
<td>20th Century</td>
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<td>21</td>
<td>This Is It</td>
<td>Melba Moore &amp; Budda Dodo</td>
<td>Buddah</td>
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<td>22</td>
<td>Born to Get Down</td>
<td>J.B. &amp; The Mynors</td>
<td>Stax</td>
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<td>23</td>
<td>Do You Wanna Do a Thing</td>
<td>Sharky John</td>
<td>DKK</td>
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<td>24</td>
<td>That's Where the Happy People Go</td>
<td>Tommy &amp; The Gangs</td>
<td>Atlantic</td>
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<td>25</td>
<td>Baretta's Theme</td>
<td>Rythm &amp; Harmonie</td>
<td>ABC</td>
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<td>26</td>
<td>Friend of Mine</td>
<td>Carl, Jr. &amp; The Gladiators</td>
<td>GIF</td>
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<td>27</td>
<td>Heavy Love</td>
<td>David Ruffin</td>
<td>Motown</td>
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<td>28</td>
<td>Party Down</td>
<td>William Hutch</td>
<td>Motown</td>
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<tr>
<td>29</td>
<td>More Over and Over</td>
<td>Alyson &amp; The Bluebirds</td>
<td>Buddah</td>
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<tr>
<td>30</td>
<td>He's a Friend</td>
<td>Freda Payne &amp; The Bluebirds</td>
<td>Motown</td>
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<td>31</td>
<td>Happy Music</td>
<td>Black Byrds</td>
<td>Fantasy Flier</td>
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<tr>
<td>32</td>
<td>Open Face</td>
<td>Kool &amp; the Gangs</td>
<td>Atlantic</td>
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<tr>
<td>33</td>
<td>Love and Understanding</td>
<td>Kool &amp; the Gangs</td>
<td>Atlantic</td>
</tr>
<tr>
<td>34</td>
<td>Make Yours a Happy Home</td>
<td>Grass Knights &amp; The F.P.S.</td>
<td>Buddah</td>
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</tbody>
</table>

### Alphabetized Top 100 R&B Singles (Including Publishers and Licensees)

<table>
<thead>
<tr>
<th>#</th>
<th>Song Title</th>
<th>Artist(s)</th>
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<tbody>
<tr>
<td>1</td>
<td>The Love I Never Had</td>
<td>Smokey Robinson &amp; Ben E. King</td>
<td>ASCAP</td>
</tr>
<tr>
<td>2</td>
<td>Hustle on Up (Do the Bump)</td>
<td>G. McCrae &amp; The Meters</td>
<td>BMI</td>
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<td>What Can I Do</td>
<td>Bobbi McCrae</td>
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<td>Hustle and Suck</td>
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### Sweet Thing

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<td>She's So Good</td>
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<td>Shoutin' From the Hood</td>
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### Mystical Voyage

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For The Record

It's Enough
On The
You

WRCP Booker and will feature longtime Cannonball Adderley Quintet members
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SOUNDING BORED
Linda Cassidy

Have
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When
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of American blackout sketches featuring the likes
and
C.B. (no relation),
with David
Hart
with life, anyway,
Billy

The City
ADDRESS BUSINESS HOME

CITY

NATURE OF BUSINESS

PAYMENT ENCLOSED

SIGNATURE

CASH

SUBSCRIPTION ORDER

119 WEST 57TH ST. • NEW YORK, N.Y. 10019 • Judson 6-2640

1 Year VIA AIR MAIL (U.S.A.) $85.00 (including Canada and Mex.co)

NAME

COMPANY

ADDRESS • BUSINESS • HOME

STATE • COUNTY

ZIP CODE

OUTSIDE USA FOR 1 YR.
AIRMAIL $90.00
1st Class Steamer Mail $70.00

Please Check Proper Classification Below

DEALER □

ONE STOP □

DISTRIB □

RACK JOBER □

PUBLISHER □

RECORD CO. □

DISC JOCKEY □

JUKE BOXES □

AMUSEMENT □

OPERATOR □

GAMES □

VENDING MACHINES □

OTHER □

May 15, 1976

www.americanradiohistory.com
CASHBOXCOINMACHINE

Bally 'Old Chicago' 4-Pl. Brings Back Drop Targets

CHICAGO - 'Drop Targets, introduced in 'Air Aces' in 1975, gain extra special importance in 'Old Chicago', said Paul Calamari, sales manager of Bally Manufacturing Co. by the Annual Automatic Merchandising Association's new edition of the 4-player flipper type pinball game.

To elaborate further, Calamari explained that 'In 'Old Chicago,' drop targets are not only the key to two different ways to score, but also add to the outside bonus, as well as the final ball signal which a causes a ball in the out-hole to return to the shooter-tip, as an extra ball.

'The out-hole is also important,' he continued, 'as one of two ways to collect the build-up special bonus. The out-hole bonus is doubled if collected with bonus double signal lit. Double bonus signal is adjustable to light automatically at different periods of play.

'While the out-hole bonus resets the bonus to starting point, bonus may also be collected, without reset, by shooting ball in center kickout hole. The player may thus collect the accumulated bonus, continue to build the bonus and collect.

New Publications From NAMA

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Coney Island' New Rifle Game From ChiCoin

CHICAGO — Following a series of demand locations tests, shipments are commencing on ChiCoin's new "Coney Island" Rifle, according to Robert Sherwood, director of marketing for Chicago Dynamic Industries, Inc.

