SANTANA/BACK TO ROOTS

Record Division Sales Up By Half Billion $ in 5 Yrs. 'After Youth Market' Target Of RIAA Project

Mercury Opens Memphis Office NARM Mid-Year Conference Set For Chicago In Sept.

House Postal Study Shows Faults Of New System Marketing & Merchandising For The 'After-Youth' Market (Ed)
He performs feats of absolute wizardry on the human heart. He turns fine songs into deep romantic spells. He wakes the princess in every woman. And "I Only Have Eyes for You," his new album, is classic Mathis magic.

Great songs like the Grammy-winner "Send in the Clowns," the Oscar-nominated "Theme From 'Mahogany,'" and the deeply moving single just released this week, "Yellow Roses on Her Gown." Johnny Mathis. How does he do it? On Columbia Records and Tapes.

Don't miss these key Mathis appearances: Valley Forge Theatre, Devon, Pa., June 1-16; Westchester Premiere Theatre, Tarrytown, N.Y., June 8-13; Front Row Theatre, Cleveland, Ohio, June 15-20.
First Step To Reaching The ‘After-Youth’ Market

The marketing expansion program of the RIAA (see story page seven) is the first step towards insuring a promising future for the record business in the 70s and 80s. Over a year after Stan Cornyn’s speech at the 1975 NARM convention, in which he outlined the problems of an industry which sells the bulk of its product to one age group, definite action is being planned to expand sales beyond the “blue jean curtain.”

The baby boom and the social upheaval of the sixties were perhaps the most important factors in making the record industry as big as it is today. There were suddenly millions of people to whom rock and folk music were of primary importance.

The social factors have changed, but the young record buyers are still there. But they, like everyone, are getting older and their tastes are changing, and the record industry must change with them unless it is prepared to lose its single largest market.

Perhaps a more alarming fact is that adults do not buy records to anything like the degree that high school and college age people do. A Frank Sinatra album has very little chance of making it to the top of the charts, and one of the main reasons is that many adults simply will not go into record stores — they are alienated by the youth orientation of many stores.

The retailers have had good reason to cater to teens and young adults, because they buy most of the records. But the baby boom has peaked and the number of people in that age group is headed for a decline in the future. This, combined with the fact that the heavy buyers are moving into adulthood, makes it a necessity for the industry to attract adult customers who have more disposable income in the first place, and get them back into the habit of buying records.

The market expansion project is but a first step in the right direction. Whether or not such a broad and ambitious project can be successfully implemented on an industry-wide basis remains to be seen. In any case, the dialogue and ideas that the project will promote will certainly give the industry something to think about.

The market expansion project is but a first step in the right direction. Cash Box has reported in detail on recent attempts to reach this market in a more sophisticated manner, and we will continue to support and endorse those ideas, suggestions and proposals which will add up to nothing less than more business for all of us.
RUSH WISHES TO CONGRATULATE THIN LIZZY FOR BUSTIN' THE CHARTS

BILLBOARD......50
CASH BOX.......75
RECORD WORLD. 81

THIN LIZZY'S "JAILBREAK" FEATURING THEIR HIT SINGLE, "THE BOYS ARE BACK IN TOWN."
(73786)

THIN LIZZY WISHES TO CONGRATULATE RUSH FOR BUSTIN' THE CHARTS

BILLBOARD......61
CASH BOX.......82
RECORD WORLD. 75

RUSH'S "2112." FEATURING THEIR NEW SINGLE, "TWILIGHT ZONE/LESSONS."
(73803)
If you’re programming Wet Willie’s new single
Everything That ’Cha Do (Will Come Back To You) (CPS 0254)


These Stations Are All Wet. But They’ll Tell Ya, It’s The Best Wet Yet.

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Record Div. Sales of Public Firms Increased By $1.2 Bln. In Last 4 Yrs.

by Gary Cohen

NEW YORK — Record division sales of major public corporations involved in the record industry have increased by more than half a billion dollars over the last five years, according to a Cash Box analysis of the sales figures of those corporations. The total sales of record divisions of these corporations jumped from around $560 million in 1971 to close to $1.4 billion in 1975, a near 40% increase, or approximately an increase of $100 million a year on average for the last five years. (See pg. 16 for sales analysis.)

The companies whose sales information was used to compile the information were A.V.C. Communications, ABC, MCA, Capitol, Transamerica, Columbia Pictures and 20th Century Fox. RCA also released a breakdown of record division sales, but instead combines individual division sales under various operating groups.

150,000 Sales

Included in the record division figures are sales for domestic and international record sales, publishing, record pressing, wholesale distribution, retailing, etc.

The figures for Capitol and Columbia Pictures are for their years ending June 30; the balance are for the calendar year ending December 31.

The sales information for 1975 for all companies showed an increase of roughly $100 million over 1974, while the 1974 increase was double that, or $200 million, more than 1973. That would tend to indicate, especially for Hall Street and others, that the record industry does have consistent sales growth and the ability to grow further.

continued on pg 16

NARM Mid Year Conference Set For Chicago In Sept.

CHERRY HILL, N.J. — The National Association of Record Merchandisers has announced a mid-year conference for regular members of NARM, to be held Tuesday through Thursday, September 21-23, at the Continental Plaza Hotel, Chicago. Final details for the conference, according to NARM’s president Jules Malamud, will be worked out at the NARM advisory committee board meeting June 2-3 at the Peachtree Hotel in Atlanta. Professor Theodore Levitt of the Harvard Graduate School of Business will address a general business session of the conference. He will speak on “The Implications for the Music Industry of the Growing Adult Market.”

Another feature of the conference will be the consolidation of what had been separate meetings in several cities at separate times, for rack jobbers, retailers and independent distributors, into this long mid-year conference.

Malamud told Cash Box, “This is going to be an all business conference. It’s not going to be a convention per se. It’s going to be a business meeting. We want to get away from the small meetings to be more meaningful with professional people there.” Accordingly, NARM is encouraging young executives and middle management to attend, and has intentionally situated the conference in Chicago, which should be most convenient for all attendees to reach.

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House Postal Study Shows Faults Of New System

by Rebecca Moore

WASHINGTON, D.C. — When the U.S. Postal Service five years ago announced a bulk mailing system promising record-breaking speed and efficiency, no one expected it to deliver only part of the promise: record-breaking costs.

But a nine-month study by the House Subcommittee on Postal Facilities, Mail, and Labor Management indicates that delays in the new system are due to the Postal Service’s adoption of a new, highly mechanized National Bulk Mailing System (NBMS). Parcel damage is the most serious immediate problem facing NBMS, says the report. “The main damage is to records, books, and films,” according to a subcommittee counsel.

“Hearingss began last week to reveal what we discovered in the study and encourage modification of the system,” said Gould. The revelations the study made are certainly juicy enough to question the contracts procedures by high level postal service management to the death and dismemberment of postal employees.

Critical Testimony

Opening testimony was critical of high level postal service management. This testimony was from the former general counsel, Richard S. Farnsworth, of the American Merchant Mailers Association.

Aussenberg blamed the problems on USPS’s refusal to provide adequate

continued on pg 16

The Consumer and His Motivation

The lifestyle of the ’60s made pop music available to more people than ever before. The music scene as we have known it today has alienated their elders. Some of the social conditions of this era have changed, but the industry has not. These elders think that they don’t like pop music and they negatively identify it with a subculture with which they feel uncomfortable.

The main reasons that buyers are lost is because of the disintegration of the youth 60s group with which the
"SHOP AROUND"
CAPTAIN & TENNILLE'S
SECOND HIT FROM "SONG OF JOY."

With sales more than doubling during a one week period, "Shop Around" shapes up as the fourth consecutive Captain & Tennille top 10 single.

"Shop Around" (AM 1817). The second sell-through giant from their bulleted "Song Of Joy" album (SP 4570).

Produced by The Captain and Toni Tennille

PROUDLY ON A&M RECORDS & TAPES.
Gallagher New AFE Pres.; Aims To Build AFE & BASF

NEW YORK — Herman D. Gimbel has been elected chairman of the board of Audiofidelity Enterprises, Inc., coinciding with the election of Bill Gallagher as president and chief operating officer. Harold Drayson and Carl Shaw were re-elected as vice presidents, with Robert Bordella remaining treasurer and Fred Johnson continuing as corporate counsel.

Gallagher, commenting on his promotion noted, “My past accomplishments should convince the financial and creative producers who represent tomorrow’s major talents, that this company has aggressive financial, marketing and merchandising capabilities, and good product, can be just as competitive as any other company more capable of concentrating on artist development than can the major labels.” Gallagher has been working with Audiofidelity in a consulting capacity for the last few months.

Gallagher explained that although Audiofidelity’s licensing agreement with BASF had increased the company’s “quality image” in the marketplace, “both companies were lacking in the contemporary and country categories that represent the ‘lion’s share’ of industry sales. He revealed that the labels were seeking to form an aggressive group of associations and artists with unique qualities and staying potential and would continue with those selected until they gained artistic recognition and sales success. He further pointed out that he had begun meeting with all Audiofidelity distributors, stating, “Our next months ahead can only be measured by our convincing our distributors that we can have a mutually profitable future.”

Gimbel, whoascends to the board of directors, chairman, ownership and president of Audiofidelity, spoke of Gallagher’s contributions to the industry, “as an innovator in distribution... in the sales and marketing of the records... in organizational development.” He continued, “His election as president of Audiofidelity Entertainments begins a new era of growth and profitability for our company.”

Gallagher was vice president and general manager of Columbia Records until 1965, when he resigned to become president of the newly formed MCA Records group. He left MCA to form Audiofidelity with Bill Gallagher, who had left his former company, Audiofidelity, to launch Audiofidelity, its distribution of Audiofidelity Records, and the distribution of BASF Records.

Santana Re-Signs With Columbia

NEW YORK — Santana have re-signed an exclusive recording pact with Columbia Records, continuing a relationship that began ten years ago.

“1976 saw the release of “Amigos,” Santana’s eighth album for the label, produced by David Robinson. Santana returned from a European tour in the latter portion of 1975 to work on “Amigos” and have since commissioned a coast-to-coast tour of the United States. They are managed by Bill Graham.

UA Promotional Goal: ‘Total Market Awareness’

LOS ANGELES — The increasingly important role of promotion at United Artists Records was brought sharply into focus during the past five years. Commenting on the promotion for UA, Anderson, vice-president in charge of all promotion, confirmed that UA Anderson named for Cash Box five of the eleven individuals he has hired to join the label’s promo staff and emphasized that the concept of “total market awareness” was the key factor in his thinking.

Raising Standards

“Not one out of ten people — even in radio — are interested in promotion standards,” said Anderson. “They look for someone to take records to radio stations, get them on or not get them on, go back next week and present them again. That’s not my idea of promotion. What I’m trying to build at UA is a staff of total marketing people with the tag of a good promotion thrust. People can find the best potential of that record whether it be a hit or a miss. People who don’t hype reports, but do note the movement of records and bring that movement to the attention of buyers. Through weekly visits to the station and personal contacts, and can see re-order patterns from their communication with the sales manager for the market and distributor。”

You think they should be doing that. But check out how many guys do it. It’s not happening, it’s very rare. But in today’s market you have to know what’s going on. Total market awareness — not just servicing radio stations, but knowing what their needs are. Following up on a one-stop level, on a retail level, going to the jockeybox operators who can give you a reading on a record that’s not getting any airplay right now.”

While he isn’t overbearing about it, Anderson is attuned to the fact that the music industry is one of constant change. "Whatever way it comes down on you, you should adjust. You have a lot of promotion men who can’t get information out of any record and people get upset at radio programmers not having any creative abilities — always having to follow the leader, whether they play the record first or last. The combination is sought after by both parties. That’s what we’re looking for, and believe me, it’s hard to find.”

“I have a bonus,” he continued, “in the sense that I’ve been given an allocation in the budget to try out on more field men to continue on pg 22.”

Schwartz Bros. First Qtr. Marks Return To Profitability

WASHINGTON, D.C. — Schwartz Brothers, Inc., a leading regional music merchant, reported income of $3,269,032 or 80 cents per share on sales of $73,251,492 for the first quarter ended March 31. This compares to a loss of $6,339 on sales of $47,269,309 for the first quarter of 1974.

The company’s performance for the first quarter, a 13% sales increase, was marked by higher sales in its Harmony Hut retail chain and its distribution and rack merchandising operations.

The increased volume in our distribution and rack merchandising operations together with greater operational efficiency resulted in improved performance during the first quarter,” commented James Schwartz, president. He further noted that the resurgence in consumer confidence was continuing into the second quarter.

Kirshner Sales Doubled In ‘75; Loss Narrowed

NEW YORK — The Kirshner Entertainment Corp. has revealed in its annual report to the stockholders that gross revenues in 1975 more than doubled the previous year’s total. As a result the company was able to reduce losses by nearly $340,000, yet still posted a net loss of $19,798.

Revenues increased to $2,178,816 from a 1974 total of $946,457, due to an increase in music publishing revenues and revenues from the Rock Music Award Television Special in 1975, though Kirshner’s entersprises extend to record production. Kirshner possesses the only record company to produce a record for the stage musical “Don Kirshner’s New Rock Concert”.

The company will continue its expanding commitment to television as a major source of potential revenue. CBS has exercised its option to produce The Second Annual Rock & Roll Hall of Fame Awards and the Canadian Broadcasting Corp. has commissioned Kirshner to produce the annual The Canadian Rock & Roll Hall of Fame Awards. Kirshner’s New Rock Concert is assured for the fourth consecutive year (as reported in Cash Box last week).
NEW YORK — Aretha Franklin's "Sparkle," from the Warner Bros. motion picture composed and produced by Curtis Mayfield, heads Atlantic Records' album release for May, along with Michel Polnareff's "Lipstick," his original soundtrack from the Dino De Laurentiis film.

The release also includes "Lovely Day," from the album "Something Else," and "Share Your Love," from the album "Thank You." The latter was released by the group's president, Lenny Waronker.

WINRIGHT IS ALL RIGHT — Arista recording artist Loudon Wainwright is signed here for the first of his 3-day SRO engagement at New York's Bottom Line. Wainwright is the father of the renowned singer-songwriter, Loudon Wainwright IV.

Jochen Schmitz of New York's Bottom Line.

OSMOND, Simon
Head Polydor
June Release

NEW YORK — Donny Osmond's "Kolob," a Polydor release, "Disco Train" and Joe Simon's new, Joe Simon Today on Spring Records lead off Polydor Records' album release for June along with Four Purge, a new album by pianist Keith Jarrett on the Polydor-distributed ECM label.

Debuting on Polydor in the release is the Ian Gillan Band, led by former Deep Purple lead vocalist Ian Gillan, with the new album "Debut," a Polydor-distributed label. Also new to Polydor are the Chanters Sisters with "First Flight," and a new album by former Crazy Horse members "The Curtis Brothers."

In the country field, Hank Williams Sr.'s "Live At The Grand Ole Ory," contains material never before released. The "Jim Stafford" album, John McLaughlin's "Extradition," and "Marriage Music: The Nick Rock Bottom" by Ted Nugent and the Ambog Dukes will be released in June.

ARETHA, BOZ
Roxy, Polnareff
Lead Atl. LPs

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The release also includes "Lovely Day," from the album "Something Else," and "Share Your Love," from the album "Thank You." The latter was released by the group's president, Lenny Waronker. A new album, " Resolution," by the legendary jazz trumpeter Louis Armstrong, is also set for release.

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FANTASY JAZZ Twinfers:
Nelson, Coltrane, Sims
BERKELEY, CA "Images," by the late instrumentalist/composer/arranger Oliver Nelson, is a highlight of Prestige Records' latest release of early modern jazz "twinfers," which combines the Fantasy/Prestige/Milestone series that began in 1972. "Images," featuring the impressive early work of late reedman Eric Dolphy, has been reissued simultaneously with "A Dream Deferred," a two-record set on Flying Dutchman/ RCA which shows Nelson's big band side, including work with Count Basie and Louis Armstrong.

The Prestige release also includes "Time Changes," another album containing performances made as 78 rpm singles in the early fifties, as well as "Knockin' On John Coltrane's Door," showing Coltrane in the early session man days of his career along with the noted guitarist. Zoot Sims is represented by "Zootcase," featuring performances with early modern jazz associates including partner Al Cohn, while Wardell Gray's "Central Avenue" features players like Teddy Charles, Sonny Clark, Art Farmer, Dexter Gordon, Hampton Hawes and Clark Terry.

WB Re-inks Lightfoot
SCARBOROUGH, Ont. CAN — Gordon Lightfoot has renewed his longtime association with Warner Bros. Records. The announcement was made by Ken Middleton, president of WEA Music of Canada Ltd., under whose auspices the negotiations were made. Lightfoot's future recordings will continue to be released on the Reprise label both in Canada and abroad.

The first album under the new agreement, "Symphonic Dream," was produced by Lenny Waronker. Warner Bros. Records president and director of A&R, and was being readied for June release.

CAPITOL SETS 'Official' Dates
For Beatle Disks

LOS ANGELES — Capitol Records has confirmed that it will release the Beatles' "Got To Get You Into My Life" as a single on June 31 following a double-sided re-release of the single titled "Rock 'N Roll Music." June 7, CBS, 5/1. The single was culled from the "Revolver" LP, and is available on "The Beatles" for "A White Album." The "Rock 'N Roll Music" features 28 songs showcasing the rocking side of the Beatles on tunes never before released. The 1965 "I'm Down" single is included now for the first time on an LP.

The announcement was made by Don Zimmermann, CRC executive vp and chief operating officer.

RUFFIN LEADS
Motown Release


ANOTHER Simon Album Scheduled

LOS ANGELES — Carly Simon's seventh Elektra album, "Another Passenger," has been scheduled for an early June release. The first single from the LP, "I Keep You Runnin'," was released last week.

AEROSMITH ROCKS ON — As part of a national tour in Melbourne, Columbia recording artists Aerosmith recently played a sold out Madison Square Gardens in New York. The Bostin group has a new album, "Rocks," following three platinum LPs. Pictured at a party following the engagement are (left) Aerosmith's lead vocalist Steve Tyler, and Walter Yetnikoff, president of the CBS Records Group.

Miles Davis' 'Bitches Brew' Goes Gold

NEW YORK — The classic Miles Davis album "Bitches Brew" has been certified gold by the RIAA, for sales in excess of one million dollars. Originally released in 1970, "Bitches Brew" became one of the more influential albums released in the last decade, while Davis has been the mentor of a number of other musicians who have gone on to their own successes and achievements, among them Herbie Hancock, Chick Corea, Keith Jarrett Wayne Shorter Joe Zawinul John McLaughlin Billy Cobham and Dave Holland.

