THE BEATLES:
THE MAGIC'S STILL THERE

ABC Implements Return/Discount Program
A&M's Christmas In May Campaign Called A Success
Mathias Amendment Passes
Island Records' 'Artist Oriented' Label: Plan Reggae Month
The Managers' Leber & Kreus: Anti-Piracy Suit Diminished
A Unique, Workable Approach To Cutting Down On Returns

June 25, 1976
Wild Cherry. The reddest, hottest new sound in the wax jungle. Wild Cherry. The name of the group, and the name of their tasty new album which shows off their brand of "electrified funk." And which also contains their smash single, "PLAY THAT FUNKY MUSIC." Which is what they do best.
On Epic/Sweet City Records and Tapes.
A Unique, Workable Approach To Cutting Down On Returns

By implementing a bonus program for accounts who hold down their returns (see news stqy p. 7), ABC Records has recognized a number of important considerations in dealing with returns:

- That returns are with us to stay, and that only through a radical change of the pricing and discount structure could they be totally eliminated, a change that possibly would not even work,
- That returns can, should and must be kept to reasonable levels,
- That by cutting down on returns, a manufacturer can make more money on the same amount of sales... and so will the accounts,
- That return rates from different accounts are not uniform, and some accounts abuse their return privilege, sometimes using all of the theoretical 100% return privilege,
- That those accounts who keep their returns down should not have to pay for those accounts whose returns are substantially higher than those of others,
- And that those accounts that keep their returns down should be and are entitled to a discount, based on the actual cost savings involved, for keeping their returns below certain levels.

As a result of their move, ABC has:

- Put all accounts on notice that lower returns mean money — more money for the account,
- Warned accounts whose returns are high that they had better improve their ordering and merchandising techniques and procedures if they want to qualify,
- And they have rewarded those accounts that have been keeping their returns down all along.

All of that from one intelligent, rational, admirable move. Congratulations, ABC Records, on a unique approach to the problem of returns, that should go a long way toward solving the industry’s returns problems. We hope the policy will be copied by others in the industry, and that the criteria for the discounts will be raised to more strict levels. That will put the poor merchandisers on notice that they had better improve their merchandising significantly, or it’s going to cost them even more money.
NEW
BEE GEES

"JIVE TALKIN" - "NIGHTS ON BROADWAY" - "FANNY"

NOW

"YOU SHOULD BE DANCING"
b/w "SUBWAY"

RS 853

MANUFACTURED AND MARKETED BY POLYDOR, INC.
The James Cotton Band
RECORDED LIVE!

NOW AVAILABLE AS A
SPECIALLY PRICED
2-RECORD SET

James Cotton is a natural wonder
—and, as with all natural phe-
nomena, energy is the key.
Denying human limitations, he
pours everything into his live
performances. He uses his husky
voice without restraint—knowing
that it will never fail him—exactly
as he uses his harp. He is always
pushing, extracting, giving.

Finally, all of this has been cap-
tured on vinyl. The excitement of
a live James Cotton Band concert
—"Super Harp" at his best—a
performance extraordinaire!

His fans have been clamoring for
a live James Cotton album for
years—just one listen will tell
you why!!!

JAMES COTTON ITINERARY

7/2 & 3 SHABOO INN, Willimantic, Ct.
7/4 MUSIC INN, Lenox, Mass. with Toots & Maytals
7/5-7 CELLAR DOOR, Washington, D.C.
7/8-10 ELECTRIC BALLROOM, Atlanta, Ga.
7/16-18 EXIT INN, Nashville, Tn.
8/31-9/4 ANTONES, Austin, Tx.
9/5 ELECTRIC BALLROOM, Dallas, Texas

9/9 San Diego
9/10 & 11 GOLDEN BEAR, Huntington Beach, Calif. (Near San Fran.)
9/15 San Luis, Cal.
9/16 & 17 KEYSTONE CLUB, Berkeley, Ca.
9/18 MONTEREY FESTIVAL
9/20-25 AQUARIUS, Seattle, Wash.
9/30-10/2 COMODORE BALLROOM, Vancouver, B.C. Canada
CASHBOX NEWS

ABC Implements New Returns Program;
Lower Returns Earn 1-3% Discounts

by Gary Cohen

LOS ANGELES — ABC Records is implementing a new returns program that will give account discounts, however; not the only program that they hold their overall return rates under three different levels. The extra discount, which will be based on net purchases in the six-month period from July 1-Dec. 31, 1976, will be awarded on purchases starting Jan. 1-June 30, 1977. The newprogram, which will be especially noted by a two-page letter from Don England, ABC’s vice president of sales and distribution, and is dated July 1, 1976. Cash Box has obtained a copy of the two-page letter.

Two Discount Structures

There will be two discount structures for the two different types of accounts, one for retailers and one for rack jobbers.

Retailers:

16%-20% return 1% discount
11%-15% return 2% discount

Rack Jobbers:

0%-10% return 3% discount
11%-20% return 2% discount
21%-25% return 1% discount
16%-20% return 2% discount
0%-15% return 3% discount

Retailers, then, who hold their returns in the next six months under 10% will qualify for an extra 3% discount, or about 11c an album, on every album purchased next January through June. On the other hand, if their returns in the next six months go over 25%, they will not qualify for the discount. With different increments, the program applies in the same way to rack jobbers.

Among other details of the program announced in the letter:

— Accounts will be able to make only one return per month. Should an account need to make more than one return in the month, they will be disqualified from the program for the six-month period.

— Returns include all product and for whatever reason returns include singles, tapes and defective.

— Multi-store chain locations will be treated as an account and qualify for purposes of the program, whether they buy individually or centrally. As a result, rack jobbers or retailers will be able to return locations which have above average returns as well as the entire account for the discount.

— All figures, on purchases, returns and credits, will be determined by ABC, and, according to the figures.

— This is perhaps most important. In order to earn the “Returns Award Performance Program” discount, all qualifying accounts must be in a current payment position, as determined by ABC Records.

Cost Saving:

ABC is taking this step because “reducing the rate of return can be as profitable as increasing volume in all segments of our business,” and as a result, “ABC is pleased to announce the new program.”

— ABC’s Chart

A Positive Step

As to sharing the savings with accounts who keep their returns down, England concludes: “We at ABC Records, Inc. feel that this is a positive step toward rewarding all of those accounts who properly handle their returns but at the same time allowing for the fact that, at least for now, returns are a part of the business.”

The Managers: Leber & Krebs

Market To Market Growth

Key To Aeromith Success

by Eric Rudolf

NEW YORK — The new Aerosmith album, “Rock ’n’ Roll,” is number three this week on the Cash Box LP chart, a position it reached two weeks after its chart debut. That this band, which only a few years ago had strength only in the Boston area, could achieve such chart success is a tribute to the talents and insight of its managers, Steve Leber and David Krebs.

Leber & Krebs was formed four and a half years ago by the two, who met in the pop music department of the William Morris Agency, which was headed by Leber. They have managed Aerosmith from before they began recording. The rise of the group to stardom is due to superstars who have proven the Leber & Krebs theory that regular popularity should be an asset and not a hindrance to a group. They believe in spreading that regional popularity by “playing a place until we break it,” and feel that if a group can really excite a live audience, they can be as successful on record. Groups who are big concert draws but are not able to transmit that success to records are either badly produced or badly managed, they say. “Performance is key,” says Leber. “We won’t sign a group without a strong live show.”

Live performance is what attracted them to Ted Nugent, one of the surprise successes of the year. Nugent has been around for years on several different labels, never really breaking through. But now that this new Epic album is now heading towards gold, says Leber, “Epic would’ve been thrilled to get in on it. And if they don’t, we don’t believe in giving up on an album. We also believe in catalog sales; that is why we will never do an Aerosmith’s greatest hits album.”

CBS, WEA Intensify Pushes

At Retail Level In 5 Markets

by Julian Shapiro

NEW YORK — An examination of this week’s retail selling prices of records and tapes reveals a heavy concentration of advertising in relatively few markets. Cleveland and Washington, in addition to Los Angeles, New York, and Philadelphia, were targets of several major campaigns; in contrast, no record company advertising appeared in major Sunday editions in papers in Chicago, Dallas, Denver, Miami, New Orleans, and St. Louis.

Columbia Records expanded its “Campaign 76” to cover nine accounts in Cleveland and the entire Columbia/Epic catalog was featured in the New York and Philadelphia areas. To further enhance the campaign, the CBS family offered selected $5.98 list LPs for $2.99 in promotions in Baltimore and Washington.

Warner/Elktra/Atlantic continued its “Magic’s in the Magic” sale in conjunction with the Korvettes, and the management, Detroit, New York, Philadelphia, and Washington. Further special features were evidenced in Cleveland and Washington, where a 13-store retail chain highlighted 22 bestsellers.

Popular Group: The pop group that will still cause concern of advertisers, as witnessed in the 12 markets that reported activity. Broadway show music, specifically, the 20th anniversary production of “My Fair Lady” (Columbia) appeared in five metropolitan areas: Boston, New York, Philadelphia, Washington, and Detroit. CBS Music was promoted in Cleveland, New York, and Washington, and even original broadcasts from the early days of radio were offered in Atlanta.

Average selling prices for tapes remained relatively constant in comparison to recent weeks, with many selling for $2.99, $3.99, $4.77 and $5.99. Prices for LPs, however, were distorted by two prevailing factors. First was the preponderance of $5.98 list albums on sale, particularly the aforementioned Columbia/Epic product used in conjunction with the “Campaign 76.” Finally, the price of Eric’s ad offering ten bestsellers (limit of 100 of each title per store) for $2.99 ($6.98 list), the standard sale price for $5.98 list recordings.

Matthias Amendment Passes:

Agony Over Says Ringer

by Rebecca Moore

WASHINGTON, D.C. — “Part of the agony is over,” said Copyright Register Barbara Ringer when the House Copyright Subcommittee finally passed Section 118 of the Copyright Revision Bill after three weeks of debate.

Licensing System

Known as the Mathias Amendment, Section 118 will provide both a voluntary and a compulsory licensing system for public broadcasting entities’ use of non-dramatic, musical, graphic, and sculptural works. If voluntary negotiations break down, the Copyright Royalty Tribunal will have the authority to set mandatory rates for each entity at five-year intervals, beginning as soon as the bill becomes law. But voluntarily negotiated rates will be able to pre-empt Tribunal set terms.

Altered Version

The House Subcommittee on Courts, Civil Liberties, and Administration of Justice, fundamentally altered the Senate version of 118 when it kicked literary works out of the compulsory licensing scheme.

Copyright

Copyright © 1976 Cash Box
The New Single From The Platinum Album

WINGS
AT THE SPEED OF SOUND
(SW-11525)
by
Paul McCartney
Linda McCartney
Denny Laine
Jimmy McCullough
Joe English
‘Artist Oriented’ Island Is Making Chart Impact

by Eric Rudolph

NEW YORK — Island Records does not wish to be known as a “reggae label.” This may be a hard tag to drop, at least for the moment, with the Bob Marley album “Nastaman Vibration” at number 12, bulleted for the eighth week in a row on the Cash Box charts.

Charles Nuccio, president of Island, said that the company is an “artist oriented, new music label. The backbone of this company is the artists, and everyone here has a close relationship with them.” The company, which began in England and has the English distribution for acts such as Bad Company and Cat Stevens, has been distributed independently in the United States for two years. Aside from albums by Traffic, the Marley album is the most successful in the company’s history as an independent here. Nuccio was asked whether his “artist oriented” company has been a profitable venture in the U.S. so far. “Aside from the time right after setting up when we have to pay rent and can’t sell a real product out there, yes, we’ve been pleased.”

Artists Have ‘Background’

Nuccio was asked if there was anything unusual about Island’s distribution setup. He said that it is a standard independent setup, using the same distributors as most independent labels. “What our label did made Island different from other independently distributed record companies was that most of the artists on the label “have a background. There is a built-in audience for most of our acts, even if it is small. There is a market for an artist like Robert Palmer, who is not in the top 20.”

Most of the newer independent labels lack superstars; the Indies seem to have an image of a single hit album or single out of the middle of the country. That wouldn’t happen with more name artists.”

Nuccio was asked what he saw as the reasons for the chart success of the latest Marley album. “We always felt that the next thing was in music and that Marley was a superstar. We’ve sold 300,000 to 400,000 Marley albums in the last two years, with very few returns. It all felt right.

The thing about Marley is that he would be a star no matter what kind of music he played. He already had a following of fans. Nuccio was asked whether he thought that reggae’s time had finally come in the U.S. “Yes, and Marley’s success has more to do with his own strength as an artist.”

Reggae turned some people off originally unless they understood what it was about, that it was a beat music, that you can dance to it. It’s just like rock ‘n’ roll when that first started. I think we’ve broken that barrier of acceptance.” He continued that important thing to do now in order to assure the music of future success is to eliminate the name Marley. “These artists should not be stars by categories. If Peter Tosh (former of the Wailers) is a success with his new

Jury Convicts Club, Principals

SAN ANGELO, TEXAS — A jury in Federal District Court here has ruled that members of a club are not excluded from the influence of the division of the major label responsible for the J-Mar Tape Club and its principals were convicted on seven counts of copyright infringement.

The J-Mar Tape Club was convicted of conducting a distribution system of blank and pre-recorded track tapes and duplicating equipment had been seized at the club’s headquarters.

Commercial Music Renamed Heilicher Of St. Louis

MINNEAPOLIS — Heilicher Brothers have announced they have changed the name of their St. Louis distribution operation from Commercial Music to Heilicher Brothers of St. Louis. Iris Heilicher, vice president of Commercial Music, said the new name “was merely a name change” to give a uniform name to all of the Heilicher distribution operations.

Heilicher brothers have independently distributed operations in Minneapolis, Dallas-Houston, Miami, Atlanta and Memphis, in addition to St. Louis.

Sorry, Elton

MCA Records admits a very human error. Two weeks ago in an ad placed in Cash Box introducing Lesley Duncan, MCA referred to one of Lesley’s songs, “Love Song,” as being the latest single by Elton John. Indeed, as Lesley Duncan wrote “Love Song,” but “Love Song” is not Elton John’s latest single. MCA humbly apologizes to Elton John for this error.

A&M ‘X-mas In May’ Features

‘Unique Marketing, TV Used’

by Julian Shapiro

NEW YORK — Results of A&M Records recently completed catalog promotion campaign, “Christmas in May,” are still incomplete, but one fact appears certain. Christmas came early not only for fans of such as Peter Frampton and Captain & Tennille, who were treated to a month of reduced LP and tape prizes, but for the California-based independent record company as well.

“We wanted to let the industry and consumer alike know how hot A&M is,” commented Barry Greif, director of merchandising. “Consequently what we constructed was a campaign that was designed not only to bring in sales of our albums but the purpose being to alert the public to our attractive artist roster, and eventually sell more records and tapes.”

Hot On The Charts

An examination of this week’s newest releases performs these contents. Six A&M LPs and seven singles appear on the respective “Top 100” lists (four LPs in the top 50, four singles with bulllets)

Thus, in an effort to capitalize on A&M’s successes, the company produced a “sale” campaign with what Grieff termed, “a unique approach” to advertising and merchandising. For the first time for an A&M sale (two are held each year, one in the fall and one in the spring), television was utilized in conjunction with conventionally tested radio and print media to expose the label’s artist roster. The TV portion of the campaign comprised the largest single use of TV A&M had ever employed, and formed the central foundation for the entire “Christmas in May” promotion.

Six markets were selected for television advertising: New York, Boston, Denver, Minneapolis-St. Paul, Los Angeles, and San Francisco. These areas comprise 20% of the nation’s population, which created a sort of gamble for A&M. Rather than attempt to reach every market, the U.S. the artist’s popularity and potential audience was computed to allow the number of TV spots to be placed, as such, used pictures of the artists, as opposed to album covers or pictures.” Featured artists included Peter Frampton, the label’s current bestselling artist, Captain & Tennille, Carpenters, Brothers Johnson, Nazareth, and The Tubes. All are currently represented on Cash Box’s “Top 100” charts.

$200,000 Budget

A total of $100,000 was spent on television advertising, which appeared from May 13 to May 23. This was roughly one half the budget allocated for the campaign. Radio and print advertising accounted for approximately $70,000 (evenly divided between the two), and promotional material, including T-shirts, two posters, and a streamer distributed in various retail accounts, comprised the remainder of the $200,000 spent.

We started with a “blank slate.” We had emphasized around TV, therefore conventional advertising vehicles were not ignored. Radio was utilized in markets primarily where television was not employed. These areas included Washington, Cleveland, Buffalo, Dallas, Baltimore, St. Louis, Atlanta, and various locations throughout Florida (over 90 stations and California (18 stations).

Newspaper advertising in radio and other markets served to further emphasize the campaign. This resulted in numerous announcements featured in local radio, the more conveventional advertising vehicles were not ignored. Radio was utilized in markets primarily where television was not employed. These areas included Washington, Cleveland, Buffalo, Dallas, Baltimore, St. Louis, Atlanta, and various locations throughout Florida (over 90 stations and California (18 stations).

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FCC To Re-regulate Broadcast Station Rules

by Rebecca Moore

WASHINGTON, D.C. — Small market radio stations, as well as other radio and TV broadcasters, seem to be getting a break under the FCC’s four-year-old re-regulation policy.

Passed by Commission Chairman Richard Wiley and President Ford, who wanted to aid regulated industries, re-regulation was announced April 26, 1972. It was intended to overhaul Part 73 of the Commission’s rules pertaining to radio and TV, and to promulgate new rules consistent with the state of the art.

Understandable Rules

“As a result of this comprehensive study,” the re-regulation task force declared in its first statement, “it is hoped that a simple, more readily understandable set of rules may be developed which will better identify the Commission’s current regulatory requirements with respect to broadcasting stations, programming, and will also assure that the operation of these stations continues to serve the public interest, convenience and necessity.”

