HAPPINESS IS . . . THE SPINNERS

RCA Convention — 'Best Six Months Ever'
NYC 'Price War' Continues;
Korvettes, Goodys Lower LP Prices
... And in Britain ... Another Price War?
Copyright Bill To Judiciary Committee;
Juke Amendment Rejected
Atlantic Reports High First Half Sales
NARM Survey: Pop Music Preference Revealed
Convention Fever: An Essential Catalyst (Ed)
"THE GIST OF THE GEMINI" is what happens when GINO VANNELLI resolves the mysteries of sex, friendship, and solitude; time, space, and power; illusion, imagination, and invention with some extraordinary musical ideas about beginnings, middles, and endings.

GINO VANNELLI "THE GIST OF THE GEMINI"
NEW ON A&M RECORDS & TAPES

Produced by Gino Vannelli and Joe Vannelli with Geoff Emerick
Convention Fever: An Essential Catalyst

The Elektra/Asylum convention which concludes this week heralds the end of over seven weeks of major record company meetings across the country and signals not only a new fiscal year for some, but new challenges for all. One by one, starting in mid-June, the big labels have assembled their respective troops for a series of sales, promotion and marketing seminars as well as individual field awards and gold and platinum record accolades. Product presentations, panel discussions and talent showcases have rounded out most of the convention agendas.

Though many different topics have been dealt with during the course of the various conventions, one theme has emerged which effectively binds all of them together — unity of purpose. No mere rah-rah college fraternity beer blasts, these exercises in hard work and celebration have underscored one of the record industry's founding principles — talent plus effort equals reward.

Interestingly, each label so far, has emerged from its convention with the resolve that it was going to set records for sales as well as establish new heights of aesthetic artistry. Key executives have delivered speeches carefully calculated to embrace both artistic and business sensibilities. These speeches have appeared to motivate normally business-like field staffs and give them renewed vigor. Couldn't they have become self-motivated or perhaps renewed by a long vacation? Maybe and maybe not. The conventions seem to have breathed an indomitable spark of life and unity into diverse personnel and molded them together like no other phenomenon.

Obviously, every company can't be number one, but each has emerged with the belief it could be. That's the point. If conventions serve no other purpose but to bring people together and allow them to reach a common understanding of purpose then they are beneficial to the most exciting segment of the entertainment industry. There's nothing like them for starting the juices to flow and one can only hope that they will flow long, strong and profitably.
Buddah Records
PROUDLY PRESENTS
FROM THE CITY OF BROTHERLY LOVE
THE EBONY'S
"Making Love Ain't No Fun"
(Without The One You Love)
PRODUCED BY THE HIT MAKER
NORMAN HARRIS

BDA 537
Two with force...

...on a tour de force.

**THE RUNAWAYS**

7/21-22 Night Club Lounge, Lancaster, Oh.
7/23 The Jokers, Elyria, Oh.
7/28 Charlotte's Web, Rockford, Il.
*8/1 My Father's Place, Roslyn, L.I., N.Y.
8/23 CBGB, New York City
*8/4 Kiel Aud., St. Louis, Mo.
*8/6 Aragon, Chicago, Il.
*8/7 Charlevoix, Mi.
*8/8 Bunker Hill, In.
*8/9 Grand Rapids, Mi.

**SPIRIT**

7/21-25 Choo-Choo's, Tucson, Az.
7/26-27 Ebbetts Field, Denver, Co.
7/29 Armadillo World Hqrs., Austin, Tx.
7/30 Million Dollar Theater, Houston, Tx.
7/31 C.N.E., Toronto, Canada
8/3 The Palace, Baltimore, Md.
8/4 Kiel Aud., St. Louis, Mo.
8/6 Aragon, Chicago, Il.
8/8 Charlevoix, Mi.
8/9 Grand Rapids, Mi.

*8/1 My Father's Place, Roslyn, L.I., N.Y.
8/3 The Palace, Baltimore, Md.
8/4 Kiel Aud., St. Louis, Mo.
8/6 Aragon, Chicago, Il.
8/7 Charlevoix, Mi.

**THE RUNAWAYS AND SPIRIT TOGETHER**

Bunker Hill, In.
Grand Rapids, Mi.
Sea World.
San Diego, Ca.
Civic Auditorium.
Santa Monica, Ca.
Bottom Line.
New York City.
Tower Theater.
State Fair Grounds.
Detroit, Mi.
Fox Theater, Atlanta, Ga.
Curtis Hixon Hall.
Tampa, Fl.
Copyright Bill To Full Committee; Juke Amendment Rejected
by Rebecca Moore

WASHINGTON, D.C. — The House Subcommittee on Communications. Civil Liberties and the Administration of Justice has approved its most major revision of the copyright bill last week, but delays caused by the committee continues and last minute amendments have continued.

The subcommittee's most completely overhaul the current 1909 copyright law must now be adopted by the full Judicial Committee before it goes to the floor of the House.

First Proposed
Despite symptom that the man pointed out that the $5 rate had not been raised since it was first proposed in a 1967 copyright revision bill. Kasenstein said the newly-established Copyright Royalty Commission, responsible for approving royalties written into the law, would consider economic factors during the hearings. "I would think that the state of the industry would be a factor in their review of the rates," he said.

Although the subcommittee voted down Danielson's amendment to fix the basic rate, it has a fallback amendment. The new compromise amendment will require the Copyright Royalty Commission to consider only those economic factors existing after the date of enactment of the bill. Agreeing that the bill should not be retroactive, the amendment could work, but it would not be a solution for the near future.

Complex Revisions

Jukeboxes were not the only ones hoping for a break in the revision bill. During the same month that saw the passage of the numerous and complex provisions of the 65-page bill, a variety of special interests clashed. The issue millions of dollars in new and higher royalties.

High First Half Sales Reported By Atlantic

NEW YORK — Atlantic Records' first half year sales period has been one of the best in the company's history, according to label president Jerry Greenberg. The report attributes sales increases to major album sales by The Rolling Stones, Led Zeppelin and the Bee Gees, which led to a mid-year jump in revenue, with April and May being the second highest sales month in Atlantic history. This report follows the recently reported most successful second quarter of the year. Warner Communications Inc.'s records/music division, which includes Atlantic's parent company, is responsible for a majority of the company's distribution for Elektra/A&M and Warner Bros. Records.

Other factors in the half-year success reported to the CASHBOX were the continued sales of RIAA certified gold records by Hot Chocolate, Bad Company, Black Oak Arkansas and Aretha Franklin, all backed by summer sales campaign along with other artists' releases.

Copyright Amendment

Under the revision bill, passed 97-0 by the Senate last February, jukebox manufacturers, TV owners, and public TV stations will be paying royalties for music and other copyrighted works when they air reruns for four years after the copyright. This estimated $3.5 million royalties from jukeboxes will go entirely to music companies.

The estimated $8.5 million cable royalties, however, will have to be divided among a variety of groups: broadcasters, music publishers, and sports promoters. The Copyright Royalty Commission will have responsibility for deciding how much of these royalties goes to the various claimants.

Compulsory License

Public broadcaster is granted a compulsory license for musical and graphic works as well as under a compulsory license. If the broadcasters cannot voluntarily negotiate royalty rates, the Royalty Commission will arbitrate binding compulsory rates. The House subcommittee's amendment would allow the commission to set rates at any time in the future. Royalty pies among the various claimants.

New York City 'Price War' Accelerates;
Korvettes, Goody's Lower Traditional Prices

by Julian Shapiro

NEW YORK — Fasten your seat belts. The 'price war' among record retailers in the New York metropolitan area has shifted gears, and is accelerating at a dizzying pace. The participants, who know-where.

Korvettes and Sam Goody, Inc., the area's two largest record retailers, are no longer watching from the sidelines. They are both active participants now, with the appearance of advertisements in this week's daily newspapers offering selected recent releases (all $5.65 list) at prices far below those that either has traditionally charged. In some cases, these prices dipped below the wholesale cost of the records.

Sunday New York Times Ad


It (the price war) seems to be escalating in New York," commented George Levy, president of the 27-store Sam Goody system. "The reason can be money selling records at $3.64 or working at 10% above cost. But the price problem has sucked in the others. They also have a regular feature, and you can expect prices to change in New York.

Korvettes Sale At $2.99

This is probably due to the prices that Korvettes instituted in the 30 metropolitan area operation. In the same Sunday New York Times edition that Goody introduced its new feature, Korvettes advertised five LPs ("Ole ELO," "Ringo Lawn," "Bob Marley & The Wailers' "Starship's" Spitfire," "Starship's Vanc Boat," Neil Sedaka's "Steppin' Out") for $2.99 each. They were listed in conspicuously in one corner of a full-page display, under the title "Super Specials."
Against a gently simulated background, as distant stars, planets, and constellations stream by and disappear, you are entering the world of GO. The musical genius of Japan's STOMU YAMASHTA, and the brilliant vocals and keyboards of rock's superstar STEVE WINWOOD along with drummer MIKE SHRIEVE.

The album that takes you as far as you want to GO. Also featuring KLAUS SCHULZE, ROSKO GEE, and AL DI MEOLA. Only on Island Records and Tapes. Produced by DENNIS McKay, STOMU YAMASHTA, and PAUL BUCKMASTER.
**Piracy News**

HOUSTON, TEXAS — More than 66,000 allegedly pirated tapes were seized by agents of the FBI in raids conducted in more than eight Texas cities.

TULSA, OKLAHOMA — More than 25,000 allegedly pirated tapes were seized by the FBI from a number of locations.

DOVER, DELAWARE — An anti-piracy statute signed into law by Governor Sherman W. Tribbit makes the unauthorized duplication of sound recordings a Class "E" felony punishable by up to seven years in prison and/or a fine of up to $10,000. Corporations found guilty of such activity can be fined up to $10,000 plus damages.

**Front Cover**

Once in along while a group comes along, a group that is something special to the music industry. The Spinners have been together for five years now, and over that time its members have worked magic on the people they work with and audiences they play for all over the world. More than just in the music industry, though, this is one of the best loved groups of people anywhere.

Just look at the facts. Four gold LPs. Five gold singles. A star on Hollywood Blvd. Sold-out concerts wherever these men appear. Sometimes you can measure a group's force on the music scene by the number of other artists directly affected; the remarkable style that is the Spinners' draws up practically everywhere you look in pop music today.

So, twenty years strong, The Spinners are still trending strong. There's a new album on Atlantic, and many concerts to perform. And, as Pervis Jackson said recently, (Pervis sings bass) "We'll always be a group, on or off stage. We're together. It works for us."

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The Rock Awards Set ’76 Nominations

NEW YORK — The nominations for the second annual "Rock Music Awards" show, which airs on CBS-TV on September 18, have been released in accordance with CBS-TV and executive producer Don Kirshner.

The nominations are as follows:

Personality of the Year: Bob Dylan, Peter Frampton, Elton John, Bob Marley, Paul McCartney, Bruce Springsteen.

Best Female Vocalist: Arlo Guthrie, Franke Farmer, Linda Ronstadt, Grace Slick, Phoebe Snow.


Elektra/Asylum Sets Promo Convention

LOS ANGELES — Elektra/Asylum national promotion executives meet this week with the company’s local, regional and national promotions personnel during the first Elektra/Asylum national promotion convention; initial meetings begin Monday (2) with an invited-only contingent of Elektra/Asylum personnel at Hard Rock Cafe, Tahoe, the site for the first four days of scheduled activities.

NARM Survey Reveals Pop Music Preference

New York — The National Association of Recording Merchandisers (NARM) has released the results of a study issued an analysis of the pop/contemporary music buyer as part of its expanded Consumer Research Study of the Growing Adult Market. The national survey of 25-45 year olds, from which the report was derived, indicated that pop/contemporary music was the type most preferred by all respondents (hard rock was included in this category).

The study also revealed that 44% of all men interviewed stated a primary preference for pop/contemporary music, while music was the second choice for females in the research, correlation with the inclusion of an age variable: the younger the buyer, the more likely he was to be included in this category. About 58% of the 25-29 year olds indicated a preference; conversely, only 13% of the 40-45 year olds did so. Men who had attended college but did not graduate formed the single largest sub-classification in this study registering 63% of its total membership.

As a result of this data, a profile of the typical pop/contemporary music buyer was constructed from the NARM study and is as follows: a college educated (no degree) adult, between the ages of 25 and 29, probably unmarried (since 48% of un-married men are there) of age.

6.6 LPS is Average

The average buyer last year purchased 6.6 LPS, 6 tapes, and 57 singles. Only age as related to LP buying formed any type of distinct correlation among the variables of family income, education, and age. The younger the buyer, the more LPs he or she bought. 83.7 for 25-29 year olds, 7.1 for 30-34 year olds; 4.4 for 35-39-year-olds; 4.0 for 40-44 year olds. Those people in the 30-39 year old groups purchased the greatest number of tapes. 7.4 each, while 30-34 year olds accounted for 7.4 singles each, the other age groups had an average of 5.0 tapes and 4.0 singles.

Males accounted for the greatest per capita purchases of LPS. 8.6 as opposed to 4.1 for females. The same was true for other item categories: 6.4 to 5.8 for tapes, and a substantial 8.2 to 4.2 for singles. Tapes and singles purchases scored highest with respondents who had no more education than some high school (10.2 for tapes and 9.8 for singles) while those college registered best with those who had some college (9.1). In each case, the second highest total was significantly lower than the first (a little over 10 for tapes). For example, those who completed high school bought only 5.7 LPS. Those who had some college bought 8.8 LPS; 4.8 tapes, and 4.9 songs.

Discount Stores Are Preferred

Discount stores were the first choice of places to buy various recordings (36.3%). Bookstores and department stores finished second and third with response rates of 31.3% and 20.0% respectively. Mail orders and variety stores accounted for 9.8% while other types of outlets posted a 2.6% figure. Men, however, preferred record stores over discount stores by 40.0% to 26.7%; women, on the other hand, overwhelmingly chose discount stores as their favorite place of purchase by more than a two to one margin (58.5%) over record stores. Geographically, 58.6% of those residing in the northeastern preferred to shop at record stores, while 41.4% of those residing in the west chose record stores first.

Fifty-five percent of those surveyed indicated that they did, indeed, compare prices before shopping and this fact remained relatively constant throughout nearly all variables. Men responded affirmatively at a slightly higher rate than women.

The Managers:

Tours, Singles Are Key

To Eric Carmen’s Success

NEW YORK — Eric Carmen is one of a few current artists who have achieved popularity among AM, FM and MOR audiences. While this type of crossover is becoming more common as of late, with the widespread success of the Jefferson Starship, Fleetwood Mac, Paul Simon and Paul McCartney, many record companies are still searching for the artists who are able to relate to such a wide spectrum of musical tastes. Cash Box recently spoke with Carmen and there was any way in which to premedicate or plan for the fusion of those three normally segmented markets. He replied: "You can't sit down and decide you're going to hit one market to the exclusion of another, because if you do you're going to hurt yourself. Your basic market is the record company. You go out for the broadest audience you can hit. You try to make the best record. You can't go and visit any of your marketplaces. You're just going to start getting totally off the beaten track."

Touring Called Crucial

Poses emphasis of most of the managers CB has spoken with during this series of articles, saying that he thought

Classics Label Formed By ABC

LOS ANGELES — ABC Records has formed a new classical label called Classics ABC. An initial 10 albums selected from the Sony set are series for September release.

The creation of Classics ABC gives ABC Records a full-scale classical operation in addition to its Country, Gold Audio Treasury and Music Of The World Lines.


Sager Signed To E/A

LOS ANGELES — Elektra/Asylum/None-Such Records has signed Carole Sager to a recording contract. A New York-based songwriter is currently reading material for her debut album. Sager will record for the company after discount stores and department stores finished second and third with response rates of 31.3% and 20.0%, respectively. Mail orders and variety stores accounted for 9.8%, while all other types of outlets posted a 2.6% figure. Men, however, preferred record stores over discount stores by 40.0% to 26.7%; women, on the other hand, overwhelmingly chose discount stores as their favorite place of purchase by more than a two-to-one margin (58.5%) over record stores. Geographically, 58.6% of those residing in the northeastern preferred to shop at record stores, while 41.4% of those residing in the west chose record stores first.

Fifty-five percent of those surveyed indicated that they did, indeed, compare prices before shopping and this fact remained relatively constant throughout nearly all variables. Men responded affirmatively at a slightly higher rate than women.
BARRY MANILOW
This One’s For You

A Superstar’s New Album!
AL 4090
On Arista Records
EXECUTIVES ON THE MOVE

CBS Names Cohn—Marvin Cohn has been named vice president of business affairs for CBS Records, replacing Larry Harris, who has been appointed vice president and general manager of the new CBS west coast based label. Cohn will be responsible for direction of operations including negotiations for talent and music properties, as well as business relationships with artists, producers and other contracted persons, as well as overall direction of the A&R administration department. Cohn was most recently vice president in charge of business contracts, having held positions including director of A&R administration, and vice president for administration of music publishing, since he joined CBS as senior financial analyst in 1965.

A&M Appoints Reiman Creative Director—Bob Reiman has been appointed to the newly created post of creative director for A&M Records. In his new position, Reiman will supervise all creative aspects of A&M's advertising and merchandising plans and will, along with the existing advertising and merchandising departments, define the creative direction for all campaigns for the label artists.

A&M Announces Major Restructuring of Its Promotion Staff—Charlie Minor has been promoted to the post of national promotion director for A&M Records replacing David Ezell who has resigned his position to return to Nashville to pursue a career as an independent consultant in the promotion area. Minor will work in the supervision of the national field staff, and provide day to day communication with the field from the home office. He will continue to oversee A&M singles promotion in addition to his new responsibilities.

At Monet will replace Minor in the role of singles promotion director. Monet joined the A&M staff in 1973 as a local promotion man in New Orleans and came to the label from radio station WNOE in New Orleans where he served as a sales and promotion director for the station. Replacing Monet in the position of southern special projects director will be Don Tolle, who is currently working for A&M in the Dallas-Ft. Worth area as local promotion man. Tolle, who has been with A&M since 1975, came to the label from Bi State Distributors in Dallas where he served as director of local promotion. Replacing Tolle in the Ft. Worth
dallas promotion slot will be Mike Taylor who is currently serving as A&M's local promotion representative in New Orleans. Mike will begin his duties immediately.

Elektra/Asylum Ups Buttice, DeMann in Promo Staff Realignment—Ken Buttice has been appointed to the position of vice president, promotion, for Elektra/Asylum Records and concurrent with that appointment Buttice has named Fred DeMann national promotion director. Both Buttice and DeMann will continue to work out of Elektra/Asylum's Los Angeles headquarters. Ken Buttice joined Elektra/Asylum in January 1974, as assistant director, national promotion, assuming the post of national promotion director in February, 1975. Fred DeMann joined Elektra/Asylum in May 1974, as national promotion coordinator; in February, 1975, he was appointed to the newly-created post of director, field operations, for the company.