We are delighted with Coney Island's test results," Sherwood said. "The volume of play and the flawless performance indicate a long and highly profitable location life.

The trend of ever-popular rifle game games, Coney Island makes play incentive even stronger with an array of uniquely humorous targets, striking black light effects, and the full atmosphere of a realistic carnival midway. Moving targets include the amusing "Leaping Louie" character who bounces across the midway on a pogo stick. When hit, he scores 100 points and reverses direction, giving players added scoring opportunities. Sherwood noted. "There's also a traveling bullseye in the midway's shooting gallery that scores 100 points for each hit.

Pep-up targets appear in unpredictable sequence, calling on the player for fast accurate shooting against time. Popular potential, a Flash-O-Matic bullseye on the Ferris wheel scores 100 to 500 points."

Coney Island also features a semiautomatic rifle, realistic adjustable shot sounds, adjustable Extended Play score and adjustable playing time. Play is priced at one quarter each play, adjustable to two plays for one quarter.

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NAMA announced the release of a considerably revised edition of volume I of its labor relations manual. Entitled "Before And During The Union Drive" the 91-page manual is intended to help establish and maintain good relationships with employees as well as to explain management's rights and obligations under federal labor laws governing employer-employee relations. Originally issued in 1964, the manual has been revised and updated and is the first of a two-part series. The second volume deals with "How To Negotiate A Union Contract."

Paul Jacobs To Exidy As Marketing Dir.

MOUNTAIN VIEW, CA. — H.R. (Pete) Kaufman, president of Exidy, Inc., announced the appointment of Paul C. Jacobs to the position of director of marketing.

Jacobs, whose appointment became effective May 1, has a vast background in the coin machine industry on all levels. He has been an operator, distributor and most recently served as assistant director of marketing for Chicago Dynamic Industries.

"We feel the appointment of Jacobs to this position represents a significant move in the overall strengthening of Exidy's position in the coin machine marketplace," Kaufman said. "He will have full authority in all marketing areas including advertising, shipping, parts and service."

Jacobs, his wife Michelle and son Geoffrey, will shortly be relocating to the Sunnyvale area. He expressed his intention of scheduling an extensive trip to personally visit Exidy's distributors around the country.

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continued on pg 45
Even when we're last, we're first.

The all-new Rock-Ola 464 will be here in December. Because it takes time to create a milestone.
274 At WMMA Spring Conv.

WISCONSIN — The Wisconsin Music Merchants annual Spring Convention and Trade Show recently held at the Scotland Resort in Oconomowoc, Wisconsin, attracted a record attendance of 274 reportedly one of the largest turnouts of note for a state organization function of this kind. Among the contributing factors to the heavy turnout, according to WMMA officials, was the association’s recently inaugurated Apprenticeship Program, which was spotlighted during the convention. WMMA’s executive director Leonard Roulier noted that Wisconsin is the “first state to adopt such a program,” which is designed to train servicemen for coin-operated devices. The actual course includes a combination of classroom work, held at the Mid-State Technical Institute in Wisconsin Rapids, and on the job training under employer supervision. All of the first year apprentices were honored at the convention banquet and awarded special tie bars in recognition of their participation in the pilot program. Scott Reierison, an apprentice with Madison Coin Machines, spoke in behalf of his fellow apprentices expressing gratitude to the industry for developing such a beneficial program which enables individuals to receive the sound, thorough training necessary to qualify for future work in the servicing of amusement equipment.

The Saturday night awards banquet featured entertainment by magician Ron Fable, who delighted adults as well as children with his magic act. Award presentations were made to WMMA past president Jim Stansfield, who spoke on “Operating Analysis and Strategies,” focusing on a music merchant’s route-exiting operations and suggestions for improvement. Also speaking was WMMA’s executive director Leonard Roulier, who reviewed the association’s accomplishments over the past year, acknowledging the efforts of the directors and committees contributing to a very successful year. He noted that membership, directory size and the number of exhibitors had increased for the third straight year.

Supplementing the standard convention business meetings were a special workshop conducted by Walter Bohrer, WMMA’s executive director, and a Kurt-Kasch service seminar focusing on basic digital technology, logic theory and troubleshooting.

WMMA president Walter Bohrer (right) presents an appropriately inscribed plaque to past president Jim Stansfield, in recognition of his service to WMMA.

WMMA Spring Conv.

Wick Departs Fascination Forms Own Consulting Firm

CHICAGO — Robert E. Wick announced his resignation as director of international operations for Fascination Ltd, electronic games manufacturer and subsequently revealed that he has formed his own consulting firm, International Market Development Company.

The new firm will temporarily operate from 432 Greenfield St. in Oak Park, Ill. Wick said that the purpose of the new company is to “add dimensions to the marketing efforts” of his clients. The company will accept staff assignments both here and abroad to open and expand markets. Wick’s extensive international marketing experience will be available to non-competitive clients.

Old Favorite Action plus New Skill Thrills

Bally OLD CHICAGO

4-PLAYER FLIPPER
CONVERTIBLE TO ADD-A-BALL

Allied’s ‘Astro Print’ Portrait Machine

WICK DEPARTS
FASCINATION FORMS OWN
CONSULTING FIRM

John Hancock Center, famed Chicago skyscraper, looms above the Water Tower which surmounted the Great Fire of 1871—a contrast of old and new in the prairie capital of the world.

