SHELEN REDDY MAKES 'MUSIC, MUSIC'

CBS Convention Delegates Hear Of Many Successes, Achievements
New CBS Label Plans Outlined
Retailers, Wholesalers Begin Tracking Reggae Sales
Artists May Lose Cash Due To New Tax Traps
WEA Income Highest Ever
Another Round In The Creative/Financial Tussle (Ed)
WE'RE BACK FROM CONVENTION, READY TO COMPLETE THE BEST YEAR IN OUR HISTORY.

WE'RE MUSIC LOVERS IN THE MUSIC BUSINESS, AND THAT'S THE SECRET OF OUR SUCCESS.
Columbia Records.
Epic Records.
Philadelphia International Records.
Monument Records.
T-Neck Records.
Virgin Records.
Blue Sky Records.
Caribou Records.
Hot Wax Records.
Invictus Records.
TSOP Records.
Sound Stage 7 Records.
Another Round In The Creative/Financial Turfle

As second quarter sales and earnings reports are issued by some of the major public companies in the record business, the ones issued so far — from CBS, EMI and RCA — all have one thing in common: they show increasing sales and profits in their record divisions. And who can knock increases in sales and profits?

Perhaps these figures show that the consumer is returning to the record business, plunking down his hard earned cash for records and tapes. And maybe it means that all of the other companies in the record business are experiencing the same results.

Perhaps not. What the figures may mean is that the major labels are increasing their market share at the expense of the smaller companies. For in a period when record sales are stagnating, and unit sales are not showing significant growth, the only way a company can grow is at the expense of its competitors.

We've discussed this phenomenon before, and while we wish the majors the best of luck, we also wish the smaller independents success too. For we feel that the more companies out there clamoring for the consumer's dollar, the healthier the business is all around, and the more creative it is too.

As a result, we can print Jack Craig's comment that CBS must gain every possible market share, at the expense of its competitors. And at the same time, we believe CBS's competitors have a responsibility to themselves to be better and more astute competitors.

That's what business boils down to: survival of the fittest. Companies that were powerful a few years ago, with Stax as just one example, can find themselves in a heap of financial trouble a few years later. And those companies that don't "care about business" are often the first ones to fall.

But while the dollars and cents must matter, the emotion of the record business matters too. As just one example, we'd like to recall a scene from the CBS Convention last week. Here were over 1000 business executives gathered on the beach at Santa Monica for a clam-bake, all distinguished looking and relatively subdued. Then comes the announcement that 'Boz Scaggs went on KUH' and the crowd goes berserk, jumping up and down, yelling and cheering. This tends to confirm that the nature of the business is the synthesis between the financial and creative sides of the business. Sometimes one side dominates and sometimes the other. But it's that particular brand of craziness that makes this business what it is.
DON'T STOP BELIEVIN'

Olivia's newly recorded single, produced by John Farrar and recorded in Nashville

©1976 MCA Records, Inc. Printed in U.S.A.
PUT A LITTLE FOAM IN YOUR LIFE.

FREE BEER'S NEW ALBUM WILL GIVE YOU A GREAT HEAD.

Produced by Alan Lorber for Lorber Scheer Productions, Inc.

RCA Records
Retailers, Wholesalers Begin Tracking Reggae LP Sales
by Julian Shapiro

NEW YORK — Several major one stops around the country have recently taken steps to increase the impact of reggae music at retail level. For the first time, both Apex-Martin Record Sales in New Jersey and Father's and Sun's in Indianapolis are offering their own list of reggae titles in an effort to stimulate interest among their various retail customers.

“We did it to more clearly identify reggae material at retail level,” said Don Simpson, independent label LP buyer for Father’s and Sun’s, on the appearance of a ‘reggae and dance’ section in the company’s store flyer, dated July 12. The catalog lists 25 titles on Island, A&M, Asylum, Mercury, and Columbia Records, as well as several imported labels. But, so far, only Bob Marley is selling in any quantity. “We’ve had reasonable response to Marley (‘Rastaman Vibration’),” it’s selling steadily at between 50 and 100 pieces per two week period. That’s good for reggae, but I’d like

to see the order numbers approach the level we get for a good soul act.” Those figures would have to escalate to 300 initially, according to a spokesperson for Chrysalis Music, one of each of the succeeding two-four week reporting periods to achieve that goal.

**Secured Retail Response**

Initial reaction to the catalog offering has been poor from the retail accounts in Indiana, Michigan, Kentucky, Illinois, and Ohio that are serviced by Father’s and Sun’s. (Reaction was equally bad in the one stop’s secondary areas of concentration: the Carolinas, West Virginia, Kansas, and Missouri). “We prepared the list as a test,” explained Simpson. “We went through our inventory to see what we had that was specifically reggae, with the hope that if our customers knew what is really classified as reggae, they might more readily buy the record if it is a sales tool. Reggae has gotten a lot of acclaim, but no long-term appeal.

*continued on pg. 45*

**CROCKER INDICTED IN NEWARK**

Two Counts Of Perjury
NEWARK, N.J. — Frankie Crocker, program director of WBLF-FM in New York City, has been indicted on two counts of making false material statements before a Newark federal grand jury investigating alleged criminal conduct in the recording industry. The Federal Bureau of Investigation charged that Crocker willfully denied receiving cash payments from two individuals involved in the promotion of his music. The indictment charged that Crocker, Jr., 33, of 160 Inwood Ave., was a former employee of the Capitol, Playboy, Curbyton, Babylon and Philadelphia International labels, when in

**WEA Labels Qtr. Income Highest Ever**

by Julian Shapiro

NEW YORK — The Warner Communications records/music division, which includes Warner Bros. Records, Elektra/Asylum Records, Atlantic Records, WEA, WEA International, and Warner Bros. Music, has recently completed the most successful quarter in its history, in reports detailing sales and earnings for Warner Communications Inc. (WSI) ending June 30, Similarly, WCI, the parent organization, listed figures for the period that surpassed and/or reasonably realized totals.

Revenues from the records/music division climbed to $96,032 million, an increase of 45% over the year's quarter. Sales increased by 45%.

$727,177 million. This resulted in pretax profits of $15,84 million, which represents a 71% gain from the $9,263 million posted in

*continued on pg. 44*

**CBS Convention Focuses On Multi-label Successes**

by Gary Cohen

LOS ANGELES — Delegates to the CBS Records Convention that concluded here Saturday (24), from domestic and international record divisions and music publishing, operations, to artists, their managers, the press and guests, heard an outpouring of confidence from the CBS executives in attendance that the label is number one domestically and internationally, and intends to remain that way. The presentation of the 1980s — through these exec recited facts, numbers and statistics to prove their contention.

**Position Of Strength**

Among those visibly excited and elated by CBS successes were Bruce Surock, president of CBS Records, who noted in an address to the Convention that CBS has received 24 gold albums and nine gold singles for the first six months, two platinum singles and the first (and only so far) platinum single, and has had the top four albums on

the charts for a month.

Lundvall, Yetnikoff and Alexenburg used the convention as an occasion to either announce new artist signings to the label, or to present recently signed artists to the company. Among those recently signed to the family of labels are Bobby Womack, Elliot Murphy, Elliot Randall, Burton Cummings, Tom Jones, Engelbert Humperdinck, Gilbert O’Sullivan, Tower of Power, Kinky Friedman, Bobbi Humphrey, Rick Nelson and Gene Pitney. And judging from the comments of these executives, the torrid pace of artist signings will continue.

They all also pointed confidently to the large number of recently signed artists who have achieved success with CBS. The most prominent example cited was that of Ted Nugent, who “after 13 albums on three record labels,” stated Alexenburg, finally received the “recognition and status he deserved” in the form of a gold selling

*continued on pg. 14*

**Larry Harris Premiers New L.A. Based CBS Label Goals**

In an interview during the CBS Convention, that the label’s roster will at most total twenty artists (“twisty is high”), but that “we will sign new artists or established artists where we believe in the artist and the artist’s personal quality.” Specifically referring to the signing of established artists, Harris repeated a CBS goal to sign “established artists and catapult them to a much higher sales level.”

In terms of staffing, Harris plans four immediate appointments, in product management, A&R, promotion and publicity. All marketing and sales functions will be handled by the CBS Records field force, and Harris plans no hanings of marketing or sales specialists to label divisions. Harris will call for hiring regional and local promotion people, leading to a “total record company in terms of staff. We’re looking for the people who are the best qualified to do the job.”

Simply because the label is headquartered in Los Angeles, will not necessarily mean that all the artists will come from here. “Where the artist lives will be, to a large extent, irrelevant.” There was a period way back when, maybe a decade ago, when New York was a far more creative center of music. Then the pendulum swung toward Los Angeles. Now it’s swinging back toward a balance between the two.”

**Small Roster**

The label itself is “envisaged as a small roster, small label, and will never be intended to get very big,” he added. In terms of the new record structure, there will be a wholly owned custom label of CBS, with Harris reporting to Ron Alexenburg.

Artistic and marketing along with attendance at executive appointments, are expected to be made shortly.

It is a major step in what must be considered a year of tremendous expansion for CBS Records,” said Walter Yetnikoff, president. CBS Records group, in commenting

*continued on pg. 44*

**CBS Plans A Selective Pirate In LP Prices**

LOS ANGELES — CBS Records is planning to raise list prices on their established artists “before the end of this calendar year,” according to Bruce Lundvall, who made the announcement in an address at the CBS Convention. Lundvall blamed “the escalating cost of artist signings and renegotiations, new copyright law, manufacturing increases and the higher costs of marketing support as we expand our use of media and undertake touring obligations.” The result will be “selectively taking new album releases to a higher list price level,” which was understood to mean established artists. In the past, CBS has not been in the forefront of raising list prices on albums.

**RCA Convention Opening in S.F.**

LOS ANGELES — RCA Records will open its 75th anniversary national convention in San Francisco Tuesday claiming the best first half year in its history.

More than 600 persons including RCA Records executives, the company’s sales, promotion and A&R force will attend the Odd Fellows gathering at the St. Francis Hotel.

Cash Box | July 31, 1976
Jon Anderson, the lead singer of Yes, sings for himself on his first solo album, "Olias of Sunhillow."

On Atlantic Records and Tapes
New Performer’s Tax Treaty; Lawyers Say Artists May Lose

by Rebecca Moore

WASHINGTON, D.C. — When a new income tax treaty was signed by the governments of the United States and the United Kingdom last December it was applauded for giving a tax break to performers from both countries who grossed less than $15,000.

Seven months later, as the treaty goes to the U.S. Senate for hearings and final ratification, enthusiasm has diminished as tax attorneys and government lawyers try to decide whether the new treaty is a boon or a bane for entertainers. A major question is whether or not privileges under existing treaties will be wiped out by the new treaty.

Second Time

“I honestly don’t know,” responded Senate Foreign Relations Committee Counsel Arthur Kuhl. “It’s the second time it’s come up in a conversation,” he said. “I haven’t looked into it.”

“I don’t know that you could call it a major development,” said John Rael, Attorney-Advisor for International Tax Treaties at the U.S. Treasury. “Some criteria have been eliminated, others added. It’s different, but not a major change.”

Taking More Than Giving

Said one private attorney, however, who did not want to disclose his name, “Our clients are already looking for ways to get around the new treaty.” And New York tax attorney Howard Wissert, who heads The Cash Box, “They’re giving us one hand and taking away with the other. But they’re taking a lot more then they’re giving in return.”

UK treaty incorporates an entirely new provision for “Artists and Athletes” (Article 17) proposed in a model treaty, developed by Organization for Economic Cooperation and Development (OEC), U.K. performers who earn less than $15,000 on U.S. tours are excepted from paying U.S. income tax. U.S. citizens performing in England are exempt an equivalent amount.

Beginning Artists

While giving low-grossing entertainers, who are usually unknown or beginning artists, a deal, the treaty seems to knock out a 183-day limit which enabled many performers to avoid taxes. If an entertainer could prove he was an employee of a U.K. corporation, and worked in the U.S. less than 183 days, he was exempt from paying U.S. income tax.

“Corporate arrangements were made for tax savings,” admitted Raedel. Many performers—“everybody”—according to one prominent Chicago corporation, a loophole in the old treaty exempted employees of foreign corporations from U.S. income tax if the corporation was away from U.S. more than 183 days. “183 days is the kicker,” said Blitz. “No entertainer was here for half a year.”

Dummy Corporations

IRS rulings prohibited tax exemptions for these dummy corporations. If a performer

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Cash Box/July 31, 1976
MCA Convention Highlights New Product, Old Dedication

MCA Records held a four-day national convention July 14-17 at the Sheraton Universal in Los Angeles featuring an emphasis on company unity and new product. A welcoming reception hosted by president, Mike Mulland, was held on the opening day with a dinner immediately following at the Los Angeles Rose Garden of the hotel. The formal conference opened with a general session July 15 attended by over 125 field personnel and national staff. A new product presentation took place in the afternoon with premieres of Grand Funk Railroad's first MCA album, "Good Singin' Good Playin'"; Kenny Kercher and Rich Wise's new production of the KGB Band, and the Buckscare LP produced by Glynn Johns, which is scheduled for release in September. Product was also introduced to the staff by Andrea Willis (produced by Jerry Fuller); Jericho (a newly signed band to MCA from upstate New York), and Sonoma (a new California band). Other materials by such established MCA artists as Bill Anderson, Conway Twitty, Tanya Tucker, and Olivia Newton-John were also presented. The product presentation closed with a live performance by one of MCA's newest acquisitions, Byron Berline and Sundance, whose album ships in August.

On Friday, promotion managers, salesmen, district managers, operation managers and sales managers met at individual group sessions regarding upcoming marketing campaigns including advertising, promotions and sales. A barbecue followed at the hotel with all MCA Records employees attending. (Top L) president, Mike Mulland, opens the general session with remarks on company direction. (Top C) Bob Davis, the label's vice president of artist acquisition, introducing Kenny Kercher and Rich Wise, producers of the new KGB Band LP. Kercher and Wise stressed a new direction for KGB. (Top R) A platinum album presented to district manager, Bill Glaseman, in recognition for his 42 years of service to Decca and MCA. (Bottom L) Byron Berline and Sundance, whose membranes include: Byron Berline; Dan Crazy; Skip Conover; John Hickman; Jack Skinner; Dallas Taylor, and Allen Wald, perform at the close of the new product presentation. (Bottom C) New York promotion men, Barry Goodman and Ray D'Ariano, introduce a special Elton John tape which they produced, wrote and performed. (Bottom R) MCA's barbecue attended by MCA vice presidents, two with the same name—George Lee. Lou Cook is on left.

Isgro Pilots Motown Promotion Shift Into Pop Markets

LOS ANGELES — Things are changing at Motown. Over the years, perhaps more than any other company, the name of the label has been associated with a certain kind of sound. Virtually all of its artists were immediately placed in the R&B slot, and then, when pop play resulted, it was called cross-over. Even Diana Ross's recent recordings were placed in that category; they were said to have crossed pop when,ironically enough, in some cases the initial chart action had occurred on the pop side.

"Completely Revamped"

Over the last month, however, Motown has been reorganizing its pop promotional team under the direction of new national pop promotional director Joe Isgro. Isgro has eight years in the record business behind him; most recently he was with the Motown regional pop staff on the east coast.

"We spent three or four weeks learning the whole thing apart," Isgro explained. "Paul Johnson (v.p. promotion) and I spent a lot of time on the road, analyzing our promotion field force. Then we came back and restructured it, completely revamped. We added a progressive LP department."

Does this mean that Motown is going to limit its established direction in the R&B field? Isgro says definitely not, and added, "We feel we have black artists who are doing extremely progressive music. These artists should be promoted not only as R&B artists, but pop as well. This is important; we are not attempting to cross-over into the pop market. We intend to go directly into the market — we are already receiving massive radio play by many of our artists on progressive outlets."

Cross-Over Doors

Isgro commented on the different kinds of cross-over, not just R&B to pop, and declared that Motown intends to explore all possibilities. "The Commodores record is a good example," Isgro explained. "We've added east and west coast LP representatives to the staff, and the response has been incredible. The record has had tremendous acceptance from people at the progressive level. There are a lot of cross-over doors."

Structure

To facilitate the swift opening of these doors, Isgro has structured his staff in "specialized trained groups designed to do a specific job." The new east and west coast album promotions positions have been filled by Tom Rogan and Diane Dimaggio respectively, and Isgro will soon announce the appointments of a south-western regional pop manager and a local Atlanta representative. Frank Sciarra is east coast regional pop manager, Lenny Salamone handles the west coast. Wayne Fogel is southern regional pop manager; Arnie Leemon, mid-west regional pop manager, and Chris Hamilton is album and charts national coordinator.

Isgro says that he cannot overstate the importance of teamwork in such a major image and product building push, and he likened the operation to a military maneuver. "It's not like we have a lot of fancy force out there," Isgro remarked. "It's more like small, specially trained reconnaissance groups. It is a jungle out there and we have to have small, effective units. We need ammunition, which is product. Our allies are going to be the radio stations, and the will be our allies when we make them understand what we're doing."

Expand To MOR, C&W

This new promotional shift is not limited to the pop direction. "We are not only concerned with progressive music," Isgro continued, "but we intend to extend ourselves into middle-of-the-road and country & western markets to establish Motown as a complete recording company."

Isgro pointed out that while the label does have Jr. Walker, Marvin Gaye, Diana Ross, and Stevie Wonder, it also releases records by Pat Boone and T.G. Sheppard. "Our ideology and concept have changed — our promotional team is going directly to radio programmers and distributors with pop product, not R&B product with cross

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Jackson Album Set

LOS ANGELES — Jermaine Jackson, former lead singer and bass guitarist with the Jackson Five, will launch his career as a solo artist with the release of his album, "My Name Is Jermaine." on Motown Records.

Golden ‘Delight’

LOS ANGELES — The Starland Vocal Band's Windsong/RCA single, "Afternoon Delight," has been certified gold by the RIAA.

Phonogram/Mercury Plans Radio Spots

CHICAGO — Two-minute radio spots promoting Phonogram, Inc./Mercury Records "Greatest Hits" program are set for August, using the same technique that the TV record packages use spotlighting a half dozen of the 31 albums that are part of the "Mercury Greatest Hits Month."

These spots will be tested on cooperating radio stations in Chicago, and, if successful, may be tried in other markets.
IT'S A HIT!

MUSIC FROM THE ORIGINAL MOTION PICTURE SOUNDTRACK

Music From The Original Motion Picture Soundtrack

BILLY DEE WILLIAMS   JAMES EARL JONES

RICHARD Pryor

THE BINGO LONG TRAVELING ALL-STARS & MOTORKINGS

MCA-2714
MCA RECORDS
Cashman, West To Take Solo LP Route After Decade As Duo
by Phil DiMauro

NEW YORK—After over ten years as an inseparable team, Terry Cashman and Tommy West decided that recording individual solo albums was the best choice open to them. "I must say that not doing the expedient thing did cause remark within the company," West remarked. "Without explanations, it could have been my turn on solo with the company. For my two producers and artists who happen to be among the three chief executives of MCA Records, this little decision had a dual meaning; in some situations, they said, one has to be practical in order to pay debts, and, when in pursuit of ut-


cashman's musician, which is a problem of individual talent or personal worth.

"When we make a judgment that someone is talented, that judgment stands up until they prove they don't want to be successful," Cashman exclaimed. West then went on to say that this philosophy determined the development of a handful of new artists who were working with the label, in-


cashman's musician, MCA squeezed a duo, Joe George and Lewis McGehee. The latter ensemble is a recent example of the MCA artists who have found their own arrangements will be used on West's album. By the time their LP is out in Sep-


tember, the two label heads will be confi-


dent that the best possible working relationship has been allowed to develop over time.

Producer Development
Sackson is one of a group of seven producers working with Lifelongs, all of whom have been brought in by Cashman and West themselves. While artist development is a recognized concern of nearly every label, the idea of developing producers and歌手s simultaneously is new, yet inherent to Cashman and West's mode of operation. While they look to bring in new producers and artists, the entire record company operates within their cre-


te. They are, as they put it, "looking for artists, and they relate to producers in the same manner.

Returning to test the recording artist, his album is titled "Rocky Horror Speaks," a week after a radio show that broadcast some of his earliest musical influences. The decision to record separate albums came, partially as a result of a new recognition of roots by both men. They emphasized that they have re-invented "artists themselves" and have asked for the attention of the people who bring them to life, rather than that of the record company. In other words, they have decided to "stop and start again in the present situation."

"This was the toughest decision of my life," West said. "If we didn't do it, we wouldn't have been comfortable with us doing an album together." Cashman described the ways in which his album would be different from the last one. "It will be "harder, more electric, more adventurous" as the adjective for what would come down to a "city feel," with somewhat col-


diferent reference to country music, and an appropriately softer, more country" instrumental tone.

Once again, these are descriptions of the nuances that differentiate two people who have been described as "interchangeable" rather than different.

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American Flyer
Tops UA Release
LOS ANGELES—American Flyer's self-titled album tops United Artists' August release. Other LPs include Crystal Gayle's self-titled album, "Rhythm Benders," "Life And Feelings," and "Dion's" "Samba Nova" and Jess Roden's "Keep Your Hat On."

Bee Gees Go Platinum
LOS ANGELES _The Bee Gees' RSO/Atlantic album "Main Course," which has been certified platinum in the U.S. by the RIAA for sales in excess of one million units.

Cash Box/July 31, 1976
New music for the old dancing, or is it old music for the new dancing...

SAVANNAH

The big step forward, that's a small step back.

RCA Records
Key CBS Speeches Highlight Progress, New Goals

Walter Yentifikoff
Bruce Lundvall
Dick Asher
Ron Alexenburg

3-Pronged Attack
LOS ANGELES — Walter Yentifikoff, president of the CBS Records group, spoke of three key objectives for the entire group. First, to "sharply raise the sales levels of as many of our established artists as possible." As an example he cited Neil Diamond, Earth, Wind & Fire, the Isley Brothers, Aerosmith's four platinum albums, Bob Dylan and Paul Simon, among others. Second was the desire to achieve success as a singles company, that "we are probably hotter now as a singles company than at any time in the past five or six years." He told the field people in attendance that "the breaking of the new generation of artists that we have recently signed — tomorrow's superstars." [continued on pg. 26]

Celebrate
LOS ANGELES — In addition to summarizing the gold record success of CBS Records in the first six months of 1976, CBS Records president Bruce Lundvall noted "we're here again to listen, learn, plan and share, but we're also here to unabashedly celebrate. To toast a present that is a mere prelude to where we're headed by year-end and beyond as the number one record company in the industry." Lundvall pointed to a number of key factors responsible for the recent CBS success in an address to the convention. Among them:

- Artist development: "The phrase artist development becomes a daily rhetoric in this company," leading to the marketing campaigns that broke a number of CBS artists this year.
- Collecting: "spurred to new levels in spreading, dominating artists internationally, a topic covered by [continued on pg. 26]

'Best Yet To Come'
LOS ANGELES — Dick Asher, president of CBS Records International, felt that "whatever our past accomplishments, the best is yet to come. Eleven years ago when CRI was formed, the major established international record companies around the world were EMI, British Decca, Philips and DG, but CRI now has a market share in almost every country where it operates which is comparable to that enjoyed by Columbia Records here in the USA, and this has been achieved without going into each country waving a flag with a dollar sign on it. In fact, it has been achieved with relatively little American money and very few Americans."

