Who In The World:
Doobie Brothers

HITS OF THE WEEK

SINGLES

ELTON JOHN BAND, “PHILADELPHIA FREE-DOM” (prod. by Gus Dudgeon) (Big Pig/Leeds, ASCAP). Gene Page charts provide a local color for Elton’s latest not-available-on-lp smash. In keeping with his fresh 8-side tradition, John Lennon returns the “Whatever Gets You Thru the Night” favor on a live rendering of “I Saw Her Standing There.” MCA 40364.

BOB DYLAN, “TANGLED UP IN BLUE” (prod. not listed) (Ram’s Horn, ASCAP). With a history of having aired in its entirety on top 40 stations as it were a single (when it was only an album cut), on-release acceptance of this one is assured. His label return will make history on both singles and album charts. Columbia 3-10106.

TONY ORLANDO & DAWN, “HE DON’T LOVE YOU LIKE I LOVE YOU” (prod. by Hank Medress & Dave Appell) (Conrad, BMI). Jerry Butler’s first hit for Vee Jay went under the name “He Will Break Your Heart” in 61. With the hook line serving as a new title, the trio’s label debut proves to be nothing short of our highest expectations. Elektra 45240.

ANDY KIM, “THE ESSENCE OF JOAN” (prod. by Andy Kim) (Joachim, BMI). Change of pace for the “Rock Me Gently” man as he follows up “I’m On Fire” with a most personal piano-dominated paeon to his lady love. Song builds to a whirlwind climax, ending with a delicate denouement that attests to his top 40 command. Capitol 4032.

SLEEPERS

LOBO, “DON’T TELL ME GOODNIGHT” (prod. by Phil Gernhardt) (Famous, ASCAP). With an interpretive hit single and album behind him, the singer-songwriter plunges back into more personal fare with ease and grace. Man who always has a new way to effectively say “I love you” has penned his most potent pledge yet! Big Tree 16033 (Atlantic).

SMOKEY ROBINSON, “BABY THAT’S BACK-ATCHA” (prod. by Smokey Robinson) (Bertram, ASCAP). Street talk for “fit for tait” gets an overdue musical treatment. One solid life of hit-making deserves an across-the-board solo smash. Here is his best piece of uptempo product since his Miracles days, great from all directions. Tamia T542587 (Motown).

AMERICAN TEARS, “HE DON’T WANT YOUR MONEY (DOCTOR ABDUCTION)” (prod. by Dan Turbeville & Mark Mangold) (Waterstone, ASCAP). Song about psychological release is just what the Rx must read to cure your pent-up boogie blues. Consistently haunting healthy rocker is blue-eyed Wonder on a gold-to-be platter. Columbia 3-10095.

SERGIO MENDEZ, “IF I EVER LOSE THIS HEAVEN” (prod. by David Grusin and Sergio Mendes) (Alma/Jobete, ASCAP). Leon Ware and Pam Saw- yer’s tune has already received more record action than most neo-standard hit copyrights but a big single is still in its future. Mendes’ label debut is a well-chosen mix of sound styles. Elektra 45235.

ALBUMS

LED ZEPPELIN, “PHYSICAL GRAFFITI.” Hard rock’s royal residents strengthen the already omnipotent grip of their reign with this well-worth-the-wait two-record set. Bowing on their own label with an unprecedented and exquisitely packaged, Page’s and Plant’s prowess remains unequalled, especially on “In My Time of Dying.” Swan Song SS 2-200 (Atlantic) (11.98).

EARTH, WIND & FIRE, “THAT’S THE WAY OF THE WORLD.” Continuing their established tradition as steadfast chart items, EWF, expertly led by Maurice White, is certain to turn this “World” into a golden one. The single culled from the set, “Shining Star,” is ascending both R&B and pop charts, with the album soon to follow in those footsteps. Columbia PC 33280 (6.98).

ORIGINAL SOUNDTRACK, “YOUNG FRANKENSTEIN.” Garnering both critical acclaim and big box office business, Mel Brooks’ latest film effort is now available via the music and dialogue contained herein. Brooks’ following is a massive and loyal one, which assures strong sales and heavy chart action for this zany soundtrack. A laugh a groove! ABC ABCD- 870 (6.98).

TOM SCOTT & THE L.A. EXPRESS, “TOM CAT.”” Famed arranger whose recent successful efforts include solo sets from Barbra Streisand, Joni Mitchell and Carole King, emerges with a super-fine set exhibiting his multi-faceted expertise. Jazz, progressive, R&B and pop appeal mesh in the grooves to yield the maestro’s very special sound. Elektra SP 771029 (A&M) (6.98).
IT'S BEEN A YEAR OF MANY THANKS

Thanks to:
American Guild of Variety Artists/Country Star of the Year
Country Music Association/Entertainer of the Year,
Best Album of the Year "Very Special Love Song"
The American Music Awards

Top Country Music Male Vocalist
Top Pop Album of the Year "Behind Closed Doors"
Best Country Single "The Most Beautiful Girl in the World"

The American Radio History

Sincerely
Charles Rich

Public Relations
Peter Simone and Associates

Producer
Billy Sherrill

Personal Management
Sy Rosenberg Organization

www.americanradiohistory.com
Lasker Honored

NEW YORK—Jay Lasker received the Man of the Year award from the Music and Performing Arts Division of the Anti-Defamation League of the B'nai B'rith Wednesday (26). The ceremony took place in the Grand Ballroom of the Waldorf-Astoria Hotel.

Guest speaker at the luncheon was Governor Milton Shapp of Pennsylvania, who was introduced to the assemblage by Record World publisher and last year's ADL Man of the Year, Bob Austin. Former congressman Allard Lowenstein also spoke. Sitting on the dais was a glittering array of music business executives.

ABC Pacts Isaac Hayes, Hot Buttered Soul Label

LOS ANGELES—Jerold Rubinstein, chairman of ABC Records, has announced that the label has entered into a new, long-term affiliation with Isaac Hayes and Hot Buttered Soul Records. Hayes' forthcoming albums, the first of which has been scheduled for release this Spring, will be marketed and distributed by ABC on the label Hot Buttered Soul. He will also produce other artists at his two studios in Memphis, Tennessee, whose records will carry that label and be marketed by ABC as well.

Rubinstein also announced that ABC will administer Hayes' publishing company, Incense Music, Inc. (BMI).

Hayes is perhaps best known for the trend-setting theme he wrote for the motion picture "Shaft," which won the Academy Award for Best Original Song in 1972. That same year, he also received an Oscar nomination for Best Score, a Grammy for Best Instrumental Arrangement, a Golden Globe Award, the top BMI award, an NAACP Image Award, the All-American Press Association Award and Holland's Edison Award.

Hayes got his start in the music business in Memphis, where he was raised and where he worked as a studio musician before teaming with ABC.

20th Names Two VPs

LOS ANGELES—Russ Regan, president, 20th Century Records, has promoted two executives to vice presidency posts, effective immediately. Paul Lovelace will now function as VP/general manager, country division, and Rene Krikanian will serve as VP in charge of finance. Krikanian and Lovelace have been members of 20th Century Records' staff.

UJA Names Pompadur 'Man of the Year'

NEW YORK—I. Martin Pompadur, president of ABC Leisure Group I, and a vice president and member of the board of the American Broadcasting Companies, Inc., has been named Man of the Year by the Music Division of the United Jewish Appeal, it was announced by Morris Levy, president of Looklette Records and general chairman of the UJA Music Division Committee. Pompadur will be honored at the Division's Tenth Annual Dinner at the New York Hilton in November.

As president of ABC Leisure Group I, Pompadur is responsible (Continued on page 57)

Success Saga of 'Third Single' Proves Boon to Album Chart Life

NEW YORK—The "third single," once considered a sign of "milking an album" beyond that period of time during which a given package could be reasonably considered a hot street property, has shown itself to be a viable chart-molding force.

Three examples of this phenomenon in the top 10 alone show how realistically the third single can either (1) revive both the singles profile and album sales for an already established artist and (2) break a new act into major status, establishing the same impact a successful first single would create.

Topping the charts this week is the single "Black Water" which is the third release from the Doobie Brothers (WB) album "What Were Once Vices . . .". The success of the single has far outdistanced its predecessors ("Another Park, Another Sunday" and "Eyes of Silver") and has catapulted the album package back to a bulleted 6 in its 43rd consecutive chart week.

At 6 is "Best of My Love," the third Asylum single from the Eagles "On the Border" album which is now 24-and-climbing after 39 weeks of chart activity. It is the first single from the package to achieve top 10 status (having peaked at 3, following lesser chart positions for "Already Gone" and "James Dean").

Minnie Riperton (Epic) has shown how a new act can break with a third single: "Lovin' You" which is a bulleted 8 this week. Its predecessors ("Perfect Angel" and "Reasons") helped sustain the album in the top 100 but it took the current hit to bring her "Perfect Angel" package up to a bulleted 19 album slot after 19 chart weeks.

NARM Convention To Focus On Recession's Effect on the Industry

By LENNY BEER and ELIOT SEKULER

LOS ANGELES—Discussions at the 17th Annual National Association of Record Merchandisers Convention, taking place this week at the Century Plaza Hotel in Century City, will center around the problems currently facing the world economy with special emphasis on the effects of recession on returns policies, to achieving top 10 status (having been outdistanced state of the singles market. In addition, the issues of piracy and still-tightening radio playlists are expected to be considered. As usual, this NARM convention will aim towards broadening the dialogue between record manufacturers, distributors, rack jobbers and retailers.

Highlights

Expected to be among the highlights of the convention will be the Tuesday morning breakfast meeting, titled "Returns: A New Viewpoint." The discussion will be led by a panel that will include 20th Century VP Tom Rodden, Tower Records chief Russ Solomon, Fantasy president/producer Ralph Kaffel, attorney Jay Cooper, and accountant William Dubby, Motown's Tom Noonan and Jack Lewerke of Los Angeles' Record Merch.

Lewerke will introduce a new proposal for dealing with returns which he described to Record World in the course of a recent interview. Citing the skyrocketing costs of freight and warehousing, Lewerke offered a

Noonan's NARM Speech Keyed to Dollars

LOS ANGELES—Motown's acting director of marketing Tom Noonan was scheduled at press time to represent the record manufacturers at NARM's associate membership meeting to be held Sunday (2) in the early afternoon. Prior to the meeting, which was not to be opened to the press or persons who are not regular NARM members, Noonan discussed his position with Record World and the direction that his remarks would take. Prominent among the issues to be raised by Noonan were the rising costs faced by the industry and the subsequent concern with the effectiveness of advertising dollars.

Methodology

Noonan stressed that no reduction or elimination of co-op and other advertising funds was being suggested. Instead, he cited a change in the methodology of advertising allotments and other marketing decisions where accounts (receiving manufacturers) advertising funds would be held more accountable for the effectiveness of their placement.

"We're forced to seek out these areas where we get maximum results for the dollars being spent," said Noonan. "Record manufacturers are constantly being clobbered by their customers for lower prices, special discounts and more advertising dollars. "The well, however, is drying up. The squeeze on profit margins is forcing the controllers and finance managers to focus on the bottom line."

(Continued on page 45)
**Teamwork Breaks Top Product For the Phonogram/Mercury Family**

**By DAVID McGEE**

**CHICAGO**—One of the major stories of 1974 was the continuing and expanding success of Phonogram Inc./Mercury Records in the R&B and rock fields. Spurred by the extraordinary popular rise of the Ohio Players and Bachman-Turner Overdrive, Phonogram/Mercury—a full line company with excellent product in the classical and country fields—is redoubling its efforts to go beyond last year’s accomplishments.

Now the Phonogram/Mercury story concerns more than the two aforementioned groups: It concerns Ray Manzarek’s growing strength as a solo artist (“The Whole Thing Started With Rock and Roll, Now It’s Out of Control”), as concerns Tom T. Hall’s and Johnny Rodriguez’ increasing amount of crossover from country to pop; it concerns two foreign groups, Thin Lizzy and Kraftwerk (and especially the latter) rising from total obscurity to hit status in a matter of weeks. And on the horizon is the recently signed English group 10cc, a known quantity in pop music sporting great critical acclaim and an avid following. If Phonogram/Mercury has its way, 1975 will be the year of 10cc.

In an exclusive interview with Record World, Mercury vice president of national promotion Stan Bly credited company president Irwin Steinberg (“One of the most trustworthy persons in this business . . . the real turnaround started when he took over in 1969 . . .”) and a well-rounded professional staff of promotion managers (“They aren’t finger-poppers; they are marketing professionals who go in fully loaded with facts and information . . .”) for the company’s success.

Steinberg is credited by Bly with instituting an open door policy at Mercury in which anyone is allowed to come to him and voice an opinion on any product. The resulting interaction helps make a big company smaller by allowing people to communicate and to coordinate efforts at all levels.

A case in point would be the Ohio Players and the staff effort at breaking the group. Bly says: “After signing the Ohio Players, we sat down as a company president—vice president, marketing department, a&r, publicity, etc.—and laid out and agreed upon our approach. We planned as though the biggest act in the world was coming out. We had meetings and conference calls with all of our promotion men and salesmen in the field; we went to every type of radio format there was; we had a promotion man with the group in every city to be sure they went proper record and press coverage; (Continued on page 61)

**Capricorn Pacts Victor of Japan**

**TOKYO**—An exclusive, three-year licensing/distribution deal has been consummated between Capricorn Records and Victor Company of Japan, Ltd. whereby Victor will distribute all catalogue and forthcoming Capricorn product in Japan.

Negotiations initiated in the U.S. developed further during MIDEM week as Victor principal Y. Honda met with Capricorn attorney Martin J. Marchat. The final pact was signed here last week by Capricorn principals Phil Walden and Frank Fenter.
WARNER BROS. RECORDS
WITHDRAWS ITS TROOPS
FROM EUROPE.

We'd like to congratulate the Warner Bros. Music Show—
The Doobie Brothers, Little Feat, Tower of Power, Graham Central Station,
Montrose and Bonaroo—on a whirlwind tour well wound.

And congratulations to the populations of London, Manchester, Munich,
Frankfurt, Dusseldorf, Hamburg, Brussels, Paris and
Amsterdam on their excellent taste in music.
Columbia Re-Signs Mac Davis

Columbia Records has announced the re-signing of recording and television star Mac Davis to an exclusive recording contract with the label. Columbia took the occasion of Davis' recent birthday to hold a special luncheon in honor of his continuing with the label for which he has already recorded five albums and received a total of three gold records. In addition to his busy recording and performing schedule, Mac Davis also stars in his television show on NBC, "The Mac Davis Show."

Di Sabato Joins RCA

- NEW YORK — Joe Di Sabato has joined RCA Records as manager, product merchandising. The announcement of Di Sabato's hiring was made by Jack Kieran, division vice president, marketing.

Buddah Pacts GRT

- NEW YORK — Art Kass, president of the Buddah Group, and K. White Sonner, president of GRT Music Tapes, have jointly announced the signing of an exclusive long-term licensing agreement between the two organizations, effective April 1, 1975.

Wenrick Leaves Epic

To Form Own Co.

- LOS ANGELES — Epic Records west coast director of talent acquisition Eddie Wenrick has resigned his post as of March 1. Wenrick is in the formative stages of a total service organization involving the production/recording, merchandising, and management of both new and established recording artists and producers. The firm will also be geared toward aiding the record companies in all phases. The name of the company, the principals, and the location will be announced shortly.

Klein Outlines New ASF Procedures

By ROBERTA SKOPP

- NEW YORK — Malcolm C. Klein, president of the American Song Festival, recently discussed with Record World several new procedures that are being implemented for this year's festival, with winners being notified and all prizes awarded no later than December 31, 1975.

Judging Procedure

At a meeting held by the forthcoming festival's advisory board a new judging procedure for this year's competition was decided upon. Cassettes will be submitted for entry, with each one guaran-
ed a listen by a panel of music industry professionals. That particular method was in effect last year. However, last year the final 36 songs were performed by top artists at a series of concerts held at Saratoga Springs. This year, according to Klein, a judging panel will decide the ultimate winners based completely upon the cassettes received. After the winners have been decided, top artists will perform those winning songs for a special television show.

Effect

Klein expressed his belief that this new system is indeed a more effective one. "Performance is no longer a winning factor. The new procedure makes sure that the song that has been selected a winner is performed by an artist best suited for that specific song," he commented. In addition, Klein discussed the fact that the newly-implemented methodology permits the festival to select a jury of specialists for each of the specific categories, which consists of rock country, folk, easy listen-

(Continued on page 50)

DeMann To Direct E/A/N Field Op's

- LOS ANGELES — Steve Wax, vice president, promotion, for Elektra / Asylum / Nonesuch, has announced the appointment of Fred DeMann to the newly-created post of director, field operations. DeMann's responsibilities will include coordination of all ongoing promotional activities by Elektra/Asylum field personnel, as well as acting as the company's liaison with industry sales charts.

