Big isn’t even the word for the way Johnnie Taylor’s been selling records.

Now the follow-up to the platinum single “Disco Lady,” from the gold album “Eargasm,” Johnnie’s new smash hit, “Somebody’s Gettin’ It.”

“Somebody’s Gettin’ It.” His name is Johnnie Taylor. On Columbia Records.
Cash Box Breaks More New Ground

Regional Album Action. another major new Cash Box feature. debuts this week on page 29. It follows our introduction last week of The Singles Bullets (this week on page 36), an airplay and sales analysis of the bulleting singles on the CB singles chart.

Just as the intent of The Singles Bullets is to serve the needs of the singles market, the Regional Album Action feature is aimed at anyone interested in albums. This feature, too, is a result of greatly increased market research being done on a weekly basis by our market research staff. The new feature embraces a list of the major accounts surveyed. both retail and wholesale, on a national. regional and local basis, plus an extensive list that shows the scope of our analysis. And in addition to regional breakdowns from the eight regions. a list of national breakthroughs. breaking in four or more regions. is included.

Our research department has found in its surveying very specific differences in regional buying habits . . . differences that it is imperative the trade be informed of . . . differences that a national chart of best sellers cannot. by its very nature. reflect. That gap is now being filled.

This feature. then. takes the charts one step further. It more clearly reflects the regional sales information that goes into the makeup of the charts. but had heretofore remained unpublished. By incorporating this information into a regular weekly feature we hope to assist dealers and suppliers — and the industry as a whole — in determining what new album releases are happening in the marketplace. If. by this feature. we increase sales. even just slightly. it will have served its purpose.

The Regional Album Action listing highlights new product. and is not designed to represent the top 20 or top 30 best seller lists. In some cases. it may expose regional albums not strong enough to chart nationally. but which are making noise in one or two areas. It can also project potential sales in other markets. based on what is happening in that particular market.

The Regional Album Action feature is another in a long line of news reporting. charts. chart analysis and other features so many industry people have recognized and appreciated in their letters and phone calls during the past few months. We consider this only the beginning.
Four Sound Reasons To Celebrate May

Any new release from this super group should be cause for celebration. The reason?
Ian Anderson has succeeded in weaving a wondrous tale of music and poetry that proves once again that he has his finger fixed on the pulse of society. CHR 1111

Jethro Tull

John Dawson Read has already gained a strong reputation from his widely acclaimed first album, "A Friend of Mine is Going Blind." The second album from this charismatic young artist is filled with enchanted, impressionistic songs that should earn him many new friends. CHR 1102

John Dawson Read

This third album from UFO has been eagerly awaited by their ever growing band of followers. In fact, coupled with their lengthy nationwide tour, this is the release that will make them a definite force. CHR 1103

UFO

In his first album for Chrysalis, Stockhausen has composed two pieces of music specifically for the fans of avant garde music and followers of the many contemporary rock groups that have been influenced by his innovations in electronic sound effects. CHR 1110

Stockhausen

Available Now On Chrysalis Records And Tapes
Santana. "Amigos" is 13 with a bullet and that's just friends. This is one of the hottest releases ever, with a sound that has a lot of people totally turned on. They're on tour with a show that has crowds leaving with record-buying fever. Santana is evidently back with their biggest seller in quite some time. And this record looks like it's gonna stay a long time. Friends are like that.


Boz Scaggs. His new album, "Silk Degrees," just jumped to number 26 with a bullet in his strongest bid yet for the top of the charts. This is Boz at his absolute best. Retailers, consumers, disc jockeys and concert audiences all agree that this is the one that brings Boz into the top ten. Really, ask anyone.

Cash Box News

Radio, Cable TV Battle Hinges On Amendment

WASHINGTON, D.C. — The fight between broadcasters and cable TV industry won't end with the passage of the copyright revision bill if the House Judiciary Subcommittee adds an amendment to allow free-for-all of copyright royalty tribunal decisions.

Agreement Proposed

The new bill, now part of a motion picture-cable TV agreement on royalties, would open up Tribunal decisions to the U.S. Court of Appeals. Under the Senate copyright bill, the Tribunal had authority to review and overrule the compulsory license decisions of the Copyright Registrar in the event of copyright royalty tribunal decisions.

Total estimated royalties from cable TV as provided by the Senate bill come to about $8.7 million dollars, with the House amendment providing about $250,000 less. The $8 million dollar pie will then be divided among all the copyright owners: broadcasters, authors, music composers and publishers, and motion picture producers.

New Tribunal proposal there are more standards for rate adjustment but also more control, according to Sen. Robert C. Byrd, D-D.W.Va., who sponsored the agreement.

"A trigger provision would therefore be their way of moving to the Tribunal if the FCC changed its cab-

Regulations. They are not too far behind what the broadcasters have been calling for the first time under the new bill. Broadcasters will gain the right to sue cable for damages and may, if the provision gets through, get an advantage in rates, in terms of the exemption. and substitutions of any kind of re-transmitted signals. Broadcasters also want to substitute local ads and commercials for those of the original program's sponsors.

The new section would prohibit most kinds of substitutions. That should be some comfort to the original transmitters' representatives.

Ringer said out of the cable TV is getting compulsory licenses now because it is merely transmitting broadcasts, and that they take it out advertising, warned the Registrar. "They have changed their nature."

The new language would also create a new FCC Committee to decide on the new bill version, which would likely be less favorable to the cable industry. The new Committee would have authority to overrule the Copyright Registrar in the event of copyright royalty tribunal decisions, said Subcommittee staffer Bruce Lehman. It's as simple as that.

In a committee room packed with special interest groups, the Subcommittee went through the morass of complex and extremely complicated alterations in cable TV copyright policy. Subcommittee staff members worked on new cable TV amendments prepared in conjunction with the House Judiciary Committee, which oversees cable policy in an attempt "to draft language to accommodate interests of our own, not of the Legislature," according to Lehman. Additional changes to the bill are:

- royalty payments will come primarily from distant signals, i.e. signals a cable system is not required to carry.
- small cable systems exempt those owned by the twenty five largest cable operators will pay proportionate less when their gross receipts are less.
- cherry picking, importing distant signals such as sports events, and bupping off regularly scheduled programs, will be reported to the Copyright Registrar in order to determine royalty.

Although the Subcommittee reached no conclusion on the new proposals, it did agree that a provision in 448.4 dealing with cable systems in off-shore areas like Alaska, Hawaii, and Puerto Rico to tape primary transmissions for non-simultaneous transmissions.

Seven Industry Companies Profiled In Fortune 500

NEw YORK — Seven major public corporations which have divisions operating in the record industry, were profiled in the Fortune 500 list of the top industrial corporations. They were RCA CBS MCA Warner Communications 20th Century Fox and Columbia Pictures Industries in order of their revenue-

size. An analysis of the data on each company.

RCA

RCA was the 56th largest industrial corporation in 1975, down from position 31 in 1974, with sales of $4.789,500,000 in 1975. They are 31 in assets with $3.7 billion. 80% of net income is from HiFi, 25% in 1975, and 16th in the number of employees with 113,000. Their net in-

comes dropped 36% in 1975. They are 364th best in the 500. RCA does not break down their sales of their record division separately from their overall sales.

CBS

CBS moved up six positions on the top 500, from 111 to 105, as sales moved up to $1.938,867,000. They are ranked 136 in assets with $1.2 billion, 69 in net in-

comes at $120 million, and 134 in employees with 29,177. Their net in-

come as a percent of sales was 6.3%, which is 114 out of 500. CBS record division was 7.5% in 1975, which accounts for just 25% of total CBS sales.

ABC

The American Broadcasting Company moved up from 206 to 191 on the list, as sales rose to $1.694,692,000. They are 225 in assets at $1.5 billion, 346 in net income with $17 million and are ranked 362 in employees with 9,000. Net income represented 2% of net sales, with 2% in a rank of 408. ABC's ABC Records, which suffered a $28 million loss last year, is 73 out of 500, and is counted for roughly 15% of ABC's overall

MCA

MCA jumped from 279 to 241 on the list as sales rose to $811,484,000. They

Nehi were making this move as an im-

petus to get other people to do it. It will
take standardization throughout the in-

dustry to make this thing accepted. He

added that the number of digits might have to be revised, but that five digits for the manufacturer identification number was necessary. Because four digits would not be unique. There could be only 9,999 labels and there may be many already.

Five digits means you could give out 99,999 different numbers.

Both Valot and Tom Heiman, president of Nehi/Peaches, believe that the im-

petus for industry-wide bar coding must come from the retailers, and possibly from rack jobbers. Heiman added that he had approached some manufacturers at NARMA to discuss, but no one had wanted to talk. Their response was "It looks good, we'll have a look at it. But there was no action on it. Heiman thought that "everyday any day it looks better and better."

Both hoped that either the RIAA or NARMA would lead the drive to bar code all albums. But Valot indicated he would be happy to supply vendor numbers to manufacturers and so on the bar code.

No Cost

Implementation of the bar code by manufacturers would cost "nothing" for manufacturers. Heiman declared "The cost of putting it on our album was zero. We did it on our own pocket."

"The savings would come from the elimination of 23 in our returns room who have to go around writing up returns by hand. We also cut record number, from people who have to walk around stores taking inven-

tory and from instant replacement of re-
cords, which was time consuming." He explained that elaborate computer equip-

ment would not be necessary for managers. "Nobody wanted to be the first, but he claimed "All you need is a phone attachment to record the data and a printer."

Heiman contacted representatives of a number of electronics manufacturers

Col. Names Dempsey VP, Mtkng

NEW YORK — Don Dempsey has been promoted to vice president of marketing for the Columbia label. He will supervise the development of specific Columbia marketing plans, including advertising, product management, artist development and packaging. Stan Mon-

ters, current vp of promotion for Columbia Records, will now report to Dempsey.

In making the announcement, Jack Craig, vice president and general manager, marketing, for CBS Records stated, "Don brings an extensive sales and marketing experience to his position. His years as a top field executive for CBS Records, combined with his na-

tional experience as a vice president of merchandising for the past two years make him a perfect choice for the posi-

tion. His appointment gives us tremen-

dous strength in this area." Dempsey joined CBS Records as a sales manager in the Hartford, Connecticut branch in 1966. He was appointed manager of sales in the Hartford office in 1969. He was named vp of promotion in 1970. He was promoted to regional director for the southeast region in 1974, rising to vice president, merchandising the same year.

Cash Box's New Regional Breakout Chart Makes Debut

On Page 29

May 22, 1976
Mail Orders Only—All Seats Reserved. One Performance Nightly—9:00 PM. Tickets: $20.00, $30.00. Please send stamped self-addressed envelope with Check or Money Order payable to Aladdin Theater, Neil Diamond Concert, P.O. Box 15608, Las Vegas, Nevada 89114. Indicate date preferred. Neil Diamond Reservations (702) 736-0250. Aladdin Hotel Information (702) 736-0111.

LAS VEGAS' DISTINGUISHED RESORT HOTEL

LAS VEGAS, JULY 2, 3 & 4
New FCC Radio Decision
Seems Boon To Industry

WASHINGTON, D.C. — A shot in the arm for FM-radio, or a kick in the head for AM-FM commonly-owned stations? New FCC non-duplication regulations adopted April 30 may provide both, but the final result should be increased radio programming, greater program diversity, and new audiences and markets for radio broadcasters.

Effective in 1977

The regulations, effective next year, will extend the 50% non-duplication rule — which prohibits AM-radio stations from repeating more than 50% of their programming on co-owned FM stations in the same location — to cities of 25,000 people or more. Only AM stations in cities larger than 100,000 must currently provide their sister FMs with at least a half new, non-duplicate programming 760 cities, with populations totalling over 18 million.

CBS Declares Dividend

NEW YORK — The CBS board of directors today declared a cash dividend of 41 5 cents per share on CBS common stock payable on June 11 to shareholders of record at the close of business on May 28.

Michael Pinder's new solo album, "The Promise," completes the initial cycle of solo albums from the members of the Moody Blues. The record is a result of the experiences gathered over Pinder's nine years with the group. After their last tour in the spring of 1974 Pinder decided that it was time to absorb everything that had happened during those nine years as well as to "feed off of new mists within a different environment," as he puts it. So Pinder packed up his Mellotrons and moved to a 60 acre ranch in Malibu, California.

Schnabel Named Mercury VP; Retains Same Post At Polydor

CHICAGO — Dr. Ekke Schnabel has been appointed vice president of business affairs for Phonogram, Inc., Mercury Records. He has held the identical position at Polydor Records since 1974, and in retaining it will become an officer of both companies. Polygram Record Group president Irwin Steinberg, who made the announcement, will be assisted by Schnabel on the Polygram Record Group level in areas including artist negotiations and contracts.

Dr. Schnabel, who will remain in New York sharing time with Phonogram/Mercury’s Chicago office served in the legal and business affairs department of Polydor International in Germany prior to his moving to Polydor in New York.

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Discounts, Dept. Stores
Had A Profitable 1975

NEW YORK — Major department store earnings jumped 40% on a sales increase of 11% in 1975, while major discount store chains scored a 140% profit increase on a sales gain of 17%. The general merchandise variety chains, including J.C. Penney, Sears, Woolworth and Montgomery Ward saw their profits increase 19% on a sales increase of 4%. The profit increases were attributed to wider margins on the increased sales.

Among the department stores, Dayton-Hudson scored the most impressive gain, jumping from 104% to 151% on a sales increase of $5 million, or a sales increase of 13% to $1.7 billion. Among other department store chains: Federated Department Stores — profits up 32% to $157 million; sales up 14% to $5.7 billion. Macy's — profits up 55% to $42 million, sales up 11% to $1.4 billion. Allied Stores — profits up 53% to $15 million, sales up 10% to $1.75 billion. May Stores — profits up 43% to $66 million, sales up 15% to $2 billion, and Mercantile Stores — profits up 50% to $31 million, sales up 12% to $630 million.

New Aretha LP Due

NEW YORK — "Saraki," the new Aretha Franklin album with music composed and produced by Curtis Mayfield from the Warner Bros. motion picture, will be launched with a nationwide marketing campaign on Polygram Records. The first single from the album, "Giving Him Something He Can Feel," became Aretha’s first single in eight months upon its May 5 release, beginning the campaign for "Saraki," which is due June 1.

MCA Records Qtr. Earnings Down; Overall Co. Earnings Set Record

UNIVERSAL CITY — Sales for MCA Records and their music publishing division drooped just under 10% in the first quarter of 1976 as compared to 1975, while income dropped 26% according to information released by MCA Inc. Overall, MCA reports the highest first quarter net income revenues and earnings per share in the company's history.

Record division sales dropped from $32,662,000 in 1975 to $29,516,000 in 1976, while earnings in the record and music publishing division drooped from $9,388,000 in 1975 to $6,947,000 in the most recent quarter. Overall company revenues dropped 24% to $217 million from $275 million last year.
Lifesong Emphasizes Its Corporate, Family Ego

By Stephen Fuchs

LOS ANGELES — There is a very positive attitude demonstrated by Barry Gross and Marty Kups of Lifesong Records. While both could easily steer a lot of attention onto themselves, their main frame of reference has to do with the family that the one-year-old Lifesong will be building.

Although the label itself is still in its infancy, the roots of this “labor of love” (as the logo offers) go back at least eight years to the time when Lifesong principals-to-be Terry Cashman and Tommy West were artist/producers at ABC-Dunhill where Gross and Kups were national promotion men. One day says Barry Gross, Cashman and West brought in some tapes of an unknown artist who had been turned down by everybody else in town. It was his last shot. This time, however, the enthusiasm of Cashman and West was not lost on the listeners.

The young producers had known there was something worthwhile in those tracks, so they stuck to their opinions unswervingly.

London Sets Push For ZZ Top Tour

NEW YORK — London recording artists ZZ Top are embarking on a major tour which will be supported by what London president D.H. Toller-Bond calls “the biggest promotional project London Records has ever undertaken.”

The tour includes the U.S. as well as dates in Europe, Australia and Japan. In the U.S. the group will play many stadiums such as the Atlanta stadium in Georgia, Blue Heaven in San Diego (65,000), and Chicago (65,000). The potential audience is 1.65 million people in the U.S. and two million world-wide.

The tour will use a stage which according to a London spokesman is the largest stage ever to be used on a rock tour and will cost $100,000.

The promotion campaign will begin with regional promotion men being flown in to Texas to view the stage, which will be in the shape of the state of Texas and will have a three-dimensional Texas flag they found somebody who agreed. The rest of the Jim Croce story is history but, as it unfolded, the emotional impact must have certainly forged a sort of mystical bond among the four men who were so closely involved.

Some time later, after a first flight at inexperience with Munto Records, Barry Gross and Marty found themselves at A&M where they produced under the handle of Gross and West. Here again they got the opportunity to work with Cashman and West who soon brought another young performer into the picture— the name of Henry Gross.

“Let’s Start A Label”

Before long, Cashman and West “put the money where their mouth was” as Marty Kups puts it and said: “Let’s start a label.” Having grown accustomed to own destiny and idiosyncrasies, says Gross, he and Kups felt very good about joining Cashman, West and their partners in putting together Lifesong Records.

Jim Croce’s “Faces I’ve Been” album was Lifesong’s first release. According to Gross, “We had a lot of money on the line and to put out on the market was one that involved much personal struggle for both Cashman and West. Although they were being Croce’s producers were also his closest friends. There was, of course, the mixed emotion of wanting Jim’s work to continue, while the obvious slip in the material face lined also— the accusation of a callous scramble for profit in the wake of the artist’s death. Barry Gross and West refused to release the album until two years after Croce had been taken.

Quite naturally, there were offers from several labels. Considerable amounts of dollars were offered for Lifesong to be distributed by the majors. At the last moment, when a deal had nearly been made, Lifesong decided to control its own destiny and deal with independents like themselves.

“After two years at A&M,” explains Kups, “we felt very much like major distributors that we would be working with. We had a certain relationship with them and knew how to work within their framework. Considering the death of our dearest friend, our decision to go independent may have been a chancey one, but it turned out to be the best thing that we could have done.”