DIAMOND'S Vegas Debut

LAS VEGAS — Companion-performer of the multi-platinum selling Las Vegas Debut will cover the Las Vegas Debut as the first performer to appear in the nearly completed 5,000-seat Aladdin Theatre For The Performing Arts on July 24. Diamond will perform one two-hour show each night.

Tickets for the Aladdin Theatre engagement will be sold by mail order only, by sending a self-addressed stamped envelope to the Aladdin Theatre, P.O. Box 13608 Las Vegas NV 89114. Tickets are $20 and $30 each.

IMPROV INKS DEAL
With Transatlantic

BUFFALO — Improv Records has licensed Transatlantic Records Ltd. of London to manufacture and distribute its product in the United Kingdom. The first UK release under the agreement will be "Tony Bennett Sings Life Is Beautiful." Improv Records' first new project, which, in addition to releasing Bennett's new recordings, is developing a jazz line.
When Maxine Nightingale said she'd be right back, the lady wasn't fooling.

Maxine Nightingale's right back. With a hit album follow-up to her career-launching single.

She's right back with the stuff that saw her single shoot straight to the top pop spot. And then right onto the R&B charts.

She's right back with more perfect material. From songwriters writing for Marvin Gaye, The Bay City Rollers, Earth Wind & Fire, Rufus and The Beatles.

And yet uniquely right-on for her own bad self.

She's right back. The hottest new female find of 1976. — Maxine Nightingale's "righteous first album, "Right Back Where We Started From."

The return that's really her arrival. On United Artists Records and Tapes.
Radio ‘Time Buys’ Effective In Election Year Campaigns
by J.B. Carmicle

LOS ANGELES — Many radio stations of all formats and power, are finding an additional revenue stream from selling local spot sales. With the extra load is well worth it. Stations production rooms will be busier than ever for the coming political season. Thousands of local, congressional, and presidential candidates campaigns and their advisors, will be out there, buzzing around making the candidate the focus. These ‘time buys’ will shoot millions of dollars of revenue into what some consider the most effective tool in radio’s parlance.

Radio’s Potential

‘For the most part, radio’s potential for time buys is now being realized.’ Richard Nelson, director of radio/television for the Democratic National Committee, says, ‘it feels strongly about both.’ Nelson said describing the value of ‘free’ radio (actualities of candidates used within non-commercial times) such as newscasts, public service spots, and candidate statements concerning something like voter registration): Any exposure that’s free is of course relative to the buying situation. ‘Bought’ radio is valuable too. You can certainly get a more specific audience with ‘radio spots’ than we can with demographics. The sameRadio is much clearer, with sophisticated ratings services able to show a thorough breakdown of who’s listening to what time of day or week.’

Congressional Campaigns

The Democratic Committee is very much concerned with congressional as well as the presidential campaigns. ‘We get calls from the campaigns, they want to know our philosophy on what to do for their campaign time buys. If we had access to the ARB’s in their particular area, we could calculate that for them. Nelson emphasized that the research should be done on a local level by local people. The local Grosby is their own man. They have to be learned about the campaign people and candidates who want some advice on a general level.

Kaminsky

The Republicans have a more extensive system. According to Norman Bishop, RNC’s director of media relations, the committee has ‘what I believe to be the most extensive radio station market profiles on record. We have coverages, maps rate cards, formats, station personnel names, as well as news directors’ phone numbers and talk show schedules. And we have this information in hundreds of districts that we’re concerned about. ‘I was an avid devotee of broadcast coverage of the campaign. I now hold, and I feel that my background and this system that has been set up will serve us well throughout the next election day.’ Bishop also teaches a campaign manager course, with an overview of people wanting to get into the course and learn, to gain activity in their local market to sell their candidates. And the communication between candidates and management is supported from the Capitol to the open. ‘We have a field staff . . . they act as consultants in campaigns and provide counsel of campaign media, to buy what time of day to place the spots.’

Radio Uses

What is the most effective medium to use? Radio, Bishop said, naming three reasons. ‘The production is more flexible, you can more easily target the audience, radio audience, and the cost is so much lower than a television buy.’

Bishop, like Nelson, pointed out that the cost of a Congressional buy is very important. ‘These candidates and their campaigns can’t always afford television. Radio is a 12.

Soundstage Renewed For Third Season

CHICAGO, Soundstage, public television’s contemporary music series, has been renewed by WTTW, Chicago’s public television station, for the 1976–77 season, the station’s 20th anniversary. The program is broadcast at Chicago’s public television station, WTTW-TV, by Ken Ehrlich.

In the past year, Soundstage has featured the first televised appearance of Bob Dylan, a new television version of the Down Beat jazz awards, featuring jazz artists Sonny Rollins, Alice Coltrane, and Chick Corea, and Quincy Jones. Plans are currently underway for a second Down Beat awards show.

The 21st season is scheduled for the coming season in- cluding a tribute to Dizzy Gillespie, a discussion of the modern jazz guru Tsui Singh, an orientation to jazz, the role of the saxophone, and a concert. That’s not all. The season will open with a performance by the Chicago Symphony Orchestra, with conductor Robert Shaw, and a tribute to the late Paul Robeson.

Stepney Dead At 45

Los Angeles — Producer/arranger Charles Stepney succumbed to a heart attack on Sunday, May 17. Stepney, 45, had successful associations with such artists as Rotary Connection, Ramsey Lewis and Earth, Wind & Fire, for whom he arranged the last two albums.
THEIR LAST SINGLE: LOVE HURTS (GOLD)
THEIR LAST ALBUM: HAIR OF THE DOG (GOLD)
THEIR NEW SUPER SINGLE: CARRY OUT FEELINGS
THEIR NEW ALBUM: CLOSE ENOUGH FOR ROCK 'N' ROLL

THEIR INTENTIONS: TO MAKE YOU HAPPY AND SELL PLENTY OF RECORDS.
A&M
NAZARETH

NAZARETH

"CLOSE ENOUGH FOR ROCK 'N' ROLL"
PROUDLY ON A&M TAPES & RECORDS

NAZARETH TOUR DATES

May 26... Century Theater, Buffalo, N.Y.
May 27... Allen Theater, Cleveland, Ohio
May 28... Civic Center, Saginaw, Mich
May 29... Memorial Aud., Columbus, Ohio
May 30... RFK Mem. Stadium, Washington, D.C.

June 1... Masonic Aud., Detroit, Mich
June 2... Riverside Theater, Milwaukee, Wis.
June 3... Morris Civic Aud., South Bend, Ind.
June 4... Aragon Ballroom, Chicago, Ill.
June 5... Glen Oak Park Amphitheater, Peoria, III.
June 6... Convention Center, Indianapolis, Ind.
June 8... Ambassador Theater, St. Louis, Mo. (tentative)

June 9... Memorial Hall, Kansas City, Kan.
June 10... City Aud., Omaha, Neb.
June 11... Civic Center Arena, St. Paul, Minn.
June 12... Civic Aud., Fargo, N.D.
June 13... Civic Center, Bismarck, N.D.
June 15... City Park, New Orleans, La.
June 18... Beacon Theater, New York, N.Y.
Think Tank Effective Say Industry Participants

by John Mankiewics

LOS ANGELES — "It was an incredible speech," declared Barry Bergman, president of the Record Bar chain, referring to Stan Corvin's address to the 1975 NARM convention entitled 'The Day Radio Died." Others in the industry were affected in much the same way.

Stan Gortikov, president of the RIAA, recognized Corvin's statement as a possible catalyst for an industry-wide move to expand the record market, to pick up new consumer groups, and to retain the current buyer through the coming years. Gortikov and the RIAA convened a meeting of sixteen people involved in different aspects of the industry. The session lasted for two days: April 31 to May 1, 1976, two days of intensive talks at the Stanford Court in San Francisco.

The structure of the meeting was formal. The sixteen planners sat together and talked about things as they came up. "We blue-skyed it," remarked Bergman. "As someone would throw out an idea, we'd let it, then we'd get specific, break it down."

Certainly, the report is specific. There are twenty-two major categories that are divided again into subcategories. There are no facts that aren't in the report." Gortikov told Cash Box. "We sent it out the report to all RIAA members, and we'll keep the industry informed as we continue to refine and expand.

The planners not only consisted of everybody from record company executives to those involved in retail and rack operations but people involved in every phase of those positions.

We want to stress the all-industry aspect of this expansion project," Gortikov continued. "All aspects of the industry...

Youth Market

buyer often experienced and shared music as a part of the lifestyle. This dis-\nintegration often occurs when a buyer leaves school, thus changing his lifestyle and purchasing priorities.

- Given the total population, too few people are buying too many records each.
- The industry should freshly focus on the psychological factors which underline interest in music and/or record acquisition; identity, envy, abuse, collecting; sharing youth association; sexuality; music; and fantasy fulfillment. Emotional outlet and sensory and physical immersion in sound and beat.
- Potential customers need to be made to feel comfortable with recorded music in all its forms. Even a small percentage change can have drastic dollar impact on the industry.
- The target is not the adult market, but the "after-youth" market. The current heavy buyers are getting older and their musical tastes are mellowing, but remaining contemporary.
- The industry is trying to sell something that radio is giving away.

Music. Artists. Product - The major focus of the project should be on current and contemporary artists, as opposed to former hit artists.
- Many pop acts make music that could be acceptable to older audiences (such as the Eagles), but these audiences are not exposed to this music.
- Merchandising should be related to the familiarity of a hit song and should link that song to the album.
- Broadcast media such as "mellow sound" radio and TV shows should be mentioned for many ideas which appeal to older audiences.
- Insight can be gained from in-person sellouts of artists such as Frank Sinatra. Take Bennett and Wayne Newton, whose record sales are marginal.
- The possibilities of having new artists do older songs and vice versa should be explored.

Merchandising Merchandising and Advertising - An important aspect of merchandising is the idea of what our customers can have implicit as associations with music.
- A theme should be developed such as "Many older customers may have bought a record in the past" 2. "Do your ears a favor" or 3. "Your best entertainment is in your home."
- The value aspect of recordings is underexploited. Albums cost less than movies for two. Also gift tie-ins with holidays have been underexploited - the idea that albums are the "best gift under $5." Should be promoted. Also the idea of selling records like Carambouys, using a toll-free 800 number, should be explored.
- Efforts should be made to increase the editorial space given to recordings in newspapers. The possibility of creating an industry-sponsored Sunday supplement magazine to give information of recordings and audio equipment should be explored. Most record ads are placed in Sunday papers, while most buying is done on other days. Advertising in the entertainment sections should be tried.
- A unique record industry should focus more on the "RIAA gold record award," which has a recognition factor among many older customers. Also, consideration should be given to developing objective charts which could be used as best seller lists for books.
- All products which have been youth-oriented and which face similar problems in holding customers of advancing age should be researched. Advertising agencies which have been suc-

cessful with products aligned with the youth lifestyle (such as Levi's) should be considered for this project.
- Many adults who refuse to enter a record store do so because of the order campaigns, such as those by Time-Life and K-Tel. These should be studied. Labels should expand their mail merchandising efforts.
- Radio advertising should be correlated with stations playing the advertised records.
- Fresh emphasis should be put on reaching older buyers through face-to-face sales and tape merchandising. Attempts should be made to involve the auto industry in such a project.
- Every purchaser of new stereo equipment is a potential customer for records. Cooperation between industries is essential.
- Other areas to be investigated are the use of inner sleeves, shelf-out cards in albums and sampler albums. Also the success of the Peter Lemongello campaign should be studied.

Sales. Marketing Sales. Marketing. Distribution - Direct communication between manufacturers, retailers and wholesalers could help by providing details on goals and product. Yet there is opposition by buyers from retailers and wholesalers. Record company salesmen should also be represented. Action by manufacturers to increase floor traffic to retailers may be preferable to contributing to co-ops.
- Innovative ideas have often come from unusual sources. Products such as opened truck stows and swap meets to sales of illegal recordings; some of these outfits could perhaps be legitimized.

Point Of Sale Retailers need to re-think organization of categories of albums so that the new buyer is not confronted with "old" categories before the new buyers should be schooled and motivated to give special attention and treatment to new buyers to make them more comfortable.
- Several musical environments could be set up within one store, each designed to be a comfortable atmosphere for the customer whose musical tastes are represented by the product. Also automatic stock replenishment may be necessary. The customer should be not be able to find what they want once they have come into a store.
- Several musical periods could be familiar with a hit song rather than the artist or the album. Signs at the point of sale with changeable lettering might be used, with a message such as "Hanging in this L.P."
- Signs should also feature album cover.
- Many older customers cannot be lured into a record store or department. Therefore, attempts should be made to move the point of sale to places where they do go, such as the supermarket gas stations, TV screen. Door to door sales as well as tie-ins with fund raising organizations should be considered.
- Many junior clothing departments in department stores use an audio setup to play music as a sales stimulus. The environment. Tie-ins with the record department on the records played may be useful. Expanding use of tie-ins with department stores frequented by older customers should be tried.
- Supplemental locations in stores will provide "instant record dealers" and displays featuring records should be used in other departments. Also, there should be opportunities for direct merchandise records with video disks in the future.

Pricing Pricing - Each company should independently establish its own pricing. Mid-priced lines may appeal to
Charles Stepney. Sadly, it is his untimely death that allows us to acknowledge to you now the inspiration he brought to us—as our co-producer, arranger, songwriter and friend.

Our gratitude for having known, shared and created with him.

Earth, Wind & Fire
**Record Division Sales Figures**

The ranking of the labels by their record divisions is essentially the same as one reported exclusively by Cash Box (Feb. 14). In that report, a major accounting firm, Price Waterhouse, analyzed the 1974 record division sales of the major labels. In the past year, though, MCA has edged ahead of Capitol as the fourth largest record division, behind CBS, Warner and ABC, which remained in the same positions. Additionally, Columbia Pictures, which wasn't ranked by the accounting firm, comes on as having the 7th largest record division with $30 million in sales last year. RCA, of course, belong somewhere on the list, as would privately owned and foreign based companies, who do not reveal their sales figures.

In commenting of their figures, a Transamerica spokesman indicated that the drop off in sales in 1973 came when the company sold their distribution arm, UDC, to Polygram. Most of the other figures, which indicate the degree and rate of growth for each of the company’s record divisions, are reflective of the respective fortunes of those companies.

**5 YEAR SALES ANALYSIS OF PUBLIC COMPANIES RECORD DIVISIONS**

<table>
<thead>
<tr>
<th>Year</th>
<th>CBS</th>
<th>Warner</th>
<th>MCA</th>
<th>Capitol</th>
<th>Warner</th>
<th>ABC</th>
<th>Columbia Pictures</th>
<th>20th Century Fox</th>
<th>Film Corp.</th>
<th>Yearly Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1975</td>
<td>4843</td>
<td>420.4</td>
<td>1379</td>
<td>120</td>
<td>131.8</td>
<td>157.4</td>
<td>30.1</td>
<td>17.9</td>
<td>1.79</td>
<td>1360.4</td>
</tr>
<tr>
<td>1976</td>
<td>429.4</td>
<td>349.5</td>
<td>126.7</td>
<td>135.8</td>
<td>124</td>
<td>106.8</td>
<td>26.0</td>
<td>16.1</td>
<td>7.21</td>
<td>1291.1</td>
</tr>
<tr>
<td>1977</td>
<td>312.3</td>
<td>236.0</td>
<td>86.7</td>
<td>124</td>
<td>111.2</td>
<td>82.5</td>
<td>24.8</td>
<td>7.7</td>
<td>2.1</td>
<td>1043.6</td>
</tr>
<tr>
<td>1978</td>
<td>276.2</td>
<td>214.5</td>
<td>89.9</td>
<td>111.2</td>
<td>88.0</td>
<td>87.3</td>
<td>18.0</td>
<td>2.0</td>
<td>1.0</td>
<td>928.9</td>
</tr>
<tr>
<td>1979</td>
<td>840.0</td>
<td>1020</td>
<td>82.7</td>
<td>111.6</td>
<td>86.8</td>
<td>82.7</td>
<td>24.8</td>
<td>7.1</td>
<td>2.1</td>
<td>840.0</td>
</tr>
</tbody>
</table>

(All figures expressed in millions of dollars) Source: Company reports

**Youth Market**

new buyers, but not with older, weak product. There may be a need to neutralize the product by new buyers. Some of the records didn’t used to cost that much.

Radio — Airplay should be monitored for correlations to the tastes of A&R experiences. More contact with stations formerly thought to be marginally important may be necessary. Radio ads between 9 p.m. and 3 a.m. may reach housewives at cheaper rates.

Packaging Graphics — Packaging music to the buyers and listeners, as well as cause him to buy. Holiday packaging should be used more.

Equipment — The record industry must embrace the audio equipment industry. Each audio customer is an immediate potential record customer.

The radio industry foresees a 35% sales increase by 1980, two-thirds of the equipment now bought is for the use of people 35 or over, an ideal match with the goals of the project.

The cassette trend is growing, as is eight-track home duplication.

**Strong campaigns are needed on needle replacement by the needle industry.**

**Configurations**

**Configurations**... Tape may have a large appeal to people who don’t buy records.

Angels should not be dismissed as strictly youth items; their promotional value must be recognized.

Intra-company Action — Because of the unique nature of the goals of the program.

Johnson added: "That a lot of the people involved had undertaken considerable advance planning for the meeting."

"We've been planning for years," said Barry Griff, director of merchandising for A&M. "We've been trying for some time now to find new techniques, new avenues of merchandising. Most of them, however, cost a lot of money."

"The only thing I can say is that the estimates are somewhat high," Griff admitted. "But we would be extremely effective if we were to use the money."

Grieff brought up an interesting point, with reference to an A&M artist. "Peter Frampton, for example, has sold two million units who knows of. And he said, "whether there are ways to merchandise that record for another two million units?"

"Can we know if we've maximized sales?"

Grieff told Cash Box that he was excited, "in terms of final decisions as to how to merchandise records.

Giffrein, executive vice president

**House Study**

manpower, even though they knew the damage problem was severe. "You have to be blind to walk through the plant and not see it," he claimed.

**Mail Trashing**

Richard Coffman, also fired because of mail trashing at the Atlanta BMC where he was general manager, seconded Andrewson's claim that high-level management knew what was going on. "Postal officials were well aware of the damage problem," he said. He noted that in Atlanta a new facility was opened to handle damaged mail. "I know they wereaware.