“The purpose has got to be to quit bur- dening stations with unnecessary rules and regulations so that radio broadcasters can go on about their business,” according to Jonathan Hall, an NAB spokesman. “Too many burdens are placed upon small market guys,” Hall says, “and there are a lot of regulations that are unneeded and unnecessary.”

Log Requirements Eased

Rule changes have affected every aspect of radio broadcasting. Logs, inspections, station and sponsor identification, technical standards, licenses, and construction permits are a few of the areas re-regulation has touched. The latest change is a probable easing of program log requirements, a rule adopted May 25 and expected to be announced publicly as CB goes to press.

The FCC so far has modified or excised over 400 rules, but there’s still a lot yet to be done. “At the time it was instituted we had no idea of the amount of work involved,” claimed FCC re-regulation task force member Steve Crane. “Once the rules are finalized, a couple of people will be given the assignment of tender loving care over keeping them in shape.”

Two Steps

Crane described re-regulation as a two-step process. The first step, nearing completion, was to remove inadequate, contradictory, or non-applicable rules from the books.

The 42-year-old law, established by the 1934 Communications Act, has been amended and re-amended many times. “What we’ve done to date is to take out those most glaring inaccuracies, and some of the contradictions,” said Crane. “The rules for the most part are now in very good order.”

The second step is to reformat the rule book in order to make it “simpler and more efficient” for use by those who must use them daily,” Crane said. The FCC will attempt to bring rules up-to-date, and correlate all the separate parts pertaining to AM, FM, and TV.

With a new alphabetical index, and new

Tom Rodden Made Farr President

LOS ANGELES — Tom Rodden has entered into a contract as president of newly established Farr Records, according to Asia Farr, chairman, Farr Music, Inc., parent company of the label. Rodden is based at firm’s headquarters, 9220 Sunset Blvd., Los Angeles. Rodden comes to Farr from 20th Century Records, where he served as vice president/general manager since the label’s inception in 1972 until being tapped by Farr.

Parsons Single Set For Release By 20th

LOS ANGELES — 20th Century Records has set for release this week an edited AM version of “Doctor Tarr And Professor Fether” (featuring John Miles), cut from “Tales Of Mystery And Imagination,” by The Alan Parsons Project. 20th says the album is continuing its climb and is being reported as a number one LP in many cities.

Producer/engineer Parsons has been associated with a number of notable artists and hits including The Beatles “Abbey Road” and Pink Floyd’s “Dark Side Of The Moon.”

Island Records Sets ‘Reggae Got Soul’ Push

NEW YORK — Island Records has launched a “Reggae Month” marketing campaign, beginning with the release of the new album by Toots and the Maytals. The new LP and the campaign are entitled “Reggae Got Soul,” and encompasses the entire Island Records reggae catalog, headed by the Bob Marley and the Wailers LP’s “Rastaman Vibration.” Shipping at the same time as the LP by Toots and the Maytals is a new LP by the Heptones, entitled “Night Food.” The campaign includes 15 albums in all.

Tape Pirate’s Conviction Upheld

SAN FRANCISCO — The U.S. Court of Appeals for the Ninth Circuit has upheld the conviction of Richard Tate, alleged head of the nation’s largest tape piracy operation. The decision was unanimous.

Tate, owner of Gault Industries of Bel Air, California, was originally convicted in July, 1974, of conspiracy, twenty counts of copyright infringement, and five counts of mail fraud. He was sentenced to four years imprisonment and fined $26,000.

Also upheld by the Court were convictions of three of Tate’s employees: Ronald Tate, his brother and the company’s shipping foreman, Mses. Geraldine Gonzales, production manager, and Rick Ward, national sales coordinator. All were convicted on 20 counts of copyright infringement and one count of conspiracy. Each was sentenced to jail sentences ranging from six months to one year and fined between $2000 and $4000.

Tate’s Other Firms

In addition to Gault Industries, Tate allegedly headed a number of other firms involved in the manufacture and distribution of pirate tape recordings, including Daytax Enterprises, Soundco Corp., Sound 8 of Atlanta, Georgia, Standard Tapes of Detroit, Michigan, and Sound Sales of Las Vegas, Nevada.

This is the second legal setback suffered by Tate in 1976 involving his music production ventures. Earlier in the year, he was bound over by a Federal Trade Commission consent order as an officer of the Sound Aleke Music Corporation, a California-based manufacturer and distributor of sound alike recordings (as reported in Cash Box last week). The FTC ruling was issued to curtail the company’s deceptive selling tactics.

Starland 45s Shoot To #1; Radio Play The Key

by Howard Lowell & Larry Carlat

NEW YORK — The Starland Vocal Band single, “Afternoon Delight,” which jumps from 8 with a bullet to number one with a bullet on this week’s Cash Box singles chart, is a classic case of a single whose airplay has run significantly ahead of its sales. In fact, the record is just now beginning to break the 100,000+ copy a week mark.

From an airplay standpoint, the record’s success is unbreakable: for the fourth week in a row, it is the number one most active single on the Radio Active Singles list in the Cash Box Pop Radio Analysis (last week it was tied for number one). Four weeks ago, in the June 5 issue, Starland was also the most added record of the week, with 21% of our reporters adding the single for a total of 93%. It was most active that week, the following week, tied for most active last week, and is most active again this week.

Last week, it also filled in some holes on airplay, picking up another 6 stations, for 98% of the CB radio recorders.

This week, “Afternoon Delight” is top 5 at 35% of our reporters, number one at 14 sta-

continued on pg. 20
"NIGHTFOOD"
A STUNNING INTRODUCTION TO THE MAGICAL HARMONIES OF JAMAICA'S TOP VOCAL GROUP
THE HEPTONES

"Tremendous...like a Jamaican Beach Boys"
Vivian Goldman...Sounds

Produced by Danny Holloway
ILPS-9381
Available on 8 Track & Cassette
Thirteen Albums Bow On CB List; 13 Bullets
by Steve Ostrow And Julian Shapiro

NEW YORK — Five albums have debuted on the Cash Box “Top 100 Albums” list this week, each with a bullet. Most prominent among the new releases is “Rock ‘n’ Roll Music” (Capitol), a compendium of 28 songs from the Beatles’ catalog, re-packaged, but previously released on various albums or as singles, which entered the chart at #69.

-Wired (Epic), the newest Jeff Beck album featuring Jan Hammer appeared at #78, while Carly Simon’s “Another Passenger” (Elektra) is at #95. Also in the list of the top 100 albums, the first week they are on the list “Long Hard Ride” (Capricorn) by the Marshall Tucker Band and “Summertime Dream” (Warner Bros.) by Gordon Lightfoot at #97 and #99, respectively.

Eight additional albums appear for the first time, all with bullets. They are: “Mirror” (Warner Bros.) by Graham Central Station at #119, “Collector’s Item” (Phila. Int.) by Harold Melvin & The Blue Notes at #123, “Sleeping Beauty” (Ode) by Cheech & Chong at #133 and “Good King Bad” (CTI) by George Benson at #169. Also appearing are “Three” (CTI) by Bob James at #170, “It’s A Good Night For Singing” (MCA) by Jerry Jeff Walker at #177, “Young Hearts Run Free” (Warner Bros.) at #179, and “New Riders” (MCA) by New Riders of the Purple Sage at #187.

Finally, three more albums are evident for the first week, though without bullets. They are: “Accept No Substitutes” (Fantasy) by Pleasure at #195, “Mysteries” (ABC/Impulse) by Keith Jarrett at #197, and “Cardiff Rose” by Roger McGuinn at #199.

In all 16 albums have been added to the pop LP list this week, 13 with bullets.

E-C Industry Suit Dismissed

MILWAUKEE — A suit against a number of record manufacturers, the RIAA and NARM, brought by E-C Tape Service of Milwaukee, charging the companies and associations with anti-trust violations, has been dismissed with prejudice in Federal Court here. By dismissing with prejudice, there is usually no factual basis for re-filing or appealing the decision.

e-C had sued the manufacturers, Atlantic tic, Capitol, CBS, Elektra, London, MCA and Warner Bros., the first manufacturer had sued E-C to stop unauthorized duplication of their recorded music product. E-C countered the record companies with conspiracy to monopolize and control the publication of music and the manufacture and distribution of records and tapes, along with price fixing and attempting to exclude competition.

The suit was dismissed by Chief Judge John W. Reynolds, of the Federal District Court.

7th Gold For Santana

NEW YORK — Columbia recording artists Santana have had their latest album, “Amigos,” certified Gold by the RIAA. This is the seventh gold record for the group.

EXECUTIVES ON THE MOVE

Levson Named Virgin U. S. President — Charles Levson has been appointed president of Virgin Records in America and joint managing director for the label worldwide. Based in the company’s New York office, he will direct operations in the U. S. and Canada. Levson was formerly vice president of Island Records, as well as a leading U. K. music business counsel, associated with Island and Virgin in addition to other independent labels and artists.

Gurewitz To Epic National Sales — Al Gurewitz has been appointed national sales director for Epic Records and associated labels. His responsibilities will include sales planning through CBS branch distribution, as well as reporting on sales performance. Gurewitz most recently was regional marketing and promotion manager for Epic and associated labels in the Midwest.

Goldberg To 20th Promo Post — Barry Goldberg has been named national promotion director of 20th Century Records. Goldberg will be primarily involved with album product for the label. Goldberg comes to 20th from Island Records, where he was west coast regional promotion manager. Goldberg is based at 20th’s home office in West Hollywood.

Artist Relations Department Reorganized At ABC — Herb Belkin, ABC’s vice president, marketing and creative services, last week announced the reorganization of ABC Records Artist Relations Department. The changes take effect immediately. Three managers of artist relations have been appointed and will be headquartered in ABC’s Los Angeles offices. They are Vince Marchiolo, Laurie Ylvisaker and Diane Bluck. Marchiolo returns to ABC’s artist relations department after working for Kudo III management. Ms. Ylvisaker previously worked for both Motown and Capitol Records. Ms. Bluck has been promoted to the post of manager from her position as artist relations coordinator. She has been employed by ABC since 1974.

Kirshner Music Division Expanded — In a broadening of the music division of Kirshner Entertainment, Wally Gold has been named vice president and general manager of the music division. Having previously held the position of general professional manager, Gold has been working with the organization for six years, helping to build the publishing catalog. Prior to joining the firm, Gold was a staff producer at Columbia Records.

Jay Siegel has been appointed director of production of the record division. He had previously been involved in independent production with the Tokens. In his new capacity, he will oversee all production emanating from the Kirshner office.

Felix DiPalma has been named director of talent development of the music division. He has been with the firm for five years and was previously a professional manager. His responsibilities will include talent acquisition.

Sasano Joins Columbia — Ken Sasano has been named associate producer manager. Columbia Records, west coast, Sasano will be assigned to product management duties for a number of west coast companies.

CBS Ups Kudolla — Rich Kudolla has been promoted to the position of field sales manager for the Los Angeles market by Columbia Records. Kudolla will be responsible for the sales and promotional activities for Columbia and Epic/Columbia Custom Labels, as well as for coordinating special programs and merchandising plans on all records and tape product.

Capitol Elects New Board Members — Baskell Menon, chairman, president and chief executive officer, Capitol Records, Inc., last week announced the following elections to the board of directors of Capitol Records, effective June 9, 1976. Elected as directors are Jim Mazaar, vice president, marketing; Rupert Perry, vice president, A&R; and Bruce Wendell, vice president, promotion.

Al Couy Names Larimse Ward To RSO Position — Appointment of Larimse Ward as administrative assistant to RSO Records president Al Couy has been announced by Couy. Ms. Ward will supervise all internal and operational aspects of RSO from its Los Angeles offices. By joining RSO, she continues an association of five years that began while both were at Capitol Records.

Ganin Joins Roulette/Pyramid — Bobby Ganin has been appointed midwest sales and promotional representative for Roulette/Pyramid Records. Ganin formerly covered the same territory for Polydor Records for a five and one-half year period, previously working in New York City and for Warner Bros. Records.

Capitol Expands Duties of New York Personnel — Renny Martini, Capitol Records district sales manager, New York, has been assigned added responsibility as executive-in-charge.

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CROSBY, STILLS, NASH & YOUNG THE BAND JONI MITCHELL JESSE COLIN YOUNG LONDON, ENGLAND—WEMBLEY 74
CROSBY/ NASH JAPAN 75
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FOOL’S GOLD BAND EUROPE 75
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IT'S A BITCH!

Johnny "Guitar" Watson

Ain't That A Bitch

Johnny "Guitar" Watson's new LP on DJM records and tapes... naturally!

* Includes his new single "I NEED IT" (DJM 1013)

Distributed by: AMHERST RECORDS
355 Harlem Rd., Buffalo, N.Y.
20 Baywood Rd., Rexdale, Ont., Canada
LADY FLASH (RSD/Polycord RG 852)

Steelin' Groove on you. (Barry Manilow, Adrienne Anderson)

An incredible first single! This group of women singers really can put a song together. A cappella voicings are mixed with words to full-fledged songs. The rhythm of the song is one big hook. Arranged and co-written by Barry Manilow, this is a unique offering that should get major pop play and has strong chart potential.

JOHNNY GUITAR WATSON (DJM/Amherst DJSUS-1013)

Need It (3:35) (Viv-1or—BMI) (J.G. Watson)

This is the best thing we've ever heard from this artist. Watson seems to have gone through some musical changes, and what's emerged is a classy funk offering—very cool in every respect. With the production and musicality of the song, one big hook. Arranged and co-written by Barry Manilow, this is a unique offering that should get major pop play and has strong chart potential.

BUNNY SIGLER (Philips International/CBS 288-3597)

My Music (3:26) (Mighty Three Music/BMI) (B. Sigler, L. Huff, J. Whitehead, G. McFadden, V. Carstarphen)

A tune with a catchy rhythm to play and the music will stick. Sigler runs through all the instruments, and as he calls them out each one is added smoothly to the arrangement. The trick is done well, and therefore it's a great hook. Should get heavy R&B play—it's a great song. Sigler's voice is attractive and professional.

CATE BROTHERS (Asylum E-45326)

Change You (2:49) (Flat River—BMI) (Earl & Ernie Cat)

Their last single from "The Cate Brothers" LP was "Union Man," and we feel this one will be more successful. It's a good groove, kind of southern white R&B, and it's got the kind of punch that Robbie Robertson might pull into a production. This is the one that will break the group.

L.A. EXPRESS (Caribou/CBS 288 9014)

Midnite Flight (2:55) (India Music—ASCAP) (M. Bennet)

A tight fusion jazz offering from the L.A. Express. This is being played already as an album cut from the recent "L.A. EXPRESS" LP and features well-chorded horns and a dynamic fill from Victor Feldman on the Fender Rhodes. FM progressives should pick this one up.

AMERICAN TEARS (Columbia 3-10368)

Born To Love (3:38) (Waterstone—ASCAP) (M. Mangold, J. Foley)

A new rock group with a brand new single, American Tears shows the potential for a force to be reckoned with. Horns are added to a solid rock arrangement, and the vocals are always interesting. Should be big with FM progressives and some AM pop markets. Good production by Jim Foley.

BOBBY WILLIAMS (R&B Records RR 15312)


This is an excellent R&B tune. Williams sings this love song with conviction, and is backed well by both instrumentally and harmonically. Overall, the song is a good one. This melody is ultimately attractive and pleasing. R&B programmers should check this one out. Sensible sax work is a bonus.

PAUL NICHOLAS (RSD/Polycord RS 851)

Reggae Like It Used To Be (2:40) (Blackwood—BMI) (Buglass, Morley)

Get ready for this one, because you're probably going to hear it all summer. It's reggae in one of the most commercial applications we've heard. Complete with tenor sax solo and great vocal backup. It's got a terrific melody, and headed straight for the top. CHRIS HILLMAN (Asylum E-45330-A)

Step On Out (3:09) (Bar None—BMI) (C. Hillman, P. Knobler)

Hillman really is stepping out with this one—and it seems like a good idea. The tune is in the country rock band, a heavy backbeat kicks the song along. Terrific instrumentation and a good lyric line will get this single added to every FM progressive.

TOMMY ROE (Monument Z 8 6864)

Slow Dancing (3:09) (Banor—BMI/Almo-ASCAP) (T. Seals, M. Williams)

An upbeat MOR oriented ballad that's sung well. Roe gets behind the good melody and really shucks it out. Good chorus, based on the title, that should hang around in the listener's head for some time. Pop play in all markets.

OZO (DJM DJSUS-1012)

Listen To The Buddha (3:06) (Upsetters—ASCAP)

This is an exotic single—kind of like Arabian reggae, if you can imagine it. The rhythm is slowed down, it's really a haunting arrangement. The singer is terrific, especially on the chorus. The tune is already making chart headway, and has an excellent shot at the higher reaches.

GLEN CAMPBELL (Capitol P-4288)

See You On Sunday (3:33) (ABC/Dunhill/One of A Kind—BMI) (Lambert, Potter)

A ballsed from the cowboy. The Lambert-Potter tune is finely crafted, and Glen gives it his best. Keyboards answer the vocal phrasing with fine style. It's kind of a tearjerker, complete with a spoken verse about the psychic ramifications of divorce. A should get a lot of MOR and pop play.

BEE GEES (RSD/Polycord RS 853)


This is better than "Jive Talkin." The playing is more polished, and the band does something to the vocals, with trading off, which are really hearable, should hit the number one spot on the pop charts in short order.

MAXINE NIGHTINGALE (UA UA-XW820-Y)

Gotta Be The One (2:56) (Unart Music—BMI) (P. Tubbs)

This tune grows on you. At first you'll think it's "Right Back Where We Started From," but on the second and third listen we kept wanting to hear more. It's got a good rhythm, with a healthy amount of syncopation, and should hit summer AM radio power.