Asher also talked about CBS International's success in spreading domestic artists internationally, a topic covered by [continued on pg. 26]

New Releases
LOS ANGELES — In addition to cataloging recent Epic/Associated labels successes, and announcing the names of some recent artists signed to the labels, Ron Alexenburg, senior vice president of Epic, previewed upcoming releases from Philadelphia International, Virgin, Blue Sky, Caribou, Kesher and T-Neck. He also repeated that Epic plans to continue its... [continued on pg. 26]

New Label
Ron Alexenburg, president of the CBS Records division, said, "in forming and developing this major new operation and in giving it its own identity, we are recognizing not only the importance and vitality of the California music community, but also our involvement in and commitment to the belief that the logical road towards our growth as a company is the establishment of a major west coast label." Also, commenting on Harris's appointment, Alexenburg noted, "the extentive background in both the business and music areas of our industry makes him the perfect choice for this position."

Background
Harris was most recently vice president, business affairs and administration, CBS Records, where he was responsible for all negotiations with artists as well as the administration of A&R financing. Before that, he had been vice president, business affairs, CBS Records and started with the company as a member of the law department in 1963. Harris started Ampex Records in 1966, and also spent three years as vice president, business affairs for Elektra Records, where he was in charge of all international operations. He is now relocating to Los Angeles.

Convention Opens

OPINING FESTIVITIES AT CBS CONVENTION — The opening show at the CBS Convention in Los Angeles was dedicated to country music and a number of country artists on the CBS family of labels performed. A special highlight of the evening was the presentation to Charlie Rich of a gold album. Seen following the show were (from left) Billy Sherrill, Rich's producer and vice president, Rich; Ron Alexenburg, senior vice president, Epic & Associated Labels; and Tony Marcelli, vice president of marketing, country, CBS Records. In the second photo are Marcelli, Jack Craigie, vice president and general manager, marketing, CBS Records; Walter Yentifikoff, president, CBS Records group; newly signed Columbia artist Mary Kay Place, and Bruce Lundvall, president, CBS Records division. Preceding the country show, CBS Records International hosted a clam bake on the beach at Santa Monica, attended by key CBS executives. Seen at the affair are (from left): Alexenburg; George Albert, president and publisher of Cash Box and Lundvall. Also, Arthur Taylor, president of CBS; Albert Yentifikoff and Dick Asher, president CBS Records International.

CONFIDENCE
And with the same confident air, Yentifikoff announced the re-signings and/or the working out of new deals with Art Garfunkel, Janie D'Angelo, David Mason, Aerosmith, Blue Oyster Cult and the Philadelphia International label. Special presentations were made to Aerosmith, who have achieved four platinum albums with CBS. The convention was also a time for concerts and artist appearances; the first night, country night, was highlighted by a special presentation from Alexenburg to Charlie Rich. On the second evening of shows, the gold record presentation of the time went to Boz Scaggs by Bruce Lundvall, also accompanied by a standing ovation from the audience.

Privately, there were marketing, sales and promotion strategy meetings, coupled with a series of new product presentations. And 75 new albums will be released on the Columbia, Epic and Custom labels over the next few months.

New Label
The convention also saw the official release of the news that CBS was starting a Los Angeles based label, as yet unnamed, to be run by Larry Harris. (See separate story for an interview with Harris on his goals and plans.)

Separate stories detail new releases, awards and other highlights of the convention. But the 1000+ delegates to the convention could not help but feel confident that their label was extraordinarily hot, and destined for even greater successes.
SECOND SINGLE FROM FIRST ALBUM
EX-TEMTATION DAMON HARRIS HAS A HIT GROUP

"GIVE A BROKEN HEART A BREAK"

TOWER OF POWER HORN SECTION APPEARS THROUGH THE COURTESY OF COLUMBIA RECORDS

IMPACT

CONTAINS HIT SINGLE HAPPY MAN

AVAILABLE ON RECORDS & TAPES
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PRODUCED BY BOBBY ELI FOR WMDT PRODUCTIONS

When Gloria Gaynor sings, everybody listens. This lady's clean vocal prowess is certainly indisputable and we've never heard an album that more dramatically proves this. "I'Ve Got You" will find an eager audience in the R&B market and many fans will also appear in the pop market. Her backing unit is everything that a supportive unit should be — complementing while never overpowering Gloria's smooth delivery. The orchestral arranging provides a perfect vehicle for Gloria's voice in this album of purely pleasurable listening.


A unique taste of progressive jazz/R&B that bears the soft touch that has become Ayers' trademark. The tunes on this LP vary in flavor and tempo from the ethnic strains of "Hey Uh What You Say Come On," which features enticing chant-like vocals, to the mellow, flowing feel of "Keep On Walking." Ayers' notable arranging talents shine like diamonds on this effort, the vocals engaging in subtle interplay with the various solo instruments and each other. This is an LP which has something to offer the R&B market as well as the pop and jazz markets.

DISCO TRAIN — Donny Osmond — Polydor PD 1-6087 — Producer: Mike Curb — List: 6.98

This young entertainer's slick professionalism is truly admirable. Once again, Donny Osmond is out there proving to the world that he can't be ignored. On this outing, Osmond gets into a funky soul bag — replete with a chunka-chunka rhythm section, bright horns and up-front vocals. Young popsters will flip over the likes of "I Follow The Music (Disco Donny)" and "I Got Your Lovin'." This is an LP that should sell well — it should be displayed prominently in the racks.


A collection of eight smooth movers with the emphasis on the pulse of the disco craze. All of the essential elements are there: a driving rhythm section, tight horns — great arranging — and a vocal feel that complements and never competes with the instrumental tracks. This LP is a direct hit on the disco target, with tunes like "Disco Crazy," "No More Room For Dancing" and the title cut being prime movers in that genre. The Fatback Band is also capable of turning in a credible cover — "December 1963 (Oh, What A Night)" is the proof. Strong potential for cross-over into the AM market with this one.

GOOD HIGH — Brick — Bang BLP 408 — Producers: Various — List: 6.98

A strong initial offering by this dynamic new group. Their sound is aptly described on the liner notes as a "soulful disco-jazz" — it's a finely-crafted blend of the outstanding elements of both of those genres delivered in a manner that can only be described as soulful. The vocals are subdued and mellow, the rhythm light and funky and the solos strong examples of up-front jazz-oriented musicianship. The R&B market will eat this one up and it wouldn't surprise us a bit if the pop programmers find tunes like "Here We Come" and "Good High" great AM fodder. FM progressive programmers shouldn't overlook the rich, clean feel of this LP — it's nice!


A very tight rock offering that leans heavily upon R&B roots. The unit is comprised of Peter Hoereltake, Michael Urso and Tom Baird — all former members of Rare Earth. The tunes all feature that infectious drivin' boogie feel that made Rare Earth so big — witness "Where There's Smoke, There's Fire," a tune that would do well as an AM offering. The vocals are low and powerful, resembling a band of rolling thunder, while the instrumental tracks are well handled by the trio, with the guitar and keyboard work standing out as being particularly worthy of note. "Cheata!" will be well received by Rare Earth fans and the album is sure to garner a whole new set of fans as well.

MY PERSONAL PROPERTY — Bobby Short — Atlantic SD 1689 — Producer: Phil Moore — List: 6.98

Bobby Short is the kind of singer who generates excitement with even his mellower songs. His voice is rich, his interpretation sensitive — he's the kind of artist who reflects the assured confidence of a true professional. This LP shows Bobby off at his best via a collection of tunes that will surely add to his growing reputation as an excellent conversationalist. His tasteful instrumental accompaniment will make "My Personal Property" a favorite in both the jazz and MFR markets.

LUTHER — Luther — Cotillion SD 9907 — Producer: Luther Vandross — List: 6.98

This a very pleasing offering from this highly matured artist whose gentle handling of his guitar produces a mild and ingratiating sound. On this outing Luther has chosen to cover many pop hits that will make this instrumental jazz LP a likely candidate for much MFR play. The LP includes R&B tunes like "Lovin' You," Minnie Riperton's high-flying ballad, takes on a new meaning through Walker's interpretive renditions. "I Wish You Love" is also a tasty morsel, featuring the warm and subtle arrangement of Gene Page.

ON LOVE — David T. Walker — Ode/A&M SP 77035 — Producer: David T. Walker — List: 6.98

The First Lady of Southern soul is well represented by this LP. Walker's soaring vocals are augmented by the likes of Dobie Gray (on her cover of the Gamble/Huff/Jerry Butler tune, "Never Gonna Give You Up"), Gregg Allman (on "Two Steps From The Blues") and Bobby Whitlock (on "Let's Go, Let's Go, Let's Go"). This offering will appeal to a variety of listeners — the R&B market will react to her moving rendition of the immortal Sam Cooke tune, "You Send Me," while the AM and FM programmers should shout "Ain't That Lovin' You Baby" and "You Really Got A Hold On Me." Potent lady, Bonnie Bramlett.


A very impressive offering by a group that is sure to establish itself as a leading pop tastemaker in the days to come. The feel has all of the features of great pop music — distinctive melodies, pure harmonies, grabbing hooks and extremely clean production — that's gotta be a winning combination! Their appeal is not limited to the fortunate AM listener, however. This effort is bound to be well received in the FM area with equal enthusiasm. "In No Time At All" is a dynamic track, but then, so is every other cut on the album.


Chuck Girard, a former member of the contemporary Christian group, Love Song, has produced a fine collection of tunes that cover many different sounds — from the early Beatles feel of "I Remember" to the country-rock "Return." Girard's talents as a keyboard player and songwriter are only equalled by his clean production work on this effort. The songs are also professional in execution, due in part to the fact that Girard has chosen to utilize the talents of many notable studio players — a choice that helped to paint a beautiful musical landscape that will certainly "Glow In The Dark."
Four Ways to Keep the Heat On

Donny Osmond, who along with the Osmond family rocketed to stardom with one pop hit after another, now does it disco, and the results are dynamite.

Featuring THE GOLDEN ROD and EVERYBODY LOVES THE SUNSHINE

Roy Ayers — vibist, innovator, today's man of music — blends jazz, rock and soul on his latest album, clearly making this his strongest work since Mystic Voyage.

Millions of movie fans will recognize this powerful and exciting score from MGM's hit film, "Logan's Run."

Stanley Clarke, the sensational bassist from "Return To Forever," gives us an album filled with the pure sounds of today's jazz.

Where you raise your standard of listening.
LOG ANGELES — "We are the only classical music station in the United States that does not simulcast the same programming on our AM and FM stations," reflected Carl Princi, director of programming and community involvement at KFAC in Los Angeles. Because of that separation of the two signals, with both programming classical music to different audiences, a unique, workable system of crossplugging the two stations has been achieved. Crossplugging simply involves informing the AM audience that the FM signal is an alternative, or vice versa. "We always crossplug the programs, the personnel and the audience, the type of music we play when we're on the air," Princi continued. What's unique is that KFAC offers "lighter classics" on the AM signal for listeners who may not choose the "heavier classics," or more esoteric works played on the FM. It is hoped by station management that some comfortable median may be reached by the audience, some choosing AM, some FM, and perhaps even a developed, mature appreciation for heavier classics by some who listen to the AM station in the beginning.

Interesting Observations
"From the people I've met, talked to on the phone, or heard from, I've made some interesting observations," Princi related. "I've found that some of them started with the AM station, have now found it insufficient and have gone to FM. What's interesting is that AM was too much for some in the beginning. Now they're satisfied only with what we play on the FM such as full symphonic works and want more than just a movement from a work that we may play on the AM.

Educate
Bobbie Grimm, the station's associate director of programming, also commented. "The AM is a way, a sort of programmed to educate the audience of what's available on the FM. The best way to educate people is by repetition and familiarity and that's what the AM does more than the FM. We began with a bit more repetition of classics. We might play a short selection, or a single movement, there's more repeating of these music segments than on the FM and that's where the familiarity factor begins to build. We've seen an increase of younger people, especially women, on the AM and I think it has something to do with repetition. They learn to appreciate the music on the AM side and then they're very familiar with the more involved, longer works when they hear the entire thing. They might have heard just a movement on the AM and will recognize it when the full work is played on FM."

Same Selections
Too much repetition would certainly cause problems, especially with a classical music station. Classical music lovers are generally perturbed to hear the same selections within even a week, as opposed to a rock station that may play the number one record once an hour. Princi countered this objection by saying, "Our policy is not to play the same selection more than twice in the same part of the day within a two month period. We can play a particular selection twice within ten days if it's not played in the same daypart or program. Sometimes I get comments from our listeners about hearing 'The Blue Danube Waltz' or something similar every time they turn the radio on. But usually these are people who listen to our station one day and then wait two weeks later to turn us on again."

KFAC has perhaps the best feedback possible on what they're doing right or wrong. With about 5,000 members, the "Listener's Guild" is set up to not only provide a liaison between the station management and listeners, but also to publish the official program guide for the station, and enable listeners to get good location tickets for plays, ballets, operas and movies. Bobbi Grimm explained what else the Guild does. "We have one annual meeting with the Guild members present. At that time they can voice their opinion on the station's programming."

Staab Named V.P.
Rockie Staab has been appointed the new vice president of programming for the Bartell radio chain. Ms. Staab had been national music coordinator for the chain and has also consulted several radio stations, including WNCI, Columbus, Ohio and WCED, Kansas City.

WIXY Performs Magic
WIXY, Cleveland, is now employing "Magic Radio" as its identity on the air and applied or WMGC as new call letters. The new identity includes elimination of all teeny booper and hard rock music and will concentrate a soft rock format to the 25-34 audience Nick Anthony is pd at the station.

Don Evans joins WGMA, Hollywood, Florida as program director. Evans comes from WEEP, Pittsburgh where he was also PD.

Tim Williams joins airstaff at KCKN, Kansas City as weekend man. Williams was with KFEQ, St. Joseph, Missouri, last.

Tom Shiptenko named sales manager at WAAW, New York. Shiptenko was formerly general manager at WINR-AM, Binghamton.

Radio Arts, Inc., Burbank, California based programming service adds three veteran broadcasters to firm's operations. Scott O'Neill, currently at KMPG, Los Angeles, will direct music. Ken Ross, from WZMF, Milwaukee, will direct operations. Ron Russ, formerly on air chief at KSRF, Santa Monica, California will assume production manager position.

WSHE-FM, Ft. Lauderdale began simulcasting AOR format over WSRF, the station's AM outlet, July 19. The simulcast period is from 9 pm-9 am, but will eventually decrease as WSRF is re-programmed to become an AOR AM station, according to Gary Granger, program director at WSHE-FM.

Johnny Holliday, WWDC Washington, D.C. air personality, honored as "media personality of the year" by Prince George's County public relations association in the nation's capital.

Century 21 Productions, Dallas based radio production firm, has released "Nonstop TWO," new contest series which features twelve contests, six rating-oriented, six sales-oriented, on-air promotions. The package features jingles, customized sponsor and station ID jingles, production ads and graphics and operations manual.

KWIZ, Orange County, California adds Dr. Laura Schlessinger as communicator of Sunday evening telephone show, "KWIZ Talk." Listeners will be invited to call in to discuss such subjects as marriage, human behavior, medicine, theatre and current events of human interest. Dr. Schlessinger is a graduate of Columbia University, and teaches physiology, biology and other courses dealing in interpersonal relationships at the University of Southern California. Station also announces that Lord Tim returns to broadcasting in

Most Added LPs

1. GO — Island
2. Vival Roxy Music — Roxy Music — Atco
3. I've Got A Reason — Richie Furay Band — Asylum
4. Keep Your Hat On — Jess Roden — Island
5. Olais Of Sunhillow — Jon Anderson — Atlantic
6. To The Heart — Monsey
7. Alice Cooper Goes To Hell — Alice Cooper — WB
8. Old Loves Die Hard — Triumvirat — Capitol
9. Soul Searching — Average White Band — Atlantic
10. 8.5 - Earthquake — Beserker
11. 2nd Street — Back Street Crawler — Atco
12. Tom Snow — Capitol
14. Two For The Show — Trooper — MCA
15. 15 Big Ones — Beach Boys — Brother/WB
16. Unorthodox Behaviour — Brand X — Charisma (IMP)

Most Requested Cuts

1. Dance With The Dragon/With Your Love — Jefferson Starship — Grunt/RCA
2. Tonight's The Night/Killing Of Georgia/Traedwinds/A Night On The Town — Rod Stewart — WB
3. The Window/Take The Money — Steve Miller Band — Capitol
4. Wired (entire LP) — Jeff Beck — Epic

No Outstanding Predictions

Station breaks

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IAN BOOSTED BY KNX-FM — Columbia Records recently presented gold album for Janis Ian's "Between The Lines" to program director Steve Marshall and music director Tom McKay of KNX-FM for their help in making the album a million seller. Pictured (l to r) are Steve Marshall; Warren Williams, local Columbia promotion man; Tom McKay.

Just Fooling Around — That's what Columbia Records group S. Fools were doing when the Los Angeles offices to show off their debut album, "S. Fools." A new single, "First Things First," b/w "Baby's Callin' Me Home," has just been released from the album. From left: Floyd Sneed, drums; Wayne De Valle, keyboards; Michael Allsup, guitar; J. B. Carmicle of Cash Box; Stan Seymore, guitar; Bobby Kimball, lead vocals; Joe Schermie, bass.
THE CASH BOX POP RADIO ANALYSIS

most added records

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist/Group</th>
<th>This Week</th>
<th>To Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Shake Your Booty — K.C. &amp; The Sunshine Band — TK</td>
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<td>18%</td>
<td>53%</td>
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<td>2</td>
<td>This Masquerade — George Benson — WB</td>
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<td>16%</td>
<td>85%</td>
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<tr>
<td>3</td>
<td>Wham Bam Shang-A-Lang — Silver — Arista</td>
<td></td>
<td>14%</td>
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<tr>
<td>4</td>
<td>A Fifth Of Beethoven — Walter Murphy — Private Stock</td>
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<td>12%</td>
<td>60%</td>
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<td>5</td>
<td>Summer — War — UA</td>
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<td>12%</td>
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<td>6</td>
<td>A Little Bit More — Dr. Hook — Capital</td>
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<td>11%</td>
<td>42%</td>
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<tr>
<td>7</td>
<td>With Your Love — Jefferson Starship — Grunt</td>
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<td>29%</td>
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<td>8</td>
<td>Say You Love Me — Fleetwood Mac — Reprise</td>
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<td>9</td>
<td>Devil Woman — Cliff Richard — MCA</td>
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<td>10</td>
<td>Still The One — Orleans — Asylum</td>
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<td>10%</td>
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<td>11</td>
<td>I'm Easy — Keith Carradine — ABC</td>
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<td>91%</td>
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<td>12</td>
<td>You'll Never Find Another — Lou Rawls — Phila. Intl.</td>
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<td>13</td>
<td>You Should Be Dancing — Bee Gees — RSO</td>
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<td>8%</td>
<td>93%</td>
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<tr>
<td>14</td>
<td>Heaven Must Be Missing — Tavares — Capitol</td>
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<td>8%</td>
<td>56%</td>
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<tr>
<td>15</td>
<td>Shower The People — James Taylor — WB</td>
<td></td>
<td>8%</td>
<td>15%</td>
</tr>
</tbody>
</table>

radio active singles

1. Don't Go Breaking My Heart — Elton & Kiki — Rocket/MCA

looking ahead to the top 100

101. Light Up The World With Sunshine (Blackheath/African American Dream — ASCAP)
102. I Ain't The Real Thing (Motown/Bad — ASCAP)
103. He Ain't Ready (Stone Canyon — BMI)
104. I Never Cry (Epic/early Frost — BMI)
105. You To Me Are Everything (Screen Gems/Columbia — BMI)
106. Charlemagne (ASCAP/BMI)
107. Stamford (BMI)
108. Solitary Man (Bertie/BMI)
109. Don't Get Me Wrong (BMI)
110. Devil With A Blue Dress (BMI)
HELEN REDDY (Capitol P-4319)
I Can't Hear You No More (2:49) (Screen Gems-Columbia — BMI) (C. King, G. Goffin)
Helen Reddy has come up with one that seems destined for the upper reaches of the pop charts. It's got a kind of MOR rock arrangement, and it is written for a song, this King-Goffin number, and Helen gives it her all. Joe Wissler's arrangement, coupled with Reddy's powerhouse vocals, is a one-two punch for summer pop programming.

JEFFERSON STARSHIP (Grunt/RCA JH 10746)
With Your Love (3:33) (Diamondback — BMI) (B.航行, J. Thomas)
This is a heartfelt ballad, but its power is undeniable. It should make a great start. The melody is popular songs, and that's what the world needs: Melodic songs that are based around a riff. It's the kind of work that can build a great song. A must for FM progressive programmers.

THE J. GEILS BAND
(Ain't Nothin' But A) Houseparty (3:16) (Dandelion — BMI) (D. Sharh, J. Thomas)
This song is a perfect summer pop moment. It's got a great melody, great harmonies, and it's a great song. It should make a great start. The song is popular in the rock community, and it should be a great addition to any pop chart.

MICHAEL HOLM (Ariola America P-7629)
Lady Love (3:07) (Allatross — ASCAP) (Fleisch, Stein, Diehrich)
The chorus on this one is completely infectious. It's got some disco elements present on the chorus, the strings are played in a unique way, and the harmony is perfect. Great rhythm guitar is a highlight of the piece. Should get a lot of pop play and hit the charts strong.

GROOVE HOLMES (Flying Dutchman/RCA JB 10735)
I've Got Love For You (3:32) (Wamenti — BMI) (H. Ott, Sathy)
This song has a great melody, and it's a great pop moment. It's got a great rhythm, and it should make a great start. The song is popular in the rock community, and it should be a great addition to any pop chart.