Both managers claimed innocence of wrong-doing, and felt they were scapegoated by high-level management. This past week, more victims of NBMS—record and book clubs — will present their side of the outpouring to management by Charles Wilson (D-Cal)."

**Unveiled Plan**

Former Postmaster General Winton Blount, anxious to build something —

"anything..." according to Assistant Postmaster General For Bulk Mail Eddie Brower — unveiled the NBMS plan in July 1971. NBMS was to centralize bulk mail processing into 21 major plants, and 12 auxiliary plants, all highly mechanized.

Cost-benefit analyses were not conducted, and there is little documentation about why this particular system was chosen. Says Blount, " we selected this seven management team did everything on the back of an envelope and eschewed standards."

"Not surprisingly, contracts to build four of the processing plants went to Brooks Corporation, a construction firm owned by the former Postmaster General.

**Prototype**

"We were critical of the concept right when it was announced," says a subcommittee member. "It should be tested to prototype first, and pattern the system after the competition."

**Unified Parcel Service (UPS), the main competitor, is much less mechanized**
People in all areas of music, R&B, Pop, Country, and MOR, have made the songs of Jim Weatherly true classics - both aesthetically and as top of the chart hits. Songs like:

"Neither One of Us (Wants To Be The First To Say Goodbye)"
"The Best Thing That Ever Happened To Me"
"Midnight Train To Georgia"
"Between Her Goodbye & My Hello"
"Love Finds It's Own Way"
"Where Peaceful Waters Flow"
"The Need To Be"
"I'll Still Love You"
"Roses & Love Songs"
"Farthest Thing From My Mind"
"Like Old Times Again"
"Just Enough To Make Me Stay"
"Finer Things In Life"

Now ABC Records is proud to announce the release of:
"(Apples Won’t Grow In) Colorado Snow"
(ABC 12193)

The debut single from Jim Weatherly's new album:
The People Some People Choose To Love
SHEER ELEGANCE (ABC 12194)
Life is Too Short Girl (2:22) (N.Y. Times — BMI) (H. Watkins)
A little bit of ballad, the drums keep pushing, and the result is a fine MOR and pop tune. Sheer Elegance isn’t called that for nothing; their harmonies and arrangements are just that elegant. A very smooth offering, this should sound fine in radio play and sales.

TODD RUNDGREN (Bearsville/WB BS5 3009)
Good Vibrations (3:34) (Irving — BMI) (B. Wilson, M. Love)
From his brand new, Faithful LP, Rundgren re-records the Beach Boys tune with unctuous flair. The original tracks have been reproduced exactly, right down to the lender bass. Todd’s ever-present smile marks this one. Should get a lot of AM summer airplay.

SCORPIONS (RCA 16524) (In Trance) (3:12) (Sunbury — ASCAP) (R. Schanker, K. Meine)
Carefully phrased guitar lick, that’s a minor key, kick off this classy tune that really puts you in a trance. The melody is haunting, strictly an instrumental, this showcases some virtuoso guitar playing. A break occurs, involving two guitars in unison voicings. This should be an FM favorite.

SILVER (Arista AS 0189)
Wam Bam Shang-a-Lang (3:32) (Colgems — ASCAP) (R. Geils)
If the voice sounds familiar, it’s because John Batt- dorf is an integral part of this band. The tune is a rock ballad that is buzzing heavily (and rightly so), on slick harmony work. All of these guys can sing, and this song is filled with AM hooks. The production is by Clive Davis and Tom Seltzer. The chorus will stay in your head for a long time.

WILD CHERRY (Epic 8-50225)
Play That Funky Thing (3:12) (Bama/Blaize — ASCAP) (R. Parais)
The title is apt — this is based on a catchy funk riff. The singing is varied and interesting, as is the melody line. A lot of energy here, which will, along with the driving guitar solo, carry this song into virtual AM playlist. “At first it wasn’t easy,” they sing, “changing rock n’ rollers minds.” This will help.

CHARLIE VAN DYKE (United Artists UA XXW 810)
The Flag (3:10) (Unart — BMI) (S.L. DeLove, J. Hancock)
I believe that we are not waving our flag enough,” says Charlie Van Dyke, pd at KHJ. He asks a lot of rhetorical questions about that flag and the Bible, and encourages Americans to celebrate the bicentennial. He’s backed by big-band patriotic music, and this should hit the airwaves strong by July 4.

MILLS & CO. (Columbia KG 0585)
Out Of Your Head (3:11) (Unart — BMI) (Leonard)
From the “Welsh Connection” LP, Mills has come up with a unique rock song. The melody seems suspended in air over an extremely strong rhythm track; this lends itself to a really deep sound. Look for this to show up on FM progressive lists.

B.H. MARLEY & THE WAILERS (Island IS 060)
Rasta, Rock, Reggae (2:57) (Tuff Gong — ASCAP) (B. Marley)
Hey Mr. Music, sure sound good to me.” Marley sings this tune, and this tune fits right in. Marley and the Wailers are gathering fans with speed, and their music is only getting better. This reggae tune is aided by a strong saxophone, and this just might be the song that breaks the band into the AM marketplace.
Queen

has 1,000,000 best friends!!!

AND, NOW FROM THEIR PLATINUM ALBUM

A Night at the Opera

QUEEN'S NEWEST HIT-BOUND SINGLE

"You're My Best Friend"

Covering some solid ground from rock to moving ballads and quite a bit in between, this LP is indeed a natural gas. The rich sounds generated by the superb musicianship displayed herein are only made richer and more substantial by the production work of the rock master, Felix Pappalardi. Both AM pop and FM progressive markets will find much to be pleased with here. "Little Darlin'" and "The Right Time" are both sure shots in the pop vein while the entire album will find a happy home on the progressive airwaves.

RASPBERRIES’ BEST FEATURING ERIC CARMEN — The Raspberries — Capitol ST-11524 — List: 6.98

Capitol has gone all the way with this collection of Raspberries hits. What did The Raspberries give us anyhow? Well, they gave us around half a decade of some of the slickest pop music ever to be heard, then of course, they gave us Eric Carmen. This LP tells their story in word and song — the liner notes begin on the front cover continue on the back cover and continue some more on the inside sleeve relating the whole story of how the group did what it did. This collection will prove to be invaluable to both AM and FM programmers and should also be a great merchandising tool.

SEED OF MEMORY — Terry Reid — ABC ABCD 935 — Producer: Graham Nash — List: 6.98

It’s been awhile since we’ve heard from Terry Reid and this LP was sure worth the wait. Reid shows a much mellower side which reflects a subtle country influence. There is a strong self-confidence exerted in the tunes which range from the up-tempo feel of “Ooh Baby (Make Me Feel So Young)" to the light jazz posturings of “Fooled You" and this album will be a strong shot in the FM arena.


Don Nix reasserts his near-legendary presence in this debut effort for the new Cream label. All of the tunes save two were penned by Nix — the exceptions are his interpretive covers of The Byrds’ “Feel A Lot Better” and “The Stones’ “Backstreet Girl." In applying his unique abilities to the wide range of musical genres represented here, Nix shows himself to be quite adept in all venues — from his roots in southern rock to the old ‘Dust My Broom” school blues reinterpretation. A strong FM shot.


This effort by the dynamic Lou Rawls not only showcases his indisputable talent but it also displays the production and arranging talents of such notables as Gamble & Huff, Bobby Martin and Jack faith. The tunes reveal Lou in all possible emotional states with a fine musical continuity tying it all together to produce a strong shot in the R&B market with good possibilities for crossover potential. Watch “You’re The One” and “Pure Imagination.”

BALLS OF FIRE — Black Oak Arkansas — MCA 2199 — Producers: Black Oak Arkansas — List: 6.98

Crusty rock ‘n’ roll and Black Oak Arkansas are synonymous terms. To prove a point, the boys have laid down some of the meanest tracks ever on “Balls of Fire." Jim Dandy is at his dirtiest best when backed by the luminous star of Grey Ghost, Ms. Ruby Starr on out like Bob Seger’s “Ramblin’ Gamblin’ Man” and “Fistful of Love.” Several shots at the AM market include the aforementioned Seger cover plus a red-hot version of the rock ‘n’ roll classic, “Great Balls of Fire.”


Real live country rock something that N.R.P.S does very well. Their harmonies are country as are the smooth pedal steel licks, but the rhythm tracks and the guitar work befit their rock roots. The overall feel is definitely one of foot-tappin’ goodness and their cover of the Jagger-Richards tune "Dead Flowers" is proof positive "She’s Looking Better Every Beer" is a very "up" tune while Chuck Berry’s "You Never Can Tell" is also a prime mover. AM programmers keep an eye on "Fifteen Days Under The Hood.”

EVERYBODY COME OUT — Stanley Turrentine — Fantasy F-9508 — Producers: Orrin Keepnews, Stanley Turrentine — List: 6.98

Turning in fine jazz renditions of some popular tunes Stanley Turrentine proves indisputably that he is truly deserving of his reputation as a leading jazz tastemaker. His cover of the Eric Carmen smash hit, “All By Myself," is very the same as his treatment of the 10cc hit "I'm Not In Love" Turrentine's superb sax work is finely defined by the tasteful arrangements in this effort which is sure to please jazz, MOR and easy listening venues equally.


Pure, clean funk. The horns are tight, the clavinet crunchy, the vocals float lightly on the strong rhythm section — and there’s no overkill. The fine work of these players is brought dramatically to the fore via the ultra-clean production work of Wayne Henderson. The tunes will find immediate success in the R&B market with the pop and progressive markets soon to follow. Pop programmers will like the feel of "I'm Mad.”

WONDERFUL TO BE ALIVE — The Dixie Hummingbirds — ABC PLP-59226 — Producer: Ira Tucker, Sr. — List: 6.98

Gospel can be a very entertaining medium that’s a fact that the Dixie Hummingbirds are out to prove beyond a shadow of a doubt. The songs tell a story, sure, that’s the beauty of the gospel venue, but the anecdotes, the harmonies and the superlative musicianship are important elements in this material which cannot be ignored. Our favorites include “Every Shut Eye” and “Swing Low.”

WALT DISNEY’S PETER PAN — Original Soundtrack Recording — Disneyland 12371 — List: 6.98

This LP is a complete collection of all of the infectious melodies from the Walt Disney fantasy feature “Peter Pan." The songs have become an important part of every child’s life from the main title tune "The Second Star To The Right," to the lighthearted humor of "Never Smile At A Crocodile." All of the songs on this album help to encourage children to use their imagination in a creative way, and that ain’t bad!
The album is "Young And Rich" (SP 4580). The band is The Tubes. And the word, very definitely, is "acceptance." Wherever you go.

Chart Acceptance

"Young And Rich" is already a bulleted Hot 100 album in Billboard, a strong upward mover in Record World and a 50-place chart jumper in Cash Box.

Airplay Acceptance

R&R places "Young And Rich" among the country's top dozen albums in its Album Airplay/40 feature. Billboard spotlights its national Top Requests/Airplay status. Record World's FM Airplay Report calls the new Tubes "Most Active" while Cash Box ranks it number 21 among the nation's most added albums. And "Young And Rich" is all over Walrus as both a Radio and Retail Future. FM giants like KLOS-Los Angeles and WNEW-New York are firmly convinced that the future is The Tubes, and that the future is now.

Sales Acceptance

Overwhelming airplay acceptance has been followed by a quick, broad sales response. Not just in the traditional S. F./Phoenix heart of The Tubes action, but also in Detroit, Cleveland, Chicago, Buffalo, Philadelphia, Boston and St. Louis. Acceptance that runs up to five times the album's initial orders.

Quick Acceptance

And it's all happened for The Tubes in the space of just one month. You really have to give 'em credit for that.

THE TUBES,
"YOUNG AND RICH"
Produced by Ken Scott

DON'T LEAVE HOME WITHOUT IT.

HOT...ON A&M RECORDS AND TAPES.
REGIONAL ALBUM ACTIVITY

UA Promo

work with me along with our independent structure.

Five of Eleven

Of eleven additional promotion people he seeks, Anderson has so far filled five positions. Dan Conger, situated in Atlanta; Lynn Adams in Los Angeles; Vernell Johnson in Philadelphia; Bill Craig in Chicago, and Hyton Hawkins who will work. Nashville Anderson has interviewed others but stresses the concept of total market awareness as the key to his hiring policy.

"My men make decisions," Anderson asserted. "They know what we need to keep the identity to break our artists. They know UA's commitment and they know the limits of that commitment. I'm not saying our guys are the only ones making it happen, but they all recognize the mechanics of the situation and help lubricate the process through communication.

Examples

Anderson pointed out examples: Nancy Sain is our national singles secondary promotion manager and she also does the discos for us. She's committed to total market awareness. Say a record hits RKO in Boston. Our sales manager, sitting in New York, would get the information maybe a day later. He sells the Boston area. U.S. Records buys from Heilicher in Minneapolis. So that we aren't late getting records into the Boston area. Nancy will pick up the phone and call Heilicher in Minneapolis to make them aware of the Boston airplay. That's my idea of promotion.

Another example Anderson detailed centered around KHJ going on the Brass Construction record recently. The same day KHJ acted. Los Angeles promo man Lynn Adams was at the one-stops along Pico Blvd. letting them know. Did orders follow as a result?

KHJ Connection

"The one-stops a powerhouse like KHJ is going to stimulate more sales," Anderson answered. "Lynn called attention to that fact and, of course, orders are a natural flow. If a secondary station goes on a record he'll have the same enthusiasm. He'll alert the distributor, consult a list of all the retail accounts in that market, and make sure that the six or seven key ones with the heavy traffic-flow reporting stores have the product. This way by the first of the week, the station can feel reaction to a UA record by store reports. They call the stores and know. Depending on the record, we can get a gauge in a couple of weeks — on whether we have an indication of a hit record in the area or not.

A third instance of this communication paying off is illustrated through "I'll Get Over You." A Crystal Gayle single UA is attempting to crossover from country to pop.

Nashville Effort

Jerry Seabolt's efforts started the record in country." Anderson illustrated. "His follow-through got a reading at retail to see that we had sales that indicated more that a country record. Retailers were telling him they were getting people that don't normally buy country — the one-stops and accounts that sell a lot of Aerosmith. Crystal Gayle was selling those accounts too, and Seabolt saw it. The information was utilized by the UA field promo staff and right now the record is hitting on KLIF in Dallas. The point is, we didn't lose the momentum, we caught it early enough to move with it.

Vantage

Anderson, who has been with UA for about a year, says he has the additional confidence of United Artists' backing up his own personal feelings about promotion. He credits Arnie Mogull with 100% commitment to the promotion department.

Mogull realizes the benefits and strength of having the best," he told CB, and I really appreciate that — because I know from experience that that's not always the case.

Anderson concluded. "I think that, with the type of people I'm getting together along with our present staff, we've got to be the very best.

Has Anderson given himself any sort of an arbitrary deadline to fill the remaining positions?

"Not if I don't find the right people. No if I wanted to put bodies in, those spots would be filled now."
BROADCASTING GRADUATES MAY FACE BLEAK JOB PROSPECTS THIS YEAR

by J.B. Carmicle

LOS ANGELES - "College radio tries to be alternative and sometimes that's a problem for radio-TV graduates because the alternative atmosphere they have worked in is not as strict as the cold, hard world," John Scheinfeld, general manager and program director of Northwestern University's radio station, told Cash Box. The subject was what broadcasting department graduates from universities will face in the next few weeks as they begin to seek and find employment in their chosen profession. Gearing radio department curricula to provide an adequate background for graduates to face the "real" world, and open-minded graduates who are willing to do "other" jobs to get their feel in the door were two points made by other school departmental heads.

Fool In The Door

"Getting that foot in the door in any capacity is tough," Scheinfeld continued. "Radio-TV departments are turning out more and more graduates for a field that hasn't expanded that much. It's much like the film industry in the respect that sometimes it's whom you know, not what you know." Noting that the number of graduates he knew personally from Northwestern who have found jobs are relatively few, Scheinfeld said the students should keep fighting for those positions. Wherever and whenever available. But he pointed out that college radio stations' relaxed rules and regulations of air staff in regard to formats and on-air training is well taken. Graduates may be on a "downer" after learning that "real world" stations require a lot more of them and that the strictness of formats and on-the-air performance was nothing like they experienced in college days.

Top-Flight Professionals

"We have to train the 'experienced professionals teaching our courses' that's the only way," said Dr. William Randle, broadcasting department head at University of Cincinnati. "Our programs are geared to train the person to walk into any station and do anything that's required of them." Dr. Randle emphasized the strictness in screening students who enter his department. "We require them to have a professional education and then be trained in the field."

Placement Program

"We have an excellent placement program here at B.U." Smith related. "The university has its own placement program to assist graduates."

NEW FM ACTION LPs

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1. Too Old To Rock 'N Roll - Jethro Tull - Chrysalis
2. Turnstiles - Billy Joel - Columbia
3. Cardiff Rose - Roger McGuinn - Columbia
4. Rain Now Rising - Rainbow - CBS
5. Slow Down World - Donovan - Epic
6. Go For Broke - Ian Matthews - Columbia
7. Fly Like An Eagle - Steve Miller Band - Capitol
8. T-Shirt - Loudon Wainwright III - Arista
9. Rocks - Aerosmith - Columbia
10. Red Tape - Atlanta Rhythm Section - Polydor
11. Rumor In His Own Time - Jeffrey Comanor - Epic
12. Sippin' Away - Chris Hillman - Asylum
13. No Heavy Petting - UFO - Chrysalis
14. Mahogany Rush IV - Mahogany Rush - Columbia
15. Harvest For The World - Isley Bros. - T-Neck
16. Live At Carnegie Hall - Renaissance - Sire
17. Sweet Surprise - Eric Andersen - Arista
18. Aspects - Larry Coryell - Columbia
19. New Riders - Riders Of The Purple Sage - MCA
20. Rock Father - Papa John Creach - Buddha
21. Interview - Gentle Giant - Capitol
22. L.A. Jets - ROX
23. Live At City Center - Monty Python - Arista
24. Circle Filled With Love - Sons Of Champlin - Aria/America

Most Predicted Hits

(TIE) 1. Fly Like An Eagle (entire LP) - Steve Miller Band - Capitol
(TIE) 2. Red Tape (entire LP) - Atlanta Rhythm Section - Polydor
(TIE) 2. Slow Down World (entire LP) - Donovan - Epic
(TIE) 2. Turnstiles (entire LP) - Billy Joel - Columbia
2. Cry Tough (entire LP) - Nils Lofgren - A&M
2. Go For Broke (entire LP) - Ian Matthews - Columbia
2. Cardiff Rose (entire LP) - Roger McGuinn - Columbia

Most Requested Cuts

(TIE) 1. Royal Scam (entire LP) - Steely Dan - ABC
(TIE) 1. Takin' It To The Street (entire LP) - Doobie Bros. - WB
2. Speed Of Sound (entire LP) - Wings - Capitol

Station Breaks

Bobby Messina joins air staff of 99X New York based RKO FM station. He will do rock.

