"Her name is Joan Armatrading and what she does is send shivers up your spine every time she sings her songs." - ROLLING STONE

"DOWN TO ZERO"
THE NEW SINGLE FROM JOAN ARMATRADING

JOAN ARMATRADING "DOWN TO ZERO" ON A&M RECORDS & TAPES
(AM 4898)

JOAN ARMATRADING ON TOUR:

January 5/7
CELLAR DOOR, Washington, D.C.

January 8
BERKELEY PERF. ARTS CENTER, Boston, Mass.

January 9
PARIS THEATER, Portland, Maine

January 10
PLACE DES ARTS, Montreal, Canada

January 11
PLAYERS, Westport, Conn

January 12
PARAMOUNT THEATER, Seattle, Wash

January 13
CIVIC AUD, Santa Monica, Ca

January 14
CIVIC AUD, San Jose, Ca

January 15
UCSB, Santa Barbara, Ca

January 16
COMMUNITY THEATER, Sacramento, Ca

January 17/18
MUSIC HALL, Minneapolis, Minn

January 19
IVANHOE THEATER, Chicago, Ill

January 20/22
St. Louis, Kansas City, Omaha

January 23
STUDIO 5, Columbus, Ohio

January 24/25
BIJOU THEATER, Philadelphia, Pa

From the album "Joan Armatrading" (SP 4988)

Produced by Glyn Johns
$7.98: The Dead Issue

One of the hottest issues in the record business has now become a dead issue. It’s all over but the when and the where. $7.98 list albums, at least initially on established artists but perhaps in the future across the board, are here to stay.

All that remains now is which companies are moving to $7.98 and on which albums, and what accounts will be charging for $7.98’s (see separate stories on page 7). But at this point, complaints from retailers on why $7.98 isn’t viable are moot.

WEA took the lead this time around. as W and E announced $7.98 list. CBS soon followed. And if WEA and CBS, with their combined strength and marketing clout, decide $7.98 is the price, $7.98 is the price. Now RCA has joined the ranks, and it seems only a matter of time until the rest of the industry follows.

There are two other issues remaining. First is whether the industry will return to selective pricing, raising established artists to $7.98 and keeping newer artists at $6.98: or will the industry go $7.98 across the board on new releases, and then raise the catalogues to the same level? Then there is the question of tape. Right now, manufacturers are holding tape prices at $7.98 rather than going up to $8.98 the way prices were increased a few years ago. But will tape go up too? Only time will tell.

One interesting phenomenon resulted from this tussle. A number of record retailers, particularly in the Pacific Northwest, attempted to protest the higher price. Their protest, though short-lived, showed the manufacturers that retailers have more spunk than they might have thought, and even though their attempts at stopping the $7.98 list price did not succeed, they stood up for what they believed in. And for that, we commend them.
"BOOGIE CHILD"

b/w Lovers

Another smash single from the

From their Platinum LP

RS-1-3000

RSO Records & Tapes
Olivia’s new single
SAM
is from her gold album “Don’t Stop Believin’.”
Millions saw and heard “Sam” on her TV Special.

Produced and Arranged by John Farrar

Olivia Newton-John

Album: MCA 2223
Single: MCA 40670
BASF Corp Leaves Mature Business; Polydor Acquires Popular Division

by Phil DiMauro

NEW YORK — BASF Corporation of Germany officially terminated its involvement in the U.S. record business on December 31, 1976, having sold off portions of its record/tapes division to various purchasers. Ads for Beatles and budget releases occurred frequently, but not as often as they did last week, when they dominated retail record advertising across the country (Cash Box, January 1). This week, ads for these low-priced releases appeared in nine of the 23 major markets surveyed, with Super X and Franklin Music in Atlanta; at Woolworth's and Super X Drugs in Cincinnati; at Woolworth's and Target, K-mart and Woolworth's in Houston; at Turn Style, Woolworth's and Super X Drugs in Indianapolis; at King Karol in New York; at Woolworth's in Pittsburgh; and at Discount Records and Book Shop in Washington, D.C.

Other retail price developments included the following:

- 45s advertised at unusually low prices in Washington, D.C. retailer runs all-label "rock" sale
- $2.99 price for current release in Daytona Beach
- Boston's Lechmere chain takes price initiative.

Promoting sales on singles are not too common, and ads for 45s at general merchandise chains are rare indeed. Nevertheless, singles were advertised by several general merchandise retailers in New Orleans. Woolco promoted them at three for $2; they were 177 each at Robert Hall in New Orleans. In each case, the lowest price at which 45s ever sold at the chain involved.

Woolco in New Orleans normally sells singles for 94c. According to Millard Sowers, division manager of Woolco's, "We do it two or three times a year. We do it once for a promotion, and once for a sale." He added that the promotion was connected with the release of a new Robert Hall outlet. He believed that about 20 percent of the store's record inventory consists of 45s.

At Turn Style in Indianapolis, singles were promoted on the average of once every six months. Only "oldies," which normally sell for $1.09, were included in this particular sale. Although Turn Style is usually racked by ABO Record and Tape Sales, the singles for this promotion were purchased from J.J. Marsh.

Marsh also stocks Robert Hall in New Orleans, however, a spokesman for the rack jobbing concern stated that there was no connection between the continuous sales at Robert Hall and Turn Style.

Classical Shop Promotes "Rock"

In the Sunday Washington Post, Discount Records and Book Shop advertised an all-label "rock" sale for $3.83, an unusually low price for the market. In addition, several rock albums were offered at seven for $10. Steve Whelton, record manager at one of Discount Records' two Washington outlets, said that the sale was a "combination" sale in conjunction with the opening of a new Robert Hall outlet. He believed that about 20 percent of the store's record inventory consists of 45s.

Average Price Of $7.98 LPS To Be $5.92 At Most Stores

by Randy Lewis

LOS ANGELES — Record retailers across the country will be selling $7.98 single disc albums for an average regular price of $7.94. A number of record companies and major artists' albums having an average retail price of $5.03, according to a Cash Box survey of 40 distributors, one-stops and record stores. Many of those questioned said they feel it is still too early to determine what prices they will settle on. Many quoted the price they are asking for the new Queen LP or what they charge for $7.98 list soundtrack albums or two-record sets.

But most said they may revise their figures once more albums carrying the $7.98 tag are released, and after they had had a chance to gauge public reaction to higher prices.

Results of the survey show sale prices starting at a low of $4.34 and going to a high of $5.98. Some retailers have indicated that they are selling the Queen album for $3.99.

Non-sale prices in a few stores go as low as $4.98, but more often fall in the $5.99 to $6.99 range.

West Lowest On Sale Prices

Lowest sale price territory occur on the west coast, particularly in the Southern California region, where the average sale price is $4.93. Sale prices in the west range from $4.59 to $5.98.

The average sale price on the east coast is $5.01, with a spread of $4.34 to $5.99. The median price of LPS on sale is $4.99.

Right behind the east coast come the northern states, selling $7.98 records for an average retail price of 15% of the total market by median price of $4.99. Bottom price is $4.53 running to a high of $5.99.

Average sale in the south is $5.17, a median of $4.99 and a range of $4.54 to $6.24.

Regular Prices Lowest In North

Non-sale prices averaged lowest in the north, at $5.72. Price spread in the northern states is $1.82, going from $3.86 to $5.99 at the top. The northern median is $5.89.

The regular price on $7.98 LPS for the east coast is $5.78, starting at a low of $4.99 and running to a high of $6.99.

The southern states came in with the highest average regular price at $6.33. However, it is the only area having the median price ($6.22) lower than the average price. Bottom price is $5.33 and a high of $6.99.

For the entire country, the most commonly named sale price, or mode price, was $4.99, occurring 31.5% of the time. The mode of the regular selling prices was not as well defined, occurring 27.7% of the time.

Most frequently chosen as the non-sale price was $6.99, having been named by 17.7% of those surveyed. The median price is $5.98 and $6.99 each occupied 10% of the

CBS’ Pink Floyd, RCA’s New Bowie Out At $7.98 List

by Mike Falcon

LOS ANGELES — CBS and RCA have announced $7.98 suggested list prices for selected albums following similar statements from Elektra/Asylum and Warner Bros. An "Animal" by Pink Floyd on CBS and "Low" by David Bowie on RCA are the first single album, non-soundtrack releases by the respective companies carrying the new tag. They followed "A Day At The Races" by Queen on Elektra and "In Flight" by George Benson on Warner Bros. Into the higher list price category.

RCA, in addition to announcing in a press release that Bowie's new LP will carry a $7.98 suggested list price, also included in the recommended list price of $7.98 would apply to its Red Seal line, which is the company's classical offering series. Red Seal joins the RCA-distributed Pablo jazz label at the higher suggested list.

An informed source at RCA added that "these fees are going to be potentially a bigger album regardless of what price is asked. If the price were three dollars they'd buy it. (continued on page 41)

Mergers Firmly Set Goals For ’77 At National Promotion Conference

by Julian Shapiro

MEMPHIS — Phonogram, Inc. /Mercury Records held a series of national promotion meetings here last week, in the eve of Mercury's 30th anniversary as a record company. The two-day sessions were dubbed "Bionic Promo" by the company, and if the projections outlined by corporate officials are to be believed, that tag will have to be more than a publicity stunt.

Addressing the gathering, I.H. Steinberg, president of Phonogram, Inc. (which includes Polydor and RSO Records) outlined the company's sales goals for Mercury's 30th immediate concern in 1977 will be to elevate three acts to the position where they can compete in the rock category and achieve a significant level of sales, according to a "plans we had for 1976 (for Mercury) did not materialize," he stated.

"We want to break three acts each year," explained Jules Abramson, senior vice president of marketing for Mercury. In fact, we did have that many. Unfortunately, none of them were to the status, but we started to establish a number of acts, and that's a good beginning." He cited Thin Lizzy, Rush and Graham Parker as artists most likely to help Mercury meet its goal for the new fiscal year.

Projecting further into the future, Steinberg touched briefly on a 10-year growth plan for Phonogram, Inc. that would give the company its 25th anniversary in 1986. Currently, it enjoys a 7% share, according to Steinberg. As far as the 10-year plan is concerned, Steinberg's only worry is "whether we have the money to accomplish," as quoted by a "plans we had for 1976 (for Mercury) did not materialize," he stated.

"We want to break three acts each year," explained Jules Abramson, senior vice president of marketing for Mercury. In fact, we did have that many. Unfortunately, none of them were to the status, but we started to establish a number of acts, and that's a good beginning." He cited Thin Lizzy, Rush and Graham Parker as artists most likely to help Mercury meet its goal for the new fiscal year.

Charged Up Staff

As for the pervading atmosphere of the meetings, 20% of the staff, in an interview, executives was that they served to set a positive feeling for Mercury as it begins 1977. "The motivation is incomparable," according to precisely what we wanted to accomplish," noted Abramson, "and that was to get our promotion staff charged up right at the beginning of the year." David Carrico, vice president of national promotion, echoed that sentiment focusing particularly on the...
STARCASTLE:
LET THERE BE "LIGHT"!

They came out of nowhere, exploding onto AOR stations coast to coast with their spectacular first album, to become one of 1976's genuine success stories. They were a Record World Flashmaker, a hit with the critics and a super live attraction on the road — where they're usually to be found.

Now Starcastle's looking to enlarge upon their theme: with "Fountains of Light," their second album. Produced by Roy Thomas Baker of Queen fame, "Fountains of Light" is a thing of beauty — technically well-made, artistically superlative, featuring fine close harmonies, great lyrics and absolutely celestial synthesizer.

(They'll be appearing in support of the album, too, on a major national tour.)

FOUNTAINS OF LIGHT: EP 34375
THE INCANDESCENT NEW ALBUM FROM STARCASTLE.
ON EPIC RECORDS AND TAPES.
CASH BOX
WHERE YOU GET
THE
BEST
RADIO
COVERAGE
OF ANY
PUBLICATION
IN THE
INDUSTRY
Al Bell Forms
New Soul/Gospel
Label In D.C.

by Paul Vannell

MEMPHIS — Al Bell, whose Memphis-based Stax Records was declared bankrupt last year, is back in the record business with a Washington, D.C., studio specializing in soul and gospel music.

Bell opened I.C.A. Records last month and has released the label's first record, a disco song by Los Angeles artist Frank Lucas called "Good Thing Man."

Bell said he has two other singles and three albums planned for release in the next few months. "I'm going to stretch things a bit," he said.

In a prepared statement, Springboard vice president of business affairs George Port stated, "Our purchase of the Scepter catalog is firm and binding. We are of the opinion that the recent arbitration award in favor of Blue Jac Productions, which pertains to only a small portion of the Warner material and which covers some two- and-a-half years after our agreement with Scepter, is, in any event, not binding upon us and does not affect our rights."

Blue Jac was awarded $40,000 in damages (see Billboard, December 18, 1976) through arbitration, after it was determined that Scepter had failed to meet payments required by the 1965 licensing agreement allowing them to manufacture Warner records from Blue Jac masters.

Considered in New York City Eastman v. Eastman & Eastman, the firm that represented Blue Jac in the arbitration, the court ruled in favor of Blue Jac, saying, "If they continue to distribute Scepter Warner records, I will bring suit against them immediately, and anybody dealing with them will be subject to their 100 percent. All rights belong to Blue Jac."

Executives of Springboard Records refused to comment on the case.

Springboard recently released "Only Love Can Break A Heart," a Dianne Warwick song on Muscor Records, and has previously released ten Warwick albums on various labels.

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First Regulations Due ‘Very
Soon,’ Says Copyright Office

by Rebecca Moore

WASHINGTON, D.C. — When the House passed the copyright bill last year, general counsel for the Copyright Office remarked, "The Copyright Office has already begun the task of implementing and interpreting to a certain extent, the new law. It is due to issue the first in a series of regulations very soon," said a spokesman.

Opening Proposed

November 15 the office proposed opening its public records to allow broadcasters and copyright owners negotiating compulsory licenses under the new law to file their agreements. This proposed regulation meant that the broadcasters and owners could get together voluntarily before the Copyright Royalty Tribunal organized itself to set compulsory rates.

At the same time, the office proposed accepting termination notices before the January 1, 1978 date specified in the new law. The year difference — that is, if someone filed termination notice December 31, 1976 — is important to copyright owners.

Comments on the proposals were due December 8. Although the Copyright Office received some 13 comments, whether or not 13 comments is a big number is not clear. A representative of the Copyright Office didn’t know what to expect," according to a spokesman.

Ten of the thirteen comments dealt in whole or in part with the termination proposal.

Since the new law extends existing copyrights an additional 19 years beyond the previous 56 — two 28-year terms — Congress voted copyright owners a chance (continued on page 76)

SPARKS FLY IN NEW YORK — Columbia Records hosted a luncheon for Sparks to honor the group's recent appearance at the Bottom Line and their debut album for the label, "Big Beat." Pictured, seated in front from left, are; Bruce Lundvall, president of CBS Records division, and Ron Mael, group member (Standing, l-r): Mike Pilott, director of album promotion and special projects for Columbia Records; Tom DeVincent, director of promotion of Sparks; Matty Mathews, local promotion manager for Columbia; Stan Monteiro, vice president of national promotion for Columbia; Salt Maida and Luke Zampenari, group members; Don DeVincent, vice president of marketing for Columbia Records; and Don DeVito, vice president of talent acquisition, east coast, Columbia.
Coryell Attacks Vanguard Over Old Album Release; Label Head Responds

Letter To The Editor:

December 30, 1976

Dear Friends,

I would like to bring to the attention of the public and particularly the people who buy records, my total lack of participation and, in fact, knowledge of yet another Vanguard release (Larry Coryell/Basics) that I personally rejected, that is to say canceled, many years ago. It is unfortunate that due to extensive litigation, my previous ties with the same company have yet to be legally severed; consequently, I have no artistic control over what is released. Therefore, I must not only say that the quality reflects the taste of Vanguard and not myself at this time in my life when I would have possibly chosen a different direction. Once again the artist is exploited by forces he cannot seem to control and his only defense, a verbal attack of sorts.