HIALEAH, FLA. — Allied Leisure Industries “Astro Print” Computer Portrait Machine, initially installed very successfully at the Circus Circus Hotel in Las Vegas, is enjoying widespread popularity as a result of subsequent installations in such spots as the Seabridge light boardwalk and the Astbury Park boardwalk in New Jersey, as well as the San Antonio Texas Sports Wax Museum and several major shopping centers throughout California, Texas and other areas. According to Allied’s marketing director Arnold Fisher. He noted that negotiations are currently underway for a possible installation in the famed Disney World of Orlando, Florida.

Mike Shaw, firm’s national sales manager, indicated that Astro Print will shortly be seen throughout Canada in approximately six to eight major fairs, including the Canadian Exposition.

Astro Print was introduced to the coin machine trade during the MOA Exposition in Chicago. It is attractively structured and using a solid state computer and video scanning mechanism to produce computer character portraits of any subject. As Fisher stated, "Although other computer vending machines are on the market, Astro Print is more competitive because of consumer design features and economics.

Further information may be obtained by calling Allied’s toll free number: (800) 327-5830

See Distributor or write Bally 2640 Belmont Avenue, Chicago, Illinois
CHICAGO CHATTER

See the new “Old Chicago” pinball machine just unveiled by Bally Mfg. Corp.

HAPPY TO REPORT that Mort Levinson of National Coin is back in the pink, following his recent heart attack. He shed a few pounds, said he feels very good after a nice rest. They have a large home in Chicago and will extend his thanks, through this column, for the hundreds of cards and many thoughtful gestures expressed by industry people from all over the world during his stay in the hospital. On a sad note, however, Brosky’s Dusty Hobbit died of a heart attack a few weeks ago. He was a very kind fellow and will be missed by all who knew him in the industry. We extend condolences to his family.

Since ORMA.JOHNSON-MOHRI of Johnson Vending was almost solely responsible for making that appointment with Williams, he probably will not forget the sit-down of the Cash Box that gave her a call last week to find out what effect this decision had on her operation. “It’s almost like starting all over again,” she said (with a definite smile in voice, by the way), pointing out the fact that she’s put in many years in the coin and pinball industry. She has held a position in the area of servicing the new machines. ORMA said 4-player models seem to be the most popular on the route and the pricing, at present, is 2 for a quarter. “I am very optimistic that, in the final analysis, putting pinball machines on the route will result in increased earnings for us,” she said, “and if things continue as they are I will have to add to our present staff. In all, I couldn’t be happier over the fact that pins are finally allowed here, and the prospect that they will be profitable items for us.”

AND SPEAKING OF pinball machines, a unit called “Space Mission,” bearing the Williams logo, seems to be making history in the industry and at the factory, as Williams’ most successful pingame to date—according to Bill DeSelmi As for shuffled titles, we’re not sure where the Bally “Hokus Pokus” supply has been made available, but the “Young and Beautiful” cards now in the boxes are the “Hard Times” cards, which are currently playing in the O’Hare Hilton.

JERRY MONDAY OF Leisure Sports Systems in Garland, Texas, was a brief Chicago visitor last week, spending some time at Empire Dist. Inc. and laying the groundwork for an upcoming promotion tour. According to Montegrossi in Empire, Co. Jenny, the Bally “Hokus Pokus” retail chain, made an exclusive purchase of Leisure’s home products and plans to do some in-store promotion, on a national scale!

VETERAN PERFORMER Al Morgan, who’s receiving good jokebook exposure with his new book, “Take a Bow,” which has been published by a large publishing house, will be appearing at the Condessa Del Mar in this area from May 4-6, following which he’ll fulfill an engagement at the Tradewinds before departing Chicago for a date at the Ramada Inn in Milwaukee.

ANOTHER FAMILIAR NAME in jokebook programming circles is Nick Noble who was a Cash Box visitor last week, with promo man Paul Gallis, to drop off a copy of the latest Nick Noble “Joke Book.” Changed Everything About You-But Your Mind,” which is available in the release on the Phonograph label. A natural for jokebook play, as Paul Gallis put it—along with other newies “Soul Man” (Warner-Spector), “We Made Love” with new vocal by Jerry Smith, “I Saw Her at the O’Hare Hilton,” by Lena Horne, as well as “Him” with new vocal by Billie Holiday, “Falling In Love Again” with Eric Carmen (Arista), and “Forever Lovers” by Mac Davis (Col.).

MILWAUKEE MENTIONS

A good sized contingent from this area made the short trip into Chicago to attend the MOA Regional Seminar (4/30-5/1), at the O’Hare Hilton. Consensus of opinion indicated that the sessions were extremely informative and very well presented.

SPOKE WITH Jack Hastings of Hastings Dist. Inc. in Milw. who told us that he and several other from Hastings had attended the MOA Seminar in Chicago, and had found it very educational and helpful. New equipment is also moving very fast at Hastings, according to Jack, the Bally “Hokus Pokus” supply has been almost exhausted. The Rock-Ola phonographs and the Valley Pool Tables are also selling well.

Hastings anticipates a very busy spring and summer.

CONGRATULATIONS TO Marie Pierce of Pierce Music Co. in Brodhead, who was recently honored by the Brodhead Chamber of Commerce’s annual meeting. Marie, who has the reputation of being a very civic-minded individual, received a plaque in her name noting some of her accomplishments in the community. As most Brodhead residents will recall, Marie is a lady who’s been very active in this community, both in town and Marip. reports that collections are steady and no cause for complaint, and most ops are getting anxious for the opening of resort locations, as summer vacation approaches.