Blue Jays

Carnegie Hall

March 10, 1975

Since joining Elektra/Asylum last May, DeMann has served as national promotion coordinator. Prior to taking that post, DeMann was director of creative services at United Artists Records; formed Consumer Awareness, his own promotional and marketing service; and held promotion posts with Dot Records and Bell Records.
A new album from the most talked about, seen about, and critically acclaimed about new instrumental group in recent years. TOM SCOTT AND THE L.A. EXPRESS proudly on Ode Records and Tapes.
SATURDAY, MARCH 1
1:00 p.m.- 5:00 p.m.- EARLY BIRD REGISTRATION

SUNDAY, MARCH 2
9:00 a.m.- 5:00 p.m.- CONVENTION REGISTRATION
10:00 a.m.- RACK JOBBERS MEETING
Chairman: Stanley Jaffe, ABC Record & Tape Sales

RETAILERS MEETING
Chairman: Barrie Bergman, The Record Bar

DISTRIBUTORS MEETING
Chairman: Milton Sabatone, M.S. Distributing Co.

12:00 Noon- RACK JOBBERS, RETAILERS AND INDEPENDENT DISTRIBUTORS LUNCHEONS AND RAP SESSIONS
2:30 p.m.- REGULAR MEMBERS MEETING
7:00 p.m.- PRESIDENTIAL WELCOMING COCKTAIL RECEPTION
Host: RCA Records
8:30 p.m.- THE "TOMMY" DISCOTHEQUE
Host: Polydor, Inc.

MONDAY, MARCH 3
7:45 a.m.- BREAKFAST
9:15 a.m.- OPENING BUSINESS SESSION
Chairman: Jay Ikeda, National Broadcast Co., 1975 NARM Convention Chairman
President's Welcome: David Lieberman, Lieberman Enterprises, NARM President
Keynote Address: Amos Heilicher, President, Pickwick International
"Music Is Our Business"
Featured Speaker: Ira Cohen, Vice President, Warner Bros. Records
"The Day the Music Died"
Panel Session: "Radio Promotion Today: Does It Really Exist?"
Moderator: Joseph B. Smith, President, Warner Bros. Records
Panelists: Ron Alexenburg, Epic Records; Buzz Bennett, Buzz Bennett Associates; Paul Drew, RKO Radio; Bill Gavin, The Gavin Report; Ira Cohen, J.L. Marsh Co.; Louis Lavinthal, ABC Records & Tapes; Jerry Mess, A&M Records; Russ Regan, 20th Century Records; Bob Wilson, Radio and Records; George Wilson, Bartell Media

LADIES BREAKFAST, SEMINARS AND LUNCHEON
Host: ABC Records
9:00 a.m.- 9:30 a.m.- CONTINENTAL BREAKFAST
9:30 a.m.- 10:45 a.m. and 11:00 a.m.- 12:15 p.m.- SEMINAR SESSIONS
Each session will be given twice, so that each attending lady will be able to participate in two of the seminars.
"Beginners Need-Idiots"
"Mrs. Marvin W. (Phyllis) Rossman"
"How To Get A Great Party"
"How To Build Your Home"
"Beginners Backgammon"
"Lee Gendus Pips Backgammon Club"
"Communications: Is It Up and Down, Sideways, or Backward?"

Saturday Virginia, Safety Practitioner-at-Large
12:30 p.m.- GOBLET LUNCH

12:15 p.m.- MEET THE PRESS LUNCHEON
Moderator: Stanley M. Gortkov, President, IRAA
From the Industry: Kenneth Grady, RCA Records; David Lieberman, Lieberman Enterprises; Bruce Lundvall, Columbia Records; Michael Mallard, ABC Record & Tape Sales; John K. Maitland, MCA Records; David Rothfield, Korvettes; Alvin Teller, United Artists Records of America; Larry Ullal, Private Stock Records. From the press: Bob Austin, Record World; George Albert, Cashbox; Sidney Davis, Music Retailer; Elton Tigges, Billboard; Ben Fong- Torres, Rolling Stone.
3:00 p.m.- 6:00 p.m.- EXHIBIT AREA VISITING
Refresments during all exhibit area visiting hours courtesy WEA Distributing Corp.
7:00 p.m.- COCKTAIL RECEPTION
Host: Columbia Records
8:30 p.m.- DINNER AND SHOW
Entertainment: The BARRY WHITE SHOW
BARRY WHITE- LOVE UNLIMITED- LOVE UNLIMITED ORCHESTRA
20th Century Records

TUESDAY, MARCH 4
7:30 a.m.- BREAKFAST-MEETING
Returns: A New Approach
Chairman: Jack Lewerke, Record Merchandising Co.
Jay Cooper, E.A. Cooper and Howitz; William Dobey, Westheimer, Fine and Berger; Tom Heiman, Nemi Distributing Co.; Ralph Kaffel, Fantasy Records; Tom Noonan, Motown Records; Russ Solomon, Tower Records; Tom Redden, 20th Century Records.

Session I. 9:30 a.m. - 10:45 a.m.
Session II. 11:00 a.m. - 12:15 p.m.

SEMINAR SESSIONS "MBA" DEGREE PROGRAM
Peretz Records and Tapes Presents: "The Mythical Group and How To Merchandise It!"
Co-Chairman: Barry Greif, A&M Records
George Steele, Elektra/Axylum Records; Spencer Berland, Record World; James Greenwood, Licorice Pizza; Jeff Waid, Jeff Wald Associates.
"How To Use Point Of Purchase Displays"
Chairman: Martin Kassen, Peter Pan Industries.
Barrie Bergman, Record Bar; Stuart Burnet, Musical Island of America; Adam Somers, Warner Bros. Records.
"The Importance Of Specialty Product"
Co-Chairman: Richard Lionetto, Pickwick International.
Jerry Weimer, Disneyland/Vista Records.
"Making Radio Promotion An Effective Merchandising Tool"
Chairman: Ron Alexenburg, Epic Records.
Lenny Been, Record World; Alfred Chatin, J. L. Marsh Company.
"One Third Of Our Business: Tape?"
Chairman: Herbert Hershef, GRT Music Tapes.
Robert Elliott, A&M Records; R. A. Harlan, ABC Record and Tape Sales; George Schnake, Record Bar; Jack Woodman, GRT Corporation.
"The Ultimate In Your Financial Statement: The Bottom Line"
Chairman: Mortimer Beri, J. K. Lesser & Co.
12:15 p.m.-INSTALLATION AND AWARDS LUNCHEON
Entertainment: CHARLIE RICH, Epic Records
Country Music Entertainer of the Year
3:00 p.m.- 6:00 p.m.- EXHIBIT AREA VISITING

WEDNESDAY, MARCH 5
8:00 a.m.- BREAKFAST-MEETING
Chairman of the Day: Cy Leslie, Chairman, Pickwick International
Featured Speaker: Professor Theodore Levitt, Harvard University Graduate School of Business
"The Leisure Time Business 1975"
Presentation: Joel Friedman, WEA Distributing Corp.
"But Music Is Our Business: How To Broaden Its Base"
But Cox, Fred Meyer Department Stores; Kenneth Giles, Zayre's; Barry Goodly, Sam Goody, Inc.; Lonnie Jackson, Two Guys; I. Martin Pompadur, American Broadcasting Co.; Sam Weiss, Win Records.
9:45 a.m.- LADIES HOUSE TOUR AND CHAMPAGNE LUNCHEON
Host: ABC Records
11:30 a.m.- 5:30 p.m.- EXHIBIT AREA VISITING
Luncheon served in the Exhibit Area
Host: W/E Distributing Corp.
8:00 p.m.- NARM SCHOLARSHIP FOUNDATION DINNER
Entertainment: PAUL ANKA
United Artists Records of America

THURSDAY, MARCH 6
8:00 a.m.- CONTINENTAL BREAKFAST
Session I. 9:00 a.m.- 10:15 a.m.
Session II. 10:30 a.m.- 11:45 a.m.
SEMINAR SESSIONS "MBA" DEGREE PROGRAM
"Labor Relations: Race, Sex And Age Discrimination; Wage and Hour Regulations"
Chairman: Allen Siegel, Esq.; Arent, Fox, Kintner, Plotkin and Kahn.
"The Training Of In-store Personnel"
Chairman: Paul Avedeo, Disc Records Company.
Ben Karol, King Karol Records; John Schaier, Tower Records; George Schnake, Record Bar.
"The Merchandising Of Pop Catalog, Classical and Jazz Product"
Audio-Visual Presentation: Peter Murvyn, RCA Records.
"The Ultimate In Your Financial Statement: The Bottom Line"
Chairman: Mortimer Beri, J. K. Lesser & Co.
12:00 Noon- PIRACY REPORT LUNCHEON
Host: MCA Records
"Combating Piracy: How To Do It Yourself"
Chairman: Jack Silverman, ABC Record and Tape Sales, NARM Piracy Chairman
Speaker: John Sippel, Billboard
2:30 p.m.- ADVERTISING SEMINAR "MBA" DEGREE PROGRAM
"The Year of the Television Explosion"
Chairman: Neil Bogart, Casablanca Records.
II. "Advertising In The Other Media"
Chairman: Lou Simon, Phonogram/Lucy; Lou Fogelman, Music Plus; Dan Givens, Atlantic Records; Alan Perper, J. L. Marsh Company.
6:30 p.m.- NARM AWARDS COCKTAIL RECEPTION
Host: Motown Records
Entertainment: Guest Star, HELEN REDDY
Capitol Records.

www.americanradiohistory.com
It's got 'THAT FARGO FEELING' and "IT DO" FEEL GOOD
DONNA FARGO

Exclusively on ABC/DOT Records
Atlantic Plans Marketing Campaign For Quadraphonic ‘Yessongs’ Film

NEW YORK — “Yessongs,” a feature-length motion picture filmed at the Rainbow Theatre in London, will open in quadraphonic sound at theaters in Madison, Wisc., Cincinnati, Ohio, and Charlotte, N.C., on March 12 and 14, to be followed by openings in 20 other cities later in the Spring.

Atlantic Records, in conjunction with A-1 OK Films in England (an Ip repackaging of released and unreleased Yes material from 1969-70), will coordinate an extensive marketing and promotional campaign that will tie in with the “Yessongs” film in the initial three key markets. In addition to album and film ticket giveaways, a reciprocal agreement between Atlantic and Elm Film Enterprises, Inc. (exclusive U.S. and Canadian distributors of the film) provides that on all movie posters, lobby displays, and print advertising there will appear pictures or titles of the Yes catalogue on Atlantic Records. In turn, Atlantic will be offering qualified accounts a 5 percent discount (from February 20 through March 21) on six of the nine Yes albums in the catalogue (excluding “Yesterday’s” and the first two albums, “Yes” and “Time And A World”), and all promotions and advertising related to the marketing of the Yes catalogue in areas where the film is then presented will also mention the theater where the film is being shown.

“Yessongs” was produced by David Sanger (of A-1 OK Films in England) and directed by Peter Neal. It was originally commissioned by Brian Lane, manager of Yes, as a private memo to the five band members, to preserve their Christmas, 1972, appearance at the Rainbow. Although the 1972 tour concerts (which featured Rick Wakeman, Steve Howe, Jon Anderson, Alan White and Chris Squire) which comprise the three record “Yessongs” set averaged almost three hours, the film has been edited to 80 minutes.

Negotiations have also been concluded with ABC Television, who will broadcast a five music segment of the film on “In Concert” the last weekend in March, the 28th and 29th.

Freston Joins Columbia

NEW YORK — Arna Andon, director, east coast product management, Columbia Records, has announced the appointment of Bill Freston to the position of associate product manager, Columbia Records.

In his new capacity, Freston will be responsible for the planning and execution of merchandising programs for album releases and will work closely with the advertising, sales, promotion and art departments in developing advertising/image approaches and cover art for assigned Columbia recording artists. He will report directly to Andon.

Freston, Fields In New GRC Roles

ATLANTA — Michael Thevis, president of General Recording Corporation, in a restructuring of executive personnel, has announced the appointment of Bob Harrington to vice president general manager of GRC, the distributing arm of GRC.

Harrington, in this new position, will handle all negotiations and direct the acquisition and administration of all international record distribution.

Further restructuring includes the appointment of Oscar Fields as vice president of marketing. Fields will be responsible for and supervise all the activities of marketing, merchandising, sales, distribution and manufacturing.

Association to RCA

NEW YORK — The Association has signed an exclusive recording contract with RCA Records, announced Mike Berniker, director pop a&r, RCA Records.

The group is currently composed of Ted Bruechel, Larry Ramos, Jim Yester, Maurice Miller, David Vaught, and Dwayne Smith.

CBS Fetes Popovich

About 80 people joined together at the Friar’s Club Wednesday (24) to “toast/roast” Steve Popovich, recently promoted to “vice president, A&R, Epic and CBS Custom Labels.” Both company and other industry friends took part in the festivities as a tribute to Popovich. Pictured above, top row, from left: CBS Records president Irwin Segelstein wishing Popovich good luck; Bob Sherwood, director of singles promotion, Columbia Records with Popovich; and Bruce Lundvall, VP and general manager, Columbia Records, addressing the crowd (with Sherwood in the background). Second row: Stan Menteves, VP, national promotion, Columbia Records, Popovich and Stan Snyder, VP national accounts, CBS Records entertaining with a surprise “audition.” Richard Mack, director R&B promotion, CBS Records; Ron Alexenburg, VP and general manager Epic and CBS Custom Labels; Mavreet Papovich, Steve Popovich and Le Baron Taylor, VP, special markets, CBS Records; and Sherwood, Popovich and Jack Craig, VP, marketing, CBS Records, who emceed and organized the event.

RECORD WORLD MARCH 8, 1975
LED ZEPPELIN. "PHYSICAL GRAFFITI."
Clive Davis Throws Gala Coast Party

Clive Davis, president of Arista Records, and other Arista representatives went West Monday (24) and transformed the Garden Room of the normally staid Bel Air Hotel into a New York-style discotheque complete with strobe light, mirrored ball and a galaxy of rock and roll-style stars. The party was held to launch the new Arista west coast office and to welcome to the West three Arista artists: Barry Manilow, Melissa Manchester and Gil Scott-Heron, each of whom is set to make a major appearance in Los Angeles soon. Pictured chatting and/or dancing the night away are, from left, top row: Davis and Columbia Pictures president Alan Hirschfield; Arista artists, Melissa Manchester and Barry Manilow; John Denver and Davis; and Arista's Michael Klenfner with rock impresario Bill Graham. Second row, from left: Gladys Knight and Pips, Reed Parry and Ringo Starr; Warner Brothers chairman of board Mo Ostin and Davis; producer Peter Asher and Eagle Glenn Frey; and Melissa Manchester with Davis.

THE COAST

By BEN EDMONES

WE COULDN'T BUMP ALL NIGHT: Faces in the crowd at the Arista Records extravaganza hosted by Clive Davis at the Bel Air Hotel included Ringo Starr, Mo Ostin, Stevie Wonder, John Denver, Harry Nilsson, Jerry Weintraub, Richard Perry, Mickey Dolenz, Paul Morrissey, Bernie Taupin, Loggins & Messina, Glen Frey, Barry Manilow, David Cassidy, Peter Asher, Keith Moon and of course Alice Cooper. Writer Lisa Robinson even managed to coax Clive onto the dancefloor, where he dally strutted his stuff to music provided by Jane Brinton of Arista (mobile) Discotheques. Under close scrutiny, the three blurred figures hurrying past John Lennon on his Rock 'n' Roll album cover are revealed to be George Harrison, Paul McCartney and Stu Sutcliffe. The photo, taken during the Beatles' pre-Ringo period in Germany, comes from Lennon's personal scrapbook. (Owing to loans made to irresponsible friends over the years, that scrapbook has dwindled severely. So if any of you out there are in possession of any of John's memorabilia, don't you think it's about time you returned it?) You can look for Irv Azoff's Front Line Management to have its own label in the near future. Called Full Moon Records, the first two acts expected to be Fool's Gold (who function as Dan Fogelberg's backup band) and Michael Stanley. . . . Scalper's prices for Led Zeppelin tickets now in the neighborhood of $50, and continuing to climb.