Saifer, Brown Appointed by Harris to New CBS Label—Lorne Saifer and Randy Brown have been named to separate posts for the recently created CBS west coast label. Saifer will become vice president, A&R for the as yet unnamed label when it begins full time operation in September. Saifer currently is with Columbia Records A&R department, where he serves as west coast director of artist acquisition. He has been with the company two and a half years, coming from Signpost Records, where he worked as national promo-

Bill, I can't answer for the past as far as ABC Records is concerned, only the present. If you are having any serious problems with us regarding return authorization of any nature or advertising, I would like for you to contact Skip Byrd or myself immediately.

In the meantime, I want to take this opportunity to thank you for your letter and also your business with ABC Records, past and present.

Regards,

Don England

Vice President, Sales & Distribution

ABC Records, Inc.

2625 Beverly Boulevard

Los Angeles, California 90048

Dear Mr. England,

Thank you for your letter of July 7, 1976 in response to my letter of June 30, 1976 concerning our RAPP program and the primary causes of returns.

While I appreciated your letter, I was very disappointed inasmuch as it circumvented the basic problems you indicated to address, and you simply defended your RAPP program.

I'm sure the issue in my letter was not with your program per se. In fact I stated, and I quote, "Obviously your intentions are well meant". Then I went on to say, and I quote again, "However, your RAPP program does not in any manner get to the heart of what is going on, or your standard of some of your quotes systems, or at least brings you a realistic look as to how your product is wanted by the consumer, the uncorporate.

I'm still stuck with some of the mechanics of your RAPP program. You point out in your reply that you (ABC) make demands for any customer to change his buying or return policies, and that an account can participate or not. Well, I should continue on pg 50

Frampton — Concerts Via Phone

by Eric Rudolph

NEW YORK — A small ad appeared in the July 23 issue of the 3 New York daily papers which featured a photo of Peter Frampton and bore the legend "Frampton — Call Me," “Call Me” stickers which were distributed widely. However, no prior announcement was made of the shows, and the only direct way to learn about their occurrence, the dates, location and ticket outlets was to call the number in the ad.

According to Vince Mauro of Bandana Enterprises, Ltd, the management company headed by Frampton's manager Dee Anthony, the idea arose during a planning session with Frank Barsalona, head of Premier Talent. They wanted to announce the concerts in a different way. Finally, said Mauro, he came up with the idea of adapting the “dial-a-joke, dial-a-prayer idea.” The phone company reported that there had been approximately 1,262 calls as of July 27 (it takes them several days to count the calls). As of press time, a Bandana spokesman said that the third show was “within hours of selling out.”

Temptations Lead Motown Releases

LOS ANGELES — “The Temptations Do The Temptations,” leads Motown's August 22 release slate, according to Jerry L.Pauley, director of A&R

At Motown Records. “The Temptations Do The Temptations” is composed of four songs, “Miracles” “The Power Of Music,” Ronnie McNeil’s “Love’s Comin’ Down,” Tata Young’s “Don’t Let My Name Ahead,” and “Motown Disc-O-Tech #4.” All August and September releases will be a part of “Motown World Music” a plan to promote the label’s diverse sound including heavy consumer press, radio, time-buys, dealer and ad-mats, and in-store displays.

New CBS Label Signs Joan Baez

LOS ANGELES — Joan Baez has been signed by CBS Records' newly created and yet-to-be-named west coast label. Ms. Baez made her CBS records debut as a surprise guest artist at the closing night of CBS Records' promotion at Los Angeles’ Century Plaza Hotel.

Gary Wright Platinum

LOS ANGELES — Gary Wright's "Dream Weaver" album on Warner Brothers Records has been certified platinum.

Letters To The Editor
THREE COUNTRY CLASSICS FROM THREE COUNTRY GIANTS

"HANK WILLIAMS, JR. FOURTEEN GREATEST HITS"  
MG-1-5020  
Here's a truly valuable collection of Hank Jr.'s 14 greatest hits—featuring "Rainin' In My Heart," "Hank," and "Rainy Night In Georgia."

"THE BEST OF MEL TILLIS AND THE STATESIDERS"  
MG-1-5021  
Mel Tillis has created an album containing 12 of his top hits, such as "Midnight Me And The Blues," "Best Way I Know How," and "Brand New Mister Me."

"HANK WILLIAMS, SR. LIVE AT THE GRAND OLE OPRY"  
MG-1-5019  
This history-making album presents never-before-released tapes of the legendary Hank Williams, Sr., singing live at the Grand Ole Opry. In addition to 13 of his country classics, this album contains conversations with such "Opry" greats as Red Foley and Minnie Pearl.

SPECIAL 5% DISCOUNT ON THESE THREE RECORDS AND TAPES FROM JULY 15 TO AUGUST 15.

Marketed by Polydor Incorporated  
810 Seventh Avenue  
New York, N.Y. 10019  

A Polygram Company  
Distributed by Phonodisc, Inc.
1 Rose Royce. Performing on the soundtrack of the forthcoming movie "Car Wash."
2 Warner Bros. President and Chairman of the Board Mo Ostin greets Whitfield Records President Norman Whitfield (left) and Walter Ainsworth, Whitfield Records General Manager.
4 Masterpiece...
5 Nytro... with Norman Whitfield and Walter Ainsworth
6 Whitfield Records staff; from left, William Whitfield, Vice President; Michael Ann Logan, Administrative Assistant; Clay McMurray, Assistant A&R Director; Norman Whitfield; Walter Ainsworth, General Manager; and Tony Jones, Artists Relations Director.
GOLD Whitfield investment for the Seventies...

First single release
"You + Me = Love"
The Undisputed Truth

Produced by Norman Whitfield

Toka Boom Joe Harris Calvin Stephenson Tyrone Barkley

WHITFIELD RECORDS

Manufactured and distributed by Warner Bros. Records
SAN FRANCISCO — If the toror of RCA’s general business sessions was low-keyed and indicative of the company’s inexorable march toward the best sales year in its 75 year history, its talent showcases were ex- cesses in company spirit. The enthusiasm on the part of the label’s field staff for the performances of new and old talents was irresistible. Whereas the seminars were addresed to nitty gritty operational and philosophic truths, “a field of dreams” to day record company operation, the talent forums were unbridled romps that reinforced the company’s continued theme of “new artist development.”

New Talent

New artists were on parade, but they were not left to carry the talent banner alone. Waylon Jennings, a performer that has alternately been branded a renegade and a hero by the country & western establish- ments in Nashville, gave one of the most stirring performances of his career, ex- cruding the RCA field staff to a rousing standing ovation which was followed by a mandatory encore. Chet Atkins, one of the dean’s of country music and an RCA mainstay for over two decades, looked on with what seemed to be considerable pride as Jennings delivered his profession in a fast-paced show. Thoroughly accompanied by a supporting cast of fine musicians, Jen- ning stood out as an undeniable star. When his encore was over Country Jo Colter added him for a rendition of “Suspicious Minds,” Jen- ning was given a rousing ovation that continued respect with awe.

RCA Bows 30 LPs In August Release

SAN FRANCISCO — In an elaborate slide presentation emceed by a young actor in whiteface, RCA and its custom boxes bowed a 30 album release ranging from classical to soul and from rock to country. Product on RCA will include albums from Neil Sedaka (“a repack of ‘Solitaire’”), Noel Redding, Daryl Hall & John Oates Arizona, The Brothers, Carol Townes and Fifth Avenue (a Sixth Avenue release), D.J. Rogers, Chocolate Milk, and Rhythm.

RCA’s country & western contingent will be represented by LPs from Dolly Parton, Eddy Arnold, Jerry Lee Lewis, and Ray Price. A Legendary Performer series will feature Perry Como, Henry Mancini, Russ Columbo, Maria Lanza and Enrico Caruso.

Sales Seminar Focuses On Industry Problems, Solutions

SAN FRANCISCO — In leading off the second day of meetings at the RCA conven- tion here, RCA vice president of marketing Bill Koen ten re-emphasized RCA’s com- mitted to breaking and establishing new artists, and that in the last year RCA

Records, and Soul Train Records prin- cips Don Cornelius and Dick Griffey were in person to close the session. Pablo’s Norman Grantz was not present but was universally acknowledged by those in attendance as a major contributor to the success of the RCA label effort.

The session ended in an upbeat manner with RCA president Ken Glenny providing a little humor as well as serious congratula- tions. Glenny pointed out that RCA’s contin- ued success and past achievements. The product presentation followed the custom label show (see separate story).

RCA — ‘Best Six Months, Ever’ Starts

SAN FRANCISCO — At a special luncheon where Waylon Jennings performed, Mel Longhi, John Rosica and Mario DeFilippo presented four RCA branches with awards for having the highest sales performance in the first six months this year. Awards went to the Dallas branch, for the month of January; San Francisco, for February and May; Denver, for March and April; and Min- neapolis for June. Presentations were made to the branch managers and the en- tire sales staff of each branch.

RCA Custom Presentation: Aspirations and Achievements

SAN FRANCISCO — The RCA custom labels presentation was delivered via videotape to an attentive field force who witnessed a study in contrast. Almost all of the executives who spoke to the gathering approached the custom label situation from an A&R as well as a business persever- tive. Various executives spoke representing the customs and highlighted the messages which they felt was marked each of them. Optimism pervaded each address. Dashes of humor as well as exhortations to the embattled troops to keep up the good work highlighted the speeches.

Represented at the presentation were Midland International (whose president, Bob Reno referred to Mort Glancy, Bob Portnoy, records, the B&B inaugurred label (Wener spoke for the principals); Utopia Records (President, Kevin Egan dressed the crowd); Windsor Records (President Harold Thau spoke); and Gryphon Productions’ Norman Schwartz added some interesting comment. Len Horne’s upcoming LP; Bob Thiele from Flying Dutchman addressed the gathering; Wener spoke up for 6th Avenue Audio.

Four Branches Get Awards

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WEST

California, Seattle, Portland

1. STARLAND VOCAL BAND
2. GORDON LIGHTFOOT
3. GRATEFUL DEAD
4. NORMAN CONNORS
5. RICHIE FURAY
6. B.B. KING/BOBBY BLAND
7. TAVARES
8. SPIRIT
9. AL JARREAU

NORTH CENTRAL

(Minnesota, Iowa, Nebraska, Kansas, N. & S. Dakota)

1. JOHN TRAVOLTA
2. CARPENTERS
3. CHEECH & CHONG
4. SEALS & CROFTS
5. JACKSON 5
6. KEITH CARRADINE
7. STARBUCK
8. LEON REIDZONE
9. TAVARES
10. ISAAC HAYES

MIDWEST

(Cleveland, Detroit, Chicago, St. Louis, Indianapolis, Milwaukee, Pittsburgh, Kansas City)

1. BLUE OYSTER CULT
2. GORDON LIGHTFOOT
3. 311
4. MARSHALL TUCKER BAND
5. BOB SEGER
6. JOHN STARCH
7. BOB JAMES
8. B.B. KING/BOBBY BLAND
9. DWIGHT TWILLEY
10. LANNY JENKINS
11. RITCHIE FURAY
12. RUNAWAYS
13. POINT BLANK
14. LEON REDBONE
15. RICK DERRINGER

SOUTHWEST

(Texas, Oklahoma, New Mexico, Arizona, Colorado, Nevada, Utah)

1. MARSHALL TUCKER BAND
2. WILLIAMS JENNINGS
3. JERRY JEFF WALKER
4. STARLAND VOCAL BAND
5. KEITH CARRADINE
6. RICHIE FURAY
7. P.F.M.
8. CHRIS HILLMAN
9. CITY BOY
10. KRIS KRISTOFFERSON

SOUTHEAST

(Atlanta, Savannah, Jacksonville, Charlotte, Richmond, Florida)

1. STARLAND VOCAL BAND
2. MARSHALL TUCKER BAND
3. FIREBALL
4. GARRAH CENTRAL STATION
5. GORDON LIGHTFOOT
6. CHEECH & CHONG
7. CARPENTERS
8. WILLIE JENNINGS
9. STAPLE TONES
10. DAILY SHOW

NORTHEAST

(Metro N.Y., Upstate N.Y., Boston, Connecticut, Philadelphia)

1. E.L.O.
2. CARLY SIMON
3. TAVARES
4. MANHATTANS
5. BOB JAMES
6. LARRY FINK FAMILY
7. COMMODORES
8. VICKI SUE ROBINSON
9. TOOTS & THE MAYTALS
10. ROXY MUSIC
11. SOUTHSIDE JOHNNY
12. CHARLES WINTER
13. ISAAC HAYES
14. NORMAN CONNORS
15. M.F.S.B.
16. BUCK TO BROTHER

DENVER/PHOENIX

1. MARSHALL TUCKER BAND
2. WILLIAMS JENNINGS
3. JERRY JEFF WALKER
4. STARLAND VOCAL BAND
5. KEITH CARRADINE
6. RICHIE FURAY
7. P.F.M.
8. CHRIS HILLMAN
9. CITY BOY
10. KRIS KRISTOFFERSON

RCA Sales Seminar

on November 15th, 1976

that radio owes the record industry a lot more than we’re getting. He advised the industry that “you can sell as much product as you can expose.”

Racks Do The Tonnage

Dan Heilicher, vice president of Heilicher Brothers and board chairman of NARM, took a look at “where the industry is, was and where it’s going, and what we can do to improve it.” He added that he was specifically speaking for the rack jobbers, who he said “are doing 60% of the record industry’s volume, although the figure could be 10-15% either way,” adding to a Cash Box article quoting two key industry executives who said the rack jobber share of the business is down to only 40%. Nonetheless, he observed “the rack jobbers are where the manufacturer gets his tonnage.” In the discount stores and department stores where the customer shops, a record purchased there is an impulse item. It’s out there and that’s where the consumer picks it up.

Historically, rack jobbers came about for the same reasons as one stops. “You had to do 7-to-10 distributors calling on the shops, and department stores and discount stores didn’t have the ability to handle to 7-to-10 salesmen, and did not know what to buy. They had to find another source.” Hence the rack jobber.

Racks will always have a place in the business: “there will always be that customer who shops at the department store and discount center who won’t shop anywhere else. And the industry doesn’t want that to disappear.” Heilicher noted that the theme of the convention was breaking new artists, and that J.L. Marsch “was instrumental in breaking a number of new artists. And I contest the statement that rack jobbers don’t break new records,” yet he agreed that the industry “has lost too many records because of some of the people didn’t buy it or expose it, and that is a burden on us as well as you.” He saw the future of the industry as “great, even though we’re losing a little bit of the teary bopper group to the decline in birth rates.” He concluded by warning that the industry is “going to have to fight for the leisure time dollar. We’re fighting against cameras, sporting goods, clothing and liquor. Through our merchandising campaigns we hope to increase the business to the levels it should be.”

Russ Solomon, who was credited by Dellifilo with inventing the “super store concept,” politely declined the honor: “It wasn’t my idea. It was Sam Goody’s. It was a commitment. It was a commitment on the part of a retailer to have every record available in stock, because somebody will want it eventually. Now,” he added, “the superstar concept has grown to include Tom Heinman’s Peaches operation, Sound Warehouse in Dallas and Houston and others.” Solomon, repeating statements he’s expressed in the past, declared “in the late 50’s and early 60’s, a scourge appeared in the record business, namely the rack jobber. And since 1970, when the rack jobbers have dominated the business, there has been no growth in the industry, except for inflation. The result? Thousands of locations carrying hundreds of titles, instead of the other way around. And as time went on, the manufacturers began cutting out more and more of their catalog.”

Solomon’s answer was to open superstores, “to pick up on an old concept. Give the people the music they want at the right place in an exciting store.” He quoted some figures from an average Tower store to make his point. “The average Tower store has between $400,000-$600,000 worth of records. San Francisco has 32,000 different titles in stock, 215,000 different LP and tape units. They have 6,000 oldie titles and a couple of hundred singles titles. The commitment is super.”

Breakdown By Category

He also broke down the titles by category. There are 3,400 rack and 68 titles, 3,300 modern jazz and nostalgia, 1,400 country, 1,200 ethnic and folk and blues, 750 movies and others.
DERRINGER (Sky/DDS/CBS 2767)
Let Me In (3:27) (Derringer/Screen Gems-Columbia/Summerhill Songs — BMI) (R. Derringer, C. Weil)
Some great rock lines in here, like "I had my taste of freedom and it tasted pretty bad." Derringer has abandoned any artifice he might once have had, and seems interested only in getting that point across. This cut works, and should be played on virtually every FM progressive outlet. Great guitar playing, as usual.

JOHNNY AND EDGAR WINTER (Blue Sky/CBS 2768)
Let The Good Times Roll (3:14) (Travis/Atlantic Music — BMI) (L. Lee)
From the recent live LP, this is a powerful cut teaming the talents of the two unique brothers from Texas. The classic is done up in fine style, with a good chug-along rhythm. The two voices work well together, as do the guitars. Winter has some fast FM and AM ads, in part because of the dynamic trades between guitar and sax.

ATTITUDES (Dark Horse/AMH-DH-1001)
Sweet Summer Music (3:36) (Ganga Pub. B.V./Jungle City — ASCAP) (P. Stallworth, C. Higgins Jr., G. Bottiglieri)
This new single kicks off a great start, with a blue harmonica used for punctuation, a la Sieve Wonder. The vocal is polished and effective. The entire cut has got a chunky, full sound and should hit the airwaves with strength. This is perfect for R&B and pop outlets — it’d get a refreshing feel to it.

BRYAN FERRY (Atlantic 45-3351)
Let’s Stick Together (Let’s Work Together) (2:55) (Frosty — BMI) (Harrison)
"Style" has always been Bryan Ferry’s middle name. Now on his own (apart from Roxy Music), he has turned in a high-quality blues-rock effort. The beat is tight, and Ferry slips the lyric in with class. Should be an immediate add at all FM progressive outlets. People will listen because of Roxy Music, and they’ll keep listening because of Bryan Ferry.

TYRONE DAVIS (Columbia 3-10338)
Give It Up (Turn It Into Love) (3:09) (New York Times/Continent/ Little Burt’s Boy — BMI) (L. Graham)
Tyronne’s smooth vocals are in full force on this single. The bass pushes the tune along, and the rhythm flows. Listen closely to the harmonies on the chorus — they’re really beautiful. The tune will be grabbed by every R&B programmer. The horns are almost used like backing voices, providing a certain pleasing emphasis.