ON THE SINGLES SCENE: John Jankowski Radio Directors in Milw. reports these as the new singlestopping operator lists: “Love Really Hurts Without You” by Billy Ocean; “Tenderly” by Billie Holiday; “Why Did You Do That?” by Ike & Tina Turner; “(I’m Glad I’m Not) Gonna Miss You By” by Barbra Streisand and “You’re The One I’ve Been Looking For Around” by Captain & Tennille (A&M); “Never Gonna Fall In Love Again” by Eric Carmen (Arista); and “Forever Lovers” by Mac Davis (Col.).

EASTERN FLASHES

Robert Jones International of Dedham, Mass. is hosting an open house celebration on Sunday, May 16 to unveil a new multi-level, multi-station 8300 coin-operated pinball machine highway, which will be available in the area starting from 1 p.m. to 5 p.m., and a full house is expected!

Learned from Millie McCarthy that the recent NYSCMA tournament was a big success and that Mickey Greenman, newly appointed executive director of the Games Tournament Bakersfield on the West Coast. She also mentioned that some coin people from Canada attended the tournament to observe the proceedings. It has been an excellent month for music according to Bob Catlin of Robin’s Roost, who noted that the factory’s new solid state phonographs are selling like hotcakes!

HOUSTON HAPPENINGS

Every Monday the population of our city is increased for a day by arrival of a large crowd of out of town operators, servicemen, record buyers, and wives of many of them. First three named naturally stocking a week’s supply of operating equipment and merchandise, while those not so fortunate are occupied with moving and planning the next round of the realm in circulation but definitely not for things pertaining to coin operated equipment or merchandise. Major distributors H.A. Franz & Co. (Seeburg), Gulf Coast Distributing Co. (Wurster), Rowe International Inc. (AMI), and General Mfg. Co. (Rock-Ola), all record wholesalers, do lots of business on above mentioned day. Recently learned from owner of a large insurance agency here that old timer coin machine operator Fred McCulley, still was frail, hearty and healthy. Guess him to be at least 80 yrs. young. Fred was partner in for doing deceased Clyde Atkins in ownership of Atkins and McClure Amusement Co. a nationally known coinmatic operation firm here. Last time we saw Fred was soon after he left coin machines and started making money with his own tarpaulin, and as I recall, a very nice fellow. His brother, owner of Marc Amusement Co. Houston, is rather determined sort of fellow. Recently presented he and wife Mary with a copy of Cash Box that featured their talented daughter, Linda, in a major accomplishment. Always do something for someone when someone makes big news in Houston Happenings. Good friend, Freddie, printed and framed tear page, then insisted on returning mag for my files. Protested vehemently but no dice. Returned home days later and found Cash Box neatly arranged behind front door screen. Raymond Annson, LSR Music Co. Galveston, is a frequent visitor in Houston. Outward actions indicate favorable business for the firm.

Garnett, owner Coast Amusement Co. Freeport, Tex. in town most every week for records and coin machine supplies. This he has done for many years. Coast Amusement operations cover a very large area. John Isaacs, Bay Vending Co. Baytown, Tex. recent visitor here. Baytown, some 25 miles from Houston, is site of a huge Exxon oil refinery. Wade Gibson, veteran coin machine man, who has been in the coin business for many years and unhurried as always. Wade has 16 consecutive yrs. with firm. Entire personnel of the Frang organization due for efficiently conducting “business as usual” during trying period of a complete inside renovation project.

CALIFORNIA CLIPPINGS

ATTENTION JUKEBOX OPPS: A new hot item that should easily secure a home on the boxes is a tune called “Jukebox Jive” by the Rubettes. This 50ish sound record is available through MCA Records (cat. #MCA 40549). Give this a listen. It will be quite a favorite in the token trade.

SOUNDS LIKE A LOT OF FUN! Ken Anderson and Pat Korns, Fun Games, Inc. hinted at a super exciting promotion gimmick that will be arcade-oriented and directed through lobby distributors. We can’t say what it all about at this time so keep watching for more. MRA SEMINARS GALEORE: A Williams flipper game seminar was conducted by Leonard Nakielly in the Circle International show last week. Between 70 and 75 people attended Circle service manager Leo Helfer conducted an extremely informative and well attended seminar. John McCord is really keeping busy these days conducting one field service seminar after another. The following list is an updated schedule: Circle International, Los Angeles. May 10-11; Shaffer Dist. Co. Columbus, Ohio. 23-24; Banner Specialty Co. Pitts- burgh Pa. 26-28; Landel Automatic. Montreal (29); New Way Sales Toronto (31- June 1; Dale Dist. Co. Richmond B.C. Canada (7-8); and Rowe International of Canada Burnaby B.C. Canada (16-17).

Ron Edwards, general manager for Circle, was pleasantly surprised with a visit from Vinny Lance, vet operator from Orange County, OPEN HOUSE AND GRAND OPENING of new L.A. quarters for Rowe International. Inc took place last week. A truly wonderful event of its kind. "We Made Love" by Barry Manilow was nearly gone before the day was over. Among those helping Ken Smith and company celebrate were Bill Prast and Jim Schwabe of Digital Games. Chris Lounakis of Pool & Billiards, Sandy Demoan of C.A. Anderson & Co. and a host of others. Stephanie Demos, Innovative Coin Corp.’s energetic saleswoman, is off to Cincinnati for the Ohio State Assn. meeting. Stephanie also said that ICC’s “Sky-Tack” table was doing very well.