Kirshner’s Rock Concert Schedules Fourth Season

NEW YORK — The syndication of "Don Kirshner’s New Rock Concert" will be assumed by Syndico Services, Inc., a change from Viacom, effective in September for the 1976-77 season. The show has had three years of syndication throughout eighty percent of the country.

According to a spokesman for Kirshner, the new season will feature a revised format which will include a greater variety of guest stars, comedy performers and tributes to specific musical styles and stars. The show will continue, however, to place its main emphasis on music. "Don Kirshner’s Rock Concert" began three years ago with a program featuring Mick Jagger and the Rolling Stones. In addition, it has been announced that "Don Kirshner’s New Rock Concert" will continue NBC’s "Night Live" in both New York and Los Angeles on WBCTV and KNBC-TV respectively, starting in September.
The J. Geils Band
Double Live Album,
"Blow Your Face Out."
Specially Priced 2-LP Set
Includes live version of
"Where Did Our Love Go?" #3230
On Atlantic Records & Tapes.

THE J. GEILS BAND
LIVE: BLOW YOUR FACE OUT

PRODUCED BY ALLAN BLAZER
AND BILL Szymczyk WITH
THE J. GEILS BAND.
SD 2-6107
A&M Launches ‘Christmas In May’

LOS ANGELES — In a promotion that began May 3, and will continue through the month, A&M has heavily involved in television advertising for its artists.

The concentration of television timebuy is on prime-time spots in New York, Los Angeles, Boston, San Francisco, Minneapolis, St. Paul and Denver. A merchandising team with both radio and record stores is directed toward posters and premiums.

The commercial (30 and 60 second spots) features Santa Claus, decked out in a short sleeve shirt and a toy railroad. The spots show some of the scenes from the Christmas tree-carrying pictures of such A&M artists as Captain and Tennille, Peter Frampton, the Carpenters and Joe Cocker.

A follow-up to a strong spring release, according to A&M, “Christmas In May” is designed to promote the artists and their association with the company, not specific albums. The spots include dealer tags to tie-in with specific markets.

This is the first time that A&M has focused on television as a major advertising medium. It’s not only a gamble but a highly unusual approach. And merchandisers are not sure how many major artists are on A&M.

The spots, according to Grieff, are different in that they are designed for television, not radio, to be shown in groups and to be supported with print and direct mail television efforts. In that they have “a beginning, a middle and an end. They reenact the whole story.”

A&M plans to follow this promotion with one specifically designed for Peter Frampton’s “Frampton” release on February 11. These will appear on television in markets where Frampton has not performed, in an effort to give viewers a chance to see the artist.

Radio spots and print media, that Grieff feels are a part of the current campaign, and A&M is following its progress carefully. “We want to see how these markets do,” Grieff explained. “Markets with just television, markets with television and radio, and markets with just radio.”

Schaefer Festival Sets Eleventh Year

NEW YORK — The Schaefer Music Festival will open its eleventh season in Central Park in June. There had been some question about the fate of the festival because of the city’s plans to renovate the 59th street area of Central Park however, the fiscal problems of the city have placed these plans on a lower priority, enabling the Festival to continue this year.

Details of the performers scheduled will be announced this week, and Ron Delsener, producer of the series, is expected to make an announcement on the future of the series shortly. A spokesmen for his office did confirm that ticket prices have been raised to a top price of $7.50. In addition, the bleacher seats remaining at $1.50.

Szabo Tops Phonogram

CHICAGO — Jazz artist Gabor Szabo makes his Phonogram Mercury May Release debut with “Nightflight.” Other albums in the May release are Graham Parker’s “Howlin’ Wind,” and self-titled the Runaways.

There’s Gold For Elton

LOS ANGELES — Elton John’s latest MCA album “Here And There” has been certified gold by the RIAA.
The new album by Grammy Award-Winning Natalie Cole includes her new smash hit, Sophisticated Lady (She’s A Different Lady) (4259) © Capitol. Album produced by Chuck Jackson and Marvin Yancy. Single produced by Chuck Jackson, Marvin Yancy, Gene Barge and Richard Evans.
PUBLIC AUCTION SECURITY AGREEMENT SALE
For Recording Equipment
D ALEY-H O D KIN C ORP., AUCTIONEERS
SELLING MODERN & EARLY RECORDING EQUIPMENT & ACCESSORIES
RECORDING STUDIO:
Audio Designs/MOD: NRD Solid State Recording Consoles, 16 track 24 in 16 out 16 track 10 in
10 out.
30 MICROPHONES BY SENNHEISER ELECTRONIC GmbH
36 VINTAGE RCA NORYL COIL MICROPHONES.
DOLBY MOD 11-2 NOISE REDUCER, (3) DOLBY MOD 461 NOISE REDUCER, (2) DOLBY MOD 456 NOISE REDUCERS, (1) ALTEC STUDIO MICROPHONES, (1) ALTEC MOD 458 SPEAKERS, (1) ALTEC 810 SPEAKER, (1) BOZAK MOD B201 SPEAKERS, (2) KLH SPEAKERS.
SCULLY MOD M1095 6 track tape unit, SCULLY MOD 290 4 track tape units, SCULLY MOD 290 4 track tape unit, MOD 78 4 track tape unit.
FIELDER MOD 290 ABBEY REGAL 6 TRACK SHURE 4 TRACK REPORTINGユニット, GOBOS, Cue BOXES, MUSIC STANDS, HEADSETS, VINTAGE DIGITAL MICROPHONES, ERNIE COOPER TIME CURVE, SCULLY DIGITAL INDEX MASTER, SCULLY VINTAGE MULTI VIEW SCANNER UNIT, COMPACT RECORDING equip., (1) PHANTOM POWER SUPPLY, (1) MACKIE 1500 WATT, (1) TEC LOW PASS FILTER, ALLISON RESEARCH CAM BRAMES & KEYPANELS, AUDIO DESIGNER POWER SUPPLY, MARSHALL CO. MODERN PHONES, (2) ALTEC MOD 465 VUE SCAN UNIT, AM FM TUNER, TV TUNERS, EQUALIZERS, (1) PHASE LINEAR VINTAGE, (2) PHASE LINEAR VINTAGE, (6) PHASE LINEAR VINTAGE.
AMPS, (1) SHURE 2460 SOLID STATE AMP, (8) SHURE 5000 SOLID STATE AMP, (1) LOW ZAMER LEVELING AMP, (1) LEVELING AMP, (1) LEVELING AMP, (1) TAPE ERASER, COMPLETE ENGINEERING DEPT. INCLUDING TEST EQUIPMENT, TOOLS, SPARE PARTS, MAINTENANCE DEPT.
STEWART GRAND PIANO #142153, HAMMOND MOD A 18, ELECTRICAL ORGAN, KRUKER UPRIGHT PIANO, LUDWIG DRUMS, HAMMOND LESLIE MOD A99, SHURE 185 DIGITAL REAR Amp, MOD A 180, SPEAKER KIT, PICKUP, DRUMS, Balfour Harpsichord.
SALES TAX 3.5% UNLESS EXEMPTED.
INSTRUCTIONS: SALE WILL BE HELD ON MONDAY, JUNE 27, 1977 AT 10:30 A.M. AT 1907 BROADWAY, NEW YORK, N.Y. 10019.

Chain Store Sales Gain In April
NEW YORK — Chain store sales throughout the nation strengthened in April with some retailers reporting their largest monthly percentage gains in years.
The S.S. Kresge Co posted a 36% gain, its best since March 1967; F.W. Woolworth Co's gain of 31% and J.C. Penney's 26% were their highest since April 1973. Sears Roebuck & Co. and Montgomery Ward & Co. had increases of 12% and 9% respectively, matching their gains for March.
The lateness of this year's Easter holiday was given credit by analysts for the increase sales into the spring season. They noted, however, that sales gains for March and April taken together were higher than the increase for February.
Among the chains reporting:

• Sears: Sales for the four weeks ended May 1 were $2 billion up from the year-earlier $1.07 billion. Sales for the fiscal first quarter rose 12% to $3.54 billion from $3.18 billion.
• J.C. Penney: Volume in April increased to $586 million from $488 million. Sales for the quarter were up 15% to $1.73 billion from $1.51 billion.
The company increased its retail units to 2,053 at the end of April from 2,040 a year ago.

Kresge: Sales in April rose to $162.4 million from $148.2 million. Sales for the month were $1.69 billion up 25% from the year-earlier $1.35 billion. Kresge increased its number of stores to 1,463 from 1,354 a year ago.

• Ward - Sales in April totaled $309.1 million up from $283.3 million. First quarter sales were $900.9 million, up 9% from $828.9 million.

Arista Sets Move To Arista Records Bldg.
NEW YORK — Arista Records will relocate its N.Y. offices to 6 West 57th Street. The former building, which its own building. Each floor of the building has 5,000 square feet, which amounts to “not quite a 50% increase in floor space,” according to Wendy Luke. Arista’s director of office services, Ms. Luke described the new decor as being “modern but conservative” and said that one highlight of the new space will be a spiral staircase connecting three floors.
The new address is effective as of June 25, 1976.

"16 TONS"
THE DON HARRISON BAND
+233

WARNER BROS. GETS CRACKIN’ — Warner Bros. Records has signed the San Francisco-based group Crackin’. The members of the group recently journeyed to Burbank to firm plans for another tour. The group’s debut album, "Happy Days," is scheduled for a July release.

ARISTA SIGNS POINT BLANK — Arista Records has signed Point Blank to a recording contract. Arista is releasing the debut album of the group, entitled "Point Blank," which was produced by Bill Ham (who manages ZZ Top as well as Point Blank) for Lone Wolf Productions. Pictured here at the signing are Arista Records president Clive Davis and Bill Ham, producer/manager of Point Blank.

Hillman Keys
E/A May Release
LOS ANGELES — Heading Elektra/Asylum’s forthcoming May album, a release by the group was entitled "Sipoom Away," "Rocky Mountain Music," and "Eddie Rabbit’s second Elektra album includes his hit "Drinkin’ My Baby" and Rabbit’s new single, the title tune. "Ali Alone in the End Zone" is Jay Fagron’s Asylum debut album as a soloist.

Potter Inks WB Pact
LOS ANGELES — Singer/writer Danny Potter has been signed to Warner/Spector-Taylor, and his first release for the label, "Standing In The Sunshine," will ship with this week's Warner Bros. release.

Strict Shoplifting Stance Backfires
NEW YORK — Record and tape retailers continually face the problem of shoplifting and have taken some security controls. But there are dangers involved should the store make a false arrest. The problems of such a wrong arrest were dairied by a recent jury decision to award a Brooklyn woman $11 million in damages against the Korvette chain, on her claim that she suffered emotionally from a false arrest on shoplifting charges.

In October 1972, a Korvette store in Brooklyn arrested a woman suspected of stealing (not records) and charged her with acting in concert with two other shoplifters. The two others admitted their crime but denied knowing the woman. In addition no Korvette merchandise was found on her when she was searched.

The woman was brought to trial in February of 1973 and was subsequently acquitted of all charges.

She then filed suit which charged false arrest, unlawful detention and deprivation of civil rights among other things. She also claimed to have suffered a "traumatic nervousness" as a result of the incident.

As a result she was awarded $500,000 to compensate for her "pain and suffering" and $600,000 in punitive damages.

Celler Door Mgmt. Company Formed
WASHINGTON D.C. — Celler Door Management, a new artist management company, has been formed by Celler Door Concerts promoters Jack Boyle and Sam L. Hommedieud along with Bobby Sagers. The company will direct the management firm from Bethesda, Maryland. Celler Door Concerts finished 1975 with a gross of over 15 million dollars.

A BRUBECK-DESMOND ANNIVERSARY — Dave Brubeck and Paul Desmond, the piano and saxophone team of Brubeck’s recently reunited quartet, recently celebrated the 25th anniversary of their collaboration by recording several dates from their spring tour for future release. They recorded as a duo on A&M/Horizon Records, while Desmond’s own “Live” album was released on Horizon this week. Pictured are: Brubeck, Mel Fuhrman, director of Horizon; Desmond; Harold Childs, A&M vice president of promotion; and John Snyder, creative director of Horizon.
THEY HAD TO KNOW

SOMETHING WHEN THEY

SAID “LOOK OUT FOR #1”

In just over 10 weeks, with no previous album or single, “Look Out For #1,” a new album from two relatively unknown brothers went gold and became a literal overnight sensation.

“I’ll Be Good To You,” the first single from the album, became an immediate R&B hit, crossed over to the pop charts, became Bill Gavin’s Record to Watch, and is now on the way to the top. Not to mention the sensation both the album and single are creating in the disco world.

And that’s only the beginning.

CONGRATULATIONS GEORGE AND LOUIS AND QUINCY!

FROM EVERYONE AT A&M

THE BROTHERS JOHNSON

“LOOK OUT FOR #1”

ON A&M RECORDS & TAPES

INCLUDES THE SINGLE,

“I’LL BE GOOD TO YOU”

AM 1806
Produced by Quincy Jones
Universal Amphitheatre's Bramson: A Consummate Juggler

by John Mankiewicz

Los Angeles — There's an old saying that goes: "The difficult we do immediately, the impossible takes a little longer." Danny Bramson, coordinator for the 5000-seat Universal Amphitheatre in Los Angeles might have written it himself. Bramson calculates that the Amphitheatre season is about 78 days long. His job? Book between 52-60 shows in that span calculating each to be (what else?) a sell-out. At the very least Bramson might qualify for juggler of the year. He's apparently well equipped for what he does but sometimes can't avoid the strain he's constantly under. "A Monster"

It's a monster," Bramson told Cash Box. "It's going to wear me down. I've got seven concerts a week minimum for five weeks. I think it's going to take years off my life.

Bramson's season starts July 7 and he's making phone calls for booking last November. Initial contacts were made first with agents then with management. Contracts were discussed over a long period of time in some cases. "You make a lot of calls," Bramson explained. You go to their home territory of managers, agents, and artists; and meet them. It's all haggle about the show as they are, that you really care about the quality of the concert.

Considering Each Artist

Included in the Amphitheatre season this year will be concerts by such diverse artists as James Taylor, Neil Sedaka and Electric Light Orchestra to name a few. As the promoter does Bramson consider these shows individually. Does he think about each artist?

"Well, Bramson ruminated, "sometimes it's hard for me to relax and listen. I've got an album without thinking how much the act is costing me. But I don't. I've got into book acts I don't believe in'll back up up one hundred percent. Not." he added "to the point of being a whore. That's just common respect."

Love The Place

Exchanging on that view Bramson continued "It's their hall for their engagement and I do everything I can to make them feel that I want the acts to love the place. That's what it's all about. If they love the Amphitheatre, they'll play again."

As with any promoter, the shows mean

continued on pg. 47

Twist Heads MCA Release

Los Angeles — Conway Twitty's "Now And Then" album heralds the list of MCA's mid-May releases. Additional LPs include Lesley Duncan's "Moon Bathing," solution's "Cordon Bleu" on Rocket, 'Joni Lee,' and Lenny Dee's "Take It To The Limit."

Wilson Leads Playboy May Release Schedule

Los Angeles — Al Wilson's album, 'I've Got A Feeling,' leads the Playboy Records product releases for this month. Additional LPs to be released by Playboy include two Berserkley label offerings: "Earth Quake 85" by Earth Quake, and Jonathan Richmond's "Jonathan Richmond & The Modern Lovers."

Heading Playboy's single disks is Mickey Gilley's "My Old Flame's Out Burning Another Honky Tonk Down." Also scheduled for May release are Chuck Price's debut single, "I Don't Want It," and Wynn Stewart's "After The Storm."

Pop singles feature The Joey Stock Band's debut, "Do You Know," while the lone Berserkley single is Greg Kihn's "Any Other Woman."

Mgmt. Ill Inks Rogers

Los Angeles — Singer/composer Kenny Rogers, former lead singing of The First Edition, has been signed by Management Three and will be supervised by Ken Kragen, his long-time personal manager, who recently joined the firm.

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It's Time

HARPER'S HAPPY NIGHT — Chrysalis Records tossed an opening night party for Roy Harper following his recent SRO engagement at the Roxy in Los Angeles. Harper was pleased, not only by the warm reception of the Chrysalis staff, but also by the many fans who flocked to him after the show asking for autographs and some conversation. Harper's set also attracted a number of anony concealed Los Angeles musicians who remarked upon his music in glowing terms. Starwood management indicated a return by Harper in the near future would please them a great deal. Pictured are (kneeling, left to right): Bob Birch, KWST; Ronnie Smith; seated:elfast; drummer Walter Polk, bassist David Cochran, Chrysalis national promotion director Freddie Mancuso, Chrysalis president Terry Ellis. Tom O'Hara, Chrysalis president Chris Wright, Harper and Harper's international manager Denny Bruce.
"I'm Gonna Let My Heart Do The Walking"

by

THE SUPREMES

Their new single rush released from their smash album "High Energy"
SANTA ANA, CA — Sea of Sound, the group’s recent hit album, has been recorded by the Grammy-nominated group Chords, featuring Linda Ronstadt and various other well-known rock artists have done their part to raise $160,000 for the cause so far.

I WANT YOU — Governor Brown is getting a boost from his showbiz constituency as well. He has received a benefit concert in Largo, Maryland for the “Brown For President” effort. Now Larry Fitzgerald of Caribou Management has announced a pair of concerts by Chicago, also in support of Brown’s campaign. The concerts will take place at the University of Southern California on July 25, and the $106,000 raised will go to a special campaign fund.

BETTER DAYS AND HAPPY ENDINGS — Mercury, Columbia, and Newton-John, in Australia for an American television special, has been asked by the Australian government to record a song honoring America on its bicentennial. Australian songwriters will submit their best songs for consideration. Australia’s economy is strong, and the President of the United States July 4 during a July 4 worldwide (via Telstar) TV cast. The Pres will then deliver the State of the World Address, presumably.