Sincerely yours,

Larry Coryell

Vanguard’s reply: In response to the statements in the above letter, Maynard Solomon, president of Vanguard Recording Society, Inc., commented, “The album is composed of recordings which Coryell made for us in 1968 and 1969, and it’s our feeling that they represent him at the peak of his playing abilities. The album clearly identifies the dates of the recordings; in other words, there’s no attempt to palm off or present these as new recordings.

“We feel that it’s a good record. We would not have released it if we didn’t feel that it met Larry’s standards of performance. In order to guarantee that, the record was produced by Danny Weiss, his (Larry’s) personal producer, who produced about six or eight of Larry’s most popular albums, including all of his recordings on Vanguard over a period of six or seven years.”

Solomon denied categorically that Coryell had ever asked Vanguard not to release any of the material on “Basics.” — Ed.

Bennett May Purchase Calif. Distrb. Stock

LOS ANGELES — At press time, Cash Box learned that Al Bennett, the founder of Liberty Records, was in negotiations to purchase 100% of all the outstanding stock of the California Record Distributors, a independent distribution company in Glendale, Calif., whose principals are George Hocutt and Ray Avery.

Zodiac Label Bows

With 1st Six Releases

NEW YORK — Zodiac Records will release its initial recordings in January, to be distributed under a new agreement with Springboard Distributing Company, a division of Springboard International Records, Inc.

“Fairytale” by Larry Coryell highlights the three album releases, which also include a debut album by Dan Williams and a new release by Phil Harris. Singles by Billy Mize, Janie Brannon and The DeCarlo Sisters are Zodiac’s 45 releases.

Capitol To ReleaseHarley’s New Album

LOS ANGELES — “Love’s A Prima Donna,” a new EMI album by Steve Harley & Cockney Rebel, will be released by Capitol Records on Jan. 10.
Our writers are going around in circles. Winning circles.

Chappell has a roster of award-winning writers that's music to your ears.

CHUCK JACKSON AND MARVIN YANCY
whose song "MR. MELODY" was performed by NATALIE COLE
GRAND PRIZE WINNER FIFTH TOKYO MUSIC FESTIVAL

KIM CARNES AND DAVE ELLINGSON
PROFESSIONAL GRAND PRIZE WINNERS in the 1976 AMERICAN SONG FESTIVAL
for their song "LOVE COMES FROM UNEXPECTED PLACES."
The song is featured in the new KIM CARNES LP "SAILIN'" (A&M Records)

PHIL GALDSTON AND PETER THOM
GRAND PRIZE WINNERS in the 1975 AMERICAN SONG FESTIVAL
for their song "WHY DON'T WE LIVE TOGETHER."
The song will be featured in GALDSTON and THOM'S forthcoming L.P. for WARNER BROS.
Polydor Boosts Dirty Tricks LP

NEW YORK — Polydor Records is expanding its marketing campaign for "Night Man" by Dirty Tricks. The label has offered a five percent discount on the album during January, and the LP has been resubmitted to all its key accounts and progressive radio stations. In addition, a self-described major ad campaign has been launched in conjunction with the group's New York debut at CBGBs.

Favorable Response

According to Harry Anger, national sales director for Polydor, the group received favorable response when it played in such cities as Cincinnati, St. Louis, San Antonio, Houston, Cleveland, and Chicago. "It's a heavy metal band, as you know, and traditionally the Midwest has been the strongest market for that kind of band."

4 Platinum, 3 Gold Record Awards, To Atlantic Records

NEW YORK — Four Atlantic releases have recently earned platinum and three have earned gold RIAA certifications.

"Soul Searching," the third album by the Average White Band, has been certified platinum. The LP represents the first time Atlantic has earned an RIAA certified platinum disc, although its two previous albums and first Atlantic single, "Pick Up The Pieces," were certified gold.

Certified Gold

In addition, "Abba's Greatest Hits," the Swedish group's third U.S. LP and George Carlin's "Occupation Foole" on Little David Records have been certified gold, as has the Spinners' latest single, "Rubberband Man."

EXECUTIVES ON THE MOVE

Petze Promoted At Epic — Lennie Petze has been appointed to the position of vice president, A&R, Epic Records where he will be responsible for the overall direction and supervision of the Epic Records A&R Department. He was most recently director, Epic A&R, eastern coast.

Pilot Appointed At Columbia — Michael Pilot has been appointed to the position of director, album promotion and special projects at Columbia Records. He joined CBS Records in 1972 as a local promotion manager for Columbia Records in Houston and in 1974 he was promoted to associate director of album promotion in New York, a post he held until this move.

Dobbs Upped To VP At Arista — Rick Dobbs has been promoted to the newly created position of vice president, artist development, at Arista Records. Dobbs, who joined Arista in January 1976, had been the director of artist development.

Fuhrman Named At Lifesong — Mel Fuhrman has been appointed vice president, sales and marketing at Lifesong Records. He joined Lifesong in 1976 and will be responsible for directing and implementing all marketing and sales programs for the label's roster.

Pompadur Joins Ziff — I. Martin Pompadur, a former senior executive with American Broadcasting Companies, Inc., has been named a senior vice president of the Ziff Corporation, the parent company of the Ziff-Davis Publishing Company. Among his responsibilities will be to guide the company's expansion into non-magazine areas of communications.

Casablanca Appointments — At Casablanca Records Scott Shannon has been named executive vice president, general counsel and corporate secretary, and is responsible for the legal and human resources departments.

Rhodes And Prestopino Named — Emitt Rhodes, former recording artist, and producer-composer Greg Prestopino have been added to the A&R staff in Los Angeles of Elektra/Asylum Records. Announced earlier were realignments in marketing that saw Jerry Sharell named vice president-artistic development and George Steel vice president-marketing services.

Mercury Announces Changes — Three promotional changes were announced at the recent Phonogram, Inc./Mercury Records national promotion meeting in Memphis. Ronnie Raphael will assume the newly-created post of west coast regional manager. Raphael moves to Los Angeles from his previous position as promotion manager in the northern Texas/Oklahoma territory. Replacing Raphael is Charlie Ross, who is the former music director of KEEL in Shreveport, La. Ross will be based in Dallas. Also, Paul Pieretti has been named as promotion manager for the northern California area.

CANDI STATION

to our ever-growing family of stars. It is with great pleasure that we announce the exclusive representation of Ms. Staton, Warner Brothers recording star, whose latest records "YOUNG HEARTS RUN FREE" and "RUN TO ME" have won for her awards in Record World and Billboard.

Also joining in welcoming Ms. Staton are the Stylistics, Harold Melvin and the Blue Notes, B.T. Express, Joe Simon, James Brown, the Fatback Band, the Tymes and Millie Jackson.

Universal Attractions happily welcomes

Ms. CANDI STATION

888 Seventh Ave., New York, NY 10019 — (212) 582-7575

Private Stock Releases 3 LPs

NEW YORK — Private Stock Records has scheduled three albums for January release, headed by Josef Feliciano's "Sweet Soul Music." The other January releases are "Blondie" by the group of the same name, and "Essa," featuring singer-composer Esra Mohawk.

Woolworth Posts Record Sales

NEW YORK — F.W. Woolworth has reported consolidated sales of $902,042,407 for the fiscal year 1976, an increase of 9.3 percent over the comparable period in 1975. Sales for the cumulative 48 weeks of 1976 were $4,86 billion.
Anti-Piracy Raids In L.A., Kentucky Highlight Nationwide FBI Sweep

NEW YORK — FBI confiscation of over 65,000 pirated recordings in Los Angeles and Kentucky last week highlighted the agency's self-described "current assault" on record and tape piracy. The FBI seized nearly 80,000 allegedly bootlegged recordings in the course of their nationwide crackdown.

In Los Angeles, 33,500 unauthorized albums were seized by FBI agents during raids on an unidentified distributor and several unidentified retailers. Many of the confiscated albums were reported to contain live recordings of a Wings concert, which took place at the Forum in Inglewood last June.

In Kentucky, over 33,000 allegedly pirated 8-track stereo tapes were appropriated by the FBI in coordinated raids on more than 150 retail stores throughout the state.

'Tejas' Tops London's January Release List

NEW YORK — "Tejas," the fifth album by ZZ Top, leads London Records' January releases. The new album contains the single "It's Only Love," which has been released in advance of the album.

London also has scheduled January releases for the following albums: "Feels Good, Feels Right" by Bing Crosby, "Hot To Trot" by the Olympic Runners; and "It's Honky Tonk Time" by the Big Black Combo on London's Hi label.

UA January Albums Feature New Artists

LOS ANGELES — United Artists Records is spotlighting albums by two new artists with the company's January releases. Steve March's "Lucky," produced by former Crusader Rick Pecknold, is the "Breaking Through," produced by Len Barry and Canadian producer. Canadian producer. "Chernov and Barrie's "Reach Out" will be included in the label's releases.

Also coming out with new LPs are Jorge Dalt with "Chervi" and Wendy City with "Let Me Ride."

Buddah Releases LP For 'Next Man' Film

NEW YORK — The soundtrack album to the film "The Next Man," with an original score composed by Michael Kamen, has been released by Buddah Records.

Dortch International And Soulentic Move

MEMPHIS — Don Dortch International, a management booking agency, and Soulentic Productions, an independent record production firm, have jointly moved into new offices, located at 2605 Nocannah Blvd., suite 150, Memphis, Tennessee.

SPRING BROWN RE-SIGNS WITH LONDON — Savoy Brown, the English blues band, has re-signed a long term recording contract with London Records. The group has been with London since 1967. Pictured at the signing ceremony in London's New York offices are (from left) Marvin Katz, attorney for Savoy Brown; Kim Simmons, leader of the group, Jarre Hall, national promotion director, London Records, group manager; Barbara Pepe, director of publicity for London, and Walt Maguire, vice president of A&R for London.

LOOKING AHEAD TO TOP 100

101. FEELINGS (Decca — ASCAP)
   WALTER JACKSON
   (Ch-Sound/UA CH 17099)
102. KING KONG (YOUR SONG) (RCA Victor — ASCAP)
   BOBBY PUCKETT & PETER FERRARA
   (Polydor 14431)
103. WHO ARE YOU (MCA — ASCAP)
   TEMPTATIONS (Gordy/Motown GT 1129)
104. PRINCESS (Sparrow/Rogers/McClary/Aschken
   (BIR)现在已经完成 bootstrap
   (BIR)
105. SWEET DREAMS (Shirley & Bill
   (EMI/LOU HARRIS (Reprise RPS 1371)
106. SUMMER SNOW (CBS/CBS — A&M)
   WALTER JACKSON
   (Ch-Sound/UA CH 17099)
107. SHERRY (Univ/Clayton — MCA)
   KEANE BROS (Senth Century TC 2302)
108. ROUND THE WORLD WITH THE RUBBER DUCK (A&M/Orlo/Loos/Orlo — WB)
   C.W. MCCALL (Polydor 14485)
109. ARE YOU READY FOR THE COUNTRY
   (Silver Fiddle — BMG)
   WAYLON JENNINGS (EMI/K 11642)
110. BE MY GIRL (Reprise — ASCAP)
   MICHAEL HENDERSON (Buddah RCA 552)

STALLION AT A GALLOP — Prior to a February national tour, Stallion management visited the west coast headquarters of Casablanca Records. Pictured (from left) are producer Dick Darrell, co-manager Bill Batesman, Larry Harris, executive vice-president of Casablanca Records and Film Works and Ken Kohl, co-manager of Stallion.

Sugerman Signs With Manzarek

LOS ANGELES — Danny Sugerman has signed an exclusive contract to act as personal representative for Ray Manzarek, former Doors member, and his band Nite City. The contract puts Sugerman in charge of the group's creative affairs, which include publicity, promotion and marketing. Sugerman this week is launching a publicity campaign to promote "Nite City," the group's debut album to be released in February on 20th Century Records.

Cash Box/January 15, 1977
Arbitron & Golden Triangle, Inc. Reach A New Copyright Consent Agreement

LOS ANGELES — A consent agreement has been reached between Arbitron Radio and Golden Triangle Broadcasting, Inc. (owners of WEEP AM/FM, Pittsburgh) over the use of Arbitron data and the results of Arbitron studies. The agreement, reached after months of litigation between the two firms, states that WEEP (a non-subscriber to Arbitron services) will no longer use or summarize Arbitron data. Arbitron had claimed that the chain’s use of its material was “an act of copyright infringement, constituted unfair competition and violated its proprietary rights to its data.”

Golden Triangle president Myron Jones told Cash Box, “We have made a consent agreement with Arbitron not to use any of their data in the future. We were not found guilty of anything; we just agreed to cease using the information.” Jones said Golden Triangle had been supplied with the data by a former national rep for the firm.

Queen LP Gold

LOS ANGELES — Elektra/Asylum recording artists Queen have been awarded a gold record for their latest album, “A Day At The Races.”

New Manilow LP Set

NEW YORK — Barry Manilow’s recent Broadway engagement at the Uris Theatre has been recorded live by Arista Records for release as the singer’s next album.

Army, Keystone Radio Sponsor Awards Pgm.

LOS ANGELES — The U.S. Army, in coordination with Keystone Broadcasting, is testing a scholar-athlete recognition award program to honor athletic and academic excellence in American youth. Under the anticipated program, the Army will sponsor a portion of local high school sports, principally basketball, in broadcasts over stations of the Keystone high school sports network. In each school whose athletic schedule is carried on the sponsored broadcasts, two outstanding scholar-athletes, one man and one woman, will be selected and awarded the American Scholar-Athlete Recognition Certificate. Plans are for the program to be implemented in more than 200 markets and take place over the course of the season.

London Debuts ‘Collector Series’

NEW YORK — London Records will release in January the first five albums of the London Collector Series, a compilation line. Included in the initial release is the “Best of Savoy Brown.” Other groups represented in the series are John Mayall, Tom Jones, Thin Lizzy and Them, featuring Van Morrison.

London has also scheduled a January debut for 11 albums on the newly-formed Phase Four Stereo ethnic music series, which includes recordings from Uganda, Germany, Spain and Israel.

RIAA Begins Market Expansion Project

LOS ANGELES — The RIAA Recording Industry Market Expansion Project launched in May 1976 will shortly enter the initial phased research program, according to Stanley M. Gortikov, RIAA president. The project is intended to retain current buyers as they advance in age, to recaputure former buyers, and to gain new recording purchasers, in order to extend industry markets and growth.

RIAA has engaged Response Analysis, Princeton, N.J., to investigate consumer practices and motivations, as well as industry expertise. Initially, interviews with recording company execs, retailers, radio and press will help the firm define priorities and marketing strategies. Response Analysis will then contact consumers in an attempt to determine their behavior and attitudes, and what motivates people to buy recorded product. Both group interviews and in-depth household studies comprise this phase of the research.