THE BLACKBYRDS (Fantasy F-771-A)

Rock Creek Park (3:20) (Blackbyrd—BMI) (Johnson, Saunders, Toney, Hilde)

This is the headers strikes number one "City Life" hit. There's a different vein, relying more heavily on the musical instruments. The song really cooks, though, the bass and guitar drive the song, and the voices, repeating the title, adds distinctive punctuation. AM, FM, disco, R&B.

THE SECOND SEASON (Janus J-2611)

Down Highway (3:33) (Sugar 'n Soul/RT/R—ASCAP) (M. Sameuhl)

This is a natural song for AM radio. The tune is particularly interesting. This is the centennial song we've heard—it's subtle and tasteful, about driving down the highway and seeing all the historical sights. The melody is great and it's a good production overall. Should get immediate airplay.

THE SANDS OF TIME (Krisher/CBS Z58 4263)

A Tribute To The Beach Boys '76 (2:43) (Krisher Songs/ASCAP) (S. Sawyer, P. Fornatale)

This one is dedicated to the Beach Boys, and it's a timely release, what with all the rumors floating around that Brian's back. Some BP titles are strung together with a good melody, and the harmonies are just like, well, you guessed it. Should get some heavy AM play this summer.

EASY STREET (Capricorn/WB CPS 0255)

I've Been Lovin' (No Exit—BMI) (R. Burgess, P. Zorn, P. Marshall, K. Nicoll)

This song is surprisingly good! It starts out with a kind of shuffle, acoustic and then it gradually builds to a full sound. The lead singer has a lot of class—he can sound smooth and sweet, and then, in the next bar, sound like John Lennon at his craziest. Great for pop radio, and we predict that this one will rise high on the charts.

OATALA (Dash TXK 3042)

I'll Remember April (3:38) (MCA Music) (D. Ray, G. DePaull, P. Johnston)

This is a good number. Nice synthesizer work is laid over the rhythm tracks with obvious care. The vocals are clear. Often, disco arrangements tend to step on the melody line, but not in this case. Hot jazz guitars licks come up a solo—and the guy's really hot. An excellent musical offering that should get more than a few dance-club spins.

TOMMY TATE (Koko KO-722)

Hardtimes S.O.S. (3:30) (Klondike-BMI) (J. Bayler, T. Tate)

A funk tune that finds its groove in the first bar and never lets up. The acoustic piano is used well in the rhythm section. Tommy Tate's voice plays off against the arrangement. The tune has a good hook in the title, and should find a home in the R&B market. Uptempo cut, could be for discos too.

J.J. WALKER (Buddah BDA 529)

Abbadabba Honeymoon (3:08) (Leo Fiest—ASCAP) (A. Fields, W. Donatell)

J.J. Walker is the television star of "Good Times," as well as a couple of movie appearances, and he sings this song with good timing and tempo. He plays the funny lyrics just right, not overworking it, but just getting what he has to. Should get some R&B play, because of the good arrangement. Pop play will also result, because of the heavy media tie-in.

Randy Pie (Polydor PD 14332)


A rollicking R&B and pop tune here. Randy Pie sings each phrase with strength, and the female backup voices respond in kind. The synthesizer work is reminiscent of Stevie Wonder's in some respects. The song is truly worth a listen for any smart programmer.
TODAY IS THE FIRST DAY OF 'SUMMER'

THE HOT NEW SINGLE FROM

OUT TODAY
JUNE 21, 1976

Produced by Jerry Goldstein and Lonnie Jordan, in association with Howard Scott for Far Out Productions, a Far Out Production on United Artists Records and Tapes.
**CHICAGO X — Chicago — Columbia PC 34200 — Producer: James William Guercio — List: 6.98**

Has it really been ten albums? Yes — all great too! $10 is no exception. The sounds are as rich and tasty as any the group has ever laid down, and of course, the production of Caribou master James William Guercio is squeaky clean. As all merchandisers should know, this LP will be a hotter than hot seller, so display it prominently. The feel is characteristically Chicago, offering up a fine collection of tunes which range in emotional intensity from the smooth sentimentality of "If You Leave Me Now" to the sensual strains of "Skin Tight." Sweet indeed.


Mellow-rocker James Taylor, aided and abetted by a list of back-up folks that reads like a Who's Who of rock, has turned out a fine work with "In The Pocket." Taylor's reassertion of his mellow countrified roots is a pleasant turn, with "Show The People" and "Slow Burning Love" standing out as prime examples. The depth of perception which surfaces via Taylor's lingering lyrical style is refreshing, his voice much more confident than ever before. All tunes were penned by Taylor except the classic "Woman's Gotta Have It" and a waltz which Taylor jointly penned with Stevie Wonder, "Don't Be Sad Cause Your Sun Is Down," which we highly recommend.

**THAT'S THE WAY IT IS — Nilsson — RCA APL-1119 — Producer: Trevor Lawrence — List: 6.98**

As an artist, Nilsson's creative abilities speak for themselves. His track record is long and consistent — his musical product always refreshingly innovative. Joined here by many talented friends, Nilsson displays his penchant for versatility in his choice of material, which ranges from the folksy feel of "Just One Look/Baby I'm Yours" to the reggae strains of "Moonshine Bandit" (remember "Lime In The Coconut")? A couple of good shots in the FM market, with a strong overall appeal to the progressive FM listener as well as the cult-following which he has acquired.

**STARZ — Star — Capitol ST-11539 — Producer: Jack Douglees — List: 6.98**

With Kiss and Aerosmith leading the race, Starz are one more example that America can indeed produce first-rate rock bands. Their music is straight-ahead and laden with that cast-iron charm that comes only from the best equipment being stroked in the proper fashion — and that's relentlessly. Retailers should be made aware that this group has very heavy support from their record company via an intensive promotional campaign. They're a natural for FM airplay and live performances are sure to boost LP sales. Programmers: watch "(She's Just A) Fallen Angel".

**SPIN — Spin — Ariola/America/Capitol ST 50013 — List: 6.98**

Very tight progressive jazz renderings blend well with some rock rhythms to create an airy sound with substance. The feel is very diversified lending the album much crossover potential. FM rock stations are sure to be bedazzled by the spacey guitar licks of "Sea And Seasons" while pop and progressive stations will devour the funky chops of "Grasshopper," which features some very tight horns. So that no one is left out, the progressive jazz performer should pick up on "Spinning," a fine composition.

**BUFFALO SMOKE — Lou Courney — RCA APL-1196 — Producer: Lou Courney — List: 6.98**

Hot new R&B action with Lou Courney! Accompanied by his new group, Buffalo Smoke, Courney flies through a collection of tunes that represent a fine fusion of R&B and progressive genres. The strong, funky rhythm section lays a firm foundation for the vocal and guitar/keybord interplay. An easy winner in R&B circles, this LP should also receive a strong listening on the FM progressive market with some pop potential as well. Top cuts include "Danger (Watch Your Step)", "911."

**BEAUTIFUL NOISE — Neil Diamond — Columbia PC 30963 — Producer: Robbie Robertson — List: 6.98**

This LP is a perceptive musical recollection of knockin' around New York's tin pan alley in the early sixties. The songs are definitely some of Diamond's best to date, probably because they are so deeply personal in content. Needless to say, this album is predestined to become a monster hit — retailers should react accordingly. Backed by some of the best behindman in the business, Neil really shines on "Lady-O" and "Don't Think. - Feel." Production work by Robbie Robertson of The Band is also worthy of note.


The dynamic duo of the MOR/easy listening idiom have come up with another winner. "A Kind Of Hush" is a clean collection of tunes that is truly representative of the kind of music that the Campreters are famous for — smooth, ingratiating melodies that bear their contemporary trademark. This LP is bound to bring an instant success with both the pop and MOR audiences, with the title tune and their cover of the Neil Sedaka hit, "Breaking Up Is Hard To Do" standing out as prime shots for the AM market.


Jay Ferguson, veteran of Jo Jo Gunne And Spirit, is smooth and clean in this collection of self-penned material (excepting his cover of Traffic's "Medicated Goo"). His rock 'n roll roots have taken their place alongside a growing funk influence, characterized by his frequent use of scratchy guitar and orchestration. The entire effort will please the progressive FM market and all of the fans of the two aforementioned groups, and the AM airwaves are sure to be carrying some of this material. "Snakes On The Run" is our pick.


Phillip-style funk lends with a strong big band sound to create a nice synthesis of styles that will appeal to R&B, pop and FM markets equally. Jazz listeners will appreciate Watson's big band arrangements on tunes like "I Want To Ta-Ta You Baby." The up-tempo "I Need It" should receive some attention along with the title track, which really shows off Watson's production talents.


Big band master, Buddy Rich, offers up a king-size helping of some fine contemporary sounds. His Big Band Machine is tighter than ever whether leaning into a clean jazz piece like "Yarinin Learning" or skate through a slick disco cut like "Speak No Evil." Rich makes no bones about giving the spotlight to all his personnel and consequently, there are some fine solos ranging from tasty guitar to electrifying piano and, of course, his great horns. A strong shot for the jazz programmer who shows a little promise as a pop nem.


A strong soul offering from this new group featuring the dynamic lead vocals of erstwhile Tempta- tion, Damon Ota Harris. The feel is slick and clean, due, in part, to the fabulous production job of Bobby Eli. An LP. A strong rhythm section supplemented with some fine strings takes a back seat to the beautiful vocal work of Damon and the background work of the rest of the group. A natural for the R&B airwaves, much AM/pop potential here. Watch the mov' out "Friends."
DON'T BLAME US, AMERICA
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THE WHISPERs — The Whispers — Soul Train RVL1,1490 — Producer: Norman Harris — List: 6.98

The rapidly expanding genre of soul, some artists stand out as leaders of that expressive idiom — The Whispers are such artists. Slick and smooth as glass, their highly professional approach to their material is one of total involvement, the tunes draw the listener into their lyrically flowing motion. This album’s introduction into the R&B and pop markets is sure to be followed by others. Programmers should pay special attention to “I’ve Got A Feeling” and “One For The Money.”

YOU ARE EVERYTHING I NEED — Larry Santos — Casablanca NBLP 7030 — Producer: Ron Davis — List: 6.98

The rich vocals and clean keyboard lines of Larry Santos float effortlessly atop a rolling rhythm section which provides just the right balance for the MOR genre. The tunes reach deep within the listener, playing on sensitivities that are easy to relate to. The album also shows promise in the pop vein with such lifting melodies as “Lovin’ Woman” and “Early In The Morning.” All in all, a very delightful offering whose crossover potential makes it worth keeping an eye on.


Clean pop tunes which are made effective via some very nice arranging and orchestration. Learning heavy into the MOR market, this collection of tunes reflects a high degree of professionalism and confidence in pop playlists. Of particular note is that the fine vocal interaction between the male and female counterparts of the group, programmers, watch “Now” and “Dream On.”

LA LEYLA — Ramses — Annuil Copeias AC 1002 — Producers: Klaus Mess, Conny Plank — List: 6.98

Another entry in the progressive rock corner is this German group which features a unique fusion of jazz and progressive electronics to produce an album which is original, to say the least. The synthesizer is definitely the dominant force in the musical melee, however keyboard lines frequently share the spotlight with the interpretive vocals of Herbert Natho. This LP is sure to win many converts in the progressive rock market while outing its deep title track might find willing listeners in some progressive jazz areas.

MOONLIGHT FEELS RIGHT — Starbucks — Private Stock PS 2013 — Producers: Bruce Blackman, Mike Clark — List: 6.98

Though their roots are solidly in the South, their music is only slightly influenced by the Southern rock sound. This LP is a strong collection of pop material which features the lead vocals of Bruce Blackman, who also wrote all of the group’s material and co-produced the album. The songs display a true talent for the pop hook which will make tunes like “I Got To Know” and “Lash LaRue” great pop fodder.


This timely biographical spoof is a classic collection of side-splitters which features an all-star cast of dozen. Check out these luminaries: Phyllis Diller, Louis Nye, Dudley Moore and Arte Johnson to name but a few. Includes updated interpretations of “Paul Revere’s Ride” and “Washington Crosses The Delaware.” This LP is a natural for race sales, and, incidentally, Hope will be doing a TV special which will also boost album sales.

POUNTS WEST — Here’s the one you’ve been waiting for. June 28 will finally mark “Blue Note at the Roxy,” a concert by some of today’s most important jazz musicians in one of the best nightclubs of West Coast. Featuring the talents of Milt Jackson, Lee Konitz, Paul Desmond, and a host of others, this album should be a real jazzophile's delight. Blue Note.


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EAST COASTINGS — The most popular television show ever to be removed from prime-time rating on a major network, “Star Trek,” is beating a steady drum in varied areas of entertainment, no doubt due to an overload on syndicated television. Strange waves are emanating from WNEW-FM, the communications of an album by former Monster Masher Bobby “Boris” Pickett, “Star Drek.” Dedolo has created a musical form from the program’s theme song which has been heard first time since a recent “Saturday Night Live” saw captain James Kirk in such despair as the series was canned that his only hope in the galaxy was a marginal advertisement. Fear not, Captain, for there is a release on this relation to the costs of a major second. And in this future tour entitled “Star Trek - An Evening With William Shatner” to be landing in territory the crew of the Enterprise knows to be the most friendly in the universe: the colloquium campus.

STRANGE BEDFELLOWS — Melody Maker reports that the next Iggy Pop album, to be recorded in Canada will be a collaborative effort of three other notorious rock entities. David Bowie, Robert Fripp and Brian Eno. All have worked together in two-part commissions. Must be seen to be believed. It seems that Bowie’s prize of Eno’s is what eventually brought them together. The latter two plus Fripp may do some additional recording after the Pop project . . . Natural Gas, which includes past members of British groups Badfinger, Humble Pie, Uriah Heep and Tempest, will play several

continued on pg. 42
WESTWOOD VILLAGE WELCOMES

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★ A quiet bar and restaurant ★
Beattles Album Ships Platinum

LOS ANGELES — The Beatles new “Rock ‘N Roll Music” album on Capitol Records was released June 11 and immediately cer-
tified Platinum by the Recording Industry Association of America (RIA), and comes on the CB album chart at 69 with a bullet.

The album, which features 28 classic songs taken from albums spanning The Beatles career, in-
cluding the recent “Get Back” and “Let It Be.” The album and single, as well as the entire Beatles catalog including records

WB Pacts Whitfield

LOS ANGELES — Whitfield Records, a new label headed by veteran producer Norman Whitfield, has been launched and dis-
tributed by Warner Bros. Records. It was announced this week in a joint statement by Bob, Board Chairman Mo Ostin and
Norman Whitfield, President of Whitfield Records.

The agreement calls for worldwide dis-
tribution of all resultant product and the ex-
clusive services of Norman Whitfield as pro-
der for the label. Initial artists signed to the new label include Undisputed Talent.

Whitfield has worked for many years at Motown; Rosey Roise, a group who will be seen and heard in the near future. The label which premieres in August; and, Nytro, a self-contained performing group. Whitfield has agreed to a one-year contract as a writer with Warner Bros. Music.

Gull And Motown End Distribution Agreement

LOS ANGELES — Gull Records has ter-
mminated its year-old distribution deal with Motown Records, by mutual agree-
ment, as of June 1. All artists now licensed to Gull are to be distributed by Motown. The artists will be placed with companies in the United States on an individual basis, according to the placement of British rock bands with Prestige Records.

A&M Meeting Planned

LOS ANGELES — Beginning June 23rd, A&M Records will hold its annual Sales and Promotion Meetings. A&M, with the help of friends around the U.S. and certain foreign al-
liates in attendance. The meetings, which will deal comprehensively with company operation and effectiveness, will incor-
porate panel discussions regarding promotion, sales, publicity, and merchand-
ing of A&M product. There will also be an A&R presentation, during the course of which the national field force will be in-
vited to tour up-and-coming artists and single releases. Jerry Moss, A&M's pres-
ident, is scheduled to informally ad-
tress the gathering at the opening of the course of the meetings. The Sales and Promotion Meetings will open on a social note and will conclude with a participation in the annual A&M picnic June 27th.

Retail Selling Prices ?

Atlanta: Franklin Music advertises original radio broadcasts from Mark 56 Records as "something special for Father's Day" for $3.49 ($5.96 list) at all three stores. (Sunday Atlanta Journal and Constitution)

Baltimore: Korvettes continues Warners/Electric/Atlantic "The Magic In The Music" sale for a second week, tied to in-store promotional contest (Play the Magic Numbers); entire
labels including Columbia, Capitol, Epic and others offer sets for $4.49. In addition, a special selection of discs from Columbia/Epic and Capitol Records for $2.99 ($3.99 for tapes where available), and four bestselling Columbia/Epic LPs for $3.99 each (last works by Blue Oyster Cult, The Isley Brothers, Charles Thomas and Stevie Wonder LPs). All other Columbia/Epic works are on sale for $2.97 ($5.98 list) at 4$7 tape with an added feature on newest Aerosmith and newest Santana for $3.96/$4.96 tape (advertising supplement). (Sunday Baltimore Sun) Boston: Opera on London Records (Gilbert and Sullivan and D'oyly Carte Company) is offered at the Cop for $3.99 per disc. Also, the Broadway cast album of "My Fair Lady" (20th anniversary production) is advertised at $4.95 ($7.88 list). (Sunday Boston Globe) Cleveland: Columbia Records "Campaign 76" features newest albums by Al DiMeola, Les Dudek, Pavlov's Dog, Stu Daye, Dr. Feelgood, and the Sutherland Brothers & Quiver at record stores, radio stations, Variety World Record. Records Round-Up, and June Unlimited, Band Stand Record Theatre, Disc Records, Record Land, and McCrory's with no prices listed. Twelve selected Columbia/Epic albums regularly priced $3.95 ($5.98 list) are $2.79 each at Gold Circle (albums are selected from the 20 offered in K mart ad in Baltimore). Entire stock of LPs are on sale at J. P. Snodgrass for $3.99 (2-LP sets are $4.99). At Uncle Bills, 10 bestselling works are $3.95/$4.96 tape. Multi-Page Record Theatre ad including the records of Lorien Maazel and the Cleveland Orchestra (London) for $3.99 (single LP), $11.99 (sets) and a Warner Bros. in-store promotion highlighting America's latest, "Hawaiiy," for $3.99/$4.99 tape at six stores. Grand Opening Sale at Discodore offering all label sale for $3.99. (Cleveland Plain Dealer, Weekend Magazine, June 11).