BLACK AND BLUE — In other news, Linda Ronstadt and Aaron Chords have added performing for their benefit concert in Chicago to their schedule. This benefit is to raise funds for a Mercury, and to close out their show, Chords’ UFO is a band from England with a German guitarist and an Argentine at the keyboards. Where did they break first? Japan, hatch.

East Coastings — John Travolta, the Midland International recording artist who first reached the public on television as Vinnie Barbarino of “Welcome Back, Kotter,” is surrounded by dealers and perhaps even the Customs and Border Patrol. The group plans his promotional appearance tour. A Long Island Kortville’s record department verified that upwards of 4,000 admirers showed, and the promotion manager of Chicago’s Woodfield Mall attested that the head count now has approached 30,000. At Disc Records Woodfield manager Jim Mantre described the turnout as “unreal” and “unexpected.” Travolta’s album and single, “Let Her In” each earned bulleted in Cash Box this week, demonstrating once again that television exposure and record promotion combination may contain yet another formula for making power.

Straight Up — A group of British rock wanna’s named as Alberto Y Los Trios Parados advertised for a tour to catch the wave from under the new rock bands,” promising “to give it to you straight.” Illustrating the ad is a monologue colom, color black, which closely resembles that pictured on the cover of Led Zeppelin’s “Presence,” save for it stands perfectly vertical and perfectly twisting curve of the original. The cover of the new Zoot Sims package on Prestige shows a shiny new tenor, yet none who’s seen Zoot giggling lately can remember his saxophone being polished in such a mirth.

Green sleeve, keyboard player of Coliseum and lead vocalist of all, is also singing. One of those bands is called Grey Grissel, has been receiving much respect. Brooks if he’s a solo artist. Dusty Tricks signed to Polydor U.S.A. Rumored that an agreement has been reached between Motown and C.T.I., Richie Family will record on T.K. The original Tenderloins have reunited after a Blakely and it is hoped that the group recently. Their LP for DJM/Amherst was produced by Blakely. An article on Patti Smith is featured in the June issue of Playboy. The fourth annual Wilson 4th win for Phonics will include WylLOW Jenkins, Jessi Colter, Kris Kristofferson, Rickie Slaughter, and cause for joy. As Rusk and Rusk are not mentioned.

GIGS — Rod Soul At Shea, sponsored by the cigarette company, will feature Markin Gino’s Temptations, Smokey Robinson, Nancy Wilson and Theodore Pendlergrass July 9, and Spinners, James Brown, Ray Charles, Staple Singers, MFSB, Archie Bell & the Dapper Dan, and other groups.

It’s time to make some NOISE.
We Don't Mean To Harp, But

HEAVEN MUST BE MISSING AN ANGEL

By

TAVARES

Is A Single Heaven-Sent!

From Their Forthcoming Album

SKY-HIGH!

(ST-11533)

Produced by Freddie Perren

for Grand Siam Productions

Capitol
Chain Gain

- Woolworth Sales for the four weeks ended April 27 increased to $399.6 million from $303.9 million. For the quarter, sales were up $1.09 billion, up 14% from the year earlier's $961.9 million.
- May Department Stores Co. - April sales rose 10% to $148.4 million from $135.6 million. First quarter sales increased 11% to $442 million from $399.4 million.
- Dayton Hudson Corp. - April sales rose 15% to $122.8 million from $107.1 million. First quarter sales increased 15% to $368.2 million from $320 million. Excluding the contribution of stores opened in the last year, April sales were up 11%.
- Zayre Corp. - April sales increased 14% to $87 million from $76.1 million. First quarter sales rose to $237.2 million, up 7% from $221.6 million a year ago. The company operated 254 stores at the end of the period, down from 258 a year earlier.

Fortune Profiles Industry Firms

- position 450. Net income as a percent of sales was 1.4% for a rank of 422. Warner-Communications' record division, the Warner-Elektro-Atlantic group, had sales last year of $313.8 million, or 47% of WC1's total sales. Warners was the only company to break down their record division sales figures (Cash Box, April 10). Domestic record sales totalled $220 million in 1975. International sales were $75 million and publishing sales were $17 million.

20th Century

20th Century Fox-Film Corporation returned to the top 500 position at position 451 up from 505. With $340,589,000 in sales, they have assets of $322 million for position 367, their net income was $12.2 million (an extraordinary credit of more than 10%) for position 302, and they have 5,100 employees for 42nd place. Net income as a percentage of sales was 6.7%, for position 103 out of 500. 20th's record division had sales of $179,972,000 in 1975, which accounted for 5% of 20th overall sales.

Columbia Pictures

Columbia Pictures also returned to the top 500, at position 463, up from 533, representing 1975 sales of $332 million. There were 384 in assets of $505 million, in 397 in employees. Net income as a percentage of sales was 53%, or second best overall out of the entire 500 companies. Columbia's figures include Anista and Screen Gems publishing, had 1975 sales of $30.1 million, or 9% of Columbia's overall sales. (Editor's Note: Because Columbia's year ends on June 30, the information from Columbia Pictures is for their year ending June 30, 1975, instead of the calendar January to December year listed for all other companies.

Reddy's Hits Platinum

LOS ANGELES — Helen Reddy's "Greatest Hits" on Casotol records has sold a million copies and becomes a platinum album.

It's time to make some NOISE about CASH BOX'S

34th ANNUAL DIRECTORY

PHONE: DIRECTORY ADVERTISING
NEW YORK: (212) 586-2640
CALIFORNIA: (213) 464-5121
CHICAGO: (312) 346-7272
NASHVILLE: (615) 244-2898

FCC Decision

The FCC to go all the way towards abolishing program duplication. "Duplication to whatever extent we tolerate it, is not good for competition. It wastes spectrum and exacerbates the evils of ownership concentration."

Strong Measures Urged

Robinson argued for total elimination of duplication for all stations operating in Standard Metropolitan Statistical Areas of over 100,000 population, and for an immediate 25% limit on stations in smaller markets. His intention was to reduce duplication to zero within the next two or three years.

The new rules are riding in on the crest of the FM-radio wave. FM began as a limited radio band offering high fidelity, but little original programming, to a dedicated band of audiophiles. At that time, the FCC had a liberal policy of program duplication to encourage the use, and purchase of AM-FM receivers.

The FM wave is now at high tide, with no ebb in sight. "FM is strong enough today to support the need," said Thomas from the National Federation of Community Broadcasters. The facts bear Thomas out.

In the decade since the FCC first adopted non-duplication rules, FM stations average revenues almost quadrupled, and total FM station growth has increased some seven times. The percentage of FMs making a profit grew, despite the large number of stations still in the red. FM net penetration was also up 70% to 90% in the lowest 121 markets.

Additionally, the number of FM recipients on the air has almost equalled the number of television sets in this country. And NAB figures show that FM revenues grew faster than AM during the 1970-74 period.

"All the statistics showed that stations which did not duplicate were just as well off as stations that did," said Jonathan David. This may account for the lack of strong broadcaster opposition to the time round.

"The decision may be wastefulness of scarce spectrum space and the "limiting the ability of independent FM stations to develop in competition with AM-FM combinations"... Also spurred the FCC to extend non-duplication rules. "It was to their advantage if everyone was competing equally."

FM's growing strength was just one factor in the commission's recent decision. The "inherent wastefulness of scarce spectrum space" and the "limiting the ability of independent FM stations to develop in competition with AM-FM combinations"... Also spurred the FCC to extend non-duplication rules. "It was to their advantage if everyone was competing equally."

"It's wasteful to have two separate stations with the same program," said the FCC's David. "For a change, logic won out."

Standoff

"It was half a victory, half a defeat," said National Citizens Committee for Broadcasting (NCCB) representative Chuck Shepherd. The NCCB filed comments requesting the non-duplication limit be extended down to towns of 10,000 in order to promote a variety of new and public affairs programs. "Small towns are precisely those towns where the FCC should require separate news staffs," said Shepherd. "The big cities are already more diverse."

The FCC admitted this same problem. These smaller markets may be where diversity is most needed... But it's unrealistic to expect across-the-board non-duplication in these cases. The commission pointed out that the fact that (FM) channels are still open may have been the biggest reason why diversity is needed...
JOHN TRAVOLTA
THE HOTTEST NEW ARTIST OF THE YEAR

PRESENTING HIS FIRST ALBUM

Produced by BOB RENO

MIDLAND INTERNATIONAL RECORDS, INC.
THE MOUSE THAT ROARS!

MANUFACTURED AND DISTRIBUTED BY RCA RECORDS.
KISS/Casablanca BB 858: Raining Youth (2:30) [Cape Americana/Rock Steady — ASCAP] (All By Myself) — BMI: [A. Frehley, P. Stanley, G. Simmons].


GEORGE BENSON (Warner Bros. WBS 8209): This Masquerade (3:17) [Skyhill — BMI] (L. Russell).


STATE DEPARTMENT (Sixth Avenue/RCA JB 10689): I'm Counting On You (3:29) [Charles Kips — BMI] (C. Kips, J. P.)


ASHLEY NEW RIDERS OF THE PURPLE SAGE (MCA 40564): Fifteen Days Under The Hood (2:42) [WB/Jazz Bird — ASCAP] (J. Tempchin, W. Hughley). This life is just like one big automobile, sings NES in this little country-town, humble, the walking bass line holds the steady rhythm. The band, with this single, transcends their association with the Grateful Dead and has come out with a distinctive sound. A good choice for FM programmers.


GERARD (Canbou/Columbia ZSB 8013): Hello, Operator (2:44) [Big Elk — ASCAP] (G. McMahon). A rollicking rock 'n roll tune from this new band. Produced by James Guercio, the brass is working with the kind of snappy horn charts that gave Chicago (the group) such a big punch. Suitable for AM and FM airplay. This song will chart strong. Nice key changes give this tune an air of excitement.

THE NEW BLOOD (Warner Bros. WBS 8217): The Long And Winding Road (3:30) [Macien — BMI] (Lennon, McCartney).

EMMYLU HARRIS (Reprise/Warner RPS 1353): One Of These Days (3:03) [Aldam — BMI] (E. Montgomery).

DONNY OSMOND (Polydor PD 14320): C'Mon Marianne (2:21) [Saturday/Seasons Four — BMI] (L. Brown, R. Blochworth). Donny Osmond has come into his own, not only as a television performer, but as a singer. He takes this old Frankii Valli hit and incorporates it into his own style. A slick glossy arrangement will make this a top favorite across the board. A great summer song.

THE SUPREMES (Motown M 1391F): I'm Gonna Let My Heart Do The Walking (3:12) [Holland-Dozier-Holland-Jobete — ASCAP] (Stone/Diamond/Gold Forever — BMI) (H. Beatty, B. Holland, E. Holland). An upbeat, polyrhythmic cut, this will get a lot of disco play. The vocals are well planned — harmonies and leads are traded off with affecting sensitivity — interest- ingly though, a lot of parts have changed in this new arrangement. This is sure to chart strong in the R&B department.

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Welcome Back!

Lovin' Spoonful

featuring

John Sebastian

"Daydream"

Forced To Release as a Single
From the Chart Album

KSBS 2608-2 (2 Record Set)
Having already established themselves as one of the top rock acts of the year, Aerosmith offers an album that's chock full of rock gems. Every tune will grab the FM progressive programmers while there are several titles that will also turn up on AM stations everywhere. Among these are “Combination” and “Nobody's Fault,” which sound something like the Stones and Led Zeppelin respectively, proving Aerosmith to be a successfully derivative band.

ENERGY TO BURN – B.T. Express – Columbia PC 34178 – Producer: Jeff Lane – List: 6.98
A slick display of fine soul music which ranges in intensity from the funky choos of the title track to the flowing disco feel of “Can't Stop Growin' Now Wanna Do It Some More.” The vocals work as an effective counterpart to the clean horns lines of which is underscored by some very tasty strings. Prog programmers should watch several cuts for potential airplay while the entire LP will work in the R&B market.

Space age rock ‘n roll with an occasional funky back-beat – that's Mahogany Rush. Creative use of synthesizers adds to the spacey feel. Depth and dimension to the music of these rockers from the north country. Graphit Frank Marino's production work is clean and punchy. Leads and rhythm are accessible to the spacey kicks. The entire album is sure to please FM progressive audiences while cuts like “It's Begun To Rain” and “Little Sexy Annie” might do well on the AM airwaves.

Loudon Wainwright III, the undisputed King of dry humor, does a couple of unsheathing of mighty pen on once again. His songs display characteristically Rabelaisian tone as they bite into such tawdry morals as the bicentennial summer love (sigh) and drunkenness. His arrangements range from the simple and uncluttered acoustic guitar and uncertain voice of his earlier records to the embellished feel of “At Both Ends” – a title which Loudon might call a single-entendre. Much of the album will receive airplay on a wide variety of stations, but I still don't understand why it's called “T Shirt.”

TURNSTILES – Billy Joel – Columbia PC 33848 – Producer: Billy Joel – List: 6.98
The many talents of piano man Billy Joel come shining through on this effort which showcases his production abilities as well as his talent as a singer-songwriter and keyboard player. The tunes are clean and catchy, filled out with beautiful, tastefully produced work. Joel's melodic narrative vocal style is sometimes reminiscent of a city-slick Jackson Browne. Many possibilities for AM cuts, the reggae rhythms of “All You Wanna Do Is Dance” being an excellent example.

Though UFO is comprised of a German, an Argentinian and three Brits, there is no identification problem here. Their music is a combination of driving rock 'n roll and thought-provoking ballads laced with some fine progressive elements. UFO can now take a solid position among their own. Phil Mogg's vocals are rich and searching with a raspy edge which provides considerable substance to dig your teeth into. A natural for the progressive rock set, the LP also offers the AM programmer some tasty tidbits like “Natural Thing” and the self-owned “I'm A Loser.”
"Listen to it...if you don't tap your foot, call a doctor, you're dead!!!"

THOM O'THAIR
Creative Director
KMET Los Angeles

"Lee Oskar transcends all viable formats. There is no reason for anyone not to play this record."

T. MORGAN
Program Director
WMRR/FM Philadelphia

"KOME has received good response programming the new Lee Oskar LP appealing to listeners with many varied musical tastes from soul to jazz to just good mellow music."

DANA JANG
Music Director
KOME San Jose

"Easy on the ears Rock & Roll – Big with people over 25 who can't handle the heavy metal anymore."

STAN GORMAN
Manager Tower Records
San Francisco

"Great Depth...great programming...across the board for any progressive programmer."

JOE "BUTTERBALL" TAMBURRO
Program Director WDAS/AM Philadelphia
Station Manager WDAS/FM Philadelphia

"Lee Oskar is the best part of War. One of the best albums I've heard in a long time."

IRA LIPSON
Operations Director
KZEW Dallas

"After listening to Lee Oskar's LP, I realized where the magic of War comes from. Programming wise it is psychologically compatible, meaning real nice."

SONNY FOX
Program Director
WYSPI/FM Philadelphia

"Lee Oskar has made the harmonica a legitimate commercial pop instrument."

MIKE JOHNSON
Music Director
KGON/FM Portland

"...increased play due to astute audience feedback. Very melodic and easy to program for the WIOQ listener."

ALEX DE MERS
Program Director
WIOQ/FM Philadelphia

"Good audience response to entire LP."

BONNIE SIMMONS
Program Director
KSAN San Francisco

"It left me speechless."

STAN GARRETT
Program Director
KZEL/FM Eugene

"Lee Oskar" UA-LA594-G The last word in harmonica, the first solo album from War. Features the single "BLT." UA-XW807-Y

A Far Out Production on United Artists Records & Tapes. Produced by Greg Errico and Jerry Goldstein for Far Out Productions.

This "yellow-golden" flower of the power singer/songwriter movement is fresh off the heels of "Donovan's Song," a giant hit on A & M Records. His new album, "The Slow Down World," is equally impressive. The songs are melodic, catchy, and well-constructed, with a strong family appeal.


Betty Wright gets down on this more mature funk. Her soaring vocals are effectively punctuated by some very tight horn lines which float on top of a solid rhythm section. Many AM stations could score a hit with such an album.


Remember the Monkees? Those piano-top licksters are back again, this time as solo performers. The group are responsible for producing a majority of their material. This album showcases the talents of each member, with novelty numbers like "Along Came Jones!" and "Sympathy for the Rockers." Expect to hear this material all over the radio.

LOVERS — Cannonball Adderley — Fantasy F-1105 — Producers: Julian Adderley, Nat Adderley, Orrin Keepnews — List: 6.98

On his last album project, the legendary Cannonball Adderley is joined by some old friends and some who are new. The "old friends" include Cannonball's brother, Nat. George Duke, Artie Moreno and AlvinBatiste, while the later additions are Jack DeJohnette and Alphonso Johnson. The album features a tune written by Nat Adderley Jr. but never completed in the studio by Cannonball. "Lovers" which was posthumously recorded by these musicians with special assistance from Nat Jr., Ron Carter and Floria. A moving tribute to a truly great artist.


A strong offering by this vocally-oriented group. Lead vocals are commended by the three vocalists — Paul Gordon, Cal Dodd and Bob Bonnell. Deja Vu reminds us of a bit of another band with three lead singers that remain nameless, yet they are not overly derivative. Their tunes are good and the group is on a roll.


Karlheinz Stockhausen is a legend in the area of progressive music. His singular musical style has brought a new look at the world of music with a variety of artists ranging in scope from the avant-garde music of John Cage to the specific style of Francis Zappa. This album is a fine display of Stockhausen's creativity and genius in the electronic idiom with the thematic influence being placed upon the ethnic music of Ceylon.


This live album is a fine representation of the Renaissance group at Carnegie Hall last summer. The songs are a collection of older tunes and a few new ones performed by the New York Philharmonic conducted by Tony Cox. The group's instrumentation is quite colorful and the performance is well received by the audience.


Roger McGuinn is back with a strong offering of self-penned tunes which are augmented by his cover of Bob Dylan's "Someday Baby." The album will be welcomed by fans of both artists.