VAL JOHNS (Playboy P-6079-A)
You Gotta Make Your Own Sunshine (3:20) (Don Kirshner — BMI) (N. Sedaka, H. Greenfield)
This song has a great melody, and it's a great pop moment. It's got a great rhythm, and it should make a great start. The song is popular in the rock community, and it should be a great addition to any pop chart.

SUPERCHARGE (Virgin/CBS SS 8907)
Give It To Nasty (3:02) (Almo/ASCAP — BMI) (R. Robison, A. Donnelly, D. Irving, O. Yue, I. Bradshaw, T. Dunmore)
The chorus on this one is something to the landmark work of Allen Toussaint — the charts and playing are so snappy they really give the tune an extra edge. This is the rock and R&B vein, and it's high quality all the way. The vocals are a trip, the music is perfect, and it has the percussive rhythm break that makes up for it.

CONSUMER RAPPORT (Wing And A Prayer/Atlantic HS 102)
Everybody Join Hands (4:51) (Deajumas/Utopia — ASCAP) (P. Wannam, J. Goodison)
This song has a great melody, and it's a great pop moment. It's got a great rhythm, and it should make a great start. The song is popular in the rock community, and it should be a great addition to any pop chart.

DAVE ANTRUM (Shock/GRT SM1)
Kentucky Tobacco (3:10) (Rock Garden — BMI) (B. Stone)
A good story song about a tobacco worker who's growing more than just his daughter's crop. The melody has a couple of good twists, good use of minor chords. The song has an attractive flair for the dramatic and will show up on pop and MOR stations with speed. Excellent guitar playing throughout.

ROSLYN KIND (Columbia 3-1036)
There'll Be Time (2:28) (A. Bergman, M. Bergman, M. Legrand)
This is a lovely ballad from the current movie "One To Billy Joe." Arranged and conducted by Gene Page, this one is perfect for summer FM programming. It's got a good feel to it, Ms. Kind's voice is really expressive. Pop programmers should give this one a listen; it might be a good change-of-pace.

STONEGROUND (Flat Out 002 FOR)
Way Back (2:42) (F عليك — ASCAP) (F. Webb)
If you've got a good song, and you've got a good rhythm, you've got a good song. They had a big hit a few years ago with "Passion Flower," and this one looks like it will do the same thing. It's a powerful cut, with a lot of hooks, and a driving rock rhythm. The vocals are tight and there's a great synthesizer solo that sounds like a flute. Released on the group's own label, this will be picked up by every wise pop programmer.

BOB SEGER (Capitol P-4300)
Travelin' Man (3:04) (Gear — ASCAP) (B. Seger)
This is the second single, and it's an exciting one. Crow noises have been mixed up with good effect. Seger's voice is uniquely expressive; there's a satisfying grittiness to this one. This looks like the single that will break on a full-time national basis, due, in part, to the superb edit for the big-sounding guitar.

THE DON HARRISON BAND (Atlantic 45-3348)
Rock 'N Roll Records (2:40) (Peo Wayne Valley — BMI) (D. Harrison)
The Don Harrison Band is a straight-ahead rock quartet, and it's got the effect that pulls the crowd's attention. This is a mid-tempo ballad that Producer extremely well by Jerry Crutchfield. Should get a lot of country and pop play. The vocals have a lot of subtle hooks, little things that Tucker adds on to the end of a phrase.

BOBBY VEE (Shadybrook 45-030)
It's Good To Be Here (3:20) (Salma — BMI) (F. Velline)
This is one of the best things we've ever heard from Bobby Vee. His voice is low, his production is top, and the song is a hit. Should be a good pop song.

THE SHAKERS (Asylum 4-5535-A)
Baby, Come Back (3:13) (Piccadilly — BMI) (E. Grant)
This is the second single from the "Yankee Reggae," and it's just that. Yankee reggae differs from the Jamaican style, at least in the Shaker interpretation, since major accent is right on the regular beat. The vocals are ok, with a good Beatles-like crescendo, building the song. It is a "Shaker" Jam. Should get some serious pop and FM progressive play.

BARRY MANN (Arista AS 0194)
The Princess And The Punk (3:58) (Screen Gems-Columbia/Summerhill Songs — BMI) (B. Mann, C. Welch)
This is a great ballad, and it's a great pop song. It's got a great melody, and it's a great pop song. It's got a great rhythm, and it should make a great start. The song is popular in the rock community, and it should be a great addition to any pop chart.
CARPENTERS

DONNY

AVERAGE

LOCALS

COMMODORES

MARSHALL

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Ron Alexenburg 8/14

strong involvement in country music. He also reviewed some of the Epic departments — marketing, A&R and artist development among them — and their combined contributions to the Epic successes.

Walter Yetnikoff 8/14

Yetnikoff also emphasized the CBS international operation as "the most efficient and powerful and dedicated international organization in the world." As to the value of having a strong presence overseas, Yetnikoff suggested that any artist who wanted proof of CBS marketing ability "ask Neil Diamond, whose sales overseas equal his sales in the United States, or Santana with the same result, or Bob Dylan or Paul Simon, or Art Garfunkel, or the Philadelphia International label. I can’t emphasize too strongly how important it is to CBS Records to have this strength and dedication overseas, now important it is to our overall success.”

He also debunked the myth that CBS is a one coast company only, stating that "for too many years we’ve been known as an east coast company, but we’re not. We’re an east coast company and we’re a west coast company and an English company and a Japanese company and a midnight company and a northern company and a southern company and a Nashville company and a company. And if the Atlantic opens up for trade, we’ll be there too. But we’re definitely a west coast company with a total organization and the sales are equal here, so the artists are either going east or west by the works.” He also officially revealed plans for the new L.A.-based label at this time.

Dick Asher 8/14

in his address. On the other hand, CBS Records in the U.S. has been able to draw from a pool of talent from overseas, of artists that have become successful here after being successful over there. He added that CBS has grown to operating companies in 26 countries with 7000 employees.

Five CBS Talent Showcases

Galvanize Company Spirit

LOS ANGELES — In its bid to establish a unique image of industry superiority, CBS demonstrated the depth of talent on its roster in a series of five showcases which encompassed virtually all types of popular contemporary music. Beginning with a gala evening of country & western performers, CBS paraded no less than 23 acts before its assembled employees in an impressive tour de force.

The country & western presentation featured Marty Robbins (Col.), George Jones (Epic), Johnny Paycheck (Epic), Barbara Fairchild (Col.), Mary Kay Place (Col.), Brush Arbor (Monument), Johnny Duncan (Col.), Rusty Wier (Col.), and Harlan Sanders (Epic).

Each of the five talent forums was a study in variety. Following the C&W showcase was a presentation starring the Miracles (Col.), Derringer (Blue Sky), Tower Of Power (Col.), and Burton Cummings (Col.) on Wednesday. It was evident that dynamics was a primary consideration in the preparation of the forums.

Thursday’s show spotlighted newcomers Scott McNeil & The Jukes (Epic), The Charlie Daniels Band (Epic), Journey (Col.), and Johnnie Taylor (Col.). Significantly, each forum was attended not only by CBS personnel, but by large numbers of major recording artists such as Peter Frampton, The Isley Brothers, Boz Scaggs and Bobby Womack.

Friday’s showcase featured The Jacksons (Epic), Dave Mason (Col.), and Starchild (Epic). Concluding the conversational format’s Saturday night, CBS scheduled Neil Diamond (Col.) and Lou Broaden The Base

LOS ANGELES — Jack Craigo, vice president and general manager, marketing, for CBS Records, noted a number of points that from a marketing standpoint were necessary ingredients for continuous growth at CBS. "First of all, we need to increase our understanding of the demographics and mediated buying power levels of our targeted consumers. Secondly, we need to broaden the base of the music buying consumer. And following that, we need to broaden the base of the music buying consumer. We need to develop and increase the sales for eight-track cassettes. And finally, we need to increase the sales for disk and tape per square foot of available retail marketing space.”

Crago added that CBS must improve its market share, even at the expense of competitors, noting that, "We want every share that is not ours to go to our competitors. We have created and the bottom line for promotion is to get the record played, and the measurement for sales is to get the order.” He added that he or CBS were not arrogant, but "we’re into new creative thinking, imaginative techniques, creative planning and into focusing our attention upon broad projects which will produce growth for both the company and your personal development.

Zergering in on the success of CBS, Crago declared that "we’re working with three groups of partners in our business: our artist/manager and managers and agencies, radio programmers and our customers.” He called the label "pride and experienced, prudent and innovative, aggressive and competitive and persistent. A company connected with the artists, with radio, and its customers to form a music business community within an industry. We’re CBS Records.”

Paul Smith 8/14

Sales Up 39%

LOS ANGELES — "There is nothing that we at headquarters demand of you that we don’t demand of ourselves," declared Paul Smith, vice president of marketing, division. "Play to win as an individual and as a team. Know the position and get the job done.”

Smith congratulated the sales force on "the best six-month period in our history, with sales up 39% over the same period last year. In each month since our last convention, July 1975 through June 1976, you’ve outperformed the corresponding month in any prior year." He attributed their success to "consistent, outstanding one-on-one performances.”

Bill Sandahl 8/14

- a balanced product flow: "A commitment we made to you and a commitment that we’ve kept. Closer communication and understanding between A&R and marketing needs has resulted in a far more even and intelligent balancing of releases throughout the year.

- Country music: "A hot spot today.

- At the same time, we’ve built the largest, most professional and totally stafed special markets team in the country.

- Single records: "We’re a hot singles company and we’re going to stay that way.

- Epic and associated labels, the company’s west coast expansion and the company’s moves to sign artists in every area. In conclusion, Norell noted in the text of an ad that CBS ran in Cash Box last week: "We’re music lovers in the music business.” He added that he was "honored to serve as president of the "#1 record company”.

CBS Associated Labels

Premiere New LPs

LOS ANGELES — At the CBS Records 1976 Convention, CBS associated labels announced the release of twelve new albums, including LPs on Richard Branson’s Virgin Records, Gamble and Huff’s Philadelphia-International and TSOP Records, Steve Paul’s Blue Sky Records, Don Kirshner’s Kirshner Records, James Gueiro’s Caribou label and Fred Foster’s Soundstage labels. The announcement was made by Ron Alexenburg, senior vice president, Epic Records and associated labels, and the Philadelphia-International schedule is new albums by the O’Jays and by Bunny Sigler “My Music.” Archie Bell and the Drells will release their second album on TSOP. "Superparty" of the title of the first Virgin album by the English group of the same name, and Dan Hartman, will make his Blue Sky debut as a solo artist. Kansas’ newest album will appear on Kirshner Records, Calibow will release the initial LP effort by James Vincent and an album by Eddie Russ will mark the re-emergence of Monument’s affiliated label Soundstage 7.

Columbia LPs

Previews In L.A.

LOS ANGELES — New albums on Columbia Records by a wide range of artists were previewed at the CBS Records 1976 convention. In all, more than 40 albums to be shipped within the next 90 days the event were introduced to the CBS Records personnel and invited guests attending the convention. A combination of live appearances, filmed presentations and slide shows was used to showcase the new products.

Among the releases premiered were the new album by Earth, Wind and Fire, "Spirit," the label debut of the Miracles, and two Who live packages by Keith Moon and Laura Nyro. Also on the Columbia schedule are "Delicate & Jumpy" by the Fabia Ails, and "Inside Straight" Trak," a spoken-word album featuring the producer, Gene Roddenberry, and stars, William Shatner and Leonard Nimoy, of the television show. Progressive music will be represented by albums by Freddie Hubbard ("Windjammer.") The New Tony Williams Lifetime ("Million Dollar Legs") and the first Columbia album by prize-winning flautist Hubert Laws, titled "Illusions," which new albums in the offering include popular singers Jon Lucien, Mac Davis, Bill Withers and Al Green. At CBS, a very successful music-maker Ray Connif. Contemporary artists with LPs due include the group, Tom Jams and Cecilia. "Moving Targets," the new album by Fio Eddie ("Moving Targets") and Artful Dodger ("Honor Among Thieves") will also be issued in the post-convention period.

Country artists Johnny Cash, David Allan Coe and Earl Scruggs had their newest album previewed for the industry, and Columbia is also planning to release a fifteen-LP country prepack consisting of a greatest hits album by Lynn Anderson, the release of Ray Price’s Rambling, the recording debut of Mary Kay Place, plus Willie Nelson, Moe Bandi, The Carter Family, and others.

Epic LPs Previewed

At CBS Convention

LOS ANGELES — The release of more than 40 new albums on the Epic label announced at the CBS Records 1976 Convention. The albums include almost all to be shipped within ninety days of the event. Among the new releases that will be issued are the title albums, albums for the label by The Jacksons and Michael Jackson. "Chameleone" by LaToya Jackson, "Move On" by Lenny Nu’s, which whose label debut recently went "Gold," "Outside Help" by Johnnie Rivers, and albums by Michael Murphey, Minnie Riperton, Jimmie Speerles, Rupert Holmes, Bull Horn, and Dan Fogelberg on Full Moon/Epic, all of which have yet to be titled. A package called "Best Of Our Lives" will also be issued.

On the country front, there will be a new LP by Johnny Paycheck, separate and joint albums by Tom Jones and George Jones, and label debuts by Kinky Friedman, Harlan Sanders and the newly-signed Kaye Mair Xray, aka Loretta Haggards, "Mary Hartman," "Mark Hartman." Other debut Epic albums include "Goldswirl," "Mother’s Finest," "Boston," "Herb Peter- sen," "We Made Love," "On The Town" by Webster Lewis, "Don’t Fight The Feeling" by Jim Peterik, "Line Live" by Richard Lewis, "Brian," "Laura Has" and "Oda Coates and Bonnie Koloc on Full Moon/Epic.

Epic Expands Roster

LOS ANGELES — Epic Records has signed six additional artists including Tom Jones, Joe Cocker, Tom Rush, Kinky Friedman, John O’Sullivan, Gene Pitney, Ricci Martin, and Bobbi Humphrey. Debut albums are set for a fall release.
**TALENTON STAGE**

**ZT Top**

**FORUM, LA.** — Even though the house wasn’t full those attended probably saw one of the best R&B packages assembled in its history and this audience was better with the entrance of each act.

Opening the show was the lovely Dorothy Moore. Wearing a flowing black chiffon gown this girl from Jackson, Mississippi added thousands of new fans to her already growing legions. Dorothy Moore is a wonderul performer. Even though her wardrobe is not loaded with greatest hits yet, it will be. Everything she sang was filled with emotion and her voice beauty. Dorothy Moore has star quality.

Brass Construction then came on stage and their sound was one of the best the band has put out to date. The company were wearing some very hot space costumes to go along with some very tight, crisp instrumentation. Several times during their show they had the audience up on their feet to boogie and sing along. "Movin'," was the #1 crowd pleaser.

The Syclers have greatly improved their show to sheer perfection. The group has really got things organized and all that can be said about them is watch out for future developments. The choreography was impeccable and their stage presence was flawless. Exceptional numbers performed were: "Storybook Girl," and their version of Wings "Silly Love Songs," and Morris Albert's "Feelings." The finale, "Boogie Fever," was just icing on the cake.

The fantastic Johnnie Taylor came on last and it was worth the wait. The man cooks. To open the show Johnnie warned everybody up with "Who's Makin' Love To Your Old Lady." From then on the show grew more and more to a great climax along with four of the prettiest nastiest sounding backup vocalists around. JohnnieTaylor has a great voice and he's one of those famous bums and grinds. He had total control over the audience because when he asked the ladies to scream, they responded enthusiastically. "Somebody Got It," his new single was well-received along with "Runnin' Out Of Lies" off his "Earring" LP. For the Finale Johnnie naturally did "Disco Lady." The place went wild, enough said.

**CONWAY TWITTY / LORRETTA LYNN**

**LONG BEACH ARENA, CALIF.** — Few very country singers have been as honored as Loretta Lynn. The beautiful lady from Kentucky has won more awards and been more honored than nearly everyone else in the country. One reason for Ms. Lynn’s success has to be the sense of identification that people feel for her. The last time I saw her was at the Grand Ole Opry and even from deep within, and reaches out to touch the listener. The songs composed by Ms. Lynn are generally about home subjects that the lady herself has lived through. They are written with a touch of homespun cheerfulness, with such as "Coal Miner's Daughter," about her poverty-stricken but happy childhood. "Coal Miner's Daughter." But "One's On The Way," about the tribulations of a small-town housewife. Some people understand her songs completely, because they hit a little too close to home.

Ms. Lynn possesses the rich emotional vocal quality to make her songs believable and enjoyable. Altogether, the lady is a total winner. Among her hits are: "You Ain't Woman Enough," "The Pill," and in a word, just too many. Conway Twitty is one of a group ofifty rockabilly-bands whose careers have since turned down country roads. Most of his big hits, such as "Fifteen Years Ago," and "After All The Good Is Gone," have that distinct country quality that sets him apart from the run-of-the-mill country song. Twitty has a rich and varied voice with sen- sual overtones, and uses it to best advantage on the sexy love songs like "I See The Want To In Your Eyes" and "Touch The Hand." Conway and Loretta are the premier duo in country music today, with numerous hit singles and albums on MCA records in the last six years. The two seem to bring out the EAST COASTINGS — What do you want from life? According to a poll taken by Ladies’ Home Journal, the answer is: "Me and My Baby." A recent Harris poll has the figure among fifth to twelfth graders in the U.S. Cer in at #20, one place above Bob Dylan, #21. Mick Jagger is the next pop superstar to show at #27, while Loretta Lynn’s "Coal Miner’s Daughter" is #16. Johnnie Taylor has made a showing in the top 50, the Maharishi clinched an admirable 843.

(O.J. Simpson, Cancer, was first.)

Several graphs wired from Monaco evidence that Ringo Starr has shaved his head and face completely, looking not unlike Telly Savalas with glasses over his aquiline snout. Is this what comes of signing to Atlantic Records? A new major record deal for Dave Edmunds? Yes has revealed that Sonny Bono’s agreement to perform on NBC’s Tonight show will pay him a $100,000 salary. Sonny in installments as gigs bring in the cash. She readily admitted that she did not feel she could successfully go it alone professionally. Speaking of the Alman familiy, Gregg Allman has filed suit in New York City against his brother Duane, who is recording in Georgia. Allman was granted immunity to testify in the trial, and the judge, anticipating a public outcry of unfair play, indicated that selling drugs was a more serious offense than playing a rock and roll record.

The greatest blues guitarist the world has ever seen, Muddy Waters' upcoming single produced by Rupert Holmes... Two Cash Boxes claim to have met and greeted Bob Marley sloping down 57th Street last week. The Ramones “Bored” about the tour. “The greatest escape” passing through town recently, arranger, producer and Atlantic Records artist Gene Page described the inspiration for a cut on his “Lovelock” album, “Escape To Disco.” He was sitting in a sauna bath with a psychiatrist friend, who aired theories of the discohalls as a place of escape “and release of pent-up anxieties.” Page tried to effect these feelings with sound. Later in the day, Page fielded questions from the press, recalling that Barry White’s “Rap” over the phone to his wife was equally as effective as the sauna bath. Page has recently spent some time in the company of Tower Records. "The Checkers Speech Of Richard Nixon" as well as his resignation speech… Tavares at the Beacon July 30-31. Jethro Tull employing rare seen and expensive closed-circuit. For further on their current large-audience Peper’s "The Deep River."

**The Streakwaders** have fired their drummer and bassist and are looking for replacements... Rumer’s Slow Deal has finally split completely... Purple has finally split completely... The Streakwaders have fired their drummer and bassist and are looking for replacements... The current line-up of Bombay is:" The Streakwaders, formerly the former Monterey band with former Monterey member John coming back for a few shows... The Streakwaders have fired their drummer and bassist and are looking for replacements... The Streakwaders have fired their drummer and bassist and are looking for replacements... The Streakwaders have fired their drummer and bassist and are looking for replacements...
MUSIC, MUSIC

Helen Reddy
So you think you know Helen Reddy.
Well, think again.

Whatever your musical tastes, you must be aware of Helen Reddy. Because Helen Reddy is more than a vocalist. Helen Reddy is vocal. She makes a statement. Whether it be performing at colleges and state fairs or on stage at Las Vegas’ MGM Grand Hotel; on television as host of the highly-rated Midnight Special; on film; or in song, on one of her Capitol albums. And her statement says, “I represent an attainable goal... that a woman can make it in the world and still be true to herself.”

Her statement also says, “Music, Music.” Her newest album on Capitol Records. Listen. And think again.

Includes her new single, I Can’t Hear You No More. (4312)
Piracy Crackdown Spreads Across U.S.


Defendants admitted in the judgment and decree their infringing activities and place of business and ownership and validity of the copyrights in question and agreed to the total payment of $10,000 in damages to plaintiff.

CHICAGO — Agents of the Federal Bureau of Investigation raided Robert's Eyes and Ears, and seized ten 8-track player-recorders, three turntables and a cassette recorder which were allegedly being used to manufacture unauthorized duplications of copyrighted sound recordings.

Over 900 tapes were seized in addition to the equipment.

BROOKLYN, N.Y. — The office of Brooklyn district attorney Eugene Gold announced the arrest of Melvin Cox for the alleged sale of pirated recordings, stemming from a raid conducted at the premises of Cox's Record Distributing Corp.

A number of recordings were seized which had allegedly been manufactured and were being sold without the consent of the master of the recording, a violation of Section 561 of N.Y.'s. General Business Law punishable by a fine of up to $100 and/or imprisonment for up to 1 year per count.

CBS Talent 726

Rawls (Phila. Int'l.), Diamond was scheduled to appear on the heels of a much heralded Las Vegas debut at the Aladdin Theatre.

CBS Gold Peaks

LOS ANGELES — CBS Records entered its 1976 convention with a total of 24 gold records, 3 of which also reached platinum level, to its credit. The sum includes 19 albums and five singles, and is a mid-year record for CBS. Columbia earned 18 gold records followed by Epic’s three, Philadelphia International’s two and T-Neck’s one.

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Black Consumer Panel Presented By CBS

LOS ANGELES — A Black Consumer Panel was presented at the 1976 CBS Records convention in Los Angeles. The Panel was composed of three of the

Columbia Release 726

Sonny James and numerous other country artists. Albums by Monument artists Charlie McCoy and Larry Gatlin will be a part of the country package, and Monument will also release an album by sixties superstar Roy Orbison.