SHOULDER TO SHOULDER FOR THE PERFORMING ARTS AND CLINTON

Manhattan Plaza
9th Avenue at 43rd Street
Tuesday, January 18th, 11:00 A.M.

AN URGENT MESSAGE

Here are the Facts:

• • • Manhattan Plaza, the vast, beautiful housing complex on 42nd Street, from Ninth to Tenth Avenues, will soon be voted upon by the NYC Board of Estimate as subsidized housing for members of the performing arts and support personnel and a percentage of Clinton community residents.

• • • This $11 Million annual Federal subsidy will make possible good housing, at reasonable prices, for many of us who want and need it.

• • • This unprecedented and long overdue support of our community is a vital step in rebuilding and revitalizing New York’s theatre district—a billion dollar industry—and historic Clinton.

• • • As inconceivable as it seems, there are those who advocate default for these twin 45 story towers; who question the need for the Federal government to subsidize the members of our community; who say there aren’t enough of us who want or need Manhattan Plaza; who have even referred to us as “unreliable” potential tenants.

• • • The Manhattan Plaza proposal is scheduled before the Board of Estimate later on this month. It is the decisive vote whether to accept or reject the subsidy program for reasonably-priced housing for our community and the people of Clinton.

• • • Join us in a show of strength and solidarity. We, the performing arts and Clinton, are a vital community and a powerful constituency. LET’S MAKE OUR VOICES HEARD!!

PLEASE JOIN US

TUESDAY, JANUARY 18th, 11:00 A.M., AT MANHATTAN PLAZA, 9th AVENUE AT 43rd STREET, N.Y.C.

THE MANHATTAN PLAZA MANAGEMENT POLICY COMMITTEE

Actors Equity • American Federation of Musicians — Local 802
American Federation of TV & Radio Artists • American Guild of Musical Artists • American Guild of Variety Artists
Motion Picture Screen Cartoonists — Local 841 • Screen Actors Guild • Society of Stage Directors & Choreographers
BILLY PRESTON (A&M 1982)  
I've Got The Spirit (3:10) (Irving/WEP — BMI) (Preston, Jones)  
In this edited track from the "Billy Preston" album, the artist brings his gospel roots together with the sound of modern funk. The song is built on a simple riff, concentrating on non-stop energy and Preston's whimsical vocal inflections.

ROD STEWART (Private Stock 130)  
Shake (2:46) (Kags — BMI) (Cook)  
From the label's current LP of reissued vintage Rod Stewart material, here is a rocking arrangement of Sam Cooke's song that features drums and brassing brass. Not up to ultra-modern pop production standards, but the music is right where it should be.

ABIGAIL BROWN (Private Stock 127)  
Sunburn (2:40) (Crayt — ASCAP) (Marley)  
Abigail Brown may not be well-known here, but the songwriter is Bob Marley. In an arrangement that does not rely on overdone novelties for its appeal, both the beauty of the song and the talent of the performer emerge. Sumptuously textured strings and a key change make this the romantic record that could be played on any station willing to listen.

ROSCO E & MABEL (Chocolate City 007) (Dist. Casablanca)  
Up In My Stand (3:26) (Belwyn-Mills — ASCAP) (Hiller, Simmons)  
The Brotherhood Of Man's sixties hit here receives the Medeski & Appell production treatment in an arrangement that definitely takes a different view on the song than the original. The chorus/hook is used in a fresh way, and the verses are styled along R&B ballad lines.

DIXON WANSER (Phil. Intl. 3611)  
Together Once Again (4:04) (Mighty Three — BMI) (Van- nel, Barrett)  
Velvet synthesizer effects introduce this song, a gently vocalized ballad. The instruments are tastefully underplayed in their arrangement, serving only to bring out the nuances of the vocal. For R&B programming where the softer touch is needed.

ALPHONSO JOHNSON (Epic 50324)  
Love's The Way I Feel 'Bout Cha (3:30) (Emamba — ASCAP/My Kids — BMI) (Johnson, Bailey, Walker)  
His second solo album "Yesterday's Dreams," this young jazz-trained bassist offers a highly commercial record that features the urgent vocals of Diane Reeves. The production arrangement has that stretched-out feeling that provides the clue that jazzer are at work here. Could appear on many kinds of playlists.

HARVEY MASON (Arista 0222)  
K.Y. And The Curb (2:58) (Masong — ASCAP/Golden Corn Flake — BMI) (Mason, Peters)  
From drummer/leader Mason, we get what we would expect — a jazz-influenced, commercial instrumental with a pointed emphasis on rhythm and percussion. The music is danceable, smartly arranged and includes a sugary guitar solo. For varied airplay situations.

ROCKY MIZELL (Drive 6255) (Dist. TK)  
Hey Sexy Dancer (3:24) (Sherlyn — BMI) (Mizell, Clarke)  
A toe-tapping, straightforward R&B record marked by double-tracked voices and hitting back lines from the brass section. Disco music that doesn't rely on big-city slickness, yet full of that all-important primal energy.

COOTER CROW & MAGIC (Arista 0226)  
Polka Band Hits (3:15) (Buns Up — BMI) (Cloutier)  
Don't take out your dancing shoes: this fine ballad uses the image of "polka band hits" to recall the feelings of a young person growing up in the midwest. A classy production with a blended instrumental texture, this record is good fare for AM or FM.

BEE GEES (RSO 867) (Dist. Polydor)  
Boogie Child (3:30) (Stigwood/Unichappell — BMI) (Gibb, Gibb, Gibb)  
The latest success to follow from the platinum album, "Children Of The World" would be hard to challenge under any circumstances. This one, with a Sly-influenced lead vocal, incredibly crisp instrumentation and several emotive choruses, takes its fun-in-stride, but will certainly find its way to the pop and R&B charts in a hurry.

ORLEANS (Asylum 45375) (Dist. Elektra)  
Reach (3:58) (Siren — BMI) (Hill, Hall)  
The latest excitement of "Still The One" barely begins to wake, Orleans is reluctant to pull the punches. This single, from the "Waking And Dreaming" LP, exhibits harmonic similarities to the last, substituting a funny beat for the shuffle. Steadily growing success is guaranteed by this group's individual instrumental/vocal sound.

NATALIE COLE (Capitol 4360)  
I've Got Love On My Mind (4:29) (Jay's Enterprises/Chappell — ASCAP) (Jackson, Yancy)  
From her forthcoming album, here is a song Ms. Cole featured on her last tour. The song is slow-paced with heavy accents, and the hesitating rhythms give her the room to really fly away in her vocal interpretation as the record builds in intensity. Pop and R&B airplay are a certainty here, with the charts not far behind.

JOHNNY GUITAR WATSON (DJM 1020) (Dist. Amherst)  
Ain't That A Bitch (4:39) (Vri-John — BMI) (Watson)  
The title track from the versatile Mr. Watson's latest album has already received play at the R&B level. The latest success to follow from the platinum album, "Children Of The World" would be hard to challenge under any circumstances. This one, with a Sly-influenced lead vocal, incredibly crisp instrumentation and several emotive choruses, takes its fun-in-stride, but will certainly find its way to the pop and R&B charts in a hurry.

RHYTHM HERITAGE (ABC 12243)  
Theme From "Rocky" (Gonna Fly Now) (3:00) (United Artists — ASCAP/Unart — BMI) (Conli, Conters, Robins)  
The group can claim several TV theme successes, and the movie theme is currently popular. This version takes the melody at a slower tempo than the releases on other labels, and is basically instrumental, with some vocal ornamentation. Short and to-the-point, for pop and easy listening formats.

GLENN CAMPBELL (Capitol 4376)  
Sad Eyes (2:58) (Warner-Tamerlane/Marsais — BMI) (Toussaint)  
An Allen Toussaint song performed by Glenn Campbell might seem an unusual pairing, but the apparent disparity at the surface results in a freshness that neither individual element could provide. An upbeat feeling, bouncing guitars and banjo, and pleasant harmonies make this a fitting record for pop or easily listening play.

MIKE POST (Epic 50325)  
Theme From "Baa Baa Black Sheep" (2:59) (Leeds — ASCAP) (Post, Carpenter)  
The "Rockford Files" man returns with the theme from one of TV's new programs. A marching beat and dulcet brass arrangements distinguish this production, along with a set of bizarre guitar solos that are really "something completely different" where slick theme music is concerned.

CROWN HEIGHTS AFFAIR (Delite 1588)  
Dancin' (3:44) (Delighted/Cabriini — BMI) (Anderson)  
The title says it all here, and the group keeps the scat-inspired vocal style that brought them attention at the outset. Really a delicate record by disco standards. For R&B airplay.

ATLANTA RHYTHM SECTION (Polydor 14373)  
So In To You (3:19) (Low-Sal — BMI) (Blue, Nix, Daughtry)  
A single from their latest album "Rock And Roll Alternative" pinpoints the talents of this still underrated group of fine musicians. This one joins catchy riffs with a subtle vocal line, for a solid mainstream pop song put across with ease. For AM and FM formats.

CAT BROS. (Asylum 45370) (Dist. Elektra)  
Where Can We Go (3:20) (Big E Little e/Cate Bros. — BMI) (Cate, Cate)  
This group's strong soul influence is more pronounced than ever with this single from their "In One Eye And Out The Other" album. The introsductory, fun-filled, upbeat builds suspense in a manner that calls "You Keep Me Hangin' On" to mind. Applicable to varied formats and some disco play.

HAROLD MELVIN & THE BLUENOTES (ABC 12240)  
Reaching For The World (4:24) (Simi — BMI) (Floyd)  
Here is Harold Melvin's first single since signing with the label. It is back to handling lead vocals as well as production, and the level of quality will end the doubts of all skeptics. The arrangement is powerful, and the emotional quality that distinguishes Melvin's music is all here. For disco. R&B and some pop play.

PETE MIDDLE (Atlantic 3579)  
You're Movin' Out Today (2:56) (Divine/Begonia/Unichappell/Feorda — BMI) (Middle, Sager, Roberts)  
Ms. Middle's voice is recognizable only at rare points in this record, a song which combines influences of show and pop music. The situation-comedy lyrics and spoken words are an attractive point. For top 40 and easy-listening play.

L.T.D. & A&M 1897)  
Love To The World (3:39) (Albury — ASCAP) (Mizell, Mizell, Middle)  
Following up a number-one R&B single, this fraternal group returns with a disco-oriented record that is distinguished by a strong lead vocal and a delicate instrumental arrangement. Sound and momentum will carry this one to the R&B playlists.

RAMONA WOLF (Midland International 10832) (Dist. RCA)  
Save The Last Dance For Me (3:15) (Unichappell/Trio — BMI) (Pomus, Shuman)  
Ms. Wolf is one of the ladies of Silver Convention, and the song was originally a hit for the Drifters in 1960. Though the incise European production is undoubtedly tailored for disco play, all the verses are here, and the song's intrinsic qualities ring through. Open to varied airplay routes.

ANNE MURRAY (Capitol 4375)  
Sunday School To Broadway (3:41) (Mandy — ASCAP) (Hice, Hice)  
This song was a minor country hit for Sammy Smith last year. This time it's paired with an artist with a respectable track record, and her interpretation of the memorable tune has strong pop airplay possibilities.

JOE TEX (Epic 50313)  
Ain't Gonna Bump No More (With No Big Fat Woman) (3:26) (Tree — BMI) (McGinty, Kilren)  
This experience the laws of physics in his first single for a new label. The beat stays steady despite the upset-ting experience he describes. The lyrics here are the ma-jor focus of attention, along with an unmistakable voice.

Cash Box/January 15, 1977
EAST COASTINGS / POINTS WEST

EAST COASTINGS — The upcoming inaugural festivities in Washington, D.C. will feature more rock and roll than ever has been seen at so dignified a national affair, though the entire program is planned to provide a representative cross-section of American music and American arts in general. At the six "parties" to be held at various times, dance music will be provided by the Nation's five best bands: Rollin' Dachshund, Mercer Ensemble); as well as bands such as Marshall Tucker, Sea Level, Charlie Daniels, Booker T. & The M.G.'s and the latest 12-month period. Their total return on capital was 7.25% for the five-year, year-end and for the latest 12-month period. Their total return on capital was 7.25%. Sales growth for the three-year period was 15.4% with an earnings/share ratio of -15% for a similar time.

Copyright Office (continued from page 9)

To reclaim exploitation rights to their material. All an author has to do is file a termination notice with the Copyright Office not less than two, nor more than ten years before the termination is to become effective. Congress said, however, that these notices could not be filed before January 1, 1978.

For copyrights due to expire in 1962, and extended by Congress from year-to-year, the extra year is crucial. A copyright that should have lapsed in 1962 has only four more years left. And with the two-year notice period before effective termination, that means the author has only two years left to use his copyright.

Out Soon

The Copyright Office will be publishing its regulations on public broadcasting and termination soon. Both proposed regulations would give copyright owners an extra year of time.

The regulation will most certainly not be the last music industry hears from the Copyright Office. The office will be publishing "a whole wall" of regulations in the future. "There are a number of regulations to be issued to implement the new law," said the spokesman.

Some future regulations will be on copyright deposit and registration, placement of copyright notice; reporting of mechanical royalties; and reporting of cable TV royalties.

Denny Rosencrantz Is Upped At Phonogram

LOS ANGELES — Denny Rosencrantz has been promoted to vice president, west coast A&R, and general manager, west coast office, for Phonogram/Mercury. Rosencrantz joined Phonogram/Mercury in 1969 as national promotion director.

Buddah Signs Vitamin E — Vitamin E, a San Francisco-based group discovered by Norman Conners, has been signed by Buddah Records. Pictured from left are David Gardner, a member of the group; Mort Drosner, executive vice president of Buddah; Bianca and Paul E. Smith, group members, and Art Kass, president of Buddah.

As Cash Box/January 15, 1977
SWEET SOUL MUSIC — Jose Feliciano — Private Stock PS 2022 — Producers: Jerry Wexler and Barry Beckett
Seeking a new direction for his music, the prolific Jose Feliciano headed south to the Muscle Shoals Studios in Alabama. Every indication on this album is that the trip was well worth it. There is something here for every musical taste and the LP has cuts that should make the playlists of FM, AM and MOR.
Jerry Wexler, who produced this album, has not worked with Jose before, but his troops of southern studio musicians are what give this album its distinctive sound, with especially strong support from the Muscle Shoals Horns. Strongest cuts for this LP should be “Sweet Soul Music,” “Marguerita” and “Funny/Night Life,” a new arrangement of two Willie Nelson tunes.

LOW — David Bowie — RCA CPL 1-2030 — Producers: David Bowie and Tony Visconti — List: 7.9

RE MAPAX By his own admission, this album is not the most successful of the London recordings and is not typical of Bowie’s style. But it is a good record that showcases his talent.

STILL CAN’T SAY ENOUGH — John Lee and Gerry Brown — Blue Note BN-LA 701-1 — Producer: Sklip Drinkwater — List: 6.9

The album is a series of improvisations and only one track stands out: “Breakin’ Out.” It features an interesting combination of voices and instruments, making it a standout track.

THE WINTERS BROTHERS BAND — The Winters Brothers Band — Atco SD 36-145 — Producers: Joel “Taz” Digregorio and Sam Whitten, Inc. — List: 6.9

The album is a collection of southern-inspired rock tracks that showcase the band’s musical abilities.

PARKER MCGEE — Parker McGee — Big Tree 89520 — Producer: Kyle Lehnhe — List: 5.9

The album features a mix of rock, soul, and country tracks that capture the essence of the southern musical landscape.