Denver: No ads in Sunday Denver Post or Sunday Denver Times.

Detroit: Korvettes continues "Magic..." ad for second week with same ad and prices that appeared last week.

Los Angeles: Full page Hall and Oates ad (RCA) spotlighting their latest work priced at $3.88/$4.88 tape at 36 Wherehouse outlets to coincide with upcoming area concert ap-
pearance, $2.79 each, all aired on CB radio, with "Free" ad. All 10 Greatest Hits packages by Doug Lilley, John Denver, and the Kinks (all RCA) at Musicland for $3.99/$5.99 tape. J. C. Penney offers selected current RCA and Columbia LPs for $3.99/$4.99 tape ("A Chorus Line" original Broadway cast recording for $4.99, record section). Also, all Glicks, Stu Daye, and Tower all offer the Rolling Stone/Broadway cast album of "My Fair Lady" for $4.96 (tapes at same price). Full page promo-
page of Tony Bannin announcing an upcoming concert appearance and an upcoming in-
itial which is to be released on Warner Bros. Records. (Sunday Los Angeles Times Calendar section).

Miami: No ads in Sunday Miami Herald.

Minneapolis: Full page MCA Records ad with no ties for promotion of Elton John concert at the Cow Palace. (Sunday Minneapolis Tribune).

New Orleans: No ads in Sunday Times Picayune.

New York: Sam Godde multi-page multi-label sale at $4.29/$5.78 tape. In addition, special features on newest Beatles 2-LP set (Capitol) for $4.99/$7.99 tape, Columbia/Epic catalog at $3.99 per disc, newest releases by Robert Goulet, Paul Delicato (both AOA), Gross Henry (Lisseng), Billy Joel (Columbia all for $3.99/$4.99 tape. Also, selected works on Deutsche Grammophon for $4.79 each disc or tape and the original cast album of Rex $4.49. For Korvettes the Magic... ad continues in effect for a second week with one change from Baltimore and Detroit; price for 2-LP sets is $3.94. Also multi-label sale at $3.99: Patti Labelle, "Lady Chablis," a made-for-tape, featuring backing vocals, recorded in a joint effort. All advertised as a "Free" ad. All 10 Greatest Hits packages by Doug Lilley, John Denver, and the Kinks (all RCA) at Musicland for $3.99/$5.99 tape. J. C. Penney offers selected current RCA and Columbia LPs for $3.99/$4.99 tape ("A Chorus Line" original Broadway cast recording for $4.99/$5.99 tape). Also, all Glicks, Stu Daye, and Tower all offer the Rolling Stone/Broadway cast album of "My Fair Lady" for $4.96 (tapes at same price). Full page prom-
page of Tony Bannin announcing an upcoming concert appearance and an upcoming in-
itial which is to be released on Warner Bros. Records. (Sunday Los Angeles Times Calendar section).

Philadelphia: Sam Godde multi-label sale (same labels as offered in New York at same prices) with special features on Columbia/Epic catalog at $3.99 per disc, Robert Goulet, Paul Delicato (both AOA) at $3.99/$4.99 tape, Peter Frampton catalog (A&M), Southside Johnny & The Asbury Jukes (Columbia), Spooky Tooth and Gary Wright package (A&M) all at $4.29/$5.76 tape (Frampton Comes Alive at $4.69/$6.99 tape). Also, the original

Cash Box/June 26, 1976
Most of the music played on radio and most of America's hits are licensed by BMI.

Hearty congratulations to these writers of the 101 most performed songs in the BMI repertoire during 1975.

Peter Allen
Benny Andersson (STIM)
Stig Anderson (STIM)
Paul Anka
3 Awards
Hoyt Axton
Randy Bachman (BMI)
Philip Bailey
Marty Balin
Vinnie Barrett
Ary Barroso (SBACEM)
Jeff Barry
Robert Bateman
William Beck
Thomas Bell
Chuck Berry
Leroy Bonner
Rory Bourke
David Bowie (PRS)
L. Russell Brown
George Buschor (GEMA)
Larry Butler
Larry Cansler
Calvin Carter
Harry Casey
Steve Cash
Jerry Chesnut
Willie Clarke
Jessi Colter
Alice Cooper
Linda Creed
Bob Crewe
3 Awards
Dash Crofts
Clifton Davis
Paul Davis
Paul Di Franco
Norman Dolph
Lamont Dozier
3 Awards
Wayne Duncan
Larry Dunn
Des Dyer (PRS)
Bobby Eli
Scott English
Phil Everly
Mark Farner
John Farrar (PRS) 2 Awards
Freddy Fender
Richard Finch
Charles Fox
Craig Fuller
Kenneth Gamble
Barry Gibb (PRS)
Maurice Gibb (PRS)
Robin Gibb (PRS)
Norman Gimbel
Graham Gouldman (PRS)
Al Green
Howard Greenfield
Merle Haggard
Johanna Hall
John J. Hall
Ann Hamilton
Dan Hamilton
Bruce Hawes
Larry Henley
Brian Holland
4 Awards
Eddie Holland
3 Awards
Harlan Howard
Leon Huff
David Jackson Jr.
Joseph Jefferson
Sammy Johns
Kevin Johnson (APRA)
Marshall Jones
Vivian Keith
Richard Kerr (PRS)
Dennis Lambert
3 Awards
Larry Lee
John Lennon (PRS) 4 Awards
Irwin Levine
Sandy Linzer
Barbara Lomas
William Lyall
Melissa Manchester
Barry Manilow
Henry Mayer (GEMA)
Curtis Mayfield
Linda McCartney (PRS) 3 Awards
Paul McCartney (PRS) 4 Awards
Van McCoy
Ralph Middlebrooks
Chips Moman
Michael Murphey 2 Awards
Peter Noah
Kenny Nolan 2 Awards
Kenny O'Dell
Marty Panzer
David Payton
Ben Peters
Barney Perry
Marvin Pierce
Anita Pointer
Bonnie Pointer
Brian Potter 3 Awards
Billy Preston
Curly Putman
Buck Ram
Ande Rand
Denny Randell
Clarence Reid
Minnie Riperton
Louis Risbrook
William Risbrook
Richard Rudolph
Leon Russell
Carole Bayer Sager
Clarence Satchell
Clive Scott (PRS)
Jimmy Seals
Neil Sedaka
6 Awards
Billy Sherrill
3 Awards
Charles Simmons
Paul Simon
2 Awards
Eric Stewart (PRS)
Billy Swan
Toni Tennille
Richard Thompson
Peter Townshend (PRS)
Bjorn Ulvaeus (STIM)
Bobby Vinton
Carlos Ward
Dick Wagner
Barry White
2 Awards
Maurice White
James Williams
Brian Wilson
Norro Wilson
Orlando Woods

BMI
BROADCAST MUSIC INCORPORATED
The world's largest performing rights organization.
KLOS-FM — Programming To Listener
Expectations A Secret To Success
by J.B. Carmicle

LOS ANGELES — "There's a real simple formula to having a successful radio station," Tom Yates, KLOS-FM, Los Angeles PD related to Cash Box. "All you have to do is find out what is people want to hear on your station and program to listener expectations." Yates formula must be working. KLOS, the #9 city FM in the March ARB ratings books for its particular format for some time in this city. Exploring two entities that contribute to a station's success, music and jocks, Yates expounded on both.

Exploring that finding out what people want to hear on your station isn't the easiest task, Yates mentioned "quantitative and qualitative" research is a must in achieving success. "You have to find meaningful research and apply it logically to listener expectations," he explained, "It's easy to hang out in record stores for instance and find out who's in the store, watch the age groups and what they're buying, and get an idea of such things as ethnic backgrounds and marital status.

"People program their station too," he continued. "We watch requests and the mail. We know when something is being hyped by a selective set of people or one person, and I know by handwriting and writing style what letters they're ignoring. But in the same respect, sometimes I'll get a letter from a teenager and then a school teacher who basically say the same thing. It's not necessarily a trend at that point, but it's interesting... it's something to watch. That's the part of the way we find out what people want to hear on KLOS."

 Mentioning that 117 local stores are surveyed each week and national and trade checks are checked by his music staff, Yates emphasized that this quantitative research is transformed into qualitative research at music staff meetings. How? Ruth Pinedo and Darla Hoorelbeke do the research, a consensus is reached, and the tabulations are presented to Tom. "We're an adult station... let's be careful how and what we play," he related. On a numerical value system, the numbers are not strictly adhered to as far as number one receiving more airplay than the rest, etc. "A #8 record on that consensus may be played in heavier rotation than a #5 because of who's buying what. We look at the age and sex of the sales reports and even though teens may be causing a record to show up strong on the consensus, we may not automatically program it in that proportion." That's where qualitative research from numbers shows the music staff the right perspective in programming to make a successful station.

"We want the listener to be taken to the limit of his comfort zone," said Yates, "When he tunes into KLOS it's like a great big party and the disc jockey is playing the records. We're like an old pair of shoes or wearing a tuxedo at a special event. We want to be comfortable to the listener in the same way a familiar shoe feels or returning home from a concert and getting back into Levitz."

Continuing from other efforts to Los Angeles doesn't bother Tom Yates either. "If you operate in a vacuum, you have a limited lifespan on this earth. It's so easy to be subjective and to sit back when you're number one... we like being number one. But you have to divorce yourself from being subjective. Especially when you realize that there's an objective enlightenment that comes to you when you realize your job is on the line as a station programmer. Jocks? I feel we've got the right combination of air personalities who sound right with the music they play, and they're programming to listener expectations. A jock must know two things," Yates continued, "what time it is and who he is. Yates explained that jocks on KLOS are limited since he has a morning show.

Most Added LPS
1. Wired - Jeff Beck - Epic
2. Chicago X - Chicago - Columbia
3. In The Pocket - Jimmie Taylor - WB
4. Another Passenger - Carly Simon - Elektra
5. I Don't Want To Go Home - Southside Johnny & The Asbury Jukes - Epic
6. Summertime Dream - Gordon Lightfoot - WB
7. All Alone In The End Zone - Jay Ferguson - Asylum
9. Sleeping Beauty - Cheech & Chong - Ode/A&M
10. Howling Wind - Graham Parker - PolyGram
11. It's A Good Night For Singin' - Jerry Jeff Walker - MCA
12. Agents Of Fortune - Blue Oyster Cult - Columbia
13. Resolution - Andy Pratt - Nemperor/Atlantic
15. That's The Way It Is - Nilsson - RCA

Most Predicted Hits
1. Fly Like An Eagle (entire LP)/title)/Rockin' Me - Steve Miller Band - Capitol
2. Rocks (entire LP)/Last Child/Rats In The Cellar - Aerosmith - Columbia
3. Turnstiles (entire LP)/Say Goodbye To Hollywood - Billy Joel - Columbia
4. Rich (entire LP)/Fex - Steely Dan - ABC
5. Jai/brick/title cut/boys Are Back/Emerald - Thin Lizzy - Mercury
6. Dreamboat Annie (entire LP)/Magic Man/Crazy On You - Heart - Mushroom

Most Requested Cuts
1. Long Hard Ride (entire LP) - Marshall Tucker Band - Capricorn/WB
2. All Alone In The End Zone (entire LP) - Jay Ferguson - Asylum
3. I Don't Want To Go Home (entire LP) - Southside Johnny & The Asbury Jukes - Epic

Donny De Jary - For a crazed hour and a half Wednesday, June 8th, Donny Osmond shared the microphone with KHJ's radio personality Dr. John Laday in Los Angeles. They turned the show into a mini Osmond retrospective, with Donny answering listeners' phoned in questions. They also debuted "Chrom Monarane," Donny's single on Polydor/Kolos Records. Pictures above are (from left to right): Arnie Geller, Polydor Incorporated's director of national promotion; Dr. John Donny Osmond; and KHJ's program director, Charlie Van Dyke.

Donny Osmond's photo credit: Bill Rebsamen

Cash Box / June 26, 1976
What if we told you that the most successful new label in soul music is Warner Bros. Records?

Would you believe us?

Believe us.
WARNER BROS.
(Whose affiliated labels include Curtom and Philly Groove) is the hottest new company in soul.

WARNER BROS. has the best black marketing team in today's record business.

WARNER BROS. is the home of these artists:

Seated, from left: Lou Wills, Southwest and West Coast Regional Promotion Manager; Ron Ellison, Midwest Regional Promotion Manager; Eddie Pugh, National Promotion Director; Bob Frost, New York Regional Promotion Manager; Charles Swift, Local Southeast Regional Promotion Manager; Harold Burnside, Eastern Regional Promotion Manager; Tom Draper, Vice President, Warner Bros.

Standing, from left: Bob Frost, New York Regional Promotion Manager; Charles Swift, Local Southeast Regional Promotion Manager; Ron Ellison, Midwest Regional Promotion Manager; Eddie Pugh, National Promotion Director; Bob Frost, New York Regional Promotion Manager; Charles Swift, Local Southeast Regional Promotion Manager; Tom Draper, Vice President, Warner Bros.

Lamont Dozier
First Warner Bros. album: Right There

Dionne Warwick
Hit album: Track of the Cat

George Benson
Hit single: "This Masquerade" Gold album: Breezin'

William D. Smith
New album: A Good Feelin'

Lee Garrett
New album: Heat for the Feels

The Doobie Brothers
Crossover R&B radio single: "Takin' It to the Streets"

Ashford & Simpson
New single: "Somebody Told A Lie"

Curtis Mayfield
Hit LP: Let's Do It Again sound track

Staple Singers
Gold single: "Let's Do It Again" Curtom

Graham Central Station
Gold album: Ain't No 'Bout-A-Doubt It

Warner Bros.
BURBANK
is on the soul map along with New York, Philly, Chicago, Miami, Detroit and Memphis.

BURBANK
is the home of Warner Bros./Reprise Records.
Managers in the music industry are crucial for the success of an artist. They help in the strategic planning, promotion, and management of an artist's career. The role of a manager is multifaceted, ranging from negotiation of contracts and handling financial matters to overseeing the creative aspects of an artist's work. Managers are often the first point of contact for artists, dealing with various stakeholders such as record labels, publicists, and event organizers. Their expertise in music industry trends and market dynamics is essential for guiding artists through the competitive landscape.

Aerosmith, for instance, had a notable manager named Joe Hacksaw. Hacksaw played a significant role in shaping the band's career by making strategic decisions, guiding them through lucrative tours, and ensuring that their album sales and concert performances contributed to their success. Hacksaw's expertise and connections in the music industry were instrumental in maintaining the band's popularity and financial stability over the years.

Similarly, other artists like Boston and the Eagles, among many others, have had managers who played key roles in their careers. These managers worked closely with the artists to plan tours, negotiate record deals, and manage the overall artist image. Their involvement in planning concert dates, securing venues, and managing the logistics of tours is crucial for the success of an artist. By working with managers, artists are able to focus on their craft while being assured that the business aspects of their careers are handled proficiently.
The “Redneck” — Vernon Oxford had to go all the way to London to be discovered in Nashville. However, Vernon’s strong country singing, his quiet perseverance, and RCA’s belief in his talents is now paying off with hit records.

Vernon’s story begins like many others. He was born in Rogers, Arkansas, and began singing at age four. Somewhere between growing up, learning chords C, F, and G7, suffering from aching fingers and singing other stars’ songs, he began to develop his own solid country singing style, which eventually took him to a singing club job in Wichita, Kansas. He sang there for awhile and then, in 1964, at the urging of some of his Kansas fans, he made the move to Nashville. He took his guitar and walked into RCA Records and announced he had come to make some records for the label. A short time later, however, Vernon left the label, and the business of music for a few years.

But then Lady Luck finally tossed him a break, in the form of a 27-song, 2-album set that RCA put together and released in the overseas market. Response was slow but strong, and his bandwagon started to creep slowly forward again. Based on the acceptance of his RCA album overseas, he was asked to substitute for another singer on a 3-week tour in England, during the spring of 1974, and he was back in business.

Playing British country music clubs and small hotel supper clubs, Vernon’s soulful country singing began to turn on the English honky tonk fan. He developed a following overseas and his record sales continued to rise there. Word drifted back to RCA Records in Nashville, and in 1974 Vernon Oxford again became an RCA recording artist, and he had a moderate hit with a song called “Got To Get A Man Named Peter Off Your Mind.” His record sales continued in England, Australia, Norway, Ireland and Scotland, and today he has a reputation of being a hit overseas with his hit “Shadows.”

Meanwhile, back in the States, Vernon had another single release on RCA titled “Give Me The Child,” an answer to Loretta Lynn’s hit. It received fair response, and then RCA producer Bob Ferguson found a song called “The Shadows Of My Mind.” It became Vernon’s first real stateside hit, and helped bring his name and country singing style to the forefront.

He has been back to England twice during the past six months and began working club and show dates here in the country.

Vernon has a new single release on RCA titled “Redneck.” It’s all about honky tonks, six-packs, tight blue jeans and huntin’ honky tonk queens.

Vernon’s bookings have recently been taken over by Buddy Lee Attractions, Nashville.