TUNESMITH TAPS TOP TALENT FOR TV CONFAB (HUH?): Assembled on KTLA's soundstage 6 to help out with "Hoyt Axton's Boogie Woogie Country Western Gospel Rock & Roll Show" (I'm glad that's over) were Bucky Saint-Marie, Ringo Starr, Tanya & LaCosta Tucker, Keith Moon, Harry Nilsson, Doug Dillard (who, we understand, Harry is producing). Kris Kristofferson, Rita Coolidge, Micky Dolenz, Mark Anthony, Evie Sands, Paul Williams, Arlo Guthrie, Commander Cody.

Gladys Knight & Pips Sue Motown Records

LOS ANGELES—Gladys Knight and the Pips have sued Motown Record Corporation and its affiliates Jobete Music Co., Inc., and Multi-Media Management Corporation in the Superior Court for damages totalling $1,774,010.69, plus an accounting of profits and the return of copyrights in the songs written and recorded by them.

Complaint

The verified Complaint filed by attorney Irwin O. Spiegel alleges that Motown has not paid the group any record or songwriters' royalties since 1973, after Gladys Knight's contract with Motown expired. The plaintiffs allege that Motown does not have any further right to sell their records because of its breach of contract; and Gladys Knight and the Pips are asking for an injunction to prevent Motown from diluting the sale of their new records from which they do receive record royalty income.

In addition, Gladys Knight, Meredith Knight and William Guest state in their Complaint that they did not receive any separate consideration for the copyrights in the songs they were required to assign to Motown and Jobete Music.

RCA Re-Launches Bluebird Label

NEW YORK—With a February release of five two-record sets from its Victor vaults, RCA Records has re-launched the Bluebird label. Begun in 1933, the Bluebird roster of artists included, at one time or another, Rudy Vallee and his famous Connecticut Yankees, Glenn Miller (who made his recording debut on Bluebird), Louis Armstrong, Benny Goodman, Duke Ellington and Artie Shaw. The label was discontinued in early 1950.


All of the Bluebird re-issues were produced by archivist and jazz historian Frank Driggs.
Miss lunch.
Miss America.
Miss Ogynist... but don't miss
Mel Brooks' YOUNG FRANKENSTEIN.

Dialogue & Music From Original Soundtrack of "Young Frankenstein"

YES!
Now you can see YOUNG FRANKENSTEIN in your own home... without the pictures.
Not only do you get the funny music, but you get the serious dialogue as well in its original cast.

THE ALBUM: Young Frankenstein (ABCD-870) THE SINGLE: Theme from "Young Frankenstein" by Rhythm Heritage (ABC-12063)
Quatro Touring
With Alice Cooper

► NEW YORK—Suzi Quatro will be a special guest on the upcoming 60 city Alice Cooper solo tour April 1—July 12, according to Leo Fenn, president of Prevue Management.

Fenn added that Arista Records is rush-releasing "Your Mama Won't Like Me," Ms. Quatro's third album (titled after her current single), to coincide with the tour, her third return trip to the U.S. since she moved from her Detroit home to London in 1971. The disc is expected to be in stores by last week in March.

Ms. Quatro is currently on her first full-scale headline tour of England, highlighted by a concert at the Rainbow Theater in London March 8.

Arista will be supporting the tour and lp release with a full-scale promotional and marketing campaign including trade and consumer print advertising, extensive radio advertising, posters, stickers, patches, buttons, T-shirts and other merchandising aids.

Promotional appearances on radio and TV stations are on tap.

The Alice Cooper-Suzi Quatro tour was arranged by Jon Podell and Dave Libert of Entertainment Projects, booking agency for both artists.

RIAA Anti-Piracy Push Sees Substantial Gains

► NEW YORK—New Federal and state laws, landmark court decisions, the stepped-up tempo of seizures, arrests and prosecutions, and stiffer sentences imposed by courts contributed to a substantial reduction in the piracy of sound recordings during 1974, the Recording Industry Association of America said recently.

The RIAA said it was currently surveying the nation's marketplaces to determine how great a dent had been put into tape piracy, which until last year had been estimated at better than $200 million a year.

RIAA's president, Stanley M. Gortikov, cited the following developments as particularly notable in the ongoing battle against record and tape piracy:

► The enactment by Congress of a law granting sound recordings permanent copyright protection against unauthorized duplication and substantially increasing criminal penalties.

► Passage by legislatures in eight additional states of anti-piracy laws, swelling the number of states with such statutes to 26.

► Decisions by United States Courts of Appeals in the Third, Fifth, Ninth and Tenth Circuits affirming that the compulsory licensing provision of the Federal Copyright Law may not be utilized by pirates to duplicate sound recordings even if they tender royalties to publishers.

► A sharply increased number of investigations—more than 5400 started in 1974 versus 1600 in 1973—raids and arrests by Federal agents that resulted in the seizure of more than $6.5 million worth of infringing pirated tapes, the imposition of jail sentences totaling more than 100 years and fines in excess of $15,000.

► The continued litigations against pirates in both Federal and state courts by legitimate recording companies.

► The growing interest in, and prosecution of, pirates by other agencies of the Federal government, such as the IRS and U.S. Postal Inspectors.

Gortikov paid particular tribute to J.R. "Pete" Yarnell, special counsel in charge of RIAA's anti-piracy effort, for "his diligence, vigilance and resourceful approaches." He also applauded the ongoing anti-piracy efforts of NARM and its members and the newly-insti-

Gortikov pointed out that the new permanent anti-piracy amendment to the Copyright Law (PL 93-573), signed into law by President Ford on December 31, 1974, considerably stiffens penalties for those convicted of criminal infringement. The previous penalty was a misdemeanor punishable by a fine of up to $1,000 and/or a jail sentence of up to one year. The new law makes the first offense a misdemeanor punishable by a fine of up to $25,000 and/or a jail term of up to one year, and makes a subsequent offense a felony punishable by a fine of up to $50,000 and/or a jail term of up to two years.

Gortikov thought it was likely that Federal enforcement authorities, whose actions heretofore have been limited to cases involving infringement of copyrighted sound recordings or counterfeiting, could now also proceed against pirates who make and sell duplications of sound recordings produced before the sound recording amendment to the Copyright Law went into effect.

Pointing with satisfaction to the enactment in 1974 of state anti-piracy laws in Connecticut, Indiana, Kentucky, Mississippi, Nebraska, New Mexico, North Carolina and Washington, Gortikov said the industry's top priority now was to seek enactment of similar laws in the 24 states where they do not currently exist.

A Little 'Help'

The Record World chart department added another gold record to its collection recently as Mel Phillips (right in photo), associate director national promotion Epic/Custom, visited the offices to present chart editor Tami Predero with a gold disc for Monument recording artist Billy Swan's "I Can Help."

Farrell Names Two To Regional Posts

► LOS ANGELES—Ron Rivers has been appointed southern promotion director and Craig Dudley has been named mid-west promotion director for the Chelsea-Roxbury labels, it was disclosed by Wes Farrell. Rivers and Dudley will report directly to Don Anti, national promotion director for the Wes Farrell Organization. Rivers will be based in Atlanta, and will be responsible for the marketing and record promotion in Atlanta, Charlotte, Memphis, Nashville, Jacksonville, and Birmingham. Dudley will be based in Detroit and responsible for Cincinnati, Pittsburgh, Indianapolis, Cleveland, Columbus, Louisville and Detroit.

Both Rivers and Dudley have diversified musical backgrounds. Rivers worked as program director for WDOL in Athens, Georgia, southern promotion director for MGM and more recently was general manager for WZIZ in Atlanta. Dudley joins WFO by way of Motown Records where he was regional promotion director. Dudley also has 12 years experience in radio with stints at WEAH in Washington and WILS in Lansing.

GRC Bows Elephant

► ATLANTA — Michael Thevis, president of General Recording Corporation, has announced the creation of a new label for GRC: Elephant Records.

Elephant Records will be a medium-priced line of albums. Along with the new label comes a new logo, designed by Ruby Mazur, creative services director. The Elephant series will debut with three albums due for a March 4 release: "Festival Strings, Vol. 1, Play Hits of the Carpenters," Australia's original cast version of "The Rocky Horror Show," and "The Dal Wilson Big Band."
CAUGHT IN THE ACT WITH THE COMMODORES

COPYRIGHT 1975 MOTOWN RECORD CORPORATION
Ranwood Scores in '74

SUNNYVALE, CAL.—GRT Music Tapes reports that 1974 was a banner year for Ranwood Records performers on tape, with sales up 44 percent over 1973 figures during the last nine months of the year.

Four major Ranwood recording artists—Lawrence Welk, Guy and Rafna, Myron Floren, and "The Magic Organ"—accounted for about 90 percent of Ranwood/GRT Music Tape sales in the past year. Welk, with his two new '74 releases, "50 Years in Music" and "That's Entertainment," continued his traditional popularity with a wide segment of the American public. Guy and Rafna, featured vocalists with the Welk organization, showed in 1974 that their following is growing by the successful GRT Music Tape sales of their '74 release, "Guy and Rafna Country."

Myron Floren also enjoyed another big year in 1974, with his latest GRT Music Tape release, "The Entertainer." "The Magic Organ"—with six major releases on the market—represented 22 percent of GRT's total Ranwood tape sales during the past year.

London Celebrates Mantovani Month

NEW YORK—London Records is celebrating the twenty-fourth annual "March is Mantovani Month" (MMM) program with major promotions, incentives and merchandising plans.


This package will have special incentives and merchandising and promotion aids never before offered, advises Herb Goldfarb, vice president of sales and marketing. Window streamers, empty jackets, and a price sticker where the dealers can imprint their own selling price are other aspects of this program.

UA Appoints Davis Field Promo. Manager

LOS ANGELES—Ray Anderson, vice president, promotion, United Artists Records, has announced the appointment of John Davis to the post of field promotion manager for the Los Angeles, San Diego and Phoenix markets.

"Blue Jays' Premiere 'Sells Out' Carnegie Hall

NEW YORK—Carnegie Hall will be filled with fans and press on March 10 for the world premiere playback of the new Justin Hayward/John Lodge album "Blue Jays."

The turnabout has been assured via a volume of mail write-ins for tickets numbering over 7,500. Jerry Weintraub, the promoter-entrepreneur who conceived the idea of launching the first solo album project from members of the Moody Blues, stated that "the response by the fans has surpassed our expectations."

The launching technique will be followed by two days of publicity activities by Hayward and Lodge.

Press from around the country and from the British Isles are being flown in for the event. As requests for tickets have exceeded the supply, Weintraub and London/Threshold Records will be sending out special "reserved seating" letters to an additional 1200 contestants, stating that they will at least receive a free single and possibly, depending on no-shows, be seated in the Hall for the event.

The "Blue Jays" album will be released to radio stations and stores immediately following the conclusion of the Carnegie Hall event.

London/Threshold Records in association with WNEW-FM and Management III present the World Premiere Playback of the new LP "Blue Jays" by Justin Hayward and John Lodge of the Moody Blues

Monday, March 10th, 1975
3:00 p.m.
By invitation only
(212) 5-6060

A listener response of thousands of postcards has been received by WNEW-FM and London Records within three days of the station's initial contest announcement for tickets to the exclusive Carnegie Hall world premiere playback of "Blue Jays," the new album f rom Justin Hayward and John Lodge of the Moody Blues. Pictured above, Herb Goldfarb, London Records' vice president in charge of sales, and marketing (left), and Don Wardell, London's director of promotions (right), flank one of three display posters to be used in association with the premiere.

Atlantic Signs Amon Duul II

NEW YORK — Atlantic/Atco Records director of a&r Jim Delehant has announced the signing of German rock band Amon Duul II. Their eighth album (and their debut on Atco Records), titled "Hi-Jack," and produced in Germany by group manager Jorgen S. Korduletsch, will be released March 10. Atlantic/Atco retains exclusive distribution rights in the U.S. for ADI, who are signed to Telefunken-Nova Records in West Germany.

Capitol Adds Seger

LOS ANGELES — Bob Seger, Detroit's foremost exponent of "heavy metal" music, has signed a long-term exclusive recording contract with Capitol Records, announced Al Conty, senior vice president, a&r / promotion / artist development, Capitol Records, Inc.

Donny & Marie Gold

LOS ANGELES—MGM Records has announced that Donny and Marie Osmond's MGM/Kolob album, "I'm Leaving It All Up To You," has passed the million-dollar sales mark and has been certified a gold record by the RIAA.
AL GREEN
GREATEST HITS

• Look What You Done For Me
• Call Me
• Let's Stay Together
• Here I Am
• Tired Of Being Alone

• Let's Get Married
• How Can You Mend A Broken Heart
• You Ought To Be With Me
• I'm Still In Love With You
• I Can't Get Next To You

Hi RECORDS
THE MEMPHIS SOUND
LONDON

Also available on Ampex Tape
Produced by Willie Mitchell and Al Green

www.americanradiohistory.com
'Rock Around The World' Spins Winners From Abroad

By HOWARD LEVITT

BOSTON—Although European popular music has always found its own niche in the formats of progressive radio stations in this country, the recent surge in popularity of imported rock has created a demand for a more sizeable slice of the programming pie among aficionados of that particular brand of music. Harkening to that call, John Brodey, a popular disc jockey with Boston powerhouse WBZN-FM, and Jim "Koz" Koslowski, manager of a local New England Music City retail outlet, have joined forces in creating "Rock Around The World," a syndicated show dealing exclusively with imported music.

"The show actually got off the ground in the Summer of '74," stated Brodey in a recent interview with Record World. "At that time Koz was handling everything. Then, in October, I was asked to join and handle the announcing chores." Brodey, whose knowledge and expertise in the field of imported music is widely respected, has literally watched the show grow around him. There are currently some 33 stations airing the show nationwide, including such notable FM stations as Brodey's own WBZN, KMET (Los Angeles), KSHE (St. Louis), KZEL (Eugene, Ore.), WMAL (Washington, D.C.) and WQIV (New York), with the number increasing weekly.

'Different' Music

"Listeners are sick of the same old programming formulas," cited Brodey in commenting on the show's growing audience popularity. "This is essentially a 'different' kind of music, and there has been a tremendous amount of curiosity about it. And though the show is, for the most part, rock, there is a good deal of jazz and folk emanating from abroad; we make a conscious effort to get that out to our listeners too."

Although he has found listener feedback tough to cover in view of the fact that they usually respond to the station in their area that airs the show, Brodey stated that "feedback from the program directors at those stations is invariably positive. From my own viewpoint, the response is amazing for a syndicated show.

"Our original intent was only to cover the New England area," Brodey continued, "but we are really just beginning to discover our true growth potential. There are areas of this country, unlike the east coast, that have never had any great amount of exposure to European rock, and a show of this nature opens up a whole new musical spectrum of sound."

Impact

The impact that "Rock Around The World" has had in generating sales on import product has also been difficult to ascertain, according to Brodey, but he has strong feelings as to the potential usefulness of the show in aiding record companies in securing new acts: "I think that if domestic record companies have a true desire to secure new talent from abroad, they should contact us for feedback. We do, after all, deal solely in imports, and as the only widely syndicated show featuring that music exclusively, we might be an excellent barometer in gauging the potential success of foreign product."

QIV Taps Cremona

NEW YORK — Dick Oppenheimer, senior vice president of Starr Broadcasting, announced the appointment of Vincent Cremona to the position of general manager of WQIV-FM, effective March 3.

For the past two and a half years Cremona has been general sales manager of WNBC.

ABC Appoints Rick Sklar VP, Director of Program Development

NEW YORK — Rick Sklar has been elected vice president and director of program development, ABC Owned AM Stations, by the board of directors of American Broadcasting Companies, Inc., announced Charles A. DeBare, president, ABC Owned AM Stations.

Sklar is also director of operations for WABC, ABC's flagship AM Station in New York, a position he has held since December 1972. He has been director of program development, ABC Owned AM Stations, since June 1974.

Before assuming the position of director of operations, Sklar had served as program manager of WABC since 1964.

As vice president and director of program development, he will continue to consult directly with the Owned AM Stations: WABC, New York; WXYZ, Detroit; WLS, Chicago; KXYZ, Houston; KGO, San Francisco; and KABC, Los Angeles.

(Compiled by the Record World research department)

Sammy Johns (SRC) "Chevy Van." This record is doing phenomenally well wherever it is played. The new air play this week consists of WCFL (37), KDWB, WIBG and WRKO. It moves 9-7 KIMN extra-28 KJR, 19-13 WCOL, 36-22 KILT, 29-27 WIXY and extra-27 WHBQ.