Wendy Wilkinson named promotion director of KHJ, Los Angeles. She comes to the station from Gene Shein's Associates, Inc., public relations firm.

Sal Giangrasso into morning drive at WHL, Long Island. He replaces Wes Richards who moves to afternoons on WRFM.

Steve Fredericks joins K-Earth radio. Los Angeles as news director. Steve comes to the station from KPOL, same city.


Chuck Morgan - new program music director at WBLB, Pula, Virginia.

Kenneth Lameiras appointed retail salesperson at WROK, Boston.

KFI's Ron McCoy will host the station's 8 pm to midnight talk show while regular host Hilly Rose vacations in the Scandinavian countries.

KWST, Los Angeles will sponsor an unusual "concert" concert at Santa Monica Civic Auditorium June 11. Castalian recording artists the Giants and Angel will co-bill the show.

Earth News for week of May 24-30 features among other items actress Dorothy Goddard, writer of "Mary Hartman, Mary Hartman, Victor Koman discussing Counter Campaign '76, and author Ruth Pulley Parker taking about the food industry and the American Medical Association.

WWSW, Pittsburgh airs new show on Sunday evenings called Sports Rap 97, hosted by sports director Stan Savran.

KHJ, Los Angeles, airing John Dener's Spirit of America 60 second radio series in an attempt to increase voter registration and encourage people to vote. The series was produced by KHJ's Bobby Ocean and will air twice daily until November.

WABH, Deerfield, Virginia requesting record service from all major companies for their top 40 solid gold format. The station is building a library around greatest hits LPs of various artists as well as hit singles from 1970 to present. Records can be mailed to WABH Radio, Deerfield, Virginia 24432.

KSAN-FM, San Francisco awarded a grant certificate for runner-up in the educational/creative arts category of Armstrong Memorial Research Foundation awards. The award is for "Scoop's Last News Show," a year-end comic and special history of the last 10 years in the U.S. produced by Scoop Nocker, KSAN news.

SANTANA AND AMIGOS - Columbia recording artist Carlos Santana was at radio station KDIA in San Francisco recently for a radio interview, discussing his career and his new album, "Amigos," featuring the hit single, "Lotii' Shino."

(Airplay and sales analysis of the bulleted singles chart)

**WINGS** — #1 at 25% of our reporting stations including WLS, WRKO, KFRK, WPJZ, KFWJ, WMGB, WSHU, WMGM, WAAB, and WABC. Major jumps at WABC-8, 21-19, WOR-19-12. CEIL 11-1, Number 1 selling single at Musical Isle-St. Louis. Lieberman's Omaha, Modern-Cleveland National Radio Market. Modford services Schwartz Brothers-Washington. Top five selling single at 66% of our accounts.

**DIANA** — #2 at 50% including WLS, WRKO, KFWJ, WMGB, WSHU, WMGM, WAAB, WPJZ, and WABC. Major jumps at WABC-11, 19-17, WOR-19-12. CEIL 11-1. Number 5 selling single at 30% of our stations. WOR-19, WABC-12, WSHU-12, WMGB-12, WMGM-12, WAAB-12, WPJZ-12, and WABC-12.

**POPE** — #3 at 90% including WLS, WRKO, KFWJ, WMGB, WSHU, WMGM, WAAB, WPJZ, and WABC. Major jumps at WABC-13, KJR-18-13, KLIF-22-17, WSAI-24-16, CEIL 11-4. Number 10 selling single at 15% of our stations. WOR-19, WABC-12, WSHU-12, WMGB-12, WMGM-12, WAAB-12, WPJZ-12, and WABC-12.

**SILVER CONVENTION** — Added at WOKY 14 key jumps including WFL-12, WUAB-12, WABC-12, WOR-19, WSHU-12, WMGM-12, WAAB-12, WPJZ-12, and WABC-12. Major jumps at WABC-11, 19-17, WKY-4, WFL-11, WUAB-11, WABC-11, WSHU-11, WMGM-11, WAAB-11, WPJZ-11, and WABC-11. Top 5 sales at Franklin-Angela, Singer-Chicago, Peaches-Angela, Potomac-Baltimore.


**HALL & OATES** — At WOAK, WABC, WFL, WYAI, WSHU, and WABC. Major jumps at WABC-10, WSHU-10, WMGM-10, WAAB-10, WPJZ-10, and WABC-10. Top 5 sales at Franklin-Angela, Singer-Chicago, Peaches-Angela, Potomac-Baltimore.

**ROLLING STONES** — Major add at WLS. Seven jumps including WKO-14, KNS-14, KDF-14, KIIS-14, KFRC-14, WABC-14, and WSHU-14. Top 5 sales at Franklin-Angela, Singer-Chicago, Peaches-Angela, Potomac-Baltimore, and Raleigh.

**CARRIE ANNE & TENNILLE** — Added at KRCF, WRKO, KCX-18, KFL, WSAI, WABC, WFL, WYAI, and WSHU. Major jumps at WABC-14, KNS-14, KDF-14, KIIS-14, KFRC-14, WABC-14, WFL-14, WYAI-14, and WSHU-14. Top 5 sales at Franklin-Angela, Singer-Chicago, Peaches-Angela, Potomac-Baltimore, and Raleigh.


**RHYTHM HERITAGE** — Starting to cross over with eight additional adds: KFL, KEEL, WJS, WJJD, WOR, WJZ, WBL, WJZ, and WOR, WJZ. Added at WABC, WMGM, WAAB, WPJZ, and WABC. Major jumps at WABC-12, WSHU-12, WMGM-12, WAAB-12, WPJZ-12, and WABC-12. Top 5 sales at Seattle, Peaches-St. Louis, and King-New York.


**MARK HAYDEN** — At WLS. Seven jumps including WKO-14, KNS-14, KDF-14, KIIS-14, KFRC-14, WABC-14, and WSHU-14. Top 5 sales at Franklin-Angela, Singer-Chicago, Peaches-Angela, Potomac-Baltimore, and Raleigh.
most added records

1. "Afternoon Delight" - Starland Vocal Band - Windsong/RCA
   This Week: 21%  |  To Date: 72%

2. "Take The Money And Run" - Steve Miller Band - Capitol
   This Week: 19%  |  To Date: 75%

3. "The Boys Are Back In Town" - Thin Lizzy - Mercury
   This Week: 17%  |  To Date: 36%

4. "Never Gonna Fall In Love" - Eric Carmen - Arista
   This Week: 15%  |  To Date: 80%

5. "Takin' It To The Streets" - Doobie Brothers - WB
   This Week: 15%  |  To Date: 71%

6. "Today's The Day" - America - WB
   This Week: 15%  |  To Date: 42%

7. "Get Closer" - Seals & Crofts - WB
   This Week: 15%  |  To Date: 54%

8. "Shop Around" - Captain & Tennille - A&M
   This Week: 13%  |  To Date: 94%

   This Week: 13%  |  To Date: 90%

10. "Moonlight Feels Right" - Starbuck - Private Stock
    This Week: 13%  |  To Date: 64%

11. "You're My Best Friend" - Queen - Elektra
    This Week: 12%  |  To Date: 16%

12. "Kiss And Say Goodbye" - Manhattans - Columbia
    This Week: 11%  |  To Date: 29%

13. "Baretta's Theme" - Rhythm Heritage - ABC
    This Week: 11%  |  To Date: 28%

14. "Tear The Roof" - Parliament - Casablanca
    This Week: 11%  |  To Date: 24%

15. "Mama Mia" - Abba - Atlantic
    This Week: 11%  |  To Date: 16%

    This Week: 11%  |  To Date: 71%

17. "I Want You" - Marvin Gaye - Tamla/Motown
    This Week: 8%  |  To Date: 29%

18. "I'll Be Good To You" - Brothers Johnson - A&M
    This Week: 8%  |  To Date: 23%

19. "Let Her In" - John Travolta - Midland Int'l/RCA
    This Week: 8%  |  To Date: 16%

station adds this week

- CKLW, WXQI, WPIL, KLIF, WPXQ, KFRC, WMACK, WLEE, WURL, U-100, WSGN, KEKL, WDFH, KRKF, WGCL, WNCI
- WIFI, WMP5, KDDE, WSGN, WDBQ, KLEO, WAYS, WJET, WPGC, WCAO, KIOA, WLAC, WVBF, WDRC
- KJR, WIXY, KILT, WIFI, WNCI, WING, KRBE, KRIZ, KDDE, Z-93, KSTP, WDFH, WCCU
- WLS, WKRO, WUXQ, WLEE, WGL, WPEZ, KTCX, WCBQ, KDDE, KING
- WDGK, WMAK, WIFI, WPRO, WING, WMP5, KIOA, WGH, Y-100, KING, WBLI
- KJH, KYA, WIXY, KIMN, KILT, WJET, WERC, WBBF, WBBQ, KJOY, KRBE
- KGA, KISI, KSTP, WAPE, WJET, WPRO, WING, KRSP, WOKY, WIRL, WNCI
- WRKO, KSLO, WQAM, WHB, WDGY, KFRC, KIOA, WPEZ, KNUS, WAVZ
- WABC, KJH, WQAM, 99X, U-100, KTLK, WAPE, WDFH, Y-100, WDRC
- WSAI, WPIL, WMACK, WMP5, Z-96, WVBF, WJET, WGH, WGCL, WDRC
- CKLW, WPXQ, WAVZ, Z-96, WBVF, WCAO, WSGA, WKLO, WORC
- WPIL, WDBR, WIFI, KJOY, KTLK, WJET, WLEE, WCAO
- KLIF, KEEL, WJET, WBBF, WGLY, WAKY, WBVG, WDRC
- KBSA, KISQ, WSQX, WHHY, PGGC, WMP5, WSGA, WDRC
- WQAM, WKRO, WSQX, KSQX, WSGA, WSGA, WSGA, WDRC
- WQXI, KSLO, WDRQ, WSGA, WIRL, WCAO
- KJH, WCQL, WPZQ, WPXQ, KRSP, WORL

radio active singles

Looking ahead to the top 100

<table>
<thead>
<tr>
<th>Rank</th>
<th>Song Title</th>
<th>Artist</th>
<th>Label</th>
<th>Airplay</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>101</td>
<td>&quot;Married But Not to Each Other&quot;</td>
<td>Chris De Burgh - BMI</td>
<td>CENSE LaSALLE (Westbound/20th WT 5051)</td>
<td></td>
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<tr>
<td>102</td>
<td>&quot;America the Beautiful&quot;</td>
<td>Ray Charles</td>
<td>Ray CHARLES (Crossover 985)</td>
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<tr>
<td>103</td>
<td>&quot;Town Crier&quot;</td>
<td>William Randell - ASCAP</td>
<td>SCOTT KEY (Pyramid-Roulette P0002)</td>
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<tr>
<td>104</td>
<td>&quot;Johnny Cool&quot;</td>
<td>Chips&amp; — ASCAP</td>
<td>STEVE GIBBONS BAND/MCA 40551</td>
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<tr>
<td>105</td>
<td>&quot;You Got the Magic&quot;</td>
<td>George Jones</td>
<td>GEORGE JONES (MCA 45009)</td>
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<tr>
<td>106</td>
<td>&quot;Let It Shine&quot;</td>
<td>Light of My Life</td>
<td>LIGHT OF MY LIFE (Columbia 3-10338)</td>
<td></td>
<td></td>
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<tr>
<td>107</td>
<td>&quot;This Is It&quot;</td>
<td>Brothers Four/Jo Mc Coy &amp; BMI</td>
<td>MELBA MOORE (Buddah 510)</td>
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<tr>
<td>108</td>
<td>&quot;Let It Shine&quot;</td>
<td>Arlo Guthrie</td>
<td>ARLO GUTHRIE (Asylum 45009)</td>
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<td></td>
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<tr>
<td>109</td>
<td>&quot;The Lonely One&quot;</td>
<td>Tommy James &amp; The Shondells</td>
<td>SPECIAL DELIVERY (Mainstream MRL 55561)</td>
<td></td>
<td></td>
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<tr>
<td>110</td>
<td>&quot;Nutbush City Limits&quot;</td>
<td>Aretha Franklin</td>
<td>ARETHA FRANKLIN (Capitol/AT4269)</td>
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<td></td>
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ADD SAVORS OF ME ME ME... (CBS/12188) |
ADD HUSTLE ON UP (DO THE BUMP) | 733Y; TIMES: RICA PB 10811 |
ADD OPEN | 74; TIMES: RICA PB 10811 |
ADD IT'S COOL | 733Y; TIMES: RICA PB 10811 |
ADD YES, I'M READY | 24; TIMES: RICA PB 10811 |
ADD HUNGRY YEARS | 74; TIMES: RICA PB 10811 |
ADD RAINBOW IN YOUR EYES | 74; TIMES: RICA PB 10811 |
ADD SHARING THE NIGHT | 74; TIMES: RICA PB 10811 |
ADD BREAKER, BREAKER | 74; TIMES: RICA PB 10811 |
ADD PLAY THAT FUNKY MUSIC | 74; TIMES: RICA PB 10811 |


First Complete B'way Book Out

NEW YORK — "Candide," the first in a series of complete Broadway show books has been produced by Macmillan Performing Arts and published by Schirmer Books/MacMillan.

Until now, Broadway shows in print form included only excerpts of librettos and lyrics. The Macmillan Performing Arts series introduces music, instrument listings with orchestra personnel placement, stage directions, and color performance photographs printed on high quality coated paper stock. Also included in this edition of "Candide" is a foreword by producer/director Harold Prince.

The Macmillan Performing Arts 253-oage edition of "Candide" will retail in hard-cover for $35 and in soft-cover for $25. Publication date is July 1.

House Study

than NBMS. Damage is less, and UPS delivery speed rival the Postal Service. Many users are switching to UPS and other private mail services because they are faster and provide for post-office service, and the mail arrives in one piece.

The Postal Service plays down the amount of damage caused by its fancy and expensive equipment. Most of the items the subcommittee found in its tour of 15 bulk mail centers however, had clearly been damaged in the postal system. Despite postal assertions that most damage results from insufficiently wrapped mail, the committee chairman pointed to the evidence as "clear evidence that most of the damage was done to well-packaged items such as firm books and record book selections.

Damage Rate

Postal Service statistics are also suspect the mailbox survey. The Postal Service estimates a damage rate of one percent per year, or 10 million parcels annually.

But subcommittee members found 3.7 million pieces of damaged mail awaiting claims processing in the Chicago plant alone. Chicago receives 15 to 20 parcels each day for which thousands of crushed parcels were sitting in other plants, also awaiting claims processing.

Dissatisfied Employees

I don’t know of anyone outside the Post Office happy with the way it (NBMS) says. Gould. Even postal service employees are dissatisfied with the inefficient, and often dangerous, equipment. "No users like it," he says. "The buildings are paid for," he says, and we have to use them. But we have to reduce the amount of damage. Legislation to this effect is expected to come out of the hearings.

Think Tank

of A&M and a planner of this report thought back to the time of the Cornyn speeches last fall. That was the first time I thought it was relevant. I thought about it for a long time, and figured that the time was right to do this. We should find out what we should work on the project, in stead of individual companies. I called Cornyn, and Stan Gottikov, and said. Let’s get together and see if we can find some like-minded people to discuss how we can broaden the market.

The project was to try to make the market huge," Freisen emphasized. "And we’re really just taping the surface. And we have been doing that for the last couple of years. There are more good records available now than there are radio stations to play them — we must explore all avenues of distribution.

At the end of the twenty-two page RIAA report is a note from Stan Gottikov:

"200 GREAT LAUGHS — Renowned entertainer Bob Hope (left) and screen star Karl Malden (right) greet Cash Box president and publisher George Albert following the "live audience" recording of "America Is 200 Years Old... And There Is Still Hope," a Bob Hope bicentennial comedy. Editors of Records which will be released June 7. Malden makes a special guest appearance on the album as George Washington.

RadaDara, Daniels

Renew: Firm Moves

LOS ANGELES — RadaDara Music has renewed its publishing affiliation with Charlie Daniels, Daniels’ new material will be co-published by RadaDara and Hattaband Music, which is co-owned by Daniels and his personal manager, Jeff Sullivan.

RadaDara headquarters have been shifted from the east coast to Zuma Beach, California, and Ruby Mazur will continue as its west coast professional manager. RadaDara will be located at 29775 Pacific Coast Highway, Zuma, Ca. 90265. (213) 457-3804.

Exec. VP Don Rubin, Daniels

NARAS Re-elects Cooper As Pres.

NEW YORK — The trustees of the National Academy of Recording Arts and Sciences (NARAS) unanimously re-elected Jay Cooper as national president during its convention held over the weekend of May 14 at the American Theater. Also re-elected were Al Steckler as 1st vice-president and Sid Feller as secretary-treasurer.

Gottikov: "Unlimited reproduction and distribution of this summary is encouraged." The next phase of this three-part plan, according to Gottikov, will take place within the next thirty days. At initial summary has had a chance to be read. A project committee will be formed and convened.

The first step is over. The report, according to Pete Johnson is an "extremely accurate summation of what was discussed and transcribed. It covers virtually all the points that were brought up at the meetings." Gottikov’s emphasis on the all-industry aspects of the project was borne out in the initial stage according to Barry Bergman.

"Everybody at the meeting," Bergman remarked, "realized that this was a concept on Capitol’s needs of his company to the greater needs of the industry."

EAST COASTINGS — WINGPRINTS: The foot and hand impressions of Paul McCartney and Wings should be visible in cement at the entrance of the Peachtree record store in Atlanta. Previous visits of rock notables to the modern Grauman’s Chinese Theater record industry have included George Harrison, who had a "Harrison Handprint" ceremony at the Grauman’s Chinese Theatre in Hollywood. Tom Rush has thrown himself into the "Main Street Main Point" in Philadelphia. May 26 & 27. British trading rumors reports that John Mills will support Elton John on his next U.S. tour... Rumored that Return To Forever will announce additional national tour plans. The U.K. tours are not expected until the late fall or early winter as the band is expected to be busy recording and possibly will devote their time to individual projects. A critic in the Detroit News describes one of the onstage backdrops used by touring Bob Marley & the Wallass as "Meditative Rainbow." More).