Some beautiful jazz in a mellow vein. This LP offers the talents of pianist Richard Bierach and David Liebman on alto flute, tenor and soprano saxophones. The tunes are sparse and smooth, running more smoothly that they create a strange intimacy. The feel is existential, the beauty to allow the listener to fill the spaces with their or her own forgotten fantasies.


An impressive collection of tunes which brings the writing and performing abilities of Allan Rich to life on this album. The songs are well-constructed and the arrangements are especially nice, particularly "Replay Performance," in which Liebman plays soprano sax through an echo-plex and phase-shifter.

TONY BENNETT SINGS 10 RODGERS & HART SONGS — Tony Bennett — Improv 7113 — List: 6.98

As the title denotes, this album is a collection of some of Rodgers & Hart's finest material given some very special attention by Tony Bennett. The songs are the type of satirical musical comedy for which R&H have become famous. The tunes like "The Lady Is a Tramp" take on new meaning when interpreted by Tony Bennett's richly beautiful tones. A natural for the easy listening-MOR market.
PLEASURE IS MARLON McClAIN, guitar; DONALD HEPBURN, electric piano; DAN BREWSTER, trombone; DENNIS SPRINGER, saxes; NATHANIEL PHILLIPS, bass; BRUCE CARTER, drums; BRUCE SMITH, percussion; SHERMAN DAVIS, vocals.

PRODUCED BY WAYNE HENDERSON FOR AT-HOME PRODUCTIONS
**CBS To Phase Out Discount Records; Heilicher In Discussion To Buy Chain**

NEW YORK — CBS in a statement accompanying its fourth quarter figures announced they are at this point totally phasing out their discount records division. The move is related to the problem of the smaller account who is cutting, which has been going on for some time. According to Joe Benati, a CBS executive, the move is being made so CBS can maintain a solid base of sales on its general line of records.

**CBS’ 1975 Record Sales $220 Mil.**

Company First To Take ‘Fuller Disclosure’ Step In Effort To Boost Disk Industry On Wall St.: CBS Record Division Sales Estimated At $200 Million

**Salstone/Heilicher/Roberts**

**St. Louis Battle Shaping Up**

**Teamster Strike! How Much Will It Hurt Record Industry?**

**Industry Reaction To April 1 Walkout Varies**

**How Large Is The Recording Industry?**

**New Figures Indicate A $2.2 Billion Myth**

LOS ANGELES — How large is the recording industry? Nobody seems to know for sure although there have been some attempts to figure it out. The National Association of Recording Manufacturers was plastered with $1.2 billion figure a couple of years ago, but half of the $2.2 billion published figure was coming from the National Association of Retail Records Dealers, the group of independent record dealers, and those dealers have been known to be a little loose with their facts.

**Salstone To Buy Roberts, Eric, Record Sales Dists. From Transamerica**

by Gary Cohen

CHICAGO — Mil St. Salstone, owner of M.S. Distributing in Chicago, is reportedly in negotiations with Transamerica Corp. whereby Salstone will purchase Roberts, Eric, Record Sales Distributors.

**NYC Price War Escalates As Goody, Korvette Do Battle**

new york — The price war among the discount dealers is getting uglier and uglier. Goody, the discount record chain, has taken on Korvette, the discount department store, in an attempt to boost sales. Korvette has retaliated by cutting prices even further, and the result is a battle that is likely to continue for some time.

**Stones, Led Zeppelin Airings Stun Atlantic**

L.A.‘s KMET-FM, KHJ 1st On Unreleased LPs

**WEA’s Returns $64M Worldwide In ’75; 21.6%**

NEW YORK — Worldwide return for WEA product totaled $63.5 million in 1975, up nearly $10 million from the $53.5 million in 1974.

**First Amendment Plays Role In FCC Radio Controversy**

**Nationwide Survey Of Cassette Sales Finds Penetration, Sales Increasing**

**Business Not Booming As Reports Indicate**

NEW YORK — Contrary to some recently published reports, the recording business is not booming. Sales are down, and the companies are struggling to survive.

**Dealer One Stop Purchases Up 5% In ’75**

by Gary Cohen

NEW YORK — The “cash” one stop, offering $6.98 list albums for $3.35-$3.36, is cutting into the market. The smaller account who is cutting, which has been going on for some time, has led to the upturn in sales.

**Trade News**

— The ABC Consolidates Warehouse System

— Los Angeles — ABC Records has taken over the warehouse space formerly occupied by A&M Records. The move is expected to boost the company’s operations and help streamline its distribution network.
Lifesong 14

Adds Gross: "Our experience with A&M is probably one of the most memorable either one of us will ever have gone through. The people at that label are totally dedicated. After the likes of that period, you say 'where do we go from here?' Now here we are at Lifesong with the same feeling, that same camaraderie of getting the job done.'

Unique Situation

"In a sense," Kupps continues, "there are very few labels owned by the people who are involved with them — it's mostly giant corporations. A couple of the exceptions are Motown and A&M. It's a very unique situation. You don't have to go to a board of directors to find out if you can spend X amount of dollars to promote an act you really believe in. You take a shot; if you believe you have something, you go with it."

What Lifesong has going, of course, is the production skills of Cashman and West and a staff of young producers that they've assembled — a sort of bullpen, if you will. Situated in New York, Cashman and West have a pretty good roster to work with including Henry Gross and Crack the Sky, who have both been surfacing pretty well of late. Lifesong also owns the exclusive musical rights to all the Marvel Comic characters. The label's roster/cast/record company combined efforts in the production of a first album having to do with that property, an LP called "Reflections Of A Super Hero," a 12-song saga based on the life and times and tribulations of Spider-Man.

Family Feeling

It's a family kind of feeling that finds Lifesong acts visiting Marty Kupps' house instead of "living" at some motel the week they play L.A. It isn't odd to find Gross or Kupps sitting around the lacuzzi playing guitar and singing old Beatles songs with Crack The Sky or even Cashman and West — who, aside from being president and vice-president of Lifesong are still basically performers and will be releasing solo albums soon. This relaxed kind of feeling during the off-hours enables everyone — artist as well as exec — to know how to motivate and inspire the others during professional working situations.

On The Street

Of course, you're not always going to find Lifesong staff lounging around the pool. In fact, Gross and Kupps are usually on the streets. And lately, that means the streets of other cities, talking distributor with regional reps Ron Below in Chicago, Curtis T. Jones in Atlanta, Bob Russo in New York (or when they are in town) Bob Stovane in L.A. Predictably, the talk is on the up-side. Today's distributors realize that the future of this business lies with the young, aggressive independents," notes Gross. "Vis a vis an A&M, Motown, Casablanca, Arista, Private Stock. Some of the biggest singles and albums are coming from the independents. That makes it nice for all of us. When we see a Peter Frampton or a Donna Summer or a group like Kiss making it, that just makes it healthier for all of us."

Lifesong's people in the field are tuned into that train of thought. They know that the distributors know that when you're little, you have to work at that much harder.
Diana Ross

The Doobies' latest LP "Takin' It To The Streets" has exploded onto both the pop and R&B charts. This evening most of the Doobie material received a brand new LP. Overall, the LP contains many tunes in keeping with the Doobies spirit. The Doobies engineered high energy and power along with a highly rhythmic background and earthy lyric. However, there are some new sounds added to the group with the addition of two Steely Dan players. Mike McDonald and Jeff "Skunk" Baxter. Now faint tinges of the Steely Dan culture are heard in such tunes as "Rip." They have the jazz feel but display the powerful and soothing Doobies harmony.

A new dimension to the group has been added with the addition of some of the "original" and "current" Doobies. With the new line-up of the group, the Doobies are certainly a force to be reckoned with. The group has evolved into a truly dynamic act that is sure to please even the most discerning fans.

Pablo Cruise

Pablo Cruise is one of the most successful bands in the business today. They have been able to maintain their popularity over the years by consistently delivering high-quality music that appeals to a wide audience. Their latest album, "Pablo Cruise," is no exception. The album features a mix of pop, rock, and soul influences, all delivered with the band's signature style. The lead vocal is performed by singer Steve Hackett, who delivers a strong and passionate performance. The rest of the band, including guitarists Tommy Dean and George Masso, deliver tight and energetic playing throughout the album. Overall, "Pablo Cruise" is a fantastic album that should not be missed by fans of any genre.
Thanks, Frank
Ray Colomb — Chicago
Keystone Radio To Study 'Small Market' Influence

by J.B. Carmicle

LOS ANGELES — "We're the only organization really devoted to smaller market radio," Nicholas Gordon, president of Keystone Broadcasting System, told Cash Box. His statement follows a joint announcement by Keystone and Mediastat, a research firm that indicated the two companies will undertake a series of joint projects to measure radio audiences in the smaller cities of America.

Smaller Cities

"Our total interest and total involvement is smaller cities," Gordon explained, explaining that the results of the study would indicate the pattern of listening by smaller market audiences more effectively than ever before. Gordon's point that smaller market stations virtually dominate their listenership because there may be only one or two stations to serve an entire city is in sharp contrast to the position of large markets where upwards of 70 or more stations try to garner as great an audience as possible.

20 Per Cent

"Forty million people now live in non-metro areas ... that's twenty percent of the population," Gordon stressed. Because of this huge percentage of people, "one of the most important needs of the user of smaller city radio and of the smaller city radio station itself is an accurate up-to-date research material detailing some of the listening habits of the smaller city listener," Gordon said. Gordon is also aware that when dealing with larger markets and stations, one of the first things consulted is a rating book. But in smaller markets, ratings aren't always available. And what would be the point if there was only one station serving a town of 25,000 people?

Sales

Although the amount of sales derived from small market radio advertising was not mentioned, this obviously is one factor that will be researched in the study. And isn't it just as important to know how much product is moved off store shelves by small market radio ads as by large market radio ads? That may seem a bit routine, but it certainly is a factor that would be important to national accounts who are sometimes hesitant to buy small market radio. This part of the study would certainly not be overlooked, and Keystone Broadcasting System, with its more than 1,150 affiliates, is the first to recognize that.

Definitive Material

"We're just looking for definitive material so that we can say, 'here's what smaller market radio means,'" here's the influence of smaller market radio," said Gordon, recapitulating Keystone's initiative for the project. Mediastat's James Seiler told us, "Keystone has commissioned us to do a study on small market radio, using our own methodology, and deliver the results to them." He did not discuss the specifics of the research project, as was expected, but called it "one big overall job.

Study Results

Gordon's non-metro population figure of twenty percent is not something easily

DIR Broadcasting Presents Grace Slick On 'Conversation'

NEW YORK — As part of its April and May celebration in honor of its fourth anniversary, DIR Broadcasting is featuring a special two-hour taped "Conversation" with Grace Slick of The Jefferson Starship and Dave Herman of WNEW-FM (New York). The show will air on DIR's network of 200 stations on Sunday, May 23.

Interpersed with dialogue and current cuts from the Starship's latest Grunt album, "Red Octopus," will be a special pre-airing premiere of their next LP, "S.T.," the show will feature extracts of the Jefferson's latest Grunt album, "Red Octopus," will be a special pre-airing premiere of their next LP, "S.T.," the show will feature extracted cuts from the Starship's latest Grunt album, "Red Octopus.

"Conversation" with Grace Slick is DIR's second such special in 1976. In February, Joan Baez was presented, and in 1975, George Harrison and Roger Dalrey.

Most Requested Cuts

1. Royal Scam (entire LP)/Don't Take Me Alive — Steely Dan — ABC
2. Faithful (entire LP) — Todd Rundgren — Bearsville/WB
3. Here And There — Elton John — MCA

Most Predicted Hits

1. Jukin'/A Mans Woman/Mixed Emotions/Police, Police — Atlanta Rhythm Section — Polydor
2. Kid Charlemagne/Cave Of Altamira — Steely Dan — ABC
3. Saddle Tramp — Charlie Daniels Band — Epic
4. Good Vibrations — Todd Rundgren — Bearsville/WB

Station Breaks

Thom O'Hair leaves KMET-FM, Los Angeles progressive station to join Capricorn Records as west coast promotion director. O'Hair will report directly to Phil Rush, newly named national promotion director who will be based in Capricorn's home offices in Macon, Georgia.

Denis McNamara named music director at WLIR-FM, New York. Gil Colquitt, who formerly held that position, moves to Columbia Records in New York.

Charles Laquidara leaves WBGN-FM, Boston. Laquidara will vacation in Italy for a brief period before returning to Boston according to Norm Weiner, PD at the station. Laquidara had been with the FM progressive station since the spring of 1969.

Bob Coburn will move into afternoon drive at KMET-FM, Los Angeles Metromedia progressive outlet. Coburn had been doing music at the station and no replacement has been named yet for his specific responsibilities according to operations director Sam Bellamy.

Dick Sloane named overnight air personality for 99X, RKO radio in New York. He last worked at WOKY, Milwaukee.

Stuart McRae moves to KAAY, Little Rock for all night "Beeker Street" show. McRae last worked at KAMC-FM, progressive rocker in Dallas.

Charlene Watts joins staff at WILD, Boston as program director effective

ON THE ROAD... Warner Bros. recording artist Jesse Colin Young (center) greets WNEW-FM music director Vin Scelsa (left) during recent visit to New York City. Looking on is Warner executive Alan Rosenberg.
"Hello, Operator"

ZS 89013

From the New Album, Gerard.

To Listen to Gerard's New Single, Dial Toll-Free 800-421-0912

Produced by James William Guercio
Compiled by the CB research department
most added records

<table>
<thead>
<tr>
<th>Record Title</th>
<th>Artist</th>
<th>This Week</th>
<th>To Date</th>
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<td>Steve Miller Band</td>
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<td>56%</td>
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<tr>
<td>Takin’ It To The Streets</td>
<td>Doobie Brothers</td>
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<td>56%</td>
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<td>Afternoon Delight</td>
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<td>Love Is Alive</td>
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<td>Today’s The Day</td>
<td>America</td>
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<td>Moonlight Feels Right</td>
<td>Starbuck</td>
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<td>51%</td>
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<td>Crazy On You</td>
<td>Heart</td>
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<td>30%</td>
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<tr>
<td>I’ll Be Good To You</td>
<td>Brothers Johnson</td>
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<td>Cyndi Greco</td>
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<tr>
<td>Never Gonna Fall In Love</td>
<td>Eric Carmen</td>
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<td>65%</td>
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<td>Movin’</td>
<td>Brass Construction</td>
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<td>Manhattans</td>
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<td>Bay City Rollers</td>
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radio active singles

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<td>Love Hangover</td>
<td>Diana Ross</td>
</tr>
<tr>
<td>Shop Around</td>
<td>Captain &amp; Tennille</td>
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<tr>
<td>Get Up &amp; Boogie</td>
<td>Silver Convention</td>
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<tr>
<td>Moonlight Feels Right</td>
<td>Right</td>
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<tr>
<td>Never Gonna Fall In Love</td>
<td>Eric Carmen</td>
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<tr>
<td>Misty Blue</td>
<td>Dorothy Moore</td>
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<tr>
<td>Love Is Alive</td>
<td>Gary Wright</td>
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<tr>
<td>Happy Days</td>
<td>Pratt &amp; McClain</td>
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station adds this week

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<td>WIXY, KSQO, WCOI, WCAO, KEEL</td>
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looking ahead to the top 100

1. Love Hangover — Diana Ross - Motown
2. Shop Around — Captain & Tennille - A&M
3. Get Up & Boogie — Silver Convention - Midland Int'l./RCA
4. Moonlight Feels Right — Starbuck - Private Stock
5. Never Gonna Fall In Love — Eric Carmen - Arista
6. Misty Blue — Dorothy Moore - Malaco/TK
7. Love Is Alive — Gary Wright - WB
8. Happy Days — Pratt & McClain - Reprise/WB
Mac Davis

CASHBOX

COUNTRY ARTIST OF THE WEEK

May 22, 1976

Mac Davis

"The Song Painter" — In 1968, Mac hit it big as a songwriter — Lou Rawls cut "You're Good For Me," and Glen Campbell did "Within My Memory." On the strength of those songs, Mac was asked to write original material for Elvis Presley's first television special. When the special was a smash, Mac was signed to pen tunes for Elvis's next two pictures.

Mac's songs are considered among Elvis's best recordings — "A Little Less Conversation," "Memories," "In the Ghetto," and "Don't Cry Daddy." On the strength of his work with Elvis alone, Mac Davis could be considered an incredibly successful writer but Mac didn't stop there. He wrote songs for Glen Campbell's film "Norwood," wrote for other performers such as O.C. Smith, Bobby Goldsboro, Lou Rawls, Kenny Rogers and the First Edition and Marion Love, and wrote for himself.

The first LP was "The Song Painter" on Columbia, but it was not until his second album that Mac scored with his first big hit, "I Believe In Music." The album shared its title with the smash hit single.

After scoring three gold records as a writer, Davis earned his first gold record as a performer with "Baby, Don't Get Hooked On Me," with both the single and the album of the same name going gold.

On the basis of his appeal to both young and old, Mac Davis was made the star of an NBC summer TV program in mid-1974. It was called "The Mac Davis Show." His Stool and Smell the Roses" LP and single climbed up the charts and over the million mark, earning Mac two more gold disks. During this period, NBC-TV also made "The Mac Davis Show" a prime time regular feature in December 1974.

Born in Lubbock, Texas, and settling in Atlanta, Georgia, Mac grew up with country and western roots that branched into rock and roll. After graduating from high school, he worked days for the Georgia State Board of Probation and studied nights at Georgia State University, pursuing his musical talent, writing songs and getting a band together. His band had some success touring the south but it wasn't a living and so he accepted a job as a regional manager for Vee-Jay Records in Atlanta, and later moved onto Liberty Records. But Mac never lost interest in his own music, and learning the business from the inside has proven the basis of an outstanding career.

Mac's current hit single and album, produced by Rick Hall, are titled "Forever Lovers." Booking is by International Creative Management.

GOOD CATCH, BILL! — Bill Anderson (right) prepares to catch a tape copy of his next single on MCA Records which was produced by "pitcher" Buddy Killian (left).