New Names Added For

NASHVILLE — Columbia Records’ Willie Nelson has announced that additional talent has been scheduled to appear at his fourth annual Fourth of July Picnic to be held this Independence Day near Gonzales, Texas.

Now scheduled to join Nelson in performing on the 4th are Waylon Jennings, Jessi Colter, Kris Kristofferson, Rita Coolidge, George Jones, Leon and Mary Russell, Jerry Jeff Walker, David Allan Coe, Rusty Weir, Floyd Tillman, Jody Payne, Milton Carroll and Roger Miller.

The one-day musical festival will be held on a 26,000-acre site near Gonzales. Admission is $10.00 per person and tickets may be purchased by mailing a $10.00 money order to Cracker Jack Productions, Post Office Box 174, Danbury, Connecticut, 06810.

Willie Nelson Picnic

Cash Box/Country

NSAI Awards Held

NASHVILLE — The Nashville Songwriters Association, Incorporated, held a special Hall of Fame “Manny” presentation and show was held at Nashville’s Municipal Auditorium June 11th during Fan Fair week.

Emceed by radio and TV personality, Ralph Emery, the show featured songwriters who are members of NSAI’s Hall of Fame and the association’s Hall of Fame award, “Manny,” short for manuscript, was presented to those songwriters who performed, and to non-performing songwriters who were present for the occasion, including Bill Anderson, Boudleaux and Felice Bramlett, Clement, Governor Jimmie Davis, Al Dexter, Harlan Howard, Bradley Kincaid, Pee Wee King, Vic Malvin, Bill Monroe, Don Robertson, Fred Stewart, Gene Sullivan, Ernest Tubb, Marjoun Wilkin, and Scotty Wiseman.

Wesley Rose of Acuff-Rose Publications accepted “Manny” for songwriters Jennie Lou Carson, Leon Payne, Fred Rose, Don Gibson, and Hank Williams. Joanne Carter Kelley accepted the award for her father, A.P. Carter; Lionel Delmore for his father, Alton Delmore; and Ms. Norma Gail Welborn. Ron Fair of NSAI honored the deceased Lefey Frizzell, Jack Rhodes, Tex Ritter, Tim Spencer, and Bob Wills by presenting “Manny” to the widows of those great songwriters.

Ms. Laura Lee McBride accepted the award for her father, the late Tex Owens.

In attendance were Hall of Fame songwriters Eddie Miller, Danny Dell, and Lyman Walker who were inducted into the NSAI Hall of Fame in 1975.

NSAI’s president, Ron Peterson, and Maggie Cavender, executive director of the association accepted “Manny” for the late Vernon Dalhart and this award will be a part of the NSAI Hall of Fame archives.

12 Added To Walkway Of Stars

NASHVILLE — The Country Music Foundation hosted its annual Walkway of Stars installation ceremony recently at the Country Music Hall of Fame and Museum. The ceremony recognizes individuals who have contributed to country music by placing the name of each artist, in bronze, in the terrazzo walkway leading to the entrance of the Country Music Hall of Fame and Museum. The twelve 1976 inductees include: Bob Atcher, Hoyt Axton, Jim Ed Brown, Vernon Dalhart, Mac Davis, Mickey Gilley, Joe E. Lewis, C.W. McCall, Red River Dave McEnery, Ronnie Milsap, Ramblin’ Tom Scott and Ray White.

The event was attended by artists and their representatives, scores of country fans brought to Nashville for Fan Fair activities, music industry executives and the Country Music Foundation staff and board of trustees.

Bill Ivey, foundation executive director, welcomed the visitors and inductees to Nashville and the Hall of Fame and introduced Frank Jones, Capitol Records vice president and chairman of the board of the Country Music Foundation. Jones noted that this year’s ceremony honored “all-time greats and stars of today.” Stressing the importance of the Walkway to the Hall of Fame and to the Foundation Library, Jones stated that “proceeds from the Walkway will be particularly helpful this year, because both the museum and library are involved in an expansion program.” Each artist inducted into the Walkway of Stars donates one thousand dollars to the Country Music Foundation, and these funds are used in the library program.

Two walkway memberships involved special efforts by many people. The walkway block in honor of Vernon Dalhart, the early country star who recorded such hits as “The Prisoner’s Song,” has been sponsored by the members of the Dalhart Fan Club. The Walkway of Stars Block sponsored by Red River Dave McEnery, in honor of his friend, was killed in an auto accident this past April. McEnery, a member of the United States Army, accepted the Walkway of Stars award on behalf of the deceased Dalhart.

As a member of the United States Army, McEnery accepted the Walkway of Stars award on behalf of the deceased Dalhart.

Hoyt Axton, Phillips-Moody (accepting for C.W. McCall), Mickey Gilley, Red River Dave McEnery, and Fred Goldrup.

ANOTHER “GOLDEN EGG” FOR THE TWSITY BIRD — Owen Bradley surprised Conway Twitty during MCA record company’s annual dinner at the Opry recently in Nashville with a gold record for his MCA LP, “You’ve Never Been This Far Before.”

Cash Box/June 26, 1976
Randy Cornor has sung himself onto the charts with a song about a man who wants to walk out on it all but can’t. Meanwhile, Roy Head is heading up the charts with a song about a man who’s walked out on it all but wishes he hadn’t.

Randy Cornor’s “Heart Don’t Fail Me Now”

Roy Head’s “Bridge For Crawling Back”

(From his soon-to-be-released album: MY FIRST ALBUM DOA 2048)

(From his debut ABC-Dot album: HEAD FIRST DOSD 2051)
Rex MCA HAROLD, THE 1969.13 6923 GILLEY’S 44 ville Loretta. Classic recorded Television her charming. Sweden purchased an and commercial efforts with the show. Kenny Daniels recently performed for King Carl XVI Gustaf of Sweden at the 35,000 acre Rockefeller Farm in Arkansas. The King was absolutely charming.” Ramona reports. “He came dressed very casually in sport clothes, sat on the back row, and was completely unassuming. The show was a huge hit and Ramona is looking forward to working with the Opry in the future.”

Peggy Sue Gilley has signed a new recording contract with MGM/Phonogram and is scheduled to release her first album later this year. The album will feature some of her most popular songs from stage and screen, including “Jolene” and “It’s Your Day.”

Another country music star who is making a comeback is Roy Acuff. The Opry legend has signed a new contract with RCA Records and is scheduled to release his first album later this year. Acuff, who is known for his iconic twang and expressive singing style, has promised to deliver a album that will bring back memories of the good old days of country music.

Dolly Parton’s version of “Jolene” is No. 2 in the British pop charts, which qualities her as a chart-topping artist. Dolly will appear via video tape presentation and will sing the self-penned “Jolene.” Olivia Newton-John, the popular pop artist on RCA Records, has just received official confirmation that her latest album has been verified gold by the Recording Industry Association of America (RIAA). Olivia will join other international superstars, R. B. Montez and Emmylou Harris, in achieving an enviable position in the British pop charts. Roy Clark has a new live album on the market, his first in four years. Titled “Roy Clark in Concert,” the LP was recorded on stage at the Forum in London in January, just before Roy departed for his Soviet Union tour. It contains his current hit single, “Think Summer.”

Don Williams’ recent three-day engagement at The Troubadour in Los Angeles brought in only a few thousands for the six shows, but a number of country music legends, including Roger Miller, Connie Stevens, Emmylou Harris and Diana Trask, are expected to make the trip.

Jeanne Pruett now has her own backup band. Jeanne and her new backing band, Country Fair, are booked throughout October of this year. Band members include Steve Hamilton, drums; Bill Hutton, lead guitar; and Jimmy Blevins, bass. Shorty Grisham, bass. The title of Jeanne’s new single on MCA Records is “It Doesn’t Have To Try.” MCA recording artists Conway Twitty, Jodie Lee, Willie Nelson and Mark Chesnutt are currently on tour with the show. The show is being billed as “National Radio Month” during two nights of concerts in a local Nashville shopping mall. Also on hand to sing a few numbers was Conway’s youngest daughter Kathy, who uses the stage name of Jessica James.

It’s like a dream come true for MCA recording artist Bill Anderson since he purchased a radio station in Provo, Utah. A former disk jockey, Bill held a grand opening show in Orem, a suburb of Provo, recently to commemorate the event. With him on the air for the first time was “The Mary Kaye Boys.” The station will program country music as well as local news and sporting events, along with a talk show. … After more than a month’s absence, Jodie Lee, one of MCA Records’ newest talents, returned to the recording studio at MCA Records in Nashville to record a new album. The album was recorded on 16-track and is scheduled for release later this year. Jodie is scheduled to make a personal appearance at the Opry next month.

The New Deal, a group of young country musicians, has been practicing about four hours each day to prepare for the tour which began June 14 at the Airways Music Theatre in Amarillo, Texas. The group is currently on tour with the show. MCA Records made mark May “Loretta Lynn Month” in conjunction with the release of her autobiography, “Coal Miner’s Daughter.” The station kicked off the promotion by asking its listeners to send a postcard stating their favorite Loretta Lynn song. The response was phenomenal. The winner, Mrs. D.M. Kavanaugh, received a complete Loretta Lynn catalog and an autographed copy of her book, plus a phone call from Loretta.

Kenny Bailey, president of Mississippi Broadcasters Association, will present Charley Pride with the “Mississippiian of the year” award at the association’s 35th annual convention at the Sheraton Hotel in Biloxi. In addition, Mississippi’s Governor Otto S. F. Taylor will present Pride with the “Golden Microphone” award. The show will program country music as well as local news and sporting events, along with a talk show. … After more than a month’s absence, Jodie Lee, one of MCA Records’ newest talents, returned to the recording studio at MCA Records in Nashville to record a new album. The album was recorded on 16-track and is scheduled for release later this year. Jodie is scheduled to make a personal appearance at the Opry next month.

Loretta Lynn and Conway Twitty, two of country music’s most popular artists, will be appearing at The Grand Ole Opry in Nashville on the 24th. The show will feature a special guest appearance by Starlite in one of their most popular songs, “It’s Your Day.”

Don Gibson will be performing at the Country Club in Biloxi, Mississippi, on June 25. Gibson, who has had several hits in recent years, will be accompanied by his backup band, The Gibson Brothers.

Looking Ahead to Country Top 100

Give Her What She Wants

Charlie Ross (Big Time)

He’s Still All Over You

Joel Sonnier (Mercury)

The Lullaby Song

David Houston (Epic)

Number One

BillySwan (MCA)

Wichita Jail

Charlie Daniels Band (Epic)

It Doesn’t Have To Try

Jenna Mancuso (MCA)

Love Is Comin’ Over Me

Ray Pillow (ABC/Dot)

Young

Ronnie Milsap (Warner Brothers)

Honky Tonk Women

Tony Joe White (Bell)

Redneck Man

Johnny Paycheck (MCA)

Why

Crispy Critters (C.W. McCall)

Liquor, Love And Life

Lenny Breau (Columbia)

Disco-Tex

Little David McGivens (MCA)

Calico Cat

Kenny Starr (MCA)

Looking Ahead to Country Top 100

Gibbons with Family and Friends

Saddle Tramp

Rosie and the Yorkies

Barbara Mandrell

Miel Street’s Greatest Hits

Danniel Davis & The Nashville Ramblers

The White Knight

Gibbons with Family and Friends

Saddle Tramp

Rosie and the Yorkies

Barbara Mandrell

Miel Street’s Greatest Hits

Danniel Davis & The Nashville Ramblers

The White Knight
Country Fan Fair Draws Record Crowd

NASHVILLE — Nashville's Fifth Annual International Country Music Fan Fair, held June 7th through the 13th, reported a record breaking crowd of 12,600 registrants who enjoyed a wide variety of indoor and outdoor events, which included: a free celebrity softball tournament, a four-hour bluegrass concert, more than 25 hours of live entertainment as presented by record labels and music industry organizations, live country music tent shows during lunch breaks, a grand masters fiddlin' contest, picture taking and autograph sessions with country artists and songwriters in the exhibition area dominated by fan club booths, as well as visits to the Country Music Hall of Fame, the Grand Ole Opry and Opryland.

Celebrity Softball Tournament
The third annual Fan Fair Celebrity Softball Tournament was held on Monday, June 7th at Nashville's Two Rivers Park. There were 17 teams in the men's division, and four teams in the women's division. The finals took place on June 8th, with Roy Griffins Rays of Sunshine defeating the Nashville Pickers 9-6 in extra inning play. The Mary Reeves' Reev-ettes took the women's title with a 22-6 win over the Po' Girls. Dave Rowland of the group "Dave and Sugar" was voted the men's division Most Valuable Player. Country artist, Wilma Burgess, was voted the women's division Most Valuable Player.

Fans in attendance received record albums and autographed softballs throughout the two-day event. On Tuesday afternoon, Nashville songwriter and artist, Frank Knapp, entertained the fans and players alike in high style by making a spectacular 8,000 foot free-fall parachute jump into the park.

THAT'S WHAT FRIENDS ARE FOR — ABC/Dot recording artist Barbara Mandrell had plenty of friends wishing her well at her recent appearance at North Hollywood's Palomino Club. Pictured (left to right) are (back row) Barbara's band, the Do-Rites, and her father and manager, Irby Mandrell, and (front row) Hal Yoergler, vice-president of ABC's publishing division, Barbara, and Ira Selisky, assistant general attorney for ABC records.

During the show, CMA Executive Vice-President, Irving Waugh, was presented with the Third Annual Tex Ritter Memorial Award.

Throughout the remainder of the week, fans attended live shows produced by the individual record companies and music industry organizations.

Country music reunion
More than 8,000 fans nearly packed the Municipal Auditorium for CMA's Country Music Reunion Show on Saturday afternoon. Grant Turner was the Master of Ceremonies with co-hosts John Lair, Rambin' Lou Schriver, and the Duke of Paducah. Among the 28 pioneers making an appearance on this year's 2 1/2-hour show were Minnie Pearl, Governor Jimmie Davis, and Merle Travis.

Ben Smathers coordinated production of the entertainment, along with Jimmy Gately and Harold Morrison. Fred Carter, Jr., was the musical director and the Jordanaires provided vocal backgrounds.

Another highlight to the afternoon was a special guest appearance by Chet Atkins, when he paid a special tribute to Johnny and Jack and Kitty Wells.

Prior to the afternoon show, more than 90 reunions and their families and friends attended a brunch in their honor at the Country Music Hall of Fame as hosted by the Country Music Foundation. Immediately following the show, the reunions had supper together at the Municipal Auditorium, and later attended the 6:30 performance of the Grand Ole Opry.

Fiddlin' Contest
The Theater By the Lake at Opryland was the setting for the Grand Master's Fiddlin' Contest. This year's winner was Terry Joe Morris of Hurst, Texas, who took home the top prize of $1,000. Cash prizes were also awarded the other contestants placing in the top ten. Fans were entertained by such artists as: Porter Waggoner, Johnny Gimble, Roy Acuff and Marty Robbins.

A special segment of the program was a tribute to Roy Acuff by a group of Nashville string players conducted by Bill McElhiney. Roy himself, now recovering from a heart attack, stepped on stage to acknowledge the tribute.

Next year's Fan Fair is scheduled to take place on June 8th through the 13th, preceded once again by a celebrity slow-pitch softball tournament. Fan Fair is co-sponsored by CMA and the Grand Ole Opry.
country radio active

The following table lists the new releases that were added to the key country radio stations around the U.S. This is not a races chart.

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<th>Sequence</th>
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**ADDITIONS TO COUNTRY PLAYLISTS**

The following artists and songs have been added to the key country radio stations around the U.S. These are not necessarily the top 10 songs on the charts.

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**SURPRISE, KATY**

Columbia Records

Mac Davis made a surprise appearance to greet Columbia songstress Katy Moffat at The National Opryland, effective July 15.

**Keener Exits Mercury**

NASHVILLE — Glenn Keener will no longer be affiliated with the production of Merck/Cherry in his position as a producer at the Nashville Songwriters Association International. Present Gene Autry with the "Manny," the NSAI Hall of Fame trophy. Autry was inducted into the Hall of Fame in 1970, but the NSAI did not begin to award the "Manny" until 1975.

**Word Sets Bryant LP**

WACO, TX — Word records of Waco, Texas, will release the LP, "This Is My Story," by Anita Bryant, which was recorded live at a Baylor University chapel service.
JERRY REED (RCA-JH-10717)

Gator (2:55) (Vector Music Corp-BMI) (Jerry R. Hubbard)

From the United Artists release of the same title, "Gator" is typically Jerry Reed—a cute, catchy novelty with no sound barriers. Produced by Chet Atkins and Jerry Reed.

BILLY "CRASH" CRADDOCK (ABC-Dot-DOA-17646)

You Rubbed It In All Wrong (2:33) (Pick-A-Hit-BMI) (J. Adrain)

It's heavy rock-a-boogie with a little laid-back country. Carrying a strong similarity to last year's hit "Rub It In," it was produced by Ron Chancey.

GLEN CAMPBELL (Capitol - P-2866)


A good old-fashioned Sunday date beamed at the fan market. Pulled from the "Bloodline" LP, it was produced by Dennis Lambert and Brian Potter.

BOBBY BARE (RCA-PE-10718)

Put A Little Lovin' On Me (2:29) (Hall-Clement Publications / division of Vogue BMI) (Bob McDill)

Bobby has left his usual style for a talking blues sound on this Bobby Bare/Bill Rice production, pulled from the LP "The Winner and Other Losers."

RAY PRICE (ABC Dot Records-DOA-17627)

We're Getting There (2:45) (Fullness Music-BMI) (J. Fuller)

Rich with violins and a full pop production, the smooth delivery of Ray Price is timeless. Produced by Jim Fogleson.