OVERNIGHT SENSATIONS — Two new British groups currently receiving the biggest push from their respective record companies, Boxer on Epic and Natural Gas on CBS, are both releasing interlocked singles. "Dame" by Olivia Newton-John and Mark Clarke of Gas appeared on the second, unreleased-in-America album of an ill fated band named Tempest, led by veteran British rock/progressive drummer John Hiseman. The first Tempest LP, released in the U.S. on Warners under the Bronze Records logo, the single Clarke and guitarist Alan Holdsworth, who currently gigs with Tony Williams. Both Hiseman and Clarke were members of Colosseum, which developed from the Graham Band Organization, other former members of which in Jack Bruce, Ginger Baker andarticle, can be back in London England attempting to break Colosseum I, which released an album there some time ago.

IAZZ ON — Possibly the most fascinating new release on A&M/Horizon is "Ira" Sullivon, the first new recording in ten years by a little known multi-instrumentalist (all saxophones, trumpet, flute) who made a name for himself in Chicago, moving to Miami 10 years ago where he and a group of session musicians now play to local followers. A insensitive and intuitive, the creativity through Criteria Studios in Miami, where the lush and distinctive recording were made. Two $1,000 awards have been established in the name of Ralph G. Brown. A biography of music is in the works. The other, for a musician, is granted by the Concord Jazz Festival for a northern California winner. Ralph Towner’s ECM recording "Solfite," has been named record of the year by the "A" and "P" and by Prism. "Ira" Garbarek, also ECM artists, begins a U.S. tour the end of May... Congratulations to Arista’s Mary Lou Webb, for her faithful renditions of the diagrams representing suggested cuts for the airplay from Anthony Braxton’s "Creative Orchestra Music."... CBS/BROADWAY — 

Al Green records a song a day but at the moment. "Godspell" moves to the Broadhurst Theater on Broadway June 22, having racked up 2,100 off-Broadway appearances...

RICHIE WATTS — Have Hall 8. Oates have donated one-fourth of the revenues from their May 14 Cleveland appearance to the victims of a fire that destroyed over 25 homes in that city. Cleveland was the town where their RCA single "Sara Smile" was first to break... Meanwhile, we hear that Atlantic plans to release "She’s Gone" again... Chicago will be the site of an weekend at the Aladdin Hotel’s $10 million Theater for the Performing Arts in Las Vegas. July 8... Paddy Moloney, leader of Ireland’s Chieftains, remarked upon hearing the group would be invited to the city of Duke Bruce, Ginger Baker and John McLaughlin. Haslam is top ten player in her category in Britain’s three top music websites.

BICENTENNIAL NEWS — RCA Records has released "A Time For Celebration," a single produced by Van McCoy, which couples the talents of two vocal groups. The Choice Four and Faith, Hope & Charity... Chupei Music has acquired the publishing rights to "Happy Birthday America," co-published with Conpro Music. A single has been released on Conpro by Judy Stevens, the tune is Marie Chaisson’s... TV EXTRA — To air May 29 on WNEW-TV Don Kirshen’s Rock Concert features Janis Joplin’s Canned Heat, the main act.

I’M A BELIEVER — Arista Records will release "The Monkees Greatest Hits" on the Bell Record label. Included are "Last Train To Clarksville," "Daydream Believers," "I Won’t Be True," etc. The Monkees are appearing in concert, since the Monkees were on Coegens... but they’re all in the Columbia Pictures family... phil dimaro

POINTE MOUNTAIN — A& M DEPARTMENTS AND PRODUCERS: you might want to take note... in ten years of the "dark side of the Sun" project ...

"Blues In the Night" is one of the most celebrated albums to come out of the North Sound. It was out of this small coffeehouse that Al Jarreau broke. Al, of course, continues to race critical expectations with his most recent achievement emanating from his first European tour. The German Academy of Music in Berlin has awarded "Blues In the Night" its top heft of Vocalist of 1976. His competition? Bruce Springsteen and Melissa Manchester.

Maxine Seiler also works the Bla Bla, as do Chunky, Novi, and Eenie — an outstanding rhythm section!" Bla Bla Gal, candidate for 1976 "Best of the West," which includes scouts from A&M, Columbia, Elektra / Asylum, Arista and Warner Brothers. Chunky, Novi and Eenie play keyboards, viola and bass, respectively. In fact, that was Novi who played the lead bass part on John’s "Black hole. Hasn’t done much work on work and has toured with Frank Zappa. This band is hot, and although they’re being watched very closely, no deal has set yet. So get down to the Blas.

On going continued on pg. 42
Roy Clark Set For Bicentennial TV Show

NASHVILLE — Roy Clark will appear on "The Great American Celebration," a 12-hour syndicated bicentennial show to originate live from Ft. McHenry, Baltimore, Md., at 7 p.m. July 3 through 7 a.m. July 4 EDT.

"The Great American Celebration" will have its control center aboard the historic U.S. frigate Constellation with the live entertainment to be staged in the Ft. McHenry amphitheater before a live audience.

One hundred and fifty stations will be linked up to carry the event, according to Roy Clark's publicist.

Others participating in the program include Mary Tyler Moore, Helen Hayes, Michael Learned, Barry Newman, Marty Allen, Mike Douglas, Julie Harris and Jose Feliciano.

Hag & Loretta Chosen
Truckers' Favorites

NASHVILLE — Merle Haggard has been voted best country male vocalist and Loretta Lynn best country female vocalist in the Second Annual Truck Drivers' Country Music Awards, sponsored by Exim. The awards show will be hosted by Charlie Rich, winner of last year's award for best country male vocalist.

Haggard and Lynn have been nominated for several awards in the current CMA main event, sponsored by the country music association.

GRT Inks New Artists

NASHVILLE — GRT Records has announced the signing of George Hamilton IV and Gary Bukd to a special lease arrangement with RCA Limited Canada, which will call for GRT to have rights to their product in the States. The signing of the deal was announced jointly by Dick Heard, president of GRT Records, and Barry Haugen, manager of country product for RCA Limited Canada.

Both artists have product set for immediate release in this country.

Green Covers 'I.O.U.'

NASHVILLE — Garland Green has recorded an R&B version of Jimmy Dean's hit "I.O.U." which will be released by GRT Records. While in the new Wishbone Recording Studio in Muscle Shoals with producer Nelson Larkin, Green cut four songs, and negotiations are underway for an album deal.

Texas Records Formed

DALLAS, TEX. — Texas Records, a new record label with emphasis on the growing interest in Texas music, has released its first single, "The Effects Your Leaving Has Had On Me" b/w "Hello, Love" by Rebecca Jo Featheringill.

Dj copies have been mailed nationally and both Texas Records president Don Schafer and Ms. Featheringill are on a ten-city promotional tour.

Also signed to the label is Claude Gray, who is set to record with Rebecca in June for a duet release in mid-summer. Both artists are being produced by Schafer.

The company plans to open its own 24-track studio by late '76 and offer a total entertainment concept by spring of '77.

The studio will house a booking agency, management firm and publishing company.

Screen Gems Columbia Music and Schafer recently made a co-publishing arrangement and he currently has an independent production agreement with Capitol Records.

Texas Records is seeking interest for a major distribution arrangement and those interested should contact Don Schafer, P.O. Box 57291, Dallas, Texas 75207 phone (214) 526-8936.
5th SMASH SINGLE IN A ROW!
“Solitary Man” by
T.G. SHEPPARD

from the album
“Motels and Memories”
On Hitsville...
the new home of
Motown’s country hitmakers!

©1976 Motown Record Corporation
COUNTRY ROUNDUP

Don Williams will headlining his latest Los Angeles appearance June 1-3 at the Troubadour, with Red Steagall also on the bill. Williams' new ABC/Dot single from his "Harmony" LP is titled "Say It Again"... Jan Freeman is currently recording at Oklahoma City's Producers Workshop with producer Don Johnson. Jan records on the independent Jan-Mar label, distributed by the independent Alacy label. Richard "I Don't Have To Sleep Alone..." Capitol recording artist Ray Griff has just landed himself a #1 single in his Canadian homeland with the single "If I Let Her Come In," according to RPM Canada's national charts. Last May, on Capitol, she released "After Baby Let Me Down"... Ron Blackwood reports that Capitol Records has officially signed R. W. Blackwood of The Blackwood Singers to an exclusive recording contract.

Bill Martin and Phil Coulter, writers of Al's Bolt's new single "Family Man" on Cin-Kay Records, come from England, where they have written and produced many top songs. Among the hits in the U.S. they have to their credit are Elvis Presley's "My Boy," and Anderson's "I Told You So," which was a Euro-

view tour beginning Sept. 9. He will play military bases in Germany, Spain, Italy and Great Britain... Dave Burgess of Gene Autry's Republic Records, who was originator/and producer of the "Glen Avalon" label, and producer/distributor of the "Auty" label, has produced more than three million records, was in Muscle Shoals recently recording an instrumental group, The Champs with "Tequila." The lead sax of the current group is a replica of the original "Tequila" featuring the Otis Redding records, and who worked all over the world with the Bill Black Combo. On guitar is Larry Byrom, who was previously with the rock group Steppenwolf, and rounding out the group is the world-renowned Muscle Shoals Grass. Republic will release "Tequila" in late May.

Merle Travis is scheduled to record soon for his next Roly-Poly album... "Optimist" was also a top ten hit for Redd Foxx on his ABC label... finale to a live appearance at Mississippi State University, Collector's alma mater, in Starkville, Mississippi. Title of the album reflects a recent honor given Collector by MCA label president Mike Tillotson. Noting Collector's heavy work schedule and the fre- quency of his TV and radio appearances, Tillotson said, "When Collector designated Collector the official "goodwill ambassador" at stage ceremonies in Jackson, Miss., on a recent "Jerry Collector Day." A former fertilizer salesman from Jackson County, Miss., Collector had no smash hit with "Are You Sure About This," but the song has many coal mining/talk about a coon hunt... Don Gibson has signed with Top Billing, Nashville for exclusive representation. The award-winning songwriter/performer will appear in California in June, and has a new Hickory Records release entitled "Done My Time." The "You've Never Done It Before" album features Johnny Rodriguez, the leading R&B vocalist of today. Rodriguez' album is now hitting the stores with a vengeance. Rodriguez was recently seen in "The Cool One," a film directed by Ira Behr and produced by Sidney Luft. The film stars Robert Mitchum, Burt Lancaster, and Jane Fonda.

Music folks have been playing a different form of musical chairs lately. Billie Jo Spears just bought a Spanish home which belonged to her producer Larry Butler of United Artists Records. Butler then bought, and has moved into, Billy Sherrill's home. Sherrill, producer for Epic/Columbia labels, purchased a new home on Woodlawn Boulevard in Nashville... A lady in Hammond, La. sent $10 to Dolly Parton to aid in covering expenses on her new "Dolly" TV show, which is slated for the fall. The notes encased the money in a chocolate milkshake and wrote a note saying that a lot of "sunshine into my life... The Country Music Foundation of Colorado recently held a music fund benefit for Gary Courtney and Blackie Minor, well-known country music entertainers that have been stricken with cancer. Gary is well-known as a member of the famed Pappy Gatlin and Georgia Slim. Blackie is a member of the Country Music Foundation of Colorado since '69. Blackie has been in country music for over 34 years and is well-known for helping the steel guitar. Blackie and Gary are both members of Colorado Music Hall of Fame.

New York's leading country music nightclub will celebrate its third anniversary on the waters around Manhattan in a musical expedition called "CT. lunney's Bicentennial Boat Ride, Ban Dance and Birthday Party." The event, which is scheduled for Wednesday, June 23, from 7:00-11:00 p.m., will be held aboard the Circle Line's largest boat, with a capacity of 575 persons. Four bands and a variety of single acts will entertain, representing "country music" styles that range from 200-year-old English and Irish folk tunes to modern and progressive country music. O'Lunney's instituted a strictly country music policy in May 1973 and celebrates its anniversary with a big party each year... Joe D. Lucas, president of Commercial Distributing Corp., has signed a distribution agreement with the new 25th Street Records, an Aquarian Records owned subsidiary of the British family-run label. The new label is based in Macon, Georgia, and has released its first record, 'Singing A Happy Song,' by Larry G. Hudson.

Eddy Arnold autographed a special pet rock for Cin-Kay's Bolt at Las Vegas before their show. Cin-Kay is running a contest which involves winning a trip to L.A. More later... Billy Joe Shaver will be the Capricorn artist representative at the annual Willie Nelson 4th of July picnic to be held in Gonzales, Texas. Billy's first LP for Capitol is slated for May release, and is produced by Country Music Hall of Fame's Johnnie Wright... RCA (International Distributing Associates) has signed a distribution deal with Joker Records of Nashville. The first record to be released on the Joker label is called "The Evil Of The Race." Behind the song is Ray Clark, who was in Last year's first American Song Festival International Songwriter's Competition. It was chosen from a field of more than 60,000 entrants and was a finalist in the country division... Jerry Wallace, who is well-known in country music as "Mr. Smooth," has re-signed with long-time friend Ron Blackwood. Blackwood will be handling all of Wallace's booking and management. Wallace is booked through Showcase Talent Agency of Nashville... ABC/Dot Records reports that they have acquired a suitable CB handle... "I tried the 'songwriter' for awhile," says Jim, "but that didn't work. Then I tried 'Mudy Man' and everyone thought I was saying 'money man.' I knew that wasn't right."
### Country Radio Active Most Added Singles

<table>
<thead>
<tr>
<th>Song Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>Is Forever Longer Than Always</td>
<td>Porter Wagoner &amp; Dolly Parton</td>
<td>RCA</td>
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<tr>
<td>Vaya Con Dios</td>
<td>Freddy Fender</td>
<td>ABC/Dot</td>
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<tr>
<td>Love Revival</td>
<td>Mel Tillis</td>
<td>MCA</td>
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<tr>
<td>A Butterfly For Buckey</td>
<td>Bobby Goldsboro</td>
<td>United Artists</td>
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<tr>
<td>Save Your Kisses For Me</td>
<td>Margo Smith &amp; Warner Brothers</td>
<td>RCA</td>
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<tr>
<td>Here Comes The Freedom Train</td>
<td>Merle Haggard</td>
<td>Capitol</td>
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<tr>
<td>Negotary Romance</td>
<td>Tom T. Hall</td>
<td>Mercury</td>
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<tr>
<td>Solitary Man</td>
<td>T.G. Sheppard</td>
<td>Hitsville</td>
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<tr>
<td>So Sad (To Watch Good Love Go Bad)</td>
<td>Connie Smith</td>
<td>Columbia</td>
</tr>
<tr>
<td>That's What Friends Are For</td>
<td>Barbara Mandrell</td>
<td>ABC/Dot</td>
</tr>
</tbody>
</table>

**Listed below are songs being played on key country radio stations around the U.S. and have shown the biggest radio movement and/or response. This is not a sales chart.**

1. Lovin' Somebody On A Rainy Night                                     | LaCosta                                                               | Capitol                |
2. Here Comes The Freedom Train                                         | Merle Haggard                                                         | Capitol                |
3. One Piece At A Time                                                 | Johnny Cash                                                           | Columbia               |
4. You've Got Me To Hold On To                                         | Tanya Tucker                                                          | MCA                    |
5. Is Forever Longer Than Always                                       | Porter Wagoner & Dolly Parton                                         | RCA                    |
6. A Butterfly For Buckey                                              | Bobby Goldsboro                                                       | United Artists         |
7. Negotary Romance                                                     | Tom T. Hall                                                            | Mercury                |
8. Home Made Love                                                       | Tom Bresh                                                             | Farr                   |
9. That's What Friends Are For                                         | Barbara Mandrell                                                       | ABC/Dot                |
10. I Really Had A Ball Last Night                                     | Carmel Taylor                                                         | Elektra                |

**WNOE – TAMPA**

Is Forever Longer Than Always – Porter Wagoner & Dolly Parton – RCA

**WMOX – CHICAGO**

When Something Is Wrong With My Baby – Sonny Hayes – RCA

Golden Ring – George Jones & Tammy Wynette – ABC/Dot

That Which Friends Are For – Barbara Mandrell – ABC/Dot

**WNOX – NASHVILLE**

Golden Opie – Anna Murray – Capitol

Solitary Man – T.G. Sheppard – Elektra

Vaya Con Dios – Freddy Fender – ABC/Dot

Warm And Tender – Larry Gatlin – Monument

Here Comes The Freedom Train – Merle Haggard – Capitol

**WQK – PENSACOLA**

Love Is On My Shoulder – Lee & Jack McDaniel – RCA

**WQWK – COLUMBUS**

Ain’t No Good Thing Like You – Freddy Fender – ABC/Dot

**WQSE – JACKSONVILLE**

My Dream Woman – Sonny James – ABC/Dot

You’re The Thing About Me – Bill Anderson – RCA

**WQXK – ATLANTA**

She’s In My Heart – Dolly Parton – ABC/Dot

Quiet Village – Lynn Anderson – ABC/Dot

I Just Came To Say Goodbye – Bill Anderson – RCA

**WQYK – WASHINGTON, D.C.**

I’ve Forgotten More Than I’ve Remembered – Orbison – ABC/Dot

Here She Comes – Lefty Frizzell – ABC/Dot

**WQYK – MIAMI**

A Fool – Kenny Rogers – ABC/Dot

**KDFI – WICHITA**

Love My Love For Me – Margo Smith – Warner Brothers

**WTSF – DETROIT**

I’ll Be Home Next Saturday Night – Roy Orbison – ABC/Dot

**WBAM – MONTGOMERY**

Here Comes The Freedom Train – Merle Haggard – Capitol

**WSKI – KANSAS CITY**

Shopping With A Memory – Kathy Barnes – Republic

**KBPW – ALBUQUERQUE**

Good Thing About You – Bobby Lord – ABC/Dot

I’ve Got You (Across The River) – Lefty Frizzell – ABC/Dot

**KWOK – ST LOUIS**

Who’s On My Side – Lefty Frizzell – ABC/Dot

**WJKY – CINCINNATI**

I ’D JUST BE FOOL ENOUGH’ Mercury #73792 Another Super Single By – Faron Young

Written by: MELVIN ENDSLY

Exclusively on: MERCURY RECORDS

**PUBLISHED BY:** Acuff Rose

Personal Mgmt. & Booking: BILLY DEATON TALENT AGENCY

1300 Division Street, Suite 103

Nashville, Tennessee 37203

(615) 244-4259

May 29, 1976

33
THIS BEST SELLING ALBUM

DEALER REPORTS:

☆ "Very heavy sales"
☆ "One of the best selling albums we’ve had in two years"
☆ "All we have to do with this album is just display it and it moves"
☆ "Our sales have doubled"
☆ "A collector’s album that will sell all year"
☆ "A masterpiece that’s making money for us"
CONWAY TWITTY — Now And Then — MCA 2206

Same man, same talent — different showcase. This is also true of the background musicians who had contributed to and made "The Nashville Sound" A Composers' Corner. The theme is pure rock — "Now" is pure country. The "Then" selections are "It's Only Make Believe" (1961) "Danny Boy" and "Mona Lisa" and the "Now" side includes "After All The Good Is Gone," "I Got A Gotta Have Day," and "Should These Arms You Push Away," "At Least One Time" and "I Don't Feel Like Lovin' You." We loved him then and we love him now.