Hot Chocolate (Big Tree). Maintains continued positive action in all markets where aired, and picks up some more majors this week. New are WRKO and KFRC. Strong numbers include 22-16 WLS, 11-9 13Q, 28-19 WCOL, 27-22 WHBQ, 30-22 WIXY, extra-28 CKLW, 28-25 KJR, 35-34 KIMN and #25 WDGY. Good sell-through in all markets.

Phoebe Snow (Shelter). Continues taking good strides upward on almost all stations. Some good jumps include 22-16 KJR, 20-17 WTIX, 11-5 WHBQ, 30-20 WSAI, 27-19 WIBG, 17-15 KDWB, HB-22 WFI, 16-15 WIXY, 28-24 KJH, 18-14 WRKO, 9-7 WDGY and 5-4 KIMN. Added to CKLW and WOKY.

Winnie Riperton (Epic). This rb and pop smash warrants mention once again if only to note some of the great jumps it's taking: 36-19 KIMN, 24-9 KILT, 11-7 KJH, 11-7 CKLW, 8-3 WSAI, 17-9 KFRC, extra-19 WRKO, 25-14 WIXY, 30-21 13Q, extra-24 WNMO, 2-1 99X and 3-2 WCOL.

Leo Sayer (Warner Brothers) "Long Tall Glasses (I Can Dance)." This record continues building in strength and in numbers. Six more heavies came in this week, including WQXI, WHBQ, WIXY, KIMN, WFGC and WARY. Action is as follows: extra-23 WFI, 21-16 (Continued on page 48)

In lieu of the regular "Country Radio" column for the next several weeks, Charles Douglas will be featuring profiles of selected country stations. For this week's story, see page 64.
WARNING:
This package contains live heavy-metal.
Contents are explosive.

"On Your Feet or On Your Knees." The Blue Öyster Cult, high priests of metal-studded music, unleashed in the temples of rock and roll. This specially priced two-record set contains BOC killers "ME 262," "Cities on Flame" and "Hot Rails to Hell" plus BOC reincarnations of "Born to Be Wild," "I Ain't Got You" and the never-before-recorded "Buck's Boogie."

"On Your Feet or On Your Knees." The Live Gospel by Blue Öyster Cult.
On Columbia Records® and Tapes

Produced by Murray Krugman and Sandy Pearlman
Who In The World:
The Doobie Brothers Hit The Top

LOS ANGELES—Together five years now, 'the Doobie Brothers'—Tom Johnston, guitars and vocals; Pat Simmons, guitars and vocals; John Hartmann, drums and percussion; Tiran Porter, bass and vocals; Keith Knudson, drums and vocals and new addition Jeffrey "Skunk" Baxter on guitars—have this week achieved their first pop number one hit single in their career. Featured on the album 'What Were Once Vices Are Now Habits,' which was certified platinum signifying over a million units sold before the single was even released, 'Blackwater' is just another indication that Warner Bros. band the Doobie Brothers is one of the hottest selling American groups recording today.

Originally formed with the help of ex-Moby Grape Skip Spence in San Jose, the Doobies were signed to Warner Bros. on the strength of an audition tape sent to producers Ted Templeman and Lenny Waronker, who collaborated on their first album which included the recently re-released hit "Nobody." Following personnel changes—bassist Tiran Porter and drummer Michael Hossack joined the group—the group recorded "Toulouse Street," including the single 'Listen to the Music,' bringing them national attention and the first of three platinum records. "The Captain and Me" followed with the hit singles 'Long Train Runnin'" and "China Grove" and another platinum award. "What Were Once Vices . . ." is their third million seller. Following the recording of "Vices," Keith Knudson and "Skunk" Baxter joined the group.

The Doobies begin their biggest national tour to date on April 3 following the release of their upcoming WB album "Stampedes," again produced by Ted Templeman, and hot on the heels of their international success as the headliners in the Warner Bros. Music Show.

CAM Names Pellegrino, Corbett

NEW YORK—Victor Benedetto and Jimmy Jenner, heads of the CAM music publishing/production complex, have announced the appointment of Joe Pellegrino as the professional manager of the CAM publishing companies, and have named Mike Corbett to the newly created position of a&r coordinator and director of artist liaison. The new jobs reflect the accelerating growth of CAM both in record production and music publishing.

Pellegrino started his career as music director of WVJN in New Jersey prior to moving to Croma Music as professional manager. Pellegrino subsequently became general professional manager of Saturday Music and worked as product coordinator for Crewe Records in close association with Bob Crewe on numerous projects. Pellegrino's duties at CAM include the exploitation of the extensive CAM catalogue of motion picture scores and contemporary songs; the development and assignment to record companies of the more than 100 motion picture soundtracks CAM acquires per year; and working closely with CAM writers/performers in securing cover records and recording contracts.

Duties

As a&r coordinator and director of artist liaison for CAM, Mike Corbett will work directly with new artists toward cultivating their maximum potential. He will participate in the presentation of tapes, the screening of material, in-studio demo production etc.

Before joining CAM, Corbett was a member of the Cottin Records recording group Mr. Flood's Party, and most recently, recorded an album for Atoe Records, "Mike Corbett and Jay Hirsh with Hugh McCracken."

20th Music Meet Planned To L.A.

LOS ANGELES—Herb Eiseman, president of 20th Century Music Corp., has announced plans for a Los Angeles conclave with company executives and a number of the firm's staff writers, beginning Monday, March 3. Helming the meet with Eiseman are Larry Marks, 20th Music director of professional activities, New York representative Don Oriolo and Chris Christian, Nashville rep.

Agenda

The agenda will consist of discussion and person-to-person product meetings between the execs and staff writers, including Paul Williams, Gayle Caldwell, Michael Chain, Tim Martin, Walt Meskel, Ed Villareal, Wanda Watkins, Carol Carmichael, Dean Parks, Dan Bravin, Stephen Geyer, Chris Bond, Mike Post, John Madara, Cecilio & Kapono and Rick Sandler.

Hall of Fame Opened By Recording Academy

LOS ANGELES—The Recording Academy hosted official opening ceremonies recently (21) for the Hall of Fame at Universal Studios. Designed to honor all contributors to awarded recordings released prior to the beginning of the Grammy Awards (1958), the temporary site for the exhibit, which is open to the public, features the actual recording for listening plus artifacts and photographs connected with the honored records.

The first five honorees now on display are "Body and Soul" (Coleman Hawkins), "The Christmas Song" (Nat Cole), "Rhapsody In Blue" (Paul Whiteman/George Gershwin), "West End Blues" (Louis Armstrong) and "White Christmas" (Bing Crosby). Each year on the Grammy Awards Show, four new honorees for the Hall Of Fame will be announced as the result of voting by a committee of nationally recognized authorities, critics, musicologists and historians.

Among the attendees at the champagne reception were celebrities connected with the first five recordings, including Ken Darby, Ted Duncan, Mrs. John Green, Mel Torme and John Scott Trotter. Also in attendance were Ray Avery, Alan Bergman, George Dunning, Leon Leonard and Rick Ms. Gro- lund Landon, Mike Maitland, Jo Stafford, Paul Weston and Mere-dith Wilson.

The Los Angeles Chapter president of the Recording Academy, Jay Cooper, opened the ceremonies. Announcement of the permanent site and building plans will be announced this coming week. In addition to the construction of the permanent site, the Recording Academy's Hall Of Fame exhibit will remain at Universal Studios as a major attraction of their studio tour.

E/A/N Sets March LPs

LOS ANGELES—New albums from Judy Collins and Melba Montgomery comprise Elektra/Asylum/Nonesuch's third album release schedule of the year. Set for national release on March 17 are Judy Collins' first Elektra album of newly-recorded songs in two years, "Judith," and Melba Montgomery's third album for Elektra. "Don't Let The Good Times Fool You.

Both albums will be supported by Elektra/Asylum's retailers' preview and marketing plan, as well as in-store display materials including a special four-color poster for the Collins album. Melba Montgomery's album will be supported with a special re-tailer promotion with Ms. Mont-gomery calling selected retailers.
**Magna Artists Bought By Rubin and Rainey**

**LOS ANGELES** — Negotiations have been completed between General Electric, Ed Rubin and Ron Rainey calling for the acquisition of G.E.'s Magna Artists, Corp., a subsidiary of Tomorrow Entertainment, Inc.

Formed in February, 1972 by Ed Rubin as a division of Hurok Concerts, Inc., a subsidiary of G.E.'s Tomorrow Entertainment, Inc., the firm deals primarily with national concert attractions.

In July, 1973, Rubin acquired the services of Ron Rainey to helm west coast operations. Under the new set-up, Rubin and Rainey are partners.

Among the performers Magna Artists represents are Kris Kristofferson, Rita Coolidge, Don McLean, Donovan, Harry Chapin, New Riders of the Purple Sage, John Prine and Commander Cody and His Lost Planet Airmen.

**Simon Butterfly Hit Set for U.S. Release**

**NEW YORK**—Artist/producer/writer Simon Butterfly, whose "Rain, Rain, Rain," was a top chart success in Germany, France, Spain and Japan, will see his single released in this country on the Murbo label. Publishing for the song has been taken over by Bourny Co., music publishers.

**Claridge Canada Pact**

**LOS ANGELES** — Claridge Records president Frank Slay has announced that he has signed an agreement with Polydor, Ltd. for Canadian distribution of all Claridge product. The release by Polydor, Ltd. will be the current U. S. hit "Don't Call Us, We'll Call You" by Sugarloaf/Jerry Corbetta.

**Delmark Adds Distrib**

**CHICAGO** — Delmark Records has announced the appointment of two new distributors: Lee Record Distributing, of Metairie, Louisiana, and Heritage Music Sales of Decatur, Alabama (not far from Muscle Shoals).

**Arena Taps Two**

**LOS ANGELES** — Arena Enterprises, music publishing, sound recording, record production and first management firm, has announced the addition of two key personnel.

Vern Barney, formerly an engineer with the Ford Motor Company's Philco Corporation Westinghouse Development Laboratories, and owner of his own firm producing theatrical motion pictures as well as commercials, both sound and visuals, will join Arena as vice president in charge of engineering.

Joey Vieira, former major record company producer, owner of his own television film production company which produced commercial jingles and themes for such accounts as Miller Beer, Ford Motor Company, Triumph Sports Cars and Wallichs Music City, will be vice president in charge of production.

**Mixing with Mandrell**

**LOS ANGELES** — Gary Mandrell has departed Columbia Records after three and a half years as west coast manager of a&r administration and recording operations, to enter independent film and record production.

**Bloom Exits Columbia**

**NEW YORK** — Gary Bloom has departed Columbia Records after three and a half years as west coast manager of a&r administration and recording operations, to enter independent film and record production.

**Motown to Market Disco LP Package**

**HOLLYWOOD**—Motown Records has announced plans for the release of a series of disco-oriented albums which will be geared for play by discos and by the consumer. The first album in the series, scheduled to ship shortly, entitled "Disc-O-Tech, Vol. 1," has been announced recently by Suzanne dePasse, vice president of Motown's creative division.

"Disc-O-Tech, Vol. 1" will feature the following songs and artists: "Uptight" by Stevie Wonder, "Dancing In The Streets" by Martha Reeves and the Vandellas, "Roadrunner" by Jr. Walker & the All-Stars, "You Need Love Like I Do" by Gladys Knight & the Pips, "It's A Shame" by the Spinners, "Ain't Too Proud To Beg" by the Temptations, "I Heard It Through The Grapevine" by Marvin Gaye, "Girl, You Need A Change Of Heart" by the Miracles and "Love Is Like An Itching In My Heart" by Diana Ross and the Supremes, "Function At The Junction" by Shorty Long, "Going To The Go-Go" by the Miracles and "Accidents" by the Jackson Five.

"Disc-O-Tech, Vol. 2," which will be released in April, will feature instrumental dance songs.

A comprehensive promotional, advertising and merchandising campaign will support the release. Lift pennants bearing the "Motown Disc-O-Tech" theme will be sent to record outlets, radio stations and discotheques throughout the country. In-store poster displays announcing the availability of the album will be strategically placed in stores and record marts.

**'The Hotel Orchestra' Rush-Released by ATV**

**NEW YORK** — Peter K. Siegel, president of ATV Records Incorpora-

**www.americanradiohistory.com**
abc records welcomes
RON BANKS and the DRAMATICS

with their introductory lp release

The Dramatic Jackpot
By LENNY BEER

Currently vice president and operations for J.L. Marsh/Heilicher Bros., at the age of 28, Ira Heilicher has established himself as a key figure in the industry due to the development of the computer systems record-ticketing procedure which marks the sophistication of the Heilicher operation. He has been involved in the industry full-time since he was 17 years old. Heilicher has worked booking bands, producing and promoting records and has participated on all levels of the rack and distribution organization. In the following Dialogue, he discusses the current state of the organization which he represents and the future of rack jobbing, distribution and inventory ticketing in the industry.

**Record World:** What makes up the J.L. Marsh rack operation? What sits on it?

**Ira Heilicher:** The best description of J.L. Marsh is that it is an organization devoted to service. All of our personnel—all of our warehouse locations—all of our automated systems—are designed to provide a service, to those retailers that are our customers. We feel very strongly about the caliber of people who make up our company and are the basis of our business. These are known, more than anything else, as record people, with a strong sense of pride in the customers we serve, and are totally committed to serve them in such a way that their volume, their promotional efforts, their record departments’ appearance, their return on investment is all that it should be.

J. L. Marsh has warehouse/office complexes in 15 major locations. Our headquarters operation is in Minneapolis and our other locations are: Miami, Atlanta, Detroit, Chicago, Dallas, St. Louis, Kansas City, Des Moines, Denver, Phoenix, San Angeles, San Francisco, Seattle and Honolulu.

We serve a cross-section of retailers throughout the United States. From the independent mama/papa customer, to the major department store customer (like Dayton’s, or the May Company), to the large discount operations (like Zayre or Target), to the national chains (like Woolworth, Wards, and J. C. Penny).

**RW:** What percentage of business in the country do racks do?

**Heilicher:** Recent industry figures compiled by NARM tell us that the rack service type of record & tape merchandisers account for approximately 70 some percent of the total industry business, through the customers they service. Obviously, the balance then would be split up among the distributors, the cut-out suppliers, the one stops, etc., type of customer supplied locations.

The change to the bulk of the record and tape business flowing through the rack jobber type of supply didn’t happen overnight. It was the result of distributors, both independent and manufacturer-owned, finding that the costs of travel, promotion, freight, etc., on a limited number of labels, made it unprofitable to reach the smaller or outlying dealers on a regular basis. The rack type of service firms, such as J. L. Marsh, however, with all labels and a complete or total department supply of records, tapes, accessories, music books, etc., was able to make their service work out profitably. I believe the best evidence of the success of the transition from almost total industry supply to the dealers by manufacturers and distributors, is the fantastic growth of our industry since the emergence and growth of the rack jobber.

**RW:** What about your pricing system? What do you sell a $6.98 album for?

**Heilicher:** Pricing seems to be one of the most controversial problems of our industry right now. A $6.98 album is not really a $6.98 album. It’s an artificially—arbitrarily—unrealistic—mythical price put on an album that really sells for $3.29—$3.79—$3.99—$4.39—$4.69—$4.99—$5.39—or a host of other loss leader, or rip-off—but seldom profitable—prices.

For the customers that J. L. Marsh services, we shop the competition in the area, then make up a suggested retail price for our customer. Obviously, they can accept the suggestions, or change the pricing up or down, since they control their own retail and thus their own profit margins. Fortunately our computer programs and our automated processes allow us to use a multiple pricing system on any price range.

On a $6.98 album for example, we could price top 10 lps at a low competitive advertised price—the next 11-150 lps at a higher price, and the catalogue balance at a third level—all aimed at assisting the retailer to enjoy a higher average profit margin. Unfortunately, we have people in our industry who don’t seem too interested in profit, or are willing to live with give-away pricing. Volume sales are nice, but these give-away retailers are really hurting our industry in the long run.

We have to consider the price of retail lps today. It’s very possible that the record manufacturers also have priced themselves out of the record market. There’s a definite decrease in the amount of units per location sold. People seem to be resisting whether it’s the economic climate or they’re just rebelling against the price of records. People are very price conscious and want value for their money. People are starting to question the value of that piece of product. I think manufacturers will have to introduce a new artist at a lower price and as an artist’s popularity expands the price can go up. The record industry is the complete reverse of the supply and demand theory. The more demand for a record, the lower the retailer sells it. The criteria take the hottest in demand, and sell it for a lower price. There’s no reason why the industry has to give away the Elton Johns and the Neil Diamonds, John Denvers, Carpenters, Cat Stevens . . .

**RW:** Do you feel that inventory management is the way the whole industry is going to go in the future? Piece counting, and actual ticketing of records?