STONEY EDWARDS (Capitol - P-4246)

(I Want) The Real Thing (3:20) (Blackwood Music/Back Road-BMI) (Chip Taylor)

With a hard country, juke box style, this one sounds like a winner for Stoney Edwards. Production by Joe Reed, from the LP "Blackbird."

BEN REECE (Polydor PD 14359)

Even If It's Wrong (3:10) (Unart Music/United Artists BMI/ASCAP) (Richard Mainegra - Milton Blackford)

It's original Willie Nelson style for Ben Reese on this pure country production by Jim Vienuen.

TOMMY CASH (United Artists UA-XW826-7)

I'm Just Getting By (3:09) (Jack & Bill Music ASCAP) (J. Foster - B. Rice)

A sad lyric set to a laid-back country sound, produced by Larry Butler. This one could happen.

LUKE AUSTIN (Country Kingdom 506A)

(The Legend Of) Gator Dan (2:21) (House of Cenikor BMI) (Luke Austin)

Busy, busy with a Cajun lyric, this fast mover was produced by Ron Oates and Joe Osborne.

RUBY FALLS (Fifty States FS-43)

Beware The Woman (3:29) (Don Wayne/Stars & Stripes/Hit-KT - BMI) (Vera Lakely)

Flavored with jazz blues and tinged with black, this one is a slow-moving, easy style ballad.

GARY BUCK (GRT 062)

Victims (3:04) (Chappell & Co-ASCAP) (Bourke/Dobins/Wilson)

Modern down-beat country produced by Bobby Bare - an excellent production, in fact. Sounds like the jingle of bells.

JOHNNY MOORE (Woodstock WS 1105)

A Picture From Life's Other Side (2:57) (Fred Rose Music-BMI) (Hank Williams)

Texas two-stomp brings back memories of a sad Hank Williams lyric. Could be a big break out.

JEANIE C. RILEY ( Warner Bros. WBS-8236)

The Best I've Ever Had (2:55) (Jeannie C. Riley BMI) (Jeannie C. Riley)

Featuring a Texas/Louisiana fiddle along with a ragged harmonica, Jeannie C's first Warner release was produced by Shelby Singleton, Jr.

SHEILA TILTON (Con Erio-CBX 110)

Half As Much (2:53) (Fred Rose Music BMI) (Curley Williams)

A slowed down version of an old favorite, flavored with a Hank Williams steel, this one was produced by Bill Walker.

LARRY BARNES (Republic R-232-2-A (IRDA)

You and Me Alone (3:13) (Singletree Bethon Fprmifer & Rick Klang)

Smooth pop with a 60's Charlie Rich feel. Produced by Dave Burgess, sounds like good FM country.

THE FOUR GUYS (Woodstock WS 112)

You Made It Right (3:30) (BMI) (Dillion-Anderson)

"Kentucky country" features heavy gospel banjo! The Four Guys sound like winners on this Four Guys production.

CALICO (United Artists UA-XW806-Y)

The Great American Dream (4:15) (United Artists Music-ASCAP) (A. Chapman)

It's an all-too-familiar story of those who dream for a better tomorrow. Good cross-over potential with excellent production by Allen Reynolds.

JOHNNY GIMBLE (Columbia-3-10348)

Under The"X" in Texas (2:41) (Gardena Music-BMI) (J. Gimble)

Johnny Gimble produced and wrote this Texas tale with plenty of Texas swing. Sounds like good ban and box chart action.

ROY DRUSKEY (Capitol - P-4281)

The Battle For Daddy's Soul (2:39) (A Gee Jay Music-ASCAP) (M. Howard J. Woverton)

It's reviel time, set to a heavy bass and horns, pulled from the LP "This Life of Mine." Produced by Austin Adams.

LAURA LEE McBride (Halma H904)

Memory of a Legend (3:05) (Binkum Music BMI) (Sonny Hall - L. L. McBride, Jim Kent)

Bob Wills Western Swing set to a different beat, with a lyric change on San Antonio Rose. Looks like a winner.

GENE PRICE (Cram - CR 7606)

A Boy Named Hugh (And Friends) (4:12) (Price Pub. Co. - BMI) (Gene Price)

An election year novelty by radio station KLAC disc jockey Gene Price, who shows off his flair with impersonations. Funny!

REBECCA LYNN (Eksa 309)

Ain't That A Shame (2:29) (Travis Music BMI) (A. Domino, D. Bartholomew)

A fifties rocker done-up seventies style by a promising young artist. This one could really make a name for Rebecca Lynn. Produced by Mike Borchetta and Warren Roche.

UNITED TALENT — Loretta Lynn - Conway Twitty — MCA-2299

An excellent vehicle conveying the award-winning sound of two of country music's greatest. Featuring the current hit single "The Letter," selections include "Just Live For Today," "Let Me Love You Like A Wheel," "We'll Finish Up Falling In Love," and "The Only Way Around It (Is Right Through The Middle)." Two of our favorites are "Just Lead The Way," and "We're Caught Between A Love And A Love Affair." Owen Bradley produced.

CHARLIE RICH GREATEST HITS — Epic — PE 34240


LOVE REVIVAL — Mel Tills — MCA 2204

Mel Tills knows the heart of the sound of country, and he goes to the source on his first LP released on MCA. Co-produced with Johnny Virgin, most selections are up-tempo story lyrics but to a solid country rhythm. Selections are "Love Revival," "Tail," Dark And Lonesome," "Gator Bar," "I Order One For Me," "Which Way Is Gone," "Good Woman Blues" and "Pictures," with our favorites being "The New Green Light," "You Can't Trust A Crazy Man" and "My Only Strange Love."

THE BEST OF JOHNNY DUNCAN — Columbia KC 34243

The nearest bag would be country progress, and most selections are hits of the recent past. Produced by Don Crenshaw, one unique feature is the variety of producers represented — producers such as Billy Sherrill, Larry Gatlin, Bob Montgomery and Bobby Goldsboro, and Frank Jones. Selections include "Stranger," "Scarlet Water," "Gentle Fire," "Walking With My Lady," "Baby's Smile, Woman's Kiss," "Sweet Country Woman," "Hard Luck Joe" and "Holiday Woman," with our favorites being "Fools" and "Jo And The Cowboy."

THE AMBASSADOR OF GOODWILL — Jerry Clower — MCA-2205

"The Mouth of The Mississippi" from Yazoo City is now "The Ambassador Of Goodwill." Recorded live at Humphrey Coliseum at Mississippi State University, this is the sixth album for Jerry and one of his funniest. Produced by Snuffy Miller, selections include "Titus Plummers," "Writing In My Bible," "Warm Water Heater," "Tough Nut," "Clovis And Beck," "The Wise Men," "Dig A Dog Well," "Marcel And His Originals," "Wanna Buy A Possum?" plus ten more bands around such characters as Marcel, Uncle Versie, The Clumsy Mule, etc.

LOVE LIFTED ME — Kenny Rogers — UA LA607-G

Kellee Patterson

ETC. CLUB, L.A. — The moment Kellee Patterson ran to the stage it began to glow. Her lovely lady presented a delightful and warm show at the Etc. Much of her success has been to give her charming and cute personality on stage. She talks with her unique voice and it's as if she's trying to make them feel right at home. Kellee, the former Miss Indiana has the singing talent to make you smile. She has a soft, sweet voice and even though they were to be direct and honest in their reviews of her music.

Hall & Oates

Lesley Duncan

THE ROXY, L.A. — The atmosphere in the club was strictly electric. The band played songs from their new album "The Heart of Rock & Roll." The stage was dark, and then the lights went higher as the two men came out and began to play. The lead singer of the show, Daryl Hall, is a master of the guitar. He played his instrument with flair. The band was not all unlike the tight, vaunted E Street Band. The rhythm section of Steven Dees on bass and Eddie Zyne on drums, along with Oates, was tight and responsive to the needs of the various tunes.

The music was almost frighteningly good. Hall & Oates have managed to have something that seems to be a magical interaction. Changes are reflected in simple ways of life, yet they have managed to perform the most interesting solo on stage, and before you noticed it the band had left the stage. The harmonies and instrumental pacing were excellent; there were no false moves.

Certainly the peak of the evening was a ballad written by one of the Doherty's, "I'm Gonna Love You Just A Little Bit More, Baby." "You Are So Beautiful," and "It's Love Music" were just a few. "Our Love Will Soon Be Ended," written by Kellee was also a knock-out. For her final song she performed "This Old Guitar," and the audience could have joined in to clap and sing along with her. J.B.C.

Bobby Keyes

Stoneground

STARWOOD, L.A. — Some heavy uptempo funk brass and a band that puts the instrumental emphasis in the right place and the time made up a hot set as Bobby Keyes played the Starwood last week. One notable thing about this group is that they establish nice strong horns immediately, and one of the first ingredients in that nice funk mix is Bobby Keyes himself. At the time that's right, that's something that's right away. A hot and heavy lead guitar lends more excitement to the show, and his tone of the cover, "Close," is right on the point of an unbeatable musical blend.

Keyes opened the show performing tunes from their newest album on Flat-Out records. Two female singers are spotlighted in Stoneground's performance, with a text reading "On Our Own Sides," "Mojo Hannah From Louisiana," and "Heat Wave," were done very nicely. But a soft slow solo vocal on a tune called "I Know You Know Someone" by one of the singers highlighted the set. An electric piano was not so much a feature of the tune and the effect was very well received. Stoneground's acceptance will be made as spontaneous as the group is talented. J.B.C.

Savoy Brown

Russ Ballard

BOTTOM LINE, NYC — From hard blues roots to rock and soul, heralded by the album "Street Corner Talkin'," the guitarist of Kim Simmonds has always been the central focus and main identification of Savoy Brown through ten years on London Records. A talented, powerful, and versatile keyboard player Paul Raymond, who has been associated with the band for nearly five years, taking the majority of the lead vocals and rhythm guitar, is the primary reason for the new performance on his lead singer onstage. Simmonds and bassist Ian Ellis are less than adequate, even the road crew not quite filling the assignments, but they provide a spirited feel when vocally backing selections such as "Get Up and Go," the recent lead single from the recent "Skin 'N Bone" album. From older albums, Simmonds and the group chose a true-to-life blues story, "Hero To Zero," and a catatonic finale in "Hellbound Train." Though this club's tight scheduling would not allow time for an encore, Savoy's New York followers persisted in demanding one until they were politely ushered from the room.

Russ Ballard's songwriting abilities may have changed dramatically over the years, but his participation on the album "Street Corner Talkin'," as member of Argent, but his Epic album, "Winning," and first solo tour will finally be realized. Dave Edmunds, drummer of Russia, and Ballard's current works range from the driving rock of the album's title cut or "Unbeatable" to a more acoustic appeal such as "Song For Gail." His powerful voice is equally adaptable to varied styles, and his instrumentally tight band carries the high harmonies so important to a Ballard's sound. "I Don't Believe In Miracles" roused the enthusiasm of Argent concerts. Ballard's latest gives a reminder of the potential depth of Ballard's talent was the song that Three Dog Night was wise enough to emulate, "One More Time.""I think the main thing that pops in my head is,” Ballard says, “the idea of a central narrative that has been always having its own sophistication.

Interpreted among others Liz told many amusing stories. One was about being a Puerto Rican maid for Cher, Helen Reddy and Danny Thomas. The other was an anecdote, when Liz said she was recently voted Puerto Rican Woman of the Year and in response to a question of "What's it like being famous?" she said "The other thing that pops in my head is that her name was spray painted on the Empire State Building. One very clever musical number featured Liz and her two dancers, Damita Jo Freeman and Sunrise. When the lights went out the chorus was "We Did It.""It's like, "I'm from Miami," and "Great Balls Of Fire."" With such a fine and well produced show Liz should be in demand for the larger support acts in time at all.

Liz Torres

STUDIO ONE, L.A. — Million of viewers around the country know of Liz Torres from her television appearances on "The Donna Summer Show," "Solid Gold," and "Hollywood Squares." However, Liz just doesn't do TV, she's a total entertainer. She's in the nights and toiles as well as anybody in show business. Last week the Puerto Rican sireen displayed her vast talents in the intimate show, "I'm from Miami," and the group's spunky personality and very refreshing change of pace. Her sense of humor was deliciously sophisticated.

Interspersed between numbers Liz told many amusing stories. One was about being a Puerto Rican maid for Cher, Helen Reddy and Danny Thomas. The other was an anecdote when Liz said she was recently voted Puerto Rican Woman of the Year and in response to a question of "What's it like being famous?" she said "The other thing that pops in my head is that her name was spray painted on the Empire State Building. One very clever musical number featured Liz and her two dancers, Damita Jo Freeman and Sunrise. When the lights went out the chorus was "We Did It.""It's like, "I'm from Miami," and "Great Balls Of Fire."" With such a fine and well produced show Liz should be in demand for the larger support acts in time at all.

Cash Box/June 26, 1976

38
The Crusaders are off to Europe the end of this month for a tour of the entire continent. Rapped with the group is drummer Stis Hooper and he said this is the group's biggest tour to date. They are coming to London. Check out their new LP on Curb. They're holding 100,000 people, and with another couple hot groups, this could be the concert to end all concerts. Also, Earth, Wind & Fire will be releasing a new single within this week. In the title of which is "Get Away." The group's LP will be shipped sometime in August.

Dorothy Moore is so touched by the word of the Midnight Special that they asked her to return to do a special guest spot with Glen Campbell when he hosts the show in the next few weeks. While Dorothy was in town to tape the Midnight Special she also found time to do the Dinah Shore Show... The Ritchie Family are now signed with a major label and they have a new LP shipped this week. Also learned that T.K. has signed a group called Cracker. Product from them should be coming shortly. Cracker toured with the Rolling Stones in Europe in 1973... Also look for a new LP by "Mr. Magic" MacDonald on T.K. soon. Ralph is the fellow who penned this classic hit.

Quincy Jones is coming with a new LP entitled "I Heard That," July 8. It is a re-record set re-creating the original saxes and saxes. And the drums are the same. The only hits included on the new LP will be a new group that Quincy has been working with. They are 4 guys and a girl. The group doesn't have a name yet, so the folks at Quincy Jones Productions decided to give a contest to name the group. The contest should be sent to Quincy Jones Productions. 1416 North L.A. Brea, Hollywood, California 90028. Winners will receive the entire Quincy, Brothers Johnson catalogue plus tickets to their concerts, etc... Bumps Dogan called in last week to say that "Jack in The Box," by David Morris, is the hottest thing happening in good ole L.A.

Was fortunate to get tickets for "The Wiz" out here in L.A. That can be said is that the show has been redone and top-notch. Among the celebrities at the Ahmanson Theatre that night catching the show were Johnny Carson and Jack Nicholson.

"Wakko-Woo!" The Spinners is shaping up to be one heck of a monster. It is one of the most added and requested records in the entire country... The "Mighty" Spinners will be headlining the Greek Theatre the end of this month along with the sexy Donna Summer.

Leon Hopper is holding his production activities. Leon has recently opened up a production firm at 5636 Sunset Blvd. Suite 714, Hollywood, California (213) 461-8553. He is looking for new acts to produce. Leon is now being managed by Pete Peterson.

Phil Strassberg has moved from New York and opened up new offices in Los Angeles. His new office is located at 5151 Woodman Avenue, Sherman Oaks. (213) 789-1499

The Originals, managed by Kessler-Grass Management are set to perform at B.B. King's Wonder Gardens Club in Atlantic City, New Jersey on the 4th of July weekend. This group will definitely set off some fireworks there... Jeannie Reynolds, whose band included the Ohio Players and the Dramatics, has just released a new LP on Cambell, "Cherries, Bananas & Other Fine Things." Jeannie's last hit single was "The Phone's Been Jumpin'." The cover is great... When you're hot, you're hot. Jeff Lane has been retained by Fantasy Records to record their group, Spider's Web, for the label. Jeff's presence is very evident on the charts these days as he produced B.T. Express and Brass Construction. His most recent project for U.A. is another monster. The artist's name is Mark Radice and this youngster has got loads of talent... Check it out.

Fantasy Films is doing another film after the huge success they had with "Cuckoo's Nest." Saul Zaentz and Fantasy Films will produce "The Warriors." Gary Goltman broke away from the disco scene one night last week and caught Diane Ross's opening at the Palace Theatre. He said it was the hottest thing he ever saw. "There were so many celebrities on hand to catch the show that it was like watching the Academy Awards show." Also Gary was fortunate to get backstage. He said it took Diane over an hour to get out of the theatre with a police escort because people were lined up for blocks to get a glimpse at her... Late flash: Also learned that the Spinners will be honored by the City of Los Angeles June 30th, with their own day. Festivities are being planned, and there are plans to have their own six place stayed on Hollywood Boulevard in honor by the Hollywood Chamber of Commerce... Barbara Ingram is well-known in the music business for her great work in backing up such greats as Boz Scaggs, Jerry Butler, Mavis Staples, Stylistics, etc. Now she and her brothers are together recording for Nashboro. They have a dynamics new single on Excello distributed by Nashboro entitled "The Funk Lies In Our Music." Also, the group's new LP will be shipped worldwide by London... Blackbyrd's new single is "Rock Creek Park." This one will be their big- gest to date. It's too cool... Also learned that Mary Wells has signed with Philly International Records and she will be ready to give some new product from her in the near future. It's nice to have Mary back on the scene. Nan Arley, Cannonball Adderly, has also signed a new deal with Little David Records... Another outstanding new group to be on the look-out for this summer is a group called Caldera... They are a jazz-rock-funk group and have signed with Capitol Records... that's soul.

soul waves: Record Company Reaction To LP-Oriented AM Radio

Record company reaction to KDAY's new programming format was mixed. Larger and more LP-oriented companies felt the move to play more LPs was quite favorable, however smaller labels who work with smaller budgets felt they would have to limit the money that was going to artists and groups. Business was at a standstill. But in some cases, singles deals are made. Can you build these artists? If a trend like this develops around the country it will kill the development of many new and exciting R&B artists. I think radio stations don't realize that in the near future the LPs are coming and that artists need a place where they can go to find acts to replace them. If you can't build and develop artists, you can't create future superstars," London said.