NATURAL GAS (Private Stock 45, 100)
The Right Time (3:47) (Pepper Music — ASCAP) (M. Clarke)
Good rock and roll from Natural Gas. This group exhibits a lot of class and potential here, especially with the tight playing throughout. The piano pounces away, establishing a lot of the rhythm, and the vocals are full of energy. This is a natural add at FM stations, and could break through to the Top 40 side.

THE BECKIES (Sire/ABC SAA-726)
River Bayou (2:52) (Spricor/Dorato — BMI) (M. Brown, G. Hodgson)
The Beckies, with this first single, prove that they have the potential to be a powerful singles group. The hard rock foundation is slightly muted during the verses to let the full qualities of the vocals shine through. It’s an attractive melody, falsetto is used well. The strings are by no means overshadowed, rather, they bring out the nuances of the song in an intricate arrangement. For FM progressives.

MARSHALL TUCKER BAND (Capricorn/WB CPS 0058)
Long Hard Ride (2:40) (No Exit — BMI) (T. Caldwell)
A fine rock and country instrumental from the Marshall Tucker Band. It’s got a wonderful melody, and the playing is professional — steel, fiddle, and guitar really get a chance to shine. This would be a natural add for FM progressives, and will get a large share of country play.

FLYING BURRITO BROTHERS (Columbia 3-10389)
Waltin’ For Love To Begin (2:47) (Box FM — BMI) (K. McGuire)
A nice country rocker here. The lyrics are poignant: "A bottle of brandy, and music we both understood." The pedal steel playing is exceptionally nice, and the vocals are soulful. This should get some heavy country play, as well as FM progressive. Top 40 programmers should give it a listen — it’s right on the mark.

JIMMY BUFFETT (ABC-12200)
A story song in the best folk tradition, this has a good melody and a great lyric. The song is appropriately for both pop and country airing. The instrumentation is excellent, and Buffett’s voice is ultimately expressive. Should fine some immediate FM progressive spins. OK production.

BLACKMORE’S RAINBOW (Oyster/Polysty OY 701)
Starstruck (3:19) (Eurie/Armchair — BMI) (R. Blackmore, R. Dio)
Blackmore has come up with an excellent single with his new cohorts. The genre, of course, is hard rock, but Blackmore and the band put a lot into it. The guitar fills are fluid, and there’s a couple of catchy chord progressions in the bridge. FM programmers will want to pick up on this.

FINGERLIPS (MCA 40545)
Shelter Me (3:08) (Colgems — ASCAP) (D. Paul, D. McKellar)
This is a nice disco track. The vocals, however, are real good, and this might get some pop airplay. The harmonies and the phrasing are just as important as the rhythm. It’s got an OK, upbeat lyric, and this is an additional hook. Look for this one to break in the dance-clubs and then move over to radio.

SPIN (Ariola America P-7632)
Grasshopper (3:20) (U.S. Arabella — BMI) (Jansen, Venник)
This is good progressive music, in the style of a few fusion jazz groups like L.A. Express. The horns are polished, and there’s a little disco thrown in. This instrumental should get a lot of FM play, maybe even on some jazz outlets. Spin is an accomplished group from the sound of this cut. There are some excellent solos.

ESTHER SATTERFIELD (ASM 1848)
Chase The Clouds Away (3:20) (Gates — BMI) (C. Mangione)
Satterfield has a wonderful jazz voice, just like another instrument in a good band. She takes this Mangione song and makes it her own, giving it the treatment with some new insights into the possible uses of melody. Nice interplay with the electric bass. Should be programmed on jazz outlets. FM progressive p.d.’s should give this a listen.

THE BAR-KAYS (Mercury 462)
The Bar-Kays have delivered a terrific funk tune — you can dance to it, and the music can stand on its own. The production values are obviously high, the horns have been cleverly built into the line, and the bass line is consistently inventive, and the vocals, particularly on the bridge, are certainly attractive. A must for R&B programming.

MARK LINDSAY (Greedy G-106-AS)
Sing Your Own Song (2:30) (Anheuser — ASCAP) (P. Boktin, Jr., M. Lindsay)
Mark Lindsay, when he was with Paul Revere and The Raiders, was good at making up nifty little pop tunes that slowly wormed their way up. Well, he’s still doing it. This has a biconcettual flavor to it, and a really strong chorus. Should get some AM pops with no trouble.

LIVERPOOL EXPRESS (Atco 45-7058)
You Are My Love (3:16) (WB Music Corp. — ASCAP) (G. Walker, J. Cooper)
A haunting keyboard introduction builds this song, laying a good foundation. The vocal is handled in the higher registers, and has some compelling qualities. The first single from a new group, this is certainly an auspicious beginning. The lyric is intelligent, and this should get more than a few spins on FM progressive radio.

KIDD MOON (Blue Unicorn K-007)
Satisfied (8:55) (Buddah — BMI) (D. Marcheski)
A joyous little rocker, with a lot of charm. Kidd Moon sings well, although the vocals are a little lost in a mix dominated by the rhythm tracks. The overall effect is good, particularly in the chorus. Pop programmers should check this one out. There’s a great break where the rhythm shifts and makes you pay attention.

PEABO BRYSON (Bullet BT-01)
Underground Music (3:23) (Web IV — BMI) (P. Bryson)
This song has an almost hypnotic rhythm. This will break big in the R&B markets, for the vocal is really down and dirty. Peabo Bryson packs a wallop in this tune, really boils it up. But the phrasing is always clean-cut, and he does some interesting things with counterpart. Pop and disco outlets will play this heavy.

CRYSTAL IMAGE (IX Chains NCS 7020)
Gonna Have A Good Time (2:45) (Diamond In The Rough/Bronté — BMI) (W. Lester, R. Brown)
A decent disco cut. Its basic aspects are the vocals, which are heavily textured. The rhythm tracks, if one tries to hear them, are nicely constructed. This would be a good add for R&B programmers; the cut establishes a groove and sticks to it.

THE TREMEMLES (DJM/Amherst DJs 1016)
September, November, December (3:16) (Dick James — BMI) (A. Black, L. Ha) (14:08)
An up-tempo love ballad that is centered around acoustic guitars, this tune has a good pop arrangement that should break big. The ballad is a natural for every pop market. The melody, particularly in the chorus, is catchy, and the backing vocals, with professional harmonies, are an added bonus. The horn fills are a little gratuitous, but have a nice sound all the same. Pop and MOR.
"LONG MAY YOU RUN" / "12-8 BLUES"

the first single from the first album by the STILLS-YOUNG BAND
"LONG MAY YOU RUN"
(MS 2253)

On Warner/Reprise Records & Tapes.
RCA's Talent Showcase

devoted to proving that the musical king-
dom that John Denver pioneered and
developed is still wide open and capable of
supporting popular new groups and that strad-
die the line of pop/rock/MOR. In fact,
the emphasis on coordination was realistically
highlighted by the Columbia Records' Starmail
Vocal Band. The group, discovered by Denver and managed by
Jean Wintraub and Management II, has
come from obscurity to a smash number
one record and top selling album through the
coordination of efforts on the part of
label, single, and band to work as a
unit. The selection of Starmail Vocal Band
to headline the show was quite apropos, for
their pop/commercial wave. Wintraub
and Management II represent the
tinness of cooperation.

The Portland OR, December 1, 1976

though she didn't perform at the con-
verse 2015 vocal event which focused on
the Savoy Club setting, she showed
what she is about to happen.

You were expected to arrive on the
stage, you were expected to
be there. She appeared to be
the extra attention
focused on her and
self assurance and charm.
She certainly
seemed to win over the Savoy audience
and gave indication that she is about to
happen.

Sales Seminar Focuses on Problems

SALES JOURNAL, AUG. 23, 1976

1650 pop and easy listening vocals, in
classical there are 11,000 first line classics,
2400 operas and operas highlights and 3000
budget classics, for 15,000 total classics.
And there are 5000 cassettes titles and 6500
track titles. The cassette business, he
"talking is coming on like mad and almost
equals the track business."
Realistically, though, he does not expect
to be able to maintain that type of
inventory.

In addition to the superstore, the
recent business is seeing more and
different full line retail stores like Licorice
Pizza, Record Factory and Eucalyptus. These stores
are serious, freestanding, carefully located
stores. They carry 3000-7000 titles,
$35,000-$50,000, maybe even $75,000
in inventory. And they can use most of the
advertising and promotional material
Savomonobol emphasized that the
two types of stores can co-exist and grow
coherently, together, provided the little store
doesn't open up next to the superstore.

With their growth, "the 70's and 80's will
epize the plastic growth of the 60's and
the cost of the plastic business."

Savomonobol added there were perhaps 50
million potential buyers now, with 75 million
listeners and 60 million consumers.
He prophesied that a"number of things the industry was doing
wrong: 1) record prices too high. 2) Our
industry suffers from content-less,
noting an informal study (possibly in-
accurate) of his stock found that 32,000 ti-
etitles represent only 10% of all the LPs
ever issued on his label. This is why
Savomonobol believes in everything in their catalog for a long time."
Ured consideration of the small hoe,
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Dr. Hook
Pousse-Dart Band

ROXY, L.A. — The first thing I noticed as I
approached the Roxy to attend the<br>
Dr. Hook show was that two piquettes were parading up and down Sunset Blvd,
in front of the club carrying signs saying "Unfair to Sylvina's mother," and "Ray did it to me (or was it Dennis)?"
When I got to my seat, there was someone in a gorilla suit sitting a few rows away. That pretty much set the
tone for the entire evening.

The band's stage act is based on their
shyly rancious visage. Indeed, some of
their antics and song titles can't be printed here. Dr. Hook's best known for musical bads
ini sances such as "Cover of The Rolling Stone," "Freaker's Ball" and "Sylvina's Mother," and most of their material has
come from the ferociously fertile mind of
Shell Silverstein. Recently, however, the
band seems to be moving into a much mellow vein with the material on their new Capitol album, such as Sam Cooke's "Only 16," and the Silverstein/Dennis Lorrinere title, "The Stone Song." Their stage act is the
data numbers including "All The Things You Are," "I Can't Get Started With You," with a tall tale of love for a vocal rendition of "Body And Soul." For all
the delicacy of tone he displays on sax,
Carter's embouchure is such that he allows almost enough to allow him
to play a fine tenor.
"The hottest ticket of the season"

Barry Manilow

1st month of a 6 month tour:

July 31
Robin Hood Dell Festival
Fairmount Park, Pennsylvania

August 1
Merritweather Post Pavilion
Columbia, Maryland

August 5
Blossom Music Festival
Cuyahoga Falls, Ohio

August 6
Ravinia Festival
Chicago, Illinois

August 7
Mississippi River Festival
Edwardsville, Illinois

August 9
Ravinia Festival
Chicago, Illinois

August 11
Red Rocks Amphitheatre
Denver, Colorado

August 13, 14, 15
Universal Amphitheatre
Los Angeles, California

August 18
Concord Pavilion
Concord, California

August 20, 21, 22, 23
Masonic Auditorium
Toledo, Ohio

August 25
Meadowbrook Festival
Rochester, Michigan

August 26
Hulman Center—Indiana State Univ.
Terre Haute, Indiana

August 27, 28, 29
Meadowbrook Festival
Rochester, Michigan

August 29
Saratoga Performing Arts Center
Saratoga Springs, New York

“Barry Manilow is the hottest ticket of the season.”
—Universal Amphitheatre, Los Angeles

Waiting for Barry
North Shore teenagers began gathering at Chicago’s Ravinia Festival the night before tickets went on sale for Barry Manilow’s concert.
Levy Exits UA — Allen Levy, director of publicity for United Artists Records, has announced that he has exited the company after two and one half years with United Artists. Further information can be obtained at (213) 464-0416.

Ray Anderson Leaves UA — Ray Anderson, vice president promotion for United Artists Records, has announced that he has left the company effective Friday, July 23. Regarding his departure, Anderson said, "My relationship with UA was very rewarding. After a great vacation, I'll announce my plans.

GRT Appoints Three Divisional Vice Presidents — Bruta McShane has been appointed vice president, marketing services. Jack Woodman, vice president, sales, and David Travis, vice president and general manager, custom products, of the GRT Music Tapes Operations.

Music Management Int'l. Formed — Paul Smith and Bill McPherson have re-organized to form Music Management International, a new talent booking agency which is being geared to serve a selected small roster.

Pacesetter Promotes Flashman — Cathy Podruch Flashman has been named assistant to the president of Annunciation, Inc., manufacturers of the Pacesetter Electronic Cruise Control.

Copyright Bill

A law that will result from an increase in the mechanical royalty. This royalty, which record companies pay to composers and music publishers to use their songs, was set at 2¢ per tune in 1909. It has remained 2¢ during the 67 years since.

Bowling to publishers' arguments of inflation and increased record company profits, despite counter-arguments that publishers' income has doubled in the past 10 years, the subcommittee raised the 2¢ rate to 2½¢ per song. This up the current 200 average per each 10-cut album to 27½ and may be reflected in higher consumer prices.

Compromise

Since the Senate raised mechanical only to 2½¢, a compromise must be worked out in House-Senate conference once the House passes the bill. Differences in cable TV and public TV provisions will also have to be worked out in conference.

The cable, jukebox, and mechanical royalties sparked out in the statute will be up for review by the Copyright Royalty Commission in 1980. The permanent three-member Commission will review, and revise, rates every five years for cable, and every ten years for both mechanical royalties and the $8 jukebox fee. The commission's decisions on rates, as well as its apportionment of royalties, can be challenged in the U.S. Court of Appeals.

Since public TV rates won't be set until 1978, their review was moved up to 1982 and every five years thereafter. The first mechanical royalty review after 1980 will be in 1987 and every ten years thereafter.

First Offense

Federal criminal penalties for pirates who make unauthorized duplications of sound recordings will remain the same under the House bill: one year in prison maximum for the first offense, two years maximum for subsequent offenses; and $25,000 maximum fine for the first offense, and $50,000 maximum for subsequent offenses. The Senate raised the penalties, but Justice Department success with the lesser penalties inspired the House subcommittee to retain present federal law.

One new source of income that didn't make it into this year's copyright bill was the performance royalty. Recognizing the fact that record companies' and musicians' contributions on a record are unique, this royalty would provide them with their own royalty fee. In other words, if musicians and record companies make a song a hit, they would be rewarded by more royalties as well as more sales. Currently there is no performance royalty.
MUSIC. **MUSIC.** Helen Reddy — Capitol ST 11547 — Producers: Joe Wissert

Helen Reddy has proven her versatility time and again — this album serves as solid reinforcement of the fact. Reddy can be smooth and direct, as witnessed on "Music Is My Life," or downright sultry with a tune like "Gladiola." Her distinctive vocals are dramatically highlighted on this outing by a strong backup unit that features some of the industry's best sidemen and some very tasty arranging by Nick DeCaro. Her country-flavored rendition of Harriet Scheck's "Mama" is bound to be a favorable cut. Programmers of the pop and contemporary MOR markets will reach for this one time and time again — retailers, display it proudly!

**THIS ONE'S FOR YOU** — Barry Manilow — Arista 4090 — Producers: Ron Dante, Barry Manilow — List: 6.98

Every time you think Barry Manilow has reached his highest possible level, he bounces right back with a collection of hits like "This One's For You." and leaves you thinking that there just might be no end to the man's potential as a hitmaker. In this offering, Manilow lays out a melody or two that are destined to become as big as "Mandy" and "I Write The Songs." Just take a listen to "Weekend In New England" and "Looks Like We Made It." The tunes on this LP will make waves in several markets, as will Manilow's stylish AM and MOR programmers take note of "This One's For You."


A few years ago a new musical form hit the States with the force of a hurricane — it sported infectious rhythms, melodic instrumental tracks and joyous collective vocals. We called it Bluebeat; rocksteady and, finally, reggae. As reggae music became more prevalent in this country, leaders in this genre have sought to establish a subcategory with "One's For You." This two-record set is a collector's item — it represents the earliest recorded work of Marley's Wailers at a time when Peter Tosh, now a solo artist, was still accompanying the group. The sounds are crude, but delightful in their blatant honesty. A great sales item; this collection is a godsend to programmers interested in the reggae beat.

**A BANQUET IN BLUES** — John Mayall — ABC ABDP 958 — Producer: John Mayall — List: 6.98

This LP marks a new direction for legendary bluesman John Mayall. Its roots are well grounded in the funk and jazz idioms featuring a wide variety of players that includes Jon Mark, Johnny Almond and John McAuley. Mayall's production work on this outing deserves an honorable mention — it's very clean and tasty. Mayall's vocals and those of his background singers auger well with the precise instrumentation in a collection of tunes that will intrigue the FM progressive and jazz markets while the album also has a chance at the pop market. "You Can't Put Me Down" is a nice cut that really represents the confident feel of the entire effort.


Lewis Furey is an artist whose off-the-wall approach to life, love and poetry reveals the same raw cynicism-turned-art form popularized by such notable eccentrics as John Cale and Steve Harley. The production work is devastatingly clean, the arrangements wisely simple — the songs a strange sort of commentary. Though this album will probably receive a considerable amount of attention in the progressive FM quarter, it may be wise for AM programmers to read the note on the cover that warns them to use discretion in determining airplay suitability.

**VALDY AND THE HOMETOWN BAND** — Valdy — A&M SP 4592 — Producer: Claire Lawrence — List: 6.98

Valdy displays an uncanny understanding of the Canadian folk idiom that goes far deeper than simple fine musicianship. With some songs bearing a Lightfoot feel (witness "Me And Martin Growing Old") and others a progressive country stance ("Old Home Place"), Valdy is bound to appeal to a wide-ranging audience that will blanket the AM, FM and progressive C&W markets equally. "Weather'd Hands" is one of our favorites and "Yes I Can (Anyway You Want Me)" is also worthy of a close listen.


A strong collection of rockers from the boys from the north country. This LP will be a strong request device. It features eye-catching graphics that emphasize the well-known B.T.O. logo and a collection of tunes that have already become standards. B.T.O.'s hits "Let It Ride," "Takin' Care Of Business," "Hey You" and "You Ain't Seen Nothing Yet" ride leading spots on the bill and as the title winces suggests, there's going to be a lot more of the same coming in the future. AM and FM programmers alike will find this to be a useful reference copy.


For those of you who have been long-time fans of Gino and Joe Vannelli, this is a fine contribution to an already impressive list of musical offerings. "The Gist Of Gemini" explores more of the creative genius of Gino Vannelli via lyrical and vocal brilliance. Teaming up with his brother Joe on production, Vannelli has created a clean and sparkling gem that will be well received on the FM progressive airwaves. Several tunes become a subtle beauty that will make them welcome additions to MOR playlists as well. Not to be left out, the pop programing might show some interest in the rhythmic sophistication of "Fly Into This Night," a gorgeous selection.