**Heilicher:** It’s dangerous to generalize, but doesn’t every successful business have to have some control on inventories? Obviously, J. L. Marsh has felt for some time that a positive control is needed on initial shipments, on replacement of sales, and the cutting out of slow moving records. Instead of you, we use an optically scanned ticket on our records and tapes for control purposes, and even though many in our industry thought it an expensive and unnecessary method, many of those same competitors are now attempting to come up with similar systems. Today, more than ever before, our customers are concerned with return on investment. They want turnover, they want fast replacement of sales, they want a “managed” inventory. Our continuing growth is an indication that our customers, old and new, realize that our automated systems are helping them achieve their goals as well as our own. As a total industry, however, I believe “standardization” is a long way off.

Unfortunately, we have people in our industry who don’t seem too interested in profit, or are willing to live with give-away pricing.

**RW:** Some people complain that Marsh sells a lot of A&M product and a lot of Mercury product because Heilicher is a distributor for them. How do you deal with their records, as opposed to all other records?

**Heilicher:** Our basic philosophy on what product belongs in the store is a very simple one. If there is consumer demand—if there is a continuing sales pattern—if it’s a new release by an artist with a good track record, or a release with good promotional support—if it sells, it belongs in the store—if it didn’t meet that criteria, it shouldn’t be there. As you know, not only is Marsh a rack jobber, but our sister division, Heilicher Brothers, is a distributor.

Yes, Heilicher Brothers distributes A&M, and Mercury, and many other labels, and yes, they do sell those labels to Marsh. However, it would be foolish for us to go against Marsh’s philosophy and load the racks with only the product that Heilicher supplies. Certainly, we favor distributed lines when it makes good sense, but the consumer decides what is saleable and what is not. We have never taken the stance that because a CBS or an RCA or a Wea album costs us more, that we are not going to expose it.

**RW:** I think you, as much as anybody, are responsible for breaking the Ohio Players as a big group, and you did this when they went with Mercury.

(Continued on page 42)
Announcing
The Marriage of
Two Distinguished
Talents.

The first
Hal David
Albert Hammond
composition and production is
"99 Miles from L.A."

single number FS-0877.
performed by Albert Hammond
On Mums Records.

R.S.V.P.
Distributed by Columbia/Epic Records

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SINGLE PICKS

HAROLD MELVIN & THE BLUE NOTES—Philadelphian, Int'l 358-3562 (Col)
BAD LUCK (Part 1) (prod. by Gambie-Hull) (Mighty Three, BMI)
Strongest look at the evil eye since Albert King told us if it wasn’t for bad luck, he’d have none at all. Disco-oriented delivery demands instant action.

MAIN INGREDIENT—RCA PB-10024
ROLLING DOWN A MOUNTAINSIDE (prod. by Gooch & Simmons/L.T.C. Prod.) (Better-Half, ASCAP)
Best song the trio has latched onto since “Just Don’t Wanna Be Lonely.” Co-written by Leon Ware, it’s treated to a uniquely subtle arrangement that soon snowballs.

SHIRLEY BROWN—Truth TRA-3222 (Stax)
IT AINT NO FUN (prod. by Jim Stewart, At Jackson) (East Memphis/Two Knight, BMI)
Having gone hard with “Woman to Woman,” Shirley’s back with another rapper. Melody is more predominant here, and hence more prone to crossover action.

LULU—Chelsea 3011
TAKE YOUR MAMA FOR A RIDE (prod. by Wes Farrell) (Kenny Nolan/Chelsea, BMI)
Hot writer Kenny Nolan continues his hit streak with a disco reincarnation for the British lady best known for “To Sir With Love.” Bop-shoe-woah boogaloos time!

AEROSMITH—Columbia 3-10105
S.O.S. (prod. by Jack Douglas & Ray Colcord) (Kiskel/Frank Connelly, BMI)
Group which has been busting out region by region sends out a signal that will be heeded on a national scale. Here comes their hard rock supreme to the rescue.

MARSHALL TUCKER BAND—Capricorn CPS 0228 (WB)
THIS OL’ COWBOY (prod. by Paul Hornsby) (No Exit, BMI)
Opening instrumental riff here is enough to enchant Roy Rogers off Trigger. Wide-brimmed beauty should bring further attention to their “Where We All Belong” lp.

FIRST CHOICE—Philly Groove 204
LOVE FREEZE (prod. by Don Watson/Nassau Prod.) (Silk/Golden Fleece/Mighty Three, BMI)
Economic themes don’t always make for the best boogies, but leave it to this frothy trio to turn headlines into hit times. Hot song about cold realities.

LORETTA LYNN—MCA 40358
THE OLD CARRIAGE (prod. by Owen Bradley) (Columbia/Mercury, BMI)
Every-young country lady seems to have her biggest crossover yet in the making. Birth control ditty from the hitmaker of “One’s on the Way.”

MOMENT OF TRUTH—Roulette 7164
HELPLESSLY (prod. by Reid Whitaker & Norman Bergen) (Planetary/Brookside/Ceberg, ASCAP)
Most ambitious Philly-style production features the group’s male lead in total command of the uptempo hurricane swirling around him. Help-yourself power!

SOUTHER, HILLMAN, FURAY BAND—Asylum 45217
BORDER TOWN (prod. by Richie Podolor) (Golden Spectrum/Benchmark, ASCAP)
Supergroup organized last year could have their biggest to date with this tale of a multi-faceted mini-tropolis. Super Hit Fashion country rock winner.

DAVE MASON—Columbia 3-10104
EVERY WOMAN (prod. by Dave Mason/Indaba Ent.) (Indaba, BMI)
Undoubtedly Mason’s most magnificent ballad in recent memory sees a single release that should give it a rightful place among the poetic triumphs of ’73.

ROGER WHITTAKER—RCA PB-50030
THE LAST FAREWELL (prod. by Dennis Preston) (Arcola, BMI)
Label enjoying “off-old-Ip” success with hard rockers Styx and country-rockers Pure Prairie League recycles an impressive MOR concept.

MICHAEL MURPHEY—Epic B-50084
WILD FIRE (prod. by Bob Johnston) (Mystery, BMI)
With his “Blue Sky, Night Thunder” album bringing a long-needed new dimension to country rock, this selection sets his hit wheel burnin’ brighter than ever.

CAPTAIN & TENNILLE—A&M 1672
LOVE WILL KEEP US TOGETHER (prod. by The Captain w. Tennille) (Don Kirshner, BMI)
Happy, hoppin’ Neil Sedaka tune is a solid choice of material for the label to propel this duo into Carpenter-ish acceptance. A most well-tosswome.

EBONY RHYTHM FUNK CAMPAIGN—Innovation 19159
HOW’S YOUR WIFE (AND MY CHILD) (prod. by Tom Tom “84”) (Quintron/Indi-anoplace, ASCAP)
Those who enjoyed Shirley Brown’s “Woman to Woman” phone call should easily relate to this “man to man” impersonal talk. Up-tempo revelation.

CHARITY BROWN—A&M 1669
YOU BEAT ME TO IT (prod. by Harry Hindle) (Jolberte, ASCAP)
Mary Wells hit it big with this one in ’62, but the Motown oldie hasn’t seen a top version since. Ms. Brown puts the needed color back in its cha-cha cheeks.

MARY MCCREARY—Shelter 40365 (MCA)
EVERYBODY’S HAVING PROBLEMS (prod. by Denny Cordell & Leon Russell) (Skyyville/Cover Girl, BMI)
If Carole King were a soul lady, her music might come out something like this. Label responsible for the rise of Phoebe Snow has a big black hope here.

MS. ESTELLE LEVITT—Buddah 455
GOOD MORNING CAPTAIN (prod. by Art Polhemus w. Don Rubin Prod.) (American Wordways/Meg Gusta, ASCAP)
Professional winner of the ’74 American Song Festival teams up with Charlie Calello to salute the CBS-TV morning kind of kiddie video. They’ll all jump for it!

FLAMIN’ GROOVIES—Bomp 101
YOU TORE ME DOWN (prod. by Dave Edmunds) (Formula, ASCAP)
One of the first bands to be given the label “punk rock” gets an early Beatles gloss from producer-artist who had a biggie with “I Hear You Knockin’.”

RUFUS THOMAS—Stax STN-0236
DO THE DOUBLE BUMP (prod. by Tom Nixon) (Rufus, ASCAP)
Rufus, long-time king of the dance record, takes on the latest craze and makes it work double time for us. So nice, just had to do it up twice. Bump, bump!

STATUS QUO—Capitol 4039
DOWN DOWN (prod. by Status Quo) (Duchess/Shawbury, BMI)
Group who can trace their British boogie history all the way back to “Pictures of Matchstick Men” turns up at The Tower with Slade-ish rhythm excitement.

WISDOM—Adelia 101
NEFERTITI (prod. not listed) (Creative Funk, ASCAP)
Small suburban New York label debuts with an instrumental that’s as danceable as its Egyptian title is noble. Basic rhythm heads straight for some boogie smarts.

HOWARD ROBERTS CHORALE & ORCHESTRA—Bryan 1020
JENNY’S THEME (prod. by Howard Roberts) (LP, ASCAP)
A bit reminiscent of “Music to Watch Girls By,” this chorally-augmented instrumental theme fills a void in MOR programming. From the film “Lord Shango.”

PHIL EVERLY—Pye 71014 (ATV)
YOU BETCHA PUNCH (prod. by Phil Everly & Terry Slater) (Bowling Green, BMI)
First product for former half of famed sibling duet under the newly Americanized logo flows gently with a beauty only a southern scene can conjure up.
Since Strawbs’ milestone album, “Hero and Heroine,” a lot of people have been waiting for “Ghosts” to appear.

Hear “Ghosts” on A&M Records

Produced by Tom Allom

Strawbs will appear:

Feb. 25 ARENA, Providence, R.I.
Feb. 27 ROXY THEATER, Northhampton, Pa.
Feb. 28 WAR MEMORIAL, Trenton, N.J.
March 1 CAPITOL THEATER, Passaic, N.J.
March 2 BEACON THEATER, New York, N.Y.
March 5 ORPHEUM, Boston, Mass.
March 6 MASONIC, Philadelphia, Pa. (tentative)
March 7 ALLEN THEATER, Cleveland, Ohio (tentative)
March 8 CAPITOL THEATER, Portchester, N.Y.
March 9 CENTURY THEATER, Buffalo, N.Y.
LET THERE BE MUSIC
ORLEANS—Asylum 7E-1029 (6.98)
Combine great melodies, strong lyrics and compelling harmonies and what do you get? A new album from Orleans! From bouncy beauties "Fresh Wind" and "Give One Heart" to sensitive love laments "Time Passes On" and "Dance With Me" Orleans proves to be terrifically top-notch.

LOVERS
MICKEY NEWBURY—Elektra 7E-1030 (6.98)
The album to bring Newbury the wide-range recognition that has long-deservedly been his has arrived. FM airplay possibilities are limitless, with Newbury's lyrical and musical genius obvious throughout. Provocative at all times, "Lovers," "Sail Away" and "You've Always Got The Blues" merit special attention.

GREATEST HITS
AL GREEN—Hi SHL 32089 (London) (6.98)
Lovesong-singer extraordinaire exhibits his triumphs on this collection of lovely goodies. His sweet magic is branded onto every cut with Green gems "I'm Still In Love With You," the rousing "Here I Am (Come And Take Me)," "Let's Stay Together" and "You Ought To Be With Me" guaranteed for swoon-ability.

CAUGHT IN THE ACT
COMMODORES—Motown M6-82051 (6.98)
Fast-paced pleasers churn through the set from this r&B-oriented sextet. Put your dancin' shoes on if you're ready to listen and chug along to dazzling delights including "The Bump," "Look What You've Done To Me," "Slippery When Wet" and slowing down the pace a bit for "You Don't Know That I Know."

THE DRAMATIC JACKPOT
RON BANKS AND THE DRAMATICS—ABC ABCD-867
Perennial r&B chartmakers are out with another set sure to make even greater inroads than previous efforts in firmly establishing their notoriety. High calibre chuggers and pretty paced platters round out the set with the best being "Never Let You Go" and "Trying To Get Over Losing You."

THE CAROL DOUGLAS ALBUM
Midland International BK11-0931 (RCAC) (6.98)
With the whirling top ten single, "Doctor's Orders," immediately thrusting Ms. Douglas into the limelight, and similar disc-directions beating through the disc, there's little doubt that the album will do anything but fare likewise. Highlighting the set is the aforementioned hit and "Take Me (Make Me Lose Control)."

ROLLER COASTER WEEKEND
JOE VITALE—Atlantic SD 18114 (6.98)
Ably abetted by Rick Derringer and Joe Walsh, Vitale's music is bright, sparkling and destined for plenty of action. The sound is both FM and pop oriented, with the package's pulsating plums being "Shoot 'Em Up," "Feeling's Gone Away," "Step On You" and the title tune.

BETWEEN THE LINES
JANIS (AN—Columbia PC 33394 (6.98)
Striking poetess/songstress emerges with another intensely personal set, hitting hard on the heart-strings. Lyrics are the lady's forte, with the musical accompaniment sparse but effective, as evidenced on "Light A Light," "At Seventeen," the moving "Watercolors" and "Lover's Lullabye."

CIRCUS
ARGENT—epic PE 33422 (6.98)
Rod and newly adjusted entourage take an alternate route this time out—using the circus as a vehicle for exercising their musical agility. There's a balance of heavy and softer material on the set, with "The Lester" best exemplifying the former classification and "Shine On Sunshine" indicative of the latter.

VISIONS OF THE EMERALD BEYOND
MAHAVISHNU ORCHESTRA—Columbia PC 33411 (6.98)
Led by the guitar genius of John McLaughlin this ensemble masterfully injects spiritual force to musically move the listener to higher plateaus. Now blending r&B influences with progressive jazz basics on some selections, further commerciality is assured, as "Cosmic Funk" and "Can't Stand Your Funk" testify.

SUPERSAX PLAYS BIRD WITH STRINGS
SUPERSAX—Capitol ST-11371 (6.98)
Bird standards are embellished and updated by Supersax on their first string adorned outing. The sweet sounds sweep through the grooves, imparting a lush aura that never stops flowing, as a listen to "All the Things You Are," "Blue 'n Boogie" and "Cool Blues" testify.

VASSAR CLEMENTS
Mercury SRM-1-1022 (6.98)
The finest fiddler on the music scene today takes a solo destined for lots 'n lots of FM airplay as well as super sales. Accompaniment excels as a host of talents offer their skills with "Night Train," "Lonesome Fiddle Blues," "Good Woman's Love" and "In the Pines" riding high.

CARNIVAL LIVE AT MONTREUX '74
RANDY WESTON—Arista-Freedom AL 1004 (6.98)
From the Arista-Freedom pact comes this vibrant jazzy jaunt taken by superb pianist Randy Weston along with various jazz dignitaries, most notably Billy Harper on tenor sax and flute. The production is clean and tight with the title track and "Mystery of Love" highlighting.

KRYPTONITE
NEIL MERRYWEATHER—Mercury SRM-1-1024 (6.98)
Heavy metal sounds explode with electrical execution as Merryweather and his Space Rangers round 'em up for hard core rock revelations. The style remains weighty throughout, with the best bets for programming lying in "Give It Everything We Got," "Always Be You" and "Real Life Love."
Your senses will never be the same.

Eric Clapton • Roger Daltrey • John Entwistle
Elton John • Ann-Margret • Keith Moon • Jack Nicholson
Oliver Reed • Pete Townshend • Tina Turner
and The Who

Original Soundtrack Recording on Polydor Records and Tapes

Tommy

and the single:
Listening To You/See Me, Feel Me
B/W
Overture From Tommy
PD 15098

Distributed by Phonodisc, a Polygram Company.
**Fania All-Stars**

**Set 'Rock Concert' Stint**

- **NEW YORK**—Jerry Masucci, president of Fania Records, in association with Don Kirshner, has announced that Salsa Music will get its first national television exposure by way of an appearance of the Fania All-Stars on the 120-station syndicated "Don Kirshner's Rock Concert."**

Bandleaders/Performers

Featuring such Latin music talents as bandleaders-performers Ray Barretto, Willie Colon, Larry Harlow, Johnny Pacheco, Roberto Roena and Bobby Valentin, the Fania All-Stars will be performing two songs, "Congo Bongo" and "Soul Makossa," from their upcoming feature-length film, "Salsa," filmed at Yankee Stadium and fronting an audience of some 40,000 fans. The group will be joined by guest stars Manu Dibango, Billy Cobham, Mongo Santamaria and Jorge Santana at various junctures of the performances.