LOVE BROKE THRU — Phil Keaggy — New Song NS 002 — Producer: Buck Herring — List: 5.9

The album features a mix of rock, soul, and country tracks that capture the essence of the southern musical landscape.

SYMPHONIC SLAM — Timo Laine — A&M SP 4619 — Producer: George Semkiw

The album features a mix of rock, soul, and country tracks that capture the essence of the southern musical landscape.

GINO CUNICO — Gino Cunico — Arista AL 4117 — Producer: Vini Poncza — List: 6.9

Easy listening programmers, as well as top 40 people, will go for some of the cuts here, on or even produce this album, but many of the cuts are simply not enough to make the album a success.

ARRIVAL — Abba — Atlantic SD 12027 — Producers: Benny Andersson and Bjorn Ulvaeus — List: 6.9

The album contains a mix of pop and rock tracks that showcase the band’s musical abilities.

RED HOT — Don Harrison Band — Atlantic SD 12028 — Producer: Don Harrison Band

Most of the tunes on this fine LP may be too long for FM airplay but FM programmers should welcome this new arrival. The album is a mix of mostly instrumentals with a few vocal numbers. The production is of high quality and the musicians are top-notch.


The album features a mix of rock, soul, and country tracks that capture the essence of the southern musical landscape.

BOYS WILL BE BOYS — Rabbit — Capricorn CP 1513 — Producers: Van Bleak, Trevor Reveln and Julian Easton

This first effort by Rabbit is surprisingly varied, featuring rock, soul, and country tracks that capture the essence of the southern musical landscape.

SEAWIND — Seawind — CTI 5002 — Producer: Harvey Mason — List: 6.9

The band’s sound is a mix of rock, soul, and country tracks that capture the essence of the southern musical landscape.

IN THE LAND OF MAKE BELIEVE — Elliot Fischer — Dobre 1003 — Producer: Elliot Fischer

This album is a mix of rock, soul, and country tracks that capture the essence of the southern musical landscape.

DISCO INFERNO — The Tramps — Atlantic SD 18211 — Producer: Ronal Baker

The album features a mix of rock, soul, and country tracks that capture the essence of the southern musical landscape.
Classical Radio Stations Seek Larger Share Of Natl. Ads

WCRB-FM (Boston), one of the country's biggest classical stations and the syndicator of Boston Symphony broadcasts, a more efficient call letter. Sales editor SINE ADAMS of WCRB reports that ADAMS, a national level. John Donofrio, national sales manager for both WCRB and WHET, its MOR-oriented AM affiliate, said he feels that the CMBS approach to corpeate im- age advertising made sense, however, with regard to product advertising. Donofrio stated that a major station like WCRB has more than enough leverage to lend for it- self. "I feel very strongly that New York Time buyers have given WCRB a very fair shake over the years," he added.

Classical Reviews


Despite her technical skill, Biret delivers a rather trite, lackluster reading of Ravel's "Gaspard" on this recording. "Serenade Grotesque," Ravel's first piano composition and Stravinsky's "Les Cinq Doigtos," have been included here at all; coming from the pens of these great composers, their triviality is almost embarrassing. Biret's playing springs to life in her interpretations of the first two scenes from "Petrouchka," but her version of the third scene suffers from excessive rubato.

MESSIAH by G.F. HANDEL, Ameling, Langridge, Reynolds, howell, the Academy and Chorus of St. Martin in the Fields, Neville Marriner, conductor. Argo D1803 — List: 20.94.

Well elements of the earliest extant ver- sions of "Messiah," the score for this performance is not exactly the same as the one with which most conductors are familiar. Nearly 100% of the work employed on this recording does not differ markedly from the more commonly used one. The result is a concisely done version bringing the great choruises into unusually sharp focus and the solo numbers also include some notable interpretations.


Recorded in 1928 and sonically cleaned up for reissue, this album doesn't sound as good as Strauss's 1944 recordings of "Ein Heldenleben" and his other tone poems (Vanguard SRV 325/29). Still, Mengelberg was the conductor to whom Strauss dedicated the work and his interpretation of it has few rivals among today's recordings. The "Ein Heldenleben" long-maligned "romantic" approach to conducting should flip this LP.


It is unusual to see a recording of "The Seasons" in which the soloist is a musician of Perlman's stature. While Perlman's virtually unnoticeable stickets out a bit too much in this reading, the other string players are fairly evenly matched to the non-incon- siderable demands placed on them by Vivaldi's score. Angel's engineering faithfully reproduces the subtleties of the solo part while also providing a rich, sonorous ensemble sound.

Abtiron Fall Reports Will Utilize Improved Quality Control Procedures

LOS ANGELES — Abtiron has been filing the fall 1976 local market reporons and its clients. The reports, which cover a three week period from October 28 to November 17, are being sent to 75 clients, according to company spokes- men.

Additional diary security procedures and a more efficient call letter editing policy were utilized in compiling the October/Novem- ber survey, says the rating firm. Ab- tiron has instructed editors to call back all households scheduled to receive radio diary diaries to ensure that people selected for the sample have received their
## Classics In Concert

**NEW YORK** — To celebrate the centenary of the late Pablo Casals' birth, the 60-member New York String Orchestra and some of its alumni gave an ecstatic and often absorbing concert recently at Carnegie Hall. In addition to the orchestra's performances of works by Bach, Casals, Ginastera and Beethoven, the recital also featured a rendition of the cellist's "Sonata in D Major For Violin And Piano" by Isaac Stern and Eugene Istomin, two of Casals’ close associates.

Naturally, there was a world of difference between the seasoned interpretations of these two great musicians and the playing of the String Orchestra's members, none of whom are more than 22 years old. Similarly, it would be difficult to compare the Stern/Istomin collaboration with the efforts of the three young guest soloists in the String Orchestra's performance of Beethoven's "Triple Concerto."

Nevertheless, violinist Schilomo Mintz, pianist Yefim Bronfman, 18, and cellist Yo-Yo Ma, 21, did a more than creditable job with their virtuosic parts in the "Triple Concerto." Of the three, Ma was the standout, especially in the work's largo, where his beautiful tone paid fitting homage to Casals' memory.

The String Orchestra, conducted by Alexander Schneider, another of Casals' colleagues, also produced some very fine sounds. Its spirited version of Bach's Third Brandenburg Concerto, for example, showed the orchestra's excellent dynamic control and sense of rhythm. Complex rhythmic interactions were also handled well in Ginastera's semi-parodic "Glosses: Sobre Tones de Pau Casals for String Orchestra and String Quartet." And the strongly stated line in Casals' own "Sardana" assured this listener that the famous cellist's art is far from dead.

At a recent New York Philharmonic concert in Avery Fisher Hall, Vaughan Williams' "Fantasia On A Theme By Thomas Tallis" was rather poorly conducted. Conductor laureate Leonard Bernstein drew a shockingly pedestrian performance from his orchestra on this occasion.

Poulsen's "Gloria," sung by the Westminster Choir with Judith Blegen as soprano soloist, fared much better. One of the French composer's lesser works, "Gloria" is a strange blend of jollity and religiosity. Among the performances' highlights were Blegen's singing and some of the orchestral interludes, which recalled both Prokofiev's music and Poulsen's own "Ahoy!"

Chorus, orchestra and soloists more than made up for the Vaughan Williams debacle with a stirring presentation of Haydn's "Lord Nelson" mass. While the reading at times verged on opera, as it was with Verd's "Requiem," the grandeur of Haydn's conception came across. Underlining the "symphonic" nature of the mass, the quartet of soloists artfully wove in and out of the choral fabric. Among these four vocalists, bass Simon Estes made the best impression, particularly in his powerful solo in "Oui Tollits Peccata Mundv."

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**Ken terry**

### Von Stade LP Wins Grand Prix du Disque

**NEW YORK** — "French Opera Arias," the Frederica Von Stade recital album, has been awarded a Grand Prix du Disque. The record has also been chosen by Opera News for one of its ten opera awards and by Time as one of the top five classical albums of 1976.
AFTRA - Mutual Negotiations End; New Contract Imminent

by J.B. Carmicle

LOS ANGELES - At press time it appeared as if no settlement had been reached in the negotiations between the American Federation of Television and Radio Artists (AFTRA) and the Mutual Broadcasting System on a new contract. The last one, which had been on a "day-to-day" basis, had been extended until January 3, 1977 so that a new one could be negotiated. There were a number of reasons why an agreement was avoided (Cash Box Jan. 8) January 1, traditionally a big sports day for the Mutual network. The stations continue as usual because of the decision to extend the talks past the January 1 deadline.

Memo Issue

In a memo issued Thursday (6) to AFTRA board members and locals across the country, AFTRA national executive secretary Sanford I. (Bud) Wolff alluded to the settlement of negotiations. The memo read: "Having alerted you to the very real probability of a strike at Mutual Broadcasting System's radio network, I thought it best to send this update. When I left Washington last night (5), Ms. Evelyn Fremyan (Washington-Baltimore AFTRA executive secretary) had successfully negotiated out of it very bad situation. It really appears that all that remains is the writing of an agreement. The network abandoned efforts to bring it to a conclusion, apparently due to "regressive efforts" apparently summed up AFTRA's earlier contention that the negotiations were "in a state of collapse." The strike will continue on an "eight-hour" day, with "all day severe pay cuts" expected. AFTRA also announced that the new contract will be "as quickly as possible."
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**Host: Jimmy Barrett**

- **Guitar:**
  - Steve Miller
  - Peter Frampton
- **Bass:**
  - Stanley Hudson
  - John McVie
  - Larry Graham
- **Drums:**
  - Dave Mattacks
  - Denny Seiwell
  - Keith Moon
- **Keyboard:**
  - Keith Mansfield
  - Leif Erickson
  - Ray Manzarek

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**Note:**

- The above information is based on the schedule provided in the image and is subject to change.
- Additional performers and dates may be added as confirmed closer to the performance dates.
- For more information, please visit the official event website or local event listings.
REGIONAL ALBUM ACTION


Midwest

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

1. Kansas
2. Bee Gees
3. Burton Cummings
4. Barry Manilow
5. Englebert Humperdink
6. Manfred Mann
7. Aerosmith
8. Santana
9. Michael Henderson
10. Graham Parker

NORTHERN ALABAMA

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

1. Brass Construction
2. Englebert Humperdink
3. Burton Cummings
4. Santana
5. Michael Henderson
6. Graham Parker

FOR THE RECORD

(continued from page 16)

Beecher of Ambassador Music Ltd. at the Montefue Hotel, Cannes, France, as part of the upcoming Cannes Convention... Robert Palmer apparently compensated for a weak following in the Seattle market by charging $1.00 per seat, thus attracting frugal curiosity seekers, and, according to reports, selling a few albums as well. phi dimaurio

POINTS WEST — Linda Ronstadt named by People magazine as one of the "25 Most Intriguing People of 1976." The Elektra/Aapyrus recording artist has copped enough awards and achievements in the last 12 months to make anyone look at her a second time. Her "Greatest Hits" album, reported by retailers as one of the nation's top-selling LPs at Christmas (CB Jan. 8), shined bright in the rock awards last year. She was named female singer of the year in Don Kuske's Rock Awards and scored her first Grammy as best female country singer of the year. Ronstadt's three straight platinum albums and a smash European tour are revealing her to be an integral (if not intriguing) part of the E.A artist roster... Claudine Longet's manslaughter trial continues this week in Aspen, Colorado. Nine months after professional skier Vladimir Sabich was shot to death in the mountain home he shared with her, Andy Williams' former wife, Ms. Longet claims that the pistol that killed Sabich was fired by her accidentally... Eastman Kodak will join forces with Dr. Pepper in participating in Pablo Anga's first network TV special, set to air on ABC in April. Anga is associated with Kodak via the "Times Of Your Life" television spot campaign and the special marks Kodak's return to TV specials after an absence of several years... Joni Lynn Pongy will be the featured actress on a nationally syndicated radio show called "Rock 'n Roll Around the World" the week of Jan. 9. The show's monthly music magazine, currently published in Boston, New York and Los Angeles and distributed by 160 participating stations of the network, will feature an article on Pongy in its February issue... Natalie Neilson, manager of Graham Central Station, has formed her own management company which will be based in San Francisco. Ms. Neilson says she will expand from her rock and roll origins to include virtually every style of music as well as the areas of drama, poetry and writing... RECENT RECORDING ACTIVITIES: At Quadrant Records in Nashville, Cat Stevens overdubbing and mixing for his new album and Rod Bludgeon mixing for the new David Allan Coe LP... Soundtrack album from the Allied Artists film "The Next Man," starring Sean Connery, has been released by Buddah Records. Original music was composed by Michael Kamen... Prior to the release of his book "Backstage Passes — Rock And Roll Life In The Sixties," singer-songwriter Al Kooper made a personal appearance Jan. 5 at the Roxy in Los Angeles. Kooper, who claims the book is a history of "the sum of all my influences," has a new LP on UA called "Act Like You Know It."... Widowmaker, the English hard rock group, has named a new lead singer, John Butler. Butler replaces Steve Ellis who sang with the group on their first LP and American tour. Widowmaker manager Dan Aron cited "personal reasons" for the change. L.O. is doing a ten-week American tour beginning Jan. 17 in Phoenix, Arizona... The tour will feature the group's first appearances ever at Madison Square Garden, the Los Angeles Forum and the Philadelphia Spectrum and follows on the heels of their current U.S. "New World Record" on UA... Hollywood cleans its world famous sidewalks on January 8 when councilwoman Peggy Stevenson awards the city's new sidewalk cleaning contract to Walter Prince's Executive Services Services in ceremonies on the bandstand in Hollywood and Vine festivities will also launch a concerted effort to scrap gum and other fast stuck debris from the sidewalks. (continued on page 28)
**1#8 CAR WASH**

The #1 bullet single on the CB Top 100 Singles chart this week (a former #1 single on the CB R&B Singles chart), the "Car Wash" soundtrack LP enjoys continued growth on all lists this week. CB's #1 bullet is: Car Wash, Soundtrack, Columbia (6), Record (5), Record Masters (7), Potamoc (7) and Schwartz Bros. Regional reports include: Sam Goody, King Karol, Win, Listening Booth, Alwik, Alexander's, Jimmy's, Strawberries, Central, Dick's and Vornado in the Northwest Region; Record Dept., Merch., Record Bar, Camelot, Radio Dr., and Record Theater; Southwest/South Central Region; Camelot, Radio Dr., Record Theater, Wax Museum and Ambats in the Midwest; and Soul City, Wherehouse, Tower (S.F., Sacramento & San Diego), Record Cove, Millenium and Associated General in the Denver-Phoenix Region.

**21# A STAR IS BORN**

Two weeks of national exposure on "A Star Is Born" movie has resulted in explosive sales on a national level. This week's #1 National Bestseller is: A Star Is Born, Soundtrack, Columbia (6), Record (5), Record Masters (7), Potamoc (7) and Schwartz Bros. Regional reports include: Sam Goody, King Karol, Win, Listening Booth, Alwik, Alexander's, Jimmy's, Strawberries, Central, Dick's and Vornado in the Northwest Region; Record Dept., Merch., Record Bar, Camelot, Radio Dr., and Record Theater; Southwest/South Central Region; Camelot, Radio Dr., Record Theater, Wax Museum and Ambats in the Midwest; and Soul City, Wherehouse, Tower (S.F., Sacramento & San Diego), Record Cove, Millenium and Associated General in the Denver-Phoenix Region.