Crystal Shines on Dinah — Having a most pleasant conversation on the set of the Dinah Shore Show are (from left) United Artists' country-pop singer Crystal Gayle, Ronnie Howard of "Happy Days" and Dinah herself. Ms. Gayle's current UA single, "I'll Get Over You," is crossing over, country to pop, according to UA reports.

Clement Forms Group

NASHVILLE — Producer publisher and country-airing Jack Clement has formed a Cowboy's Ragtime Band a recording and performing unit consisting of Jimmy Colvard on guitar, Joe Allen on bass, Charles Cochran on keyboards, Jimmy labell on drums and Clement on guitar mandolin and vocals.

Clement and the band have been recording under the guidance of Clement and Waylon Jennings. They are currently seeking a record label and plan to preview their new material at the Exit Inn this month.

Noted for his production work with Charley Pride, Waylon, Johnny Cash, Jerry Lee Lewis and others, Clement now plans to focus his attention on his own recording and performing career. A goal he originally set out towards twenty-five years ago as the Jack of Buzz'n Jack.

Melodyland Is Now Hitsville

LOS ANGELES — Motown Record Corporation has changed the name of its country label from Melodyland to Hitsville. It was announced this week by Barney Allen, executive vice president of the label.

The first release on the new label will be T.G. Sheppard's "Solitary Man," from his album "Motels and Memories.

WELCOME BACK, EDDY — Eddy Arnold has returned to RCA records. Shown celebrities the event last evening after Arnold's opening at the Sahara Hotel in Los Angeles are (left to right) Jerry Purcell, Arnold's manager, Jerry Bradley, division vice-president, Nashville operations, RCA Records: Arnold, Mel Liberman, vice-president, Commercial Operations, RCA Records, and Don Burkheimer, division vice-president, west coast, RCA Records.

TOGETHER AGAIN — Epic recording artists George Jones and Tammy Wynette are shown with producer Billy Sherrill at their first recording session since their separation in December of 1974, which resulted in their new Epic single, "Golden Ring.

Mem. Day Picnic Set

NASHVILLE — Indian Nations Park 30 miles southeast of Tulsa will be the site for the bicentennial Memorial Day picnic. May 30 Talent Management & Consultants in Dallas, Texas will provide the picnic with a showcase of their acts, including David Allan Coe, Wendel Adkins, Side of the Road Gang and Tasty Road.

Expected attendance is 12,000 and live entertainment will run from 12 to 12. Co-sponsoring the picnic will be the Tennessee Gin & Colton Company and radio station KAKC.

CDC Appts. Koon

NASHVILLE — Kidye Koon has been appointed to the position of national sales manager for Commercial Distributing Corporation. Koon was formerly sales manager of Colonial Studio and Commercial Records.

Commercial Distributing Corp. recently moved into their new quarters at 2555 Franklin Road, Suite 208, Nashville, Tennessee. Koon can be reached at their new telephone number, (615) 385-3674.

which also contains Sheppard's top ten country single of the same title.

Within the next two weeks Hitsville will be releasing new singles by Judy Shrunk, Kenny Stcott, Rick Tucker, Daria Foster and Jerry Naylor.

THE (SOUTHERN) GENTLEMAN AND THE (FIRST) LADY — Columbia recording artist Sonny James was recently honored at the White House where he was made a presentation to President Ford and the Bicentennial Committee of a specially prepared plaque of his album "200 Years of Country Music." James is shown with First Lady Betty Ford.

RIGHT OR WRONG, RONNIE! — Hitsville (formerly Melodyland) recording artist Ronnie Dove was recently visited Johnny Kay of WENO radio in Madison, Tenn. to talk about his latest single release, "Right or Wrong."

Cash Receives Honorary Degree

SAN DIEGO — Columbia recording artist Johnny Cash was awarded an honorary Doctor of Humane Letters degree from National University at San Diego. In honor of induction, San Diego mayor Pete Wilson proclaimed "Johnny Cash Day":

Confering the degree was Dr. David Chigos, president of National University.

Among the 250 guests were Cash's four daughters and his wife June Carter. While in San Diego, Cash and June Carter gave two concerts in the San Diego Civic Theater.
One smash hit after another, his legend continues...

"NEGATORY ROMANCE"

MERCURY 73795

From Tom T's latest hit album 'FASTER HORSES'

SRM 1-1076

SRM 1-1044

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country radio active
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1. Vaya Con Dios — Freddy Fender — ABC/Dot
2. Here Comes The Freedom Train — Merle Haggard — Capitol
3. It Makes Me Giggle — John Denver — RCA
4. Is Forever Longer Than Always — Porter Wagoner & Dolly Parton — RCA
5. Was It Worth It — Joe Stampley — Epic
6. Solitary Man — T.G. Sheppard — Hitsville
7. An Angel On My Shoulder — Joni Lee — MCA
8. Golden Oldie — Anne Murray — Capitol
9. When Something Is Wrong With My Baby — Sonny James — Columbia
10. I'd Have To Be Crazy — Willie Nelson — Columbia

These Hard Times
Billy Parker

SUNSHINE COUNTRY RECORDS
214-690-8875 777 S. Central Richardson, Texas 75080

PARKER LIVES HARD TIMES TO FEEL THEM

WL — ST. LOUIS
I Had To Be Crazy — Willie Nelson — Columbia
Was It Worth It — Joe Stampley — Epic
Suspended Minds — Waylon Jennings & Jessi Colter — RCA
That's What Women Are For — Barbara Mandrell — ABC/Dot
Please Tell Him That I Said Hello — Sue Richards — ABC/Dot
Heart Don't You Know — Randy Conner — ABC/Dot
I O U — Jimmy Dean — CBS
Home Made Love — Tom Bresh — Fair

KCNN — KANSAS CITY
Is Forever Longer Than Always — Porter Wagoner & Dolly Parton — RCA
This Man And Woman Thing — Johnny Russell — RCA
Indian Nation — Billy Tundercloud — Polydor
Was It Worth It — Joe Stampley — Epic
I Love The Way That You Love Me — Ray Griff — Columbia
Gettin' Over You Again — Dale McBride — Con Brio
Sun Quartet — Lesa Williams — MCA
Sleeping With A Memory — Kathy Barnes — MGM

KJJO — PHOENIX
Negro Bluegrass — Tom T. Hall — Mercury
Indian Nation — Billy Thundertail — Polydor
Love Somebody On A Rainy Night — Le创作 — Capitol
I Don't Want To Be A One Night Stand — Reba McEntire — Mercury
Hand Comes The Freedom Train — Merle Haggard — Capitol

WWVA — WHEELING, W.V.
Singer — Johnny Duncan — Columbia
Living Proof — Hank Williams Jr. — MCA
I'm Gonna Be Crazy — Dolly Parton & Porter Wagoner
Train Train — Price Mitchell — GRT
This Man And Woman Thing — Johnny Russell — RCA
I Am Going To Be A Country Singer One Day — Reba McEntire — Mercury

KBOX — DALLAS
Rudolph The Red-Nosed Reindeer — Dr. Seuss
Chuck Jones — United Artists
Home Made Love — Tom Bresh — Fair

WRMP — PHILADELPHIA
I'm Gonna Be A Country Singer One Day — Reba McEntire — Mercury
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I'm Gonna Be A Country Singer One Day — Reba McEntire — Mercury

 três Hard TImes
Billy Parker

Continued on pg. 48
DICKEY LEE / RCA JH 10684
Makin' Love Don't Always Make Love Grow (3:30) (Tree Pub. — BMI) (Sterling Whipple)
Rap. with a smooth country flavor, this follows the same pattern as #1 charters "Rocky" and "Angels. Roses And Rain." Self-produced, the story is about a man who loves his freedom.

ROY CLARK / Dot 10726
Think Summer (2:59) (September Music — ASCAP) (P. Evans. P. Parries)
A happy song that brings the glow of warmth of the summer sun. Predictions are that the warmth will turn into heat on chart action.

CONNIE SMITH / Columbia 3-10345
Sad To Watch Good Love Go Bad (2:22) (Acuff-Rose) — BMI / (M. Every)
Good love may go bad, but good music will win out every time. Combining the great vocal chords of Connie Smith and the smooth string arrangements by John Ragsdale, the total is a tune destined for chart climbing—tops.

GEORGE JONES / Epic 8-50227
You Always Look Your Best (Here In My Arms) (3:17) (Tree Pub. — BMI) (C. Putnam M. Kossler. S. Poppin)
A soft romantic song that expresses a man's love and devotion to his lady. Already getting air-play and charting, every man would like to be able to out feel these feelings into the words that George Jones sings so beautifully.

MEL TILLIS / MCA 40559
I'll Get Better (2:51) (Debtsaver/Brarpatch — BMI) (Eddie Rabbitt, Even Stevens)
Sammi's unique voice is distinctly Sammi. She sings out a bluesy tune in a bluesy voice provided for chart top spot and air play.

MARGO SMITH / Warner Bros WBS 8213
Margo sings, "Save Your Kisses For Me," in this delightful, up-tempo number. Cute words, good beat and the songbird voice of Margo Smith all combine to make this one easy on the ear. A place on the chart list is what we predict for this one.

JONI LEE / MCA 40553
An Angel On My Shoulder (2:27) (Warners-Tamerlane — BMI) (Shelby Flint)
Joni Lee not only has an angel on her shoulder, she also has a hit on her hands. Taken from the LP, "Joni Lee," there is no way for this record to miss. Take a listen and enjoy the magical voice of Joni Lee.

BILLY JO SPEARS / Capitol P4272
Faded Love (2:46) (Unchappell — BMI) (J. Willis. B. Willis)
From the "Faded Love" LP comes this old chart. Given a new sound by Billy Jo, it rings with the sounds of many box plays.

BILLY THUNDERLOUD AND THE CHIEFTONES / Polydor PD 14321
Indian Nation (2:57) (Acuff-Rose) — BMI) (John D. Loudermilk)
Subtitled "The Lament Of The Cherokee Reservation Nation," this song is sung by Billy Thunderloud with a depth of feeling that portrays the very heart and soul of the Cherokee Indian — their pride as well as their sadness. Background music is excellent, it is already getting heavy airplay.

SHERNY BRYCE / MCA 40562
Pretty Lies (2:15) (Sawgrass — BMI) (Sherry Bryce)
You can't hide truth behind pretty lies, and you can't hide a good tune as sung by Sherry Bryce. Good lyrics and a soft musical arrangement combine with the gentle voice of Sherry to lead this one straight to the top.

BILLY SWAN / Monument ZSB 8697
Number One (2:34) (Cominee) — BMI (Marlu & Billy Swan)
Number one singer for one song — a sure bet for number one spot while Billy sings about his number one gal.

DAVID WILLS / Epic 8-50228
Woman (2:26) (Madlen — BMI) (B. Webb — aka Lennon & McCartney)
Already getting air play, this is an ear-pleasing, easy-moving arrangement of an old song that should get a lot of charting.

STEVEN FROMHOLZ / Capitol P4273
Late Night Neon Shadows (3:51) (Prophecy — ASCAP) (Steven Fromholz)
Written by Steven Fromholz, this song expresses the frustration and determination that goes into trying to make it in the music industry. Good set of lyrics and a fresh new singer should draw attention to this one.

JERRY WALLACE / Polydor PD 14322
The Fool I've Been Today (3:58) (Contention — SESAC) (Ted Harris)
Produced by Joe Johnson, the lyrics are what makes this song so-so pretty, and sung by the so-so smooth Jerry Wallace, it would slide right to the top of the charts.

VICKY FLETCHER / Music Row 213
All I Ever Need To Be (2:58) (Court Of Kings — BMI) (Dewayne Orender)
This cute and catchy tune should see plenty of air play and enliven the boxes with its bounce beat. With a happy voice by Vicky Fletcher and excellent piano and banjo backing, this one will make you want to sing along.

20-20 VISION / Ronnie Milsap / RCA APL1-1666
"20-20 Vision" reflects many things chief among them the mystery of a masterful craftsman who knows and executes his work to perfection. Looking directly into the heart of country, many selections can stand as top charting singles. With some of the favorites being "Lovers, Friends And Strangers," "You Snar Your Fingers," and "I'm At—Stand By Your Woman—Others are What Goes On When The Sun Goes Down," "You've Still Got A Place In My Heart." "I Got Home Just In Time To Say Good-bye" and not "That I Care." Only "On Love" does Ronnie’s early rock/blues sound come through. The total sum of production by Jack D. Johnson and Tom Collins is top country listening.

ANGELS, ROSES AND RAIN / Dickey LEE / RCA APL1-1725
The style of Dickey Lee is timelessness — sliding smoothly from MOR back into country, with a very light touch of rock or blues here and there, he is an artist that appeals to all ages. Titled "Angels Rose And Rain," "Dickey's recent #1 charting single," this LP also contains his current single, "Makin' Love Don't Always Make Love Grow," and can be termed "mood music." His ease of delivery, his sweetness of sound leave a feeling of serenity. Produced by Dickey along with Roy Dea, other selections include Yours For Life, "Danna," "I'm Not That Good At Goodbye," and "I Just Got A Little Too Late." "Will I Ever Make Love In Love Again," "Mental Revenge" and "Just In Case." With one of our favorites being "Is That Ice, Barbara is right on in this album.

TOO STUFFED TO JUMP / Amazing Rhythm Aces / ABC Dot DOD 940
What is 'country' music — where does it begin or end? Too Stuffed to answer the question — only intensifies the quest. Rockabilly, folk, progressive country, it's all here in selections such as "I'm Going Away" "Put It To Bed," "Hurt," "I'll Never Fall In Love Again," "I'll Never Fall In Love Again," "Mental Revenge" and "Just In Case." With one of our favorites being "Is That Ice, Barbara is right on in this album.

FROM ELVIS PRESLEY BOULEVARD, MEMPHIS, TENNESSEE (Recorded Live) — Elvis Presley / RCA APL1 1508
It's the sound of the master — straight "From Elvis Presley Boulevard In Memphis Tennessee." This LP on which Elvis is listed as "Executive producer" has a "big band sound" making full use of strings and horns. It's a mature Elvis — the deep voice with the slight blues overlay that brought a charismatic magic on that music direction to a whole new level. Selections are "Hurt," "Never Again," "Blue Eyes Crying In The Rain," "Danny Boy," "The Last Farewell," "For The Heart They Are Harder They Fall," "Sorta" "Love Coming Down," and "I'll Never Fall In Love Again.

SWEET SENSUSOUS FEELINGS / Sue Richards / ABC Dot DOD 2052
We've heard so much of precious but before this time they have Sue Richards' interpretation — tunes like "Love Is A Rose," "All I Ever Need Is You," and "I'm Not Lisa." Produced by Milton Blackford, Sue delivers an honest, driving country sound that will be welcomed by the true country fans. Other selections are "I'll Never See Him Again," "Please Tell Me How," "I've Got A Lot On My Mind," "Midnight Flyer," "Sweet Sensuous Feelings," "You're My Good Times" and "Harlequin Road."
Besides making great records the Spinners are involved in many worthwhile and humanitarian projects. Recently the fellows, Pervis Jackson, Billy Henderson, Phil Wynkoop, Bobby Smith and Henry Spinners have organized a special guest performance at the $1000 a plate Freedom Fund dinner in Detroit for the NAACP. The latest project the Spinners are involved with is in preparing for the "Jackie Wilson Benefit Show" which will be held at the Latin Casino in Cherry Hill, New Jersey in early October. Churchill Gerson, owner of the Latin Casino and Buddy Allen, manager of the Spinners are now making plans for the fund-raising event. The Spinners hope that other top acts will volunteer their services for this worthwhile cause. All monies raised from the event will be turned over to Edward Adourian, who has been appointed by the court as legal guardian.

Al Jarreau, has won the German Music Academy’s award for the Outstanding Male Vocalist of 1975. Al also had his own television special in Germany and performed concerts in Berlin. His second Warner’s LP ‘Glow’ produced by Al Schmitt and Tommy LiPuma is scheduled for release in July. Gary Gartman called in from the Big Apple last week and left a LP for ‘The Upcoming Five’ star is starring in something happening in the Gotham discs. … Ronnie Dyson will be receiving a lot of airplay when his new single ‘The More You Do It, The More You Like It,’ is released by Columbia in the next few weeks.

R&B INGREDIENTS

BLACK RETAILERS NEED HELP

LOS ANGELES — If the level of awareness isn’t dramatically heightened on the part of the small record retailer, he may soon become an extinct species. According to independent R&B promotion specialist Jimmy Bee. "When I go into a store, the first thing I do is try to establish a relationship with the owner. I tell him, 'You’re in a black area, you get a lot of traffic. Your display space and turntable are worth money. You’ve got to realize that this dollars and cents pay for this exposure. So many of these cats aren’t aware of the advantages they can have.'" Bee told Billboard.

Bee works R&B records for Arista. Buddah and Casablanca. to name three of many, this indicates that he has dedicated his life not merely to throug professionalism, but also to helping the black community. He comes in contact with during the course of his work. He has devised his own formula for promoting records. His first step upon entering a given market is to contact the local R&B radio stations. He has a respectable success ratio which he attributes to his "knowing the product." Most promotion men consider airplay to be the end of a day’s work. Bee feels airplay is the beginning of his job.

Elaborate Routine

"Once I know a radio station is going to play my record, I then go visit the local disc jockeys and elaborate. I make him aware of the record and tell him when it’ll be getting play in the area. I tell him what I think it should be played. I’ll often try to get him to write a summary." Bee continued.

"A lot of times the DJ’s just don’t have time to happen and he’s going to have to keep on it. If I feel it’s an out-and-out smash that will sell big as soon as it gets played, I’ll suggest he buy heavier.