JON LEE — MCA 2194

On her first album, Joni Lee has included her hit singles "Don't Cry Joni," "I'm Sorry Charlie," and her current "Angel On My Shoulder." Other selections are "It Really Doesn't Matter Anymore," "I've Just Got To Know," "Playmates," "Baby Love," "Just Lead The Way," "San Francisco." Many of which will do well as singles. Two of our favorites are "Just Lead The Way" and "Baby Love." "Like WOW" — she's terrific.

ONE PIECE AT A TIME — Johnny Cash And The Tennessee Three — Columbia KC 34193

In his liner notes for this LP, Johnny Cash writes: "Like a favorite old shoe that you pull off and throw in the trash then find your new ones hurt your feet, wore them new ones all you could then ashamed the old ones up real good felt as natural as an old familiar street — like a warming April day and back again." In addition to his hit single "One Piece At A Time," he sings "Let There Be Country," "In A Young Girl's Mind," "Mountain Girl," "You're From Ohio," "Sold Out of Flappos," "Committed To Kirkwood," "Daughter Of A Railroad Man," "Love Has Lost Again" and "Go On Blues." 

A RUMOR IN MY OWN TIME — Steven Fromholz — Capitol ST 11521

Steven Fromholz is the latest in a long line of country artists to come out of Austin, Texas, and shows off both his singing and songwriting ability on this LP, which contains nine Fromholz compositions, plus John Sebastian's "She's A Lady." Backed by such sidemen as Doug Dillard, John Sebastian and Willie Nelson, Fromholz shines on "Blue Lines On White Linen," "An It Nice To Be Alone," "Late Night Neon Shadows," "Dear Darce" and "I'd Have To Be Crazy." Some cuts should see airplay on progressive as well as country stations.

SIDE OF THE ROAD GANG — Capitol ST 11526

Many sides of country combine in this LP to make up the new country sound which we predict will appeal to many listeners. Selections are "What Am I Don't Hangin' Round," "Hear That Whistle Blow," "Broken Hearted People," "Sittin' By The Side Of The Road," "Our" "You're In Dallas Got Hair," "Suitcase Life," "Runaway Heart," "Lovesick Blues" and "On A Honky Tonk Hardware Floor." Favorites are "What Am I Don't Hangin' Round," "Sittin' By The Side Of The Road." Mike Leech produced and executive producers are Paul Tannen and Don Shaffer.

FRUSCHAY CASINO — Ray Fruscheck — Casino C201

Blending country sounds with today's progressive beat, Ray Fruscheck has a sophisticated hand-clapping, foot-stomping style. We bag it "country mood music," and well worth the listen. Selections are "Let All Help The Cowboys," "Black Cloud Over Austin," "I'm In Love With You," "Lonesome Boy," "Mona Lisa," and "The" "Now" side includes "After All The Good Is Gone." "I Got A Gotta Have Day," "Should These Arms You Push Away," "At Least One Time" and "I Don't Feel Like Lovin' You." We loved him then and we love him now.

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O'Jays, Melba Moore

WESTCHESTER PREMIER THEATRE, TARRYTOWN, N.Y. — The O'Jays, one of the foremost exponents of the Philadelphia sound, kicked off this stage show to the Westchester Premier Theatre. Supported by the Backstabbers Band, they offered polished renditions of songs that have permanently secured their position as one of the major forces in contemporary music.

Santana, David Sancious

BEACON THEATER, N.Y.C. — With all the current hubbub over the crossover concert, it is easy to forget that Carlos Santana achieved early success bringing Latin and African rhythms to rock followers. Santana's latest incarnation includes old and new personnel, playing a similar mix.

Byron Berline & Sundance/Steven Fromholz

TROUBADOUR, L.A. — Lately it seems that every bar or concert venue in Texas, and Steven Fromholz is no exception. Fromholz has been a fixture on the Austin scene for several years and was a member of the group "Manassas," but has only this year begun to receive national attention. Now he has a new album, "Cayenne," which is a collection of his older songs as well as songs from his recent Arista LP "Sweet Surprise."

Eric Andersen

SCHOPENBURG HALL, UCLA. The young man repeated the three words to herself over and over: "Violets Of Dawn." Eric Andersen didn't play that one, much to the woman's disappointment.

Al Green/Jimmie Walker

SAHARA TAHOE LAKE TAHOE, Nev. — Sahara Tahoe stands amidst millions of pine trees and the largest alpine lake in the world. In this setting, a brilliant crystal blue surroundings were the perfect place to catch one of America's premier singers, Al Green.

Al Wilson/D.J. Rogers

This was the first time Al has ventured into the large casino showroom atmosphere and he succeeded in winning over the large crowd with his renditions of great R&B songs. Backed by his band and Quiet Elegance, Al looked very dapper in a black velvet suit. Naturally roses were on stage and Al threw them to all the lovely ladies in the opening night audience. The 7:00-R.M. plus attitude may have been a bit excessive, though, because Al's voice really hit those high notes. Just like the clean crisp air, Al's voice was clean, tight and razor-sharp.

Al Wilson/D.J. Rogers

INTERNATIONAL ROOM, BEVERLY HILTON, BEVERLY HILLS — "I've Got A Feeling" that Al Wilson is going to be a lot better known. At the culmination of a strong set by this Playboy recording artist recently at the Beverly Hills Hotel, a soul voice provided a constant get-down beat that complemented the backup instrumentals. Of course the best strict R&B stuff unfolded right in front of your ears. Wilson's success so far has been mostly from hits that haven't taken the nation by storm, but his versatility on his own and others material certainly allude to a big future for this talented singer.

Dr. Feelgood

BOTTOM LINE, N.Y.C.— Dr. Feelgood on Columbia and the Ramones on Sire are two recently signed groups that stand out with individual styles. Rock music is alive and well. Although the emergence of new groups and new sounds this year seem to be adding to the competition, it also seems that the sheer volume of new music that is released is making it hard for everyone. The competition is so strong that it is not even possible to mention everyone. Still, it is safe to say that the Ramones are the biggest new group of the year. Their first album "Rock 'n' Roll High School" was released in the middle of January and has already sold over 50,000 copies. This is a hard core group that has been around for a while, but has never received this kind of attention before. Their music is simple and direct, and is very popular among the younger crowd. The Ramones are a real phenomenon, and are sure to be a hit for a long time to come.

Dr. Feelgood's new album "San Francisco" is a continuation of their earlier work. The band has maintained their same style, and the album is full of great songs. The first single, "Satisfaction," is already a hit, and other songs like "I'm In Love With You," "I'm Tired Of Being Alone," "Let's Stay Together," and "Lookin'/Feelin' Good" have also been well received. The album is produced by Dr. Feelgood himself, and the sound is crisp and clear. The band's frontman, Dr. Feelgood, has a unique voice that is both powerful and smooth, and he is able to carry the songs with ease. The rest of the band is also very talented, and each member is able to contribute their own special touch to the music. Overall, "San Francisco" is a great album that is sure to please anyone who enjoys rock music.
**SOUL WAVES**

Chris Hall, program director at KATZ, crowned a lovely lady Miss Midnight Lady during the intermission of the Rare Earth concert last week. The lovely miss was selected through contestants sending in octures to the station. The mid-night lady also received a night on the town with Rare Earth following the concert. Plus their catalog of LPs.

Ernest James of WBXM said that his station is having a "Great Giveaway Contest" to the Caribbean for two. In addition the lucky winner will receive $500 in cash. Contestants have to send in postcards to the station. Names will be called out on the air. Those names will call in and they hear their names will be called for the drawing.

Dick Dawkins of WOKJ said his station has initiated a new community affairs program called "Open Line." John Pittman, news director for the station, discusses various issues concerning the community Monday through Friday from 7 to 7:30 p.m. WJLB in Detroit is having a "Beech-Nut Gum" contest. Each day canvassers go to various areas in Detroit. People who are seen wearing Beech-Nut buttons can win prizes of $1.

Bernard Miller of KNOK will be making a guest appearance on James Brown's "Future Shock" television show. Mr. B. will emcee the show.

Travis Gardner of KCHC called in to say that over $75,000 was raised for the United Negro College Fund during the station's telephonethon. On June 6, the station will be sponsoring its annual Street Festival. Travis said, "It's a big picnic with various exhibits, tents, and displays and so great entertainment." Stated for the event are JImmySee. Joe Travis, and Friends.

WVNO is having a Black Bicentennial celebration. Some of the questions are who was the first black lawyer in Milwaukee, etc. etc. Horace O. Kelly, program director of the station, said the questions are tough so those locks are taking with close to 200 people to a day in the twice an hour contest. The winners receive LPs.

continued on pg. 39

May 29, 1976
In June, the Stepsters are best remembered for their golden oldie "Ooh Ooh Child," when they were known as the Five Stepsters. This is one group to watch for. "Fit Fantasy," by the Blackbirds, were awarded gold LPs for their "City Life," at a recent party hosted by Fantasy for the group in Berkeley, California. J.B. Carmicle of Cash Box attended the party at His Lordship's a restaurant overlooking the Berkeley campus. Ralph's Ceramicos made the presentation. Donald Byrdrf founder of the group was also saluted. "Gabor Szabo has just been signed to Mercury. "Nightflight" will be his debut LP for Mercury and it will be released later this year. Buddy Miller's new single from Early Originals is one of the singles to keep an eye on. "Easy Lovin'" are currently in the studios with Bob Kirkland working on their new LP for Columbia Records.

David Ruffin goes back on the scene with a new LP and single entitled "Everything Is Coming Up Love." Van McCoy also produced this one for Da... It's hot, hot, hot. Speaking of another ex-Temptation, Eddie Kendricks also has a new hot single out entitled "Get It While It's Hot." The Crusaders are currently recording for their fourth tour of the world. The group plans to spend the summer touring in Europe. They hope to release their LP in October to coincide with the world tour. The Doobie Brothers, working with the Starlite R&B charts with their single "Take It To The Streets," were recently awarded a gold LP for their album of the same name. The Doobies have already had three platinum LPs. Four of their singles have been in the Top 10 on the charts. They are currently recording a new LP, which should be released soon. The group is expected to tour throughout the summer. The group's next single is expected to be a hit. "Where You Gonna Run To Lady," by the Doobies, has already reached the Top 10 on the charts.

Two of the four members of the Quietest Way Out are school teachers. The group is currently recording an LP in Philly for the Groove Grove label. The group is very close to platinum status with their Casablanca LP. "Mothership Connection." The Brass Construction has just signed a new contract with the town last week. United Artists threw them a lovely party before their Vox show. The group razzled and dazzled the crowd as everybody got themselves together to the straight ahead disco beat. The guys made by the Cash Box offices the next day to ask "Randy Muller said the group has been together since the fellows were in junior high school. They are the kind of gigs that we'd play anywhere and at any time. Once we were paid $25 for a dance and another time we played for sandwiches." Their LP went gold seven weeks after released but they now the group was just as thrilled at how fast it happened. Currently the group is shooting all of the Bay Area shows and plan to work their way back east. Their next single from the LP will be "Love." Randy Muller said that "Movie" came together in the studio: "We had the basic idea for the song and while the rhythm was being laid, I got the idea into my head that the jack said 'Get Myself Together.' It just seemed to fit." Other members of the Brass Construction include Larry Payton, Wade Williamson, Sandy Billups, Michael Grudge, Wayne Parris, Melodie Price, Jesse Ward Jr., and Joseph Arthur Wang. Jeff Land produces the brass along with the B.T. Express. Jeff brought with him another side of something that looks to be exciting. The artist is named Mark Radcliffe. The sides Radcliffe played were bad. "Ain't Nothing But A Party" and "If You Can't Beat Em, Join Em." Sound sensational. Mark will be on UA and this product should be out shortly.

Al Coury, president of RSO Records, was in the office last week and told CB that Barry Mann signed a contract to the label. They will be coming around the middle of June entitled "Street Singin'." Coury said that the tune is a take-off, reminiscent of the great female singing groups like the Chiffons, Ronettes, etc. That's all!
Cotillion Records is only one month old and already has two hit singles with bullets across the board:

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Billboard</th>
<th>Cash Box</th>
<th>Record World</th>
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<tbody>
<tr>
<td>Luther</td>
<td>“Good For the Soul” Pts. 1 &amp; 2</td>
<td>31</td>
<td>50</td>
<td>48</td>
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<td></td>
<td>Produced by Luther Vandross</td>
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<tr>
<td>Margie Joseph</td>
<td>“Hear the Words, Feel the Feeling”</td>
<td>61</td>
<td>58</td>
<td>49</td>
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<td></td>
<td>Produced by Lamont Dozier</td>
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Cotillion Records. You ain’t heard nothin’ yet!
Another event to watch for potential talent is the upcoming Garden Theatre Festival which will touch down on Bannsfield Park, 4800 Hollywood Blvd for 21 days. July 2-25. One of a series of such happenings up and down California, this year’s festival will feature a cast of thousands, including some of the best talent from around the country. The festival is sponsored by the Foundation of Performing Arts, and is expected to be a major drawing card for the area’s entertainment scene.

**For The Record**

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**R&B Ads**

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Allied Hosts National Distrib. Conv.


Among the new games unveiled at the festivities were the outstanding "Daytona 500," one of Allied's first "major new games for 1976," and the exciting "Thunderbolt," a 4-layer pin game. Also shown were the "Boogie" pin game and the "Spirit Of 76" tennis and pin cocktail table as well as Allied's "Astro Print," computerized pinball machine. Ron Hallburton, executive vice president-engineering of Allied, officiated at the presentation of the new equipment.

As master of ceremonies during the two-day conference, Arnold A. Fisher, firm's national marketing director, introduced various members of the Allied organization seated at the head table and led the distributor assembly in a special tribute to David Braun in celebration of his 68th birthday. Braun, a veteran of more than 35 years in the coin machine industry, has been chairman of the board of directors and chief officer of Allied since its incorporation in 1966.

Board chairman David Braun, Gil Kuf of Empire International, Marshall Cohen of Rowe International and Allied's president Robert Braun (left to right) surround the new Daytona 500. Lining the banquet room in commemoration of the 68th birthday of board chairman David Braun who was visibly touched by the gesture. Sharing the happy occasion are Mrs. David Braun and Allied's vice-president Robert Braun.

Mr. and Mrs. Dan Perrotta of All Coin Equipment/San Antonio, Tex., observe as their portraits are "printed out" on the "Astro Print" computerized pinball machine. The machine accommodates one to three people at a sitting on an upholstered fiberglass bench located in front of a console housing two television monitors and a television camera. The machine operator focuses the television camera on the subjects in the image on an electronic computer type high-speed printer which prints out combinations of letters, numbers and other symbols, resulting in a 14" x 14" photo portrait.

Another special highlight of the convention was the presentation of plaques to national distributors in recognition of their respective years of service with Allied. In this photo, Alan Bruck of Banner Specialty Co. (Phila., Pa.) accepts his six-year plaque signifying meritorious achievement as an Allied distributor, from David Braun. That is Arnold Fisher at the podium. In addition to this presentation, and a candlelight buffet dinner, guests were treated to live entertainment and a special film presented by representatives of Japan Air Lines, to launch the special "Travel Around The World With Allied" sales incentive program.

Mutual congratulations are in order as the birthday celebrant David Braun extends good wishes to the Bтеляments — (left), Leah and Al of C.A. Robinson, who recently marked their 40th anniversary in the coin machine business.

Gottlieb Service Schools Attract Heavy Attendance

CHICAGO — In late 1975, D. Gottlieb & Company started a series of service schools and to date the sessions have been among the most heavily attended in the industry.

The program designed to meet the industry's growing need for technical specifics in the servicing of amusement machines is comprised of individually held sessions illustrated with a two-part Bally Contest Offers ‘Capt. Fantastic’ Prize

LOS ANGELES — A new "Captain Fantastic" pinball machine which has just been designed and readied for the American market by Bally Manufacturing Company, will be the grand prize in a national contest co-sponsored by MCA Records and Bally. The contest which begins this month is being run to coincide with the release of Elton's latest album "Here And There."

Special displays featuring the entire Elton John catalog have been prepared for in-store use with full contest information and entry blanks. No purchase is required to enter.

All entries must be received before Aug. 31 and the winner will be determined in a random drawing from entries on Oct. 1, 1976. Employees and the families of MCA Records Bally Corp. and affiliated companies record wholesalers and retailers and their advertising agencies are not eligible.

COINCO Names Douglass Nat'l. Sales Manager

ST. LOUIS — James Douglass has been named national sales manager by Coin Acceptors, Inc., according to Claude Trieman, president. Based at the company's St. Louis, Missouri, headquarters, Douglass will oversee the sales and service operations of 27 branch service offices in the United States and Canada. Coin Acceptors, Inc., manufacturing under the brand name "COINCO" is a leading manufacturer of electronic and mechanical coin mechanisms for the vending industry. Prior to being named to his new position, Douglass was...

continued on pg. 44

The lights are dimmed as Ruthie Rosenzign ignites the candles on the huge birthday cake wheeled into the banquet room in commemoration of the 68th birthday of board chairman David Braun. The driver car is controlled with a steering wheel, 4-speed stick shift and speed control foot pedal. Model has all solid state logic and sound.

Skraywar is now available from your authorized Mirco distributor.
Ramtek Forms Games Division

SUNNYVALE — Chuck McEwan, president of Ramtek Corporation, announced the formation of a games division: Ramtek Olympic Company, to function exclusively in the area of production and marketing of coin-operated amusement equipment.

Mr. (Mike) Moscarello was appointed president of the new division and Chuck Arnold is vice president of marketing.