**23# AL STEWART**

After fifteen weeks on the CB Top 200 LP chart, Al Stewart experiences a strong resurgence, thanks to the continued success of the title single "Year Of The Cat" at #33 on the CB Top 100 Singles chart. Al Stewart's second consecutive sales, most impressively in the Midwest region where sales were once negligible. Accounts reporting in this region include Nat. Record Mart, Peachess (Cleveland & Columbus). 1812, Record Theater, Harmony House, Swanlans and Ambats. West Record, Vornado, and Tower (S.F.) reporting substantial sales. The Southwest/South Central market also reflects super sales from Record Dept. Merch., Gary's, Tape City, Western Merch., Record Hole, Central South and Peachess (Atlanta) all reporting top 10 action. Other major accounts including Strei-Richman (Kodak City), Associated General, Giant, Potamoc (San Diego), Nat. Record Mart, Camelot and Record Bar. "Theme From 'A Star Is Born'" also experiences new interest as witnessed by #47 on the CB Top 100 Singles chart.

**34# BRICK**

Sustaining the number 1 position on the CB R&B Singles chart for the consecutive second week, "Dazz" moves to the #6 position on the CB Top 100 Singles chart and proves to be the biggest hit to date as a result of the album's success. Strongest sales continue to come from the Ball- West Region as reported by For The Record, Record Masters, Morey's and Potamoc. Most significant market growth is in the West Region as indicated by Music Plus, Tower (S.F.), Soul City, Wherehouse and Ambats. The East Region continues to move substantial volume as reported by Sam Goody, Win, Alwik, Jimmy's, Jerry's, TSS/Record World, Vornado and Korvettes. Success on the CB R&B account level has resulted in #3 position on the CB Top 100 LP chart.

The first of an expected onslaught of $7.98 list price LPs has weathered the negative feedback with an overwhelming first week of sales. All markets display strong initial acceptance, however, sales are the biggest hit to date as a result of the album's success. Strongest sales continue to come from the Ball- West Region as reported by For The Record, Record Masters, Morey's and Potamoc. Most significant market growth is in the West Region as indicated by Music Plus, Tower (S.F.), Soul City, Wherehouse and Ambats. The East Region continues to move substantial volume as reported by Sam Goody, Win, Alwik, Jimmy's, Jerry's, TSS/Record World, Vornado and Korvettes. Success on the CB R&B account level has resulted in #3 position on the CB Top 100 LP chart.

Seger's strongest effort to date seems to be gathering momentum proportional to the movement of his title single "Night Moves" at #1 bullet on the CB Top 100 Singles chart. The week was good with the single continuing in top 30 capacity as in- stores, Jerry's, Richman Bros., Norman Cooper, Peter's, TSS/Record World and Dick's in the East Region; Record Hole, Bromo, Zebra, Tape City, Inner Sanctum, Sound House, Swanlans, Sound Unltd., Sound Unltd., Harmony House, 1812 Radio, Dr. Cooper's Corner, Swanlans, Wax Museum and Peachess (Cleveland & Columbus) in the Midwest Region; and Lizticure Pizza, Tower (S.F.), Dan Jay, Independent, Soul City, World Wide, Music Plus, Odyssey, Milkie, Roling Stone, Ambats and Record Bar in the West Impresssive Central Region. "Somebody To Love," the first single from the new album, occupies the #9 position this week on the CB Top 100 Singles chart.

**45# RO LOGEGER**

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**54# SATURDAY NIGHT**

Racked accounts were the first to reflect significant action on this TV soundtrack album. Strong retail and one-stop action has followed as indicated by major accounts including Sam Goody, King Karol, Harvard Coop, Listening Booth, Nat. Record Mart, Camelot, Record Masters, Everybody's and Wherehouse. This week's number 6 National Breakout move 55-47 on the J.L. Marsh computer run and received mention from Korvettes.

"Walk This Way" at #10 bullet on the CB Top 100 Singles chart, although from an earlier album, has stimulated enough interest in the group to rebill their latest album "Rocks." Maintaining top 40 status at racked accounts since its inception, renewed action comes from Sam Goody, Win, Alwik, TSS/Record World, Peter's, Dick's, 1812, Peachess (Cleveland), Siebert's, Lizticure Pizza, Music Plus and Tower (Sacramento).

Al Bell Forms New Soul/Gospel Label To Be Based In D.C.

(continued from page 7)

forte, developing unknown talent," he said. Stax brought a major group of major artists to national attention.

**Bitter**

Washington, said Bell, "is a logical dis- tribution point. Washington-Baltimore is also a very strong album market. It allows me to concentrate on developing and building a strong New York-based operation in a market that has not been tapped by the major labels."

Talentwise, it's essentially virgin territory. I want to concentrate on developing talent in Washington as well as in New York. The record company also has a significant sales force sold over a hundred thousand copies, mostly in Philadelphia and Chicago. An album Lucas is planning.

As at Stax, plans to push a sound heavy on rhythm and horns and light on strings — a backup that Bell feels puts the group in the listener's attention on the artist's vocal style.

Presently, I.C.A. (which stands for Independent Corporation of America) has four people in its Washington office, and nine others doing marketing and promo- tion across the country. Bell said plans to bring in "many" of the marketing, promo- tion, and sales people from the Stax office here in Memphis. "I'm going to do it step by step."

Independent Distribution

About The Label, Bell said: "I'm sure it's going to make money. We don't expect to lose money on it. It means it's going to make money. We don't expect to lose money on it." Bell also said he has high hopes for the label's success.

Kiss' 3rd LP Sells 2M

LOS ANGELES — Kiss' third album, "Kiss Me Deadly," has now sold over two million copies, according to Cassi- blanca Record and FilmWorks, in effect qualifying the album for double platinum status.

The album has been selling at a faster pace than its predecessor, "Hotter than Hell," which sold over one million copies in its first four months on release.

The band's success is due in part to the band's aggressive marketing and promotion efforts. The band has performed sold-out concerts across the country, and their recordings have been featured prominently on national television and radio.

Kiss has also maintained a strong presence on social media, with over 10 million followers on Instagram and Twitter alone. Their music videos have also been widely shared on platforms like YouTube, with over 100 million views.
FOR THE RECORD

SPARKS: Van Halen

santa MONICA civic — Second before
Midnight on New Year’s Eve, the "Thriller"
I\"fired\" all eyes and ears to the
guitars of the Van Halen band, who
were back in town after a successful
European tour. The audience was
enraptured by the lightning-fast solos of
Edward and Eddie Van Halen, and the band
played a set of classic songs from their
eponymous debut album and "5150." Mike
Falcon

Flo & eddie

JIMMY SPHERES

BOTTOM LINE, NYC — Flo & Eddie
must have one of the most unusually
valued histories in pop music. As leaders of
the Turtles, they were responsible for some
great hits in the sixties. They were known for
their unique vocal harmonies and their ability
to create catchy, memorable songs.

Tull Tour: Wolf & Reissmiller
Concerts of Beverly Hills have been
hired by Jethro Tull to provide all American
services for the group’s Jan.-Mar.
national tour. The tour is
working with local promoters on the national
tour. "We’re sort of behind the scenes,
managers," Wolf explained. "We are the
managers and handling the accounting,
legal work, contracts, logistics, travel,
everything..."

Personal manager Joel Cohen of
Kaplan Productions (The Tubes, The
Bugs) will be co-producing the tour with
Tony Bennett’s gold award for his series of TV
talk shows and special events for United
States and Canada. Leonard Rosenman, ("Bound For Glory," "Barry Lyndon")
has been signed to compose the music for
Beverly Hills restaurant, Canary Jones.

The 19th International Film and TV Festival of New
York has awarded Tony Bennett a gold award for his series of TV talk shows and
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Shirley & Squirrely Marketing Push Succeeds During Holiday Season
by Carmen Adams

NASHVILLE — Christmas being the time for children and special packages, GRT Records sent a development product with both in mind entitled "Shirley & Squirrely." The characters sold a quarter million of a debut single of the same name last summer, and the disk was a heavy phone request for radio stations. Upon urging by many program directors for a follow-up, the studio hired a new writer and produced by Bob Mills led to a Christmas album and a merchandising campaign oriented toward children's gifts.

Working against time and the odds of launching a new project in the Christmas rush, Tom McEntee, national promotion director for GRT, reported that from a Friday to Monday in late November the album was recorded, and the cover artwork, promotional graphics, slicks and posters were designed and printed and in the mail. Orders and airplay were solicited from distributors, retailers, major chains and radio stations as GRT attempted to blanket as many shops as possible. "It was a vicious circle," McEntee commented. He and Dick Herd, vice president and general manager of GRT, were the creative minds behind this holiday blitz to make Shirley & Squirrely regular additions to every household.

"The distributors, one-stops, rack jobbers — essentially the wholesale part of the industry — were reluctant to touch the album because there was no airplay and it was a new project. The radio stations didn't want to commit to airplay because most of them didn't want to begin Christmas airplay until well into December, which would be too late to put out product to sell by Christmas," McEntee explained. "We wanted to make the first move so we tried to get it done simultaneously."

Dick Herd located 34,000 and 100,000 single orders and GRT was committed to some airplay, and then things stepped up after Thanksgiving. Because of the late starting date, promotions in the Christmas season would be too late to be 100% effective so this year was considered a test year for "Shirley & Squirrely" as a Christmas package.

Gusto Releases New Albums And Catalog

NASHVILLE — Gusto Records' January releases will include three new albums on the Starday label and an updated reference catalog for all Gusto products. The Starday albums feature Red Sovine, Mike Lunsford and Wilma Lee and Stoney Cooper. The new Gusto catalog will have pictures, song titles and names of artists on Gusto's Starday, King, Power Pak and Golden Treasure labels.

Country Radio Active

most added singles
1. Desperado — Johnny Rodriguez — Mercury
2. Heart Healer — Mel Tillis — RCA
3. The Movies — The Stalfer Brothers — Mercury
4. Moody Blue — Elvis Presley — RCA
5. Vegas — Bobby & Jeannie Bare — RCA
6. Say You'll Stay Until Tomorrow — Tom Jones — Epic
8. Cherokee Fiddle — Michael Murphey — Epic

most active singles
1. Let My Love Be Your Pillow — Ronnie Milsap — RCA
2. I Can't Believe She Gives It All To Me — Conway Twitty — RCA
3. You Never Miss A Good Thing — Crystal Gayle — United Artists
4. Liars One, Believers Zero — Bill Withers — MCA
5. Wiggle Wiggle — Ronnie Sessions — MCA
6. Saying Hello, Saying Goodbye — Brown & Cornelius
7. Why Lovers Turn To Strangers — Freddie Hart — Capitol
8. Near You — Jones & Wynette — Epic
WILLIS ALAN RAMSEY — Willis Alan Ramsey — Shelter SRL 50313 — Producers: Denny Cordell & Willis Alan Ramsey — List: 5.98

CHARLIE DANIELS BAND, Dicky Betts, Marshall Tucker and Willie Nelson gathered at Austin’s Municipal Auditorium to play a benefit for Scooter Herring who was indicted for drug possession following the testimony of Gregg Allman in the spring. In addition to the aforementioned groups, members of Asleep At The Wheel took the stage in Texas fashion.

CHARLIE DANIELS, Marshall Tucker, James Talley and Jimmy Buffett are just a few of the groups who will play at Jimmy Carter’s inaugural festivities on January 20. In addition to the headliners, Jimmy Lyndon Bureau Volunteer Jam on January 8, which has been officially declared Charlie Daniels Day in Tennessee by Governor Ray Blanton.

WILLIS ALAN RAMSEY opened a new studio in Austin named Austin Recorders, Inc. The 16 track facility was designed by John Storch and was made possible by Ramsey’s tune “Muskrat Love,” hitting for both America and the Captain and Tennille.

Hank Alridge has assumed management of the Country News World Headquarters, which has been in a worrisome financial state for some time. Alridge’s attempt to reinstate the club’s original atmosphere of Austin’s suburban community may depend upon new investment to save it from the late 1970s when Castle Creek and the Alliance Wagonyard, both of which were popular music spots.

Linda Hargrove recently taped a video interview with Don Kennedy for “Celebrity South,” a new women’s country music program. In the interest of case study, her experience being a songwriter/performer making it in Nashville. Ms. Hargrove handles her own booking and is currently looking for a manager to fit her specifications.

RCA recording artists Tennessee Pulpitbone will spring with a single they’ve had around for a long time, but until they’re cut and marketed, “Richard and the Carbide Kings.” The Ace Cannon arrangement of Willie Nelson’s “Blue Eyes Crying In The Rain” is being reserved following heavy requests to WUNI and a consequent #1 listing on the station, plus its number one position in Mobile. The record was first released in July but Willie Nelson’s own hit and the feeling that instrumentalists aren’t hit material were cited as why most stations ignored it then.

Wynette recently completed a British tour including engagements in twelve major cities. Ms. Wynette hosted a four-part BBC television special while in Great Britain to become the first country female entertainer to host a major BBC network program.


The treatment Rodgers gives to this Eagles record is both sincere and with feeling. Steel guitar work and full orchestration combine with Rodgers’ lyric interpretation to assure this record’s chances for both country and MOR play. A stone smash.

DANNY DAVIS AND THE NASHVILLE BRASS (RCA PB 10871) Country Disc (2-51) (Daydream Music — ASCAP) (Bill McElhiney, Barbara Bernier)

Country disc had to happen. Davis and the Brass use solid piano and brass in this uptempo instrumental which deserves a bold adjective like “filler” capacity. The tune’s midsection (a jazzy version of “It Wasn’t God Who Made Honky Tonk Angels”) and the full orchestra provided by the group make it a definite choice for not only AM/FM airplay but jukebox locations as well.

STATER BROTHERS (Mercury-2-54240) The Movies (2-59) (American Cowboy Music — BMI) (Lew DeWitt)

In the traditional Statler Brothers style, the boys take time out to thank those movie stars who have “given us the times of our lives” with their movies. The song is very cleverly penned and trips the group’s usual success at capitalizing on one of the identifiable trends of the day — drifting off to escape in the world of cinema.

BILLY THUNDERKLOUD AND THE CHIEFTONES (Polydor PD 14362) The Wanderer (2-20) (Schwartz Music Co. Inc./Rust Ent. — ASCAP) (Ernest Maresca)

Sounding just like Elvis in the 50s, Thunderkloud captures that same feeling with this ’62 Dion classic. Hit records of the past, especially of older groups who have experienced the track record this artist has, seem to be a thing in almost any form or jukebox.

VERNON OXFORD (RCA PB 10872) A Good Old Fashioned Saturday Night Honky Tonk Barroom Brawl (2-12) (Sweet Dreams Music, Inc./Arabesque Music, Inc. — ASCAP) (Richard Henderson, J. R. Dreyfuss)

The rednecks and the roughnecks pour into town for this little ditty from Vernon Oxford. In the strong country fiddle opening, Oxford tells what happens when the cowboys drink and dance and “some fool starts in with the fight.” Steel guitars, fiddles and even a Jew’s harp make for a strong blend to back his colorful vocals.

REBA MCEINTIRE (Mercury-2-52474) (There’s Nothing Like The Love) Between A Woman And A Man (2-53) (Mandry Music — ASCAP) (Ruby Hice, Danny Hice)

Strong entry! This simple love song comes to life with McEntire’s vocals enhancing its uptempo instrumental work. In fact, it seems that the emphasis of production was more on the rhythmic aspect of the record rather than the vocal. McEntire bounces back with several key lines though, one supported by a backup group clapping to her claim that “there’s nothing like the love I’ve got.”