Top 5 O R&B Albums

1. WANT YOU ASHFOOT & GAYE (Tamla/Motown/76-5451)
2. BREEZE GEORGE BENSON (BS/2919)
3. LOOK OUT FOR IT JOHNSON/HARRIS & JOHNSON (A&M SP 4667)
4. MOTHERSHIP CONNECTION GERSHON/CAVINSON (Casablanca/WDC 703)
5. DIANA ROSS MFSQ-8861

3. EARGASM RAMSEY LP 2050 (Elektra)
4. BASS CONSTRUCTION (United Artists/UL 453B)
5. WINGS OF LOVE TEMPTATIONS/GORDY (Motown/66715)

1. CITY LIFE BLAC'K/R&B (Fantasy FM 490)
2. 10 SILVER CONVENTION (Motown International/ RCA-BAL-1-X 360)
3. 11 LEE OSKAR (United Artists/U.A. L 549-E)
4. RUFSUS FEATURING CHAKA KHAN (ABC ABCD 909)
5. STRETCHING OUT INTO BOOTSY'S RUBBER BAND (Bootsy's Rubber Band (WB 52201))

1. LOVE AND UNDERSTANDING (Kool & The Gang/De/epe 1993) 18. SWOKEY'S FAMILY ROBINSON (Tamla/TM 754-1541)
2. ILUVE TRIOLOGY DONNA SUMMER (Qwest/3215) 19. FAMILY REUNION THE O'JAY'S/Philadelphia Intl. (Epic/35097)
3. GRATITUDE EARTH, WIND & FIRE (Columbia PG 32984)
4. MIRRORS VOYAGE (Polydor/4575)

10. REFLECTIONS OF A GOLDEN DREAM (Capitol/Live/PC 33097) 15. THEO LUSTMAN SMITH & THE COSMIC E/THERS (Flying Dutchman/RCA-BAL 1-1140)
11. ODYSSEY GEORGE DE LORR (Marianne SM 1-1249) 20. MANHATTANS (United Artists/UL 5020)
12. FULL OF LIFE (Green Hill/Long LSL 32097)
13. WHERE THE HAPPY PEOPLE GO THE TRAMPS (Atlantic SD 1872)
A Prestige Hall

The Amphitheatre is an interesting hall. It's outside, In L.A., and only seats five thousand people. Obviously if you want to make some fast big money, it will play the Forum, with eighteen thousand plus seating capacity.

"That's just it," Bramson said. "Playing the Amphitheatre is not like playing a one-shot gig. You can usually afford to go back to it to make money you have to play a few nights. But this is a prestigious hall - RCA owns it, the dressing rooms are outstanding.

"It's too small a hall for some people," Bramson admitted. "But groups can have a good time in there. With a PR, maybe some recording, and play at a nice place. Los Angeles is home base for a lot of artists," he added, "so it doesn't really cost much to maintain it."

Marketing and Analysis

How does Bramson decide what acts he will hire? In such a fast season, everything must be calculated with extreme care. For the Amphitheatre only has a chance to be used during the summer.

"Radio's really what it's all about in terms of marketing," Bramson asserted.

You've got to be aware of what's hot, and what's just coming along.

Along this line, many of Bramson's evenings are taken up by concerts at other halls. "You've got to be constantly aware of the market, throughout the year," he said.

Analysis follows right along with that awareness. When he first took the job, Danny Bramson spent two months going over the figures from the previous season.

Your calculator's really your best friend," he laughed. Going through years and years of numbers, there was an incredible lesson in bookkeeping experience," Bramson said on a more serious note. "I got into all the record sales, ticket sales, and really figured out how to cut expenses; I analyzed everything.

Along with 300 mail-order business, the Amphitheatre deals with Ticketron outlets, and Bramson must make sure that everything's working smoothly. Broken ticket machines, coordinating the budget along with the outgoing checks, people calling up for free tickets; these are some of the many things Bramson has to do in addition to making all the deals.

The Universal Amphitheatre started out as a park where you could rent a field for a buck and get all the oocorn and beer you wanted for free. Bramson got the idea of the park to coordinate a corporate function. "Flash Cadillacs and The Continental Kids," into the movies, and helped run for two years, a very successful season. He chose all the movies for the program.

Now, in his new position, he does more than just choose movies and it's a more full time job. After this season is over, he will take the month of October "to get the bright lights out of his head" and then start all over in November with those phone calls and公关 of the place. "Bramson concluded. "If the Amphitheatre is the one gig a group remembers from a tour, well, everything's worthwhile."

For The Record

Drells for the tenth... One night of another George Wein production, the Newport Jazz Festival... New York, in conjunction with John Coltrane's memorial concert, where Elvin Jones and McCoy Tyner will each play with their own groups before joining each other backed by a big band. RCA artists Hall & Oates will tour the U.K. - Capitol's Tavares, who will be doing his first tour as a headliner... Little Feat in England... Island Records' Irish folk group the Chieftains have been presented keys to cities of four countries, indicating their dual role as musical group and Opera Festival. "Flash Cadillacs and The Continental Kids," who have been doing a bit of everything, "Porgy and Bess" in Glens Falls, N.Y. Ray Charles and Cleo Laine's album of "Porgy," "will be released on RCA... The Ohio Players heading for England. The Eagles' May 14 date in Maryland was a benefit for candidate Jerry Brown. Also appearing were Linda Ronstadt and Jackson Browne. "The Bay City Rollers have set their first American date for July 19 at the Steel Pier, Atlantic City, New Jersey.

ALL BY HIMSELF - Wally Bryson, formerly of the Rasberries, is in Los Angeles working with a band, Windfall... Nesuhi Ertegun, in his capacity as chairman of the board of the New York Cosmos soccer team, was honored by the Royal Dutch Soccer Association with the presentation of the Gold Soccer Ball, symbolizing achievement in the soccer world... Vanguard artist and rap magician Max Webster will celebrate as a solo artist, with the debut of his new album, "American Band"... Bob Dylan for Utopia now in production... The Pop Music Round Table, a workshop for aspiring songwriters, will showcase talent May 19 at the Waldorf-Astoria Hotel in New York. The workshops are the ways of the world. "It applies to their craft, while exposing talented people in the industry... Temple University will sponsor a "Business of Music Workshop" in June.

Rick Zito, singer/songwriter, whose music career dates back to WW II, died in New Orleans on May 4 at the age of 86. He had been touring with the Preservation Hall Jazz Band, of which he was the senior member, until recently.

TV EXTRA - "The Midnight Special Stars," a 90-minute special edition charting pop music over the last 20 years, will air on NBC-TV following May 22's "Saturday Night" (1-2:30 a.m. YCT). Hosted by Paul Anka, the show includes appearances by Elton John, the Carpenters, Joni Baez, Franken & The Four Seasons and Chuck Berry, along with vintage film footage of past hit artists. The regular Friday version of Midnight Special will be a show previously announced for May 14, performed by the 11 million selling discs only... "The Tonight Show" will be devoted to Jimmy Buffett, "Nitty Gritty Dirt Band and Gino Vannelli..."

CORRECTION - A misleading announcement was made here a few weeks ago: Barbara Birdfather will no longer represent Mountain Management, but will handle publicity relations for the Don Harron Band and David Batten... phil dimauro/eric rudolph

R&B Ads

KODIAC - "Chevrolet's The Way It's Meant To Be..."
NIGHTINGALE FLOWS INTO BIG APPLE

During a whirlwind visit to New York, Univer-Spirit's Maxine Nightingale, with Gotham's radio and retail heavies in support of her recent #1 pop single, "Right Back Where We Started From" and her upcoming UA album At a reception held for Ms. Nightingale, the singer met legendary New York retailer Ben Kaplan, president of the King Karol record company.

U.A. Pub. Holds Seminar

LOS ANGELES Mike Stewart, chairman, United Artists Music Publishing Group, helmed a Los Angeles seminar last week attended by key personnel of the firm's print and professional divisions, including Herman Stein, vice-president and executive vice-president, B. J. Music Corp.; Wally Schuster, president/general manager, U.A. Music Publishing; Stan Kuilen, president, U.A. Records and Music Publishing, Canada; Stu Greenberg, east coast professional manager and Jimmy Gilleland, general manager, Nashville office. U.A. Music.

The seminar was the briefing on the results of printing, methods of operation, to create motivation and the advantages of owning and operating print.

FCC

suggest that FM development may still be incomplete" in these smaller markets.

In any event," says Jonathan David, "the direction of change is toward FM."

"Most stations already have decided it," says Tom Thomas. "When it stopped being profitable, they switched to original programming."

Effect Still Unclear

"It's not clear yet how many stations will be affected by the new rules. Current rules applied only to the city where the FM station of license was located. If an FM station were in the subbie of big city with a co-owned AM station, that station was exempt from the non-duplication rules. The determining factor will now be the city with the most population. All city/sub-city small stations will be affected."

Thanks to the change, many more stations will go for separate formats and possibly different audiences," says David. "He's an excellent shot in the arm for the music industry."

28 To 17 - In A Good Groove - Himes 29 To 16 - More More More - Andrus True

37 To 33 - Orin - Smokey Robinson

29 To 23 - Make Love - Sun

39 To 24 - Sing A Happy Funky Song - Milt Davis

WIBB - FT. LAUDERDALE

White Hot 'N' Black Ice / "Baby Make Love / Lover's Holiday / Letty Horton / Canton McGee / Miscellaneous hp - Man - Al

Wonderful World / Johnny Nash - "Epic"

Shall We Say - Ted Taylor - Alm

Movin' Me - Jim Gistrich - Chelsea

May 22, 1976
Dismissed. And the results of this study after its completion will be a key to better understanding of small market radio by the "Keystone System." This may even influence other broadcasting chains and/or networks to do the same type of research. The direction is positive because once the radio, rock and roll, and small stations and their influence can count too.

Lifesong #29

probably just pick up the pieces and sell them like pet rocks. They keep giving credit to everybody else.

"Something keeps coming back to me in that sort of a little company like ours on a day-to-day basis." Gross sums up.

"Something that Joe Smith said in a conversation I had with him and Tom Jackson — it just kept coming to mind."

FM Analysis #33

• Alan Parsons Project — 20th Century
• Young & Hillyard — Tube-O-Phonic
• Our Message To You — Shirley Brown
• My Love Is Here — SBMC
• I'm Just Fine — R&B
• Blow Your Face Out — J Geils Band — Atlantic
• Kathleen’s Version of LB — Bob Marley &
  Wailers — Island
• Dreamweaver — Cat Stevens — Chrysalis
• Don’t Mess With — Fire and the
  Image

JOEY — FORD

FJWL — ORLANDO

Anita Lenz

• Royal Scam — Steely Dan — ABC
• Little Red Bird — Carole King — Atlantic
• You Oughta Know — The Caribs —
  Capitol
• Brother, Can You Spare a Dime — Patti
  Labelle — Giant
• Paragon Brothers — ABC
• Red Love — Atlantic/Rhythm Section — Polydor
• Ratman Vibration — Bob Marley & Wailers — Island
• Don Harrison Band — Atlantic
• Satisfied N’ Foiled Too — Tito Mabola — Jamaica
• Saddle Tramps — Charlie Daniels Band — Epic
• Flat Rock Hills — The Shining Sights — ABC
• Strings — Joe Cocker — A&M
• Familly — Todd Rundgren — Warner/Reprise

\[LIV\]

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\[LIV\]


**4th MOA Regional Seminar Most Successful To Date**

CHICAGO — The combination of a convenient site such as the O'Hare Hilton located in close proximity to O'Hare airport, and a stimulating program conducted in three segments by Notre Dame faculty members Dr William P. Sexton, Dr. John R. Malone and Dr. Salvatore J. Bella, with productive workshop sessions on each topic contributed to the attendance of 86 participants at the 4th annual MOA Regional Seminar April 30 and May 1.

Dr. William P. Sexton gained immediate attention with his opening session on "Interview Skills: developing not only into interview 'practices' but 'concepts of human behavior' to help structure a better employer-employee relationship."

"There is a wrong way and a right way to deal with people on a one by one basis," he said, and proceeded during the presentation to outline a specific set of guidelines and principles to assist developing their employees to the point where the operators themselves become expendable and free to pursue business travels and the like, with confidence that their operation is in good hands. "Create your skills in your people," he said, and realize a significant increase in their activation level. He stressed that encouraging a person to feel important will induce self esteem in that person and cautioned that material rewards too frequently given are far less motivating than a verbal acknowledgement or pat on the back.

Dr. Sexton's presentation was interspersed with several humorous and poignant anecdotes to illustrate, and further clarify, his remarks. His was an extremely out-standing and instructive session which held the attention and interest of everyone present.

"Budgeting: The Key To Success" was the topic covered at the Friday afternoon session conducted by Dr. John R. Malone, who has developed an obvious rapport with operators as a result of previous appearances as well as his on the route research and most recently, his participation in the MOA Expo Seminar.

Paralleling the structuring of a profitable business with the building of a home, Dr. Malone's opening remarks focused on the detailed "blueprint" for success in business "The way to anchor your business is by planning a budget," he said, stressing that the ultimate goal should result in minimized costs and maximized revenues.

He advised operators to adapt their businesses to the "facts" and outlined a step by step procedure spotlighting such points as national and local business conditions and their effect on an operation, technology (be aware of new developments, new machines), consumer behavior and the increasing importance of the woman's role in the labor and the marketplace. Applicable to the coin machine business, he observed that more Americans are seeking entertainment outside the home and cited the entertainment value of music and games equipment. With the decreasing under 30 population, more emphasis must be placed on the increasing 30-45, as well as over 65, age group, he noted.

To be successful, he said, an operator should set specific "targets" or goals in terms of return on sales and return on investment. "Putting money back in the business will result in capital increases."

Dr. Malone illustrated a good portion of his presentation with the complete records of the now familiar fictitious firm, Shamrock Music Co. which he created for reference purposes.

His coverage included the seasonal influence on the coin machine business, citing January and February as slow months, the remainder of the year as average with high peak periods during June, July and August.

**Cash Box Coin Machine**

Wayne Hesch (Rolling Meadows, Ill.), Jerry Nims (New Orleans, La.), Don Van Brakel (Defiance, Ohio), Evelyn (Mrs. Ted) Nichols, Betty Hurt (Fremont, Neb.), Garland B. Garrett, Sr. (Wilmington, N.C.) and Maynard C. Hopkins (Galion, Ohio) enjoy the pre-banquet cocktail hour.

Dr. William P. Sexton "We say as much with physical gestures and tone as we do with words" — is a basic interviewing principle. Dr. Sexton conducted the seminar's opening session.

A partial view of attending operators, who came from as far as Alaska to attend the seminar, observing Dr. Malone's presentation. A total of 86 attended the two-day event.

**Cash Box**

At break-time, Dr. Sal Bella chats with Dan (right) and George (left) Thompson of Alaska Music Co. in Fairbanks. Everyone attending this year's seminar participated in MOA's annual seminar.

**MOA photographer Joe Grin captures the attention of (left to right) Harlan Win-grave (Emporia, Kan.), MOA's executive vice president Fred Franger, and Dr. Sal Bella during the Friday evening cocktail party.**

**Fandango 1-Pl. At Universe**

UNION, N.J. — Barry Feinblatt, president of Universe Affiliated International announced the availability of the new "Fandango" single player pinball machine, produced by Playmatic, Barcelona, Spain.

The model's playfield is similar in design to its colorfully illustrated predecessor the "Fiesta 4-layer."

Among the outstanding features singled out by Feinblatt are Fandango's special and extra ball features, six reel scoring polyurethane coated playfield, double and triple bonuses which can be triggered by the assist of rollovers and targets on the playfield, four different ways to score a replay, and three or five ball game capability. The player can build the score up to 999,990 points.

The game offers the challenge and excitement expected by pinball enthusiasts and is designed to attract the eye on location.

**Nicastro Names Serose Int'l. Sales Mgr.**

CHICAGO — Louis J. Nicastro president and chairman of the board, Seeburg Industries, Inc. recently announced the appointment of Edgar Michel to the post of international sales manager for Serose Holding A.G., Switzerland.

Serosse, the Seeburg sales wing based in Zug, Switzerland, covers the European market the middle east and Africa.

In his new position, Michel will be responsible for the total sales and marketing of Seeburg coin photog-raphs, hot and cold drink vending equipment and Williams amusement games throughout these areas.

Previously Michel had served as general manager of Seeben N.V., the Seeburg Belgium subsidiary for more than ten years.

In making the appointment, Nicastro commented, "Michel has been a member of the Seeburg family for over 15 years. He brings to his new position in-depth expertise concerned with both Seeburg products and the coin operated industry. With his strong background in sales, marketing and distributorship management I am confident he will represent Seeburg well."

Michel currently resides in Antwerp with his wife and children.

**Bally Earning Report**

CHICAGO — Bally Manufacturing Corporation (NYSE: BLY) reported record revenues for the first quarter of 1976. Revenues for the first quarter of 1976 were $51,200,000 compared to $43,173,000 for the same period a year ago.

Net income for the first quarter of 1976 was $2,101,000, compared to $2,866,000 for the same quarter of 1975.

May 22, 1976
NY State Pin Tourn. — A Blockbuster!

HERO GROSS, who was retained by NYSOMA president Millie McCarthy to administer the promotion of the association's first tournament in 1975 and served in a similar capacity for the 1976 edition, has announced his success of this year's tournament to the GBPA as a result of direct mail to both locations and operators, and to the fact that there was a "magnificently dedicated organizational effort" put forth, resulting in three distributors sharing the operation of the equipment. Also, the actual running of the tournament itself was "superior over last year," he said because of an increase in the number of registration personnel.

Mickey Greenman, newly appointed executive director of the GTB, was in attendance at the Pin Tourn, and was pleased with the enthusiastic turnout of people, and the proceedings for use in a promotional documentary GTB is preparing for promotional purposes.

Bob Nims — A Very Effective PR Spokesman For Industry

NEW ORLEANS — Robert E. Nims, chairman of American Music and Amusement Distributors, Inc., and Lucky Coin Machine Co. Inc., operated amusement and vending machine firms, recently made a significant contribution to the industry by maintaining a widespread public relations campaign for the coin machine industry as the subject of an in-depth, and very positively portrayed, feature story in the Dixie magazine section of the New Orleans Times-Picayune newspaper. The feature story, written and photographed, was focused largely on Nims' business operation, his vast experience in the industry, and his personal observations and comments reflecting his 30-year coin business.