Mr. Moscarello comes to Ramtek with very significant experience in the video field. He was president and chief executive officer of IVC (Int'l Video Corp.), a manufacturer of TV studio video equipment and, prior to that, served as vice president and general manager of the Video Division of Aero Neutronics (Philo Ford).

Ramtek is currently concluding production on the very successful "Trivia" and preparing to ship its newly released "Hit Me" which is an exciting new "multi-game" fashioned after the familiar "21" card game. Chuck Arnold indicated that the recently premiered "Sea Battle" video upright will be scheduled for shipment to two or three weeks.

Ramtek Olympic is operating out of the firm's 292 Commercial (Sunnyvale) address. Phone number is (408) 738-4422. A special toll free number (800) 538-1733 has been installed for the convenience of Ramtek distributors and customers.

$25,000 Budweiser Int'l. Fussball Tourn.

ST LOUIS — Fussball players from throughout the world will gather at Stouffer's Riverfront Towers this city on June 10-12 to compete for singles, doubles and mixed doubles honors in the $25,000 Budweiser International Fussball Tournament.

Official table for tournament play will be the "Budweiser 76" model (purchased in the accompanying photo) which is manufactured by Leisure Sports Systems, Inc. of Garland, Texas. It is expected that, depending upon the number of entrants there will be approximately 50 to 60 of these fussball tables in simultaneous use during the preliminary stages of the tournament virtually filling Stouffer's massive Grand Ballroom.

"It is particularly appropriate that we inaugurate the tournament in this the 100th anniversary year of Budweiser," said a spokesmen for Anheuser-Busch Inc. "The Budweiser International is an indication of our recognition and support of the growth of this unique indoor skill-sport and we hope it becomes an annual event with an ever larger purse.

Prize money for the tournament will be allocated as follows: singles $7500 in total purse (champion wins $3000); doubles $15,000 in total purse (champions win $6000); mixed doubles $2500 in total purse (champions win $1000).

City Council Okays
Pins In NYC Bill
Awaits Mayor's Sig.

Pins in the big city: The New York City Council on Monday (May 24) voted unanimously in favor of legislation introduced by Commissioner Alfred E. Smith that would make it legal to install pinball machines and similar games in the city. The bill, which has been introduced by Assemblyman Frank E. O'Connell, D-Manhattan, was immediately sent to the Mayor's office for a decision.

New Coin
Counter/Packager

The model 128 coin counter/packager produced by Cummins-Allison Corp. of Glenview, Illinois, counts and verifies up to 1800 coins per minute and automatically stops when the preset count selected has been reached. A simple press of the re-start button will start filling the next tube. The unit can also package eight rolls per minute according to the firm. Further information may be obtained by writing Cummins-Allison Corp., Automated Coin Systems Division, 800 Waukegan Rd., Glenview, Ill. 60025.

Bally Slots Win
In Monte Carlo

CHICAGO — Societe de Bans which operates the famed casino in Monte Carlo and the equally renowned Cafe de Paris recently announced that after several life-testing slot machines of various manufacturers for almost a year, Bally machines were the only machines which complied with all desired standards including the security standards required by modern casino operation.

As a result of the tests, according to Bally officials, the Bally machines are the exclusive choice for permanent installation in the casino.

The Societe further announced that during 1976 planned extensions to the Cafe de Paris will be affected to permit additional slot machine operations.

COINCO Name Douglass

COINCO's national sales manager for COINCO's south central region,

Douglass joined Coin Acceptors' HR electronics division in 1968, as an electrical engineer designing electronic coin changers. He was transferred to Coin Acceptors' corporate organization in an executive capacity and was later named production control manager. After serving a year in that capacity Douglass was promoted to purchasing manager. A year and a half later he was assigned to Coin Acceptors sales division and was named manager of the St. Louis sales and service branch office. A position he held until his advancement to regional sales manager in 1975.

Douglass resides in the St. Louis suburb of Creve Coeur, Missouri, with his wife Linda and three children. He is active in his children's school parent-teacher organization and enjoys fishing and playing racquet ball, volley ball and basketball as hobbies.

Royal Flush' 4-Player New Gottlieb Pin

CHICAGO — D. Gottlieb and Company is currently introducing its newest 4-player pinball machine called "Royal Flush" patterned as the name implies after the popular four of a kind in the card game. It is being marketed with the slogan, "C4SHBCKdition." The Royal Flush machine features a new game in which players can double the bonus scores up to 30,000 points. In addition, scoring can be advanced 3000 points when the three "Joker Sequence" is activated. Three targets and three rollovers score "Jokers."

The Royal Flush is encased in a very eye-catching cabinet adorned with illustrations in red and black depicting the various suits of diamonds, spades, hearts and clubs as well as the traditional picture cards. The playfield and backglass designs further amply the theme in bold, colorful graphics.

Rock-Ola Stars Nova Exhibit

Novel Apparatus prominent importer/distributor of coin-operated machines in Europe, devoted a major portion of its impressive exhibit during the recent DAT/ima 76 Exhibition in West Berlin to a display of the newest Rock-Ola phonographs. As revealed in the accompanying photo, Nova Apparatus's extensive display included the very outstanding new model 464, with its neon-type red, white and blue colors, as well as the Rock-Ola model 456 furniture-styled console and the new compact model 461. In addition, the exhibit also featured Rock-Ola's dynamic Quadrophonic sound system.

This pictorial exhibition, which is held nationally, is enjoying increasing popularity in the German coin machine trade.

The association of Alfred W. Adickes, Nova Apparatus president, and Rock-Ola Manufacturing Corporation dates back to 1932, and, since 1953, Nova Apparatus has played a significant role in Rock-Ola's becoming a leading exporter of coin-operated phonographs.

Bally Slots Win
In Monte Carlo

CHICAGO — Societe de Bans which operates the famed casino in Monte Carlo and the equally renowned Cafe de Paris recently announced that after severely life-testing slot machines of various manufacturers for almost a year, Bally machines were the only machines which complied with all desired standards including the security standards required by modern casino operation.

As a result of the tests, according to Bally officials, the Bally machines are the exclusive choice for permanent installation in the casino.

The Societe further announced that during 1976 planned extensions to the Cafe de Paris will be affected to permit additional slot machine operations.

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upright
and
cocktail table
also
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don't wait for next month to get your
COIN NEWS — get it EVERY WEEK

In CASH BOX

May 29 1976
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It promotes more play on the phonograph.

Ask your Rowe AMI distributor for a demonstration.
CALIFORNIA CLIPPINGS

Pico Indoor Sports, only two years in the business, has expanded its quarters from 10,000 to 16,000 square feet. According to Chris Loumaksis, president, the additional space gives Pico Indoor Sports one of the largest showrooms in the area. The first phase of expansion four months ago saw the conversion of an office into a fully equipped soccer field, another center going up. "I'm excited," this Chris said, "because I'll take everybody's machine and fix it even if they didn't buy it from us."

Pico Indoor Sports began as a small home games oriented firm. They now have various coin machines and have expanded to a 14 machines. "It's very successful," this Chris said.

THANK YOU Jim Schweb, director of marketing for Digital Games Inc., for the informative tour through Digital's facilities. It was nice speaking with Jim and Bill Prat, president of Digital Games Inc. A series of four in-depth visits is underway. ANDREW.

EASTERN FLASHERS

On Thursday, May 13, upwards of 40 persons were on hand at the See-North Dist. Inc (Albany) premises to attend a Williams service school conducted by the factory's field engineer Leonard Nakielny. Nakielny noted for his thorough, well-explained, and entertaining approach. A new service school features sessions with particular occasion was no exception, as Bill Prat told us. Subsequent sessions were slated for the Buffalo and Syracuse branches. Elevated to the Williams firm, Seaborg's field engineer Bob Zeising conducted a thorough, well-explained, and entertaining approach to the machines held at C.A. Robinson & Co. One of the more frantic game grabbing promotions was held at C.A. Robinson last week. Pat Karns and Ken Anderson from Fun Games, Inc., were in Los Angeles with postcard, buttons, and T-shirts supporting their 4 player game with the slogan BI PLANES 4 EXPLOSION 1976. It goes without saying the C.A. hospitality was naturally superb.

MILWAUKEE MENTIONS

OUR SINCERE WISHES for a speedy recovery to Dennis Jacomet, son of Red Jacomet, Red's Novelties in Milwaukee. Dennis has been ill and hospitalized for the past 28 weeks, but Red tells us he is now showing some improvement. Even tho' his son's illness has been taking up much of his time, Red did tell us that collections seem to be holding up pretty well, and everyone was working very hard getting new equipment out and seen. Tell us that things are in shape for the upcoming summer season.

ASSOCIATION NEWS: Don't forget — the Music Operators of Minnesota will be holding their annual meeting in Minneapolis, June 4-6. Any Wisconsin operators planning on attending should keep those dates in mind.

SPOKE UNEXPECTEDLY with Pat Sinberg of Radio Doctors in Milwaukee. He told us that the stork had finally landed at her sister's leaving behind a new baby on April Fool's Day. We asked about the baby when she returned to the office. She said "I don't know, but my husband is still telling everybody that she had in stock."

State Association Calendar 1976

June 4-6: Music Operators of Minnesota, annual conv., Radisson South, Minneapolis.
October 16-18: Music Operators of Virginia annual conv., Hyatt House, Richmond.

HOUSTON HAPPENINGS

Edward Arway, co-owner with younger brother Tommy (Tommy) Arway American Music Co. (2102 Leeland, Houston) recently went into semi-retirement. Tom Arway now acts as executon. Tommy, 29, has been in the American Music is in its 51st year of operation here. Edword founded the organization and has been in there in all the way. Another outstanding feature of American Music is a sugar attractive and pleasant setting in which people should not be suffering from boredom. And therefore, the whole setting includes two new, latest model Seeburg phonographs. Prominently displayed are phots of first locations, employees, transportation service vehicles and much more. Enjoyed always very pleasant visit with those of the owners of long established Jesse Herrera's Amusement Co., in office of his firm at 1719 Gentry St. Houston. While there, met his oldest son Luis Carlos Gonzalez. The tall, slender youth was occupied with duties connected with amusement firm. Silver Fox Record Co. (1121 Gentry St. Houston) recently signed two of their labels to be established big companies here. The company has changed to one stroboscope service. Roland Rogers is founder and owner of the company. Recently had the pleasure of meeting internation Adrian Kaplen. We spent pleasant time of conversation. Enjoyed an enjoyable visit with H.W. (Pappy) Daily, founding partner and now president of H.W. Daily, Inc. Houston. The organization is and has been for years, probably most widely known in the area. He's baseball cards and is among those as to knowledge of the game. Pappy together with many, many other local fans, is not pleased with Bob Prince, as radio announcer for Houston Astros (AFL). Looking closely at addition to Astros radio and TV announcers.

Next publication of Houston Happenings hopefully will include details of Music Operators of Texas Convention at Rice Hotel, Houston, scheduled for May 21-23, 1976.
## Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 6565 Sunset Blvd., Hollywood, Calif. 90026

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### Classified Ads Close WEDNESDAY

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**Country Add**

**KIM** - MIAMI

Herman Hugh Love - Tom System - Tony
Ralph Wakefield: The Rodney National anthem - Vernon
You Keep Your Knees For Me - Margo Smith - Warner
Gaston Ring - George Jones & Tammy Wynette - ABC
MacAffer's Hand - Cal Smith - MCA

**KNOX** - KANSAS CITY

Love Revival - Mel Tee - MCA
Pretty Lies - Sherry Bruce - RCA
Sloppy Love - BBE In Street - Capitol
Solitary Man - T.G. Sheppard - Hillside
Forever Longer Than Always - Freddy Fender - ABC/Def.
In Some Room Above The Street - Gary Stewart - Columbia
One Number - Billy Swan - Monument
Sherry Man - Conway Smith - Columbia
Rudolph Cowbody - Lynn Anderson - Columbia
Where Have I Been Since Old Guitar - Hank Snow - Columbia
The Sweetest Thing - Dot/CO

**KENT** - HOUSTON

To Me - Edna-Betty - Elektra
Sloppy Man - T.G. Sheppard - Hillside
Your Knees For Me - Margo Smith - Warner
Brother

**WPHO** - ATLANTA

Can You Hear Those Promises - Rex Allen Jr - Capitol
When Is Something Wrong With My Baby - Sonny James - Columbia
I Really Had a Ball Last Night - Carl Collins - Capitol
T For Texas - Tompall - Polydor
Forever Longer Than Always - Porter Wagoner & Dolly Parton - RCA

**KLCG** - LOS ANGELES

Have You Heard The Freeway Man - Marie Osmond
If Forever Longer Than Always - Porter Wagoner & Dolly Parton - RCA
Loven Somebody On A Rainy Night - La Costa - Cap
Negro Romance - T. Hall - Mercury
When Something Is Wrong With My Baby - Sonny James - Columbia

**WJOY** - JACSONVILLE

Save Your Kisses For Me - Margo Smith - Warner
Brother

**WIRE** - INDIANAPOLIS

Robert White - Capitol
Butterfly - Shirley Bassey - Columbia
Daddy - Joe Stampley - Epic
When The Truth Comes To Light - Joe Stampley - Epic

**WITL** - LANSING

Love Revival - Mel Tee - MCA

**WDBO** - TAMPA

Country Add: St. Louis

**BIBLO JET SIGNED TO ROUETTE** - Bibo Jet has been signed to Roulette Records, coincident with the release of their first single on the label. "Love Is What We Need" Pictured above at the signing are (standing) to r: group members Francesca Renal, Alfredo Pires, Pene Shehan; Roulette records president Morris Levy, Panama Watson and Willie Colón of the group. Manager John Gomez and Dante De Lemos seated (to r): Lourdes Ramirez; Pyramidal Records' president and Roulette Records' general manager Dennis Canin, and Geni D'Guilio.

**HEATH LEVY AND MCA MUSIC JOIN FORCES IN AMERICA** - In a joint undertaking, Sal Chantia, president of MCA Music, Geoffrey Heath Levy and Ed LeVey, have launched Heath Levy Music, Inc. The company will run within the framework of MCA Music in New York, Los Angeles and Nashville.

Heath Levy Music, Inc., will represent in the USA, the catalogs of the British company including GTO's publishing as well as acquiring other British catalogs for the USA and the development of local talent. Left to right Geoffrey Heath, Eddie Levy, Sal Chantia.

Rankin 45 Released; Return To N.Y. Set

NEW YORK - Kenny Rankin, whose newest single "Creepin'" has just been released, will return to New York's Bottom Line for three nights July 9-11 after selling out a similar three night stint earlier this year Rankin is currently working with producer Michael Stewart, while Little David Records plans to reissue his "inside" album.

May 29, 1976
British Publishers Gain Mech. Copyright Collection

21st Full Control Since 1911 Copyright Act

LONDON — The Music Publishers Asso- ciation has won a full control of the Me- chanical Copyright Protection Society at a total purchase cost of about $30,000 for the song files. The new managing director is Bob Montgomery (previously with Chappell Ltd.) and former BMG head Norbert Bobrowski and Bert Pratt have been retained as consult- ants. Commenting on the new MPA director, Dick James said: “For the first time since the 1940’s, a British U.K. copyright owners will have full con- trol of their collection of mechanical royalties. The importance of this was reflected by the large turnout at the meeting.”

DJM Records has signed two deals with CBS in Holland. The first gives the CBS plant in Holland complete rights to the manufacture of DJM Records for the whole of Europe, including labels. The deal was negotiated by Stephen James and Nick Hamilton managing director and group business coordinator for DJM respectively, and Peter Bowwens for CBS in Holland. The second agreement is for distribution of DJM product in Holland whereby DJM will select re- leases for the Holland territory. Market- ing, promotion, sales and distribution will be undertaken by CBS in Holland. This deal was negotiated by Stephen James and Nick Hamilton for DJM and John Vis.

Chas Chandler: Barn Records

LONDON — Chas Chandler has set up his own label, Barn Records, to release other rec- cords. Chandler’s current publishing company is known as Barn Music, and acts appearing on the new set up will be Slade, Brian Parsh and Medicine Head. Last week Chandler flew to Hamburg and signed a world-wide (excluding the USA), distributing and manufacturing deal with J. Dieter Bilersbach, senior vice presi- dent of Polydor International. This new deal replaces the existing agreement for Slade which was due to end at the end of the year and covers all product on the new label. Chandler started life in the music business by selecting and placing the Animals, and then went on to manage the legendary Jimi Hendrix, and after his death, Slade. Chandler’s first release on the new label will be an album from the celebrated Animals.

Co-founder of London Records and former B.B. and B.C. industrialist, John Roberts, has set up Barn Records, a new independent label. He has signed the Animals’ frontman, Chas Chandler, as managing director and Paul Tessier, as business affairs manager, for CBS Hol- land.

Geoffrey Heath and Eddie Levy’s new company, Heathley Music has an- nounced that in the future they will handle the publishing interests of GTO’s music publishing throughout the world. This follows the news of the agreement with Black Stien Music for negotiations were conducted by Heath and Levy for Heathley and Dick Lehey, Keith Potier. The agreement is for handling the new GTO managing director Lehey said: “this is an ex- tension of a very successful working relationship which has been built up over many years. Now that GTO Records is highly structured worldwide, I see this as the point to be able to develop our publishing strength.”

AUSSE Radio Launch — To celebrate the launching of radio station 87/2GB into its new rock format. Phonogram Records held a party for on-air and managerial staff at the Royal Courts in Westfield Towers. Also present were representatives from public radio stations as well as all local artists who were available on the day. Telephone calls from overseas artists such as the Osmonds were received during the party offering congratulations. Local artists adding color to the occasion were Sebastian Hardie, G. Wayne Thomas, The Excitewhites and The Silver Sticks, who has just contracted to Phonogram. From left to right: Grant Goldman (87/2GB), Rock Lockington (87/2GB), Mario Matti (Sebastian Hardie), Peter Plassic (Sebastian Hardie), Vince Lovegrove, Tim Webber & Barry Bissel (87/2GB).

Price Cutting Common Says The Agency’s Cottini

TORONTO — The Agency is the latest entry into the Canadian booking agency field. The agency is being set up by Dave Bluestein and Tim Cottini, both formerly with Concert 376 in this city. With about five years professional experience with many rock bands and field and additional experience in con- cert promotions and band management, the two have been working with Concert 376 and set about building up a personal hard-hitting national booking agency that attempts to work with a few select artists and build their bookings for the future. “There is always a certain amount of backgifting among agencies,” Blue- stein points out, “we were determined to have our hands full tak- ing care of our own operation.”