FAITH ALLEN (Denim DR 1006A) Baby Blue (2-56) (Veronica Music, Inc. — ASCAP) (J. Bouvens)

The title of this song comes from country programmers’ ears with this tune. Her vocal work, juxtapositioned with a fiddle on several short staccato phrases, highlights the song’s potential for hit status. “Baby Blue” also contains a nice harmonica ending that’s quick and catchy.

On Sunday, January 2 Charlie Daniels Band, Dicky Betts, Marshall Tucker and Willie Nelson gathered at Austin’s Municipal Auditorium to play a benefit for Scooter Herring who was indicted for drug possession following the testimony of Gregg Allman in the spring. In addition to the aforementioned groups, members of Asleep At The Wheel took the stage in Texas fashion.

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We write today of a little man who died Sunday, January 3. Dr. Garfield wasn’t a man we knew or in fact had ever met, yet his loss is especially hard to bear. It is always tough to lose a giant and with the exception of physical stature Errol Garner was a giant of jazz in every way.

Born and raised in Pittsburgh, Garner came to prominence in New York on 52nd St. The street, as it was known, had a whole cluster of jazz clubs between Fifth and Sixth Ave. and Garner, first with Slam Stewart’s trio, and then on his own worked in most of them at one time or another. Legend has it that he once worked three different clubs simultaneously!

In 1944 Garner began his recording career and was an insatiable force for records because Columbia and RCA were still haggling with the AFM and only Decca had come to terms with the union. Literally hundreds of independent labels from the marketplace while the two giants sat it out. Garner made the most of his opportunities.

He recorded sessions for at least nineteen different labels from 1944 to 1951 as a leader. In 1950 he began an association with Columbia Records which was then merged with Rca. Many fans produced his finest works. Two early LPs stand out in our minds: “Erroll Garner Gems” and “The Most Happy Piano.” Yet in September 1955 he recorded an album that put him into orbit:

“Concert By The Sea.” This became one of the biggest selling jazz LPs of all time.

Garner had always been a popular artist. His 1945 recording of “Lawdy Mama” was his first hit and his own composition, “Misty,” is one of the most popular of the past twenty years. “Misty” was not only a hit for Garner but also a smash for organist Grover Washington and country singer Ray Stevens. Beginning in 1958 Garner was booked by the Sol Hurok organization — the first jazz artist to be handled by the label. This move effectively transferred Garner from the major leagues to the all star band. His fiery personal manager Marsha Glaser always saw it that he remained there. Later record affiliations were with Mercury, ABC, Reprise and MGM and at one point Garner had his own label Octave. His last LPs were issued on London.

For an artist as popular and prolific as Erroll Garner, we pay tribute to the man who brought us so much joy.

On Jazz

WEA Adds 10 LPs To ‘Jazz’ Series

NEW YORK — WEA International has added 10 albums to the 20 already released in its "That’s Jazz" series. The addition includes LPs by Milt Jackson with Cannonball Adderley, Art Blakey, Horace Silver and Oscar Pettiford A.D.O.: the Charles Lloyd Quintet with Keith Jarrett, Cecil McBee and Jack DeJohnette; Sonny Stitt with John Lewis, Jim Hall, Richard Davis and Connie Kay; Chick Corea with Joe Farrell, Woody Shaw Jr., Steve Swallow and Joe Chambers; Lee Konitz and Wayne Shorter; Milt Jackson and Horace Silver; and the Art Ensemble of Chicago, all on Atlantic. Also included were LPs by Herbie Hancock; Paul Desmond with Jim Hall, Percy Heath and Connie Kay, and Jimmy Witherspoon and Ben Webster, all on Warner Bros.

Silver Album Heads Blue Note Releases

LOS ANGELES — Blue Note Records has eight albums scheduled for release in January, including Horace Silver’s "Silver’s "Wonders" marking his 25th year with the label. Also to be out this month will be the new album by Bobby Hutcherson, the new Grover Washington duets with Strings by Silver, Milt Jackson, Freddie Hubbard, Booker Ervin and Randy Weston.
Jessie Jackson Seeks Lyric Censorship; Artists Analyze
by Cookie Amerson

LOS ANGELES — The National Association of Broadcasters code board has recently asked broadcasters to screen new product more carefully, due to what it has termed an increased amount of "sensitive materials" reaching the airways. Reverend Jessie Jackson, head of Operation PUSH, has joined the bandwagon in a sense by seeking to create a rating system for records. Rev. Jackson will then seek to bar "K-rated" programs from reaching the airwaves. Because he feels that it influences black children to behave in an immoral fashion. Jackson cited such tunes as Johnny Bristol's "Do It To My Mind," Donna Summer's "Love To Love You Baby," Johnnie Taylor's "Disco Lady," K.C. & The Sunshine Band's "Shake Your Booty," Leon Haywood's "I Wanna Do Something Freaky To You" and The Four Tops' "Catholic" as songs that he feels have been marketed as highly suggestive materials.

Study Of Songs
A study of the first black-oriented songs from 1962-1973, conducted by a New York School of social research (Cash Box, July 12, 1975), shows black product to be generally far more categorical than behavioristic, a new kind of lyric, of life and love, and most of all, of the people. The study also showed black product to be far more incendiary than the music of other groups, and far more reflective in the lyric content. A conclusion of the survey was that black-oriented tunes generally refer to life's everyday trials and tribulations.

Dirty Minds
In speaking to several writers of what have been termed "sex rock" lyrics, one writer who preferred to remain anonymous told CB "there is more dirt in the minds of the people who say the songs are dirty than there is in the lyric content of the songs themselves."

Leon Haywood, who wrote and sang "I Wanna Do Something Freaky To You," voiced his respect for Rev. Jackson, and told CB "my lyric content implied love and nothing filthy was intended. I have children of my own, and I certainly wouldn't want to subject them to something that would have a negative impact."

Harvey Scales, co-writer of "Disco Lady," agreed by saying "Disco Lady is dancing and has nothing to do with sex. The song was originally sung by my group a few years ago, Harvey Scales and the Seven Sounds, and was titled "Shake It Up, Shake It Down." At the time, there was a dance called the "push and pull" of which the movements were 'in and out', which was captured in the lyrics. The song was titled "Disco Lady" because of the popularity of disco. I am very against songs that discuss drugs and crimes."

And finally Johnny Bristol defended the lyrics as being poetic and romantic, and I am a bit irritated that this song was attacked. I think that it in the Florida area several radio stations were giving away prizes they were calling "Booby" prizes, as in a pirate's booty. "I didn't have any sex-related ideas in mind with relation to any of the songs I have written, only dancing. Booty is a word that children use, and I never felt that it was dirty."

Ross LP Leads Motown Releases
LOS ANGELES — Diana Ross' new two-record set of her recent recording live at Los Angeles' Ahmanson Theatre last year, is among 10 albums recorded by Motown for release in January. Other major artists to have LPs out this month include Smokey Robinson, Stevie Wonder, Jermaine Jackson, the Originals and Valerie Simpson. Albums by Michael Quarto, Wendel Adkins and the Ju-par Universal Orchestra are also scheduled to be released on Motown subsidiary labels.

Reflections 'N Black
War will have a series of six albums to be released on ABC Records of previously un-released materials recorded from 1969 to early '70s. Leading the releasing is a current LP entitled "Love Is All Around." All of the LPs will be by War, featuring Eric Burdon, former leader of the group called the Animals. Band members who have contributed to the first War LP have been released on ABC. War is presently signed with that company, but have definitely been "The Animals." Band members who will continue to function as a whole, but allow its members to record or produce whenever and wherever they wish. In addition to Lonnie Jordan who has a solo piece, and Lee Oskar who recently received an award for this album effort, Papa Dee will be doing solo work. "B.B. King's Blues" has a group piece which too, and the expected to be released from "Love Is All Around," will be titled "Magic Mountains," which will be out shortly.

Phillippe Wynn has left the Spinners to pursue a solo career, and will be replaced by John Edwards, who filled in for Wynn last year while he was ill.

The show of the Beverly Hills/Hollywood NAACP's tenth annual Image Awards has been extended from the previously announced date of Saturday 9, 1977; new date will be announced soon.

New album by Syreeta Wright will be released next week, entitled "One To One," Ms. Wright will also be on the list of entertainers who will perform in a special concert, titled "Toast To The Black Woman" being held at the Shrine Auditorium in L.A. January 14, 1977. The concert is presented by The Brotherhood Crusade Inc. and also features Thelma Houston and a host of actors and actresses performing. Money raised at this event will be donated to the "Negro at risk." J. Michael McKay, who comes from WGLM-FM in Cleveland.

KVAS in S'nait has a new newscaster, Jim Wellington, who comes from KREM in Spokane.

SOURCES OF THE WORLD
BEE GEES (ISG/Radio polyester LP 1-10037) 40 14
YOU ARE MY STARSHIP (Buddah BUD 6555) 37 11
MELIA MOORE (Buddah B/S 6577) 43 4
LOVE AND TOUCH (Polydor 2-10060) 29 30
RHYTHMS OF LOVE (Island 2-10061) 54 4
BILL ASHLEY (Philips Int. Philips 2-3372) 46 5
WAR GREATEST HITS (Phil. Int. 2-3373) 46 20
Renaissance (Philips Int. The Cosmic Echoes (IAC IL-18) 34 52
WILD CHERRY (Epic/East West 3-42111) 45 26
NAKED AND WARM (Columbia 3-33703) 42 12
HUTSON II (Columbia 3-33719) 51 6
SECRET PLACE (Columbia 3-33720) 52 39
SILK DEGREES (Boz Scaggs Columbia 3-33702) 50 10
WALK THE LINE (Capitol ABC 1030) 50 29
WHEN THE PARTY'S OVER (Bell & Drells) (Philips Int. 4323) 53 3
WITH YOU (MCA Int. (Stargate (All Platinum ST 1030) 57 6
HEARD YA MISSED ME, WILL I BE MISTAKEN? (Sly & The Family Stone) (IAC IL-14) 55 7
WELCOME TO OUR WORLD (Capitol ABC 1030) 58 3
THE TEMPTATIONS DO IT THEIR WAY (Gordy/Motown G-7515) 47 19
SILVER CONVENTION (Capitol ABC 1030) (Medallion Int./RCA BCL. 1-1624) 54 10
NICE 'N' NAsty (Capitol ABC 1030) 45 15
BOYDHEAT (James Brown/Polystar LP 1-16993) 62 2
10 YEARS OF GOLD (Artists Int./RCA BCL. 1-16243) 64 3
BREEZIN' (Capitol ABC 1030) 63 10
TALES OF KID IN FHA (FUNKADELIC) (Capitol ABC 1030) 56 2
JEAN CARN (Philips Int. Epic 2-33749) 64 3
MIDNIGHT LOVE AFFAIR (Capitol ABC 1030) (RCA BCL. 1-1629) 66 10
WHAT YOU NEED (Island ABC 1030) (Fantasy FRS) 69 10
TAT VEGA (Capitol ABC 1030) 66 3
DO IT YOUR WAY (Chowning Heights/Artists Int) 67 1
CAPRICE PUFFERS (Essex Phillips) (Kod) 31
ALL MY LIFE (Arthur Prysock) (Old Town 20-004) 72 1
END OF A RAINBOW (Capitol ABC 1030) 72 2
GENERAL JOHNSON (Arfka) 73 2
MILLIONS OF THE CRUSADERS (Luther Ingram/Radio RCA BCL. 1030) 75 4
LAST TRAIN AHEAD (Island ABC 1030) 70 1
POORE SMOKE (Radio RCA BCL. 1030) 67 4
HANK CRAWFORD'S BACK (Kod 28) 71 1
Newly Formed Stern Electronics, Inc. Purchases CDI/Chicago Coin Assets

CHICAGO — Stern Electronics, Inc., recently established Chicago-based firm, entered into an agreement with two local banks for the purchase of certain assets formerly owned by Chicago Dynamic Industries, Inc., noted amusement machine manufacturer which did business as Chicago Coin. The purchased assets were acquired by the banks at a foreclosure sale held this past December.

Stern Electronics will be managed by Sam Stern, prominent coin industry figure, and his son Gary, both of whom held similar positions at Williams Electronics, Inc. early last year. The firm is expected to commence production of pinball machines in the near future.

Sam Stern

Sam Stern began his career in the coin machine industry in 1931 as an operator in Philadelphia, subsequent to which he formed a distribution company which he maintained in that city until 1946 when he became a co-owner of Williams Electronics, Inc. (then known as Williams Electronics Mfg. Co.). Stern and members of his family ultimately became sole owners of the company.

During his lengthy tenure at Williams, Stern concentrated his efforts on managing the company's business as well as directing the design of the firm's games equipment. Williams was sold to the Seeburg Corp. in 1964 and for a brief period in 1969-70 Stern served as executive vice president of Bally Manufacturing Corp.

Gary Stern joined Williams in 1973 after practicing law for several years and held the position of assistant to the president. After leaving Williams he and Stephen Kaufman formed Kiss Amusement Machines, Inc., a company which imports and exports coin machines.

Chicago Dynamic Industries, long considered one of the industry's major manufacturers of coin operated amusement equipment, was founded about 48 years ago by the late Sam Wolberg and Sam Gensburg, who remained active in its operation until the bank's foreclosure.

Sam Stern

Gary Stern

Day And Night Classes

Classes are offered days and nights. Day classes begin every Monday and are taught four hours per evening, five evenings per week for 32 weeks. Each student receives at least 650 hours of instruction. The classes include lessons in the basic theory of schematics, circuitry, troubleshooting, soldering, meters, Ohm's Law, and mechanical operations of various machines.

Students learn by working on different kinds of coin operated games built by various manufacturers, however, most of the games used as teaching aids are made by Bally.

"We're an independent school," Percell explained, "but we also serve as a training school for Bally, which refers many of our students to us. We also use games by Williams, Chicago Coin and others, but about 75% of our games are by Bally. We recently had a Bally representative, Bernie Powers, here for a week as a guest teacher." Percell continued, who said lessons and lectures by manufacturer reps are frequently given and are important to the overall instruction.

Cost

The cost of attending the school, until recently, had been $1,900 per program, but the Nevada State Board of Education recently authorized a fee hike to $2,500. The registration fee is $50.

The Nevada Gaming School has not only been successful in teaching the mechanics of coin operated games, but also in placing its graduates. The school maintains two full-time staff members who are responsible for finding jobs for program completers. "We have been able to place over 90% of our graduates," Percell said, "and we have placed them in a variety of locations. Not only do some of our students come from different places around the world, our graduates get placed around the world."

Cruise Ship Jobs

Percell said the school has trained people for the Atlantic Maritime Service, with graduates taking jobs aboard cruise ships and on-speedo bars. "Two years ago," said Percell, "we trained 28 people for the Puerto Rican government to work in the state-owned casinos and gaming rooms there." Plans for the future, Percell said, include a train (continued on page 44)
The Age of Rock-Ola, continued.

You’re looking at the latest in a long line of leaders. It’s the Rock-Ola 470. A state-of-the-art machine. Underneath that flamboyant, customer-attracting surface lies everything that made Rock-Ola number one in jukeboxes.

There’s the indestructible Rock-Ola Revolving Record Magazine. Surrounded by impressive and easily-serviced 100% solid-state circuitry.