The godfather of soul is back! This record is definitely a departure into the disco bag with no problem at all, it feels like he's been doing it since day one. His active single "Get Up Offa That Thing" is numeroussly anyone's mind. Brown is still capable of coolin'. R&B listeners will shake to this one and programmers would be well-advised to give it a shot. Listen close — we want ya to check out "I Refuse To Lose."

**TEXAS ROCK FOR COUNTRY ROLLERS** — Sir Doug & The Texas Tornados — Producer: Huey P. Meaux — List: 6.98

It's been awhile since we've heard from Doug Sahm — and though The Texas Tornados aren't quite as pop-oriented as was the Sir Douglas Quintet, Doug's new group definitely shows potential for that market. The album will also be a favorite in the progressive country market. Pop programmers will enjoy the laid-back feel of "I'm Missing You" and the chunk-a-chunk rhythm of "Footway," while country programmers will like the tunes "I Love The Way You Love Me" and "The Tornados" some of the smoother hits like "Wolverton Mountain."

**HOMETOWN FROLICs** — Tommy West — Lifesong LS 6003 — Producers: Terry Cashman, Tommy West — List: 6.98

A warm and simple initial solo offering from Tommy West, an artist who has established himself as a fine singer-songwriter while a part of the Cashman/ West team. "Hometown Frolics" represents Tommy West's early influences while performing with leading country artists on the early forties radio program of the same name. The feel is soft and mellow, yet the tunes bear an unmistakable intensity that makes them more than just songs — they're emotional statements. The AM and progressive country markets will share the joy of programming many melodies from this LP.

**LOVE IS A FIRE** — Country Joe McDonald — Fantasy F-9511 — Producer: Jim Stern — List: 5.98

Country Joe has a voice that's immediately distinguishable and a knack for writing tunes that you can't help but fall in love with. The melodies are simple, the spotlight is definitely on Country Joe's vocals. The arrangements are clean and uncluttered, but everything is there — there are no holes. This offering will be warmly welcomed by the Country Joe fans that are scattered throughout the AM, FM and progressive country markets. "It Won't Burn" and "In Love Naturally" stand out as good examples of the toe-tappin' feel that this LP generates.
Has Video Revolution Really Come Of Age?  

Along with the use of feature films, MCA Disco-Vision has plans to market children’s programs, which “will be a combination of everything from golf to cooking. ‘Yes, I can see the video-disc playing a very important role in the music industry,’ speculated Lipston, ‘but that’s way down the road and I think the applications of the video-disc in the music industry are only limited by the imaginations of the record companies themselves — they’re the ones who are going to have to decide whether or not certain products are put up in such compatible shows, both aurally and visually.’

Lipston continued in pointing out the use of video-discs. RCA’s DISCO-O-Mat, he said, is ‘the most logical and the most promising concept in the development of a successful artist, “Video cassettes are an excellent means of ad


tour effort — vie to prepare showings to key radio and retail personnel, and they eliminate much traveling to showcase an act or introduce the act to key radio programmers.’

Putting It All On A Disk 

All of these applications of video seem to indicate the need for a new step in the progress of the development of video technology — the video-disc.

David Lipston, president of RCA’s subsidiary, MCA, has explained that video-discs, which are referred to technically as “video software,” is a concept which intrigues the record industry. However, at this time only two major companies are working toward consumer applications of the video-disc — MCA and RCA.

MCA Disco-Vision, Inc., a subsidiary of MCA, has developed a video-disc which can be played on a turntable that utilizes a standard 45 r.p.m. turntable, Lipston said. “The whole concept of video-discs is that you’re not just making the video techniques subject to the same regulations as television,” he announced. “And that’s the problem” by both companies, as the reproduction and pressing equipment would be prohibitively expensive to the potential pirate. However, this is not the case with the present video-cassette. It is presently very simple to produce and the discs are already being sold by several major manufacturers of the video hardware are presently experimenting with methods of scrambling the information on the tape so an attempted duplication without the appropriate decoder would be impossible.

Although it appears as though it’s going to be quite awhile before we’re able to slap video-discs of Elton John on our home sets, certain applications of video which involve both music and visuals have been investigated. The film, “Jonathan Livingston Seagull,” which was scored by Neil Diamond, was done entirely from viewings of video cassettes while Diamond toyed with musical ideas and tailored them to fit the various sequences.

Also in the film arena, a full-length version of the musical “Miss Saigon,” which recently filmed entirely on video equipment and then transferred to film for distribution. This production combines several steps in the conventional filming process and therefore keeps production costs down.

Video Discos — Seeing is Believing

With the increasing interest in disco type entertainment in this country, another avenue for the video-disc seems to be opening. There are presently somewhere in the neighborhood of 1,000 discos in the country at this time, Lipston said, and there are numerous others in the planning stage. This process is not primarily interested in static files of artists performing their own material, but the concept of making the audience to simply sit and watch the video show. Rather, the tapes are generally comprised of one or more video techniques and will function as public information. As the project grows, the audience and marketing will evolve.

Next week CB will explore the video and the world market in the International section.
A pleasant offering of smooth muzak that lends in the direction of a Seals & Crofts feel. Clean instrumentation and finely honed string arrangements perfectly complement the vocals of England Dan and John Ford Coley. They make their mark on the FM market, particularly the Eagles-flavored "Westward Wind." The entire album is well thought out and appealing to the pop market; all of the tunes are short and sweet — well suited for AM play and they’re surely grace those airwaves.

**CROSS WORDS** — Larry Hosford — Shelter SRL 52003 — Producers: Dino Airlli, Larry Hosford — List: 6.98

Larry Hosford is bound to join the swelling ranks of C&W artists who are finding eager audiences in the pop market. This collection of straightforward tunes presents a pleasant palatable introduction to this talented singer-songwriter, who is joined on this outing by such heavies as George Harrison and Tom Scott. Hosford’s "jes’ folks" stance is uncomplicated and believable — the kind of music you can kick back and unwind to. "Direct Me" and "Nobody Remembers The Losers" are choice cuts.

**SHAKE SOME ACTION — Flamin’ Groovies — Sirloin/ABC ASD 7921 — Producer: Dave Edmunds — List: 6.98**

The Flamin’ Groovies have been around for some time, taking their individualized brand of music from San Francisco to England — which is where you’ll find them now. With many groups presently drawing heavily on the music of the early sixties, it’s no surprise that a group has surfaced that does with the British pop sound what Sha Na Na did with fifties rock ‘n’ roll. The Groovies have the look, the sound and the material to make a go of it. They are an element that reigned in the earliest days of the British invasion. Pop programmers will delight at the thought ofspinin’ this disk, and should be surprised if the FM programmers have some fun with it as well — the entire album is well done!

**LIFE GOES ON — Faith, Hope & Charity — RCA APL 1-1821 — Producer: Van McCoy — List: 6.98**

A slick offering from the Faith, Hope & Charity record company that represents a fine blending of funky soul and disco. F.H.C. always show off a finely-honed vocal expertise, but this time they have outdone themselves. All of the elements are here: great arrangements by Van McCoy that feature his velvety touch with a string section, a forceful rhythm section and pure lead and backup vocals as well. There are no flaws on this one and the chances of hitting the pop airwaves are also quite good. Give a listen to "Gradually" and "Positive Thinking."

**BEGINNING OF THE END — Beginning Of The End — Alston 4403 — Producer: Teddy Randazzo — List: 6.98**

Tight funk is what Beginning Of The End is all about. Judging by the solid vocal and musicianship, this group must be a hard act to follow. Powerful but not overbearing, their sound is easy to accept and the reception in the pop market should also be very positive. "Daydream" is a rock ‘n’ roll version of "Super Woman" and "Jamaica" are outstanding examples of this group’s no-holds-barred approach to the big brass sound.


A tasty combination of straight-ahead R&R and progressive rock. Budgie’s first offering that will please devotees of both of these musical forms. Lead vocals soar high atop a lofty mountain of clean trio instrumentals with respect to the possibilities of "Quoacker And Bureaucrats."

**POINTER WEST — Dick Clark is finally getting his own star on Hollywood’s Walk of Fame, adjacent to the corner enfrancaise of Hollywood and Vine. -- The Los Angeles Times, May 30.**

**NOVA** — Once a movie star, now a pop singer, Liza Minnelli is scheduled to perform around the world with her new album of standards. -- The New York Times, May 30.
The CBS Records convention held at the Century Plaza Hotel July 20-25 was as much a celebration as it was an opportunity for the CBS Records group field force and executives to meet and discuss topics of importance to the company. Pictured above, first row, are the key executives whose speeches highlighted the proceedings. Pictured (1 to r) are Arthur Taylor, president, CBS; Walter Yentkoff, president, CBS Records group. Bruce Lundvall, president, CBS Records; Dick Asher, president, CBS International; Ron Alexenburg, senior vice president, Epic and associated labels; and Larry Harris, vice president and general manager, new CBS label. Other highlights from the festivities included artists and awards. Pictured second row (first photo, 1 to r) are Carmella Scaggs, Bruce Lundvall, Bob Scaggs, Irving Azoff (Scaggs' producer) and Joe Wissert (Scaggs' producer); (second photo, 1 to r) are Bobby Ocean, KHJ air personality; Bruce Lundvall; Rosie Guereba, KHJ music director; and Johnnie Taylor, accepting award for achieving #1 position on KHJ for "Disco Lady." (third photo, 1 to r) are Don Ellis, national vice president of A&R, Columbia Records, John and Esme Hammond, Walter Yentkoff and Bruce Lundvall following John Hammond's presentation tribute. Third row, (first photo, 1 to r) accepting Ted Nugent gold records are: Tom Werman, producer; Jim Charne, product manager; Lou Fuddlerman, executive producer; and Jim Tyrell, vice president marketing, Epic and associated labels; Ted Nugent, Epic artist; Ron Alexenburg, and band members Derek St. Holmes, Cliff Davis, Rob Grange and John Nugent. (second photo, 1 to r) are Charlie Rich and son Allan Rich. Epic and Columbia recording artists, as Charlie accepted diamond record (in excess of 2 million albums sold); (third photo, 1 to r) are Aerosmith, Leber & Krebs, and Boston branch accepting gold record on behalf of their work on Aerosmith. Fourth row (first photo, 1 to r) are Ron Alexenburg, Jim Tyrell, Stan Sadyke, vice president, national accounts marketing CBS Records; Neil Hartley, winner of the first annual Mit Goldstein memorial award as salesman of the year who works out of the Los Angeles branch, Walter Yentkoff, Paul Smith, vice president marketing, branch distribution; (second row, 1 to r) are Bruce Lundvall, Don Van Corp, regional director, midwest region, award winner All Gurewitz, regional promotion marketing manager of the year. Epic and associated labels; Jim Jeffries, director national promotion, Epic and associated labels; Ron Alexenburg; (third photo, 1 to r) are Don Van Corp, Bruce Lundvall, Richard Mack, director national promotion special markets, Russell Timmons, special markets regional promotion marketing manager of the year (southwest region); Ron Alexenburg and Jim Tyrell. Bottom row (first photo, 1 to r) are Bruce Lundvall, and Arthur Taylor, (second photo, 1 to r) are Bob Sherwood, Columbia Records director of national promotion, Bob Feinigle, Columbia Records local promotion manager of the year (Cincinnati); Julie Godsey, Epic and associated labels, local promotion manager of the year (Cincinnati), Bruce Lundvall; Richard Mack, director of national promotion, CBS Records special markets; Eddie Sims, special markets local R&B promotion manager of the year, CBS Pisces (Los Angeles); Ron Alexenburg, and Jim Jeffries; (third photo, 1 to r) are Frank Mooney, L.A. branch manager, CBS Records accepting award for distributor of the year.
Certainly the jazz success story of 1976 is George Benson. His initial Warner Brothers LP "Breezin'" continues at the top of the Jazz Cash Box chart while his most recent CTI effort "Good King Bad" moves up to number four. The beauty of Benson is that all this acclaim has not gone to his head. He is still the same warm guy who burned up the world with Jack McDuff's group in the middle 60's. And he hasn't forgotten his competitors either. When Grant Green made his first Eastern appearance in several years at Newark's Key Club, Benson was there to renew acquaintances. Considering his amazing sales streak, could it be possible that reissues from Verve, A&M or Prestige might appear.

Speaking of reissues Ronnie's continued to march with their Echoes Of An Era series was soon followed by the more comprehensive monograph of Jack McDuff, some other slices of the Alton Turner's band. Style will be--further. Jack McLean, Randy Weston, John Handy and others. Betty Carter's first album under her Roulette pact will ship September. Her own trio will provide the backing.

New LPs from Jan Garbarek and Pat Metheny is coming from the Rubber Tracks. Also from Polydor are the Dizzy reissues which have an interesting recurring motif in the art covers. The complete mural is shown on the back of each LP while an excerpt makes up the cover for each album. Bob Koester's Delmark label out of Chicago promises the first LPs from the United masters in the fall. Kicking off the series will be the first full set Smith, Paul Bascomb, and Chris Woods.

Muse will release five LPs late this month

headlined by Pat Martino and Sonny Criss. Also appearing will be the latest from pianist Joe Bonner, vocalist Eddie Jefferson and keyboard stylist Cedar Walton. Jazz has rarely been well captured on film but if Bruce Ricker has anything to say about it all that may change quickly. Cash Box had the opportunity to see some footage from Ricker's unfinished film on Manhattan jazz. Among the featured performers are Count Basie and his Orchestra, Jay McShann with big band and small group and the great bluesman, Big Joe Turner. While the style for the full color film will be documentary, the relaxed atmosphere allows the musicians to be loose and natural. The music is dynamite also and Ricker has already sold some Joe Turner soundtrack material to Norman Granz.

One of the most interesting LPs of recent vintage is Sandcastle 1030 "New Orleans Jazz Brunch." The music is by the Alvin Acorn trio and is very nice indeed, but the kisser is the inclusion of some fabulous N.O. recipes inside the double-fold jacket. It seems that the Alcorn trio is regularly featured at the jazz brunch at Commanders Palace and the LP serves to promote some fine music and also the fine cuisine at the restaurant. The Smithsonian Institute will issue retrospective sets on Duke Ellington and Dizzy Gillespie this fall. The Ellington is 1938 vintage while the Gillespie set will focus on Dizzy away from Charlie Parker. Also in the works from Smithsonian is a multi-record Fletcher Henderson package.

JazzAlbums

DEE GEE DAYS - Dizzy Gillespie - Savoy/Arista SJL 2209 - List: 7.98

John Birks Gillespie founded the Dee Gee Lee label with Dave Usher in 1951, and until the company's masters were picked by Savoy some years later, he was able to exercise degree of creative control previously unrealized working with other companies, during a time when bebop was often exploited for its commercial potential alone. This double set includes vocal blues on which Tony Scott first performed Dizzy's experimentation with Afro-Cuban motifs, and some exciting all-out blowing featuring the likes of tenorman Bud Johnson, Art Blakey on drums, Mill Jackson on vibes, and John Coltrane, alto sax.

NORMAN GRANZ JAM SESSION/CHARLIE PARKER SIDES - Verve VE-2-2568 - List: 7.98 (Dist: Polydor)

Here is one of the great jam sessions of all time. The roster of artists was picked from the Grant's touring troupe Jazz At The Philharmonic and includes Charlie Shavers, Flip Phillips and Oscar Peterson. But the key ingredient is the inclusion of the three most important alto saxophoners of the time; Charlie Parker, Johnny Hodges and Benny Carter. The music is basic fare: two long blues, a medley of ballads and an uptempo outing on "What Is This Thing Called Love." There is scarcely a moment of less than great music and in his "Funky Blues" solo, Parker has left a masterpiece for all time.


This is Zoot's first all-soprano LP and it is a major event for jazz. Unlike other multi-soprano sets, this takes the horn for the purposes of picking up an occasional double. Zoot has mastered the standard saxophone more completely than anyone since Sidney Bechet. The eight-tune set is heavy on standards with "Ghost Of A Chance" and "Someday Sweetheart" being especially appealing. Solid support is rendered by Ray Bryant, George Mraz and Grady Tate. A beautiful album.
BLUE NOTE HITS A NEW NOTE.

Capitalizing on the tremendous surge in progressive music album sales and airplay, we, at Blue Note Records announce July as Blue Note Month.

At a time when our music constantly appears at the top of all the charts, we are embarking on a merchandising and marketing campaign to bring new Blue Note music and the historic Blue Note catalog to the entire American public.

Featuring the likes of Donald Byrd, Ronnie Laws, Bobbi Humphrey, Gene Harris, Marlena Shaw, Earl Klugh, Horace Silver, Alphonse Mouzon, Carmen McRae and much, much more, This is Blue Note Month:

Consumer print advertising blanketing the country in national and local publications.

A gigantic major market radio campaign geared to support hot, new releases, the Blue Note re-issue series and the entire Blue Note collection.

A Blue Note catalogue that's really a new consumer magazine with a wealth of feature story material and, of course, the essential album/tape listings.

The perfect in-store Blue Note display. A totally versatile mobile/center piece. An artist image poster series. “Open/Closed” signs that decorate doors with more than just a pretty face. And Blue Note T-shirts.

A trio of special edition samplers: An in-store play sampler featuring key Blue Note albums released in July;

A contemporary sampler for customers featuring the best of the new albums from Blue Note; A re-issue sampler for customers introducing them to one of the industry's most successful lines of specially priced two record sets.

No One Is Going To Miss This Campaign.

A very big, bright, new note from Blue Note Records and Tapes.

Distributed by United Artists Records.
LOS ANGELES — "We're trying to get our credibility back," reflected Charlie Ross, music director at KEEL, a Shreveport rocker. "The whole purpose of a short playlist is to play the hits, develop a familiar sound, and move 'em off the survey fast!"

Compete

The station broadcast a powerful 50,000 watt signal virtually across Texas, but it has to compete primarily with two other rock-oriented stations in the city, K-ROCK and KOKA, according to Ross. In order to successfully compete in the ratings, Ross's objectives are to lower the number of records being played and to expose new product.

"We're down from 45 to 33 numbered records and three hitbounds now," he continued, "and future plans call for only 30 numbered records with four or five extra maximum. When I first got here, some records were on the playlist for sixteen weeks, and that's entirely too long. Steve Kelly (station pd) and I knew this was a great breakthrough ... we could tell in two weeks if a record was going to go ... so exposing new product was a must."

One New Record

Ross said he spent the Saturday afternoon on the air and played only one new record in four hours. "All new records are played every two and a half to three hours now, and that's the way it's going to be in the future. We add new records every week and I feel that the new product should be surrounded by recognizable hits." He expressed that taking a shot with a new record requires exposing it in a familiar atmosphere. "It has to sound like a former smash record on the air," commented Ross.