Among the artists who will release their first albums for the label are two singer-composers, Chip Taylor and Bobby Scott, comrade to the late Lyle Lovett, ex-Girlfriend singer Burton Cummings, Tower of Power, Jane Oliver, Tony Bird, Mingus Lewis, John Elston, Ronnie Arms, Jim "Kimo" West, Valerie Carter, Dave Donohue, "Wah-Wah" Watson, Marie Cain, Tyrone Davis, Ned Doheny, Cash McCall and Libby Titus. Columbia will also issue a collection of the best of the classic routines of the late comedian Ernie Kovacs.

Columbia Masterworks Sets Classical LPs

LOS ANGELES — Columbia Masterworks is highlighting twelve new LPs, both vocal and orchestral, that strike a balance between the so-called "light" and "heavy" classics. These twelve albums include: "Lazar Berman Plays Beethoven"; "Bertolozzi Requiem"; "George Gershwin/Michael Tilson Thomas: Rhapsody In Blue"; "The Heifetz-Piatigorsky Concerts"; "Sidewalks of New York"; Charpentier's opera "Louise" with a cast headed by Ileana Cotrubas and Placido Domingo under the baton of conductor Georges Pretre; the first recording of Massenet's "La Fille du Régiment" (live at Carnegie Hall) performed by Placido Domingo, Grace Bumbry and Paul Plishka and conducted by Eugene Ormandy; and a recording conducted by Bartok's "Bluebeard's Castle" performed by Tatiana Troyanos and Siegmund Nimsgern, with the BBC Symphony Orchestra; E. Power Biggs playing Bach: "The Six Organ Concerto Sinfonias from the Partitas," performed by the Gewandhaus Orchestra of Leipzig — Hans-Joachim Rotzsch, conducting; "When The Lights Go On Again All Over The World" with soloist Robert Merrill, Meyeres's "Les Prophete" with Marilyn Horne, Renata Scotto, James McCracken and Jerome Hines, and Henry Lewis conducting the Royal Philharmonic Orchestra, and the original cast album of the New York Shakespeare Festival Production of "Threepenny Opera."

Vocal Month

Columbia Masterworks also announced that October will be "Vocal Month," and the label will be shipping the first complete recording of "Colas Breugnon" by Callabon, with soloists and chorus and orchestra of the Moscow Musical Theatre and "Frederica Von Stade/French Opera Arias." "Eugenia Scoglio: The Italian Song of the 1880s-1930s" from the Edison Diamond Discs of 1920-1925, "Budu Sayao/French Arias and Songs," and Scotti's "Ezine Musicae" with an expanded three-record memorial tribute to the late Lily Pons entitled "Lily Pons - Coloratura Assoluta."

The remaining albums for fall release will be: "John Williams - Scarrittian: Six Sonatas, and Villa-Lobos: Five Preludes"; "Perahia Plays and Conducts Mozart: Piano Concertos No. 21 (via Cleveland Orchestra); "C.P.E. Bach/Three Trios for Flute, Violin and Continuo," with Eugenia Zukerman, violin; Samuel Sanders, harpsichord; and Timothy Eddy, cello; Jaime Laredo/Glenn Gould "Bach: The Six Sonatas For Violin and Harpsichord;" "Pierre Boulez Conducts Duksa: La Peri" (concerto ballet) and "Roussel: Symphonie No. 3," with the New York Philharmonic.

Art Is The Most Important Factor To Utopia Records

by Eric Rudolph

NEW YORK — "People do respond to album cover graphics; DJs are especially sensitive to packaging," says Kevin Eggers, co-founder of Utopia Records. Utopia is an RCA custom label which Eggers describes as trying to be an "Elektra of the seventies." Eggers recently spoke about album graphics with Cash Box and Utopia designer

CBS

LIVERPOOL EXPRESS TO ATLANTIC — Atlantic Records has announced the signing of Liverpool Express to the label; their first single "You Are My Love" is being rush released. Shown in London at the signing are (standing, from left) Derek Taylor, WEA joint deputy managing director, Phil Carson, Atlantic European manager; Hal Carter, and Bob Dickens, managing director of Warner Bros. Music U.K. (Seated) Billy Kinsley, Roger Craig and Tony Coats.

SPINNERS HONORED WITH DAY — Atlantic recording group The Spinners were honored in Hollywood recently. First, they were awarded the 1,875th star in Hollywood's "Walk Of Fame," and second, they were honored with a Stingers Day on June 30. On their day, which featured a classic car motorama and a marching band, they were presented with plaques in recognition of their career. Shown with the plaques are (back row, from left): KULH program director/station manager (and luncheon mc) Rod McGrew, Spinners manager Buddy Allen, Atlantic Records chairman Ahmed Ertugr, Spinners producer Thom Bell, Philippe Soul Wynne, and Mayor Bradley's representative Ezunial "Eze" Burts. (Front row): Pervis Jackson, Bobby Smith, Billy Henderson and Henry Fambrough.
CBS Records Presents
County Talent Forum

by J.B. Carmicle & Linda Cauthen

LOS ANGELES — CBS Records presented their county talent forum at the Santa Monica Civic Auditorium on Tuesday evening, July 20, during their '76 convention. Opening the show, and also leading the orchestra backing the other acts, was Columbia's Charlie McCoy. "Lone Star recording artist Johnny Gimble was also featured on fiddle.

Past Hits
George Jones, Epic recording artist, received tremendous response from the crowd when he performed past hits such as "White Lightning," "The Grand Tour," "A Picture Of Me" and "The Race Is On." Fellow Epic artist Johnny Paycheck did his biggest hit, "She's All I Got," as well as his latest, "Eleven Months And 29 Days." Newly signed to Epic is Harlan Sanders, whose new single is entitled, "Honky Tonker." The newest artist to be signed by Columbia is Mary Kay Place, better known as Loretta Haggers on "Mary Hartman, Mary Hartman." Ms. Place did her own compositions, "Baby Boy" and "Vitamin L," both of which have been featured on the television show.

In The Audience
Brush Arbor dedicated their latest material to Eddy, "Emmy." Arden, for whom the song was written, Ms. Harris, who was in the audience.

New on Columbia Records is Austin, Texas Rusty Wier, whose "I Hear You Been Laying My Old Lady" and "Don't It Make You Wanna Dance" received an ovation from the crowd. Columbia's Johnny Duncan was joined by the Nashville Edition's Janie Fickie for "Jo And The Cowboy," and his number one record, "Sore Throat.

Marty Robbins was able to sing only one song due to a sore throat, but the Columbia

"JOHNNY CASH SHOW" Comes to CBS-TV — Columbia recording artist Johnny Cash and his wife June Carter review the final segments of "The Johnny Cash Show," which will air in the "Sonny and Cher" time slot on CBS-TV for the fourth period of Aug. 29-Sept. 18.

The shows were taped before a live audience at the Grand Ole Opry House and Opryland and feature such guests as Tammy Wynette, Waylon Jennings, Kris Kristofferson, Roy Clark and Rita Coolidge.

CMA Banquet Planned

NASHVILLE — The CMA anniversary banquet and show will be held on Thursday evening, October 14. Greater Nashville restaurants will be served from 6:00 p.m. until 9:00 p.m., with banquet seating set at 7:30 p.m.

The menu for the evening includes roast sirloin of beef with horseradish sauce, green bean vinaigrette, rice Bombay, French seafood bouillabaisse, fresh chocolate silk and a bottle of wine. The dinner will be catered to the individual tables in appealing basket arrangements, doing away with the usual person-to-person service.

After dinner those holding show tickets will gather inside the Opry House at 9:00 p.m. for the traditional CMA banquet show. The entertainment will be produced by Gene Nash, with musical direction by Bill Purcell.

Tickets to the event will officially go on sale to the general membership around August 15. Order forms will be mailed to all members.

Two types of tickets will be sold this year. The $30 ticket entitles the holder to attend the cocktail party, have dinner, see the show, and also bears a stub for admission to the televised CMA Awards Show Presentation to be held on October 11. The $8 ticket includes admittance to the cocktail party, the banquet show and the TV Awards Show Presentation. Tickets are non-refundable.

CMA Board Meets In San Francisco

NASHVILLE — The third quarterly board meeting of the Country Music Association was held in San Francisco on July 14-15. Called to order by CMA president Ron Bidske, the meeting was conducted by board chairman Jim Foglemon.

CMA director Francis Preston reported that the Country Music Association will again participate in Musexpo, the world-wide gathering of music industry executives scheduled for Sept. 8-11 at the Fairmont Hotel in New Orleans. The CMA will also produce a Musexpo country music show.

"Is That All There Is To A Honky Tonk" (K-1063)
FAITH ALLEN

Denin Records
Don't See Me
New York, Cal 91323

Allen Passerin
3300 Pennington Dr.
Dowdston, Pa. 15123

Renewal
Promotion by
Chuck Chellman
The Chellman Bros.
126 6th Ave.
New York, N.Y.

Cash Box/July 31, 1976
31
The Kitty Wells show broke all attendance records at Camden Park in Huntington, W.Va. on July 4, drawing 45,000 fans for four 30 minute, standing-room-only concerts. Traffic was so jammed after the last show that the group had to wait in their bus, the Kitty Hawk, for two hours just to get out of the parking lot... While Cledus Maggard promotes his new single, "Virgil And The $300 Vacation," he can promote the new Cledus Maggard CB Store in Anderson, S.C. which will feature Gymnastics equipment. The new store, like the original one in Greenville, S.C., will carry a complete line of CB equipment and accessories... as well as a line of Cledus Maggard t-shirts and diagrams... Jimmy Deen has signed with the Jim Halsey Company, naming that company as his exclusive representative in all fields.

The New Riders of the Purple Sage are probably the only group with a "van club." While performing in Bridgeport, Conn., the NRPS met a group of their most faithful followers. Calling themselves the NRPS Van Association, all members drive vans which are decorated with NRPS emblems and other assorted "NRPS invaders." All members wear t-shirts and motor (in their vans, of course) to any gigs by the Riders within driving distance. The latest success by the New Riders on RCA Records is "She's Looking Better Every Bear,"... it was really a "Good Night For Singing" recently in New York's Central Park during the Shafer Festival when Jerry Jeff Walker was joined on stage by his grandmother, Jessie Conrow. Mrs. Conrow, who will be 62 years old in August, drove five hours from her home in upstate New York to be with her grandson. Jerry Jeff originally hails from upstate New York. Granny came out on stage for the encore of "Will The Circle Be Unbroken" and danced while singing with Jerry Jeff. The title of the outlaw poet's new album on RCA Records is "It's A Good Night For Singing." "Coal Miner's Daughter," Loretta Lynn's autobiography, has sold 90,000 copies and is a prime candidate for the New York Times bestseller list. Fifty States Records has signed Doyle Holly to a recording contract. Holly comes to the label after successful recordings with both Barnaby and Warner Bros. Records. Holly was one of the original Buckaroos with the Buck Owens organization and most recently has been taping several television appearances as well as working a heavy roadshow schedule. Holly's sessions will be produced in Nashville under the direction of Johnny Howard and Charlie Fields, with his first release for the company expected to ship to radio stations and distributors the first week of August. Distribution will be handled by Nationwide Sound Distributors of Nashville, Tenn.

Jerry and The Singing Goths have just signed an exclusive booking agreement with Century II Promotions. Jerry and The Singing Goths currently have the #1 song on the gospel charts, entitled "Please Search The Book Again." Jerry Goth is a Dove award winner, gold record winner, nominated as top musician and lead singer in gospel music, songwriter, holds several degrees, is listed in Who's Who in America, and is a member of the govern- nor's staff of the states of Georgia and Alabama... The Waycross Shrine Club will hold its annual All Night Gospel Sing in Waycross, Ga. Aug. 21. The sundown to concertac-

"HALF AS MUCH" (Con Brio Records CBK 110)

Hawaii's SHEILA TILTON

(Produced by Bill Walker)

“BRIOS RECORDS, INC.

Four Star Building
Suite 407
49 Music Square West
P.O. Box 196
Nashville, TN, 37202
(615) 268-1844

Distributed by:
NATIONWIDE SOUND DISTRIBUTORS
Joe or Betty Gibson
P.O. Box 23532
Nashville, TN, 37202
Dealers Call: (615) 365-2704

TOP 50 COUNTRY ALBUMS

LOOKING AHEAD TO COUNTRY TOP 100

Honey Hungry
Mike Lunsford (Starday)
Movin' To The Country
Dave Loggins (Epic)
Stop The World (And Let Me Off)
Ronny King (WB)
Sittin' On The Side Of The Road
Side Of The Road Gang (Capitol)
Support Your Local Honky Tonk
Connie Sessions (MCA)
I Never Met A Girl I Didn't Like
Jim Mundy (ABC/Dot)
38 A M Lonely
Dave Dudley (UA)
Whispers And Grins
David Rogers (Republic)
Rode Of Cimarron
Poco (ABC/Dot)
Farmer's Wife
(Con Brio)
I've Been To Georgia On A Fast Train
Tennessee Ernie Ford (Capitol)
Love Can
Harold White (Inferno)
The End Is Not In Sight
Amazing Rhythm Aces (ABC/Dot)

Here's Some Love
Tanya Tucker (MCA)
Whiskey Talkin'
Joe Stampley (Epic)
After The Storm
Wynn Stewart (Playboy)
My Prayer
Marvel Felts (ABC/Dot)
The Best I've Ever Had
Jeanie C. Riley (WB)
Calico Cat
Kenny Starr (MCA)
11 Months And 29 Days
Johnny Paycheck (Epic)
Brother Shelton
Brenda Lee (MCA)
Teardrops Will Kiss The Morning Dew
Del Reeves & Billie Jo Spears (UA)
Nobody Touches My Baby
Del Reeves (UA)
Wabash Cannonball
Charlie McCoy (Monument)
Here Comes That Rainy Day
Feelin' Again
Connie Cato (Capitol)

Cash Box July 31, 1976
CMA Board Meets on Wednesday evening Sept. 8.

Public relations chairman Tandy Rice announced that the CMA speakers bureau will be operational by Aug. 1. Board members were supplied with preview copies of a four-page brochure which lists the current members of the speakers bureau, along with information on how to schedule speaking engagements.

Chic Doherty, chairman of the country music promotion committee, brought the board up-to-date on the progress of the new CMA audio-visual presentation which will be completed this September. The presentation is directed toward record merchandisers, advertising agencies and similar groups. A summary of the work completed by the promotion committee's New York task force was delivered by director Bob Austin.

"Country Music Month"

This year's "Country Music Month" promotion will be enhanced by several changes as proposed by Roy Horton and subsequently approved by the board. The annual "Country Music Month" radio station contest will now be extended to include all station promotions within the period of Oct. 1, 1976-July 31, 1977. This means that the contest judges will pick the winners on the basis of the stations' "October is Country Music Month" promotion as well as other general country music promotions completed within the October-July eligibility span. There will be winners in three market-size categories: small (under 50,000), medium (50,000-500,000) and large (over 500,000). The winners in each category will make a guest appearance on "Hee-Haw." Complete details of contest rules and prizes will be released prior to the mailing of entry kits to radio stations.

Jimmy Jay reported that the 1976 Talent Buyers Seminar will focus on a wide range of current topics, and the agenda for the October event will include seminars, panel discussions, informal rap sessions and talent showcases.

This year's Country Music Fan Fair was the most successful ever, according to director Bud Wendell. The final attendance count showed that 12,600 fans registered for the June event, a 30% increase over last year's record figure.

There will be a new look at the awards presented to CMA "DJ of the year" winners, thanks to the combined efforts of Bill Robinson, Dan McKinnon and their committee. Also new: another CMA radio station media mailer, titled, "You're Gonna Get a Boot Out of This!"

Events Discussed

Other CMA activities and events discussed during the meeting included: membership (Charles Scully and Hutch Cartlock), long range planning (Frances Preston), anti-piracy (Mary Reeves Davis),...
**country radio active**

**most added singles**

<table>
<thead>
<tr>
<th>List below are new singles that were most added to key country radio stations around the U.S. and have shown the biggest radio movement and listener response. This is not a sales chart.</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1. If You've Got The Money — Willie Nelson — Columbia</strong></td>
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<tr>
<td><strong>2. The Night Time And My Baby — Joe Stampley — ABC/Dot</strong></td>
</tr>
<tr>
<td><strong>3. I've Love You All The Way — Donna Fargo — WB</strong></td>
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<tr>
<td><strong>4. Can't You See — Waylon Jennings — RCA</strong></td>
</tr>
<tr>
<td><strong>5. I Don't Want To Have To Marry You — Brown &amp; Cornelius — RCA</strong></td>
</tr>
<tr>
<td><strong>6. Love You All To Pieces — Billy Walker — RCA</strong></td>
</tr>
<tr>
<td><strong>7. Sold Out Of Flagpoles — Johnny Cash — Columbia</strong></td>
</tr>
<tr>
<td><strong>8. All I Can Do — Dolly Parton — RCA</strong></td>
</tr>
<tr>
<td><strong>10. Here's Some Love — Tanya Tucker — MCA</strong></td>
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</tbody>
</table>

**most active singles**

<table>
<thead>
<tr>
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</tr>
</thead>
<tbody>
<tr>
<td><strong>1. The Letter — Conway Twitty &amp; Loretta Lynn — MCA</strong></td>
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<tr>
<td><strong>2. Say It Again — Don Williams — ABC/Dot</strong></td>
</tr>
<tr>
<td><strong>3. Rocky Mountain Music/Do You Right Tonight — Eddie Rabbitt — Elektra</strong></td>
</tr>
<tr>
<td><strong>4. One Of These Days — Emmylou Harris — Reprise</strong></td>
</tr>
<tr>
<td><strong>5. Bring It On Home — Mickey Gilley — Playback</strong></td>
</tr>
<tr>
<td><strong>6. I'm A Stand By Your Women Man — Ronnie Milsap — RCA</strong></td>
</tr>
<tr>
<td><strong>7. Here I Am Drunk Again — Moe Bandy — Columbia</strong></td>
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<tr>
<td><strong>8. Love Revival — Mel Tillis — MCA</strong></td>
</tr>
<tr>
<td><strong>9. I Wonder If I Ever Said Goodbye — Johnny Rodriguez — Mercury</strong></td>
</tr>
<tr>
<td><strong>10. Afternoon Delight — Johnny Carver — ABC/Dot</strong></td>
</tr>
</tbody>
</table>

**WRAP — FORT WORTH**

If You've Got The Money — Willie Nelson — Columbia
Let's Put It Back Together Again — Jerry Lee Lewis — Mercury
The Way He's Treated You — Nat Stuckey — MCA
It's Different With You — Mary Lou Turner — RCA
I Don't Want To Have To Marry You — Brown & Cornelius — RCA
Liquor, Love And Life — Freddie Webster — Columbia

**WSDS — DETROIT**

I've Loved You All Of The Way — Donna Fargo — WB
Support Your Local Honky Tonk — Ronnie Sessions — MCA
Texas Woman — Pat Boone — Hitville
Because The Woman — Ruby Fay — De Stars
The Best I've Ever Had — Jeanne C. Riley — WB
Brother Shelby — Brenda Lee — MCA
I Don't Want To Have To Marry You — Brown & Cornelius — RCA
While The Feeling's Good — Kenny Rogers — UA

**GENE WATSON**

His first big hit was "Love In The Hot Afternoon" followed by "Where Love Begins" "You Could Know As Much About A Stranger!"

...and now his Giant Single is "BECAUSE YOU BELIEVED IN ME" *(4259)*

From His Chart Album Of The Same Name *(GT-11529)*

**On Capitol Records and Tapes**

**Exclusive Bookings**

United Talent Inc.

Manager: Russ Reeder

(713) 528-5521

**Cash Box** July 31, 1976
COUNTRY SINGLES REVIEWS

MARVEL FELTS (ABC/Dot DOA 17643)
My Prayer (2:42) (Skidmore — ASCAP) (J. Kennedy, G. Boulanger)
With a strong flavor of his rock beginnings, Marvel lends his distinctive vocal to this familiar old favorite made famous by the Platters. A Johnny Morris production.

SAMMI SMITH (Elektra E-45334)
Sunday School To Broadway (3:24) (Mandy — ASCAP) (Danny & Ruby Hice)
A new approach to the old, old tale of the "road to sin." Done with Sammi's husky intouch, it is already getting good airplay.

JONI LEE (MCA 40592)
Baby Love (3:00) (Stone Agate — BMI) (E. Holland, L. Dozier, B. Holland)
Joni has reached far into a pop sound giving this Diana Ross and The Supremes number her own fresh intimate touch. Production by Snuffy Miller, this one comes from the "Joni Lee" LP and is already getting heavy airplay.

SUE RICHARDS (ABC/Dot DOA 17645)
I'll Never See Him Again (2:59) (Unart/United Artists — ASCAP) (R. Mainegra, M. Blackford)
A song of heartache from the "Sweet Sensuous Feeling" LP, produced by Milton Blackford. Good for top MOR plays.

RICK SMITH (CinKay 110)
The Way I Loved Her (3:54) (Chip 'N Dale — ASCAP) (Rick Smith)
A lyric designed for tears, showcased by a full instrumental track and produced by Gene Kennedy. A top MOR bet.

DON KING (Con Brio CBK 112)
Cabin High (2:37) (Wijex Pub. — ASCAP) (Lori Parker)
Jubilant with the freshness of a new morning comes this Bill Walker production. Upltempo with a very interesting banjo. A good bet for charting.

KENNY SERATT (Hitsville H6039)
I've Been There Too (1:52) (Attaché — BMI) (C. Williams, J. Nickson)
Good country fiddle adds interest to this country lyric about whatever happens, it's "old hat" to use a pun. Produced by Steve Stone.

THE CARTER FAMILY (Columbia 3-10387)
Papa's Sugar (3:48) (Tree Pub. — BMI) (S. Throckmorton)
Love from daughter to father is what it's about. Given the Carter Family interpretation it's a good bet for box and chart action. Production by Jerry Critchfield.

JACK RUTH AND THE CINNAMON HILL SINGERS (RCA JH 10739)
Your Love Is My Refuge (2:56) (Mapleshill/Vogue — BMI) (Wayland Holyfield)

NEW RIDERS OF THE PURPLE SAGE (MCA 40591)
She's Looking Better Every Beer (2:38) (West Berkeley Sound/Polo Grounds — BMI) (John Shine)
Texas country tinged with swing gives for top box sound. Pulled from the "New Riders" LP and produced by Bob Johnston.

RANDY BARLOW (Gazelle IRLA 280)
Lonely Eyes (2:29) (Frebr — BMI) (Fred Kelley)
With a slow moving beat, rich with harmonica, this might be the good one Randy is looking for. Produced by Fred Kelley, the lyric is of a sad soul searching for love.