Norman Gardner, vice president of promotion for London Records admires the move...
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WALL STREET SCOUTS SPECTOR — With typical dollars and sense, the Wall Street Journal ran a front page profile of Columbia A&R man Mark Spector last week, analyzing the connection between record business profits and the obscure practices involved in the acquisition of new talent. Following Spector on a $500,000 deal for a Toronto-based band, the Journal team will turn up to produce the debut album of Mystic, featuring former Impressions lead singer Ralph Johnson, for Custom Records. . . . "Miss America of 1976" Tawny Gozin has become the first "Miss America" to sign with BMG/ASCAP claims "Miss America" as yet. . . . Denver and Sinatra back together at Lake Tahoe Sept. 3 to 16. . . . George Carlin will be a regular on Tony Orlando and Dawn’s CBS series this fall. (broadcast per evening, a record company can have two or one-half hours of controlled programming as a way of exposing new product to young audiences at the park. Warner Brothers, Inc. has already agreed to sponsorship.

BLUE NOTES The New York Jazz Museum will reopen at a new location, Broadway and 54th Street, with a celebration entitled "The Jazz Trumpet." This is dedicated in the playing of Louis Armstrong, Bix Beiderbecke, Dixie Gillespie and Miles Davis, with recordings, films, photos and all sorts of memorabilia, including the horns of the greats. . . . Vivid-big band in Vibes Big Band name change to the "The Vivid Strings." (written and directed by Paul Morris) will be on exhibit at the Waldorf Astoria’s grand ballroom. His humanistic credits are as impressive as the musical, and proceedings of the affair will be donated to the George Palmer Memorial Camp fund for crippled children.

In a BIG WAY — Watch for Alexander Robertson, a relative unknown from the U.K. who has gotten press for the many roundup Arista has sunk into his promotion, though he hasn’t played the stage yet. . . . Plans in the works to bring BTO, Heart, Trooper and others to Spokane July 3 for a Northwest rock jam. . . . After showing signs of extreme fatigue, Alice Cooper was diagnosed as a victim of acute anemia, postponing his new stage production, "Of Black Eyes Is Back." . . . Linda Ronstadt, David Crosby, K.C., Alice Cooper and David Bowie are among guests featured on this week’s syndicated radio feature, "Record Report." . . . Ian Anderson, recently appearing on the Mike Douglas Show, refused to play due to the lack of studio sound equipment, although his recent appearance on "The Saturday Night Show" has built momentum out before changing with a tape logistics of the flute. . . . Lester Sill, president of Screen Gems-Columbia Music, will be honored at a testimonial reception by ASCAP in New York June 11. . . . "A" has been recognized for his work with the organization by its music industry division. Among members of the Lester Sill tribute committee is Cash Box president and publisher George Albert . . . Steve and Wendy Metz became the parents of Philip June 15. . . . The Palace Salad Bowl, Buffalo, has been presented with the friendship award by the State of Israel. . . . RCA Red Seal will release the first recording of "Captain Jinks of the Horse Marines," by Beeeson and Harrick, the opera commissioned for the bicentennial by the Kansas City Lyric Opera under the direction of K.S. James of St. Louis Mo., felt strongly enough about a June 8 performance of the Ian Gillian Band to write about it and send his thoughts along. . . . The Society For the Preservation and Encouragement of Barphot Quartet Singing in America (SPEBSQSA), sponsors national competition at San Francisco’s Cow Palace July 8-10. . . . Kiss delivers the dubious "Rock Bottom Award," in response to a demand for re-orientation for covey appearance on "Rock Superstars" magazine. . . . Airing on WNEW-TV June 26, Don Kirshner’s "Rock Concert" features Joe Walsh with special friends: Don Felder, Don Henley and Glen Frey of the Eagles, and Jimmy Clift.

Leber-Krebs’ 30 others.

For the Record f 12

of the company’s New York executive offices.

Judy Axler, who has been working as a promotional assistant, will now work as trade liaison and artist relations coordinator in New York. Although she was previously handling some promotional and artist relations, her responsibilities in that department have now been expanded.

Marini, who was named district sales manager, New York, in March of this year, began his involvement with Polygram in 1974 as an A&R officer for Donnelly. He has also worked as a tour manager for such artists as Bob Dylan and The Band. Marini will head Warner Communications, Inc. for Jay Levey, the firm’s president.

Hass To Warner Communications — David Haas has been named assistant corporate controller of Warner Communications Inc. Before joining the firm, he was a principal with Arthur Young & Co.

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Levitt, Pickwick Director, Resigns

NEW YORK — Professor Theodore Levitt, one of Pickwick International’s top outside directors, has announced his resignation. It has been announced by Cy Leslie, Pickwick chairman. Levitt, however, is still scheduled to serve on the board of directors by the new NARAS (National Academy of Recording Arts & Sciences) in Chicago on "The Implications for the Music Industry of the Growing Adult Market."
United’s New ‘Emerald’ 6-Pl.
Shuffle Alley
From Williams

CHICAGO — A brand new United 6-player shuffle alley is currently in release by Williams Electronics Inc. The model is called “Emerald” and it is superbly fashioned after its namesake in color and design, with shades of green predominating on the cabinet and interspersed with other colors on the backglass and playfield. Emerald offers a choice of five ways to play: “Flash,” “Strike 90,” “Regulation,” “One Shot” and “6th Frame” “One Shot” is a ten frame game, allowing each player one shot per frame with decreasing strike values, which is an inducement for competitive play in a fast play game. The factory noted that either “One Shot” or “6th Frame” is ideal for 2 to 6 player action.

Williams’ recommended pricing on shuffle alleys is straight quarter play. The new model is currently available for immediate delivery through Williams’ network of distributors.

School In Session

NEW JERSEY — Betson Enterprises of North Bergen, New Jersey, attracted a crowd of more than one hundred service men at two, one-day Ro-’n-Ola service schools held as part of a regularly planned series.

The morning sessions encompassed a comprehensive audio-visual presentation by William Findley, Rock-Ola customer service manager. His two-hour session included a brief history of the company along with a pictorial review of Rock-Ola phonographs dating back to 1935. The afternoon class each day was divided into three one-hour seminars. Vince Severino, Betson service manager, discussed the Rock-Ola record selection mechanism while assistant service manager Larry Bunn conducted a course on Rock-Ola’s audio power supply system, and Bill Findlay took the groups through an illustrated explanation of the Rock-Ola record playing system.

Peter Betti, secretary-treasurer of Betson, indicated that future schools would be scheduled on such products as coffee machines and solid state TV games.

ChiCoin’s ‘Sound Stage’ 2-Pl.
With Novel ‘Pinwheel Spinner’

CHICAGO — Deliveries of “Sound Stage,” Chicago Coin’s latest 2-player pinball game, are currently in progress, according to Robert Sherwood, director of marketing for Chicago Dynamic Industries, Inc.

“We are extremely pleased with the reception given to Sound Stage by our distributors,” Sherwood said. “Thanks to a number of Chicago Coin innovations, this is really a different game, with strong play appeal and excellent earnings potential, as evidenced by our many test locations.

“Among the outstanding new features contributing to the exciting action and high-score possibilities is the novel PinWheel Spinner, which is built into the playfield. The Spinner whirls when Spin Targets are hit. The players score 100 or 1,000 points with each revolution. Advance and change rollover buttons advance bonus to a possible 19,000 points, which is another of the play incentives on this model.

“Sound Stage also introduces a 6 Hit Target feature,” he added. “Targets are designated A through F and hitting Target A lights the Special button which, in turn, lights the Special Lane, enabling the player to score 1 replay. Targets A and B in combination light the Extra Lane which awards 1 extra ball, targets C and D together change the spinner scoring from 100 to 1,000 points, and targets E and F light the Double Bonus Hole which, when lit, lights Double Bonus indicator.

“Along with 100-point power bumpers and action kickers, we’ve improved the flipper action and have engineered technical advances to ensure more dependable performance, simply servicing and prolonging location life,” Sherwood concluded.

Sound Stage is a 3-ball game, convertible to 5-ball. Pricing is 1 quarter for 2 plays, adjustable to 1 quarter for 1 play or 2 quarters for 3 plays. Replay or extra ball models are offered.

Printed Circuit Board Repair Service
Set Up At All Rowe Distribut Operations

WHIPPANY — Jerry Becker, general manager of distributor operations for Rowe International, Inc., announced that each of the firm’s 28 company-owned distributorships has been outfitted with complete service facilities for testing and repairing printed circuitry. The extensive use of printed circuitry in the coin machine industry prompted the move to establish the new service. Becker indicated.

After an extensive study of available test equipment, Chuck Waldman, director of material control for Rowe, selected the complete Kurz-Kasch package for the new facility. His study revealed that this specific equipment was being widely used for currently manufactured products whether hard-wired logic or micro-processor controlled.

Each of the 28 distributorship locations will have the TF-650-5A Test Fixture, LP-520 Logic Probe, HL-563 Pulser, TV Test Probe LP-600-TV and program cards for each game sold by Rowe.

As part of the package, Jim Sneed of Kurz-Kasch Electronics Division is conducting seminars in Atlanta, Denver, Chicago, Memphis, Miami and Whippany for the Rowe Digital Technicians. These seminars cover, in depth, test equipment utilization, repair techniques and advanced logic and preventative maintenance.

“Our distributor operations division is pledged to service what we sell,” Becker said, “and the combination of the new service installation and training program places each Rowe office in the position of providing maximum service to operators in each of the areas covered.”

Some of the equipment being used in the new program is pictured in the accompanying photos.

Kurz-Kasch TF-650-5A Test Fixture for servicing printed circuit boards at each Rowe distributor office. Rowe digital technicians have received special training in the repair of printed circuit boards.

Test probes for the Kurz-Kasch test fixture being utilized at Rowe distributor offices: (Top) LP-520 Logic Probe, (Center) HL-563 Pulser, (Bottom) LP-600-TV test probe.
“Put-it-in-your-pocket reliability is the only thing that really counts!”

Ted Olson is one of the "Atari People."

Operating seven modern family entertainment centers in major shopping malls throughout the San Francisco Bay Area, Ted has some practical comments about profits and Atari.

“We run a mix of over 350 games - pins, table games and 150 of the latest videos from every manufacturer.

“"In each center, over 60% of our video games are Atari's ... Because they give us consistently higher earnings. "Higher because there’s less downtime than with any of the other videos. Games can’t be profitable if they’re forever out of order.

"In our business it’s important to deal with companies who can make games that can earn - without hassles, and who can also supply us with a variety of new products.

"In the day-to-day battleground of modern arcades, Atari's games have proven better - electronically and mechanically. And that means more profit.

"All four of our Indy 800's, for example, have had only one or two board repairs in over a year.

"If there is a glitch, a fast over-the-phone checkout procedure with a service tech at Atari usually troubleshooting the problem completely.

"Even some of our older Ataris are still yielding good collections. After 38 weeks, Indy 800's have grossed over $20,000. Jet Fighter in 15 weeks has collected over $1200. Some of the newer games are strong too - Stunt Cycle over $1600 in 12 weeks and Outlaw over $1000 in 10 weeks."

Call your distributor for details on our new winners. Like Indy 4™, the 4-player version of Indy 800™ for smaller space needs. And the sensational new Tank 8.

While you’re at it, get the numbers on new Breakout™ and Quiz Show™. Or contact us at 2175 Martin Avenue, Santa Clara, CA 95050. (408) 984-1900.

Ted Olson. President. Time Zone Game Centers.

Atari People. We're playing your game.
"Knights In Armor" New Video Upright From PSE

SUNNYVALE, CA — Project Support Engineering recently announced that distributor shipments are currently underway on the firm’s newly introduced video upright called “Knights In Armor.”

It’s a game in which players compete in a classic jousting match, as two knights depicted on the screen by characters measuring 3” in height. There is a white knight on a black horse and a black knight on a white horse, each carrying a lance and a shield which are both maneuverable by the player. A hand grip on a steel rod controls the lance and a “T” handle controls the shield.

As both knights charge out from the left and right of the screen, the object is for the player to skewer the opponent with the lance while defending himself with the shield. If this is accomplished, the skinned opponent is lifted off his horse and “carried off the screen” on the victor’s lance. When both players successfully skewer each other, they are both knocked from their horses and shown being dragged off the screen with a leg caught in their horse’s stirrup.

Points are digitally scored on the screen in the following manner: a single body hit gains 8 points, a double body hit gains 4 points for each player. The screen displays “Hit” and “Score” beneath the successful player’s score.

The game is operator adjustable to vend either an 8, 10 or 12 “run” game and, although the factory recommends 2 for 25c play, pricing is also adjustable.

Knights In Armor is housed in an all plywood cabinet measuring 4 ft. x 2 ft. x 2 ft., and contains an extra-large locking cash box located beneath the coin door. The game’s audio effects include the sound of charging horses, the “crash” as the lance strikes the knight and a scraping sound when the knights are being dragged.

At Official Signing Of NYC Pinball Bill

NEW YORK — Flanked by New York City Councilmen Walter Ward (left) and Eugene Mastropieri (right), co-sponsors of Bill #916, which legalized and licensed pinball amusement games in New York City, NYC Mayor Abraham Beame, signed the “historic” piece of legislation into law on June 2 after a 33-year ban. Standing in the rear are Mayor Beame’s Counsel Martha Holstein and First Deputy Consumer Affairs Commissioner James White. The bill will impose a $50 per machine license fee. All machines must be approved by the NYC Consumer Affairs Department, and will be located in hotels, movie theaters, taverns and other adult establishments.

"Hurricane" Tournament In Ohio

OHIO — The seventh "Hurricane" tournament, held in as many months under the sponsorship of the Irving Kaye Co., but the first of its kind in the Ohio area, took place at the Holiday Inn in Strongsville, Ohio on May 21-23. Monroe Distributing of Cleveland co-sponsored the event.

In the four categories of play, 52 competed in open doubles, 37 in singles, 24 in mixed doubles and 12 in women’s doubles; with players coming in from all areas of Ohio as well as from the states of New York, West Virginia, Kentucky and Wisconsin. Most outstanding player was Larry Burchfield of Athens who placed first in singles and in doubles (with Dennis Wallace), and fourth (with Robert Solmon) in mixed competition. A total prize purse of $1160 was awarded, along with first, second and third place trophies as well as championship t-shirts.

Entire event was coordinated by Kaye’s tournament director James Tyrrell with assistance from Becky and Tina Eberts and Steve Lusk.

Subsequent tournaments were scheduled for Syracuse, New York (6/11-13) at the New York State Fairgrounds, under the co-sponsorship of Robert Jones Int’l., with a prize purse of $1100, and Oswego, New York (6/20) at the Tri-Lions Rest., under the co-sponsorship of Pietram & O’Brien. Latest event will be a $500 open doubles only tournament.

Tournament Winners (left to right) Dennis Wallace, Ed Lewis, Kevin Morrison, Terri Mitchell, Dan Howell, Larry Burchfield and Rona Solomon pose with their trophies.

In Finals Mixed doubles competition, Dan Howell of Dayton (left) and Terri Mitchell of Aspen were the victors, defeating Tina Pitter and John Hagan (right) of Alliance.
WHAT CAN 5 VITAL ADVANTAGES DO FOR YOU?

ANSWER:

American coin-operated phonographs have always kept pace with the design and manufacturing technology of the times.

What more could you want?
The R-80 line from Rowe-AMI answers this question with at least five vital advantages over any other jukebox:

INCREASE CUSTOMER GOOD WILL

Customers respond with money when they have the opportunity to hear more tunes. Although a relatively few records get most of the play, extra selections produce "golden profits". Profits over and above the basic costs of the route operation.
The R-80 line pleases more customers and invites more play because of its exclusive 200-selection capability.

IMPROVE LOCATION SATISFACTION

Rowe-AMI offers your locations a styling choice with both the Fleetwood and Imperial models. A choice which will suit the taste of the particular environment.

Important because when the location really likes the looks of the phonograph, you won't have to replace it as soon.

DISTRIBUTE FULL SOUND THROUGHOUT

Where high volume level is required, no other phonograph plays more loudly than the R-80. That's because of the exceptionally high efficiency transfer of the power from the output of the amplifiers through the dual 3-way crossover networks into the six speakers. Plus the exact positioning of the mid and high range speakers and the tuned bass reflex sound chamber. No hot spots or dull areas.

Each element in the stereo sound system is precision matched for efficiency and true reproduction.

Of course, for quadraphonic locations, Rowe-AMI exclusively provides true SQ Quad as an option.

ASSURE DEPENDABILITY

Dependability of the R-80 is backed up all the way with an exclusive full five-year warranty on all moving parts.

Built-in 5-year lubrication contributes to this, and the warranty record speaks eloquently for itself: a rate of only one replacement for every 50,000 items on location.

PREVENT LOSS

The R-80 can be ordered with the proven gas-powered Monitor burglar alarm system. But more than that, the phonograph and its contents can be insured against loss due to theft, fire, and vandalism at a very low, affordable cost.

This means that in marginal areas you can afford to hold onto locations or even open new ones. Insured security.

They all add up to a line of photographs that is above the usual. More than is expected.