Millie McCarthy # 42

Ms. McCarthy is currently railing Albany operators and state liquor dealers to campaign against the ordinance. “The restraining order will remain in effect until May 13,” she said, when the judge will make a decision, so we really have our work cut out for us. She cited a test case, that of an arcade owner who actually removed his line-up of about 22 machines out of Albany.

The ordinance is really not very explicit,” she said, “the stipulation is that a person, any premise doesn’t necessarily limit the assessment to operators, tavern owners, et al. but could also apply to individuals having machines in their homes.”

SAVE TIME-COIN COUNTER

“LIGHT WEIGHT ABOUT 9 LBS. "TAKE DIRECTLY TO LOCATION” "INEXPENSIVE "GUARANTEED FOR 1 YEAR”

FOR INFORMATION CONTACT:

R. H. BELMAN COMPANY
51 MADISON AVENUE NEW YORK NEW YORK 10010
TEL: (212) 689-5633

www.americanradiohistory.com

May 15, 1976
WANTED: all makes and new used phonograph, wall boxes, TV games, Curling, Scrabble & Juke boxes. All trade. (914) 492-2806.
Toshiba-EMI, Warner-Pioneer, King, Nippon-Phonogram, Apollon Make Plans For Special Summer Sales Campaigns

TOKYO — Five of Japan's major labels are expected to launch major special sales campaigns this summer.

Toshiba-EMI has christened a "Summer Grand Sale" with the catchphrase "Enjoy Summer By Music" from May 15 through August 15. Through this drive the company will promote new and popular music.

Warner-Pioneer Co. is planning to extend its "New Music Line" through a series of efforts to reach the public. Along with a sales push, Warner-Pioneer intends to introduce some new faces to the public.

Nippon-Phonogram Co. is expected to place equal emphasis on classics, jazz, rock and pop and will present the "Mercy Country + Bluegrass Collection" as well.

Milling Record Co. heads into a "King Fresh Summer Sale" from May 21 through August 20. This will be a catalog push wherein new and old product will receive equal thrust.

Apollon Music Industries Co., a Japanese tape maker, is scheduling the release of a new series including selections from "The History Of Rhythm & Blues" released by Atlantic in 1969 and a new market summer jazz line featuring "Dave Brubeck Of Europe" and "Leo" by John Coltrane. Besides the LPs, Apollon will offer booklets in the form of "Baby Face" by Wing and A Prayer, "Chocolate Kings" by PFM and the Rolling Stones' most recent album, "Black And Blue."

YES, WE ACCEPT CASH — Johnny Cash and his family recently visited Sweden for six performances in Stockholm and Gothenburg. On this occasion CBS Sweden presented them with a silver miniature album for "Johnny At San Quentin," which has sold over 130,000 units in Sweden to date. Pictured (left to right) are: Lou Robin, Cash's personal manager; Jorgen Larsen, managing director; CBS: Cash; Sten at Kintempel, marketing director; CBS: Margaretha Biewarto, press and promotion manager; CBS; and Christer Lundblad, label manager. CBS: Cash is currently performing up and down California in the United States.

CBC Radio Network Soon; Could Bear National Charts

WINNIPEG — CBS Radio will launch a 90-minute teen-oriented pop program in November from this western city, to be broadcast over a network of 80 stations nationally, making it the most powerful pop record program in the country by virtue of its completeness in scanning the country from coast to coast.

The government-funded corporation has, in the past, kept a fairly low profile in the teen market arena. According to Jim Millican, selected host of the new program, which is as yet untitled, the program will mix top-40 format play with album cuts and interviews with domestic and international artists.

The aim of this program is to duplicate services already provided by commercial top-40 radio in the country," Millican says. "It is a singles-oriented show but is to be scattered with album cuts and the style of the show and the format of presentation will give it a different appeal from that normally found on the AM dial.

One of the major differences of the program, which is to run an hour-and-a-half every Wednesday evening starting the first week of November, is that the program will carry no advertising. Both CBS radio and its allied TV network are following a policy set down by the BBC in which commercials are limited to commercial identification of the network and its programs only.

TM Productions (Dallas) Expands To Foreign Markets

Deals Set For Canada, Aust., New Zealand, Plans For U.K., Mexico, Latin America

LOS ANGELES — TM Productions, Inc., a Dallas-based broadcast service organization, has announced the formation of a new company, TM International, and the sale of production in all major foreign markets.

TM provides services to over 1,000 radio stations in the United States, including station identification jingles and commercial production services such as station jingles, morning show commercials, total campaigns including production music, commercial jingles and sound effects, and "Masterplan," a commercial service which includes a collection of national-scale campaigns created by Chuck Biore (a well-known American creative director); and produced by TM. The firm has also just produced a new television identification and advertising campaign called "Belong." TM/Harmonizing, Inc., the firm's subsidiary, programs over 200 AM and FM stations and the firm has received a contract from Jim Long, chief executive officer of TM Productions, Inc., with Doug Forbes, president of the上海市 Broadcasting Co., and treasurer, Jerry Atchley, vice president; Joey Levin, vice president; and Ken Judkins, vice president of operations.

The new firm has already set production and distribution deals in Canada and Australia. The program will be distributed to other areas including Hong Kong, the Philippines, Indonesia, Papua, New Guinea, Singapore, Malaysia, the British West Indies, Australia, the South Pacific, Fiji and New Caledonia.