TANYA TUCKER (MCA 40598)
Here's Some Love (2:59) (Screen Gems — BMI) (Richard Mainegra, Jack Roberts)
With all this love, Tanya is a sure bet to hit the top both country and pop. Excellent production by Jerry Critchfield puts the "now" sound.

RONNIE DOVE (Hitsville H6038F)
Tragedy (2:41) (Bluff City — BMI) (F. Burch, G. Nelson)
A familiar tune from yesteryear, done with full arrangement. Ronnie adds a slow easy ballad sound. Produced by Ray Ruff.

DeWAYNE PHILLIPS (United Artists UA-XW 841-Y)
You're One Of The People (That Helps Keep America Beautiful) (2:26) (Chess — ASCAP) (J. Schweers)
Fast moving, uptempo production by Larry Butler. The lyric brings the glow of being picked from the crowd. Good box sound.

POCO (ABC/Dot ABC 12204)
Rose Of Cimarron (3:14) (Fools Gold Pub. — ASCAP) (R. Young)
Produced by Mark Harman and pulled from the "Rose Of Cimarron" LP, this moves with a progressive country sound. A sleeper.

JULIE RICHMOND (Phono P2627)
I'll Give My Love To You (2:19) (Hitit — BMI) (Julie Richmond)
Swinging along with a revival of the "Betty Boop" sound, this makes for interesting listening. Production by Greg Stevens.

DEBBIE GREBEL (Con Brio CBK 111)
Grandma Was The Motor (2:56) (Window — BMI) (Linda Hargrove)
Penned by Linda Hargrove, the lyric is an uptempo tribute to a long love and a strong woman. Produced by Bill Walker, it could happen.

TOM TALL (Scorpion SC 0514)
I Believe I'm Gonna Love You (2:30) (Senior & Sergeant — ASCAP) (Gloria Skleroy, Harry Lloyd)
Smooth easy ballad done Jim Reeves style. Produced by Slim Williamson and Randy Moore.

DEBBIE DIERKS (Kansas KA 605)
Married In Las Vegas (Divorced In Mexico) (3:07) (Twinsong/George Tomso Pub. — BMI) (G. Tomso, Karla Smith)
The story of many lives, this fast-driving uptempo production has the flavor of Mexico. Good bet for top box play.

R.W. BLACKWOOD AND THE BLACKWOOD SINGERS (Capitol P4302)
Sunday Afternoon Boattride In The Park On The Lake (2:28) (Gary S. Paxton/Acoustic — BMI) (R. Hellard, T. Brown)
"It swings — like "jitterbug." Produced by Gary Paxton, a good bet for box action.

The Country Duet
Everyone's Been Listening For

JIM ED BROWN and HELEN CORNELIUS
Together for the first time on their new single
"I DON'T WANT TO HAVE TO MARRY YOU"
PEI 10711

RCA Records

CashBox/July 31, 1976
DIAMOND IN THE ROUGH — Jessi Colter — Capitol ST 11543
A sophisticated sound cleverly cloaked with simplicity, the predominant thread running throughout is the sincere individuality of Jessi's delivery. Shifting easily from the blues flavor of the title song, other selections carry rock and country flavors making for a total easy listening package with a taste for everyone. Selections are "Diamond In The Rough," "Get Back," "Would You Leave Now," "Hey Jude," "Oh Will (Who Made It Rain Last Night)," "I Thought I Heard You Calling My Name," "You Hung The Moon" and our favorite, "A Woman's Heart."

SONGWRITER — Carmol Taylor — Elektra 7E-1069
The "Songwriter" has added the title "artist" on this, his first LP for Elektra Records. Displaying versatility and natural talent, Carmol brings the sound of true country to selections "Shoot Low Sheriff," "I'd Like To Sleep Til I Get Over You," "You're Looking At A Happy Man," "Good Cheatin' Songs," "I Really Had A Ball Last Night," "That Little Difference," "Love What's Left Of Me," "Play The Saddest Song On The Jukebox," "Who Will I Be Lovin' Now" and "Back In The USA." Produced by Norro Wilson and David Malloy.

TEXAS ROCK FOR COUNTRY ROLLERS — Sir Doug And The Texas Tornados — ABC/Dot DOD 2057
Sir Doug and The Texas Tornados' vocal style cannot be categorized. Ranging from the "now" sound of pop, back through a definite rock flavor, to progressive country, the listener is reminded of Dr. Hook or maybe Lynyrd Skynyrd. Produced by Huey Meaux, selections include "I Love The Way You Love Me," "Cowboy Peyton Place," "Give Back The Key To My Heart," "Wolverton Mountain," "Texas Ranger," "Floataway," "I'm Missing You" and the Gene Thomas medley "Sometimes/Cryin' Inside," "Country Groove," "You Can't Hide A Redneck."

THE BEST OF MEL TILLIS — MGM 1-5921

HANK WILLIAMS JR. FOURTEEN GREATEST HITS — MGM 1-5020

BEANS AND MAKE BELIEVE — Mose McCracken — MGM 2905
Deep in Texas country makes for "Beans And Make Believe." The first selection slips across the border for a sound of Mexico, while "Darlin' One" masquerades as a cajun. Other selections produced by John Wagner are "New Mexico Blues," "Home To You," "Five And Dime," "Railroad Song," "Bustin' For The Door," "Beans And Make Believe," "Fatter Pickins," "Left Handed Man," "Champion Crusader" and "Anthem."

GOING GOLD!!
Teddy Bear • Red Sovine

**Billboard**

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<td>Pop</td>
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<td>LP</td>
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**Cash Box**

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<th>CASH BOX</th>
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<tr>
<td>28*</td>
<td>51</td>
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**NOW AVAILABLE:**
The LP "Teddy Bear" SD-968X
8 Track SDT-1968X Cassette SDC-1968X

**CALL TODAY!!**

SALES:
W. Lee Trimble
Jenell Holland
(615) 256-1656

PROMOTION:
Charlie Dick
Ken Rollins
(615) 256-1656

Cash Box/July 31, 1976
Retail LP Selling Prices


Baltimore: At Record and Tape Collector (3 locations), 16 recent releases from CBS for $3.94/$5.24 tape; also, newest release from Bob Seeger (Capitol) for $5.19/$6.48 tape. At Korvettes (4), multi-label sale with the following features: A&M/ODE tapes for $3.94/$5.74 tape (“Frampton Comes Alive” for $4.44); Mercury, Polydor, MGM, Mercury Gold classical LPs for $3.94/$5.74 tape (DG and Philips classical LPs for $4.44, list $7.98); Capitol/Angel LPs for $3.94/$5.74 tape (Beats! “Rock ’N Roll Music” for 5.99, list $10.98; all classical LPs for $2.34 each); Columbia/Epic LPs for $3.94/$5.74 tape; Motown and CTI LPs for $3.94/$5.74 tape (advertising supplement). At Drug Fair, ABC, “Beatles Rock ‘N Music” for $7.88/$9.89 tape (advertising supplement). (Sunday Baltimore Sun).

Boston: At Bradlees stores, assorted cutouts at $2 for $5 for LPs and tapes (advertising supplement). (Sunday Boston Globe).

Chicago: Radio station (WGN) tie-in to station’s “Beatles Week” offering “Rock ‘N Roll Music” (Capitol) as part of promotional campaign. (Sunday Chicago Tribune).


Dallas: At Disc Records (3 locations), two most recent releases by Jeff Beck (Epic) for $3.94/$4.99 tape. (Sunday Dallas Times Herald and Sunday Dallas Morning News).

Denver: At Budget Tapes (4 locations), “Reggae Soul” campaign (Island) listing 10 titles, with highlight on Bob Marley and Toots/Maytals catalogs, for $3.94/$4.99 tape. (Sunday Denver Post).

Detroit: No ads in Sunday Detroit News.

Los Angeles: At the Warehouse (36 locations), full-page Motown sale, offering all LPs on affiliated labels and Motown distributed CTI, Kudu, Salvation, for $3.88/$4.88 tape. At Music Plus (11), debut release by Pussley-Dart Band and two most recent releases by Bob Dylan (Hook) (all Capitol) for $3.69/$4.99 tape in conjunction with upcoming joint area concert appearance and in-store promotional appearance by D. Hook, Half-page Elektra Records ad, no store tie-ins, of Harry Chapin catalog, in conjunction with upcoming area concert appearance for CTI/Summer Records ad promoting upcoming area concert appearance of various label artists as part of CTI’s “Summer Show” program, Chrysalis Records tie-in to upcoming area Tull/Tricker/Gallagher concert. Columbia Records ad, with no store tie-ins, lists no ads in three recent Dave Mason LPs, in conjunction with upcoming area concert appearance. (Sunday Los Angeles Times Column Section).

Minneapolis: At Hennepin Distributing (five locations), four recent releases from Island (by Burning Spear, Heptones, Jimmy Cliff, Toots/Maytals) for $4.42 per LP. (Sunday Minneapolis Tribune).


New York: At Sam Goody (27 locations), all-label sale at 30% off regular store prices, with the following features: Angel Records catalog; Alica De Larrocha (London classics); at Toots/Maytals (Ivy) for $3.42/$4.99 tape. At Musicland, A&M LPs, including Henry Gross (Lifesongs); latest LP by Peter Allen (A&M); three recent releases from UA including new releases by ELO and Great Dead. At Korvettes (30), the following features are offered: Chess Records for $3.94/$5.99 tape; Motown LPs for $4.94/$5.99 tape; and most recent releases by Philips Imports classical catalogs for $3.94 each ($7.98 list); all LPs on Mercury, Polydor, MGM, Verve (plus several affiliated labels) for $3.64/$5.99 tape; latest LP by Toots-Maytals plus most recent releases by various labels for $3.34/$5.34 tape in conjunction with recently completed area concert appearance, for $3.64; seven recent releases from Motown catalogs, for $3.64 per LP; seven recent releases from A&M/Ode LPs for $3.64 per LP (“Frampton Comes Alive,” 2-LP set, for $3.94); multi-label sale (including A&M, Capitol, Mercury, Columbia, Motown) for $3.94/$5.99 tape; latest recording by Zubin Mehta/Los Angeles Philharmonic (London) for $7.28 ($13.98 list for 2-LP set); At Record Haven (2), Shirley MacLaine’s “Let the Palace” for $3.89 in conjunction with area concert appearance. At The Record Hunter (2), all-label sale for $3.59/$4.98 tape. (Sunday New York Times).

Philadelphia: At Sam Goody (10 locations), all-label sale at 30% off regular store prices, with the following features: Angel Records catalog; two most recent LPs by Cleo Laine (RCA). At Musical Drama (3 locations), discount store, listing 10 albums for $2.99 plus tax. At Pittsburgh: At National Record Mart, numerous titles on Angel Records for $4.99 per LP. (Sunday Pittsburgh Press).

San Francisco: At the Warehouse (21 locations), full-page Motown sale, offering all LPs on affiliated labels and Motown distributed CTI, Kudu, Salvation, for $3.88/$4.88 tape. CTI/Summer Records ad promoting upcoming area concert appearance of various label artists as part of CTI’s “Summer Show” program. Pacific Stereo store tie-in to “A Chorus Line” soundtrack (Columbia) as part of in-store promotion for sale of stereo components. (Sunday San Francisco Chronicle, Date/Book/This World).

Seattle: No ads in Sunday Seattle Times.

Washington: At Records and Tape, Ltd. (2 locations), latest LPs by Les Dudek, AI McEntire, Pavia’s Dog, Dr. Feelgood, Shu Swayne, Sutherland Brothers & Quiver (all Columbia) for $3.99 each. (Washington NewsJournal July 15-17 and Sunday Washington Post).

Note: All information in the above chart gathered from July 18 editions unless otherwise indicated.

Tax Treaty Between U.S. & U.K. May Hurt Artists

could veto the decisions of his "employer" or share in the corporate profits, that person was not an employee in the eyes of the IRS. Despite the rulings, which may be challenged in the near future, many performers were able to dodge the tax man. Performers may still be able to use the 183-day exemption, claimed Neil Rosenthal, another tax attorney. "Some of the 183-day rules apply under other treat provisions." Not Accurate

When asked if entertainers were bound solely by the requirements of Article 17, the artist-athlete section in the new treaty, Rosenthal estimated "very accurate. Article 17 gives one sort of presumption. There are extra added presumptions in other articles."

Others feel, however, that Article 17 overrides all other treaty provisions, as far as entertainers are concerned. The questions over Article 17 and special exemptions may not be resolved very soon. Although Raelen was "hopeful" that hearings would take place "by Labor Day," he added that Raelen would "be settled in the courts," adding that nothing would happen until the Senate disposed of a tax reform bill pending on the floor.

The U.S.-U.K. treaty is one of the first utilizing OECD model treaty provisions, and will set a precedent for all entertainers performing in the U.S., as well as Americans touring abroad. The model treaty, used in all current tax negotiations, gives special attention to entertainers for the first time. "Article 17 represents the new policy," according to the Treasury Department. A few current artists may have been affected, or contemplated in the near future, with over 20 nations, including Australia, Canada, France, Italy, Japan, and the U.S. as the leading source. The U.S.-U.K. treaty, as well as the treaties with Australia and Canada will probably make more reforms for those who earn money in the U.S. countries get the lion's share of exported U.S. talent. Treaties with Spanish-speaking or Latin American countries will give a major tax break to performers who play in the Latin and Caribbean music boom in this country.

Double Taxation

The new treaty, like most international tax treaties, will also help eliminate the problem of double taxation. Double taxation means a person's income is taxed twice, both by the country of residence, and by the country in which the income is earned. In 182 cases where the country's treaty provisions, will be credited to the taxed owed in the country of residence. "It doesn't completely eliminate all problems," said Rosenthal.

Feelings about the new U.S.-U.K. treaty are mixed. "The new treaty is a very good treaty," said Harvey Blitz. "The only problem I see with the treaty is that it will be tough to break the $15,000 limit."

Jackson And Yancy Sign With Chappell

LOS ANGELES — Writers/ producers Chuck Jackson and Marvin Yancy have signed a worldwide co-publishing and co-publishing agreement with their Chicago-based company, Jay's Enterprises.
Secondary New Ads

Springtime Mama — Henry Gottfried — Lifesong
Lowdown — Bob Scotts — Columbia
Kid Charlemagne — Elroy Dar — ABC
D & T Bolt — Bobbie Gentry — Capitol
9:15 — & 10:15 — Keith Carradine — Rockety
19:45 — & 20:15 — Jimmie Dell — Columbia
Extra #2 — 5:00 PM — Sherry Lynn — Fleetwood Mac
Extra #3 — 6:30 PM — Lakie — Aerosmith

WJON — ST. CLOUD
#1 — Stardust Vocal Band
Don't Get Too Close — John & Kiki Dee — Rockety
#2 — Jody Miller — RCA
Little Devil — Cliff Richard — Rockety
Extra #1 — 5:00 PM — Alisa — RCA
Lita Belle More — Dr. Hook — Capitol
#3 — Goodbye — Marriotts — Columbus
商报: 10 — Lor In — Wings

WOLF — SYRACUSE
#1 — Macka
This Masquerade — George Benson — WB
Listening Lyrics — The Wallflowers — Private Stock
#2 — Jackson Bostic — Starland
Dancing in the Dark — George Benson — WB
Summer — U.A
#3 — Feelin' for the Tennesseans — Capitol
12:00 — You Should Be Dancing — Bee Gees
1:40 — Let's In — Wings

WLCY — TAMPA
#1 — Seals & Crofts
I'm Eatin' Carrots — ABC
You Should Be Dancing — Bee Gees — RSO
#2 — Bobby Love — Pete Francisc — A&M
Deadlines — Rhythm And Blues With No Name — Casablanca
#3 — Play That Funky Music — Lipps Inc.
Young New Orleans — J. Geils Band — Epic
7:30 — The Rear Room — Parliament
#4 — Turn The Beat — Vicki Sue Robinson
Horses — WB
5:30 — To Be There — Kenzie
#5 — The Budding — Oz — DJM
You Are The Reason Why — Dolly Parton — RCA
11:30 — We'll Be Together — Kansas — RCA

Item Label

The cover for an upcoming Alpert Band album features a black & white portrait of King on the front, under bold red lettering spelling his name. The back cover features a color photograph of King, holding his guitar, after a performance, standing in front of a striking red wall. Glaser was asked about the thinking behind going to the expense of four color printing for an album cover, and then using a black and white photo on the cover. Traditional album marketing rules would agree that using the color photo on the front. “Context is everything,” he replied, and added that he felt that the combination of the Nettastic label and the color photo, and the bold red lettering made a cover at least as eye catching and appealing as the color photograph we have been talked about the use of the full color Utopia logo on the front cover. “We let them know that we have four color with the use of the logo in the corner of the black and white photograph and it shows a certain amount of class.”

CBS Talent

CASHMILL, West

creative expression. As to problems of their own material and mind- ing the record industry, one of the problems that we might bring about, "We came out of rock bands in the sixties, and we learned to communicate our talents from within the business," said West. Both men admitted that they tried to instill artists with a similar sense of perseverence, to show them that session work, commercial jobs etc. were the way to keep going until the tremendous odds against a new artist were finally overcome.

Country Round-Up

of Las Vegas. IRDA will shortly be releasing a single on MGB's label by 12-year-old Carrie McWilliam, a delightful audiences with appearances on the Tonight Show, and live on stage with Rowan and Martin and Liberace in Las Vegas. "Over The Rainbow" will be Carrie's first release on MGB Records. Carrie's personal manager Vic Bert has announced plans for the possibility of an album to be released in the near future. . . . Newly formed Penny Records, a division of House of Penny Productions, Inc. in Marietta, Ga., has signed recording artist Ken Springer and is releasing his first record on the label, "Cinderella's Dream" with "Can't Stop the Feeling," taped in Nashville by IRDA. Nashville/Hollywood, 55 Music Square West, Nashville, Tenn. 37203. Telephone (615) 244-7783.

Juanita Jones

COLUMBIA SIGNS TYRONE DAVIS — Columbia Records has signed Tyrone Davis, an R&B singer from Miami, Florida. Davis has released several singles under the label "Lovelvin" which is scheduled for an early September release, and has recorded the single, "Give It Up." Pictured to left: Don Ellis, national vice-president, A&R; Tyrone Davis, and Danny Keastler of Keastler/Grass Management. Tyrone is accompanied by his father, Troy Davis.

Country & Western New Radio Ads

KXDA — NAshville
An Old Cowboy's Parton — RCA

KXOS — SALt Lake City
Baby Love — Joan Lee — RCA
Hit Me A Gotta Little Like — Jim Mundy — ABC/Dot
The Night Time And My Baby — Joe Stanley — ABC/Dot
RCA

KXIC — Des Moines
RCA

WJBQ — CHICAGO
There You Believed In Me — Gene Watson — Capitol
Can't Say You Won't Say — Wynn Jennings — RCA
RCA

Virgil And The 500 Vacation — Cedric Maggard — Mer

WJJO — FOUL PLAY
Can't Say You Won't Say — Wynn Jennings — RCA
RCA

Ain't Love Good — Jean Sheppart — UA
Half As Much — Shania Thorne — Con Brio
Wishbone Cannonball — Charlie McCoy — Monument
Here's My Spot — Tanya Tucker — RCA

Liquor, Love And Life — Freddy Walker — Columbia
Turtle Town — RCA

Country & Western New Radio Ads

KXOS — MEMPHIS

MCA LOVES OLIVIA — MCA Records held a special luncheon to present Olivia Newton-John, her producer, and John Farrar, with their gold records for Olivia's latest MCA album "Come on Over." Olivia was also presented with two NARM awards for "Best Selling Female Artist LP" and "Best Selling Female Artist LP Country." The luncheon, which was held in the private dinner room at the MCA/Universal commissary, was attended by various MCA Records' executive personnel, Olivia, John Farrar and Olivia's manager Dan Cleary. Pictured to right following the presentations are: Bob Davis, MCA vice president artist acquisition, John Farrar, producer, Mike Maltland, president MCA Records, Olivia, Rick Frio, MCA vice president marketing; and Dan Cleary.

MCA Board

bylaws (Stanley Adams), the Music City USA Pro-Celebrity Golf Tournament (Jim Foglesong), the CMA cocktail party, banquet and show (Paul Tannen), the CMA Awards Show (Irv Waugh), the tournament's president's award (Ron Blidsoe), international (Paul Tannen), DJ awards (David McKinnon), artist DJ-sessions (Bill Anderson) and meetings and arrangements (Johnny Bond). Jim Foglesong reviewed plans for the October board meeting; the treasurer's report was presented by Hutch Carlcock; Joe Tabolet reported the activity of the finance committee.

On Tuesday evening, July 13, the board attended a cocktail party and reception hosted by fellow board member Stanley Adams, president of ASCAP. On hand were representatives from area radio and television stations, music industry executives and members of the news media. Then on Wednesday evening, July 14, board member Janet Gavin and her husband Bill ("The Gavan Report") entertained the CMA board and other guests at an informal reception at the Fairmont Hotel meeting headquarters.

Threepenny Scheduled

LOS ANGELES — The original cast album of the New York Shakespeare Festival production of "Threepenny Opera," which has been set for a September release by Columbia Records.

Cashman, West
An interesting situation arose after analyzer's charts this week. What seems to be occurring is a heightened awareness among both top 20 and bottom singles buyers. For the first time in years, one group has been talking about the other group and vice versa. This is not to say that the two groups have suddenly become friends or that they have started to share songs. But it is significant that the two groups have become aware of each other's existence and interests.

One reason for this increased awareness may be the growing diversity in music. As more and more new artists emerge, it becomes more difficult for listeners to sort through the vast array of options. This has led to a greater demand for guidance in choosing what to listen to. Both groups seem to be responding to this demand by paying more attention to each other's choices.

Another factor may be the increased availability of music. With the advent of subscription services and streaming platforms, it is easier than ever for listeners to discover new music. This has likely led to a greater sense of community among music lovers, as they can more easily share their discoveries with each other.

Overall, it seems that the increased awareness between the two groups is a positive development. It suggests a greater willingness to listen to and appreciate different types of music, which can only benefit the music industry as a whole.
**More Soul Waves**

- The text discusses various soul-related topics, including interviews with artists, mentions of radio stations, and news about upcoming events.

**Bill Moon, program director at WVKO in Columbus**

- Columbus has not actively participated in NATRA. However, after reading over their materials he is not impressed. "First off, why in the world is the thing on Antigua? My g.m. won't send me down to a convention to party. Secondly, the conventions are also unproductive because of all the politicking on going. I would only go if I could learn something and relate to other programmers to learn and improve black radio. I like the concept of NATRA, but not what goes on.