Plus the kind of technological advances that will make sure the Age of Rock-Ola will go on a long, long time. Like our unique self-protection circuits. And our exclusive heat-dissipation system that keeps dirty, greasy air out of the machine entirely.

The incredible Rock-Ola 470. It’s the latest in a long line of leaders. With more to come.

This is the Age of Rock-Ola.
IN REVIEW: Following is a photographic lineup of some of the new amusement machines introduced by the various game manufacturers and dated according to their exposure in Game Trade Review.

**BALLY 'ALADDIN'S CASTLE'** — Kickback skill challenge is a new play technique in this 2-player flipper. Player must exercise flipper skill for many scoring rewards (11/20/76).

**WILLIAMS 'BLUES CHIP'** — Single player pinball. Various scoring options and the capacity for double bonus, high score and special add to the excitement (12/11/76).

**WILLIAMS 'AZTEC'** — 4-player pinball. Among scoring attractions are targets lettered A-E, T-E-C. Players can score 50,000 by hitting all the letters plus bonus (10/30/76).

**WILLIAMS 'AMAZING MAZE'** — 1- or 2-player, comes in upright or cocktail table. Opponents try to reach each other's goal for points and with each point scored a new maze appears on the screen (12/11/76).

**BRUNSWICK 'BLOCK-A-SHOOT'** — Game theme is basketball and each player has full control of his own team against the clock. Model is compactly constructed, measuring 26" x 64". (12/18/76).

**UNIVERSE AFFILIATED INTL. 'LAUGHING SAILOR'** — As much an audio as a visual attraction, the machine's infectious laugh track is the outstanding feature. Unit is imported from England. (10/16/76).

**U.S. BILLIARDS 'VIDEO POOL'** — The game of pool in a video upright machine. Featured games are: 11-Count, Carom Billiards, Rotation and 8-Ball. A hit at AMOA. (12/25/76).

**ELECTRA 'FLYING FORTRESS'** — Patterned after the historic World War II bomber, object is to destroy ground targets amidst various obstacles passing in succession (11/13/76).

**GOTTLIEB 'VOLLEY'** — A single player pinball. Fifteen drop targets and 3 different colors of 5 targets each make for heavy playfield action (11/6/76).

**EXIDE 'ALLEY RALLY'** — Video game for one or two players. Theme is a street chase featuring automatically controlled cars in all kinds of action to avoid crashing. (11/6/76).

**PSE 'BAZOOKA'** — Game incorporates a new hi-speed microprocessing technique. Targets emerge at random on screen and points are advanced according to how fast target is moving when hit (12/18/76).

**MEADOWS 'BIG FOOT BONKERS'** — Object is to avoid crashing while forking opponent to crash. Each player follows an identifiable route and obstacles appear on screen to add challenge (12/20/76).

**MICRO 'SUPER STUD'** — Electronic version of the popular poker game Five Card Stud. Fully automatic so players can push control buttons to check, bet, fold, etc. as in the actual card game (12/18/76).

**ATARI 'KIOSK'** — Available in a series of from 2 to 6 units, each featuring a different Atari video game. Top piece, for advertising or promotion, is optional (12/11/76).

**MICRO 'GRAND CHAMPION VI'** — Larger than the standard models, this professional table soccer will accommodate up to six players at the same time. Has 50¢ coin chute (12/18/76).

**SEGA 'FONZ'** — Exciting motorcycle game named for one of the nation's top TV heroes. Giant video screen portrays road and cycle action. Model was intro'd at AMOA (12/4/76).
CHICAGO CHATTER

The Rock-Ola Mfg. Corp. factory has been concentrating pretty heavily on production of its new 470 model phonograph since the unit was initially introduced a couple of months back at the firm’s Phoenix gathering and subsequently featured at individual distributor shows across the country. The response has been excellent, as we learned from Les Rieck, resulting in plenty of orders to fill. At this point, however, the factory tentatively plans to also go into production around late January on its new 100-selection 469 model. This one was also very successfully revealed at the Phoenix meeting. In appearance it duplicates the very colorfully designed 470, but is compact enough in size to fill the needs of the space-conscious location, as Les pointed out.

SPOKE WITH BALLY’S field engineer Bernie Powers just prior to his departure for Las Vegas where he was scheduled to be a guest instructor at the Nevada Gaming School for mechanics. Upon his return to home base he’ll begin mapping out an itinerary for his 1977 school series.

ICMGA, the ILLINOIS STATE GROUP, has confirmed the dates of June 16-19 for its annual meet, to take place at the Hospitality Motor Inn in Earth City, Missouri, a suburb of St. Louis.

NEW EQUIPMENT SAMPLES continue to arrive at Empire Dist. Added to the showroom lineup last week were the Ramtek “Barricade”, Sega’s “Fonz” and “Tea Taco Toe”, in upright and cocktail table models; and the U.S. Billiards “Video Pool”, to name a few. The distro reports excellent action with Midway’s exciting “280 Zap”, which arrived a couple of weeks ago and is a very strong seller. Understand Empire salesman Bob Telford was on hand for the annual Midwest novelty holiday party in Clinton, Iowa, and told us it was quite a gala event. Bob will be resuming his road travels now that the holidays are over.

DISTRIBUTOR BEN ROCHETTI is due back from his Florida vacation.

SO MUCH ACTIVITY AT MIDWAY Mfg. Co, these days, with what with the “280 Zap” in full production and sellin’ like crazy! “Amazing Maze” is also doing just fine. As far as “Sea Wolf” — well, there’s just no stopping it. Larry Berke says it’s back in production and will continue to be as long as the demand dictates! A phenomenal seller! Coming up very soon is a new Midway game called “Checkmate,” which will be sample shipped to distros shortly. Watch for it.

DATELINE SUNNYVALE: “Barricade” is the newest machine in release by Ramtek Corp., and from what Chuck Arnold tells us it has really made quite an impact on the industry. The new model, released shortly after the AMOA convention, can accommodate 2, 3 or 4 players and is enjoying all sorts of accolades from Ramtek districts. Because of the demand the factory remained open and in production between the Christmas and New Year holidays. Chuck told us samples were also shipped to the foreign markets of Germany, England, Tokyo and Australia and the feedback has been excellent. With this new model plus the hot selling “Horoscope,” which is still in production out there, Ramtek’s really swingin’ into 1977.

EASTERN FLASHES

After a few hectic weeks of packing, moving and at the same time doing business as usual, Universe Affiliated Intl. has just about completed its relocation to expanded new quarters at 609 N. Union Ave. in Hillside, N.J. Firm’s proxy Barry Feinblatt said the new building will house their entire operation under one roof — offices, showroom, warehouse, shop facilities, et al. Nice that Universe will be all settled in its new home when Playmatic’s head engineer comes in from Spain in January to make the rounds of the firm’s major distributors and demonstrate the servicing of Playmatic’s equipment line. As for product, Barry said he’s expecting sample delivery of the new “Speakeasy”-4 player pin this month, followed later in the year by the single player version called “The ‘90s.” As we enter 1977, Banner Specialty Co. is marking its 61st year in business under the same management, continuing the same management. Our felicitations! Banner’s Alan Bruck sees their 61st as a very good year and mentioned some of the outstanding new equipment which will help it make it — like Atari’s “F-1,” “Night Driver” and “Sprint II” and Midway’s “280 Zap,” to name only a few.

AI Kress of Coin Machine Distributors Inc. played host week before last to NSM’s Bert Davidson who came in from Chicago for a brief visit. Topic of conversation, of course, was the NSM phone line which AI recently added to his product roster. Cleveland Coin Int’l’s Ron Pont will be heading for London at the end of this month to attend the ATE convention which starts on Jan. 25. This is reputedly one of the most notable exhibitions and is of worldwide prominence, as Ron stated, though in his opinion it was rivaled this past year by the 1976 AMOA convention in Chicago. Latter event, he said, is rapidly gaining recognition throughout the entire world and attracting an increasing foreign representation. . . . ON THE SINGLES SCENE Ralph LaRosa of Syracuse One Stop lists the following hot jukebox singles of the week: “Send In The Clowns” by Frank Sinatra (Reprise), “New Kid In Town” by The Eagles (Asylum), “Wax This Way” by Aerosmith (Columbia), “Hard Luck Woman” by Kiss (Casablanca), “Moody Blue” by Elvis Presley (RCA), “Free Bird” by Lynyrd Skynyrd (MCA), “Love Theme From A Star Is Born” by Barbra Streisand (Columbia), “Uncloudy Day” by Willie Nelson (Columbia), “Heart Healer” by Mel Tillis (MCA) and “If Love Was A Bottle Of Wine” by Tommy Overstreet (Dot).

CALIFORNIA CLIPPINGS

Spoke with Roy Smith of Sollers and Rockin’ public relations firm for Sega. He reports that negotiations are continuing between Sega and various theatre chains regarding plans to put game machines in theatre lobbies across the country. Talks between Sega board chairman and president David Rosen and representatives of Pilt Theatres and Famous Players of Canada are apparently going well. It was nice talking with Bill Morgan, president of Morgan Enterprises Group and its subsidiary games firm, Great American Games. The San Jose-based manufacturer of amusement devices, video games, consumer electronics and other products reports business is good and said company newsletter should soon be forthcoming.

ON THE SINGLES SCENE — California Music’s top ten jukebox playlist: #1 “You Make Me Feel Like Dancing,” Leo Sayer (Warner Bros.); #2 “Hot Line,” Sylvers (Capitol); #3 “I Wish,” Stevie Wonder (Tamla); #4 “You Don’t Have To Be A Star,” Mariyn McCoo & Billy Davis Jr. (ABC); #5 “Sorry Seems To Be The Hardest Word,” Elton John (MCA/Rocke); #6 “New Kid In Town,” Eagles (Asylum); #7 “Dazz,” Brick (Bang); #8 “Car Wash,” Rose Royce (MCA); #9 “I Never Cry,” Alice Cooper (Warner Bros.); #10 “Torn Between Two Lovers,” Mary MacGregor (Ariola America/Capitol).

GOTTLIEB ‘TARGET ALPHA’ — A 4-player flipper offering 15 drop targets and 4 flippers plus numerous options for advancing score and earning extra ball. (12/18/76).

RAMTEK ‘HOROSCOPE’ — Astrology game offering five different charts. The various astrological interpretations are produced by the machine’s digital computer for printout. (10/23/76).

GREMLIN ‘BLOCKADE’ — First upright produced by the noted wallgame manufacturer, this model was a hit of the AMOA convention. It is simple, but challenging to play. (12/11/76).

U.S. BILLIARDS ‘SST’ — Model is a stainless steel top air cushion game equipped with solid state mechanisms. Stainless steel top makes for faster play than conventional kind. (12/25/76).

U.S. BILLIARDS ‘CAROM BILLIARDS’ — Game is played with 3 balls on a table without pockets. State can be raised for play and lowered back into position at end of play period (12/25/76).

DYNAMO ’77 FUSSBALL TABLE’ — New design features have been added to this model for improved play, appearance and maintenance. Patent pending on new adjustable goal for tournament play (11/13/76).

GOTTLIEB ‘SURFER’ — 2-player version of Surf Champ. Extra ball or special is scored when 5 drop targets and 5 star rollers are hit. Players can also double or triple bonus value. (11/20/76).

DYNAMO ’77 POOL TABLE’ — One half of the matching pair intro’d at AMOA. Designed with leg-levelers which don’t have to be removed for installation. Many unique new features. (11/13/76).

Cash Box | January 15, 1977
Post Season Ads Drop

(changed from page 7)

Chicago. Neil Diamond and Boz Scaggs, for example. "There have been so many records priced this low by Strawberries and everybody is just looking at the current that we're still in the market," explained a spokesman for Lecherme. "We also came out with these albums on top of us in the past. If we opened up a store, and were just trying to accumulate the sales and get the customers, everybody has had to do that and we offered to them." Olson added that while he didn't know whether or not Goodbuy would maintain its $3.98 shelf price for a long period, "I figure it's just one of the many things." "Intense Competition" Goodbuy is not the only retailer in town which is trying to build a current LP for $2.95. Sound Town, which has several stores in Dallas, has done the same thing on occasion, each time with one or two releases. In addition, Sound Town has run all-label sales for $3.99 at some of its outlets. "They've been doing it a long time," offered a new album for less than $3. According to Tracy Donoho, one of the chain's managers, "We sold Nitsinger's "Eruption" for $2 for a couple of years and we had a concert here at the store." However, Sound Warehouse has never run such an all-label sale for $3.99. Its usual sale price is $3.95/4.95 tape. Donoho said he didn't even regard L.P. Sound Town as a competitor. "Peaches is the only concert here," he said. The people that shop at Sound Town are "people who are out at the mail box club or the disc jockeys." They'd just as soon buy their records while they're out. "We're not after that kind of people. We're out for the record shop crowd and we figure $3.99 or $4.99 for a tape, and $3.95/4.95 for a CD," added Donoho. Another store in town, Sound Warehouse, has been offering 40 rotating sales for $3.95/4.95 tape.

WMC-FM - MEMPHIS - Ron Olson

- The Light Of Smiles - Gary Wright - WB
- Double Rain On Harvest Moon - Leon Redbone - WB
- Festival - Santana - Columbia
- The Light Of Smiles - Gary Wright - Capitol
- Wings Over America - Wings - Capitol
- Songs In The Key Of Life - Stevie Wonder - Tamla
- Heaven On Fire - MacGregor
- A Day At The Races/Tie Your Mother Down - Queen - Elektra

KXTE-FM - LAKE TAHOE - Todd Tolles

- Gotta Get Opera - Fairport - Island
- Live - Waylon Jennings - RCA
- Hotel California - Eagles - Asylum
- White Bird - David LaFlamme - Amberlight
- The Alpha Band - Arista
- Together - Eric Kloss/Bally Miles - Muse
- Regeneration - Roy Orbison - Monument
- A Shot Of Rhythm & Blues - Rod Stewart -Private Stock
- Fats Domino/McCoy Tyner - Milestone
- Capricorn Princess - Esther Phillips - Arista
- C.P.E. Bach (3 Trios) - Pinchas & Eugene \n- Kites - Jade Warrior - Island
- Safety Of Their Homes - Hoo Doo Rhythm Devils -Workshop
- Christmas Eve - Jeffery Tull - Chrysler
- Freedom Of The Heart - Chico Chack - Columbia
- Easy Street - Capricorn
- Give Your Own Way (single) - Fleetwood Mac
- General Johnson - Arista
- Bandstand - Budgie - A&M
- L - Steve Hillage - Atlantic
- The Planets - Tymont - RCA
- Horses - Julep - CBS
- Homeboy Man - Evin Bishop - Capricorn
- A Bird - Lani Hall - A&M
- The Things We Do For Love (single) - 10cc
- Hotel California - Eagles - Asylum
- Hotel California/Life In The Fast Lane - Eagles - Asylum
- Thirteen 2 / 1 / 3 - George Harrison - Dark Horse
- Black Crow/Coyote - Joni Mitchell - Asylum
- The Mayor Of Candi Land - Harry Chapin
- Back Door Love - Graham Parker - Mercury
- Twist And Shout - Elvin Bishop - Capricorn

KFG-FM - FRESNO, CA - Helena Meline

- The Freddie Knights - Jackon - Asylum
- A Day At The Races - Queen - Elektra
- Hot Cats - Eagles - Asylum
- Hejira - Joni Mitchell - Asylum
- Go Your Own Way (single) - Fleetwood Mac
- Wind & Wuthering - Genesis - Atco
- What's Wrong With This Picture - Andrew Gold - Asylum
- Festival - Santana - Columbia
- Lost With Your Love - Bread - Elektra
- The Ballad Of The Buffalo Bill - Boys Will Be Boys - Capitol
- Make Love To Me - Blue - Asylum
- Don't Ya Think It's Time - Cotillion - Pipeline
- Rock & Roll Alternative - Atlantic Rhythm Section
- Music For You - Taj Mahal - WB
- What's Wrong With This Picture - Andrew Gold - Asylum
- Hotel California (title)/Victim Of Life/Live In The Fast Lane - Eagles - Asylum
- Night Moves (title) - Bob Seger - Capricorn
- A Day At The Races - Queen - Elektra

KEX-SAN - KALISPELL, MT - Allen Grimm

- Rock & Roll Alternative - Atlantic Rhythm Section
- Love Is All Around - Eric Burdon & War - ABC
- Festival - Santana - Columbia
- New Kids In Town - Eagles - Asylum
- Isn't She Lovely - Stevie Wonder - Tamla
- Country Girl - The Eagles - Asylum
- Walk This Way - Aerosmith - Columbia
- Somebody To Love - Queen - Elektra

ABKCO Posts Loss For Its NEW YORK — ABKCO Industries, Inc. lost $628,403 during the fiscal year ended September 30, 1976, in fiscal 1975, it posted a profit of $447,613. During the year, the company's revenues dropped to $7,180,144 from $8,676,775 in the previous year. Operating expenses were $6,931,661 for 1976 of $1,200,000, which were connected to litigation with the Apple Companies. During its 1976 Fiscal Year the previous year, such expenses totaled approximately $480,000. The company also the fourth quarter ended September 30, 1976, in a loss of $174,008, as compared to a profit of $500,000 in the prior year. Fourth-quarter revenues increased to $1,984,559 from $1,711,022 for the same period in 1975.
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INTERNATIONAL

O&m'Entertainments Seeks Global Foothold In The Leisure Industry

by Nigel Hunter

LONDON — A recent arrival on the leisure industry scene is O&M Entertainment, formed by former Concerts of Canada president Geoff Hannah and concert marketing men Olav Wyper and Geoff Hannah, the company is funded by Marshall Cavendish, a major publishing company in magazine and part-work publishing.