Harder

The argument against a tight playlist traditionally has been that new product will be harder and harder to get on the air. And fewer records being played is usually a disincentive to record promotion people that a familiar artist like Olivia Newton-John will be an automatic add, and any new artist may not get on "purely because we don't do things that way," Ross replied. "Olivia Newton-John is no longer a 'cinch add' ... we're programming by sound and it's not there, she may not get on the list. It's been so easy here in the past to get a record played ... anything and everything was getting into the control room, but we've improved that with this new rotation."

Familiar Sound

KEEL's decision to rotate fewer records more often and establish a more familiar sound for the station are moves that Charlie Ross feels will "get the credibility back after lining records on the station's survey for too long." Although record promotion people might feel that an attempt to get their new artist played on KEEL will be harder, Ross's statement that no artist is a 'cinch add' may prove to be "lighting ground" for record promotion people who feel their new product outdoes a superstar's latest single.

Radio Briefs

Johnson New Starr Pres.

Bruce Johnson has resigned as president of SRI Broadcasting and will assume the position of president of Starr Broadcasting located in New York City. Johnson was president of RKO Radio prior to his joining SRO.

RKO's Mecknick Promoted

Harvey Mecknick has been named vice president, special projects for the RKO Radio chain. Mecknick will report to Dwight Ross, RKO Radio president. In the creation, development and production of new properties and programs for the 13 AM and FM RKO stations, Mecknick will continue to oversee advertising and promotion for the corporation as he has in the past.

Secondary Radio Conference

LOS ANGELES — The Northeast Secondary Radio Conference will be held September 10 and 11 at the Sheraton-Tara Hotel, Framingham, Massachusetts. The meeting of radio and music trade people from eight states in the northeastern region is the goal of "bringing together secondary radio, major market radio, retail, wholesale and promotion representatives to solve some of the problems that exist and to show the influence the secondary markets have on the music industry. Questions and reservation information should be directed to Tony Muscolo, 8467 Beverly Blvd., Los Angeles, California 90048.

New FM Action LPs

Most Added LPs

1. GO — Island
2. Love Is A Fire — Country Joe McDonald — Fantasy
3. Keep Your Hat On — Jess Roden — Island
4. If I Were Brittania I Would Waive The Rules — Budgie — A&M
5. Chocolate Kings — PFM — Asylum
6. Widowmaker — UA
7. I've Got A Reason — Richie Furay Band — Asylum
9. We Can't Go On With This — Hummingbird — A&M
10. Surreal Thing — Kris Kristofferson — Monument
11. Sincerely — Dwight Twilley Band — Shelter/ABC
12. Point Blank — Arista
13. Lowes-Die Hard — Triumvirat — Capitol
14. Joan Armatrading — A&M
15. The Gift Of Gemini — Gino Vannelli — A&M

Most Requested Cuts

1. With Your Love/Cruisin' — Jefferson Starship — Grunt/RCA
2. Fly Like An Eagle (title)/Rock 'N Me — Steve Miller Band — Capitol
4. Frampton Comes Alive (entire LP) — Peter Frampton — A&M
5. I Never Cry — Alice Cooper — WB

Predictions

1. GO (entire LP)/Winner-Loser — Island
2. We've Got A Reason (entire LP)/We'll See — Richie Furay Band — Asylum
3. Point Blank (entire LP)/Wandering — Arista
4. Still The One — Orleans — Arista
5. Alan Parsons Project (entire LP) — 20th Century

Station breaks

Bob Slavin, named program director of KMYR, Albuquerque. Slavin was music director at WBVN, Boston. Slavin will be the new music director at WRVG, Richmond.

KPOL Los Angeles "Good Music" station adds Roger Laying to staff to handle FM station. AM will continue to be handled by Al Herskovitz, KPOL program director. Laying comes to the station from KNX-FM.

Laura Glassman named active services coordinator of WHDH/WCOZ, Boston. Ms. Glassman was at WBVN, Boston where she served as promotion director.

Arlene Kaplan rejoins staff at K-Earth, 101, Los Angeles as promotion director.

Bill Bailey joins staff at WOKY, Milwaukee as afternoon drive jock.

David V. Wallis appointed as new account executive at WRKO, Boston. Walles comes to WRKO from Quinn and Johnson where he served as account supervisor.

Steve Norris in as new morning personality at WAIR, Winston-Salem.

Jimmy Boyd joins staff at WAUG, Augusta, Georgia in 3-7 slot. He was formerly with WGOW, and WFLI, both Chattanooga.

Russ Martin in at WBSR, Pensacola as morning drive jock. Martin comes to the station from KSYS.

Earth News for week of August 2-8 features daily discussions with Dean Torrance of Jan & Dean, actor Richard Harris, actress Pat Benatar, host Dan Greenberg, who recently wrote a book on the supernatural. WXRT, Chicago and WTTW-TV, Chicago join forces to broadcast "Soundstage," public television contemporary music series, this fall. WXRT will be Chicago simulcast station for the program, which has been renewed for third season on 230 PBS stations in U.S.

WRR, Boston explores parapsychology and related fields in a program called "Exploration," that began airing on the station July 25. The hour long show emphasizes listener participation through phone conversations and George Minster, psychic and lecturer acts as host.

WX, Indianapolis country outlet, hosts annual "I Like You" picnic to be held Sunday, August 8, and will feature Marty Robbins. Admission is free to the event by displaying a WX Window sticker on listeners' cars.

Dees PD's WMPs

Rick Dees has been selected as the program director at WMPs, Memphis. Dees replaces Roy Mack who left the station recently.

MAN CONNECTS IN L.A. — MCA recording artists Man were in Los Angeles last week making contact "The Welch Connection" way with KMET radio personnel, stopping by before their Starlight Bowl appearance. Pictured at KMET are (left to right) Man members Phil Ryan, Deke Leonard, and Mickey Jones, seated on KMET air personality Rachelle donahue's lap.
**The Singles Bullets**

#1 EJTON JOHN AND KIKI DEE — Prime movers at 33% of our reporters including WABC 25-8, WLS 21-7, WDR 10-8, WCLG 20-8, WBOS 20-7, WGL 24-7, WGN 22-4, WOR 24-1, WORC 23-16, KFWR 21-14, KJRS 18-10, WGEN 18-10, WDQX 18-9, KJRB 14-10, Q-13-18, WGN 16-13, KNDE 8-5, KJ 18-11, KIS 21-8, KSTP 9-3, KSLD 16-6, WPEX 20-15, Z-9-13, WVOX 24-15, #1 at WTKY, WAGN, WMRD, W consultancy. Only one #1 is within the Top 20 stations including WORC 2-8, WCAG 3-5, WNYU 4-4, WAGN 4-3, WNYG 3-2. 20 stations are outside the Top 20 stations.

**#2 WINGS** — 10 jumps including WDRG 18-13, WAKY 18-10, WKY 10-4, KIOA 17-4, WISH 16-12, KQ 17-12, WRAG 15-11, WGNX 12-4, WBBN ex-21, KIS 14-6, WPGF 10-4, WLS 24-13, WBBQ 15-10, WPEZ 25-20, WKWB 26-21. Top 5 at WCAQ 4-3, WPGF 3-2, WNYU 2-1, WAGN 1-4, WMRD 1-5. Additional jumps include WAGN, WMRD, WPMD.


**#4 ELTON JOHN AND KIKI DEE** — #17 21 #1 28 To Try Summer Baby, 14-32, #20 5, WPGC.

**#5 JERRY ROBINSON** — #33 21 #17 12 28 #13 20 To Try Summer Baby, 14-32, #20 5, WPGC.

**#6 JERRY ROBINSON** — #33 21 #17 12 28 #13 20 To Try Summer Baby, 14-32, #20 5, WPGC.

**#7 KEITH CARRADINE** — #6 20 #17 22-9. To Try Summer Baby, 14-32, #20 5, WPGC.

**#8 WALTER MURPHY** — #32 21 #17 12 28 #13 20 To Try Summer Baby, 14-32, #20 5, WPGC.

**#9 KEVIN ROBINSON** — #34 26 #17 12 28 #13 20 To Try Summer Baby, 14-32, #20 5, WPGC.

**#10 WILD CHERRY** — #29 26 #17 12 28 #13 20 To Try Summer Baby, 14-32, #20 5, WPGC.


**#12 TAVARES** — Added at WRL, WCBG, WGBK, KJQ, WGM, KINGS. Jumps at WJET 21-12, WJFT 19-10, WQXL 18-10, WQAM 17-10, WFL 15-9, WSGN 14-8, WPGC 12-9. Top 5 at L.A. City One Stop, Raleigh/S.D. Sioux Falls, DC/Seattle, Denver.

**#13 JERRY ROBINSON** — #35 24 #17 12 28 #13 20 To Try Summer Baby, 14-32, #20 5, WPGC.


**#15 KEITH CARRADINE** — Added at WABC, WAGN, WSGN, WSNY, WKX. Last week's WABC, WAGN, WSGN, WSNY, WKX.

**#16 WALTER MURPHY** — Added at WABC, WAGN, WSGN, WSNY, WKX. Last week's WABC, WAGN, WSGN, WSNY, WKX.

**#17 BOB SCAGGS** — Added at WAGL, KRIZ. Last week added at WABC, WAGN, WSGN, WSNY, WKX. Added at WABC, WAGN, WSGN, WSNY, WKX.

**#18 KIRK ROBINSON** — Added at WABC, WAGN, WSGN, WSNY, WKX. Last week added at WABC, WAGN, WSGN, WSNY, WKX.

**#19 HELEN REDDY** — Added at WABC, WAGN, WSGN, WSNY, WKX. Last week added at WABC, WAGN, WSGN, WSNY, WKX.

**#20 PAUL DAVIS** — Heavy adds at WABC, WAGN, WSGN, WKX. Last week at WAGL, WKX. Jumped at WABO, WAGN, WSGN, WSNY, WKX. Added at WABC, WAGN, WSGN, WSNY, WKX.

**#21 OLIVIA NEWTON-JOHN** — Added at KHJ, KFLX, 99-9, WBSI, KS.
### The Cash Box Pop Radio Analysis

#### Most Added Records

<table>
<thead>
<tr>
<th>Song</th>
<th>This Week</th>
<th>To Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Still The One — Orleans — Asylum</td>
<td>20%</td>
<td>40%</td>
</tr>
<tr>
<td>Shake Your Booty — KC &amp; The Sunshine Band — TK</td>
<td>16%</td>
<td>69%</td>
</tr>
<tr>
<td>You'll Never Find A Love — Lou Rawls — Phila. Intl.</td>
<td>15%</td>
<td>68%</td>
</tr>
<tr>
<td>Devil Woman — Cliff Richard — Rocket</td>
<td>15%</td>
<td>44%</td>
</tr>
<tr>
<td>Play That Funky Music — Wild Cherry — Sweet City/Epic</td>
<td>11%</td>
<td>69%</td>
</tr>
<tr>
<td>Say You Love Me — Fleetwood Mac — Reprise</td>
<td>11%</td>
<td>58%</td>
</tr>
<tr>
<td>If You Leave Me Now — Chicago — Columbia</td>
<td>11%</td>
<td>11%</td>
</tr>
<tr>
<td>A Little Bit More — Dr. Hook — Capitol</td>
<td>10%</td>
<td>52%</td>
</tr>
<tr>
<td>With Your Love — Jefferson Starship — Grunt/RCA</td>
<td>10%</td>
<td>39%</td>
</tr>
<tr>
<td>A Fifth Of Beethoven — Walter Murphy — Private Stock</td>
<td>9%</td>
<td>69%</td>
</tr>
<tr>
<td>I Can't Hear You No More — Helen Reddy — Capitol</td>
<td>9%</td>
<td>9%</td>
</tr>
<tr>
<td>Wham Bam Shang-A-Lang — Silver — Arista</td>
<td>8%</td>
<td>30%</td>
</tr>
<tr>
<td>She's Gone — Hall &amp; Oates — Atlantic</td>
<td>8%</td>
<td>16%</td>
</tr>
<tr>
<td>You Should Be Dancing — Bee Gees — RSO</td>
<td>7%</td>
<td>99%</td>
</tr>
<tr>
<td>This Masquerade — George Benson — Warners</td>
<td>7%</td>
<td>91%</td>
</tr>
</tbody>
</table>

#### Station Adds This Week

- KSLO, KILT, WMPS, WFIL, WIFL, WQGL, WCOL, KJOY, KTAC, WKLO, WING, KAFY, WGK, KJRB, WAPE, WXY, WORC, KRSP, WSQA
- WRKO, WPIX, WPZE, WSAl, WDRO, WQGL, KNDJ, KATC, WHBO, KAFY, Z-96, KIMN, WLEE, WJET, KEEL
- Z-93, WQCL, WDHF, KGW, KTAC, KANG, Z-96, KJRB, WAPE, WBBF, WSGA, WDGY, WBQB, WOW
- WGCL, WCAO, KYA, KNDJ, KSTP, WOKY, WAVZ, WBBF, WMAK, WJET, WIRL, WLAC, WAKY
- KJRB, WQAM, KTLK, KREO, WQVF, KIIS, WHHY, WBGN, KLEO, WMAK
- WDHF, WNCl, WQGL, KJOY, KTLK, WAPE, WBBF, KLEO, WLEE, WMAK
- WOKY, WGK, WSGN, WAPE, KIMN, KEEL, WDRC
- KLIF, WING, Z-96, WSGN, KIMN, WSGA, WBQB
- WLS, WABC, KSLO, WNCI, KCBG, KYA

#### Looking Ahead to the Top 100

**#101 Light Up the World with Sunshine**
- Magnetic Dreams — ASCAP
  - Hamilton, Joe Frank & Denison

**#111 Stranger**
- (Inxs) — BMI
  - Johnnie Duncan (Columbia 3-10302)

**#112 Funny How Time Slips Away**
- (Teer) — BMI
  - Dorothy Moore (Mecano/TC M1033)

**#113 Struttin' My Stuff**
- (Crabbeac Music) — ASCAP
  - Elvin Bishop

**#114 Rescue Me**
- (Chiles) — BMI
  - Melissa Manchester (Atlantic AS 0196)

**#115 Cherry Bomb**
- (Five Boys) — BMI
  - Runaways (Mercury 73219)

**#116 Wichita Jail**
- (Night Time) — BMI
  - Charlie Daniels ( Epic 6-50423)

**#117 Get It While It's Hot**
- (Diamond/Deluxe & Mills) — BMI
  - Eddie Kendricks (Tamla 54276)

**#118 The Princess and the Punk**
- (Screen Gems/Columbia/Summertime) — BMI
  - Barry Mani (Atlantic 0194)

**#119 Better Than Average**
- (Peaceful) — BMI
  - (Fraschello/Jones/Kaufmann) (Vanguard VGC 17037)

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Cash Box/August 7, 1976
“Heavenly Voice” — When Sheila Tilton was born on the island of Oahu, Hawaii, her mother and father christened her Sheila Leolani Tilton. In Hawaiian Leolani means “heavenly voice.” Sheila began her musical career at the age of twelve when she and her two sisters, Gwen and Muriel, formed a group called The Tilton Sisters. They began performing for the local rodeos, Oahu’s military clubs and were featured on the now defunct Hawaiian Hayride. Then, at the age of sixteen, Sheila was voted “Queen of the Rodeo” at Barbers Point, sponsored by Hawaii’s only full time country music station.

When Gwen and Muriel dropped out of performing, Sheila formed her own group, The Suburbs, and continued playing throughout the islands. It was then that Jack Clone (known worldwide as the originator of the “naked waiters”) offered Sheila a chance to perform in his well-known Honolulu nightclub The Dunes. Sheila was there for over a year, performing six nights a week. After The Dunes it was to downtown Waikiki and the New Frontier nightclub for another extended period of time. Then to the Anchor Club with Bill Spilliard and the Nile Lilies, and on up to the present, the military club circuit on Oahu with The Country Classics, one of Hawaii’s top country bands.

Considered Hawaii’s top female country vocalist, she has appeared with many of country music’s superstars who have traveled to Hawaii to perform. She has shared billing with such artists as Buck Owens, Nat Stuckey, Roy Orbison, Tommy Overstreet, Tennessee Ernie Ford and many others.

Last year when Sheila appeared in the Times Opryland TV special with such names as Dennis Weaver, Sandy Duncan, Johnny Rodriguez, Billy Thunderklohd and Jim Stafford, Billy Walker, Sheila’s producer, was the musical director of the show. During the early part of this year she toured with the George Jones road show.

Sheila Tilton is now on the Con Brio label where she has had such releases as “Brass Buckles,” “Let Your Lovin’ Do The Talkin’,” “I’m Beginning To See The Light” and her current hot charting “Half As Much” (#47 bullet in Cash Box).

**Playboy Hosts Meet**

NASHVILLE — Playboy Records’ first southern distributors meeting took place recently at the downtown Hilton in Atlanta. The label presented an in-depth preview of the firm’s future product, as well as reviewing all of its current material.

Highlight of the event included a film presentation, which featured Playboy artists in various surroundings, while introducing the label’s roster of entertainers.

Playboy’s national promotion manager Eli Bird plans to take this same presentation on a tour of other major cities throughout the United States.

Among those present at the Atlanta affair were regional distributors and their key people from the southern cities of Nashville, Atlanta, Memphis, Charlotte, Miami, Houston, Dallas, New Orleans and Shreveport. Also attending were Playboy Records’ general manager (Nashville division) Ed Kirby and national promotion director Nick Hunter, as representatives of the label’s office in Music City.

Artists currently recording under the Playboy banner include Hamilton, Joe Frank & Dennison, Al Wilson, Weapons of Peace, Barbi Benton, Wynn Stewart, Chuck Price, Bobby Borchers, Lang Martine, Jr., Brenda Pepper, Sunday Sharpe and Mickey Gilley.

**Second Twitty LP Reaches Number One**

by Linda F. Cauthen

LOS ANGELES — “Conway Twitty Now And Then” on MCA Records holds the number one spot on the CB country LP charts, and is the second Twitty album to do so this year. “Twitty” held that spot the week of March 6. Twitty joins Ronnie Milsap, Elvis Presley and Willie Nelson, the other artists who have had two albums top the charts this year. Also, Twitty’s duet LP with Loretta Lynn, “Unified Talent,” is currently number four on the chart.

**Mom’ Stoneman Dies**

NASHVILLE — Hattie Frost Stoneman, the mother of the singing Stoneman family, died on July 22 in Murfreesboro, Tenn., at the age of 75.
COUNTRY ROUNDUP

Due for August release is the debut album on MCA Records by Byron Berline and Sundance, who recently signed a recording contract with the label. Byron, three times national fiddle champion, is well-known to bluegrass music lovers. His new band, Sundance, he not only plays traditional bluegrass, but mixes in country-rock and country blues. Each band member plays an integral part in this unique musical direction. Joining Byron are Dan Crazy, acoustic guitar and vocals; Jack Skinner, lead vocals and bass; John Hickman banjo; and Allen Wald, acoustic guitar and lead electric guitar.