Since he furnished the cause by appearing as a featured guest on a ten-minute "games" special segment of the April 11 edition of "Sunday Journal," a weekly magazine televised on WVL-TV, entitled "What Have They Done To My Pinball Machine," the film concerned the increasing diversity and quantity of coin-operated games and their popularity. It featured Nims and included staff members of AMA and Lucky Coin Machine Co. Inc., and was hosted by popular local personality Jim Metcalfe. "Sunday Journal," has been named a recipient of the 1970 Peabody Award for excellence in electronic journalism. The television-produced program chronicles the New Orleans scene by focusing on local people, places and events.

Nims' operating firm Lucky Coin places many amusement game equipment in a variety of locations in Greater New Orleans' three-parish (county) area. Currently, Nims has over 800 machines in 450 locations. The distributing wing of A.M.A. distributes music, games and vending equipment in the states of Louisiana and Mississippi. Among the manufacturers represented by the distributorship are Automatic Products, Brunswick, Fisher, Midway, Rock-Ola and U.S. Billiards.

Robert E. Nims, born in Spokane, Washington and reared in Southern California, garnered his initial experience in the coin machine industry as a 25-cent per week, part-time worker with A.M.A. Amusement Co., New Orleans. After four months with the firm he had worked his way up to route manager, but was called to active military service during World War II. He entered the Midway, Rock-Ola and U.S. Billiards firm during this period and went on to become service supervisor after graduation from high school in 1942.

Following World War II he returned to New Orleans to again work for Andrew Monte of A.M. Amusement. The firm was subsequently sold, however to Nims decided to go into business for himself. "I founded Lucky Coin Machine Company with three pinball machines, purchased on credit," he said. In 1958, when he became a franchised

Cash Box Plugs In Wrong Ad, Lights Up Rock-Ola Switchboard

CHICAGO — The May 15 issue of Cash Box inadvertently ran an incorrect advertisement for Rock-Ola Manufacturing Corp., resulting in a flood of telephone calls.

The incorrect ad, for which Cash Box sincerely apologizes, announced that Rock-Ola's new model 464 will be "here in December." Actually, the new Rock-Ola 160-selection machine was introduced in December of 1975, and is enjoying tremendous success with Rock-Ola distributors and operators. Many of these distributors called to facetiously ask for details on the nonexistent model 464.

The correct Rock-Ola advertisement appears in this issue of Cash Box. We sincerely hope this faux pas has not caused embarrassment to Rock-Ola or its sales organization.

Bally Earnings ↑ 49

The per share earnings for the first quarter of 1976 were $0.37, versus $0.53 per share in the same quarter in 1975 which included a $0.02 foreign currency exchange loss.

William T. O'Donnell, president of Bally, stated that, "although the earnings did not come as favorably with those of the first quarter of a year ago, I am most pleased with the improvement in pre-tax margins and net income in each of the last two quarters. In my opinion, this indicates the favorable direction in which Bally is moving."

O'Donnell further stated that, "1976 is shaping up as an excellent year and I expect full year earnings to be appreciably ahead of last year."

The company is currently negotiating
The Rock-Ola 456.
Beauty that means business.

Appearances can be deceiving. For example, take a good look at our 160-selection 456 Console. It looks like a very expensive, elegant home stereo. But it's a jukebox.

The fine dark walnut veneer is really molded to duplicate the random grain of real wood. It resists spills, stains, scratches, and dents.

The magnificent framed oil painting inside the lid is really a spill-proof full-color print. And the delicate arched cathedral-look speaker grilles resist most abuse.

Though it looks like fine furniture, the 456 is built like a safe. Because inside, we've placed the world's most valuable jukebox mechanism: the famous Rock-Ola Revolving Record Magazine. Plus several new improvements, like a cabinet that seals out dirt, dust and grime. A 100-watt-output amplifier. Self-protection circuits. 100% solid-state circuitry. And a newly-designed Customer Convenience Center.

The Rock-Ola 456. This year, it's even more of a sound investment. Because it's unstoppable.

There's no stopping Rock-Ola.
CHICAGO CHATTER

Electra Games sales manager Stan Jarocki said shipments are currently in progress on the firm's recently debuted "Eliminator IV" game. Test results have been good, he said, and the model's enjoying quite a bit of trade exposure via its display at various industry functions. Stan also made note of the fact that Electra's 3-game cocktail table is still a tremendous seller — after a full year on the market. He indicated that the factor is talking about possible additions to the table line in the near future.

THERE CAME FROM NEAR AND FAR — about 86 strong — to attend the 4th annual MOA Regional Seminar at Chicago's O'Hare Hilton April 30-May 1. Among the states represented were Oregon, Pennsylvania, Oklahoma, Connecticut, New York, Wisconsin, Kansas, S. Carolina, West Virginia, N. Carolina, Illinois, Wyoming, S. Dakota, Massachusetts, Louisiana, Missouri, Minnesota, Texas, New Jersey, Washington, and Alabama. MOA and the participating Notre Dame faculty members rate a giant salute for presenting a most outstanding and informative program.

WHEN YOU'RE HOT, YOU'RE HOT — and that pretty much sizes up the situation at Midway-McCo. The firm is currently enjoying a tremendously successful period with such exceptional sellers as "Sea Wolf" and the "Gun Fight" upright and cocktail table models. The big concentration, as Larry Berke said, is trying to keep up with the ever increasing flow of new orders and repeat business. At presstime, he did plan to hustle himself away from his busy desk to accompany Andy Ducay to Dedham, Mass. for the big open house celebration at Robert Jones International.

TALKED TO EMPIRE DIST. 's Ben Rochetti who said he's very enthusiastic about the new Bally "Old Chicago" 4-player and is looking forward to delivery. Ben, interestingly enough, has been mentioned as a very well Empire is doing with the Midway "Sea Wolf" — which sells so fast you can hardly keep any in stock.

IN THE MAIL, Amel Industries of North America, Inc. sends word of a revolutionary new coin-counting_SORTING system, the AI-1510 "Pulsar" which the Atlanta-based firm is premiering. Further information may be obtained by contacting Bud Austin (at 1404: 455-009).

WE WISH A SPEEDY RECOVERY to Joe Ceece of Lormar, a really special person in this market. Friends can send get well wishes to him at Columbus Hospital in Chicago.

HOUSTON HAPPENINGS

Marc Troy, youngest of Freddie and wife Mary Troy's children, in his third year as a medical major at Tulane University (New Orleans, La.), is our sincere congratulations, Marc, for selecting such a worthy profession. It is a generally established fact that our country is sorely in need of medical practitioners truly dedicated to relieving human suffering and lending nature a helping hand in God's humankind. You have a long and expensive row to hoe. Years of hospital internship, more years building a reputable practice, mentioning just a pair. Hope and believe you will stick it out. Often enjoy brief visits with Steve Bennett, an always busy servantman for Gulf Coast Distributing Co. (Wulfertize), Houston. Not a big rugged looking fellow is Steve, but definitely the lean, muscular type and short toe to crown measurement. Ideal physical build for a prizefighter but probably sensible enough to prefer a regular job so he can eat regularly. Lately a common sight in local coin operated circles is Bob Davenport, traveling hitter and yon in his cadillac. Bob recently went into business for himself practicing a specialty directly connected with coinmachines. Used to be that Ann Thomas, now an office worker at H.A. Franz & Co. (Seeburg) was regarded as an authority on records in these parts. Was not uncommon for an operator, after buying a phonograph, to tell Ann where same would be located and leave record selections entirely to her. Recently reported in Houston Happenings column that old timer Joe Baine had built for himself a spacious new home in Beaumont, Tex. Now his son Donald has done likewise. Years ago Joe Baine organized Baine Amusement Co. in Beaumont and managed it until some years ago when he went into semi-retirement. Son Donald is now executive head of the concern. Leading supermarket here (most stores in city) recently removed all kiddie rides in its store located in Houston's largest shopping center. Penny and nickel gum machines and quarter tinket vending machines remained. Despite fact that Houston Astro N.L., baseball team had its worst season ever last year, many fans remain loyal. So far this year things appear improved. One thing for sure — compared to last year, the team has only one way to move and that is upward.

MILWAUKEE MENTIONS

The spring rush is on and we're happy to report much new equipment is starting to move rapidly throughout the Wisconsin area. Distribs and operators alike, of course, are no doubt looking forward to the influx of vacationers that will hopefully start on Memorial Day weekend.

ROLLIE TONNELL OF Cigarette Services, Inc. in Appleton, was busy with his accountant when we contacted him this week. Seems as if things look good for Cigarette Services, Inc. during the first quarter of this year. As Rolle said the outlook was even with last year's at the same time. Always nice to have things running smoothly from year to year.

CHATTED BRIEFLY WITH Dick Jacomet, Red Jacomet's son, at Red's Novelty in Milw. Dick said his father has been quite busy lately, as this is the time of year for licensing and very little of his time is being spent in the office.

THE MOA REGIONAL SEMINAR, held in Chicago, must have been a huge success if the attendance from the Wisco. vicinity is any indication. Nearly all we have talked to made the trip and thoroughly enjoyed the presentations.

WISCONSIN HAPPENINGS - Be sure to catch Marvin Gaye, currently on the charts with his latest LP "I Want You" at the County Stadium in Milw. on Friday night. July 16. Other top soul and jazz artists will be appearing also.

EASTERN FLASHES

Big event taking place at presstime last week was the Music & Amusement Assn. of New York annual convention and trade show at the Stevensville Country Club in Swan Lake (14-16). Barry Feinblatt of University Affiliated International is anxiously awaiting delivery of the new Playmatic "Fandango" single player, which is due in from Barcelona, Spain very shortly. Meanwhile, the initial shipment of the previously released "Fiesta" 4-player model was just about exhausted by the time it arrived. Business is good at Robert Jones International (Syracuse) and a very decided upsurge in vending sales was reported by Jack Sharcross. Jack said he's knee-deep in preparations for the upcoming June 11-12-13 Irving Kaye Hurricane Tournament which RJL is co-sponsoring at the New York State Fairgrounds. Nice chatting with Dick Gilger of Shaffer Dist. who, along with Ed Shaffer, Stan Shaffer, Jerry Flynn, Chuck Farmer and Bill Grace, manned the Shaffer exhibit during the recent Ohio Music & Amusement Assn. annual convention at the Carousel Inn in Columbus. Dick said there was a sizeable lineup of exhibits at the show, displaying a variety of equipment. Among special guests at the Shaffer displays were Lila Zinter of Meadows and Ivan Rothstein of Ebonite. Dick also noted that Shaffer recently added the "Trainrider" hydraulic elevating trailer to its product line, for distribution in Ohio, West Virginia and Kentucky. The unit can be placed on the back of a car, station wagon, etc. and is really very convenient to operate, as Dick indicated — "just load it, elevate it, and go."

State Association Calendar 1976


May 21-23: Music Operators of Texas, annual conv., Rice Rittenhouse Hotel, Houston

June 4-6: Operators of Minnesota, annual conv., Radisson South, Minneapolis


September 9-12: Florida Amusement Merchandising Assn., annual conv., Hyatt House, Richmond

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

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Want — all makes and new, used and refurbished, wall games, box games, board games, electronic, home, arcade, juke box, pinball, etc., in good condition or broken. All parts of all machines wanted.

Coin machines for sale

Sale for — One of the largest selections of new & used-antique & arcade machines in the northeast. Call or write for our list. COIN MACHINE DISTRIBUTORS, INC., 213 N. Division St. Peabody, MA 01960 (517) 734-5050.


50 Seeburg 100 selection wall boxes @ 5.00 each. Seeburg 160 selection wall boxes @ 5.75 each. 2500 used 45 rpm records $150 each. CENTURY MUSIC CO., P.O. Box 284, 407 E. Ave., D. Kienlen, Texas 76541.

Seeburg LCP 150, AMI 200, N 150, Johnson coin counter & counter 255, Tennant Tuneo 200, Electro Game 250. BROWDER, 2009 Mt. Aire, Far Rockaway, N.Y.

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Count everything including all words in form number. Numbers in address count as one word. Minimum accepted ad $2.50. CAN CHECK AD BEFORE ADVERTISING. If check or cash is not enclosed with your ordered classified will be held for following week of receipt of your check or cash. No refunds. (Outside Chicago $8.00 to your present subscription price). You are entitled to a classified ad of 40 words in each issue for a period of one year. 52 consecutive issues. 1word = 50c. Ad each week you so desire. All words over 40 will be billed at the rate of 25c per word. Please count words carefully. Be sure your classified ad is sent to New York office publication by Wednesday, 12 noon, of preceding week to appear in the following week’s issue.

Classified Ads Close WEDNESDAY

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

To make sure your check is enclosed.
Music Shoppe International: ‘See Canada From The Inside’
Scribner Discusses The Pleasures, Pitfalls Of Touring North Of The Border

By David Farrell

TORONTO — "American acts were far better off signing with Canadian agencies because we know the pitfalls of travel and have an intimate knowledge of each province and we know the clubs and concert halls better than anyone in the U.S." is the opinion of Ron Scribner, president of Music Shoppe International, Canada’s largest progressive talent booking agency. Over a span of three years, Scribner and his agency staff have come up from the ground floor to a $4-million-a-year operation, the wealthy touring market of Ontario and rapidly expanding into Quebec and western Canada.

Imports Figure Big
Scribner figures that approximately twenty-five percent of his income is derived from imported groups and is confident that "more and more U.S. and international acts are going to be looking towards Canada as the Canadian agency deals in the future."

Until recently, many foreign acts were associated with an American representation but in many cases the policy backfired when they reached Canadian soil.

"This is the world’s largest country," Scribner says. "Travel expenses alone can eat up all of your profits. We have an intimate knowledge of the country, we know which hotels offer what and at what price."

In terms of Canadian acts playing in the U.S. Scribner has established a strong rapport with agencies in the Detroit and New York areas and uses them for the same reasons he expects U.S. acts to use Canadian agencies when playing here.

"There are imbalances," Scribner notes. A Canadian act playing south of the border is expected to pay a 30 percent tax on his gross earnings, "and that can murder a group financially," he says.

Cross-Border Tours
Foreign bands in Canada have little trouble crossing the border to work here and pay on a sliding scale: a maximum of 15 percent of concert fee.

The 30 percent levied on our acts in the U.S. is just too steep — what it really amounts to is restraint of trade," he says. Groups can apply for a rebate on expenses at the end of the year, but for a small act the money to survive on down there is just too small to make it worthwhile. What it means is, you’re left with ‘x’ amount from which to deduct travel expenses, lodging, personal expenses and then there are rental expenses on equipment. It’s like backing home back which also has to be paid for."

Beyond the border problems, Scribner’s agency has been following a road of unremitting development. One of the first things he did on taking over Music Shoppe three years ago was to systematize operations, becoming one of the first Canadian agencies to do so.

"I think our operations are becoming very Americanized. We were the first, to my knowledge, to set up categories for booking talent with a separate staff specialized in that. We have a club department staffed by three persons; a one-night department which handles rooms and halls and schools with a staff of four; and recently we opened a lounge department. Handling of talent is another field. In the U.S. there is quite often a TV department as well which strictly handles placement of talent on TV programs. We haven’t expanded to that point yet but I’m looking into it."

What sort of prices can a foreign manager expect to earn in Canada? Scribner bases his figures on his own bookings as follows:

At the $1,000 level an unknown act can get as high as $3,000. With a name and a record, the price can go as high as $10,000 for a six-date club booking. At the show level, an unknown act can earn up to $4,000 for six dates in a club. The price is as high as $2,000 in a club if the act has a record and/or has some nostalgia in its show.

Buoyant Market
While the recession has felt more deeply in the U.S. than Canada, many acts in Canada strive to attain recognition. Scribner says this excess of talent as a good sign.

The recession hit here to be sure, but what it meant was that talent bought tickets, fought harder to get available dollars which meant bigger buying habits in many cases. It is hard on the small group but it means they have to work harder. With the situation the way it is right now only the strong survive."

"With that we have become popular in the U.S. of late and I think we’re going to see more of them right now. Acts working here we could work in Canada successfully as part of a package are the Ian Thomas Band coupled with Rush or Mosaic with Rush.

Rush is a great example of how a hard-working act attains success. Two years ago they opened for another act at Maple Leaf Gardens here. For their first Canadian tour they headlined the same hall and they return in June for two more nights as headliners.

"I think this will happen more and more across the country. Acts such as Heart, Harpooner, Ian and Sylvia have done quite well on their own shows, hopefully carrying a little more known Canadian act with them and then the star system that we have all been striving for really show itself".

Blue Mountain Summer School To Expand This (3rd) Year

TORONTO — The Blue Mountain Summer School of Music has been expanded in this its third year of operation to cover jazz, rock, music history and artist management.

Former Lighthouse founder Paul Hefter is set to handle rock sessions which will include information on recording techniques, song writing and problems of everything from booking agents to electronic equipment maintenance.

Fred Stone, also of Lighthouse, will head up a jazz program which includes instrumental instruction, improvisation and composition as well as jazz history and culture.

Sylvia Tyson, a solo artist (and one-half of the Ian and Sylvia duo), will deliver folk seminars and instruction.

The Blue Mountain school was first established by Richard Stultz in 1974 as a cooperative venture between Georgian College and George Brown College. The school is geared to music lovers of all ages and levels of musical ability with a unique cultural exposure.

A broad section of people attend the strictly summer program, some through scholarships, some through donations and on a fee basis. Acts and students have received performances and awards on the basis of financial need, recommendations from teachers and a letter filed with admission applications.

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Leroy Begins Phono Musical
Castana To Polydor... Carril W/Microfon ...
Iglesias Returns For Argentine Promotional
Appearances At Opera Theatre, Television

BUENOS AIRES—A label that may have begun under Charlie Leroy, well-known on the local scene as a record producer and artist, Leroy was previously associated with RCA as a producer. The diskery, Phono Musical Argentina, is located at Zapata 121, Buenos Aires, telephone 771-6261; Pascual D'Agostino, formerly with EMI and Siccamerica, is sales manager.