- **Black, Frank program director at KOKY feels the good old days of NATRA are over.** "Antigua is just too far away. My general manager also won't send me down there because he thinks NATRA could be a very relevant body if they got something done, but by having the convention over there they make it that much harder for the fellows to get there. Secondly, I think they need more seminars where programmers and operations managers could bring their own ideas. I want to learn more, however a trip to Antigua is just not what is happening. Top 40 radio is trying to swallow up the R&B stations by sounding like R&B stations, except they have white jocks. I think that program directors around the country should communicate more. NATRA could be that kind of vehicle, but it isn't.

- **Ernest James, program director at WBMX in Chicago feels NATRA is definitely not the answer.** "NATRA has been in existence for some 20 odd years. The concept of using the convention as a vacation spot has no meaning. There is no structure to the convention except to party. I don't have the time to party in this manner. What it should be doing is giving advice and guidance to broadcasters. To raise and enhance the image of African-American broadcasting to the black professional. The young programmer of today is a professional. He is not into the "star" act of being a DJ. He is more concerned with the quality of his program, he wants to better serve the millions of people whose lives he touches on his station. Black radio is in the building process. When more blacks own stations, when blacks get into the management of stations it might be easier to make decisions concerning budgets, I think you'll see even more changes. Finally, the reason why they won't send me down is because it is a group of older people who are unwilling to let the younger people hear and participate."
76 FLOWERS
EMOTIONS (Columbia 3-10347) 80 3
76 YOU TO ME MORE EVERYTHING
BROADWAY (Capitol SW-453) 73 3
76 LET'S TAKE KANSAS FUGUE (ABC/Capitol 2030) 72 5
76 HOW CAN I BE RIGHT
R.B. HUDMAN (Atlantic 2318) 70 5
76 HERE WE COME AGAIN
EMI ELECTRONICS (EMI 4781) 55 6
76 SAY YOU LOVE ME
Rufus (Capitol 704) 73 4
76 COME ON AND RIDE
DON KENNY (EMI/Dot 64003) 61 4
76 OPEN
DEL ROY (Capitol 7235) 56 22
77 ONE LOVE IN MY LIFETIME
DIANA ROSS (Motown M-1388) 73 6
77 WAITING AT THE KAYSEE (Gamble/Dot 1352) 76 9
77 I NEED IT
JOHNNY GUITAR WATSON (Phil. Ex. 1/50-138) 85 7
77 STROKIN' (PART 2)
LEON HAYWOOD (Capitol TC 2285) 68 2 12
77 SONG FROM M.A.S.H.
THE NEW MARKETWS (Far FR 007) 23 3
77 ALWAYS THERE
SIDE EFFECT (Fantasy 769) 85 7
77 JIVE TALKIN'
RUFUS (ABC 1219) - 1
77 OPEN UP YOUR HEART
BARRY ROBBIN (Capitol 752) - 1
77 YOU NEED LOVE LIKE I DO
DION (ABC/Impulse 4319) - 1
77 LET THE GOOD TIMES ROLL
BOBBY BAND (Private Stock 4570) 73 5
77 THANK YOU FOR TODAY
THE BEE GEES (ABC 4420) - 1
77 LEAN ON ME
EMILIA MOORE (Buddah 536) 95 2
77 FIFTH OF BEETHOVEN
WALTER MURANO (R&B, B.B. King (Volt 2047) 80 5
77 IF I EVER DO WRONG
IN MY HEART (Capitol TC 3722) - 1 1
77 I LOVE MYSELF BETTER THAN I LOVE MYSELF
BILL COSBY (Capitol 4399) - 1
77 SLOW MOTION
DELL'S (Mercury 73807) 91 4
77 LITTLE GIRL BLUE
CALIFORNIA DREAMIN' (Capitol TC 3203) 89 11
77 I AIN'T GONNA TELL NOBODY (ABOUT YOU)
EMILIA MOORE (ABC 4428) - 1
77 THAT KILL ROACH
THOMAS (Capitol TC 6281) - 1
77 SENSATION, COMMUNICATION, TOGETHER
ALBERT KING (Upupa/RCA 16802) 95 4
77 JUST LET ME HOLD YOU FOR A NIGHT
CHOICE 4 (RCA 17014) 97 2
77 FREE
NATURAL (4/Curtom WB-011) - 1
77 SNAP IT
PHIL MEDLEY & M.B. ORCHARD (A&M 5000) 92 9
78 DANCE SISTER DANCE
SANTANA (Capitol 3-1035) 95 3
78 SHARING THE NIGHT TOGETHER
ERICA AXELANDER (Buddah 522) - 1
78 100 TO YOU ME EVERYTHING PART 1
REVELATION (Polo RS 854) - 1

Denver Tatum, for example, has an album titled "Ain't Nothin' to It," which features a hit single from the 1980s. The album contains a mix of R&B and soul tracks, with standout songs like "One Love In My Lifetime," "Waiting at the Kaysee," and "I Need It."

The album also features collaborations with other artists, such as "Say You Love Me" by Rufus and "Open Up Your Heart" by Barry Robbins. Other notable tracks include "Always There" by Side Effect, "Jive Talkin'" by Rufus, and "Let the Good Times Roll" by Bobby Band.

Despite the changes in the music scene over the years, the album still holds a place in the history of 1970s R&B, with its blend of soulful vocals, catchy hooks, and a strong presence on the charts.
On Jazz

McCoy Tyner heads back into the studio shortly to begin a new LP. For the first time, the Milestone star will take a serious view toward overdubbing. There will be three horns (including Gary Bartz) and each horn will do some doubling. Sonny Rollins also ready to begin his next Milestone Patrice Rushen, Billy Cobham and Lee Ritenour are scheduled to be on the date. Improv Records president Bill Hassett is also owner of the Statter Hilton Hotel in Buf-
falo. The Downtown Room of the hotel recently finished a successful all-jazz run featuring several major artists. The room will open again September 7 with more jazz but during the current season the room was
preparing sessions with B.B. King and Sonny Criss for fall release. Mike Mantler’s LP “The Hapless Child” is just out on JCOA. New Music Distribution Service handles the album.

Muse president Joe Fields is very high on his current Woody Shaw LP “Love Dance.” This label has made dramatic positive changes in its cover act. The latest covers on Woody Shaw and Cecil Payne are knockouts! July must be Sonny Stitt month. Apart from the Cash Box picks on Catalyt (“Forecast: Sonny & Red”) and this week’s pick “Stomp Off Let’s Go” on Flying Dutchman, there are still Stitt LPs coming from Muse and Prestige. The Prestige set is the last featuring Stitt with Gene Ammons and, in addition, piano ace Junior Mance is in the band.

Springboard International through its Trip label will continue to issue Mercury material. Next up are Les McCann, Max Roach and a previously unissued set by Eddie “Cleanhead” Vinson. Trip is also into new recording with a Frank Foster LP produced by Foster’s former Count Basie sideman Billy Mitchell.

Xanadu releases for August will include Barry Harris, Sam Most and Sam Noto. The Harris set was done live in Japan.

The Audiophily August release will include the new three LPs on Chiaro-scolo (Louie, pianist Joe Turner and the Kenny Davern-Bob Wilbur Suproano Summit) and three on BASF: “My Ship” by George Shearing, “Sentimental Journey” by the Weavers Unlimited & The Robert Faron Orchestra and a set from Monty Alexander titled “Love And Sunshine.” Reports have it that reed man Charlie Mariano has completed a BASF set with Jan Hammer and Jack Bruce in attendance.

Among the latest Vanguard releases are “Color Visions” by guitarist Roland Prince and a double set entitled “Great Blues-Great Newport” featuring the likes of Lightnin’ Hopkins, Sonny Terry-Browne McGhee and John Lee Hooker. The blues set is vintage 1959-1965 and was recorded at the old Newport Festival in Rhode Island. Savoy will issue a double set of jazz from Los Angeles in the 1940’s featuring Hampton Hawes, Dexter Gordon, Art Pepper, Helen Humes and others. The next Arista/Freedom release will include New Orleans Mary, the John Payne Band and Archie Shepp among others. bop porter

WHAT IT’S ALL ABOUT — Roy Eldridge — Pablo 2310-766 — Producer: Norman Grant — List: 7.98

At age sixty-five Roy Eldridge is still going strong and is always good for some surprises. He has help from his regular rhythm section and special guests Bud Johnson and Mel Jackson. The key to appreciating Roy is the knowledge that he is not content to rest on his laurels and that music is a continuing challenge to him. Whether the tune is an old favorite (“The Heel’s On”) or a bossa nova (“Recado”) or the blues the music is always there. Johnson has a beautiful spot on “The Heel’s On” and Jackson shines in his solo opportunities. Another fine Pablo LP and one that adds considerable luster to their excellent mainstream catalog.

JazzAlbumPicks


The key to any Art Blakey LP is the front line. Here with veteran Hardman on trumpet and young monster Dave Schnitter on tenor sax Blakey has a great front line. The eight titles contain a mixture of new material and revivals (“Whisper Not” and “Blues March”) and everything is done in the best Blakey tradition. Schnitter has “Georgia On My Mind” and “I Can’t Get Started” as fine features. He sings quite effectively on the former. The hard-driving rhythm is never a problem with the leader boiling everyone along. Certainly the best Art Blakey of the decade!


Sonny Stitt is certainly one of the most recorded jazzmen but he rarely fails to deliver. The music here is stretched out jazz standards by Eldridge, Parker and Luis Bonfa but there is added excitement in the two trumpet team of Lew Soloff and Jon Faddis and the presence of great drummer Louis Bellson. Stitt has equal time on alto and tenor sax and the quality and all four selections is quite high. Stitt always seems to have the right touch with strong supporting players and here he is frequently inspired. A different kind of Stitt record but one that is bound to please his fans.

LONG GREEN — Donald Byrd — Savoy/Arista SJL 1101 — List: 6.98

This release finds Donald Byrd leading his first recording session in 1955. Through originals such as “Long Green” or the often-heard Gershwin standard “Some Other Spring,” Byrd displays a rich and elegant tone with relaxed and confident phrasing. The participating musicians are four—fifths the beauty of this recording, with the piano expertise of Hank Jones and the memorable bass solos of Paul Chambers combined with the work of modern percussion innovator Kenny Clarke and the tenor sax of Fats Navarro. This long out-of-print album is very much at home, and it is a timely reminder of Byrd’s current and past approaches to success, but his name may have served to introduce a wide audience to a “new” world of man.
I.f.c. AMUSEMENT is think COUNTRY say Cash can JUDSON YEAR

Execs On The Move 

career development for the Los Angeles-based firm's varied roster of artists. Wayne, while with Ellis, had worked closely with artists such as Billy Preston, Rufus and Chaka Khan. Kapner joins PSO — Suzan Kapner has joined the professional department of the Peer-Southern Organization. Ms. Kapner will be based in the Hollywood office and will act as professional liaison between the Peer-Southern organization and record producers, as well as A&R personnel with record companies. She will assist in acquiring new writers. Sober to Blendingwell — Erlol Sober has been appointed general professional manager for Blendingwell Music, Inc. Sober, a veteran of such publishing companies as April Blackwood Music, Playboy Music and Green Apple Music, is also a recording artist and songwriter. Sober will be based at Blendingwell's new offices, 9229 Sunset Blvd., Beverly Hills, Calif.

Yudkofsky Joins Platinum/Chess — Bernie Yudkofsky has joined the staff of the Platinum/Chess Record Group as national sales manager. Yudkofsky was previously the New York branch manager of Cosnats Distributors and was in business as a distributor of records to the jukebox industry before joining Platinum/Chess.

Pickwick Int'l. Appoints Birnbaum — Richard Birnbaum has joined Pickwick International in the newly created post of project manager, special markets. Prior to joining Pickwick he served international Playtex Company as national accounts sales manager.

Eddy to Ranwood — Nancy Eddio has been promoted to the newly created position of promotion coordinator at Ranwood Records.

Cory Robbins Named Professional Manager — Midsong Music, the publishing wing of Midland International, has named Cory Robbins to the post of professional manager.

Greene to Arrest — Marcia Greene has been appointed operations manager of the Arrest Recording Corporation in Washington, D.C. She will be responsible for the design and implementation of all office, studio and accounting systems, personnel hiring and policy.

George Kerr Appointed R&R Vice President A&R — George Kerr has been named to the position of vice president, A&R for R&R Records, Inc. Kerr comes to R&R after seventeen years of industry experience as artist, songwriter and record producer.

Bloom Debuts New Firm — Howard Bloom has announced the establishment of The Howard Bloom Organization, a full-range public relations firm specializing in the music industry. Bloom has established headquarters at 140 W. 79th Street, New York, telephone (212) 595-0886.

David Libert Agency Formed — The David Libert Agency has been formed by Dave Libert, with offices at 1108 N. Sherbourne Drive in Los Angeles. Libert formerly was Alice Cooper's tour manager for four years and previously was the manager of the band Dambusters.

Dombrowski Resigns From Capitol — Bob Dombrowski has resigned after two years as national artist relations manager for Capitol Records, concluding a 10-year association with the label. He attributed the departure to irreconcilable differences regarding the development of new artists. Dombrowski can be contacted at (213) 363-2362.

Princir explained. "At one time, these one hour shows of different programs... say an hour of classics, then an hour of opera, were standard practice. We don't have that anymore. We call our programming the 'classic experience' and program selections by time segments. We're mixing it all up tonight, playing together what's been or has been a separate show." Princi made a point that the tuneup factor is much less when a session is not block programmed. "When someone is listening to an hour of light classics, and then another program came on in the next hour, it may have been the tendency to turn off, if it didn't suit what was next. Now, we have a well balanced mixture and there's not much tuneup factor at all. I think we have three complaints after we left the block programming philosophy."

With these unique features, KFAC is a station where experimentation with the listener's choice is a welcome challenge. And the best part is knowing that you can satisfactorily please the classical music lover who's new and not yet matured in appreciation of the music, as well as offer those who are very sure of what they like a full indepth music spectrum.

Station Breaks 

Southern California in the 9 a.m-3 p.m slot on Sundays. Tim originally worked at KFWS, when that station rocked in Los Angeles in 1965-1967.

WBZ, Boston, Westinghouse radio outlet in that city, adds weekly news wrap-up called "Week In Review," to programming schedule. Show airs Sunday evenings at midnight and began on July 4 in Boston.

San Francisco's 「the clean-up」

station's new Classical Synthesis System... "The clean-up."

The company's first release, "Pet Rock," is being distributed nationally by IRDA. Both "Pet Rock," and the flip side, "Something's Better than Nothing," were penned by Terry Vanzer and feature Michael Andrews on vocals. Artists looking for a label to direct their inquiries and tapes to Vanzer at Theta Records.

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**PAYMENT ENCLOSED**

Cash Box July 31, 1976
Chic-Town Renamed
CHICAGO — Chic-Town Records, the United States' biggest independent record company, has changed its name to Chic-Sound Records.

For The Record
Ave., Evanston, Illinois 60204
TASTE THE MONEY AND RUN — According to Howard Bloom, ZZ Tap grossed $2,116,000 during the first month of their worldwide Texas Tour, so far seen by a quarter-million fans. According to industry sources, this is the fifth richest tour in the history of rock music. The band's latest album, "Raceway on Long Island," was re-named The 5th Dimension Raceway Sunday, July 18. Group appeared in the winner's circle to present the purse. Frank Sinatra will appear in "The Time Has Come Today." The show is scheduled for the U.S. and Canadian dates.

New York, Vancouver and British Columbia. . . The Tropicana claims to be the first Las Vegas Strip hotel to feature three major show attractions simultaneously, according to还在我名字里。


"Tell Me That It's Me." . . . Melba Moore stopped by the Peachtree stores in St. Louis on her way to the Mississippi River Festival at Southern Illinois University at Edwardsville. Melba did two TV interviews and quipped for three newspapers whilst immortalizing herself in cement . . . On July 21 the Doobie Brothers were also gifted cement shoes by Peaches which may soon run out of rock stars to help promote their stores unless layoffs up.

ORDER IN THE COURT — Some weeks ago we asked *Who is Roderick Falconer?* Well, we're still not altogether sure, but here are some additional clues. His ULP being produced now in England by Matthew Fisher (Procal Harum) is to be "an antidote to all the sexual, political and cultural disorientation present in our society." Falconer, who feels we need a "counter culture" producing music we can trust, feels Smith who he feels is a perfect example of musical disorder. Falconer's album will see an end-of-summer release, the public will be the judge.

REEL TO REEL — At Wally Heider's (San Francisco) Herbis Hockno's latest LP, Fred Catero at the boards and Susie Foot assisting. While Wash Watson LP also finishing up with Catero and Foot handling mixdown... Edwin Hawkins working on an album with Susie Foot. Sunset Sessions (Hollywood) has producer Gus Gudgeon doing string overdubs. Raynard Ferguson overdubbing for Carole King's latest LP on soundtrack . . . Jackson Browne produced by Jon Landau . . . Bonnie Raitt with Paul Rothchild producing. Tim Moore cutting with producer Michael J. Jackson... At Hollywood Sound: Wayne Henderson (Crusaders) producing singles for Pressure and Ronnie Laws, a new LP for Fantasy artists Side Effect and an album for Capitol's Caldera and Arthur Adams . . . At Davlon: Doug Messenger (former lead guitar with Van Morrison) producing Judy Ginn with Ken Lerner assisting... Messenger also at Stronghold (North Hollywood) with Al Thomas at the board for same act.

QUOTE OF THE WEEK — Dave Peverett, lead singer for Foghat, on playing the pubs in England. "There were so many fights, we'd often find people jumping outstage, pretending to be members of the band in order to avoid getting knocked about." — stephen fuchs

Reggae Trend May last, and at this point we see no reason to update a distinctive reggae list on a regular basis." Father's and Sun's will continue to list reggae albums, if future releases, under "soul," and chart reggae 'samples' by Tony's. . .

Apex-Mart Disagrees
Apex-Mart, however, believes that reggae is becoming sufficiently popular to warrant its own chart. Their list, which debuted in July, will be updated each month. Originally grouped under a "distinct category," reggae is now considered a distinct section for reporting purposes. According to a company spokesman, "Reggae is selling well for us. We sold several thousand of the 'Rastaman Vibration,' and Toots and the Maytals and the Heptones are also selling..."

The Apex-Mart chart features eight titles in the following order, from one to eight: "Rastaman Vibration" by Bob Marley & the Wailers. .. "Burnin'" by Bob Marley & the Wailers; "The Harder They Come" by Jimmy Cliff; "This Is Reggae Music" by various artists; "Foddertrain" by Tony's and the Maytals; "Catch A Fire" by Bob Marley & the Wailers; "Reggae Got Soul" by Toots and the Maytals; "Night Food" by the Heptones.

All these albums are the product of Island Records, a curious development since Island is a subsidiary of the A&M line. However, sources at the one stop steadfastly deny that this was the overriding factor in compiling the list. We grabbed what we thought was popular," argued an official at Apex-Mart. "Sure we initiated the project in conjunction with Reggae Got Soul (isn't that the album on the cover page?"... but we believe that Island has the best quality of reggae of all the major labels.

Crocker Indicted
fact he had received cash payments. The indictment's first count charged that on August 28, 1975, Crocker was questioned before the grand jury as to whether he had ever received cash ex-

For Life Premiers
LOUIS ANGELES — Japan's For Life Records has scheduled an introduction to the new record industry at the Troubadour July 28. The presentation will consist of a musical evening featuring a two-hour set by singer/songwriter Shigeru Izumiy.

R&B New Additions
MIAMI — Hit City
I. — Getaway - Earth, Wind & Fire
Free - Family
No No No - Loudness
Loud - Bob Scoggin - Columbia
Lately - David Bowie - RCA
Let's Go - Beth Smith - Columbia
P.P. Arnold - John Lennon's Plastic Ono Band

duction — The crusades against the island have been more often than not associated with the island of the same name. This is because of the many emblems and symbols associated with the island, as well as the fact that it is the birthplace of reggae music. The island of Jamaica is home to many of the biggest names in reggae, including Bob Marley, Peter Tosh, and Bunny Wailer. These artists have become icons of the reggae movement, and their music has inspired countless others.

In addition to the music, the island of Jamaica is also known for its beautiful beaches and vibrant culture. The island is a popular destination for tourists from all over the world, who come to experience the rich history and culture of the island. The island is also home to many important landmarks, such as the Bob Marley Museum and the Blue Mountains, which are considered to be some of the most beautiful places on earth.

The island of Jamaica is also known for its rich and diverse history. The island has been inhabited by many different peoples over the years, including the Taínos, the Arawaks, and the Spaniards. The island has also been the site of many important events, such as the Battle of Rorquilla in 1655, which was a major conflict between the Spanish and the English.

Overall, the island of Jamaica is a fascinating and unique place, and is well worth a visit for any traveler who is interested in history, culture, or music.
LOS GATOS, CALIF. — Atari, Inc. recently premiered a new video amusement named “Cops N' Robbers.” The one, two, three, four player action game features a reflected 23” monitor image creating an unusual visual depth effect. At the same time the game allows for slimline styling to minimize cabinet depth. Instructions, coinage, and scoring are displayed on the monitor as well as larger animated video figures.

Cops N' Robbers offers the realism and competition of a high speed car chase and gun battle between good guys and bad guys set in the gangster era of machine guns and bootleg booze. The object of the game is to move a car and intervene in the city street playfield by using a durable metal foot pedal. Four realistic pistol grip and firing trigger control mechanisms offer each player seven different firing positions for maximum range. Each player tries to "shoot down" an opposing car. Two shots can be fired in rapid succession in each of the seven given positions. One point is scored for each hit. Sound effects including gunfire, rimchucks, roaring engines, and exploding cars add to the attraction capability of the game.

When a car is hit, it visually appears disabled and slides down to the bottom of the screen and out of sight. Pressing the gas pedal makes the car reappear ready for another pass at the opponent. A beer truck (a new one every 10 points) drives randomly up and down the middle lane of the street between opposing sides providing cover and challenging timing and accuracy.

Also before the Subcommittee is the bill H.R. 5345, which would create a $1 per year jukebox royalty for the benefit of record manufacturers and performers. A similar recording arts performance royalty was defeated in the Senate in 1974.