TM International is currently negotiating for representation in the United Kingdom and for franchise expansion in Mexico and Latin America.

In Canada, TM Productions has joined forces with Standard Broadcasting Corporation, Ltd. of Toronto and their wholly-owned division, St. Clair Productions Ltd. (see Cash Box International, section April 3, 1976). In addition to St. Clair, Standard Broadcasting owns several radio stations in Toronto, Montreal, Vancouver, Edmonton and Lethbridge, and also controls Standard Broadcast Sales Company Ltd., Toronto, Montreal, New York, and portions of seven additional radio stations in the United Kingdom.

In New Zealand, TM has announced its association with Mascot Productions of Auckland. For representation throughout New Zealand and the South Pacific under the new agreement, TM International, Inc. and Mascot have formed TM/Mascot, and have agreed to supply each other with program material to comply with recent legislation requiring Australian talent on all programs broadcast from the country.

Similar legislation by the Canadian Radio and Television Commission led to the agreement between TM Productions and Standard Broadcasting, Ltd. in that country. The joint production and distribution project is designed to help Canadian broadcasters to continue to meet new requirements for Canadian content in commercials.

The Canadian announcement was made by Donald H. Hartford on behalf of Standard Broadcasting Corp. and by TM's Jim Long.

St. Clair Productions signed an agreement last year which required that TM had agreed to enter into a similar agreement with St. Clair Productions to ensure that TM product will continue to be available to Canadian broadcasters for their commercial productions and station IDs.

Muriel Barton, managing director of TM/Mascot, has established a production center in Sydney, Australia, with the joint effort of Peter Clark, managing director of CRIA/Mascot and Music, David Taylor is the executive producer of TM/Mascot and Jimmie Sloggett is the musical director.

In announcing the Australian agreement, Jim Long said: "We are very proud of our partnership with Mascot. We have maintained an excellent relationship with the Australian broadcasters over the years and this new service capability is the foundation of our continuing commitment to international expansion.

Jerry Atchley, TM general sales manager, added: "We have been tremendously impressed with the wealth of talent in Australia. The musicians and singers are outstanding and we are very pleased with the results. The initial recording work is presently being done on 'The Producer.' TM's sales and commercial production service supplies to 'The Producer' are also being recorded in Sydney at St. Clair Productions Ltd., and TM's complete commercial library and current licenses to over 400 radio stations in the United States.

The next TM international projects slated for production by the New Zealand company include station identification packages covering a variety of formats. They will be produced in Sydney, utilizing TM's extensive resources, and will be targeted expressly for the Australasian market.
Aquatine Label Issues Classics

TORONTO — The first release by Aquatine Records will be a four-teen album set of the complete Beethoven Piano Sonatas and the 'Emilie' variations, recorded by Anton Kuerti.

The single most ambitious project ever undertaken in the classical field in this country, according to Eleanor Sniderman who chose the name for the label while looking for a name that embraced the French and English language. Eleanor of Aquatine was a queen in France in the 12th century and a subject of the same name was a princess in France and Jerusalem, and subject of the film 'A Lion in Winter.' Without receiving any monetary investment in the recordings, Mrs. Sniderman's avowed intention for some time, has been to record classical works in Canada using Canadian artists. The project, which has been under wraps for over two years, is intended to produce works which offer the highest possible quality, both in musical and technical excellence.

Pressings and distribution in Canada are to be handled by Columbia Records while RCA is handling the bedroom releases for international distribution. This will secure foreign markets for Aquatine. Mrs. Sniderman is fully confident that she will be able to sell through her own sources abroad.

Other artists recorded are Grisela Depcat Cello, the young violinist Victor Schultz and a tenor, Alan Woodrow a Canadian who has been singing with the English National Opera.

The Beethoven Piano Sonatas are scheduled for release within the next month and back orders are already over the 100 mark at a suggested retail price of $100.

Barclay Blues Series Sends Parisian Collectors Humming

PARIS — A well-received blues series came out of Barclay this week. Among ten releases, one record by Henry Roeland Byrd, best known as a folk singer, has been released here prior to this; features a version of "Staggerlee" and seven other compositions of his own. All the big names of the New Orleans blues scene (Roosevelt Sykes, T-Bone Walker, Furry Lewis, Clarence "Gatemouth Brown," etc.) make the entire series a collector's gem, at a reasonable price of five dollars each. This week's series will be followed by the series, including two of Clifton Chenier's newly-recorded "Studio In The Country." Steve O'Rourke, manager of Pink Floyd, was in Paris all last week to settle the tour of France. While here, he received a gold cassette from the president of Pathe Marconi EMI France. The unique award was in recognition of 120,000 unit sales of "Dark Side Of The Moon" in France.

Michel Berger, a young author/composer, has created a musical based on Hans Christian Andersen's "Little Mermaid," to feature a number of French singers. Hugo Dutilon, Françoise Hardy, Eddy Mitchell, Jane Birkin, etc., and choreography by Barry Collins. Berger is one of the most talented artists on the scene. He is also producing France Gall, who is making a remarkable comeback, and Françoise Hardy, still a top draw all over Europe after many years. Both Gall and Hardy are Warner Bros. artists.

An agreement between RTL and French promoters has been settled for future concerts in France. Aside from this, there is great interest in promotion and publicity RTL will, according to Dominique Farrant, give its "maximum" to bring more top name acts such as the Rolling Stones and Joe Cocker to French audiences, as well as make an effort to introduce lesser-known artists such as J.J. Cale and Keith Jarrett, to name a couple.