The schedule air-date of the Fania All-Stars on "Don Kirshner's Rock Concert" is March 8 in both Los Angeles and New York.

**Comm. Members Named For Weinstein Luncheon**

- **NEW YORK**—A committee co-chaired by Phil King of King Krol Records and Dick Mullen of Phonodisc, Inc. has been named and is planning a luncheon to honor Lou Weinstein, veteran New York Columbia Records sales manager, upon his retirement. Lou Weinstein, with 42 active years as salesman and sales/administrator in the New York City area, is scheduled to retire in June of this year.

King and Mullen have named the following to their committee: Don England, Phonodisc; Milt Goldstein, Columbia; Ron Piccolo, Columbia; Paul Smith, Columbia; Harlem Komisar, Chess/Janus; Bob Menasche, Sam Goody's; Sam Stollon, Sam Goody's; and David Rothfeld, Knopper/Reed.

June 12 has been set as the date for the testimonial at the Statler-Hilton Hotel in New York.

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**KOMISAR, Chess**

- "Soul Makossa," from "The Bayou" cast comes next week: Friday-May 1-

**Masucci**

- "One More Time-Goodbye" by guest vocalist Lynn Cromer plays at a club called Bayou Landing in Atlanta. He said that what records he didn't get in the mail he picked up from cooperative distributors in Atlanta.

At the other end of the spectrum, there's Howard Metz at Studio One in L.A. who gets a great many records from the companies (both by pick-up and by mail) but still finds himself spending about $15 a week to get everything he needs. On the day we spoke, he'd just put out $16.09 for a wide variety of records new and old ranging from the Mickey Mouse Club theme song to the new Carol Douglas album. Metz estimates that at least half the records he actually plays at Studio One are records he bought. Included in his purchases this past week: "It's Get Into Something" by Richmond Extension (Polydor); the Truth album (Roulette); Honeycone's "Girls It Ain't Easy" (Hot Wax) and Steely Dan's "Do It Again" (ABC), both old singles; and two copies of the new Harold Melvin & The Bluenotes two-part 45, "Bad Luck" (Phil., Intl.). (Note: While some promotion departments are now beginning to make the increasingly frequent two-part singles available in their entirety—there is nothing more dismaying than getting a 45 that says "Part I" on both sides—even more enlightened people are sending out two copies of such records, realizing—and this should be painfully obvious—that DJs need two separate records in order to make a Part I/Part II or vocal/instrumental blend from one turntable to the other. It may be a special service, but it's greatly appreciated.)

(Continued on page 49)

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**ROUGE ET BLANC/NEW YORK**

DJ: Rafael Chores

- ALL BECAUSE OF YOU (Instrumental) — Castor

BAD LUCK — Harold Melvin & the Blue Notes — Phila. Int'l (lp cut)

BLUE EYES SOUL — Carl Douglas — 20th Century (lp cut)

CASTLES — Bread & Butter (lp cut)

HOT FABLE — Who's Mann (Barbaras) — Atlantic/Africa (Import)

LOVE IS EVERYWHERE — City Limits — 1200

NEVERTHELESS — Wisdom — Adelia

ONE YOU STARTED GETTING — Rufus — ABC Real Good People

REAL GOOD PEOPLE — Gloria Gaynorn — MGM (lp cut)

WHERE IS THE LOVE — Betty Wright — Alston (lp cut)

**HIPPOPOTAMUS/NEW YORK**

DJ: Rich Pinnellena

BAD LUCK — Harold Melvin & the Blue Notes — Phila. Int'l (lp cut)

DO YOU LIKE IT — B.T. Express — Scepter (lp cut)

HITFACK — Barabas — Ariola (Import)

HONEYBEE/NEVER CAN SAY GOODBYE/REACH OUT — Gloria Gaynorn — MGM (lp cut)

I'LL BE HOLDING ON — Al Downing

LADY MARMALADE — Labelle — Epic

LADY MARMALADE — Labelle — Epic

LOVE DON'T YOU GO THROUGH NO MENCES ON ME — Sixer Sledge — Atco

REACH OUT, I'LL BE THERE — Gloria Gaynorn — MGM (lp cut)

SHAME, SHAME, SHAME — Shirley (And Company) — Columbia

BAYOU LANDING/ATLANTA

DJ: Lynn Cook

BUMP ME BABY — Dooley Silverspoon — Capitol

EXPRESS — B.T. Express — Scepter

FIERY — Ohio Players — Mercury

HAPPY PEOPLE — Herbie Mann — Atlantic

I'LL BE HOLDING ON — Al Downing — Chess

LADY MARMALADE — Labelle — Epic

MANN TO MANN — Shirley (And Company) — Columbia

NOTICE TO SHIPPIERS OF PREMISES — The New York Industry Association

SAVE YOURSELF — Billy Joels — Columbia

YOU'RE NO GOOD — Linda Ronstadt — Capitol

WILDFIRE — Lon & Derek — A&M

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**STUDIO ONE/LOS ANGELES**

DJ: Howard Metz

THE LITTLE (LA BOTELLA) — Bataa — B.T.

E-MAN BOOGIE — Jimmy Castor Bunch — Atlantic (lp cut)

GAYANOM'S TEMPTATIONS — Gordy

HAPPY PEOPLE — Temptations — Gordy

HIJACK — Herbie Mann — Atlantic

I'LL BE HOLDING ON — Al Downing — Chess

LADY MARMALADE — Labelle — Epic

LOVE DON'T YOU GO THROUGH NO MENCES ON ME — Sixer Sledge — Atco

REACH OUT, I'LL BE THERE — Gloria Gaynorn — MGM (lp cut)

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NOTICE TO SHIPPIERS OF PREMISES — The New York Industry Association

SAVE YOURSELF — Billy Joels — Columbia

YOU'RE NO GOOD — Linda Ronstadt — Capitol

WILDFIRE — Lon & Derek — A&M

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**RIAA Rail Request Approved by Committee**

- **NEW YORK**—A request by the Traffic Committee of the Recording Industry Association of America for reduced ratings on rail shipments of blank and pre-recorded tapes has been approved by the Rail Classification Committee.

The new classifications will mean a reduction of about 7 1/2 percent for less-than-carload shipments of blank pre-recorded tapes and about 15 percent for less-than-carload shipments of blank tapes. The new rates are scheduled to become effective February 28, 1975.

In addition, the Rail Classification Committee approved an RIAA request that the declared value on rail shipments of scrap records be increased from $1.00 per pound to $1.65 per pound in recognition of the increased costs of vinyl.

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**Vidal Joins Polydor**

- **NEW YORK**—Bill Farr, president of Polydor Incorporated has announced the appointment of Harriette Vidal to the position of director of publicity, east coast. In her new capacity, Ms. Vidal will be responsible for the press relations and publicity activities of the east coast-based Polydor/MGM artists.

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**UA Names Sank**

- **NEW YORK**—Ray Anderson, vice president of promotion for United Artists Records, has announced the appointment of Stewart to the position of New York promotional manager for United Artists. Sank, who will report to Anderson, will coordinate all promotional activities in the New York market with Anderson and will be working closely with the United Artists roster on both the AM and FM radio level. Prior to joining United Artists, Sank worked for RCA Records as the southwest regional promotion manager, based in Dallas.

---

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SAMMY JOHNS' "CHEVY VAN" GETS A SPEEDING TICKET...
( FOR CLIMBING THE CHARTS TOO FAST )

BILLBOARD 31* CASHBOX 34* RECORD WORLD 28*

"CHEVY VAN" IS SAMMY'S SECOND CONSECUTIVE SMASH SINGLE FROM HIS ALBUM...

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Gladys Knight and The Pips

on your new hit single,
"Love Finds Its Own Way"

BILLBOARD 68  CASH BOX 46  RECORD WORLD 64

and

Your American Music Awards

★Favorite Duo Group or Chorus
(POP or ROCK & ROLL MUSIC)

★Favorite Single Soul Music
("MIDNIGHT TRAIN TO GEORGIA")

★Favorite Duo Group or Chorus
(SOUL MUSIC)

★Favorite Album Soul Music
("IMAGINATION")

FROM THE BUDDAH GROUP

www.americanradiohistory.com
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<td>33 MANDY, BARRY MANILOW/Bell 45-613 (Arista)</td>
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<td>35 SOME KIND OF WONDERFUL, GRAND FUNK/Capitol 4002</td>
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**CHARTMAKER OF THE WEEK**

| — PHILADELPHIA FREEDOM | ELTON JOHN BAND | MCA 40364 | 1 |

**PRODUCERS AND PUBLISHERS ON PAGE 32**
ROCK 'N' ROLL

JOHN LENNON
Apple

TO BE TRUE—Harold Melvin & the Blue Notes Featuring Theodore Pendergrass—Philadelphia Intl.
WHO DO YOU OUT DO—Lon & Derek Van Eaton—A&M

WABX-FM/DETROIT

BELLE OF THE BALL—Richard Torrance & Eureka—Shelter
CANNED FUNK—Joe Farrell—CTI
CAUGHT IN THE ACT—Commodores—Motown
LET THERE BE MUSIC—Orleans—Asylum
NILLS LOGFREN—A&M
PAMPERED MENIAL—Pavlov's Dog—ABC
ROCK 'N' ROLL—John Lennon—Apple
SWEEPING THE SPOTLIGHT AWAY—Murray McLauchlan—Epic
UNREQUITED—Loudon Wainwright III—Col

ABBF-FM/CINCINNATI

CRASH LANDING—Jim Hendrix—Reprise
CRIME OF THE CENTURY—Supert rampa
CROSS COLLATERAL—Passport—Arta
PHYSICAL GRAFFITI—Led Zeppelin—Swan Song
ROCK 'N' ROLL—John Lennon—Apple
SILK TORPEDO—Pretty Things—Swan Song

KWJZ-FM/PHILADELPHIA

LET THERE BE MUSIC—Orleans—Asylum
PAMPERED MENIAL—Pavlov’s Dog—ABC
PHYSICAL GRAFFITI—Led Zeppelin—Swan Song
TO BE TRUE—Harold Melvin & the Blue Notes Featuring Theodore Pendergrass—Philadelphia Intl.
WHO DO YOU OUT DO—Lon & Derek Van Eaton—A&M

KPRI-FM/SAN DIEGO

AN EVENING WITH JOHN DENVER—RCA
AUTOBahn—Kraftwerk—Vertigo
BABE RUTH—Harvest
COLD ON THE SHOULDER—Gordon Lightfoot—Reprise
FOR EARTH BELOW—Robin Trower—Chrysalis
MODERN TIMES—Al Stewart—Janus
ROCK 'N' ROLL—John Lennon—Apple

KMET-FM/LOS ANGELES

AMERICAN GYPSY—Janus
BLACK SHEEP—Capitol
BLUE SKY, NIGHT THUNDER—Michael Murphey—Epic
GET MY HEAD ON STRAIGHT—Billy Paul—Phil. Intl.
HEAR & NOW—Burt’s Band—ABC Blue Thumb
MELISSA—Melissa Manchester—Arista
PHYSICAL GRAFFITI—Led Zeppelin—Swan Song
UNREQUITED—Loudon Wainwright III—Col

KXAN-FM/AF AIR

COMMANDER CODY & HIS LOST PLANET AIRMEN—WB
GHOSTS—Strawbs—A&M
I'll BE YOUR SUNSHINE—Vernon Burch—MCA
JOURNEY TO ENLIGHTENMENT—Carla's Garnett—Muse
LOVE THE THING—Barbara Mason—Buddah
NEW YEAR, NEW BAND, NEW COMPANY—John Mayall—ABC Blue Thumb
ORCHESTRAL BELL—John Mayall—ABC Blue Thumb
PARTY FREAKS—Miami—Drive
ROCK 'N' ROLL—John Lennon—Apple

WMMF-FM/PHILADELPHIA

THE BELL OF THE BALL—Richard Torrance & Eureka—Shelter
DIXIE ROCK—Wet Willie—Capricorn
FLY BY NIGHT—Rush—Mercury
FOR EARTH BELOW—Robin Trower—Chrysalis
KRYPTONITE—Neil Merryweather—Mercury
LANDSCAPE OF LIFE—Chiswick
PAMPERED MENIAL—Pavlov’s Dog—ABC
PINBALL—Brian Protheroe—Chrysalis
PHYSICAL GRAFFITI—Led Zeppelin—Swan Song
ROCK 'N' ROLL—John Lennon—Apple

FM SLEEPER OF THE WEEK

PAMPERED MENIAL
Pavlov's Dog—ABC

PHYSICAL GRAFFITI—Led Zeppelin—Swan Song
SWEEPING THE SPOTLIGHT AWAY—Murray McLauchlan—Epic
WHO DO YOU OUT DO—Lon & Derek Van Eaton—A&M

THE TOP SONGS OF THE WEEK

TOP 40 FM/NEW YORK

BEAT OF STREET—Sutherland Brother & Quiver—Island (Import)
BETWEEN THE LINES—Janis Ian—Col
BONARO—V WB
FROM NOT TO DAY—Hudson Farnsworth—ABC
NILLS LOGFREN—A&M
PAMPERED MENIAL—Pavlov’s Dog—ABC
PHILADELPHIA FREEDOM—Capricorn—MCA
PHYSICAL GRAFFITI—Led Zeppelin—Swan Song
SWEEPING THE SPOTLIGHT AWAY—Murray McLauchlan—Epic
VISIONS OF THE EMERALD BEYOND—Mahavishnu Orchestra—Col

WBCN-FM/BOSTON

COLD ON THE SHOULDER—Gordon Lightfoot—Reprise
FOR EARTH BELOW—Robin Trower—Chrysalis
GHOSTS—Strawbs—A&M
I’LL BE YOUR SUNSHINE—Vernon Burch—MCA
JOURNEY TO ENLIGHTENMENT—Carla’s Garnett—Muse
LOVE THE THING—Barbara Mason—Buddah
NEW YEAR, NEW BAND, NEW COMPANY—John Mayall—ABC Blue Thumb
ORCHESTRAL BELL—John Mayall—ABC Blue Thumb
PARTY FREAKS—Miami—Drive
ROCK 'N' ROLL—John Lennon—Apple

WMMF-FM/PHILADELPHIA

AN EVENING WITH JOHN DENVER—RCA
COMMANDER CODY & HIS LOST PLANET AIRMEN—WB
DON'T LET IT GET YOU DOWN—Lon & Derek Van Eaton—A&M
NO MYSTERY—Return to Forever—Capricorn
PIECES OF THE SKY—Emmylou Harris—Reprise

WDSD-FM/CHICAGO

BONARO—WB
DOWN TO EARTH—Nektar—Passport
HELLO IT’S ME—Lani Hall—A&M
LINGER LANE—Bobby Hutcherson—Blue Note
MEELIA—Melissa Manchester—Arista
MODERN TIMES—Al Stewart—Janus
REAL ROSEY—Carole King—Ode (Soundtrack)
TEMPLE OF EARTH—Jeremy Steig—Col

DKPM-FM/DENVER

KEITH & DONNA—Round
NILLS LOGFREN—A&M
OLD & IN THE WAY—Round
PAMPERED MENIAL—Pavlov's Dog—ABC

CHUM-FM/EDMONTON

THE BELLE OF THE BALL—Richard Torrance & Eureka—Shelter
DIXIE ROCK—Wet Willie—Capricorn
FIVE-A-SIDE—ACE—Anchor
HEAR & NOW—Burt’s Band—ABC Blue Thumb
MELISSA—Melissa Manchester—Arista
PHYSICAL GRAFFITI—Led Zeppelin—Swan Song
UNREQUITED—Loudon Wainwright III—Col

KZEL-FM/CHICAGO

SLEEPER OF THE WEEK

PAMPERED MENIAL
Pavlov’s Dog—ABC

CHUM-FM/EDMONTON

THE BELLE OF THE BALL—Richard Torrance & Eureka—Shelter
DIXIE ROCK—Wet Willie—Capricorn
FIVE-A-SIDE—ACE—Anchor
HEAR & NOW—Burt’s Band—ABC Blue Thumb
MELISSA—Melissa Manchester—Arista
PHYSICAL GRAFFITI—Led Zeppelin—Swan Song
UNREQUITED—Loudon Wainwright III—Col

THE FM ANNA-1975

Alphabetical addition to the libraries of leading progressive FM stations around the country.

www.americanradiohistory.com
SALESMAN/OF THE WEEK

MARCH 8, 1975

FOR EARTH BELOW
ROBIN TROWER
Chrysalis

THE RETAIL REPORT
A survey of NEW product sales in the nation's leading retail outlets listed alphabetically