In stating the association's position on each of the bills, MOA noted that, of necessity, it approves of the $5 jukebox royalty (recognizing the fact that numerous operators are opposed to the payment of any royalty) and the $2 per truck mechanical fee but opposes the Copyright Tribunal review of the jukebox royalty as well as the $3 mechanical fee and the $5 jukebox royalty for record manufacturers and performers.

MOA pointed out the financial ramifications of the pending bills, emphasizing their particular impact on the small operator who might not survive the burden of additional expenses. Furthermore, the situation would be compounded if royalties were subject to review by the Copyright Royalty Tribunal.

The agreement for an $8 jukebox royalty was adopted in April of 1967, as MOA noted. At the time, no provision was included for a readjustment of the rate.

MOA members are being urged to familiarize themselves with all of the specifics of each of the bills and to be prepared, if need be, to express their position to legislators.

Texas Vending Group To Meet Sept. 9-11

ABILENE, TEX. — The Texas Merchandise Vending Association, Inc. will hold its 1976 annual convention at the La Quinta Royal Hotel in Corpus Christi, September 9 through 11.

Richard L. Ball, president of TMVA expects that the perimeter of the business agenda and the numerous social activities planned during the three day event will attract a record attendance.

Among topics highlighted will be the winter season programs which the local Vending Machine Association, Inc. have planned for the new year.

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More Kaye 'Hurricane' Tournaments
SYRACUSE — A total prize purse of $1212 was awarded during the third Irving Kaye Hurricane Tournament held at the New York State Fairgrounds in Syracuse, June 11-13, under the co-sponsorship of Robert Jones International.

As in previous tournaments, prizes of Hurricane T-shirts and trophies were also awarded, in addition to the Robert Jones Distributors Trophy presented to the most outstanding player in the tournament, namely, Larry Burchfield of Athens, Ohio, who won both the doubles and singles championship. Categories of play were open, women’s doubles and singles.

In noting the numerous competing teams sponsored by arcades and taverns, Irving Kaye’s tournament director Jim Tyrrell indicated that the winners would be awarded a Friday night guest event for operators and location owners.

On June 20, Irving Kaye held its first Hurricane tournament in the Oswego, New York area. Event took place at the Tri-Lions and was co-sponsored by Putnam O’Brien. Prize money amounted to $560 and players competed in two categories, open doubles and singles.

Subsequent tournaments were held in Newark, N.Y. (Becks Park, June 25-27; Bridgeport (K-B’s Pinball Palace, July 3) and Saratoga Springs (Kaydoross Park, July 23-25).

More Kaye 'Hurricane' Tournaments

About eight teams competed in the women’s doubles. Shown here photographed are Pat Laurin and Cathy Barone playing against Doreen Mitt and Cindy Giambio. Laurin and Barone won the match.

Service Hint

Our thanks to Martin Spergel from M&R Enterprises in Sunnyvale, Calif., for sharing this item with our readers. Martin has been having some problems with the potentiometers in various types of porg games, but the solution through a new type of potentiometer produced by JRW Electronics. He also purchased some conversion kits manufactured by JRW and found that he was able to renovate some old porg games and once again place them profitably on location.

We spoke with Ginny Grandon at JRW to pass along this thoughtful news and to find out just what it was that made her firm’s product such a service helper. The pots manufactured by JRW apparently afford more self-protection from drinks or food accidentally spilled inside the machine. They are 100K pots and are for the joy sticks used in maneuvering the paddles. Those 100K pots also enable the paddle to reach all boundaries and in general require much less maintenance. According to Spergel, he has never had any problems with them. This ultimately increases the lifespan of a game and saves an operator valuable time that would otherwise be lost on repair.

The conversion kits were made for JRW’s own ‘Hardi-Cap’ game, but have proved useful in reviving life into other old games as well. Ginny told CB that many customers were happy with these kits which also give you a selection of different paddle sizes.

Do you have a service hint you would like to share? Please send it to Cash Box, 5655 Sunset Blvd., Hollywood, Ca. 90028 or call (213) 484-5121.

Electra Intro's 'Wings' Video Table

ELK GROVE VILLAGE, ILL. — The introduction of a new cocktail table version of the successful upright coin-operated video game, “Wings”, has been announced by Electra Games’ sales vice president Stan Jarocki.

Wings is an air combat game which features the player allowing down to down each individual with the player scoring by shooting down the opponent. The aircraft’s climbing, diving and evasive maneuvers are controlled by means of small and compact tablet-top controls which are lighted for instant identification.

A key feature of the game, which the company claims to be unique in the family of aerial fighting games, is its one or two player capability. A single player can compete with the “robot” enemy plane thus pitting “man against machine” and a skill switch enables the player to match the game to his own reflexes.

“Operators will be surprised with the modest cost of this game,” commented Jarocki when describing the marketing philosophy behind the new piece. “We have really worked to develop a competitive price even with the exclusive features because we want the operator to be able to move this brand new unit into a location

in heated competition for open doubles honors in Syracuse are Phil Simmons and Chuck Sallin who were defeated by Larry Burchfield and Dennis Wallace. Burchfield ultimately ranked as most outstanding player.

1976 NAMA Conv. Chairpeople


The convention and trade show, featuring a bicentennial theme, will be held in the Philadelphia Civic Center. Michaels is the former president of the Massachusetts Automatic Merchandising Council and has served on a number of NAMA committees and program panels. Engle is the immediate past president of the Wisconsin Automatic Merchandising Council and Mrs. Privitera’s husband is a past president of the New Jersey Council of NAMA. Hugh Gorman is sales manager of the vending division at Rock-Ola Manufacturing Corporation.

FAMA Booking Exhibit Space For 1976 Annual Convention

WINTER HAVEN, FLA. — In conjunction with its 1976 annual convention and trade show, scheduled for September 17, 18 and 19, at the Deauville Hotel in Miami, Florida, the Florida Automatic Machine Association announced the availability of exhibit space for suppliers, manufacturers and service firms, in the coin machine industry, interested in exhibiting at the convention.

The FAMA exhibit draws an exceptionally large attendance and an equally impressive exhibitor turnout and is notably one of the most outstanding state association conventions in the industry.

It is anticipated that the 1976 event, being held for the first time in the south of Florida, will shatter existing records since the association will be extending invitations to operators in six southeastern states. FAMA expressed confidence that the convention site, its resort atmosphere and numerous recreational facilities, will be added inducement.

Firms desiring to exhibit are urged to contact FAMA at P.O. Drawer 1519, Winter Haven, Florida 33880. Booth measurements this year will be approximately 8’ x 10’.

New Products

MILWAUKEE — Master Lock Company recently introduced its new “No. 19” laminated padlock for use on vending machine equipment as protection against thieves and vandals.

The model has a 3” wide case and is protected by 2½ lbs. of laminated steel. It has a deadbolt double-locking system with dual hardened-steel levers to independently lock each shackle leg from October 7 to 10.

The identifying number on the bottom of the padlock case can be removed, after it is recorded, for added protection.

The Master No. 19 is also available keyed-alike, master-keyed and with a 9-inch steel chain.

Master Lock Company is located at 2660 N. 32nd St. in Milwaukee.

Hugh J. Gorman
Howard Michaels

Mrs. Joseph Privitera
Jerry Engle
CHICAGO CHATTER

Among new equipment premiering in this week’s issue of Cash Box are Electro’s “Wings” video table. “Tornado Baseball,” the new 2-player video game from Midway and the Ramtek “Hit Me” cocktail table. Three exciting pieces ops will certainly want to view at the respective manufacturer’s facilities.

MOA RATES A COMMENDATION for preparing, and circulating to the membership, a most thorough recapitulation of pending copyright law legislation, in the form of a 40-page brochure. The report expounds in detail the provisions of the bills and MOA’s position on each, plus some excellent, well researched background material. The jukebox operator was spotlighted, of course, inasmuch as the bills under discussion pertained exclusively to music equipment but the accompanying background information also amplified the music industry’s case as a buyer of single records. It was estimated that annual sales of phonograph records to operators total in the neighborhood of 75,000,000 — which is quite an impressive sum

DAN RAIHAN
WICHITA, KANSAS.

EASTERN FLASHERS

Here’s a flash from Bob Halm of R.H. Belmar that the firm has recently been appointed Seeburg distributor for the Florida area. Specifics are currently being finalized and we understand the new Miami office will be managed by Murray Kaye, whose outstanding qualifications include 30 years’ experience with the company. He is reported to be an able organizer of all aspects of the role, and it is apparent that the entire Seeburg music and vending line, as well as all of the Williams products will be handled at the Florida operation — and that Belmar has been approached by numerous other factories since word of the appointment got out...

Advance preparations are well underway at Shafter Dist. Co. (Columbus) for the upcoming Bicentennial Party on Thursday, September 23 at the Riviera Country Club in Columbus. A host of activities are planned, in true Shafter style, to make the event a really memorable one. Plenty of food and liquid refreshment will be available plus golf, of course, and for the non-sports fan there’s an escorted tour of the renowned German Village. Also, a grand prize drawing of cash and merchandise. Events is a hit with current Rowe phonograph and vending equipment, and further details may be obtained by contacting the Shafter offices in Columbus and Cleveland...

Say happy birthday on August 1 at pineapple enthusiast and author Roger Sharpe. Roger has an article on pinball machines in the current issue of “Crawdaddy,” with accompanying photos by Exidy staff, and his “The Pinball Book” (E.P. Dutton), which is the culmination of many months of research in the coin machine industry (both here and abroad) will be in release around December of this year. Watch for it...

On the singles scene...

RAFAEL LAROSA of S.M.C. Dist., with a new release from Ramiem, has attracted due interest in the following: “Heart And Soul” by Jerry Smith (Rainwood), “A Fifth Of Beethoven” by Walter Murphy (Private Stock), “Candy Store Rock” by Led Zeppelin (Swan Song). “If You’ve Got The Money I’ve Got The Time” by Willie Nelson (Columbia), “I Am Drunk Again” by Moe Bandy (Columbia) and “You Should Be Dancing” by the Bee Gees (RSO).

HOUSTON HAPPENINGS

John E. Williams, partner with Sidney B. Harle in ownership and management of ABC Music Co., Houston for many, many years, recently retired. Williams was liked and respected by all. A number of his former associates also retired recently. Williams served in the Armed Forces during World War II and returned home to enter the coin-operated industry, a field that he knew so much about coin machine operations as any person, anywhere. Cash Box writer personally and sincerely wishes for his long time friend, John E. Williams, many years of carefree retirement living...

ON THE SINGLES SCENE...

“Road Runner,” by Bob Dorough, will become a hit as soon as it is released. Bobby and Lawrence are out with a new single, “Vince’s Car.” That’s a dandy one to be sure. Bobby and Lawrence are the finest around and they’re both extremely hard workers...

At Chi-Sound Reception

Wings n’ Things, Electro’s new 2-player Rock-Ola video game, was introduced to the press at the Chi-Sound Reception Aug. 27. Wings n’ Things is a two-player Rock-Ola video game with a one-piece cabinet, Rock-Ola’s black and white video screen is accompanied by a special black and white electron motion speaker...

Electra Intro’s Wings n’ Things alongside a previous model Electra table rather than as a replacement...

“Furthermore,” he continued, “the furniture styling with its smart lines and ample room for feet and legs is identical so that Wings will match up perfectly with previous Electra models.” The Wings cocktail table will be marketed through Electro’s exclusive distributors in the U.S., Canada and in the international markets.

Most of the attendees were familiar with the Wings n’ Things and had been impressed with its uniqueness.

State Association Calendar

State Association Calendar

Cash Box/July 31, 1976
WANT – all makes new and used phonographs and player pianos, TV sets, VCRs, video cassette recorders and all related equipment. Please call or write for location of nearest branch. John Nelson, Dept. TT, 1400 Van Buren Blvd., St. Louis, MO 63110.

**CLASSIFIED AD RATE PER 25 WORDS**

Count every word including all words in term name. Numbers in address count as one word. Minimum ad accepted $5.25. CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is NOT enclosed with order, ad will not be accepted. Checks not negotiable. Please allow one week issue pending receipt of your check or cash. NOTICE – 310 Classified Advertisers (Outside USA and BDR must add $7.00 to your prepaid subscription price). You are responsible for payment of service charges on ads in each week's issue for a period of One Full Year, 52 consecutive weeks. You are allowed to change your Classified Ad each week if you desire. All words over 40 cents each, extra at 25 cents per word. If the words are not properly carried, be sure your Classified Ad is sent to New York office publication by Wed.-day, 12 noon, of preceding week to appear in the following week's issue.

**Classified Ads Close WEDNESDAY**

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

**COIN MACHINES WANTED**

CONVERSION CARDS – Play stereo records on Seeburg mobile jukeboxes. Pay $200.00 adjustment required – just plug in – eliminate sound distortion. Shipping exclusive, discount rate $94.95 required. Satisfaction guaranteed. Quantity discounts. C.A. THORP SERV. 1320 Mission, Oceanside, CA 92054

**FOR SALE** – Bally for export only! County Fans $900. Roller Derby $1800. Silver Sails $1600. Border Brothers, Tabletop games, Coin-op machines. Good condition. Ship $1295.00 each. Packing charge $75.00 each. (301) 773-4600.


FOR SALE – One of the largest selections of new and used outerlot pinball machines in the country. Call or write for list: COIN MACHINE DISTRIBUTORS, Inc. 213 23rd Street, San Francisco, Calif. 94122. 415-737-9800


RECORD BINS FOR 4 LP wide-stripe 120s = $95 each. 5 LP wide-stripe 120s = extra large broiler bins $125 each. Contact Jack Baker, 212, 240-4292.


WE HAVE IN STOCK a great quantity of 5 year old Jersey Horses, also many foals. ROMEA RANDEL 6037, Avenel New Jersey.- (301) 773-4600.


FOR SALE – Yashica Electro 4-Y Origt. Excellent condition – original owner. Has never been moved as a rental instrument. $75-115.

**INTRODUCTION**

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MAKE SURE your check is enclosed.
PUERTO VALLARTA — Approximately 50 personnel representing CBS Records in various Latin American countries and the CBS Mexico office plan to participate in the first four-day mini-convention of OLA (Organizaciones Latino Americanas), chaired by Manuel Villarreal, vice president, Latin-American operations. The purpose of the convention was to outline short-range plans and set some common targets in the never-ending quest for a more homogeneous exploitation of international product.

Presentations, Discussions

The OLA sessions alternated between product presentations from the various contingents and several topics of discussion designed to stimulate communication between the various Latin states. In the former instance, tapes, press kits and slides were utilized to present a variety of musical expressions ranging from the mariachi-flavored “rancho” sound of traditional Mexico through contemporary jazz-rock and ballad offerings that have gained wide acceptance and are now available in Latin recordings in at least seven countries. Presentations came from Argentina, Brazil, Colombia, Costa Rica, Venezuela, Spain and Mexico.

Balance, Communication

Villarreal delivered the keynote address which stressed the goal of reaching an even balance of sales between local and international catalogs. Emphasizing the importance of communicating successful situations, Villarreal gave the example of Roberto Carlos who became a “monster” in Brazil. Carlos’ popularity was professionally conveyed to other CBS licensees worldwide and has, as a result, increased his audience and sales power substantially. Even in countries where there is no cultural affinity, advised Villarreal, communication may help bring at least one artist to the fore.

Utilizing consumer and trade publications is the apparent and proven method of passing along information, said the chairman, but the inter-corporate tongue should never be overlooked.

The question was raised as to the acceptability of a “50-50” split between local and international product. Even countries that may buy it, will various governments?

International Language

“Music is an international language,” responded Villarreal. “Several Mexican stations play an entire 24-hour program of English-language music from Los Angeles with little or no interruption. The same token there are other stations that only play music of the romantic type. The listener can find what he wants. Certain countries do govern the percentage of air-play. In some cases air-play is almost prohibited. The $64,000 question is how to establish the product without radio. Hopefully, the simple combination of good product, coupled with a strong internal process will sell the product. Villarreal then went on to say that a number of institutions may be one of the strongest things going. This is typical of the entire CBS international operation. Rather than approach a given territory with a marketing expert schooled in some other culture, CBS puts national personnel to work. Mexicans operate the Mexican market, the French operate France — in their own country where their involvement is a natural one.

Until now, representatives of OLA have held yearly meetings on a group basis; Villarreal is looking to build the function into a twice-a-year concept with the next meeting tentatively set for Colombia in February 1977. “In this business,” points out Villarreal, “things change so rapidly that we can’t afford to let a year go by. Although I travel constantly throughout South America, we don’t always get the benefit of being together as a group.”

Villarreal began OLA in 1962. Starting with his own position as manager of CBS Mexico, he sought out specialists in his Latin region with the ambiguous qualifications of being bi-lingual professionals who knew the record business and were willing to travel.

Three Zones

Now OLA is fast moving throughout Latin America and has divided the territory into three zones. The northern zone, overseen by Ruben Chavez, concerns itself solely with Mexico, a wholly-owned CBS operation. Guillermo Lopez directs the central zone, headquartered out of San Jose, Costa Rica. Lopez splits his attentions between the CBS companies in Costa Rica, Central America and Venezuela and also conducts business with affiliates in Ecuador, Peru, Bolivia and the Dominican Republic although, according to Villarreal, the volume of operation is substantially lower in those territories.

The southern zone, established within the last year, is headed by Juan Truden. Here CBS owns a company in Argentina and deals with affiliates in Brazil, Chile and Uruguay.

CBS also plans a “musical interchange” with Cuba as soon as the doors are open. “Right now,” said Villarreal, “it sounds just like — at least a couple of other companies also aim to deal with the Cuban government in the area of records.”

Los Angeles Convention

In the eleven years since the CBS Records OLA convention for Latin America began, it has grown to operate record companies in 26 countries of the world and have 7,000 employees worldwide. Thus, once the convention began in Los Angeles, international played a major role, with more than 200 delegates from six continents attending.

Beginning with a general managers meeting, the overseas representatives participated in educational sessions and seminars covering all aspects of international operations, including marketing, publishing and A&R, with a view to share international trends in different parts of the world and inter-company strategies for the upcoming year.

Aside from the OLA representatives, prominent among those attending the U.S. for the opening meeting for company managers were Pedro Ferro, CBS vice president, European operations; A. William T. Smith, vice president, Australasian operations, and Norio Ohga, president, CBS/Japan.

More than forty visitors from Columbia Records, in addition, attended an all-day meeting covering sales, promotion and merchandising chaired jointly by Leon Loury, senior vice president and general manager of the company, and Jack Robertson, executive vice president.

Asher Speech

CBS International president Dick Asher addressed the convention, discussing the success CBS has had in spreading artists throughout the international markets, suggesting that the same ingredients that make an artist popular in one part of the world will almost always work and cause the same effect in other parts of the world.

After spending a few minutes on the export value of the domestic CBS repertoire, Burt Asher went on to speak of the potentials of the CBS international roster.

According to Asher, perhaps less than half of the music that CBS sells originate in the U.S., as artists like Tina Charles, Biddu, Sal, Sailor, David Essex, The Sutherland Brothers and Quiver, Kovomo, Gaspard, Dave, Joe Dassin, Gerard Lenorman, Gigolo Cinquetti, I Pooh, Lolita, This Van, Roberto Carlos, Vicente Fernandez and others all sell strongly beyond their national borders.

Asher regards this as a useful step in extending recording activities to provincial musicians on a countryside basis instead of most recording being concentrated in London as hitherto.

HATS OFF TO BOBBY — in celebration of the French involvement with Bob Dylan’s “ Desire” LP (released there in January and recently declared gold for sales in excess of 100,000) the sales team of CBS Disques received replicas of the hat worn by the singer on the cover of the album. Also pictured (left to right without hats) are Rene Duthion, the company’s assistant sales manager for department stores; Jean-Claude Gaslin, sales manager; and Jean-Francois Louzy, assistant sales manager.

AIRC, Musicians Union Sign New British Pact

LONDON — The Musicians Union and the Association of Independent Radio Contractors have signed a new pact which took effect July 1.

The contract reduces the number of transmissions independent local radio stations (ILR) can make from recordings done for them by MU members. The basic fee of 14 pounds sterling for an hour’s recording remains, but now it will be paid in one sum instead of two installments. ILR stations with potential audiences of over 100,000 people will be allowed to transmit recordings three times, and stations with less than a million potential listeners can make four transmissions of the recorded material.

The ILR stations are obliged by charter to spend 3% of their income in the employment of musicians.

The new agreement is mainly the result of resentment expressed by MU members about the varying number of times their work was being transmitted by the ILR stations for the basic 14 pounds which compares unfavorably with the BBC fee of 13.2 pounds for one transmission only.

Staan Hibbert, assistant general secretary in charge of broadcasting and recording for the Musicians Union, highlighted another part of the pact important in MU eyes. This is an assurance by the AIRC that whenever and wherever practicable they will give employment to musicians within the transmission areas of the various stations concerned.

Hibbert regards this as a useful step in extending recording activities to provincial musicians on a countryside basis instead of most recording being concentrated in London as hitherto.

CBS holds Mexican Mini-Meet Prior To CBS Convention

by Stephen Fuchs

INTERNATIONAL

OLAs Mexican Mini-Meet Prior To CBS Convention

by Stephen Fuchs

GTO, Lifesong Distribution

NEW YORK — A long term distribution agreement has been reached between GTO Records, LTD. and Lifesong Records, Inc. Among the artists represented by Lifesong is Phil Kurit, executive vice-president, Lifesong, and Dick Leahy, managing director, GTO Records, Ltd.

Under the agreement GTO will distribute all Lifesong product in the U.K. and Eire. Initial releases under the new agreement will include The Funky Fourtun's "Hound Dog," The Hits of the Stars, "Get Up" and "Shake, Rattle and Roll." The group also includes the Sensations, "Hound Dog," "I'm A Woman," "Teenager," "When You're Smiling," "Oh Boy!" and "On Broadway," among others.