TURNO LOOSE — Wea New Zealand recently organized a Doobie Brothers "Takin' It To The Streets" promotion in which radio station 1ZM did just that. Here disc jockeys Alan Beagle and Kevin Black are being given out Doobie posters and T-shirts to Auckland street people as part of the promotion.

Director Issue

July 3 is the issue date for the 34th Anniversary Edition of Cash Box throughout the United States and the rest of the world. In addition to cash box listings of record manufacturers, producers, publishers, studios and pressing plants, this year's publication will feature an expanded international section.

Deadline date for advertising within the Anniversary Edition is June 7. For information concerning rates, contact the Cash Box representative in your country or write (soon):

Cash Box
6565 Sunset Blvd.
Hollywood, California 90028
U.S.A.

Cane, Herman In Japanese Visit

NEW YORK — Marvin Cane and Sidney Herman, president and administrative vice president respectively of Famous Music Corporation, are in Japan for meetings with Nichion, a division of the Tokyo Broadcasting System. Nichion is the Famous publishing affiliate in Japan. While in the country, Cane and Herman will also coordinate Famous Music projects with Cinema International Corp., which distributes Paramount films in Japan. In addition, the two will meet with JASRAC, the Japanese performing society.

Dixon-Propas To Manage Junior Walker

TORONTO — Junior Walker has signed an exclusive management deal with Dixon-Propas Productions in this city. A major in Holland, Belgium and Britain is now underway for Walker. Neil Dixon and Steve Propas jointly announced the new management agreement on confirmation of all dates on the European tour.

The partnership of Dixon-Propas has been working together for almost two years; both have formal backgrounds in management and promotion via concert and promotional backgrounds with record companies in Canada. The signing of Walker marks the second r&b act to join their roster for exclusive management. Earlier last year the team signed Martha Reeves who just finished at the Sahara Inn, Lake Tahoe and is now on a major tour with the British Top Box.

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## INTERNATIONAL BEST SELLERS

### Japan

<table>
<thead>
<tr>
<th>Position</th>
<th>Album Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Beautiful Sunday</td>
<td>Daniel Boon - Discomate</td>
</tr>
<tr>
<td>2.</td>
<td>Ai Ni Hasshite</td>
<td>Momoe Yamaguchi - CBS-Sony</td>
</tr>
<tr>
<td>3.</td>
<td>Momen No Handkerchief</td>
<td>Hiroi Oota - CBS-Sony</td>
</tr>
<tr>
<td>4.</td>
<td>Haru Ichiban</td>
<td>Candies - CBS-Sony</td>
</tr>
<tr>
<td>5.</td>
<td>Oyoge Tayaakun</td>
<td>Masato Shimnon - Canyon</td>
</tr>
<tr>
<td>6.</td>
<td>Oh Mariana</td>
<td>Seiji Tanaka - Victor</td>
</tr>
<tr>
<td>7.</td>
<td>Asunii Muktate Hashire</td>
<td>Takuro Yoshida - Sony</td>
</tr>
<tr>
<td>8.</td>
<td>Wakatte Kudasayi</td>
<td>Akira Inaba - Discomate</td>
</tr>
<tr>
<td>9.</td>
<td>Kimio Dakekate Asukurane</td>
<td>Hideki Saigo - RVC</td>
</tr>
<tr>
<td>10.</td>
<td>Kageneriku Heye</td>
<td>Yumi Arayi - Express/Toshiba</td>
</tr>
<tr>
<td>11.</td>
<td>Oretachi No Tabi</td>
<td>Masatochi Nakamura - Columbia</td>
</tr>
<tr>
<td>12.</td>
<td>Negaiyu -</td>
<td>Iruka - Panamu/Crown</td>
</tr>
<tr>
<td>13.</td>
<td>Bitta America</td>
<td>Banzai - Overseas/Teichiku</td>
</tr>
<tr>
<td>14.</td>
<td>Beautiful Sunday</td>
<td>Trazumu - Black/Toshiba</td>
</tr>
<tr>
<td>15.</td>
<td>Kimi Kawaiyirane</td>
<td>Sakiko Ito - Toshiba</td>
</tr>
<tr>
<td>16.</td>
<td>Ginza Red Oui Oui</td>
<td>Dave - Epic/CBS-Sony</td>
</tr>
<tr>
<td>17.</td>
<td>Mitsuume Ko</td>
<td>Carpenters - A&amp;M/King</td>
</tr>
<tr>
<td>18.</td>
<td>Muenaka</td>
<td>Gape - Elektra/Warner-Pioneer</td>
</tr>
<tr>
<td>19.</td>
<td>Uragin Monono Tabi</td>
<td>Town Buguugai Band - Toshiba</td>
</tr>
<tr>
<td>20.</td>
<td>Nakanaiyai -</td>
<td>Junko Sakurada - Victor</td>
</tr>
</tbody>
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### Italy