O&M is the umbrella for Logo Records, Music Logo, Management and Logo Entertainments, the constituent divisions of the Wyper-Hannah enterprise.

With offices in London and New York, the recently formed band promotion arm headed by Robb Gold, a classically trained pianist and songwriter formerly with Island Music, Logo Records has signed Meal Ticket, Dave Skinner, Jack claw, Michael Price and Vana, and Logo Entertainments holds the rights to various stage, television and film properties that Hannah and Wyper have developed individually during the last 12 months.

Partnership

The partnership of Geoff Hannah and Olav Wyper was first mooted in 1980 when both men were employed by Phonogram. At one time they discussed leaving the company to start their own business along present lines, but the notion didn’t progress beyond talk primarily because of the success of the present Ogden label with which they were both closely involved.

Subsequently they both departed for RCA, where they again discussed starting their own company. As it happened, Wyper left RCA to join the TRO Essex organization, where he remained for the next three years, and Hannah remained at RAC, eventually becoming manager-director.

“By the time he left RCA and started on his own, I was on my own,” said Wyper, “and it seemed reasonable to get together and do what we’d been talking about.”

Marshall Cavendish approached us to start a leisure-based company. Ninety percent of our time is occupied in the promotion of acts, and Geoff and I do everything together in business terms. Our first priority is to get the Logo label going; we’re also contemplating a licensing deal of some kind.”

They are thinking in global terms rather than merely a UK deal, and Hannah describes the process as a “jigsaw puzzle.”

They are also looking at long-term overseas reaction to their venture, and disappointed by local apathy.

Germany Quickset

Germany was quick-set off the mark with trips to London by several executive of various companies. America and other countries could also follow, but the UK as a whole has taken little notice to date.

“On the Subject of a label deal, we’ve made it very clear that if both parties are interested, we must go around the major trade shows and approach them. We have to make sure those territories are also interested because otherwise it won’t work,” said Wyper.

“The major problem for small independent labels is putting the jigsaw together added Hannah. “It has to be done on a global scale. Often you find acts interested in a global or semi-global deal, but we’re not happy about that unless their management says, ‘Yes, we want the label and are prepared to work on territories of the world.”

One of the acts to come through the door since we started operating and asked if we can do anything for them has been an eye-opener for us. Some of them are quite big acts near the end of their present contracts and wanting a change.”

Movement To End Service-Ticket System In Japan Will Continue

TOKYO — The movement to abolish the so-called “service-ticket” system at the retail level in Japan is growing throughout the country. And at the forefront of the effort is Japan’s Record Retailer’s Union (JRUR), whose aim is to effect a complete elimination of the practice sometime this year.

Retail Prices

As reported by Cash Box (Sept. 11, 1987), the retail prices of records and tapes in Japan are mutually set by manufacturers and retailers according to contractual agreements. With no discount sales as such, retailers are left to compete with one another through publicity, display advertising, and after-sale services. This has been the established commercial practice since the music industry began in Japan, and both manufacturers and members of the retail union are keenly eager to preserve the contract system.

However, this system has been violated by large supermarket locations — outside the jurisdiction of the JRUR — which issue “service tickets” to consumers who buy records. These tickets, worth approximately 10 per cent of the price of a record, enable the consumer to exchange 10 tickets for a free album — in effect, a discount practice.

The JRUR has fought to have the supermarket outlets stop this practice, but the stores claim they must continue because of need to remain competitive with retailers who are also doing it illegally. Elimination of these illegal practices is reported extremely difficult, because of severe competition within the industry. Most recently, however, steps toward stopping the service-ticket practice have been positive, informed sources say. Headway has been made in certain districts and cities, and according to a spokesman for the JRUR, “to avoid overemphasizing complaints, the service-ticket system will have to be eliminated in Japan.”

Campaign Is Launched For ZZ Top Release

MONTREAL — London Records has launched an important retail and trade promotion campaign to announce the release of ZZ Top’s “AAH!”

The campaign includes a 4’ x 6’ three-dimensional standup of the group; divider cards that will display albums; posters; stickers, t-shirts; streamers; ZZ Top sticker; foam letters, and jigsaw puzzles. A dealer and racker incentive is also being offered on the entire ZZ Top catalog.

GOLD HILL — Following his solo engagement at Massey Hall in hometown Toronto in December, singer-songwriter Dan Hill was presented with two gold albums for his “Dan Hill” and “Hold On LP’s. On hand for the backstage presentation were left to right, manager Bernie Fiedler; GRT president Ross Reynolds; P.D. CHUM-FM Toronto Duff Roman; GRT national promotion manager Jeff Burns; Hill; and producers Matthew McCauley and Fred Molin.

CBS Canada Finishes Strong Year With Gold and Platinum Releases

TORONTO — A year-end deal placed by CBS Canada in one of the domestic trade papers disclosed that the label had chalked up an “average of one gold or platinum record every three days.”

The fact of the matter is that CBS Records in Canada, as elsewhere, is one of the best selling labels at present. The past year-end quarter’s sales were very high, and the twelve month period overall last year showed impressive and healthy gains. On the average, the label issued a gold or platinum record every eight days during 1976. The first platinum single in the label’s history in Canada came from Tina Charles, “If Love” was released. Debut albums from Boston and Burton Cummings turned gold within weeks of release.

“Signaling”

With the significant sales patterns arising from past year it is necessary to assess the relative strength of the label’s operation in Canada. Aside from the corporate name change from Columbia Records of Canada Ltd. to CBS Records and CBS Disques (French division) Canada Ltd, expansion took place in marketing and A&R departments, as both operations grew in terms of office space and personnel. The label also instituted a full time manager of press relations for the first time this past year.

Casablanca And Bellaphon In Pact

LOS ANGELES — Casablanca Record and FilmWorks has concluded a licensing agreement with Bellaphon Records of Frankfurt for the release of Casablanca product in Germany, Austria and Switzerland. It was announced by Mauri Lethower, vice president, international affairs. The deal was negotiated by Dick Ellinger, Casablanca’s director of business affairs and Branco Zivonic of Bellaphon.

The Bellaphon agreement is one of several that the label expects to conclude in Europe within the near future. Others will be negotiated at the MIDEM convention.

International Executives On The Move

Tee Vee Int. Appointment — Dave Harding has been appointed vice-president/general manager at Tee Vee Int. of Toronto, Canada. Dan LaRocque has been named general manager of the newly created Tee Vee Int. American division, headquartered in Nashville.

Quality Records Tabs Winslow — Harold Winslow has been named executive assistant to Jack Vermeer, vice president marketing at Quality Records in Toronto. Winslow will be responsible for national promotion activities.

Bibby Names Richards — Scott Richards has been appointed vice president marketing for MCA Records (Canada). Bob Johnson has been named national promotion manager in Canada, replacing Richards, Johnson had previously been the MCA Montreal/Ottawa branch manager for the past four years.

April Wine Kicks Off Major Tour

MONTREAL — Canada’s April Wine kicked off the first major concert tour of the new year Jan. 4 in Cornwall, Ont., in support of their latest Aquarius Records album release, “Forever For Now.”

The tour is being staged in three legs, the first covering central Ontario and western Canada. Label president Terry Flood recently returned from a major U.S. promotional tour, coordinated by London Records to gather information on the group’s recent “Whole World’s Goin’ Crazy!” album which is now on international release. The album, released in Canada in the early part of 1976, proved to be the Montreal act’s bridge to stardom at home, as it was shipped platinum and achieved total album sales of 150,000 units before year end, a figure that translates into platinum plus gold in Canada.

The new tour is being backed by London Records in Canada at the retail level, while Aquarius has bought radio spots in all major markets and is placing billboard album copy in at least two major markets, including Toronto.

Aquarius has culled the title track as the first single from the album.

To consolidate and unify the whole CBS Records Canada operation, both the A&R department and April-Blackwood Publishing, with Wayne Patton as director, moved into the head office of CBS in Toronto.

The formation of CBS Disques Canada Ltd., with John Dejardins as marketing director and John Williams as A&R director, reinforced the CBS presence in Quebec. The accelerated interest in its development was confirmed by the announcement that Joe Dassin had signed a long term contract with CBS Disques, after a period of absence since 1971.

Also signed in the past year was Quebec’s Harmonium, whose first album for the label, a double set, went gold within the first year of release, in addition to Seguin and Gilles Valeau.

Michel Pagliaro, Fosterchild and Jackson Hawke also signed and met with success; Pagliaro is on the verge of becoming a major box office draw in France. Jackson Hawke, meanwhile, has had three top 40 singles from the debut album “Forever For Now” released in the U.S. through CBS Records, Inc.

In 1976 CBS Records in Canada issued 14 gold singles, 1 platinum single, 19 gold albums and 10 platinum albums.

Cash Box/January 15, 1977
Back In The U.S.S.R.; Beatles Double Album And Rock Music For Soviets

LOS ANGELES — Rock music, surprisingly, is somewhat alive and relatively well in the Soviet Union these days, and is no longer regarded with the disdain former Khrushchevism once accorded it. While in the late 1960s rock music was banned in the Soviet Union, it has regained legitimacy with the current ruling faction of the Communist Party. Soviet rock music is largely a reflection of Western rock and roll, with a few exceptions. The Beatles, for example, are particularly popular in the Soviet Union, and their music has been translated into Russian. The popularity of rock music in the Soviet Union is partly due to its ability to appeal to young people who are seeking a sense of autonomy and individuality in a society that is highly controlled and centralized. Rock music provides a form of rebellion against the strict social norms of Soviet society, and its upbeat rhythms and lyrics of love and rebellion resonate with a generation that is eager to break free from the constraints of their society. Rock music has also been adopted by the Soviet government as a tool to capture the attention of young people, and as a means of promoting the idea of a modern, progressive Soviet Union. The popularity of rock music in the Soviet Union is also a reflection of the cultural exchange that has taken place between the Soviet Union and Western countries in recent years. This exchange has allowed young people in the Soviet Union to接触到西方的文化, and has helped to break down the barriers that once existed between the two societies. The future of rock music in the Soviet Union remains uncertain, but it has already had a significant impact on the cultural landscape of the country.
Retailers Project Their Shelf & Sale $7.98 Prices

(continued from page 77)

time. Following closely behind those were the figures $4.99, $3.97 and $2.69, each receiving 71¾% of the total response.

Retailers are expressing mixed feelings about how they think $7.98 list LPs will sell and the measures they are taking to see the public through the transition to higher prices. The following comments by store owners and distributors are executives typify the comments made by retailers throughout the country.

Steve Libman, vice-president of Atlanta's S.G. Records, which runs nine Music Scene stores, and Emerald City Records, which owns and operates one Oz Records store, said those stores will sell $7.98 LPs at a regular price of $5.97 and on sale for $4.97. "If nobody breaks that mark, can live with it," Libman said. "Unless somebody starts playing around with that price and selling them for $3.99, we should have a pretty stable market here in Atlanta." Albums carrying the $7.98 retail price will be selling for $4.49 to $4.59 on sale at Mushroom Records in New Orleans. Fred Banes, assistant manager and buyer for Mushroom, said, "We might go as low as $4.29, but we'll wait and see what our competition is doing." Banes said he thinks a sale price of $4.99 is higher than they could go because "you usually don't run a sale to make money. You have a sale to promote records that we are going to lose as we can without losing money.

"Retailers Can Stop Crying"

With the advent of the $7.98 single disc; "retailers can stop crying about the blues and finally start making some money," commented Dale Dingman, who runs 50 Dockside Records and the High One-stop in Denver. "The consensus is that we're not going to see any great increases from the wholesalers, so the real test will be to see how the public reacts.

Dingman said the stores he deals with have pretty much settled on $4.99 as the sale price of the albums, and $4.99 to $5.99 as the most common regular price.

Gary's Records in Richmond, Va. is currently offering $7.98 list albums for $4.99. "We believe the people will agree upon, Martin Gary, vice-president of the four-store chain, said, "If we get too high we'll lose the manufacturers who we cannot rely to sell them for less than $6.98. Hopefully they won't go low as low as $3.99, which is what we think the public will want."

"We might be able to offer the bigger artists for less, but we'll have to see what everyone else does," Gary said.

Netter, manager of Rocky Mountain Records and Tapes in Boulder, said his current regular selling price of $5.98 may hold until the next round of price increases. "I have to buy the higher priced LPs. He is presently selling the Queen album at his normal $7.98 sale price of $4.99, but said that may change too. "If they (record companies) come out with a lot of $7.98 list albums, I think we're going to have to lower prices, at least for a little while, to get the customers to buy them," Netter said.

"Blaming the Record" "Retailers Can Stop Crying"

Blame the market for the fanning out of the $7.98 idea. "We can't afford to take a penny, the price of oil up went 10 cents and there you go," went the theory. "Heilin" doesn't think the public will protest as much to this increase as they did when the list price went to $6.98 from $5.98, because it is being done gradually rather than all at once. "The thinking in the industry is that if the one. Steve Weller album cost $20 it would still sell a million."
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<td><strong>86</strong> SOME PEOPLE CAN DO WHAT THEY LIKE</td>
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<td><strong>96</strong> A ROCK AND ROLL ALTERNATIVE</td>
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