But then that's what's expected of Rowe-AMI.
**CHICAGO CHATTER**

Bob Blundred, executive secretary of the IAAPA, gave us some further details on the association’s upcoming national Summer meeting scheduled for Hershey, Pa. Hershey Park is the hosting organization and the meetings will be held on September 17 and 18, at the Hershey Motor Lodge. A full agenda is planned for both days and, in addition, on Sunday, September 19, attending members will be invited to Dutch Wonderland in Lancaster, Pa. and Fantasyland in Gettysburg. “It is the basic purpose at this particular convention to provide an opportunity for amusement park owners and operators to observe a facility in operation,” Blundred said, “and the hosting firm this year has planned a backyard tour of the complete Hershey facilities, including their own training staff and costume maintenance, etc.” Blundred and IAAPA president Roger Shaheen will be in attendance and, as Blundred indicated, suppliers, owners, managers, et al, are expected to turn out in full force.

**NEW EQUIPMENT:** Among new pieces being introduced this week are a 2-player pinball game from Chicago Dynamic Industries called “Sound Stage” and the latest United 6-player shuffle alley from Williams Electronics Inc. called “Emerald.” Watch for ‘em.

**“SEA WOLF” CONTINUES TO reign supreme in pinball land, not only as a local establishment but also as one of the firm’s most heavily ordered pieces for foreign delivery!” When we spoke with Larry Berk last week he was in the midst of processing foreign orders (much of which was repeat business) and he commented at how phenomenally “Sea Wolf” has been accepted in Europe and other overseas markets — and there’s no let-up in sight! He was similarly enthusiastic about the consistency of the “Gun Fight” upright model, which is indeed still a very big item! When you’re hot, you’re hot.

**DATELINE SUNNYVALE:** home base of Ramtek Corporation, where the spotlight is on “Hi Me,” a “great location piece” and quite a popular arcade item as well, to quote farm’s marketing vengee Chuck Arnold, who happily added that Ramtek is currently enjoying its most prosperous season since the organization of the games division about four years ago! What’s more, they’re planning on the release, very shortly, of a “Hi Me” cocktail table — so, watch for it.

**UNDERSTAND FROM EMPIRE DIST.** S. Ben Rochetti that the recently arrived sample model of the new Allied “Daytona 500” is a big attention getter in the showroom! Ops are very much impressed with it. Midway’s “Sea Wolf” continues as one of the hottest sellers out there and Ben mentioned that Empire is really looking forward to the new Electra “Wings” video table.

**ON THE SINGLELES SCENE:** Gun Bartol of Singer One Stop For Ops, fresh from a brief but relaxing vacation, gave us the lowdown on some of the current singles he’s recommending for jukebox programming. Among them, “Moonlight Feels Right” by Starbuck (Private Stock), “Try Me I Know We Can Make It” by Donna Sommer (Oasis), “Afternoon Delight” by The Starland Vocal Band (Windstorm/RC), “Gotta Get You Into My Life” by The Beatles (Capitol) and “Teddy Bear” by Red Sovine (Starday).

**MIDWAY MFG. CO.’S ANDY DUCAV told us he had a long distance chat last week with Tom Hata who is now a resident of Las Vegas and working at the MGM Grand Hotel. Tom asked to be remembered to all of his coin biz friends. He and Andy, of course, conducted many a Bally-Midway school since Tom’s retirement, and still maintain close touch.

**Bhutani To PSE**

Satish Bhutani has joined Project Support Engineering as director of international marketing, according to an announcement by PSE president, John Chaundy. Bhutani has been in the field of international marketing for over a dozen years with the last three devoted to the coin industry. He comes to PSE from Fun Games where he was director of international marketing and previously held a similar position at Atari.

“We are very proud to have a gentleman of Satish’s calibre join our organization,” Chaundy commented. “The support to the Bhutani Corporation will insure continuance of the phenomenal growth we have experienced since entering the coin industry last year.”

Bhutani told Cash Box that he was “very impressed with PSE’s plans for the future as well as the current games in production and others still on the drawing boards. It was these factors that convinced me PSE was the right place to be,” said Bhutani.

Bhutani teams with domestic sales chief, Bill Currier on devoting full attention to marketing the firm’s newest offerings, “Knights In Armor,”

**EASTERN FASTIONS**

Jerry Grojan of Royal Dist. in Cinncity noted that the distrob recently added the Challenger football models to its product lineup and is currently prepping for the arrival of a Challenger promo team, due in town for a series of demonstration matches, to be staged at various locations in the territory. Advance notice of the impending matches, Jerry said, has generated a lot of interest amongst football fans all across the region. He also said that business at Royal has been very good, with emphasis on flippers, which are moving extremely well; and The Century World series wallgames, also quite in demand. Nick Garing, with Jack Mawhiney of Mawhiney Enterprises (Bowie, MD), was recently quoted as noting that the pinball market today is such that “if you can’t make a hit, you’re out — so you have to make something that sticks.”

**See MIDWAY’S “GUN FIGHT” upright and cocktail table also “SEA WOLF”**

**MILWAUKEE MENTIONS**

“Busy as usual,” was the way Marie Pierce of Pierce Music in Broadhead described the past few weeks to us. She noted that this is the time of year for the vacationers to start arriving at their favorite recreation areas. The Pierce house makes everything in top condition. All of the extras pay off according to Marie, who says collections here have been good lately and no reason for complaint. Also heard from Marie that some much needed rain fell Sunday last week and it was well needed, really. Says Marie, “the forecasters predicted there was going to be a good chance the Chicago area which was certainly a blessing to most operators and their patrons.”

**UPPER MID-WEST MUSINGS**

Nice to see Mr. & Mrs. Darwin Leslie from Bonesteel, So. Dakota in town spending a few days shopping and vacationing. Glenn Charney of Viking Vending had won a trip to Spain for two on their "Win A Contest". Betty is back and some excuse not to go. Mrs. Charney and son Allan had a most wonderful 7 day trip and enjoyed the side trip to Tangiers tainting in the Casbah which in itself was worth the trip. Sorry to hear that Arnie Tesmer Sr. Paul operator had a heart attack but rest is comfortably in the hospital and is out of danger. Mrs. Richard Hawkins, Rochester, had the misfortune of falling down accidentally and hurting her leg causing a blood clot and two weeks in the hospital. She is now out of the hospital and getting along just fine. Dean Jesel, Grand Forks, in town for the day on a fast trip. Flying in early in the morning and flying home on the 7:00 p.m. flight and having completed his business. Mr. & Mrs. Bud Wachter, Red Bank, New Jersey in town for a few days for the M.O.M. meeting and visiting some friends. Al Mall had a very successful Friday thru Sunday, June 4-6. It was put on by the same company that had successfully put on the meeting in Wisconsin several weeks ago. All the distributors in the twin areas have been present, coming from Wisconsin, Illinois, So. Dakota and Montana as well. No news of a similar meeting in the near future, cocktails and dinner dutch treat. Saturday, registration, the exhibit hall was opened at 9:30 a.m. Lunch at 12 p.m. and after lunch Harlow Norberg, president of M.O.M. introduced speakers Fred Granger, Ted Nichols, and Russ Daugherty of Wisconsin Racin’ Speeds. At 2:30 p.m. the doors of the exhibit hall were opened and closed at 3:30 p.m. Lucien Lieberman Enterprises sponsored a cocktail party from 6:30 to 7:30, and then dinner with door prizes after dinner and entertainment and dancing. There was election of officers in the afternoon "Circling of the Minnesota operators and Robert Wachholder was elected pres. Martin Kalissen, Worthington, Vice Pres. Steve Dahlin. St. Paul Treas. Unable to get the new board of directors names at this time. This was the greatest, largest, and most successful ever held in Minnesota and next year it will be repeated again.

**CALIFORNIA CLIPPINGS**

Nice visiting with Don Edwards, general manager with Circle International, who only had to point to his active showroom to indicate the great business action at hand. Don said he just got five new items and noted that Atari’s new mind teaser ‘Breakout’ was exceptional. Speaking of new items in, Frank ‘Guinea’ Ballouz who was in Los Angeles last week introducing the firm’s new western regional sales manager Terry Eudo.

**CLEAN UP Project Support Engineering just arrived.**

**NICE CHANGE:** The new Rowe $1 and $2, yes $2 bill changers are in at the Las Angeles branch office on Pico Blvd. Thank you Linda, "Wild Gunman" and “Shooting Train” are the present items from Sega. The best shipment arrived at the docks with every piece of equipment and machines are already flowing in. Now that’s hot.

48  
Cash Box/Midwest 26, June 1976
CLASSIFIED ADS AD RATE 25 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum charge is $6.50. CHECK WITH US BEFORE ADVERTISING. If cash or check is NOT enclosed with order your classified ad will be held for following issue pending receipt of your check or cash. Full payment due when inserting ad — 125% of space allowed if not accompanied by $78 to your present subscription price. You are entitled to a classified ad of 40 words each week for a period of one Full Year. 25 consecutive weeks. You may place one classified Ad each week if you desire. All words over 40 will be billed at the rate of 25c per word. Please count words carefully. Be sure your Classified ad is submitted with payment to publications office by Wednesdays, 12 noon, of preceding week to appear in the following week's issue.

Cash Box June 26, 1976
FALLEN ANGELS — Since going independent recently, Jan Olsotfsen has been concentrating on the international market and has wrapped up an exclusive publishing deal with Claude Carrere in France. The deal calls for Olsotfsen to pick up songs or records suitable for France and supply them to Carrere through "Catalogue Blue Eyes." One of the first examples of the arrangement is illustrated through "Fallen Angel" by Roque, which Olsotfsen heard prior to MIDEM. Negotiations were recently finalized and now the tune has hit the French airwaves with TV promotional appearances supporting the deal. The deal includes sub-publishing on "Fallen Angel" and other selected Roque material written by Guy Fletcher and Doug Flett.

Olsotfsen is still looking after Young Blood International, which has recently seen European action with "Tricide To Buddy Holly" by Mike Barry who has since signed with Polydor for the U.S. On the production end, Olsotfsen has begun producing records and has also signed an exclusive publishing deal with Most of Rak for the release of Johnny Roman in the U.K. First release, "Buona Sara" (an updated version), hit the streets June 4. Picture shows Olsotfsen (l) with Doug Flett, co-writer of "Fallen Angel.

Nippon Victor Reflects Gain


Sailors, calls for waxings over fifty acts, including Wishbone Ash, Supertramp, Camel, Sutherland Brothers & Quiver and The Average White Band. The latter three are located in the world outside the U.S.

Italian Raids Nab 4 Pirates

MIILAN — The fiscal police have intensified their fight against pirates, recently concluding two brilliant operations which uncovered 2,500 tapes ready for the market, 90,000 labels and dubbing sets worth an estimated 80,000 yen (9,100 Swiss francs). The investigation started with the casual discovery of a store containing more than 10,000 pirate cassette cassettes. Five persons have been arrested in connection with these operations.

Argentina Jails Offender

BUENOS AIRES — As part of the anti-piracy fight headed by the record industry in Argentina, Carlos Alfredo Gonzalez was sentenced to five years in prison under charges of illegally duplicating recorded magnetic tapes and selling them. The Argentinian Chamber of Record Producers is currently engaged in a full-scale campaign against piracy, under the direction of Nestor Salazar, who oversees a staff dedicated exclusively to this task.

Dr. Carlos Garber, in charge of artists and repertoire at Trova Records, has just returned from a trip to the United States. During his stay, he attended the concert offered by Astor Piazzolla in the Carnegie Hall, marking the opening of a new Argentinean music to the U.S. audience. Piazzolla is currently on tour in Europe, but spends two or three months a year in Buenos Aires and offers concerts regularly with Argentine musicians in other countries.

Artistic manager Gustavo Vanechlevich confirmed to Cash Box that guitarist Paul Abramson has received offers to perform for two more months in Mexico, Venezuela and the Caribbean, after the success of his first appearances in these markets. Abramzon will return to Buenos Aires to tape a special LP by the justice to four months of prison under charges of illegally duplicating recorded magnetic tapes and selling them. The Argentinian Chamber of Record Producers is currently engaged in a full-scale campaign against piracy, under the direction of Nestor Salazar, who oversees a staff dedicated exclusively to this task.

Sherry Lewis & Meehan Form Nems Agency

LONDON — Well-known music business executives John Sherry, Vic Lewis and Patrick Meehan have all joined forces to start a new agency to be known as the Nems Agency Ltd. It will operate from within the Nems group of companies at their Hill Street headquarters. Sherry will be managing director and Vic Lewis will be chairman. The company will be employing several new executives responsible for fifty acts, including Wishbone Ash, Supertramp, Camel, Sutherland Brothers & Quiver and The Average White Band. The latter three are located in the world outside the U.S.

Smiley Re-Locates

TORONTO — The Smiley Music Group has moved its offices on Bloor street to 1659 Bayview Avenue, Toronto, Ontario, Canada M4G 3C1. The new telephone number is (416) 485-1157.
<table>
<thead>
<tr>
<th>Track Number</th>
<th>Title</th>
<th>Artist(s)</th>
<th>Label</th>
<th>Length</th>
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<tr>
<td>114</td>
<td>Black Market (Weather Report)</td>
<td>Zoot Sims, Tony Williams, Steve Coleman</td>
<td>Blue Note</td>
<td>6:08</td>
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<tr>
<td>115</td>
<td>Right Back Where We Started From (VantagePoint)</td>
<td>Miles Davis, Tony Williams, Steve Coleman</td>
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<td>116</td>
<td>Right Back Where We Started From (VantagePoint)</td>
<td>Miles Davis, Tony Williams, Steve Coleman</td>
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<td>Everybody Come Out (Weather Report)</td>
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<td>KC and the Sunshine Band (Weather Report)</td>
<td>Marvin Gaye, Zoot Sims, Tony Williams, Steve Coleman</td>
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<td>The Best of Rod Stewart (Weather Report)</td>
<td>Rod Stewart, Zoot Sims, Tony Williams, Steve Coleman</td>
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<td>Everything's Coming Up Love (Weather Report)</td>
<td>Miles Davis, Tony Williams, Steve Coleman</td>
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<tr>
<td>124</td>
<td>I'll Remember April (Weather Report)</td>
<td>Miles Davis, Tony Williams, Steve Coleman</td>
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<td>This Is It</td>
<td>Miles Davis, Tony Williams, Steve Coleman</td>
<td>Blue Note</td>
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<td>126</td>
<td>Get Yourself Up (Weather Report)</td>
<td>Miles Davis, Tony Williams, Steve Coleman</td>
<td>Blue Note</td>
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<tr>
<td>127</td>
<td>Starcastle</td>
<td>Miles Davis, Tony Williams, Steve Coleman</td>
<td>Blue Note</td>
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<td>128</td>
<td>Prime TIME (Weather Report)</td>
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<td>Live at City Center (Weather Report)</td>
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<td>Slippery Nook (Weather Report)</td>
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<td>133</td>
<td>All American Alien Boy (Weather Report)</td>
<td>Miles Davis, Tony Williams, Steve Coleman</td>
<td>Blue Note</td>
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<td>134</td>
<td>More, More, More (Weather Report)</td>
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<td>136</td>
<td>Kentucky Rain (Weather Report)</td>
<td>Miles Davis, Tony Williams, Steve Coleman</td>
<td>Blue Note</td>
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**ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)**

1. **Aretha Franklin** - **I Never Loved A Man (The Way I Love You)**
2. **Aretha Franklin** - **Respect**
3. **Barbra Streisand** - **Crosby, Stills & Nash**
4. **Barbra Streisand** - **Barbra Streisand**
5. **Barbra Streisand** - **The Way We Were**
6. **Bob Dylan** - **Like a Rolling Stone**
7. **Bob Dylan** - **Blowin' in the Wind**
8. **Bob Dylan** - **Highway 61 Revisited**
9. **Bob Dylan** - **The Times They Are A-Changin'**
10. **Bob Dylan** - ** Blonde On Blonde**
11. **Bob Marley & The Wailers** - **No Woman, No Cry**
12. **Bob Marley & The Wailers** - **Exodus**
13. **Bob Marley & The Wailers** - **Natty Dread**
14. **Bob Marley & The Wailers** - **Kaya**
15. **Bob Marley & The Wailers** - **Rastaman Vibration**
16. **Bob Marley & The Wailers** - **Uprising**
17. **Bruce Springsteen** - **The River**
18. **Bruce Springsteen** - **Born in the USA**
19. **Bruce Springsteen** - ** Born to Run**
20. **Bruce Springsteen** - **The Born in the USA Tour '85**

**Notable Tracks:**
- **Aretha Franklin** - "Respect"
- **Bob Dylan** - "The Times They Are A-Changin'"
- **Bruce Springsteen** - "Born in the USA"

**Additional Information:**
- The album by Aretha Franklin is titled "I Never Loved A Man (The Way I Love You)."
- Bob Dylan's album "Blowin' in the Wind" features the famous line "The Times They Are A-Changin'".
- Bruce Springsteen's "Born in the USA" is one of the most iconic tracks in rock history.
A HOT new single from the album “I’m Nearly Famous”
Produced by Bruce Welch

“DEVIL WOMAN”

CLIFF RICHARD

Available on Rocket Records  Distributed by MCA Records
EVERYBODY TRYING TO BE MY BABY
THE NIGHT BEFORE
I'M DOWN
REVOLUTION
BACK IN THE U.S.S.R.
HELTER SKELTER
TAXMAN
HEY BULDOGD
BIRTHDAY
GET BACK

GOT TO GET YOU INTO MY LIFE
TWIST AND SHOUT
I SAW HER STANDING THERE
YOU CAN'T DO THAT
I WANNA BE YOUR MAN
I CALL YOUR NAME
BOYS
LONG TALL SALLY
DIZZY MISS LIZZIE
ANY TIME AT ALL
DRIVE MY CAR

ROCK AND ROLL MUSIC
SLOW DOWN
KANSAS CITY
MONEY (That's What I Want)
BAD BOY
MATCHBOX
ROLL OVER BEETHOVEN

Includes the single.

Produced by GEORGE MARTIN