SALESMAN OF THE WEEK

MARCH 8, 1975

FOR EARTH BELOW—Robin Trower—Chrysalis
AN EVENING WITH JOHN DENVER—RCA
COLD ON THE SHOULDER—Gordon Lightfoot—Reprise
HAVE YOU NEVER BEEN MELLOW—Olivia Newton-John—MCA
BLOOD ON THE TRACKS—Bob Dylan—Col
ROCK 'N' ROLL—John Lennon—Apple

CAMELOT/NATIONAL
BLOOD ON THE TRACKS—Bob Dylan—Col
BLUE SKY, NIGHT THUNDER—Michael Murphey—Epic
COLD ON THE SHOULDER—Gordon Lightfoot—Reprise
COMMANDER CODY & HIS LOST PLANET AIRMEN—WB
FOR EARTH BELOW—Robin Trower—Chrysalis
HAVE YOU NEVER BEEN MELLOW—Olivia Newton-John—MCA
JUST A BOY—Leo Sayer—WB
PLAY DON'T WORRY—Mick Ronson—RC
REALLY ROSIE—Carole King—Ode (Soundtrack)
ROCK 'N' ROLL—John Lennon—Apple

KORVEET'S/NATIONAL
AN EVENING WITH JOHN DENVER—RCA
AUTOBahn—Kraftwerk—Vertigo
BELLE OF THE BALL—Richard Torchare & All Tracks—Bob Dylan—Col
BLOOD ON THE TRACKS—Bob Dylan—Col
FIVE-A-SIDE—Ace—Anchor
FOR EARTH BELOW—Robin Trower—Chrysalis
HAVE YOU NEVER BEEN MELLOW—Olivia Newton-John—MCA
MODERN TIMES—Al Stewart—Janus
SERGIO MENDES—Elektra
SHRED HEART ATTACK—Queen—Elektra

MUSICLAND/NATIONAL
AUTOBahn—Kraftwerk—Vertigo
BLOOD ON THE TRACKS—Bob Dylan—Col
COLD ON THE SHOULDER—Gordon Lightfoot—Reprise
COMMANDER CODY & HIS LOST PLANET AIRMEN—WB
FOR EARTH BELOW—Robin Trower—Chrysalis
HEART LIKE A WHEEL—Linda Ronstadt—Capitol
MODERN TIMES—Al Stewart—Janus
NEVER BEEN MELLOW—Olivia Newton-John—MCA
THUNDERWHEEL—Linda Ronstadt—Capitol

DISCOUNT RECORDS/ CAMBRIDGE, MASS.
AUTOBahn—Kraftwerk—Vertigo
BLOOD ON THE TRACKS—Bob Dylan—Col
COLD ON THE SHOULDER—Gordon Lightfoot—Reprise
COMMANDER CODY & HIS LOST PLANET AIRMEN—WB
FOR EARTH BELOW—Robin Trower—Chrysalis
KING KAROL/NEW YORK
A SONG FOR YOU—Tempations—Gordy
ALL THE GIRLS IN THE WORLD BEWARE—Grand Funk—Capitol
CORRECT THE SLOPES—Mercury
REALSAYS GOODBYE—Gloria Gaynor—MGM
NOODLES—Rock N Roll—John Lennon—Apple
SUN GODDESS—Ramsey Lewis—Col
TO BE TRUE—Harold Melvin & The Blue Notes—Philadelphia
THE KING KAROL—New York
OF THE JERSEY—Kool & The Gang—D.C.
HAVE YOU NEVER BEEN MELLOW—Olivia Newton-John—MCA
BLOOD ON THE TRACKS—Bob Dylan—Col

RECORD REVOLUTION/ CLEVELAND
BELLE OF THE BALL—Richard Torchare & All Tracks—Bob Dylan—Col
BLOOD ON THE TRACKS—Bob Dylan—Col

DOWN TO EARTH—Nektar—Passport
FOR EARTH BELOW—Robin Trower—Chrysalis
GHOSTS—Stevie Wonder—A&M
OUT OF CONTROL—Ray Manzarek—Mercury
PSYCHOSOMA—Steve Harley & Cockney Rebel—EMI
ROY BLOCK—CRA
SILK TIPPED—Pretty Things—Swan Song
ONE OCTAVE HIGHER/CHICAGO
AN EVENING WITH JOHN DENVER—RCA
AVERAGE WHITE BAND—Atlantic
BLOOD ON THE TRACKS—Bob Dylan—Col
DO IT 'TIL YOU'RE SATISFIED—B.T. Express—Scepter
HAVE YOU NEVER BEEN MELLOW—Olivia Newton-John—MCA
HEART LIKE A WHEEL—Linda Ronstadt—Capitol
NEW & IMPROVED—Spinners—Atlantic
PERFECT ANGEL—Minnie Riperton—Epic
PHONE BLOW—Shelter
RUFUSIZED—Rufus Featuring Chaka Khan—D.B.

CIRCLES/ARIZONA
A SONG FOR YOU—Tempations—Gordy
AN EVENING WITH JOHN DENVER—RCA
BLOOD ON THE TRACKS—Bob Dylan—Col
COLD ON THE SHOULDER—Gordon Lightfoot—Reprise
COMMANDER CODY & HIS LOST PLANET AIRMEN—WB
FOR EARTH BELOW—Robin Trower—Chrysalis
HAVE YOU NEVER BEEN MELLOW—Olivia Newton-John—MCA
MELISSA—Melissa Manchester—Artista
MELISSA—Melissa Manchester—Artista
MR. MAGIC—Grover Washington Jr.—Kudu
NEVER BEEN MELLOW—Olivia Newton-John—MCA
THE LOST PLANET AIRMEN—WB
WORLD FROM THE GROUND UP—Rufus Featuring Chaka Khan—D.B.
WHEREHOUSE/ CALIFORNIA
AN EVENING WITH JOHN DENVER—RCA
COLD ON THE SHOULDER—Gordon Lightfoot—Reprise
COMMANDER CODY & HIS LOST PLANET AIRMEN—WB
FOR EARTH BELOW—Robin Trower—Chrysalis
GODDESS—Ramsey Lewis—Col
GREAT GHOSTS—Kool & The Gang—D.C.
HAVE YOU NEVER BEEN MELLOW—Olivia Newton-John—MCA
NEVER BEEN MELLOW—Olivia Newton-John—MCA
NEVER BEEN MELLOW—Olivia Newton-John—MCA
PIECES OF THE SKY—Emmylou Harris—Capitol
THE NICE—Artists—ABC
THUNDERWHEEL—Linda Ronstadt—Capitol

LICORICE PIZZA/LOS ANGELES
AN EVENING WITH JOHN DENVER—RCA
AUTOBahn—Kraftwerk—Vertigo
COLD ON THE SHOULDER—Gordon Lightfoot—Reprise
COMMANDER CODY & HIS LOST PLANET AIRMEN—WB
FOR EARTH BELOW—Robin Trower—Chrysalis
GHOSTS—Stevie Wonder—A&M
HAVE YOU NEVER BEEN MELLOW—Olivia Newton-John—MCA
NEVER BEEN MELLOW—Olivia Newton-John—MCA
ROCK 'N' ROLL—John Lennon—Apple
SOMETHING—Joe Walsh—ABC, Dunhill
THE DRAMATIC JACKPOT—Ron Banks & The Dramatics—ABC

TOWER/LOS ANGELES
AN EVENING WITH JOHN DENVER—RCA
BEST OF THE STYLISTICS—Arco
BLUE SKY, NIGHT THUNDER—Michael Murphey—Epic
COLD ON THE SHOULDER—Gordon Lightfoot—Reprise
COMMANDER CODY & HIS LOST PLANET AIRMEN—WB
FIVE A SIDE—Ace—Anchor
HAPPY—Vikki Carr—Col
OLD & IN THE WAY—Various Artists—Round
ROCK 'N' ROLL—John Lennon—Apple
The Album Chart

March 8, 1975

Title, Artist, Label, Number (Distributing Label)

Mar. 8 1

1. Blood on the Tracks
BOB DYLAN
Columbia PC 33235

2. Average White Band
Atlantic SD 7308

3. Greatest Hits
ELTON JOHN/MCA 2128

4. Fire
OHIO PLAYERS/Mercury SRM-1-1004

5. Heart Like a Wheel
LINDA RONSTADT/Capitol ST 11368

6. What Were Once Vices Are Now Habits
DOOBIE BROTHERS/Warner Bros. W 2750

7. Empty Sky
ELTON JOHN/MCA 2130

8. Have You Never Been Mellow
OLIVIA NEWTON-JOHN/MCA 2133

9. Rufusized
RUFUS Featuring CHAKA KHAN/ABC ABCD 837

10. Not Fragile
BACHMANN-TURNER OVERDIVE/Mercury SRM-1-1004

11. Nightbirds
LABELLE/Epic KE 33075

12. So What
JOE WALSH/ABC Dunhill DSD 5017

13. Barry Manilow
II/Bell 1314 (Arista)

14. Phoebe Snow
Shelter 2109 (MCA)

15. War Child
JETHRO TULL/Chrysalis CMR 1067 (WB)

16. A Song for You: Temptations
Gordy G-69569 (Motown)

17. All the Love in the World
MADİVAS/Columbia PC 32927

18. John Denver's Greatest Hits
RCA CPL-10374

19. Perfect Angel
MINNIE RIPERTON/Epic KE 32561

20. Do It 'til You're Satisfied
S.T. EXPRESS/Scepter 5113

21. The Prophet
RICHARD HARRIS/Atlantic SD 18120

22. Photographs and Movies
JIM CREB/CRC/ABC 835

23. Styx II
Wooden Nickel WNS-1012 (RCA)

24. On the Border
EAGLES/Asylum 7E-1004

25. New and Improved
SPINNERS/Atlantic SD 18118

26. Dark Horse
GEORGE HARRISON/Apple SMAS 2118

27. Sun Goddess
RAMSEY LEWIS/Columbia KC 33194

28. Souvenirs
DAN FOGELBERG/Epic KE 33137

29. Urban Renewal
TOWER OF POWER/Warner Bros. BS 28347

30. Fire on the Mountain
CHARLIE DANIELS BAND/Kama Sutra KSBS 2603

31. Miles of Aisles
Joni Mitchell/Asylum AB 202

32. Flying Start
BLACKBYRDS/Fantasy F 9481

33. If You Love Me (Let Me Know)
OLIVIA NEWTON-JOHN/MCA 411

34. For Earth Below
ROBIN TROWER/Chrysalis 1075

35. Eldorado
ELECTRIC LIGHT ORCHESTRA/UA LAA99-G

36. I'll Still Shine When It Shines
OZARK MOUNTAIN DAREDEVILS/A&M SP 3654

37. Never Can Say Goodbye
GLORIA GAYNOR/MGM M3G-4982

38. Fulfillingness' First Finale
STEVIE WONDER/Tamla/ST-33251 (Motown)

Chartmaker of the Week

An Evening With
John Denver
RCA CPL-20764

20. Back Home Again
JOHN DENVER/RCA CPL-0548

21. Promised Land
ELVIS PRESLEY/RCA APL-0066

22. Satin Doll
BOBBI HUMPHREY/Blue Note LA334-G (UA)

23. Serenade
NEIL DIAMOND/Columbia PC 32219

24. Cold on the Shoulder
GORDON LIGHTFOOT/Reprise MS 2206

25. Rock 'n' Roll
JOHN LENNON/Apple SK 3419

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OK102½ — Seattle
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WQXI — Atlanta
WAKY — Louisville
WBBF — Buffalo

WNDR — Syracuse
WFBR — Baltimore
WCBM — Baltimore
WLPL-FM — Baltimore
WIXY — Cleveland
WMMS — Cleveland

KEZY — Anaheim, Calif.

DR. DEMENTO — SHOWS
KWST — Los Angeles
KSFO — San Francisco
WLEE — Richmond, Va.
Dialogue (Continued from page 24)

Heilicher: That was one of the areas that make our business a “fun” business. Mercury was high on the group, so we did cooperate with them. We test-marketed the album in some key locations, advertised it, feature displayed, etc., and got a good enough response that we felt we could forge ahead and put it into more locations in larger quantities. Fortunately, our automated ticket control processes give us a quick reading on album sales with tests like that, and based on that information, we can spread the sales excitement throughout the country.

Our philosophy of giving the customer greater spread selectivity allows us to expose more product. Any act of significance gets exposure with the J. L. Marsh-supplied racks. Many J. L. Marsh-supplied racks. Many rack jobbers either don’t have the locations that can support spread, or can’t handle it with their less sophisticated control programs, or they don’t believe in the concept of spread. We have found that our customers like the idea of a broader selection for the consumer to choose from, and that the spread not only increases sales and profits per square foot, but also results in a loyal repeat buyer type of clientele.

RW: The racks are knocked a lot for staying with the “hits” and not going with the new artists. Is this true?

Heilicher: That seems to apply to not only the racks but any retailer, whether rack-supplied or not. Whose job is it to create the consumer demand for new product? As I said earlier, our philosophy is to supply the stores with anything that sells. How much money do we put in a typical record department should be devoted to unknown artists, speculative product, etc? When the market is as tight as it is these days, just about every retailer is questioning the need for marginal product. Turnover is a key word—space in the department is valuable, and a return on investment is imperative. And yet, all of us in the industry have to help in the creation of new artists, for it’s the lifeblood of our industry. Let’s not put the blame or the obligation, totally, on either the manufacturer, the distributor, the rack jobber, or the retailer. We all must share in the job of breaking new acts.

RW: At the Gavin convention, people said that the racks had trouble getting product into the market quickly.

Heilicher: All I can say is that the racks don’t produce the records, they just market them. Again, when airplay creates a sudden demand for that new act, it may catch the manufacturer unprepared. Even though they have orders for it, it takes time to print jackets, press records and deliver them to the distributor or the rack jobber. We can’t get product into the stores unless a manufacturer delivers it to us, and you’d better believe our buyers are on top of demand, breaking product, etc., and we have the systems to expedite delivery to our customers the same day it hits our docks.

RW: Do your people work with the radio stations at all?

Heilicher: In every area of the country where we have a distribution division, we have a promotional team that works with the stations in an effort to secure airplay, and create product demand. Our J. L. Marsh advertising department works on a national basis with all manufacturers to bill dollars to spend, and again, a substantial portion of those dollars are spent in radio. When they work closely with the stations throughout the country, and our field store service representatives are expected to know the key stations in the areas they serve, so that we can work on the local level in exposing the new and current product. And finally, the meaningful stations want to know what’s selling.

RW: How about the future of rack jobbers? Will the major retailers want to run their own record departments and still make a profit?

Heilicher: It was not so long ago that most retailers did operate their own record departments, without the middleman rack jobber. They had their own buyers who bought direct from the manufacturers and handled all the little details that the racks handle today for meaningful retail operations. Why did the pendulum swing in the rack jobbers direction, and what happened to the record business when it did? Those in our industry who can remember the days prior to the rack jobber can also remember the 5 percent or 10 percent return privileges that dealers were required to live with, on a per label basis. They remember the massive mark downs to get rid of obsolescence; the “closed to buy” problems caused by wrong inventory mix. They have also seen our industry come of age as those backward merchandising methods changed and the expertise of the professional merchandisers stimulated sales. The future of rack jobbers? Our people still travel the boondock areas; we are constantly improving and updating our automated systems; our field servicemen are well trained, experienced record people; our management team takes a back seat to no one in our industry; our customers are the cream of America’s retailers, who are growing and expanding. We think the future looks great for the rack jobber who is willing to provide what most important ingredient—service.

Image Factory Films

James Last Promo

LOS ANGELES — The Image Factory, an L.A.-based production/merchandizing firm, has been hired by Polydor Records to produce a six-minute promotional film on James Last. While Last has sold 60 million records in Europe, he is virtually unknown in the U.S. and the record company is using the Image Factory production to introduce him to American audiences.

Ron Freemond and Stanford Blum are the two principals in the company, with Freemond being an attorney with a corporate finance background and Blum a media producer/director who also works for CBS Sports on weekends.

Grateful Dead Label

Hires PR, Promotion

NEW YORK — Ron Rakow, president of Grateful Dead Records, has announced the retention of Ren Greavatt Associates for national public relations for the Dead’s recording interests. Grateful Dead and Round Records, Rakow also announced an agreement with Love-Rosen, independent New York promotion firm.

Gold for Anka

United Artists Records president Al Teller presents Paul Anka with a gold record for "(You're) Having My Baby." The presentation took place at a Cerebral Palsey Telethon in N.Y. where Anka helped raise in excess of 2.5 million dollars for the charity.