Cacho Castana, whose record company has made the upper reaches of the Cash Box charts in Argentina, has signed a new contract with Phonogram through the Polydor label. The signing ceremony was attended by John Lear, general manager, sales manager Amencio Sev- en, promotion manager Leon Ben- voglio and Phonogram's top A&R man, Santos Lipesker, among others.

Microfon has signed well-known cinema actor and tango chanter Hugo del Carril, who travelled to Mexico after recording an LP for the label. Microfon will release his records not only in Argentina but also in the United States, Spain and other countries. In the U.S. product will be released through the Microfon affiliate in Miami, licensing arrangements have been put together for the other markets.

Valdy Passes Off On U.K. Tour

VANCOUVER — A&M's Valdy has turned down an offer to tour the United King- dom. The offer was for a national tour that has just wound up in this country.

The news, announced by manager Cliff Jones, comes as less of a surprise than might normally be expected from any other artist. A folksinger of enor- mous stature in this country, Valdy is a man of many different contradictions. He recently left the west coast to settle in the Maritime region, with the intention of build- ing an old fishing schooner. The ship, as he was to later find out, was beyond repair so Valdy and partner Alex made plans for a national tour. A part of the money earned from this recent national tour recomplied for his efforts which ended up in the Maritime region.

The U.K. tour was scheduled for May with Gallagher and Lyle as headlining act. Now that Valdy has turned down the offer, A&M's Chris de Burgh will open all dates.

Cliff Jones has also announced a tenta- tive June 10 release on Valdy's fourth domestic album, as yet untitled. A&M in Canada is preparing a special four-album package, and of the four albums he has recorded, to be issued to media persons in Canada and the U.S. Valdy is the only Canadian A&M artist to earn gold on an album so far. He is also the subject of a CBS-TV variety special to be aired this fall, and has been the subject of numerous feature stories in domestic magazines in the past few years.

12th MIP-TV Market (Cannes) Enjoy's 20% Participant Rise

PARIS — The twelfth MIP-TV (Interna- tional Television Programme Market) took place last week in Cannes with an effective participation rise of about 50%. Seventy-six countries (543 societies were represented, including 59 projects from ten separate countries.

Organized by the Broadcast Informa- tion Bureau (which monopolizes the market for the transmission of general in- formation from all of the American networks) through the permanent MIP- TV office created in New York, the massive gathering of forty top executives and buyers from American TV networks.

Commissionaire-president Bernard Chevry, who organized the event, declared himself satisfied that it was the "biggest and best-ever television market. The 12th MIP-TV will be held next year, April 22-28.

Michel Nicdet is now heading the pro- motion department for United Arts, re- ceiving a worldwide deal for "Naive." Nicdet, responsible for the Ike and Tina Turner tour of France last autumn and is working the Maxine Nightingale single, is enjoying a good deal of radio and TV ex- posure here. Nicdet is also involved with Edition Speciale, a French rock group whose album, "Rock Speciale" was re- leased this week.

UK Dist. For Improv

LOS ANGELES — Transatlantic has ac- quired British distribution rights to the Improv label, a company launched by Tom Bennett a year ago. First release under the arrangement is Bennett's own album, "Life Is Beautiful". His single, "As Time Goes By", will follow.

March Reflects Increase in Japanese Output

TOKYO — Japanese record and tape production demonstrated a noticeable increase in both volume and revenue during the fiscal year 1976, according to data in a recent report released by the Japan Phonograph Industry Association.

The report released 16,311,000 copies — an increase of 15% over the previous March Sales. Of these, 11,308,000 were domestic recordings and 5,005,000 came out of the interna- tional repertoire. This total sales figure for records which computes to about 546,563,000 dollars, showing a 13% increase in comparison with the same month of 1975.

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New Brazilian Copyright Law Changes Collection System

RIO DE JANEIRO — As an outgrowth of the new Copyright Act, the Brazilian gov- ernment has created a "Central Collec- tion and Distribution Office" which will, as of Jan. 1, 1977, be charged with the exclusive collection and distribution of performing rights monies earned in this territory. A computerized data process- ing service is being prepared now by a firm hired by the National Copyright Council.

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Recording companies here have adopted a wait-and-see attitude until more information regarding mechanical rights becomes available.

Under the new law, all repertoire must be registered with the National Copyright Council, so the move has begun; publishers are beginning to take that first step toward the protection of their material.

The new situation will involve, of course, foreign as well as domestic catalogs and is therefore important to

the international trade. WEA for in- stance is just beginning to build its Brazilian company which will compete with CBS, RCA, EMI, Phonogram and others for a portion of this market which revolves around a population of 110 million people.

Neil Young Wraps Up World Concert Tour

LOS ANGELES — Neil Young has re- turned to his California home, following a world concert tour. The Warner/Reprise singer-songwriter drew very well throughout his road trip during the month of March, according to Warners' national director, Tom Ruffin, who coordinated promotional efforts in eight countries.

Opening the week of Mar. 2 in Japan, Young performed with his backing band Crazy Horse before 11,000 fans in Tokyo's Budokan. Similar successes greeted them in Norway, Denmark, Germany, France, Holland, Belgium and England. Young's final English concerts were the "major weekend events" by Melody Maker while the Sunday Times and The Guardian also had complemen- tary comments for the American singer. Media coverage of his numerous television broadcasts was handled by the various WEA record companies representing countries Young visited.

March 22, 1976

Plain Text

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THIS WEEK, A USUAL THING HAPPENED.

1. BLACK AND BLUE  THE ROLLING STONES (Rolling Stones/Atlantic CDC 79104)
2. FRAMPTON COMES ALIVE  PETER FRAMPTON (A&M SP3703)
3. AT THE SPEED OF SOUND  WINGS (Capitol SW 11525)
4. PRESENCE  LED ZEPPELIN (Sge (UK)/Atlantic SS 8416)
5. THEIR GREATEST HITS  EAGLES (A&M 7E-1063)
6. I WANT YOU  MARVIN GAYE (Tamla/Motown 76-042SS)
7. FLEETWOOD MAC  (Warner Bros. 7E-1067)
8. A NIGHT AT THE OPERA  QUEEN (Epic 7E-1063)
9. TAKIN' IT TO THE STREETS  DOOBIE BROTHERS (Warner Bros. BS2899)
10. DESTROYER  KISS (Casablanca NBLP7025)

60% of America's best selling albums come from one place: the Warner-Elektra-Atlantic group.

The real best sellers on the charts perch up in sales heaven: Cashbox's first column, 1 to 10 on the charts.

Of these killer albums, the Warner-Elektra-Atlantic group has 6 out of 10.

Hardly unusual.

<table>
<thead>
<tr>
<th>Rank</th>
<th>Album Title</th>
<th>Artist</th>
<th>Label</th>
<th>Release Date</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td>BLACK AND BLUE</td>
<td>The Rolling Stones</td>
<td>Rolling Stone Atlantic</td>
<td>1970-07-07</td>
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<tr>
<td>2</td>
<td>FRAMPTON COMES ALIVE</td>
<td>Peter Frampton</td>
<td>A&amp;M SP 3703</td>
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<td>3</td>
<td>AT THE SPEED OF SOUND</td>
<td>Wings</td>
<td>Capitol SW 11552</td>
<td>1970-07-07</td>
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<td>4</td>
<td>PRESENCE</td>
<td>LED ZEPPELIN</td>
<td>Swan Song Atlantic</td>
<td>1970-07-07</td>
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<tr>
<td>5</td>
<td>THEIR GREATEST HITS</td>
<td>Eagles</td>
<td>Asylum</td>
<td>1970-07-07</td>
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<tr>
<td>6</td>
<td>I WANT YOU</td>
<td>Marvin Gaye</td>
<td>Tamla Motown T 63425</td>
<td>1970-07-07</td>
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<td>7</td>
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<td>A NIGHT AT THE OPERA</td>
<td>Queen</td>
<td>EMI</td>
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<td>The Doobie Brothers</td>
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<td>11</td>
<td>EAGASM</td>
<td>Johnnie Taylor</td>
<td>Columbia PC 33951</td>
<td>1970-07-07</td>
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<td>12</td>
<td>BRASS CONVERSION</td>
<td>(U/A)</td>
<td>L.A. 5450</td>
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<td>13</td>
<td>AMIGOS</td>
<td>SANTANA</td>
<td>Columbia PC 33376</td>
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<td>DIANA ROSS</td>
<td>Diana Ross</td>
<td>Motown M 8615</td>
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<td>15</td>
<td>SONG OF JOY</td>
<td>Captain &amp; Tennille</td>
<td>A&amp;M SP 4570</td>
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<td>16</td>
<td>HIDEAWAY</td>
<td>America</td>
<td>Warner Bros.</td>
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<td>17</td>
<td>LOOK OUT FOR NUMBER ONE</td>
<td>The Brothers Johnson</td>
<td>A&amp;M SP 4571</td>
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<td>18</td>
<td>COME ON OVER</td>
<td>Olivia Newton-John</td>
<td>MCA 1266</td>
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<td>19</td>
<td>LIVE</td>
<td>Robin Trower</td>
<td>Chrysalis/WB CH 1083</td>
<td>1970-07-07</td>
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<td>THE DREAM WEAVER</td>
<td>Gary Wright</td>
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<td>21</td>
<td>RUN WITH THE PACK</td>
<td>Bad Company</td>
<td>S/Santa &amp; Atlantic</td>
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<td>22</td>
<td>RUFUS FEATURING CHAKA KHAN</td>
<td>RUFUS</td>
<td>ABC ABCD 909</td>
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<td>23</td>
<td>YOU CAN'T ARGUE WITH A SICK MIND</td>
<td>Joe Walsh</td>
<td>ABC ABCD 932</td>
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<td>24</td>
<td>MOTHERSHIP CONNECTION</td>
<td>KUHL</td>
<td>Casablanca</td>
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<td>25</td>
<td>STRUTTING MY STUFF</td>
<td>Elvin Bishop</td>
<td>Capitol CP 1665</td>
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<td>26</td>
<td>SILK DEGREES</td>
<td>Box 2450</td>
<td>Columbia PC 33920</td>
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<td>27</td>
<td>STILL CRAZY AFTER ALL THESE YEARS</td>
<td>Paul Simon</td>
<td>Columbia PC 33540</td>
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<td>DESIRE</td>
<td>Bob Dylan</td>
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<td>Bee Gees</td>
<td>RSO RG 4007</td>
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<td>ONE OF THESE NIGHTS</td>
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<td>Asylum</td>
<td>1970-07-07</td>
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<td>HERE AND THERE</td>
<td>Elton John</td>
<td>MCA 2197</td>
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<td>101</td>
<td>IF LEGAL STILLS</td>
<td>ALLUMBER F:9306 111</td>
<td>6.98</td>
<td>5.15</td>
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<td>NEIL: PASPORT: AABC 59 91</td>
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<td>JOHN SEBASTIAN: Warner Bros / Columbia</td>
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<td>MANHATTANS</td>
<td>(Columbia: PC 35069)</td>
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<td>109</td>
<td>REFLECTIONS OF A GOLDEN DREAM</td>
<td>CONNIE: Melody M: OAF 4573</td>
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<tr>
<td>110</td>
<td>BETTER DAYS AND HAPPY ENDINGS</td>
<td>MAI: Mall: W 3-1974</td>
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<td>M.U. THE BEST OF JETHRO TULL</td>
<td>MICK: HJ: 1074</td>
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<td>112</td>
<td>FOOLS GOLD</td>
<td>MELBA: O2: 5577</td>
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<tr>
<td>113</td>
<td>THE LEAPRECHAUN</td>
<td>CHECK: COORA: Polylod: PCD 6062</td>
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<td>114</td>
<td>ZEPPELIN IV</td>
<td>ARISTA: 62 T 849</td>
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<td>HELEN REDDY'S GREATEST HITS</td>
<td>Capitol: ST 11467</td>
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<td>116</td>
<td>FOREVER LOVERS</td>
<td>JANIS: Ian: Columbia: PC 35391</td>
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<td>NO EARTHLY CONNECTION</td>
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<td>EQUUS</td>
<td>STAX: AAM: SP 4569</td>
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<td>AFTERTONES</td>
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<td>PRIMAL SCREAM</td>
<td>MAYNARD: FAGHERSON: Columbia: PC 35953</td>
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<td>THE WETTER THE BEAUTIFUL</td>
<td>BENGAL: SP 3930</td>
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<td>125</td>
<td>MOVIN ON</td>
<td>COMPONORES: Motown: M: 9451</td>
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<td>CLASSICAL BARBRA</td>
<td>BANG: SP M 333450</td>
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<td>127</td>
<td>RAISING HELL</td>
<td>AL: MODAYA: Columbia: PC 34704</td>
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<tr>
<td>128</td>
<td>WAKE UP EVERYBODY</td>
<td>HAROLD: McLEOD &amp; THE BLUENOTES</td>
<td>6.98</td>
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<td>130</td>
<td>WHERE YOU WERE</td>
<td>PINK: FLOYD: Columbia: PC 33453</td>
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<td>131</td>
<td>SMILE</td>
<td>LAURIE: NYRO: Columbia: PC 33492</td>
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<td>132</td>
<td>HAVANA DAYDREAMIN</td>
<td>IT'S YOUR ABC: MBC: ABC 914</td>
<td>6.98</td>
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<td>BABY FACE</td>
<td>WING: &amp; PRAYER: FIFE: &amp; DRUM: COMP</td>
<td>6.98</td>
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</table>

**Alphabetized Top 200 Albums by Artist**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Album</th>
<th>Week Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>AeroSmith</strong></td>
<td>Aerosmith</td>
<td>41,600</td>
</tr>
<tr>
<td><strong>Al Green</strong></td>
<td>Let's Stay Together</td>
<td>14,400</td>
</tr>
<tr>
<td><strong>Allman Brothers</strong></td>
<td>Eat A Peach</td>
<td>21,500</td>
</tr>
<tr>
<td><strong>American</strong></td>
<td>American</td>
<td>17,300</td>
</tr>
<tr>
<td><strong>Andrews Sisters</strong></td>
<td>The Very Best Of The Andrews Sisters</td>
<td>11,200</td>
</tr>
<tr>
<td><strong>Aretha Franklin</strong></td>
<td>I Say A Little Prayer</td>
<td>11,000</td>
</tr>
<tr>
<td><strong>Archer/Drells</strong></td>
<td>Tao</td>
<td>7,500</td>
</tr>
<tr>
<td><strong>Arctic Monkeys</strong></td>
<td>Humbug</td>
<td>13,000</td>
</tr>
<tr>
<td><strong>Asap Ferg</strong></td>
<td>E.L.O.</td>
<td>14,000</td>
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<tr>
<td><strong>Asif</strong></td>
<td>The Other Side Of The Game</td>
<td>10,000</td>
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<tr>
<td><strong>Astor Piazzolla</strong></td>
<td>Thru The Looking Glass</td>
<td>11,500</td>
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<tr>
<td><strong>At Long Last Love</strong></td>
<td>Love Is The Answer</td>
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<tr>
<td><strong>Avalanche</strong></td>
<td>The Fourth Dimension</td>
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<tr>
<td><strong>Avril Lavigne</strong></td>
<td>Under The Christmas Tree</td>
<td>11,000</td>
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<tr>
<td><strong>B.B. King</strong></td>
<td>The Thrill Is Gone</td>
<td>10,000</td>
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<tr>
<td><strong>Bach</strong></td>
<td>The Well-Tempered Clavichord</td>
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<td><strong>Bachman-Turner Overdrive</strong></td>
<td>First Encore</td>
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<tr>
<td><strong>Badfinger</strong></td>
<td>Straighten Up</td>
<td>11,000</td>
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<tr>
<td><strong>Bad Company</strong></td>
<td>Can't Get Enough</td>
<td>10,000</td>
</tr>
<tr>
<td><strong>Badfinger</strong></td>
<td>Straighten Up</td>
<td>11,000</td>
</tr>
<tr>
<td><strong>Barbra Streisand</strong></td>
<td>Barbra Streisand</td>
<td>13,000</td>
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<tr>
<td><strong>Barbra Streisand</strong></td>
<td>One More Time</td>
<td>12,000</td>
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<tr>
<td><strong>Barbra Streisand</strong></td>
<td>On The Waterfront</td>
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<tr>
<td><strong>Barbra Streisand</strong></td>
<td>The Way We Were</td>
<td>12,000</td>
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<tr>
<td><strong>Barclay James Harvest</strong></td>
<td>How Long Can You Run</td>
<td>10,500</td>
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<tr>
<td><strong>Barclays</strong></td>
<td>High</td>
<td>11,000</td>
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**Note:** The table above is a simplified representation of the information provided in the image. The actual table is more extensive and detailed, covering a wide range of artists and albums. The table is sorted alphabetically by artist name.
If you want to run an ad in your Directory, please have your salesman call you.

If you want to be certain your company is represented in any free industry listing you are running in this Directory,

**MY FIRM'S NAME IS BELOW.**

<table>
<thead>
<tr>
<th>NAME</th>
<th>COMPANY</th>
<th>ADDRESS</th>
<th>PHONE</th>
</tr>
</thead>
</table>

**MY BUSINESS CATEGORY:**

- RECORD MFR
- DISTRIBUTOR
- RACK JOBBER
- ONE STOP
- RECORD PRODUCER
- MUSIC PUBLISHER
- PRESSING PLANT
- JACKET FABRICATOR
- RECORDING STUDIO
- PUBLICIST
- PROMOTION
- IMPORTER
- EXPORTER
- COIN MACHINE DIST.
- GAMES MFR.
- OTHER
ELTON JOHN
HERE AND THERE

LIVE IN CONCERT, RECORDED IN LONDON AND NEW YORK.

MCA-2197
Album compiled and produced by Gus Dudgeon.

"If you weren't there, you are now."