GTO, founded two years ago by Leahy, who formerly headed Bell Records in the United Kingdom, is reportedly interested in expanding into the U.S. with more independent artists.
### Japan

| 1 | Yokosuka Sen Story - Momoe Yamaguchi | CBS-Sony |
| 2 | Beautiful Sunday - Daniel Boone - Discmate |
| 3 | Akai High Heel - Hiroki Oota - CBS-Sony |
| 4 | Kirakemaka - Goro Narita - Polydor |
| 5 | Wakahine Kudayashii - Akira Inaba - Discmate |
| 6 | Jaguar - Hideki Oda - RCA/JVC |
| 7 | Sou Soul Cala - Hot Blood - Overseas/Telchiku |
| 8 | Natsu Ni Goyoojin - Junko Sakurada - Victor |
| 9 | Kira No Yadojika - Harumi Miyako - Columbia |
| 10 | Ganpeki No Haha - Yuriko Futa - King |
| 11 | Natsu Ga Kira - Candies - CBS-Sony |
| 12 | Oh Mariyana - Seiji Tanaka - Victor |
| 13 | Kira Sakaba - Hiroshi Itsuki - Minorphone/Tokuma |
| 14 | Bon Gayeri - Masatoshi Nakamura - Columbia |
| 15 | Kayobil Shiken - Chiyoko Matsumoto - Canyon |
| 16 | Sexy Busstop - Oriental Express - Victor |
| 17 | Haru Ubara - Hitomi Tanaka - Aoyon |
| 18 | Futurizure - Aki Yashiro - Yteichiku |
| 19 | Hizasho No Nakade - Akira Fuse - King |
| 20 | Koi No Bugi - Silver Convention - Victor |

**TOP TEN LPs**

1. Michikusa - Keyu Ogura - Polydor
2. Yumin Brand - Yumi Arayi - Toshiba
3. Asumi Mukatsha Hashire - Takuro Yoshida - For Life
4. Iruke Live - Crow
5. Sannen Zake - Grape Live - Warner-Pioneer
6. Tezukuri No Gasu - Hiroshi Otomo - CBS
7. Shoottajyo No Koiy Show - Yosio Inoue - For Life
8. Mizunonaka No Yoossey - Olivia Newton-John - Toshiba
9. Mitsume Au Koi - Carpenters - King
10. Yuzoo Kayama - Umi Sono Ai - Toshiba

### Argentina

| 1 | Querido - Julio Iglesias - CBS |
| 2 | Llamada De Amor - Chicho Stevens - Microfon |
| 3 | La Ultima Nieve De Primavera - Franco Micalizzi - RCA |
| 4 | Let's Twist Again - Chubby Checker - EMI |
| 5 | Dama De Azul - Joe Dolan - Music Hall |
| 6 | Otra Mujer - I Cugini Di Campagna - Music Hall |
| 7 | Ocen Que No Tiene Novos - Raul Padovani - RCA |
| 8 | Yo Canto Porque Me Gusta - Palito Ortega - RCA |
| 9 | Me Gusta Amar - Tina Charles - CBS |
| 10 | No Es Ella Dulce - Beatles - Polydor |

**TOP TEN LPs**

1. El Amor - Julio Iglesias - CBS
2. Flecha Juvenil - Selection - RCA
3. Oldies But Goldies - Beatles - EMI
4. Domingos Estudiantiles - Selection - Music Hall
5. Contata De Dos Orillas - Luis Landriscina - Philips
6. Musica Poderosa - Selection - EMI
7. Top Boliche's Music - Selection - CBS
8. Pato C Special - Selection - RCA
9. Vení Y Proba La Banda - Deep Purple - EMI
10. Valientes Críollos - Ariel Ramirez - Philips

### Venezuela

| 1 | Canciones Son Canciones - Arelys - CBS |
| 2 | Deseesperanza - Trino - Scopris |
| 3 | Golpe Estrabolio - Serenata Guayanesa - Palacio |
| 4 | Las Coplas - Lilla Vera - Promus |
| 5 | Mas, Mas, Mas - Andrea True Connection - Polydor |
| 6 | Europa - Santana - CBS |
| 7 | La Quinta Sinfonia De Beethoven - Walter Murphy - Corporacion |
| 8 | Resumen - Roberto Carlos - CBS |
| 9 | María Luisa - Ismael Miranda - Palacio |
| 10 | Ven A Mi - Memo Morales - Promus |

### Italy

| 1 | Ramajo - Afric Simone - Barclay |
| 2 | Linda Bella Linda - Daniel Senticaruz - EMI |
| 3 | Non Si Puo' Morire Dentro - Gianni Bella - Derby |
| 4 | Ancora Tu - Lucio Battisti - Numero 1 |
| 5 | La Prima Volta - Andre e Nicole - EMI |
| 6 | Dolce Amore Mio - Santo California - YEP |
| 7 | Gli Occhi Di Tua Madre - Sandro Gigliotti - CBS |
| 8 | S.O.S. - Abba - Dig It |
| 9 | Hurricane - Bob Dylan - CBS |
| 10 | Una Storia D'Amore - Julit & Julie - YEP |

**TOP TEN LPs**

1. La Batteria E Il Contrabasso - Lucio Battisti - Numero 1
2. Amigos - Sanza - RCA
3. Desire - Bob Dylan - CBS
4. Buffalo Bill - Francesco De Gregori - RCA
5. Love Trilogy - Donna Summer - Durium
6. Wish You Were Here - Pink Floyd - EMI
7. Silver Convention - Durium
8. Smogmacia - Le Orme - Philips
9. A Trick Of The Tail - Genesis - Phonogram
10. XXI Raccolla - Fausto Papetti - Durium

### Holland

| 1 | Arms Of Mary - Sutherland Brothers & Quiver - CBS |
| 2 | Show Me The Way - Peter Frampton - A&M |
| 3 | Blueberry Hill - Fats Domino - UA |
| 4 | Nice 'n' Slow - Jesse Green - Gramm |
| 5 | My Sweet Rosaly - Brotherhood Of Man - Pye |
| 6 | If You Know What I Mean - Brian McFadden - CBS |
| 7 | You Never Walk Alone - Lee Towers - Ariola |
| 8 | I'll Go Where The Music Takes Me - Jimmy James & The Vagabonds - Pye |
| 9 | Shake Shake Shake - Shakin' Stevens & KC & The Sunshine Band - RCA |
| 10 | You To Me Are Everything - Real Thing - Pye |

**TOP TEN LPs**

1. Beautiful Noise - Neil Diamond - CBS
2. It's Raining In My Heart - Lee Towers - Ariola
3. Reach For The Sky - Sutherland Brothers & Quiver - CBS
4. Once Upon A Time In The West - Ennio Morricone - Inelco
5. Frampton Comes Alive - Peter Frampton - Ariola
6. A Night On The Town - Rod Stewart - WEA
7. No. 7 - Julien Clerc - Bovema
8. Black And Blue - Rolling Stones - WEA
9. Live At Montreux - Fats Domino - WEA
10. For God And Fatherland - Bots - Phonogram

### Australia

| 1 | Howzat - Sherbert - Infinity |
| 2 | Love Really Hurts Without You - Billy Ocean - QTO |
| 3 | We Do It - Rhythm Stone - EMI |
| 4 | Save Your Kisses For Me - Brotherhood Of Man - Aster |
| 5 | Fernando - Abba - RCA |
| 6 | Let Your Love Flow - Bellamy Bros. - WB |
| 7 | Happy Days - Silver Studs - Polydor |
| 8 | I Hate The Music - John Paul Young - Albert |
| 9 | Hollywood Seven - Jon English - Polydor |
| 10 | Rock Me - Abba - RCA |

**TOP FIVE LPs**

1. Best Of Abba - RCA
2. Take It Greasy - OZ '55 - Mushroom
3. Frampton Comes Alive - Peter Frampton - A&M
4. At The Speed Of Sound - Wings - EMI
5. A Night On The Town - Rod Stewart - WB
U.K. Musicians, Actors
In ‘Performers’ Alliance’

by Nigel Hunter

LONDON — Prospects of an eventual merger between the Musicians Union and Equity, the two largest unions in England and Ireland, were revived Monday by the two show business unions, whose combined membership totals 60,000.

The occasion was the announcement of the Performers’ Alliance. This has been set up by Equity in consultation with the MU, particularly with regard to opposing the cutback in casual employment caused by the UK’s economic blues. The Alliance will also seek to extend the influence of the two unions by organizing sectors of the British entertainment industry, such as working men’s clubs where at present union penetration is minimal or non-existent.

Total Merger Due?

A research unit is to be formed under the PA banner, and for money its staff has been voted by the councils of both the MU and Equity. This positive move involves cash commitment from both unions sparked questions about a total merger.

“Two unions are retaining their individual existence and autonomy,” offered Equity secretary Peter Plouviez, “but the idea of a merger has advantages. We’ve been looking for joint premises for some time now without success, and we are considering the possibility of a joint legal department.”

MU secretary John Morton remarked that the members of both unions are not yet ready for a formal and complete merger, but he did not discount the possibility of such a step some time in the future. Morton took the opportunity to expound on matters of current importance such as the Common Market and the EEC as they apply to the Musicians Union.

EEC Market Principles

Morton regards the free market principle of the European Economic Community as particularly perilous for musicians and artists. Whereas there are formidable obstacles in the way of establishing a Common Market, particularly in the face of a United States of Europe.

“Yes, it is a step towards unity, but for me, for everything, we remain. And not a dozen, but a thousand casualties of the cultural war.”

Morton emphasized that the free movement of labor applies, it does so with built-in inhibitions which don’t apply to touring opera companies or symphony orchestras.” Morton said. “There are no impediments to the mobility of cultural workers. He conceded that there are some “less offensive” and indeed helpful aspects in a trend towards European uniformity. These cover the simplification of formalities in the freedom of movement of cultural goods from the tools of the symphonic art and opera sets to the amplified armories of pop and rock groups; the development of cultural exchanges and the removal of tax. But Morton warned that if the harmonization of copyright laws and neighbor rights took place according to the norm prevailing in other EEC countries, it would be “wholly disadvantageous to the UK.”

MU Loss

Morton reckons that MU members have lost 300,000 pounds in casual employment this year by the back door by the death of MU.

“Both MU and Equity members are threatened by the film industry’s decline and by closures and the serious drop in employment in the cabaret club area. The growth in the use of disks is another threat, and so is bad management and present economic policies.”

TV Complaints

Plouzie complained bitterly about British cinema films being screened on TV without payment to those who took part in them (or payment to the estates of the deceased), and hinted at the industrial muscle of the two unions can command by joint action. “We hope that this will not have to be resolved by industrial action, but we’re determined that it shall be resolved,” he said. “It’s not just a question of payment, but also inhibiting broadcasters from bad television.”

Currency Exchange Rates

This information is applicable to independent trading on a low-volume basis; accelerated volume (over one million dollars) will enjoy decreased rates. These figures compare against the U.S. dollar as quoted by Bank of America July 22 at 10 a.m.

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<thead>
<tr>
<th>Currency</th>
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<td>Pound Sterling (Britain)</td>
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<td>Peso (Argentina)</td>
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</table>

International Executives On The Move

Paul White, vice president, A&R, Capitol-Canada has been assigned to report functionally to Rupert Perry, corporate vice president, A&R, Capitol-U.S., for all creative affairs, including matters involving the signing and career development of Canadian artists.

White joined Capitol-Canada in 1957 and held various positions in the Canadian company, including director of sales and promotion. He was appointed the new position after joining the A&R department in 1967. While has been responsible for the signing and development of numerous acts in the United States and Canada. He and his staff will continue to operate from their present offices in downtown Toronto.

John Beecher has been named general manager of the London-based Ambassador Music Ltd. by George Pincus of the Gil-Pincus group of music publishing and production firms. Klaus Bulow has been appointed manager of public relations at Polydor International, replacing British journalist Andrew Tait, who has left to join Bayer Leverkusen as PR manager.

French Radio

To Broadcast American Music

PARIS — For the first time in France, a radio show will be entirely devoted to American music. Bernard Schi will be responsible for the three-hour show which will air Sunday afternoons over RTF.

Schi, one of the most popular radio personalities in the country, has handled a nightly radio show basically oriented American music, called “The Nocturne” over the past ten years.

Italian Honor

‘Nashville’ LP

LOS ANGELES — ABC Records’ soundtrack LP from the Academy Award winning film “Nashville” has been honored with a 1976 award by the “Italian Discographic Critic” as The Best Original Songs Album of the Year.

The award was made on the basis of sales results for the LP achieved by ABC in Italy. The label promoted the album through a special cassette set without charge to FM radio stations throughout Italy.

Famous: Rights

To 7 Beauties

NEW YORK — The U.S. publishing rights to the music from Lina Wertmuller’s critically acclaimed film “7 Beauties” have been acquired by the Blue Ridge Music Publishing Company, a division of Gulf & Western, Paris Quinella September negotiated the rights for Eidses Ezioni Musicali of Italy.

Tokyo Summer Sales

Off To A Slow Start

TOKYO — Retail sales over the summer season in the Tokyo metropolitan district have not been as strong as expected as of the beginning of July, according to a survey conducted by the Cash Box Tokyo office.

Some areas of the city show sales swell, but they are contrary to the overall trend. As producers and retailers are looking toward a late-summer pickup.

So far this summer, classical records have been most constant in sales while high-priced record sets seem to be favored over budget records.

Sweet Japanese Tour

LOS ANGELES — Sweet has signed for its first series of Japanese concert appearances August 16-19 through promoter Tats Nagashima. The group, which has had the highest sales of any British rock group in Japan, will tour the top Tokyo charts since signing with Toshiba/EMI six months ago, will appear twice on the concert bill, performing a two-hour show which will include filmed and live visuals. The tour will touch up Osaka, Tokyo, and Hiroshima according to the band’s Los Angeles-based manager, Ed Leffler.
<table>
<thead>
<tr>
<th>Weeks on Chart</th>
<th>7/24 Chart</th>
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<th>7/24 Chart</th>
<th>Weeks on Chart</th>
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<tr>
<td>1</td>
<td>FRAMPTON COMES ALIVE</td>
<td>PETER FRAMPTON (A&amp;M SP 3703)</td>
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<td>AT THE SPEED OF SOUND</td>
<td>WINGS (Capitol SW 11525)</td>
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<td>CHICAGO X</td>
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<td>FLEETWOOD MAC</td>
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<td>FLY LIKE AN EAGLE</td>
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<td>CHANGES ONE BOWIE</td>
<td>DAVID BOWIE (RCA APL 1-1722)</td>
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<td>15</td>
<td>THE DREAM WEAVER</td>
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<td>A NIGHT AT THE OPERA</td>
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<td>LOOK OUT FOR NUMBER ONE</td>
<td>BROTHERS JHONSON (A&amp;M 4567)</td>
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<td>SILK DEGREES</td>
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<td>IN THE POCKET</td>
<td>JAMES TAYLOR (Warner Bros 2812)</td>
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<td>CARLY SIMON (Epic VP 1648)</td>
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**36 ROYAL SCAM**
**37 A NIGHT ON THE TOWN**
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**41 MOTHERSHIP CONNECTION**
**42 ALL THINGS IN TIME**
**43 I WANT YOU**
**44 SUMMERTIME DREAM**
**45 PRESENCE**
**46 WHISTLING DOWN THE WIRE**
**47 HISTORY — AMERICA'S GREATEST HITS**
**48 SONG OF JOY**
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**51 ALICE COOPER GOES TO HELL**
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**57 TRYIN' TO GET THE FEELING**
**58 HOT ON THE TRACKS**
**59 FEVER**
**60 AMIGOS**
**61 SADDLE TRAMP**
**62 DARYL HALL & JOHN OATES**
**63 WEDDING ALBUM**
**64 MIRROR**
**65 ERIC CARMEN**
**66 AGENTS OF FORTUNE**
**67 DESTROYER**
**68 CHICAGO'S GREATEST HITS**

**69 ALIVE**
**70 STEPPIN' OUT**
**71 LEE OSKAR**
**72 SKY HIGH**
**73 LOVE WILL KEEP US TOGETHER**
**74 FROM ELVIS PRESLEY**
**75 LIVE AT CARNegie HALL**
**76 RAINBOW RISING**
**77 ARE YOU READY FOR THE COUNTRY**
**78 COLLECTOR'S ITEM**
**79 OLIAS OF SUNHILL**
**80 DONNY & MARIE**
**81 BRASS CONSTRUCTION**
**82 TALES OF MYSTERY AND IMAGINATION**
**83 COME ON OVER**
**84 THREE**
**85 WILD CHERRY**
**86 RUN WITH THE PACK**
**87 IT'S A GOOD NIGHT FOR SINGIN'**
**88 TED NUGENT**
**89 HARD WORK**
**90 MISTY BLUE**
**91 LIVEL BULLET**
**92 GOOD KING BAD**
**93 RED TAPE**
**94 STRETCHING OUT IN BOOTS' RUBBER BAND**
**95 HAPPINESS IS BEING WITH THE SPINNERS**
**96 ROSE OF CIMARRON**
**97 LOVE TRILOGY**
**98 EARGASM**
**99 I'M EASY**
**100 ELTON JOHN'S GREATEST HITS**

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ARCADE RECORDS (Gt. Britain)
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AUSTRALIAN PERFORMING RIGHTS ASSN. (Australia)
BMG (USA)
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BILLY BRIDGE (Gt. Britain)
BLUE EYES EDITIONS (France)
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CHAPPELL-INTERSONG INTERNATIONAL (Gt. Britain & Gt. Germany)
CHARLTON PUBLICATIONS (USA)
CHARLEY RECORDS (Gt. Britain & France)
CHERRY HOMESTYLE RECORDS (USA)
COCO RECORDS (USA)
COUNTRY MUSIC ASSOCIATION (USA)
COX MUSIC (Gt. Britain)
CUSTODIO RECORDS INTERNATIONAL (USA)
CYRIL SPENCER LTD. (Gt. Britain)
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DUKE MUSICAL (Gt. Britain)
DUKE B.C. (Ireland)
EMI. (Australia)
EDEN STUDIOS (Gt. Britain)
EDISON MUSICAL SIGNEREF (Italy)
ELECTRIC RECORDS (Australia)
EMERALD RECORDS (Gt. Britain)
ESSEX MUSIC GROUP (Australia)
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HOMESADE MUSIC (Gt. Britain)
HOUSE OF GOLD MUSIC (USA)
HUSH MUSIC (Gt. Britain)
IMMEDIATE RECORDS (Australia)
IMMEDIATE RECORDS (Australia)
INTRO. GEBR. MEISL (Gt. Austria)
JUNAS RECORDS (USA)
JET RECORDS (Gt. Britain)
JUPITER RECORDS (Gt. Britain)
KERIC SPEC (Canada)
KRAMAR MUSIC (Gt. Britain)
K-TEL INTERNATIONAL (USA)
LAUREL CANYON MUSIC LTD. (USA)
LIBERTY UNITED ARTISTS (France)
THE LOWRY GROUP (USA)
MARULIA GRAMMOPHON (Sweden)
MCA MUSIC (Gt. Britain)
MET-RICHMOND SIECO RECORDS (USA)
MIKAN MUSIC INTERNATIONAL (Gt. Britain)
MUSIC CITY NEWS (USA)
MUSIC FARM (Gt. Britain)
MUSIC LAW (Japan)
MUSIC RETAILER (Gt. Britain)
NATIONAL MUSIC PUBLISHERS ASSN. (Gt. Britain)
NIPPON PHONOGRAPH CO. LTD. (Japan)
ODYSSEY PRODUCTIONS, INC. (USA)
OPEL (Gt. Britain)
P.C. MUSIC (Gt. Britain)
PACIFIC MUSIC (Australia)
PANACHÉ MUSIC (Gt. Britain)
EDITIONS MUSICALE CLAUDE PASCAL (France)
PEER-SOUTHERN ORGANIZATION (USA)
PERFORMANCE INC.
PHONOTONE LTD. (Gt. Britain)
PICTURES, LTD. (Gt. Britain)
POLAR MUSIC (Gt. Britain)
POLAR MUSIC AB (Sweden)
PFM MUSIC (France)
POLYGRAM PUBLISHING (France)
POLYGRAM PUBLISHING (Germany)
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QUEBEC HOUSE (USA)
RCA LTD. (Australia)
RCA (Canada)
RCA (Australia)
RECORD WEEK (Canada)
RECORD WORLD (Gt. Britain)
ROEMEN & HADLER (USA)
RONDOR MUSIC (USA)
RPM RECORDS (USA)
RED BUS RECORDS (Gt. Britain)
SHANNON DISTRIBUTORS (Gt. Britain)
SHEILYN MUSIC (USA)
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SHOW (France)
SITY EDIZIONI (Italy)
SIEGEL MUSIC (Germany)
SLED MAN & PAINTER (USA)
SOU & JAZZ RECORD (USA)
SUNBURY-DUNBAR PUBLISHING (USA)
SUPER RECORD & TAPE (USA)
SUTTER DISTRIBUTORS (USA)
SWEDISH MUSIK AB (Sweden)
T.K. PRODUCTIONS, USA
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TRANSITION MUSIC (USA)
TROVA INDUSTRIA MUSICALE (Argentina)
20TH CENTURY MUSIC CORP. (USA)
UNITED ARTISTS MUSIC PUBLISHING GROUP (USA)
UNITED ARTISTS MUSIC 5 RECORDS GROUP INC. (Gt. Britain)
UNITED ARTISTS RECORDS OF AMERICA (USA)
UNITED EUROPEAN PUBLISHERS (Europe)
VALENTINE MUSIC (Gt. Britain)
VICTOR PUBLISHING CO. INC. (Japan)
VICTOR ARTISTS CORPORATION (Japan)
WATANABE MUSIC PUBLISHING (Japan)
WEENA RECORD & PUBLISHING (USA)
WILSON EDITIONS/EUROBEAT (Gt. Britain)
WIZARD RECORDS (Australia)
WORLD MUSIC (Belgium)
YAMAHA MUSIC FOUNDATION (Japan)

PLEASE RESERVE OUR BOOTH IMMEDIATELY

OFFICE/BOOTH RENTAL

<table>
<thead>
<tr>
<th>Number</th>
<th>One Office/Booth</th>
<th>Two adjoining Office/Booths</th>
<th>Three Office/Booths</th>
<th>Four Office/Booths</th>
<th>Five Office/Booths</th>
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<tbody>
<tr>
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<td>$6,200</td>
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OPEN BOOTH RENTAL

<table>
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<tr>
<td>A</td>
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<tr>
<td>B</td>
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<tr>
<td>C</td>
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<tr>
<td>D</td>
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<tr>
<td>E</td>
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<tr>
<td>F</td>
<td>$5,720</td>
</tr>
<tr>
<td>G</td>
<td>$7,940</td>
</tr>
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</table>

Each additional 10' x 10' module: $990

Booth rental fees include free unlimited registration for all members of the company. Each booth is fully furnished. Office booths are equipped with a complete sound system if required. At no charge.

- Participating without an office booth
- Attending only

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Full payment must be enclosed with application. Enclosed is check for...

NAME: [Blank Line]
TITLE: [Blank Line]
COMPANY: [Blank Line]
ADDRESS: [Blank Line]
CITY: [Blank Line]
STATE OR COUNTRY: [Blank Line]
ZIP: [Blank Line]

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