The New Riders Of The Purple Sage have scheduled a European tour with the Grateful Dead in August. The kickoff will be at Wembley Stadium, August 7, in England. Other dates on the tour include two in France and two in Germany. This is the second European tour for NRPS and marks the first time they have played with the Dead in recent years. The NRPS were a spinoff from the Dead. The newest release on MCA Records for the New Riders is "She's Looking Better Every Beer."

Folllowing on the heels of her highly successful recording of "You've Got Me To Hold On To," which won the bronze award at the Tokyo Music Festival, Tanya Tucker's latest release on MCA Records is entitled "Here's Some Love." The song was written by Richard Mainegra and Jack Roberts and produced by Jerry Crutchfield. According to sources in Japan, Tanya is well on her way to becoming a major recording artist there.

Nat Stuckey's first MCA album, entitled "Independence," is due for release in the very near future in Australia. "I've never been to Australia," said Nat. "However, I have some good friends there and would welcome the opportunity to tour that country."

A real treat for Loretta Lynn fans is the annual "Loretta's Road Book," which was just published for sale at her personal appearances. The book contains plenty of photos and is written in Loretta's own words. Loretta has just completed recording material for an upcoming release on MCA Records at Bradley's Barn in Mt. Juliet, Tennessee.

The paperback rights to Jerry Clower's book "Ain't God Good" have been sold to Simon & Schuster, and it will be released in January of 1977. Jerry's current MCA album is titled "Ambassador Of Goodwill."

SIR DOUG EXITS IN — Flanked by well-wishers, ABC/Dot Records recording artist Doug Sahm of Sir Doug and the Texas Tornados relaxes after his Friday night (July 23) set at Nashville's Exit/In. Left to right: Don Cohen (WCAS; Cambridge, Mass.), Moe Shore, kneeling (WCAS), Kenny Greenblatt (WBNC, Boston), Doug, Huey Meaux (Doug's producer), Bob Pittman (WMAG, Chicago) and ABC/Dot vice president Larry Baunach.

David Allan Coe and Debra Lynn Cole were married July 4th following the Willie Nelson Day performance. The wedding took place in Dallas at the Electric Ballroom.

Roy Clark has been signed to co-host the Country Music Association's Awards Show on CBS, October 11. The show this year will be expanded to 90 minutes from the current one-hour format. Johnny Cash will share the hosting honors with Roy.

Don Williams has accomplished the astounding feat of landing all six of his ABC/Dot albums in the Top 20 of the country charts of the British trade magazine Music Week. Even more impressive is the fact that four of the albums hold down the first four spots on the chart. "Harmony" leads the sweep at number one, followed by "Don Williams Greatest Hits," "Don Williams Volume One" and "You're My Best Friend." The other two albums in the top 20, "Don Williams, Volume Three" and "Don Williams, Volume Two" are locked solidly into the number 15 and 19 slots.

Epic recording artist, Joe Stampley, has signed an exclusive booking agreement with the Lavender-Black Agency. Stampley's single, "All These Things," recently went to #1 in position in all the country charts.

Parker, Doherty To New Posts At MCA

NASHVILLE — MCA Records, Inc. has announced the appointments and promotions of Jack Parker to vice president, A&R Nashville, and Chic Doherty, to vice president, operations, Nashville.

Prior to the appointment, Parker was the director of artist development and formerly district manager for MCA in the Midwest.

Doherty will coordinate relations between the label and artists located in Nashville while acting as liaison and administrator for company activities in the Nashville area. Doherty's career with the company, begun thirty years ago, working for the Decca label in New Orleans. He was district manager in Dallas before moving to the Nashville office in 1970.

Jack Parker will continue to report to Bob Davis, MCA vice president of artist acquisition, with Doherty reporting to Parker in Nashville.

GMA RECEIVES ASCAP CONTRIBUTION — Ed Shea (r), southern region executive director of the American Society of Composers, Authors and Publishers (ASCAP) in Nashville, presents Don Butler, chairman of the fund raising committee of the Gospel Music Association and member of GMA board of trustees, with a $20,000 leadership contribution to the proposed GMA Hall of Fame. The ASCAP donation is among the first music industry gifts to the effort.
LOOKING AHEAD TO COUNTRY TOP 100

Stop The World (And Let Me Off)  Boatride
Donny King (WB)

Ike
Jim Mundy (ABC/Dot)

Whispers And Grins  David Rogers (Republic)

Don't Stop Believin'  Olivia Newton-John (MCA)

Peanuts And Diamonds  Bill Anderson (MCA)

The End Is Not In Sight  Amazing Rhythm Aces (ABC/Dot)

Whiskey Talkin'  Joe Stampley (Epic)

Brother Shelton  Brenda Lee (MCA)

Teardrops In My Heart  Rex Allen Jr. (WB)

Emmy Lou  Brush Arbor (Monument)

I've Been To Georgia On A Fast Train  Tennessee Ernie Ford (Capitol)

Love Is Thin Ice  Barbara Mandrell (ABC/Dot)

ALL THESE THINGS  Joe Stampley (ABC/Dot) 38 4

MERCY I AIN'T LOVE GOOD  Jean Shepherd (United Artists) 31 3

GIILY'S GREATEST HITS  Mickey Gilley (RCA) 36 6

IN CONCERT  Roy Clark (ABC/Dot) 23 17

ANGELS, ROSES AND RAIN  Donny & Marie Osmond (RCA) 38 6

THE OUTLAWS  Waylon Jennings/Wille Nelson 35 28

THE AMBASSADOR OF GOODWILL  Jerry Clower (MCA) 33 3

REMEMBERING THE GREATEST HITS OF BOB WILLS  32 5

MY LOVE AFFAIR WITH TRAINS  32 5

RAY PRICE RAINBOWS AND TEARS  31 3

Buck 'Em  Rock Garden/Warner Bros. (Warner Bros) 31 3

IT'S ALL IN THE MOVIES  Merle Haggard (Capitol) 35 22

THE BEST OF RAY PRICE  Ray Price (Columbia) 34 39

A LITTLE BIT MORE  Dr. Hook (Columbia) 35 3

FASTER Horses  Toots Hall (Mercury) 34 17

ELITE HOTEL  Emmy Lou Harris (Reprise) 38 28

WILDERNESS  D.W. McCall (Polydor) 46 14

MEL STREET'S GREATEST HITS  47 39

COME ON OVER  47 21

THE BIRD OF MEL TILLIS  49 2

SUNDAY MORNING WITH CHARLIE PRIDE  50 14

Six-time National All-Around Rodeo Champion Larry Mahan is busting out of Chute #1 over at Warner Bros. with his hard-riding first album, King of the Rodeo, produced by Snuff Garrett and Steve Dorff.

Stand back and listen up!

LARRY MAHAN'S

another winning entry from the heart of Warner Country. BS 2959

Cash Box August 7, 1976
KCKN - KANSAS CITY
Let's Put It Back Together Again - Jerry Lee Lewis - Mercury
Here's Some Love - Tanya Tucker - MCA
Can't You See - Waylon Jennings - RCA
My Prayer - Narvel Felts - ABC/Dot
I'll Never Be Untrue Again - Sue Robbins - ABC/Dot
Money Down In Sight - Amazing Rhyme Acies - ABC/Dot
Paul's Sugar - The Carter Family - Columbia
Honky Tonk Love - Ray Stevens - WB
Summertime Love - Lang Marine, Jr. - Playboy
You're One Of The People - DelWynne Phillips - UA
Teardrops Will Kiss The Morning Dew - Del Reeves & Joe Stamps - UA
WWVA - WHEELING, W.V.
The Hard Times - Billy Parker - SRC
The Night Time And My Baby - Joe Stamper - ABC/Dot
Try A Little Tenderness - Billy Thunderkold - Polydor
My Prayer - Narvel Felts - ABC/Dot
Emotional - Brash Attraction - Monument
Texas Woman - Pat Boone - Hitville
I Have A Girl Don't You - Jim Mundy - ABC/Dot
Here's Some Love - Tanya Tucker - MCA
Truck Drivin' Man - Red Steagall - ABC/Dot
Teardrops Will Kiss The Morning Dew - Del Reeves & Joe Stamps - UA
Mississippi Honky Tonk - Barbara Fairchild - Columbia
Sunday School Attendance - Sammi Smith & Elektra
Mr. Guitar - Coty Sisters - Capitol
Sunday Afternoon Boogie - R.W. Blackwood & Capitol
The American Classic Cowboy - Penny Devaren - Starcrest
KBOX - DALLAS
Can't You See - Waylon Jennings - RCA
Love You All To Pieces - Billy Walker - RCA
Here's Some Love - Tanya Tucker - MCA

KJUL - PHOENIX
Love You All To Pieces - Billy Walker - RCA
Can't You See - Waylon Jennings - RCA
All I Can Do - Dolley Parton - RCA
I'll Never Be Untrue Again - Sue Robbins - ABC/Dot
Here's Some Love - Tanya Tucker - MCA
Baby Love - Joe Lee - MCA
Teardrops Will Kiss The Morning Dew - Del Reeves & Joe Stamps - UA
Whiskey Talkin' - Joe Stamper - Epic
WAXY - LEXINGTON
Half A Man - Sheila Tilton - Con Bro
Johnny Cash - Columbia
Emotional - Brush Arbor - Monument
Corn You - Waylon Jennings - RCA
Here's Some Love - Tanya Tucker - MCA
I've Loved You All The Way - Donna Fargo - WB
If You've Got The Money - Willie Nelson - Columbia
Try A Little Tenderness - Billy Thunderkold - Polydor
I'm Easy - Keith Carradine - ABC
KENW - HOUSTON
Teardrops Will Kiss The Morning Dew - Del Reeves & Joe Stamps - UA
Half A Man - Sheila Tilton - Con Bro
Waiting For The Tables To Turn - Wayne Kemp - UA
Here's Some Love - Tanya Tucker - MCA
Baby Love - Joe Lee - MCA
Half A Man - Shepard & Clark - ABC/Dot
The End Is Not In Sight - Amazing Rhyme Acies - ABC/Dot
Honky Tonk Love - Ray Stevens - WB
WCLG - PEORIA
Peanuts And Diamonds - Bill Anderson - MCA
Honky Hungry Horse - Little Bill & the Blue Horizon Blues Band
Honky Tonk Women Love Redneck Men - Jerry Jay - Hill
Baby Love - Joe Lee - MCA
Mississippi - Billy Stewart & Suzy Jackson - Columbia
Homemaded Love - Tom Bush - Fair
The Great American Country Cowboy - Penny Detaven - Monument
Sunday Afternoon Boogie - R.W. Blackwood & Singers

KYKL - SAN ANTONIO
Lonesome N A Cowboy - Mondo Earhart - Epic
Even If It's Wrong - Glen Reech - Polydor
Put A Little Lovin' On Me - Bobby Bare - RCA
Support Your Local Honky Tonks - Ronnie Sessions - MCA
After The Storm - Wynn Stewart - Playboy
WMX - MEMPHIS
After The Storm - Wynn Stewart - Playboy
Half As Much - Sheila Tilton - Con Bro
Let's Put It Back Together Again - Jerry Lee Lewis - Capitol
Sunday School To Broadway - Sammi Smith & Elektra
I've Loved You All The Way - Donna Fargo - WB
KLAC - LOS ANGELES
I'll Go Back To Her - Waylon Jennings - RCA
I Don't Want To Have To Marry You - Jim Ed Brown & Helen Cornelius - RCA
I've Loved You All The Way - Donna Fargo - WB
Put A Little Lovin' On Me - Bobby Bare - RCA
Frog Kissin' - Chart Jocks - RCA
If You've Got The Money I've Got The Time - Willie Nelson - Columbia
WHKE - CLEVELAND
Baby Love - Joe Lee - MCA
Try A Little Tenderness - Billy Thunderkold - Polydor
Here Comes That Rainy Day Feeling Again - Conway Cato - Capitol
Cowboy - Eddy Arnold - RCA
Don't Stop Believin' - Olivia Newton-John - MCA
Here's Some Love - Tanya Tucker - MCA
The Right Time And My Baby - Joe Stamper - ABC/Dot
I've Loved You All The Way - Donna Fargo - WB
WTKR - CHICAGOn
All I Can Do - Dolley Parton - RCA
Don't Stop Believin' - Olivia Newton-John - MCA
Here's Some Love - Tanya Tucker - MCA
Half As Much - Sheila Tilton - Con Bro

A HIT!!!
Duane Murray
God Created A Woman
(OP 10050)
Produced by Jimmy Bowen
National winner of the Grand Ole Opry's 50th Anniversary Talent Search held throughout the U.S. and Canada.

For record or information contact:
Wally Cochran
1300 Division Street
Suite 201
Nashville, Tenn. 37203
or call (615) 256-7543

Cash Box/August 7, 1976
CRISTAL GAYLE (United Artists UA XW 8387)
One More Time (3:27) (Morning USA — ASCAP) (J. Heider, C. Heilburg, B. Blackburn)
Moving from a nostalgic tender love ballad into the swinging honky tonk piano era and back again, this Allen Reynolds production has the sound of another top crossover for Crystal.

SARAH MANDRELL (ABC/Dot DOA 17644)
Love is Thin Ice (2:45) (P-Gem/Cumberland — BMI) (G. Morgan)
With the sound of top charting, Barbara gives good advice on an infectious uptempo cross country single pulled from the LP "This is Barbara Mandrell." Excellent production by Tom Collins.

DAVID WILLS (Epic 8-50260)
(I’m Just Pouring Out) What She Bottled Up In Me (2:37) (Beindia — BMI) (D. Owens, J. Vowell)
Honky true country ballad complete with "story" lyric. Produced by Henry Strezlecki, a top bet for heavy box and chart action.

EDDY RAVEN (ABC/Dot DOA 17646)
The Curse Of A Woman (3:05) (Tree Pub. Co. — BMI) (S. Whipple)
A strong lyric given excellent interpretation by Eddy Raven. An uptempo best for top action, produced by Don Gant.

FLYING BURRITO BROTHERS (Columbia 3-10389)
Waitin' For Love To Begin (2:47) Fox Box — BMI (P. Kleinow, G. Gilbeau)
Rockin’ disco country beamed directly to the boxes, will also capture airplay. Produced by John Fischback.

HARLAN SANDERS (Epic 8-50261)
Honky Tonker (2:45) (Warner Tamerlane — BMI) (H. Sanders, R.G. O’Leary)
Many quarters will make many spins on the boxes with this pure country story of the life of a little boy.

THE OZARK MOUNTAIN DAREDEVILS (A&M 1842)
Chicken Stomp (2:28) (Lost Cabin — BMI) (S. Cash)
Heavy bluegrass. The incredible title is exceeded only by the incredible sound of the instrumentation. Hearing is believing! From the LP "Ozark Mountain Daredevils," produced by David Anderele.

JIMMY BUFFET (ABC 12200)
Woman Going Crazy On Carolina Street (2:58) (ABC/Dunhill — BMI/Pajamas Inc. — ASCAP) (J. Buffett, S. Goodman)
Rock flavored country with a story about a woman that’s usually "whispered" about. Production by Don Gant.

LARRY BALLARD (Capitol P4309)
Silver Eagle (2:28) (Beechwood/Window — BMI) (Larry Ballard)
Snappy cajun truckin’ produced by Pete Drake, placing heavy emphasis on the instrumental.

MACK WHITE (Commercial COM 1319)
Take Me All I Am (Or Let Me Go) (2:53) (Acuff-Rose — BMI) (Boudleaux Bryant)
A smooth ballad penned by Boudleaux Bryant and given excellent MOR production and vocal delivery by Mack White.

THE CATES SISTERS (Caprice CA 20124)
Mr. Guitar (2:33) (Sound Corp. — ASCAP) (J. Hunter, Roger LeBlanc)
Margie and Marcy have arranged, produced and played all but three instruments, plus vocals on this first for Caprice. A delightful uptempo crossover could command much attention.

ALEXANDER HARVEY (Buddah BDA 533)
Lonesome Cup Of Coffee (3:39) (Harrison — ASCAP) (Bob Russell)
Alexander gives this Bob Russell-penned tune a strong pop appearance. Excellent for MOR and FM plays. Production by Ben Talent and Harvey.

THE FOUR GUYS (Woodsmoke WS 112)
You Made It Right (3:30) (BMI) (Dillon, Anderson)
Smooth uptempo country making full use of banjo and dobro. The Four Guys are Sam, Brent, Rick and Gary.

TOM DESTRY (Phoenix XPR 129)
Deputy Dog Of Hurricane Holler (3:20) (Four Seasons/Bolink — ASCAP) (T. Destry)
Straight from Hurricane Mills comes this novelty about the dog that keeps an eagle eye on Loretta Lynn’s dude ranch. Good bet for plays.

JAMES HENDRICKS (GR7 060)
Long Lonesome Highway (1:45) (ENP Co. — BMI) (J. Hendricks)
An excellent marriage between artist, producer and material giving a sure bet for good charting. Country bluegrass produced by Scott Turner.

NATE HARVELL (Republic IRDA R-265)
Wine And Weakness (3:01) (Bocephus — BMI) (Steven Story)
Wine, weakness and stolen love make for good country listening. Produced by Dave Burgess, with dobro licks produced by Hank Williams, Jr.

BOBBY WARREN (Truckin' TR 7481)
Motorcycle Maniac (2:01) (Little River Pub. — BMI) (Melvin Nash)
The only missing item is the CB radio in this novelty that could go all the way.

VIVAN BELL (GR7 055)
What In The Name Of Love (2:28) (Blue Moon — ASCAP) (E. Conley)
Uptempo country about a lost love, produced by Nelson Larkin.

BOXCAR WILLIE (Column One SC 1004)
I Remember Roy Rogers (2:23) (Kuen Yin Pub. — BMI) (Boxcar Willie)
Putting the “western” back into “country and western” is this nostalgic lyric about musical pioneers, with production by Jim Martin.

CHERI JOHNSON (Woodsmoke WS 111)
A Little Bit Of Love (2:16) (MCA — BMI) (Helen Cornelius)
A happy uptempo tee-tapper penned by Helen Cornelius has the sound of good charting. Production by G. Rientland and W. Myrick.