<table>
<thead>
<tr>
<th>Position</th>
<th>Album Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Ancora Tu</td>
<td>L. Battisti - Num. 1</td>
</tr>
<tr>
<td>2.</td>
<td>Sandokan</td>
<td>Oliver Onions - RCA</td>
</tr>
<tr>
<td>3.</td>
<td>Fly Robin Fly</td>
<td>Silver Convention - Durium</td>
</tr>
<tr>
<td>4.</td>
<td>S.O.S.</td>
<td>Abba - DigIt</td>
</tr>
<tr>
<td>5.</td>
<td>Un Angelo</td>
<td>Santo California - Yep</td>
</tr>
<tr>
<td>6.</td>
<td>Preghiera</td>
<td>Cugini di Campagna - Pui</td>
</tr>
<tr>
<td>7.</td>
<td>Come Pioveva</td>
<td>Beans - CBS</td>
</tr>
<tr>
<td>8.</td>
<td>Tu Ca Nun Chiaghe</td>
<td>Cai Semplici - CBS</td>
</tr>
<tr>
<td>9.</td>
<td>VolosAZ504</td>
<td>Albatros - Carosello</td>
</tr>
<tr>
<td>10.</td>
<td>Hurricane</td>
<td>Bob Dylan - Columbia</td>
</tr>
</tbody>
</table>

### Argentina

<table>
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<tr>
<th>Position</th>
<th>Album Title</th>
<th>Artist</th>
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</thead>
<tbody>
<tr>
<td>1.</td>
<td>Dama De Azul</td>
<td>Joe Dolzn - Music Hall</td>
</tr>
<tr>
<td>2.</td>
<td>James</td>
<td>Camilo Sesto - RCA</td>
</tr>
<tr>
<td>3.</td>
<td>Dile</td>
<td>The Walls Sisters - Music Hall</td>
</tr>
<tr>
<td>4.</td>
<td>Semaforo Rojo</td>
<td>Jose Augusto - EMI</td>
</tr>
<tr>
<td>5.</td>
<td>Hoy Tengo Ganas De Ti</td>
<td>Miguel Gallardo - EMI</td>
</tr>
<tr>
<td>6.</td>
<td>Si Te Agarro Con Otro Te Mato</td>
<td>Cacho Castanza - Polydor</td>
</tr>
<tr>
<td>7.</td>
<td>La Ultima Nieve De Primavera</td>
<td>Franco Micalizzi - RCA</td>
</tr>
<tr>
<td>8.</td>
<td>Champagne</td>
<td>Peppino de Capri - CBS</td>
</tr>
<tr>
<td>9.</td>
<td>Quiero Morir Por Tu Amor</td>
<td>Sabu - Microfon</td>
</tr>
<tr>
<td>10.</td>
<td>Tu Te Vas</td>
<td>Carlos Javier Beltran - Microfon</td>
</tr>
</tbody>
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### Holland

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<th>Position</th>
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<tbody>
<tr>
<td>1.</td>
<td>Save Your Kisses</td>
<td>Brotherhood Of Man - Pye</td>
</tr>
<tr>
<td>2.</td>
<td>Barretta's Theme</td>
<td>Sammy Davis Jr. - Philips</td>
</tr>
<tr>
<td>3.</td>
<td>In Dulce Jubilo</td>
<td>Mike Oldfield - Virgin</td>
</tr>
<tr>
<td>4.</td>
<td>Fernando</td>
<td>Abba - Polydor</td>
</tr>
<tr>
<td>5.</td>
<td>1, 2, 3</td>
<td>Catherine Ferry - Barclay</td>
</tr>
<tr>
<td>6.</td>
<td>Music</td>
<td>John Miles - Decca</td>
</tr>
<tr>
<td>7.</td>
<td>Sweet Love</td>
<td>Ferrari - Negram</td>
</tr>
<tr>
<td>8.</td>
<td>December</td>
<td>Four Seasons - Warner Bros</td>
</tr>
<tr>
<td>9.</td>
<td>Bananapple</td>
<td>Cat Stevens - Island</td>
</tr>
<tr>
<td>10.</td>
<td>What Difference Does It Make</td>
<td>Earth, Wind &amp; Fire - Polydor</td>
</tr>
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<td>Save Your Kisses For Me</td>
<td>Brotherhood Of Man - CBS</td>
</tr>
<tr>
<td>2.</td>
<td>Les Oiseaux</td>
<td>Ringo</td>
</tr>
<tr>
<td>3.</td>
<td>Sorrow</td>
<td>Mort Shuman</td>
</tr>
<tr>
<td>4.</td>
<td>Michele</td>
<td>Gerard Lenorman</td>
</tr>
<tr>
<td>5.</td>
<td>Requiem Pour Un Fou</td>
<td>Johnny Hallyday</td>
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<td>6.</td>
<td>Julia</td>
<td>Rubettes</td>
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<td>7.</td>
<td>Fernando</td>
<td>Abba</td>
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<td>8.</td>
<td>Toutes Les Memes</td>
<td>Sacha Distel</td>
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<td>9.</td>
<td>Il NY A Pas De Honte A Etre Heureux</td>
<td>Dave</td>
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<td>10.</td>
<td>Le Matin Sur La Riviere</td>
<td>Verniener</td>
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### Australia

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<tr>
<th>Position</th>
<th>Album Title</th>
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<td>1.</td>
<td>The Best Of Abba</td>
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<td>Night At The Opera - Queen - Elektra</td>
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<td>Their Greatest Hits</td>
<td>Eagles - Asylum</td>
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<td>Desire</td>
<td>Bob Dylan - CBS</td>
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<td>T.N.T.</td>
<td>AC/DC - Albert</td>
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### Argentina

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<td>Cats &amp; Stevies</td>
<td>Island</td>
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### Italy

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<td>TOP TEN LPs</td>
<td><a href="http://www.americanradiohistory.com">www.americanradiohistory.com</a></td>
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Dear Jerry,

I love you!

J.D.

It makes me giggles.