Cottini claims that “in the business of cutting on acts that haven’t signed exclusively to one agency is a fairly common practice and asserts that “when an agency is sup- plying acts to a club manager, the then agent’s interest is with the club more than with the band. Both Cottini and Bluestein are in agreement that we must be more involved since we have our hands full tak- ing care of our own operation.”

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Moon Award To Somers At 8th BMI Cananda Dinner

For Outstanding International Contributions

TORONTO — Toronto composer Harry Somers was this year’s recipient of the Outstanding International Contributions to Canadian music award at the 8th Annual BMI Canada dinner.

The award, named after BMI Canada’s founder and managing director, car- ries with it a cash prize of $500. Moon has been active in the Canadian music industry for the last 27 years and remains a consultant and member of the board of BMI Canada.

The citation to Somers was based on his participation in World Music Week celebrations in Canada, a public affair attended by representatives from 44 countries. Delegates at that time had the opportuni- ty to hear not fewer than four major works by John Williams and Ding Raye Trio- Violin commissioned for and performed by Yehudi Menuhin, and the opera “Luis Riel.” Subsequent to World Music Week celebrations, BMI Canada asked for further information on the composer and his work.

Bicentennial Effort

The Canadian Opera Company’s pro- duction of Giacomo Puccini’s “Tosca” was billed in Washington as part of Canada’s contribu- tion to the U.S. bicentennial. This per- formance was recorded as a joint effort of the Canadian Broadcasting Corporation (CBC) and the U.S. Public Broadcasting System. “Luis Riel” was broadcast across Canada especially for the opening of the CBC-FM stereo coast-to- coast network; the longest of its kind in the world. The recording was distributed to the more than 120 stations of the Public Broadcasting System. Somers “Gloria” was also performed at Kennedy Center as part of the bicenten- nial celebrations.

It is interesting to note that the index of recordings produced and distributed by Radio Canada International around the world consist of Canadian music — more works than by any other Canadian.

Dual Winners

Composers honored for their popular songs at this awards included a number of dual wins, and also two certificates of honor for each of their con- tributions to Canadian music were Myles Goodwin of April Wine (“Cum Hear the Band”) and “I Wouldn’t Want to Lose Your Love”); Domenic Troiano and Burton Cummings, members of the now disbanded Guess Who, for “No One Like You” and “Dancin’ Fool”); Ken Tobias (“Run Away With Me”) and “Lady Luck” and Randy Bachman of BTO, the group that walked away with three Junos this year (“Hey You” and “You Ain’t Seen Nothing Yet”.

Other Juno winners recognized by BMI for their composing were Hagood Hardy for his hit “The Homecoming”, The Walker Brothers, for production of songs for the tune “California Lady” written by Peter Gray, who was also hon- ored, and The Kinks (Cahier) for his hit “Can You Give It All To Me.”

Regional Awards

Toronto winners included Tim Daniels, Mike Noonan, Kevin Pate, Bob Grady. From Montreal, those honored in- cluded Gilles Valletta, Luke Gagnon, Jean Robitaille, and Jean-Pierre Man- ses.

Western Canadian honorees included Bob Ruzicka, Dick Damron, Harlan Smith, and Danis Grady. From Vancouver, there was Terry Jacks, Bill Henderson of Chilliwack, Fred Turner and Bob Bach- man of Bachman-Turner Overdrive, and Jake O’Dell.

Warren Barbour and Bill Gauvreau of the Ottawa group Octavian were hon- ored, and Dick Telford of Gowan (Ont.); David Bradstreet of London (Ont.); Ray Materick of Hamilton (Ont.); and Jerry Palmer of Thunder Bay (Ont.).

Leading the Canadian music publishers with three certificates each were Slaght, Slaght and Vandale (Ont.), Daniel Lazere of Montreal, Abovewater Publishing, the publishing arm of Artic Records in Toronto, and Randy Bachman’s Ranbach Music of Vancouver.

Dual winners among the publishers were Radio Canada International Ltd. Blackwood Music (Canada) Ltd. and Quality Music Publishing Limited, all of Toronto.
Efficient May worked almost lyrics African-born Valle. de trophy arranged prize. This June aces. Highlight

The Albert if, tall, it Samba.” and with the organization was Rios. was from South to public and international TV and radio, the adult seemed unsure of the lyrics each time he sang it during the contest.

Musical Malorca seemed to be definitely the South African-born songwriter’s occasion. Her style and attack lie somewhere between Judith Durham and Miriam Makeba, who persuaded her and Clayshus Semeny to go to the United States where she has welded her music to the South African and Malbec is signed to A&M, and is making an album produced by Herb Alpert. It will almost certainly be different from any other album by a woman in Japan in the singing person of Shigeru Matsuzaki, came third with ‘Ai No Nohomoi’ ‘Love’s The Palma Auditorium with his stage personality and dynamic delivery of the song, which has a memorable hook and a lot of potential if it gets some English lyrics. His prize was the Illa de Bride and $1,000 Minor Flaw

The organization and administration of

Morris Albert, Letta Mbulu Highlight Musicala

Brazilian Takes First Prize; S. African 2nd

In Smooth, Efficient International Contest

PALMA MAJORCA — Brazil represent- ed by Morris Albert has won the second to the musicala competition “S. Nice” written by Augusto Martelli (music) and Eliaza Romero (lyrics). The prize was the Illa d’oro award and $10,000.

Albert was, in fact, the best-known interna- tional name participating in the con- currences of the three-day event was distinguished by a remarkably high standard in both songs and performance.

The hit of the festival was undoubtedly Letta Mbulu representing South Africa. This beautiful and dynamic performer, as well as from the international jury whose members included Ray Conniff, Waldo de los Rios, Ray Conniff, Federico Moreno, Torroba Alderamo Romero and Masa- sumi Watanabe. Morris Albert’s winning soul to soul, and the Marcos Valle composition also known as “Sum- mer Samba” is a slow ballad bearing some resemblance to Albert’s hit of last year “Four” which Albert seemed unsure of the lyrics each time he sang it during the contest.

Musical Malorca were impressively smooth and efficient compared with some similar festivals earlier this year and the only major but temporary disaster oc- curred when there was a power failure in the Palma Auditorium and sending the audience into darkness just after Billy Swain had sung his “Number One” for the USA and bringing the event to a complete standstill for almost an hour.

Musical Malorca is staged and pro- duced by Don Guerriret (Fomento del Turismo de Malorca) and has the required per- formance, with well-known stars being unwillingly to participate in case they don’t win, which in turn causes problems in attracting the public and international TV and radio, the artist as “mas simpatico” during the entire event.

Ray Conniff, the second gala, after a program of mostly Spanish artists performing their latest disk releases, starred Ray Conniff, who drew the right sounds from the festival vocal group through his arrange- ments of “Besame Mucho” and “Brazil.” The final night presented several of the participating artists and others followed by guest playing and conducting spots for Waldo de los Rios, J.C. Calderon, Waldo Reed, Paul Mauriat, Frances Lai, Alfonso Cossentino, Gary Searles, Alguero Jr., who also did marathon con- ducting duties for several of the contest- ing groups during the festival.

A total of 23 countries took part and the festival was filmed for wide TV screening later throughout most of Europe and other parts of the world. The pro- gram of artists performing their current releases was transmitted live over the Spanish TV network.

RCA, CRT Sign American Pact

TORONTO — RCA Canada’s Barry Haugen has announced that CRT in the USA have formally signed an agreement for distribution rights for all product of George Hamilton IV and Gary Buck. RCA has signed the first option of the product country A&R and national promotion director Barry Haugen suc-ceeded in making a deal with CRT for the promotion of George Hamilton IV and “Victims.” Gary Buck’s new single “GRT’s Dick Heard signed the agree- ment with RCA’s Barry Haugen in early May.

Bellolo Leaves Carabine, Forms Scorpion Records

PARIS — Henri Bellolo has left Carabine Music to create his own label, “Scorpion,” which will be distributed by RCA in France. Bellolo was one of the most important French artists, and in addition to its French catalog, will be oriented toward American and British product, and distributed in France. The next Ritchie Family LP will be on the Scorpion label Bellolo, while with Carabine launched “Can’t Stop Produc- tors.

Argentine Week

BUENOS AIRES — At a party celebrat- ed at the Sheraton Hotel, Spanish singer Elna MbuSu was awarded a golden record by CBS for the sales of his waxing in this market. Iglesias has sold over eight million records through the retailing of the rock music show played by Charly Garcia at the Bola Loca Casino. The artist will receive the Cash Box that he is very confident about the future of the Microfonic affiliate in Miami and that his disky will expand even further. The singer prepares a national tour in the early future. He will stay in Buenos Aires about six months besides his tour in the States.

Martin Meyer, president of Martin Meyer Productos reports a complete revamping of logos, labels, jackets and sleeves for all LPS and singles to be released in the future. Meyer is marketing an LP by Rafael Amor, another by Quatro Polenta and a jazz series with LPS cut by Louis Armstrong, Ella Fitzgerald and Benny Goodman, among others.

Tango star Ruben Juarez has opened a new season at the Cano 14 nightclub, while his manager Horacio Quintana is currently organizing a Latin American tour of several countries.

Three Blind Mice: Japanese Label Stirs Canadian Stereo Fans

TORONTO — The Japanese-based Three Blind Mice label is now being im- ported into Canada with a retail tag of $15 per copy and stirring considerable interest among hi-fi experts, according to Allan Allen.

Central Canada reo for the AMX Sound Corporation, based in Vancouver, Canada is conducting a search for superior software following a number of dealer complaints about the low quality of disks presently being marketed. According to Allan, the hi-fi dealers were finding sam- ple product to be inferior and needed salespeople to project the true quality of the equipment.

Imported from Japan, the Jazz line is recognized with Tennessee Williams and Greg Johnson's "Sleeper" and dressed at the Toshiba plant there.

An initial order of 50 copies from the TAB catalog sold quickly and Allan has now increased the order to 100, to be available on a five-week period and still reports demand to be greater than his own supply. The present stock lists 50 separate items which are offered to dealers at a wholesale price of $10.

BAA BAA HEALTHLEY — Following the formation of their new firm Heathley Music, Geoffrey Heath and Eddy Levy have announced that they have acquired the Black Sheep Music catalog for ad- ministration for the UK and certain Euro- pean territories. Black Sheep is current- ly enjoying success with Billy Ocean’s “Love Really Hurts Without You” single, which has been a hit in England and is now rapidly climbing the American charts, and Shaddy Tiger, enjoying suc- cess in Europe. The deal was negotiated by Heath and Levy for Heathley and by Ben and Linda Findon for Black Sheep. To date the firm has been run by Linda Findon, who will still keep a close in- volvement with the running of the catalog. Seen are (from l. to r.): Geoffrey Heath, Eddy Levy, Linda Findon and Ben Findon.

European Crusade Due

LOS ANGELES — The Crusaders will make their first tour of Europe during the month of July beginning the 9th in Lon- don and ending on the 25th in Toulon, France. Prior to that schedule, during the month of June, the Crusaders will tour key cities in the United States.

Maliphant Makes Phonogram Moves

LONDON — Phonogram marketing manager Ken Maliphant announced this week that his company will strengthen its new marketing department, strengthen the chart record of the com- pany’s product and associated labels. A senior executive position was appointed to consolidate the firm’s single marketing in all areas including product marketing and promotion. Sales Chris Dedman, special project marketing manager has been appointed to this post and he will work with the pop prod- uct department under the management of Lisa Denton and the press under Terry Bartram. Phonogram has increased its single chart entries by 100% over the same period last year. Commenting on the re-organization Maliphant said: “When the team is working with total ef- ficiency Phonogram’s single penetra- tion will be one of the most impressive in the business.

Bob White, currently a promotion man at Polydor Records has been appointed to the position of senior promotion manager at Phonogram, replacing Denis McKeogh who left recently. White, who has previously worked for CBS, EMI and RAK, will join at the end of May. Head of EMI relations Terry Bartram said: “White is one of the foremost men in the promotion business and should strengthen our team enormously. He will handle the main part of our activities at Radio One in London.”

May 28, 1976

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ON HORIZON,
THE BUSINESS OF JAZZ
BEGIN WITH THE ART OF JAZZ.

Five new albums by some of the most significant jazz artists of our time.
Every album a new recording. Every album the most recent creation of an extraordinary jazz musician.

Few labels in the history of jazz have had such an auspicious beginning as Horizon. Four of our first five releases made the jazz chart. All were critically acclaimed.

Horizon. Where the business of jazz never sounded so good.
101 FAMILY REUNION [RS 39077] 6 98
102 FOLK COUNTRY [RS 39077] 6 98
103 BACK TO BACK [RS 39077] 6 98
104 TOO OLD TO ROCK 'N ROLL – TOO YOUNG TO DIE! [RS 39077] 6 98
105 WINDSONG [RS 39077] 6 98
106 TALE OF MYSTERY AND IMAGINATION [RS 39077] 6 98
107 SYMPHONY [RS 39077] 6 98
108 SALON [RS 39077] 6 98
109 MYSTIC VOYAGE [RS 39077] 6 98
110 OPEN YOUR EYES YOU CAN FLY [RS 39077] 6 98
111 HAIR OF THE DOG [RS 39077] 6 98
112 THE PROMISE [RS 39077] 6 98
113 MYSTIC VOYAGE [RS 39077] 6 98
114 SALON [RS 39077] 6 98
115 OPEN YOUR EYES YOU CAN FLY [RS 39077] 6 98
116 HAIR OF THE DOG [RS 39077] 6 98
117 THE PROMISE [RS 39077] 6 98
118 HELEN REDDY'S GREATEST HITS [RS 39077] 6 98
119 FOREVER LOVERS [RS 39077] 6 98
120 PRIMAL SCREAM [RS 39077] 6 98
121 LITTLE ANGEL [RS 39077] 6 98
122 ELITE HOTEL [RS 39077] 6 98
123 KC AND THE SUNSHINE BAND [RS 39077] 6 98
124 EQUINOX [RS 39077] 6 98
125 BETTER DAYS AND HAPPY ENDS [RS 39077] 6 98
126 REFLECTIONS OF A GOLDEN DREAM [RS 39077] 6 98
127 LIVE AND IN LOVING COLOR [RS 39077] 6 98
128 M.U. THE BEST OF JETHRO TULL [RS 39077] 6 98
129 THOSE SOUTHERN KNIGHTS [RS 39077] 6 98
130 FOLLOW [RS 39077] 6 98
131 BLOODLINE [RS 39077] 6 98
132 LAND OF THE MIDNIGHT SUN [RS 39077] 6 98

133 THE LEPRECHAUN [RS 39077] 6 98
134 THE SALSOUL ORCHESTRA [RS 39077] 6 98
135 WISDOM: WHERE ARE WE [RS 39077] 6 98
136 DARK SIDE OF THE MOON [RS 39077] 6 98
137 WILLIE NELSON LIVE [RS 39077] 6 98
138 SILVER THROTTES [RS 39077] 6 98
139 THE WHITE KNIGHT [RS 39077] 6 98
140 BELLAMY BROTHERS [RS 39077] 6 98
141 MOVING ON [RS 39077] 6 98
142 RAISING HELL [RS 39077] 6 98
143 NANCY'S DAY DREAM [RS 39077] 6 98
144 FROM EVERY STAGE [RS 39077] 6 98
145 JOHN DENVER'S GREATEST HITS [RS 39077] 6 98
146 JOHN TRAVOLTA [RS 39077] 6 98
147 CLASSICAL BARBA [RS 39077] 6 98
148 WAKE UP EVERYBODY [RS 39077] 6 98
149 INSEPARABLE [RS 39077] 6 98
150 BETWEEN THE LINES [RS 39077] 6 98
151 ENERGY TO BURN [RS 39077] 6 98
152 CRISIS? WHAT CRISIS? [RS 39077] 6 98
153 SUPERTRAMP [RS 39077] 6 98
154 LAURA NYRO [RS 39077] 6 98
155 THIS IS IT [RS 39077] 6 98
156 VENUS AND MARS [RS 39077] 6 98
157 BABY FACE [RS 39077] 6 98
158 WHO LOVES YOU [RS 39077] 6 98
159 SATISFACTION TOO [RS 39077] 6 98
160 ROE OF CUMARR [RS 39077] 6 98
161 DANCE YOUR TROUBLES AWAY [RS 39077] 6 98
162 TURNSTILES [RS 39077] 6 98
163 MOONMADNESS [RS 39077] 6 98
164 POUSSETTE-DART BAND [RS 39077] 6 98
165 JIMMY KLEMMER [RS 39077] 6 98
166 HIGH ENERGY [RS 39077] 6 98
167 REBEL [RS 39077] 6 98
Two CASH BOX Answers to the growing industry demand for **SPECIFICITY**

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**THE SINGLES BULLETS**

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

1. **JOHN SEBASTIAN** - 1 for the second week, #1 play at WABC, KSJO, WFLY, WMUS, WIXY. WCAO, KIOA, WRKO-1, KNDE, WBBF. Top 5 at 60% of our stations. Top selling single Tower 5 F Peaches St. Louis Central: Hartford Trans World-Albany, Best-Boston, Norman Cooper-St. Louis, Buffalo One Stop Potomac-Baltimore, Musical Isle in St. Louis. Top 5 sales at 65% of accounts of our stations.

2. **WINGS** - Jumps at 5 stations: KLSF, 21 WKO 12-3 Top 5 at 55% of our stations. Top 5 sales at 65% of accounts of our stations.

3. **KLJQ-1** - WBBF, WMCL, U-100-2, KRIZ. Top 5 sales at 65% of accounts of our stations.

4. **KLJQ-2** - WFLY, WACO, 2 WERG - 1 WBBF, 1 WBB. Top 5 sales at 65% of accounts of our stations.

5. **SILVER CONVENTION** - Three Jumps this week include WLS, Thirdmost WAYS, 11-5 Top 5 at 130 WBBF, KFRC WAYS. Strongest sales in New York, Cleveland, Detroit. Metro New York, WJET, WBBF, WRKO, WFLY, WLEX, WBBF-5, KLJQ-5.

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**NATIONAL BREAKOUTS**

*(Breaking our numbers in more)*

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**REGIONAL ALBUM ACTION**

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**NORTH CENTRAL**

- **John Sebastian**
- **Wings**

**MIDWEST**

- **John Sebastian**
- **Wings**

**SOUTHWEST**

- **John Sebastian**
- **Wings**
Carly Simon's new single is *It Keeps You Runnin'* from her forthcoming album *
Another Passenger* on Elektra Records.

Produced by Ted Templeman.