MY FIRST ALBUM — Randy Corron — ABC/Dot DOSD 2048

GENE AUTRY COWBOY HALL OF FAME — Gene Autry — Republic IRDA R-6012

FAVORITES — Gene Autry — Republic IRDA R6013

SOUTH OF THE BORDER — Gene Autry — Republic IRDA R6011

LIVE FROM MADISON SQUARE — Gene Autry — Republic IRDA 6014

SONGS OF REBELLION — Jim Burroughs with Eric Weissberg and Deliverance — Audio Fidelity AFSD 6278
Balladeer Jim Burroughs, an American Revolutionary War authority, has teamed with Eric Weissberg and Deliverance, putting together a lesson in history. Twenty great bands make for great charting, one of the most familiar being "Barbara Allen." Produced, arranged and edited by Jim Burroughs.
Jim Maddox: Maverick Or Innovator

by Jess Levitt

LOS ANGELES — Jim Maddox, program director at KDYK in Los Angeles, is one of the new breed of young black program directors that is changing the face of black radio. Maddox has taken KDYK from a bland AM station, and into one of the most progressive black stations in the country. Last week Cash Box interviewed Maddox about black radio in 1976.

Black radio has gone through some interesting changes lately. Black stations around the country are playing more LP cuts, more cuts that used to be played only on crossover records. Maddox said the reason this is happening is that more and more black radio stations are becoming aware of their own needs rather than the needs of the record companies. "Radio stations are realizing that their purpose is to serve the community," he said.

Soul Waves

Nat Jackson is now the full-time program director at KNOK in Ft. Worth. He will be assisting music director Bernard Smith. One of the hottest records out now is "Play That Funky Music" by Wild Cherry. The record was first played by Bill Moon at WWVO in Columbus.

Katz in cooperation with Casablanca Records is having a "Name The Mothership That Tore The Roof Off The Sucker And Discovered The Star-Child." This is a national contest. Local prizes will be $100 worth of records to the first place winner, $75 worth to the second place winner and $50 worth to the third place winner. The first place winner will receive $1,000 worth of stereo equipment and records, second, $500 worth of stereo equipment and records, and $250 worth of stereo equipment and records for the third place winner. The first place winner will be flown in for a "radio concert" in a city of his choice.

Steve Crowley, program director at WORL in Chicago, said that his station was the first black station in his market in the most recent ARBs. On the weekends the station was #1 over the pop stations in their market.

Joe Fisher reported that WBMB doubled its audience in all time segments in their most recent ARB. Also WCKO stayed the same during the day but they had a 15% increase in listeners at night.

Dale Maddox, operations manager at WAMM in Flint, called in and said that he recently married Pamela A. Bakewell. Donnie is also looking for a new morning man. Send tapes to him in care of the station. His address is 1223 S. Traverse St., Flint, Mich. 48503.
The text contains a list of R&B singles that were released on specific dates, along with their respective artists and labels. The list is organized by date, with each entry including the artist, the title of the song, and the number of weeks it spent at the top of the charts. The text is a condensed version of a larger list, focusing on the most popular songs in the R&B genre during a specific period.
New Service Pkg. From PSE

SUNNYVALE, CA. — Project Support Engineering, producers of arcade games, video games and logic board test equipment, recently introduced a special arcade package which is designed to provide operators with complete repair capability for video games.

The package consists of a PTF-1 fixture to provide the necessary controls and power to operate the games, with a PSE-1 portion to handle the necessary diagnostics for isolating and repairing problematic phase I and phase II boards. The PSE-1 contains a built-in pulser, probe and logic comparator.

In addition, so that the test fixture may be programmed for the various different games, PSE provides a Universal Program Card (UPC) with pin assignment sheets which list all of the control functions necessary to play the game. The UPC enables operators to program the cards for the games requiring repair at the time the repair work is needed, thus eliminating the necessity of making contact with the specific factory for delivery of the cards. Another feature of the new package is an extendor board which an operator can harness to a specific edge connector, to correct the problem of incompatible edge connectors. Also included is an extendor harness, wired in the same manner as the connector in the future so that games with compatible connectors (dual 22) may be turned over and worked on while under test conditions.

Further information about the package may be obtained by contacting Project Support Engineering, 750 N. Mary, Sunnyvale, California.

R.H. Belam Appointed Seeberg’s Fla. Dist.

CHICAGO — R.H. Belam Company, Inc. has been appointed distributor of Seeberg phonograph, vending and Williams electronic products in the state of Florida. It was announced by William F. Adair, vice president and marketing sales, Seeberg Products Division.

The Belam office, to be known as Belam-Florida, a division of R.H. Belam Company, Inc., is located at 1541 Northwest 165th St., Miami, Florida. The division is headed by Marc Haim, and the day-to-day operational responsibilities will be handled by general manager Murray Kaye, formerly of Atlantic New York Corporation, a long time associate of Seeberg.

Upon conclusion of the negotiations, Adair stated, “The R.H. Belam Company brings thirty years of experience and success in the coin industry to the family of Seeberg. Their knowledge of industry and operating needs in equipment, service and parts will enhance operating conditions in the state of Florida which is one of the more rapidly growing areas in the country.”

“It is extremely gratifying,” Adair continued, “that Victor Haim, president of the R.H. Belam Company, selected the products of Seeberg to launch the firm’s expansion program into domestic distribution.”

3 Exh. Halls Booked For MOA Expo ’76

CHICAGO — Due to an unprecedented demand for space at the 1976 MOA Exposition, the association has booked an additional exhibit hall at the Conrad Hilton Hotel. The space addition is the North Hall, located adjacent to the registration area, and on the same level. Exhibitors, expected to attend in record numbers this year, will occupy a total of three exhibit halls, the East and West which were almost completely sold out by the end of June, and now the North.

The dates of Expo ’76 are November 12, 13 and 14 and the convention’s theme will reflect our nation’s bicentennial. As MOA’s executive vice president Fred Granger indicated, not only will the show be the association’s “biggest” yet but very likely to be one of its most spectacular in scope, size and exhibits have expressed intentions of having newly designed and refurbished exhibits.

Foreign attendance is expected to reach an all time high this year, as Granger further noted, based on the number of inquiries received from abroad and the various overseas tours being planned expressly to coincide with Expo.

Atari Appoints Kantor Mktg. Research Mgr.

LOS GATOS, CA. — Carol Kantor has been named manager of the newly expanded market research department of Atari’s coin-op products division. Kantor’s responsibilities include the implementation of pre-market testing and evaluation, product analysis, forecasting and planning.

Additionally, Kantor will conduct programs in consumer attitude research and target market analysis related to coin operated video game sales. Kantor has held marketing research positions with the Seeburg Company and Fairchild Camera and Instrument Corporation.

Frank Ballouz, Atari national sales manager for the coin-op division, commented, “We believe that increased in-depth research in all phases of our business will help us gauge the input we need to continue our leadership in the manufacturing of video games people want to play, and that will be more profitable for our distributors and operators.”

Ebco Holds Vulcan Tourn.

RED BANK, NJ — Participants from throughout the state took part in heated competition at the recent Vulcan Fussball Tournament, sponsored by Ebco Amusements at the Holiday Inn in West Long Branch, New Jersey.

Some 400 participants faced off for $500 in cash and prize awards at the double elimination event, according to Ebco’s tournament director Joe Bradford.

In addition to attracting a heavy spectator turnout, the tournament received extensive newspaper and radio exposure. Bradford said that, for the first time, the sport of fussball was given feature coverage by all four VHF channels operated by New Jersey Public Television. Bradford predicted that interest in the continued on pg. 47
Wis. Senate Seeks To Aid Small Businesses

WISCONSIN — The Senate Small Business Committee for the state of Wisconsin held an organizational meeting recently to determine the nature and scope of the various problems relating to small businesses and to encourage the proprietors of such businesses to submit testimony and general comments that will aid the committee in determining concrete solutions.

Heartened by the effort, Leonard Roulier, executive director of the Wisconsin Music Merchants Assn., issued a special bulletin for distribution to the entire WMMA membership soliciting their cooperation in the project. He outlined the broad areas of testimony being sought: i.e., the problems encountered by the small businesses in raising and retaining capital; aspects of state tax policy which would be most beneficial in developing and fostering small businesses; changes in regulation and excessive licensing to help reduce the burdens of the small business and improve competition; and any other specific problems confronting small businesses in Wisconsin.

Individual testimony on these and related issues will provide a comprehensive view for the committee to study, as Roulier pointed out. Public hearings were scheduled in various areas of the state during the period of July 14 through September 22 and WMMA members were encouraged to participate in these hearings.

Atari Hosts Service Seminar

LOS GATOS, CA. — Atari, Inc. will hold a special seminar to further acquaint operators and distributors with techniques designed to troubleshoot problems associated with Atari's new microprocessor-based games.

The seminar, to be conducted primarily by Dan Van Elderen from Atari's engineering department, will be held at Atari headquarters Aug. 23-24.

Cash Box spoke with Don Smith, manager of customer services for Atari, who explained the importance of these sessions. "Video games until recently were using just straight digital processing. Now, microprocessors are being used more and more and about 80% of the people don't understand this process or have the equipment to deal with it. We intend to fully introduce them to this process and give them the confidence they need to work with this equipment and ultimately save themselves a lot of time and money.

Plans are also being formulated for a similar service seminar to be held at a later date in the Chicago area for Atari's eastern distributors. Those wishing to attend or receive additional information should contact Don Smith at Atari, Inc., 2175 Martin Ave., Santa Clara, Ca. 95050.

Jukebox Royalty Exemption Fails to Pass

see story on page 9

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• Colored cars
• Operator adjustable game time

2175 Martin Ave., Santa Clara, CA 95050, or phone (408) 984-1000.
Mac Briar, a well-known coin coinite figure for some thirty-odd years, has joined the staff of National Coin here in town. “We’re very pleased to have someone of Mac’s knowledge and experience on our editorial staff,” said Mr. Cash. National Coin is known for itself and National owner Elomer Schmitt. In addition to his lengthy tenure on the distributing level, Briar was also an editor for a number of years.

Gapsulation and Record Keeping for Wax-Filled Games — “initial reports on the new ‘Wax’ cocktail table are beyond our expectations!”

From the local NAMA office comes word that, as of mid-July, 155 exhibitors had reserved booth space for the association’s 1976 Convention-Exhibit in Philadelphia. Included in the early stage of plans are fields for basketball, pinball, and amusement equipment. Thus far, the number of exhibitors has actually surpassed the exhibit footage of last year indicating, according to NAMA’s director of sales Jack Rieley, that the ‘76 event will be the largest ever. NAMA is confident that it will be expected to top 8,000. Show dates are October 7-10 at the Civic Center in Philadelphia.

Ruthi Rosensohn of Allied Leisure Ind. will be touring to the north come August 2, for a week of personal appearances making much progress with operators. Ev’s personal promotion of it has resulted in heavy newspaper exposure, especially on the sports pages since the artists are all members of the Philadelphia Phillies ball team, and increased sales are expected to this new campaign.

received a call from evelyn Darlymple of lieberman one stop in omaha with a followup report on the single “pillies Fever” by cash-bowa-Schmidt-luzinski & Maddox (grand pe) who are restoring the “classic cut” cocktail table.

A very exciting event, and the first of its kind that we know of, took place last weekend on the back lot premises of Pico Indoor Spors. Bill Haun and Phil Bunch of Bill & Phil’s Coin Machine, together with Chris Loumakis of Pico Indoor Sports held an antique games and jukebox auction which attracted just under 200 buyers who came with their families and friends. According to Bill and Chris, the auction was an out and out smashing success. In fact, their advertising efforts, which ran in the TV Saturday Evening News, Seeburg 1015 Wurlitzers, and surplus video equipment were among the many items up for grabs.

Chris tells us that len schmoller, marketing director for U.S. Billiards was in town visiting last week. Sales on the whole U.S. line are good with the “parquet” model doing extremely well in this area. Pleasant chatting with Harry Kane, president of Segu of America who returned from his busy week with distributors. Harri was nice drinking everybody but he’s saying that it’s wonderful for business. Distributors and operators can see business trends taking form and “manufacturers should not ignore them. A sales cycle just isn’t complete unless there is full contact with everyone.” As for Segu’s two new games, “Road Race” was received despite a rather slow summer season and saturated market for driving games, “Tracer,” a showing game with new configurations was also well received.

Atari field service engineer, Fred Mccriod, will conduct operator training seminars as follows: August 16, 5:00 p.m. at Rolls-Royce, 16-17, Atari; August 18, 5:00 p.m. at Columbia, S.C.; August 19-20 at Brady Dist. in Charlotte, N.C.; Sept. 13-14 at Columbia in Cleveland in Columbus, Ohio; and Sept. 23-24 at R_pollen in Montreal, Canada.

Thanks to Harvey Curry from Disco Records in Seattle for these hot items in this area: “Play That Funky Music” by Wild Cherry, “Hot Stuff” by the Rolling Stones; “Who’s She Coo” by the Ohio Players; “Struck” by Leon Haywood; and “Something He Can Feel” by Aretha Franklin.

Mr. & Mrs. Darwin Leslie, Bonesteel, S.D. in the cities for a few days doing some shopping...CURLY KRAMS, Regina, Canada, in town for a few days on a buying trip...JOHNNY CUPP, Duluth, in his spare time is quite a boat man. Just traded his older boat for a new 28 ft. boat with 10 ft. beam, galley, sleeps 4 and a beauty...ERNEST WOOLLSEY and son BRUCE in the city for the day buying lots of equipment...seen in town this past week were DARS HOLMAN, Duane Johnson, Elmer Edel, Mason City, Gene Clemons, Carl Gedney, and Jack Kreidler...Carl Gedney feeling much better since his last stay at Mayo Hospital in Rochester. Seems that Carl’s heart acts up every now and then since his heart surgery. However he looks good but must take it easy and not overdo...VERN WOOLLSEY stopping off in Minneapolis before driving home with his family from a week vacation in Duluth...Mr. and Mrs. John Spokane, from Spokane, are back from his 6 week trip to Europe. Stopped in to tell us about his experiences during his travels and how well he and his wife enjoyed the trip....Perry Smith, Perry Amusement Co. is returning to the states from his work in the Philippines in the middle of a two month round the world trip. In the meantime his dad Phil has taken over...BOBBY LANE, parts dept. at lieberman’s is back after vacationing in Boston for 3 weeks. Mrs. Lane’s folks live there and the Lanes visit them every summer...Mr. & Mrs. Wally Littlefield and their children in town last few days. They are in the up state...DICK Dial, of the Minneapolis Jukebox Co., his U-Haul and heading home...DICK Bixen, Mnn., on a day off trip fying to the Bahamas for a few hours of gambling. One of these junkets that cost you nothing but what you lose or can with Mr. Dave McNam on a week’s vacation doing plenty of fishing which is his enjoyment...Up and coming entertainment: STILLS & YOUNG at the St. Paul Civic Center Friday Aug. 13, CLEO LANE at Orchestra Hall, Sunday and Monday July 25-26, Judy Collins at Northrop Auditorium Sat. July 31, THE CARPENTERS July 29 at the Northrop Auditorium...Mr. & Mrs. Rudy Grahek in the cities for a few days making the rounds and Mr. & Mrs. Gordon Runnemberg in town for the day.

Earnings report...The firm’s Recreation Products Group experienced an improved operating level of 6% over 1975. Recreational equipment continued strong, but was partially offset by slower sales and related equipment during the first six months, sales of the domestic operations increased from last year. European operations, however, experienced seasonal losses and reduced demand for tennis products which adversely affected the group’s overall results.

State Association Calendar 1976

September 10-12: Florida Amusement Merch. Assn., ann. conv., Deauville Hotel, Miami Beach
September 14-16: Music Operators of Virginia, ann. conv., Hyatt House, Richmond
October 2-3: Coin Operated Industries of Nebraska, meeting, Ramada Inn, Lincoln
October 2-3: Wisconsin Music Merchants Assn., ann. conv., Holiday Inn, Green Bay
October 14-16: West Virginia Music Vending Assn., ann. conv., Holiday Inn, Clarksburg

EASTERN FLASHES
At press time last week samples of the newly premiered bicentennial pinball models (New World 4-player and Conquest 200-player) from Playmatic were expected to arrive at Universal Affairs and Ohio State Game. Entertainment will soon be introduced to serious pinball players, including pool tables, "Shark," "Air Jai Alai," "Pro Soccer," etc. He also mentioned that the distrub will be planning on some more service schools this fall RON GOLD of Cleveland Coin Inter- national is in town looking over some of his billiard equipment. He’s re- porting to be in fine form.

NATIONAL Coin May 12, 1976
Eric Carmen

touring was one of the most important things for an emerging artist to do. “Every time you go out you make more fans. Eric’s first tour was a major one, stretching over six months, during which he had three days off at home in Cleveland. The second day he was at home in Cleveland, he would have to fly off to a meeting of the Arista distributors to meet them and see how they were getting along. It was important.” Poses added that while on the road, Carmen visited radio stations and met the local Arista promotion and distribution people and did press interviews. He added that if there are important dates available which are less rewarding because of their location, he would pursue the new album. “The money at this point is not what’s important; we’re building for long range success.” Poses said Carmen was working hard, beginning in October, Carmen will have established his base. The tour will follow the release of his second LP in January. In light of Carmen’s success in three different areas of music, Poses was asked what he would like to pursue with the new album. “He’s not musically, he’s grown up like everybody else, if I had to put a label on it, I would say, ‘solo singer-songwriter.’” Poses added not looking to lose the MOR audience. The direction comes by itself, and the people who listen to the various kinds of stations will pick them up. What.

No Demo Tape Made

Poses recently kept his وزير during their last year and a half together, when he was said to be in conflict with this. It was partly because when the band put together the “best possible set,” according to Poses, Carmen ended up singing eight out of ten of the songs. According to Poses, Carmen was the “frontman” of the group, and Carmen and he always had in the back of their minds that Carmen would become a solo artist. “I had to spin Carmen around, and his availability was made known but no demo tape was made. Poses feels that it is important for a label to “listen” to a potential artist, either during a performance or an open meeting, for example. He added a package of artist, producer, and manager, and he had the interested composition. The label then gets to listen to Carmen play some songs on his piano. “Olve Davis showed more interest than people in a 24 hour business world was busy,” he said. Other thing was that Clive was building a new company, he had no superstars, and I didn’t want to get in an “art for art’s sake thing.”

“Davis heard Carmen perform four songs, among which were part of “All By Myself” (At the moment after Carmen’s first and second singles respectively. Poses was asked how important hits single can be. Poses said “for artists to break up, even strongly on FM, without a hit single. However, as far as Eric is concerned, I think the most important thing has been concert appearances. The band is now taking charge of the concerts and the building and the hype ourselves, and not wait for the reaction from the public.” Poses feels that concert appearances are the key to a potential artist’s reaction to an act can be accurately sensed.

Lou Boorstein Dies

MIAMI, FLA. — Lou Boorstein, who at one time some 15 years ago ran one of the most respected one-stop operations in New York, Leslie Distributors, died last week. He was 61 years old and collapsed in his doctor’s office. He is survived by his wife Eleanor and four sons.

Bernie Boorstein, who owns Double B Records, the Freepost, Long Island one-stop, got his training at Leslie from his uncle, Lou.

Retail LP Selling Prices:

Atlanta: At Franklin Music (3 locations), Moody’s Blues catalog and the four solo releases by Serum and the Heptones. The following are among the records that are currently available, and four new releases from WEA for $3.88/$4.99 tape. (Sunday Atlanta Journal-Constitution).

Baltimore: At Korvettes (4 locations), the following features: multi-label sale (including Warner Bros., Atlantic, CTI/Kudu, Elektra/A&M, Udo. Uda, MCA for $3.97/$5.69 tape; five recent releases from Capitol (including newest Wings, Steve Miller, Natalie Cole) for $3.97 per LP (Beatles’ "Rock ‘N Roll Music," 2-LP set for $5.99; four recent releases from Atlantic (including newest Bob James, and George Benson for $3.97 per LP). Recent releases from Warner/Reprise (including newest Beach Boys and Rod Stewart) for $3.97 per LP (newest Commander Cody, 2-LP set for $4.47; recent releases from Elektra (including newest Carly Simon, Aretha Franklin, Spinners, Rod Stewart, Beach Boys, and James Taylor) for $3.97 per LP (remainder of entire label’s catalog for $4.99 per tape); six recent releases from CBS (including newest Aerosmith, Jeff Beck, and Lou Rawls) for $3.99/$5.79 tape (remainder of entire label’s catalog for $4.99 per LP) (Beatles’ "Rock ‘N Roll Music," 2-LP set for $6.19); four recent releases from RCA (including newest Jefferson Starship, Waylon Jennings, and Davis for $3.99 per LP) (remainder of entire label’s catalog for $4.99 per LP; five recent releases from A&M (including newest Captain/ Tenille, and Geata for $3.99 per LP) (remainder of entire label’s catalog for $4.99 per LP; four recent releases from Stax (including newest Isaac Hayes) for $3.99 per LP (remainder of entire label’s catalog for $4.99 per LP; all Pablo jazz records for $5.99 each ($7.98 list); newest LPs by Norman Connors and Melba Moore (both Buddah) for $5.99 per LP; five new releases from $3.99 per LP; all LPs in Vox/Turnabout and Victory catalogs for $2.49 per LP, any 5 for $11; any five $6.98 list prices for $21 ($4.20 each); entire Arista catalog for $29.99 for $24.99, and $29.99 for $22.99, and $29.99 for $20.99). (Baltimore Sun).

Boston: No ads in Sunday Boston Globe.

Chicago: At Korvettes (6 locations), the same ad with the same offerings at identical prices that appeared in Baltimore. (Sunday Chicago Tribune).

Cleveland: At Record Theatre (3 locations), five most recent Spinners releases (Atlantic for $3.99/$4.99 tape, plus “Spinners Live”; 2-LP set for $6.99/$7.99 tape, with mention of upcoming television appearance. At Tokyo Shapiro (5), 12 recent releases (including newest Captain/ Tenille, Trammps, and the Miracles). The following is at the beginning of the next tour, which was ELO on UA, and Van McCoy on H.H. for $3.99 per LP. At L.C. Penney (12), five releases from Liberty (American Variety International) for $3.99/$4.99 tape. (Cleveland Plain Dealer).

Dallas: At Thomas & Hart, sale on Beatles catalog and catalogs of four individual members (Capitol for $3.88/$4.98 tape (similar discounts on multiple-LP packages, “Rock ‘N Roll Music” for $6.28/$6.08 tape. (Sunday Dallas Morning News and Sunday Dallas Times Herald).

Denver: At Budget Tapes & Records (16 locations), debut release by Southside John/ny/Asbury Jukes (Epic for $4.69/$5.99 tape, to debut record agreement. (Sunday Denver Post).

Detroit: At Korvettes (5 locations), the following features over two pages: all LPs on London and affiliated labels for $3.97/$4.99 tape, newest LPs by Crosby/Nash, Steely Dan, and the Eagles for $3.97 per LP; five recent releases from Motown (including newest Diana Ross and Commodores) for $3.99 per LP (remainder of entire label’s catalog for $4.99 per LP; five recent releases from A&M (including newest Captain/ Tenille and Geata) for $3.99 per LP (remainder of entire label’s catalog for $4.99 per LP; four recent releases from Stax (including newest Isaac Hayes) for $3.99 per LP (remainder of entire label’s catalog for $4.99 per LP; all Pablo jazz records for $5.99 each ($7.98 list); newest LPs by Norman Connors and Melba Moore (both Buddah) for $5.99 per LP; five new releases from $3.99 per LP; all LPs in Vox/Turnabout and Victory catalogs for $2.49 per LP, any 5 for $11; any five $6.98 list prices for $21 ($4.20 each); entire Arista catalog for $29.99 for $24.99, and $29.99 for $22.99, and $29.99 for $20.99. (Cleveland Sun).
Letters To The Editor

hope that we are still running our own business at RDM, Inc., and I do not see where my letter implied in any way that we or anyone else was being forced to par-ticipate. However, here are the three “faults” I find in the ABC Records RAPP program:

1. You include 45 rpm singles in the percentage figures. I believe this to be very unrealistic, and in fact to be very unfair to a rock jobber like ourselves that merchandises an average of 140 singles titles. Furthermore, I believe it to be unfair to the present and to theiatrically, some areas of the country are necessarily in-cluded with 45 rpm singles sales than other areas. This also holds true for any tool of outlet versus another.

2. I do not agree with your stipulation that a six (6) month period must first be served in order to see if one qualifies for a membership, because "A", "B", or "C", and then during the course of the next six (6) months you may, or may not, prove yourself deserving of the appropriate award, feel that the deserving award should be given at the end of each six (6) month period, beginning with the very first period.

3. Your ABC Records RAPP program would better serve to reduce returns if it were programmed in such a manner as to reward your sales forces. There has to be direct and immediate compensation for their efforts, with an incentive from release to release to minimize the return factors.

Sincerely,

Record Department Merchandisers, Inc.
William L. Brown, Jr.
President

P.S. I am taking the liberty of forwarding a copy of your August Love letter and a copy of this letter to Cash Box magazine and as many of the same suppliers or manufacturers as carbon copy on my letter of June 30, 1976.

Secondary New Additions 2/20
35 to 23 You'll Never Find — Lou Rawls
26 to Wham — Sam & Dave
25 to 29 This Masquerade — George Benson
22 to You Say You Love Me — Fleetwood Mac
17 to 24 Last Child — Aerosmith
23 to 35 Lowdown — Boz Scaggs
96 to VDALLA
46 to Cimeli — Chicago — Columbus
36 to Stylings Mama — Henry Grass — Lifesong
30 to You Do It — Grand Funk Railroad — MGM
33 to Showboat — ELO — UA
35 to Talk Talk — Rick Springfield — Columbia
42 to 22 Sophisticated Lady — Natalie Cole
49 to 25 Go Breakin' — Free — Warner Brothers
17 to 48 Runnin' Home With A Fool — Elton John & Kiki Dee
15 to 42 Little Bit Man — Dr. Hook
13 to 20 You Ought To Be Dancing — Bee Gees
27 to 32 One Fine Day — Larry Coryell
24 to 15 Play That Funky Music — TV Times
12 to 23 Hold On — Fleetwood Mac
7 to 19 Reckoning Time — Eddy Kendricks

WABD — CLEVELAND
41 to Both We Need — Norman Connors — Budshaw
56 to Brother To Brother — Turbo Flowers — Emotions — Columbus
13 to Can't Be Real — Marcia Rack — RCA
20 to Only You — Curtis Mayfield — Curtom
12 to Funny How Time Times — Barry Moore
37 to Come On & Ride — Enchantments
13 to Go Back In Time — Tyrone Davis
28 to 35 No Sign Of You — The Kendricks
24 to Can't Let You Go — Barry White
28 to 49 Sweetest Love — Gladys Knight & the Pips
22 to 51 You Put On — The Supremes
25 to 46 I'm Just A Lucky Guy — Al Green
22 to 16 We Put The People — General Johnson
14 to 20 Lackin' Redneck Park — The Dells

KATZ—ST LOUIS
41 to One More Love — Lou Rawls
11 to I Need It — Johnny "Guitar" Watson — D. James
20 to Locriten — Not Scaggs — Columbus
9 to Lean On Me — Melba Moore
17 to Just Like The Movies — Bloodstone
13 to London — Hard Work — John Hardy

Benny Carter

Through producer Norman Granz, Benny Carter will be heard on several upcoming recorded projects, including albums with Dizzy Gillespie and Count Basie.

Country New Additions 2/29
WJOY — JACKSONVILLE
32 to My One And Only — Amazing Rhyme Aces — ABC/Dot
34 to My Baby Is Asei — The Orifices — ABC/Dot
26 to Emmelena — Brunch Arbor — Monument
17 to I've Been On A One Man — Jim Johnson — Ernie Forrest — Capitol

WRLH — ALLENTOWN
28 to I'm A Man — The Animals — ABC/Dot
26 to My Baby Is Asei — The Orifices — ABC/Dot
23 to Mr. Bossman — The Ventures — ABC/Dot
13 to The Seeker — The Easybeats — ABC/Dot

WREX — WHEELING
41 to Keep On Runnin' — Tony Orlando — ABC/Dot
35 to You'll Never Find — Lou Rawls
29 to Tell Me The Truth — Sam & Dave
20 to The Things — Carl Wayne
18 to 84 The Collection

WTKL — THE ATLANTA
35 to Hold On — The Supremes
27 to The Merchants — Crest
24 to I'm A Man — The Animals — ABC/Dot
23 to You Won't Let Me — Tony Orlando
20 to Restless — The Easybeats
13 to No Tellin' — The Four Tops

R&B New Additions 2/44
19 to 15 Refugee — Lou Rawls
13 to 34 You Say You Love Me — Fleetwood Mac
10 to 41 One More Love — Lou Rawls
7 to 48 The Sweetest Thing — Eddy Kendricks
4 to 25 Love Songs — Gladys Knight & The Pips

Pop Additions 2/32
15 to 23 Hero — Paul Jones
20 to 47 Don't Do Me No Good — Doowns & Adams
13 to You Don't — Grand Funk Railroad — ABC
27 to I'll Be There — The Who
15 to 47 Runnin' Home With A Fool — Elton John & Kiki Dee
24 to 36 Play That Funky Music — TV Times
21 to 33 The Night They Called Me Flowers — Dee & Rome
18 to 44 Tell Me What It Takes — MCA
25 to 49 You Don't Love Me — Lou Rawls

Cash Box/August 7, 1976
ABC, Disques Carrere Enter French Distribution

LOS ANGELES — ABC Records has signed a distribution agreement with Disques Carrere for the United States.

Commenting on the new association, Steve Diener, president of ABC International, noted, “Disques Carrere is an extremely aggressive French company which has enjoyed a great success in France during the past few years, at any given time, artists from Disques Carrere’s roster have dominated both the French singles and album charts.”

“Our objective in the French market,” Diener continued, “was to find the proper artist who is strong in the area of promotion and who also understood the special nature of selling American repertoire to the French public, whose tastes can be quite specialized.”

The agreement between ABC and Carrere was recently signed in Carrere’s French headquarters with Diener, Claude Carrere, the French company’s president, and Jean Marc Bel, Carrere’s representative, attending.

Disques Carrere will distribute all of the ABC family of labels in the French market.

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 29 at 10 a.m.

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New Carlin, Heath Levy Catalogs; Shelley Resigns Magna Position

LONDON — Paul Rich of Carlin Music has returned from the states with a number of important catalogs acquired while there. The Jacksons, formerly the Jackson Five, are able to have their publishing interests Peacock Music and Stone Gold Music represented by Carlin. The Jacksons now record for CBS and an album and single are expected from them in September plus a single record by Michael Jackson. Rich also acquired the important Light Music and Micache Music catalogs, which contain allgomery music by Santana. This deal also gives Carlin the chart topping Omigos album. Santana will be touring Europe in August. Elvis Bishop’s Grabshaw Music and John Sebastian’s Sebastian Music were also secured by Rich and Carlin president, Fredley Biestock. Eddy Levy has returned from America

20th To Phonogram Argentina

BUENOS AIRES — As of August 1, 20th Century Fox Records is being represented by Phonogram in Argentina. The label was previously handled through M.Y.B. which obtained strong results for artists like Barry White and Maureen McGovern.

Phonogram’s general manager John Lear solo albums from Disques Carrere are scheduled for a summer campaign in behalf of its new label.

Phonogram, with the Brazilian Embassy in Buenos Aires, arranged a party at the Sheraton Hotel to present a new series of Brazilian records, by artists like Baden Powell, Eli Chaves, Jorge Luiz de Moraes and Troquinho.

Enlightening the event, Troquinho was present in Buenos Aires — he came for appearances in several cities, with singer Simone — and drew strong applause with his show.

Trova’s Dr. Carlos Garber reports very good sales for the new Susana Rinaldi LP, “Un Semejante,” which contains a selection of songs and some music from the show Susana is playing at the Embassy Theater. Trova is also releasing an LP recorded by Joseta Mora, with the Astor Piazzolla orchestra. Troles is being managed now by Fernando Iborra, one of the most powerful local impresarios, and has signed a contract with RCA.

CBS’ Raúl Abramzon is having good success in Panama, and plans to return to Buenos Aires in the next September. The singer has recorded an LP recently and will present it with a TV show next month.

CBS has just signed an agreement by which all Solo Greve (the Globo TV network) original masters will be distributed in the world by RCA companies. Contract calls for a first option in 40 days.

Roberto Carlos is now in Europe for a few shows in Spain and studying the English lyrics of his next recordings, which will be done in New York, probably this coming September.

“Sinal Fechado,” a song written by Paulinho Da Viola and published by Inter-song, was recorded in Italy by Ornella Valtoni.

Macedones, a group from Spain, just finished recording at the “Eu So Quero Um Xodo” by Dominghinos.

CBS Sugar Releases Eleven ABC Singles

ROME — CBS Sugar has reached into the ABC Records catalog to launch two new singles series aimed at the nostalgia and disco markets.

During their first four months of work for the label, CBS Sugar has released 21 ABC albums and 24 singles.

More TV, LPs For Les Reed

LONDON — Les Reed will conduct the Swedish State Radio Orchestra augmented by British musicians for a TV presentation “The Musical World of Les Reed” to be screened on Swedish TV next New Year’s Eve.

The arranger, songwriter and musical director for the Stockholm at the end of November accompanied by key British musicians to lead sections of the Swedish Orchestra. The show will be recorded in the Swedish capital, and produced by Barbro Francke.

On July 20th Reed began an eleven-week series for BBC Radio entitled “Les Reed And His Musical World” conducting the sixty piece BBC Radio Orchestra with Tony Marsell singers and Vince Hill who is also scripting and introducing the shows.

Decca is releasing a 25-track double album called “Focus On Les Reed” in September and is considering a single coupling his arrangement of Elgar’s “Nimrod” and his own “Lest We Forget” for Remembrance Day release this fall.

‘Dragons Dream’ Sets Fall Publishing For Album Sleeve Art Book

LONDON — Dragons Dream, publishers of the celebrated ‘Dragons Dream’ Views book of producing and publishing this fall a new book ‘The Album Cover Album.’ When issued, this book will be a definitive study of the history of the record sleeve. Recognizing the album sleeve as an art form, the publishers intend this book to be the first of a series of albums on the subject of best sleeve art.
International Executives On The Move

Stephen Shrimpton, managing director of the EMI (Australia) Limited Record Division has announced the following staff positional changes:

Terry Howard, former public relations manager, assumes the new position of marketing development manager, responsible for active reperoire acquisition, development and exploitation and also the operation of the EMI (Australia) Limited studio complex.

David Wyatt named commercial manager, Aria/Bell Records, has been made public relations manager. Langford is also in charge of the Aria/Bell catalog with the help of an assistant until a replacement can be found.

Bryan Dawson has been appointed sales training development manager.

Patricia Byrne named 'classical' product manager, beginning a new emphasis on that area of catalog and its ultimate exploitation.

The following are just some of the World's Great Talents we are proud to have presented on Concert Club and/or Television engagements over the Pond...


and more to come in the 1976 — 1977 Concert Season.

U.S.-Australian
Broadcasts...

"Although their population is smaller and there are fewer signals (only about twenty stations in Melbourne as compared to 76 in the greater Los Angeles area) they're going after the same age groups," related Van Dyke.

Playlists

When asked what playlist sizes compare with a KHJ. Van Dyke pointed out that a similar rotation of thirty to forty records is used (KHJ revolves around thirty), "but they seem to play a lot more older records. Their golden library goes back a lot further in time than ours."

Van Dyke, whose performance on a local drive-time show was taped for "Current Affair," a national Australian program, also noted that during the time he was in Melbourne, 3XY aired no less than five specials.

"A regular thing down there," commented Charlie. "It's to play an album, start to finish, with the artists commenting. One of the guys at 3XY did this with a Kiss album before it was ever released in Australia and it went over very well."
John Mayall/ A Banquet In Blues
ABC 958
The British blues master's latest is one of his finest, with a long list of honored guests that includes Jon Mark, Johnny Almond, Sugarcane Harris, Blue Mitchell, and 19 more. A veritable feast.

Delbert McClinton/ Genuine Cowhide
ABCD 959
To anyone who missed Delbert's last album, "Genuine Cowhide" is going to be a genuine surprise. It's a without-looking-back collection of rock and roll classics like "Pledging My Love." "Please, Please, Please," "It's Love Baby (24 Hours A Day)," and "Lovely Dovey."

Randy Corcor/ My First Album
DOSD 2048
At 22 he's Houston's hottest session guitarist and lately he's become a singer, with two big hits already under his belt—"Sometimes I Talk In My Sleep" and "Heart Don't Fail Me Now"—both on his ABC/Dot debut album.

Buck Trent/ Bionic Banjo
DOSD 2058
He's one of the Hee Haw regulars and Roy Clark's chief sidekick. He's also a bonafide, down-with-it, can't-quit-it, sweet-talking super-picker. His new album features his hit single, "The Wrestling Matches."

Larry Hosford/ Crosswords
SRL 52003
Larry Hosford writes new Western style music with a trucker's authority and a poet's command of language. He's an artist of the first rank with a brilliant second album.

The Biblical Gospel Singers/ Pray for the Good Of The Land
SBLP 268
The finest in contemporary Gospel from Peacock & Songbird Records.