Cork's Execs Grant Leonard Cohen

Columbia recording artist Leonard Cohen recently performed a concert as part of Lincoln Center's Great Performer's Series, where he threw a gala reception at the White and Gold Room of the Plaza Hotel in his honor. Singer-poet Cohen is currently touring in support of his new Columbia album, "New Skin For The Old Art," which features Al Kooper, vice president, marketing, CBS Records; Bruce Lundvall, vice president and general manager, Columbia Records; Leonard Cohen; and Irwin Segelstein, president, CBS Records.

Capitol's March LPs

LOS ANGELES — The Capitol debut of British hard-rockers Status Quo and the return to Capitol of singer-guitarist Bob Seger highlight Capitol's seven-album March release, announced Don Zimmermann, senior vice president, marketing, Capitol Records, Inc.

Status Quo

Status Quo's first album for Capitol, titled "On The Level," features their recent British single, "Down, Down." Bob Seger, who did albums for Capitol in the late Sixties, returns to Capitol with "Beautiful Loser," recorded with the help of the Muscle Shoals Rhythm Section and Seger's regular back-up group, Silver Bullet Band.

Blue Swede, whose first album on the EMI label (distributed by Capitol) featured hit versions of "Hooked On A Feeling" and "Never My Love," return with "Out Of The Blue," which they are supporting with their third concert tour of the U.S.

Aarlen Hardin

Country songstress Aarlen Hardin offers a first album for Capitol titled "I Could Almost Say Goodbye." Capitol country is also graced by a two-record set of Tennessee Ernie Ford performances, "Precious Memories." The comedy field is represented this month by "Justifyin' Justin Wilson," a compilation of the Cajun comedian's repartee.

Rounding out the month is a special release titled "Beginnings," featuring Linda Ronstadt. The lp, which was originally released eight years ago as "The Stone Pones," marked Ronstadt's recording debut.

Manzarek Starts Tour

CHICAGO — Ray Manzarek opens his U.S. tour at the Salt Palace in Salt Lake City, Utah, on February 10 with Grand Funk. The tour marks the debut of his new band, and will extend through March.
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London Symphony, Levine—RCA ARL 1-0894

No matter how many current copies there are in stereo of Mahler's First, every Mahlerian worth the name will buy this one. With a romantic, very clear and extraordinarily well-constructed performance, Levine brings something new and wonderfully exciting to this music. A brilliant recording.

MOZART: COSÌ FAN TUTTE
Cabanilla, Baker, Carlo, Gedda, Ganzaroli, Van Allen; Royal Opera House, Davis—Philips 6707-025

Though this recording has been out a few weeks, dealers should not overlook its building potential. More and more buyers are recognizing Davis' success with Così. He manages to invest the music with joy, classical form and best of all a sense of the theater. Though he has good soloists—in the case of Janet Baker, exceptional—the emphasis is on the whole performance. For once, this ensemble opera comes off as a superbly integrated, well-balanced performance, not a star trip for conductor or soloists.
NARM Gets Underway

(Continued from page 3)

When asked for their views on what major issues would or should be raised at the NARM convention, several leading figures in the industry expressed a divergence of opinion. Ruth Solomon told RW that the basic issue remains prices, which he believes must be lowered at the cost level, and possibly at the retail level as well. Consumer resistance to the high price of records, according to Solomon, is rising, and lower prices should be uniformly applied if retailers are to maintain their profit margins. Record manufacturers, of course, were generally in sharp disagreement with Solomon's views.

ABC Records' John Rosica thought that the marketing of singles and the profitability of singles product would constitute a major area of discussion at the meetings. Capitol's Don Zimmernack developed the view that such a convention would offer some insight into dealer and rack jobber problems in general. Licorice Pizza's Jim Greenwood said he would raise the issue of defectives, a factor that he believes has become more prevalent in the past year.

Jules Malamud, NARM's executive director, told RW that the entire price structure of the industry would be questioned at the convention as well as such problems as the scarcity of exposure resulting from tight playlists, piracy and a sagging singles market. In addition, the problem of cut-throat competition in some sectors of the industry must be resolved, according to Malamud, if the industry is to achieve continuity. Such meetings cover "The Day Your Radio Died," "The Importance of Specialty Product," "TV Advertising" and "Labor Relations.

Entertainment Licensing and the convention will be provided by Barry White with Love Unlimited, Charlie Rich, Paul Anka and Helen Reddy.

Marcucci To Assume Camillo Management

(Continued from page 3)

...system that parallels a method that has been long employed in sectors of the periodicals business, where cut-out merchandise and returns are left in the store of origin. The retailers wishing to make returns would receive a credit for the merchandise minus the cut-out price; his returns or cut-outs would then be punched and placed in the cut-out bin. Considerable paperwork, not to mention the price of freight and warehousing, would be eliminated. "Another advantage would be the diversity of product that the dealer would then have in his cut-out inventory," asserted Lewerke.

Amos Heilicher will deliver the keynote address, titled "Music Is Our Business," on Monday morning. Heilicher told RW that his remarks would include a summation of the history of the record business over the past 40 years, with insights into the problems that face the industry and how those problems developed. In discussing his address with RW, Heilicher expressed his concern with the health of several major discount chains and the ultimate effect of their success or failure on the health of the entire recording industry.

20th Names 2 VPs

(Continued from page 3)

...Amos Heilicher, recently when entering the record business after being promoted to director of national country promotion for the company. In 1972 Lovelace was tapped by Regan to join him in the formation of 20th Century Records, as national promotion manager. Recently, when 20th entered the country field with Jimmy Vienneau at the helm in Nashville and John Mitchell as promotion manager—Lovelace was appointed to the newly created position of director of country marketing. Krikerian, who also functions as finance VP for 20th Century Music Corporation, headed by Herb Eiseman, was previously controller for the company.

CONCERT REVIEW

Roxy Bedazzles Academy

(NEW YORK)—The cut following that has been evolving State- side for continental rave music is Atlantic's Roy Orbison. Migli, verified both its growth and reason for belief at a stunning performance (21) at the Academy of Music.

Led by the tuxedoed genius of Bryan Ferry, the band provided an incredible onstage ambiance, drawing the audience into the complex swirls of sound. Compatriots were Jimmie Vaughan on lead guitar, Paul Thompson on drums, ex-King Crimson-ite John Wetton guesting on bass, Andy Mackay on horns and Eddie Jobson remarkably in control of synthesizer and violin. The polished performance was overwhelming in its evenness, even moreso in view of the emotional flaws inherent in the Ferry-composed selections. Ferry's voice proved to remain unique, while simultaneously eerie and yet relatable. An interesting note is that the audience drawn to the Roxy show was quite different from the usual crowd that frequents the Academy, reflective of the sophisticated imparted in Roxy's repertoire.

Ah, the repertoire. The ensemble was equally adept at performing familiar favorites as well as new selections from the recently released "Country Life" set. "A Song For You" from the "Stranded" album was delivered in a super-dramatic fashion, taking rock music to previously untouched plateaus; the flow and feel of "It Takes All Night" very pulsed through the hall; rock 'n rolling wizardry was exhibited via "All I Want Is You" (who else but Ferry could get away with lyrics "toujour's 'amour tous")'s in a rock song) and the encore "Do The Strand;" and the forthcoming single, "The Thrill Of It All" was positively all that's left.

Ferry's roots are deeply imbued with art influences, and it is that special quality that permeates his compositions, his vocal capabili ties, his emotionally masterful performance, and Ferry's very own onstage presence. The widely-recognized star potential is there, with his rich and descriptive musical majesty ever-present in all aspects of his career.

Capitol recording act Babe Ruth opened the set, displaying strong attributes, accentuated by the rough 'n tough vocal prowess of lead singer Jenny Haan. Guitarist/composer Alan Shacklock was in fine form, especially on a solo from their third album entitled "Sad." The evening's performance was highlighted by a rendition of Jesse Winchester's "Black Dog."

Roberta Skopp

Nine LP Release Planned by S-M

LOS ANGELES—Rick Sidoti, sales manager of Suton-Miller Ltd., has announced that S-M's Sound Bird Records will ship its first LP release on March 5. The release will consist of nine Mystic Moods catalogue albums featuring an entirely new packaging concept for the line, and will be serviced by S-M's 17 independent distributors throughout the U.S.

ATV Music Signs Two

LOS ANGELES—ATV Music Publishers has added two new composers to its stable of writers, according to Sam Trust, head of ATV's western hemisphere operations. Composer Jeff Finer and lyricist Harry Shannon have signed as exclusive writers with ATV Music Publishing.
SOUL TRUTH

By DEDE DABNEY

NEW YORK: Personal Pick: "Bad Luck" — Harold Melvin And The Blue Notes (Phil. Intl.) Penned by Carl The图形, McFadden and Whitehead, this latest extraction from the Blue Notes lp is an uptempo groove and can only bring both the writers and the group "good luck."

Records' Duties To Watch: "Rockin' Chair" — Gwen McCrae (Cat-UPT); "Let's Get Into Something" — Richmond Extension (Polydor-UPT); "Take Your Mama For A Ride" — Lulu (Chelsea-UPT).

DISCO POTENTIALS: "Shakey Ground" — Temptations (Gordy); "Jungle Waterfall" — Return To Forever Featuring Chick Corea (Polydor).

ABC Dunhill recording artist B. B. King has formed his own company, Promotions Consolidated, Inc. The offices will be located at 3003 Airways Blvd., Executive Plaza, Memphis, Tenn. He stated: "Having my own company allows me to do most of the things I've always dreamed of doing. PCI has been set up to handle all of my personal business transactions, as well as other projects in which I am interested. I am very concerned about the way young black Americans feel about the blues and that they're aware of the many great blues musicians who have not had the kind of exposure that I've been lucky enough to have. I want to do something about that. For some time now, I've wanted to do a blues television show and I plan to do something about that, too. I'm not ready to announce any definite projects at this particular moment, but I have quite a few ideas in mind that I'll announce at the proper time."

"Let There Be Love" is a cut from the Caston and Majors album on Motown. If you have not gotten into this well put together lp — get involved with this totally new concept.

Norma Pinnelle, music director for WWRL-AM (New York), went on official medical leave beginning Wednesday, February 28, for an indefinite time period. Sonny Taylor starts with that station as program director around March 3rd.

All-Platinum Records is looking for a new national promotion director, but it will be in the pop area. Rowena Harris is still vp in charge of promotion. They are in search of a female to handle their pop promotion, nationally.

Also looking for a national promotion director is London Records. London has been in search of someone since the exit of Mike Abbott. Abbott had held down the fort for a period of almost a year.

Andre Montell has secured a position with Mocha Records as national promotion and sales director.

This company is based in Chicago. Their first release is an album recorded by a new group, Chicago Lakefront.

WUSS-AM (Atlantic City) has hired one of the youngest radio announcers around, Sam "The Player" Litt. Litt's time slot starts on the weekend from 12 a.m.-6 p.m. Saturday and Sundays from 1 p.m.-7 p.m. "The Player" is only 16 years of age.

Another black promotion woman is Maye James. Maye started in the recording industry as the secretary to Mary Wells, where she was exposed to many persons involved directly and indirectly in the field of music.

Her first job after that was as a receptionist with Scepter Records in the sales department. From this she went on to become assistant to Chris Jones, r&b promotion director. Her duties included acting as liaison with the trades and communicating with radio stations across the country. After Jones' exit to Motown, Ms. James was promoted to national r&b promotion director.

Maye James is known everywhere as a lady as well as a totally involved businesswoman.

 Innervision II Goes Independent

CHICAGO — Gus Redmond, vp/director of national promotion has announced that Innervision II, Inc., of Chicago, Illinois is now independent with indepen- dent distribution. Distributors lined up so far are: All South, New Orleans; Southland, Atlanta; Music Trend, Detroit; Alfa, Phoenix; Universal, Philadelphia; H. W. Daily, Houston; Hot Line, Memphis; Eric Mainland, San Francisco; Bib, Charlotte; Big State, Dallas; Zamoiski, Baltimore/D.C.; M. S., Chicago; Musical Isle, Denver; Tone, Miami; and Alpha, New York. All current product is being resold to distributors.

GAYNOR BECOMES DISCO QUEEN

NEW YORK — 'Gloria Gaynor Day' has been declared for Monday, March 3, 1975, when the MGM recording artist will be crowned 'Queen of the Discotheques' in a ceremony at Le Jardin, the popular disco club at 110 West 43rd Street. Ms. Gaynor was elected in a poll by the National Association of Discotheque Disc Jockeys in the first of what is to be an annual event.

BILLY PAUL TOUR

NEW YORK — Philadelphia International recording artist Billy Paul is currently on tour promoting his latest album "Got My Head On Straight." The tour began February 24 in Chicago and encompasses six cities.

R&B PICKS OF THE WEEK

SMOKEY ROBINSON, "BABY THAT'S BACKTACHA" (Bertam Music, ASCAP). On this cut, extracted from his forthcoming album, A Quiet Storm," Robinson has encompassed some of the old and has interjected plenty of the new. This disc should place him as a strong contender for top chart action. Soft, subtle and melodic best describe this tune. Tamla 63110-S (Motown).
This one can't miss!
Dakar proudly presents

"THE EQUATIONS"
DK 4542

A Side
ONE, TWO, THREE
HAMILTON STREET

B Side
I LOVE YOUR LOVE
ABC Pacts Isaac Hayes (Continued from page 3)

ing up with David Porter to write songs and produce. The pair eventually wrote over 200 songs together, including such hits as Sam & Dave’s “Hold On, I’m Coming” and “Soul Man,” Carla Thomas’ “Let Me Be Good To You” and Johnnie Taylor’s “I Had A Dream.”

Full-Time Artist

In 1969, however, with the release of his second album, “Hot Buttered Soul,” Hayes embarked on his own recording career full-time. Since then, five of his albums, including that one, have attained platinum status, signifying sales in excess of $2 million.

Film Successes

Last year, Hayes had the same career as an actor, with leading roles in the motion pictures “Three Tough Guys” and “Truck Turner.” For both of which he did the scores as well. He was also featured in the film “Wattstax.” “It Seemed Like a Good Idea at the Time.” A Canadian production in which he has his third acting role, is set to open later this year.

AM Action (Continued from page 18)

WSAI, 23-16 KDWB, extra-27 KFRC and 35-29 WCOL. Also on KJR and WDGY. The activity on the singles is making for revised bulleting action on the album (“Just a Boy” — 109 with a bullet on the Album Chart this week).

Rufus (ABC). Another extremely positive week in the pop growth of this r&b biggie. First and foremost is the addition of WABC this week with KILT and KDWB. Some good numbers: 14 KHJ, 19-14 WQXI, 40-33 WCOL and 35-33 WQXL.

New Action

Barry White

The Elton John Band (MCA) “Philadelphia Freedom.” Immediate major airplay practically blanketing the entire country inside of 10 days, including some late adds from last week. Here is the rundown so far: WLS, WRKO, KHJ, KFRC, CKLW, WQXI, WSAI, WIXY, KILT, WFL, WCOL, WIBG, KDEB, WNOE, KJR, WDGY, KJMN and 99X. Note: rumors are that this is another potential double-sided disc.

Queen (Elektra) “Killer Queen.” Threatening action here looming over the airwaves. This week’s additions include WDGY, KJR and WAKY. It moves 11-8 WRKO and extra-30 WCOL. Nice secondary base supports these new heavyweights. Looks like a killer!

Barry White (20th Century) “What Am I Gonna Do With You.” Another double-header natural for this perennial r&b and pop chart-buster. First pop biggie out of the box was WABC last week, followed this week by WSAI (30), KJR, WIBG, WPIX, KJMN and 99X. R&b action? Of course.

Tony Orlando and Dawn (Elektra) “He Don’t Love You Like I Love You.” New label, new release, new excitement. Great response on excellent choice of material on this first for Elektra. Immediate airplay on WQXI, WSAI (25), WFL, WHBQ and WIBG. Watch this one.
Disc File (Continued from page 30)

In New York, where DJs have easier access to record companies, people still buy records based on the releases on hard-to-get labels, imports or material not generally thought of as discotheque music. For instance, Rich Pampinella at Hippopopamus just bought a batch of albums by Frank Sinatra, Billie Holiday, Glenn Miller, Barbra Streisand and an old Getz, Gilberio & Jobim, all of which he insists he plays at the club—though he changes the covers around with a number of rock & roll oldies. Then there's Rafael Charres at the new Rouge et Blanc who guesses most New York DJs buy between 20 and 30 percent of their records, especially if they're interested in anything out-of-the-ordinary as he apparently is. On his last run down Stairs, Charres picked up: the Trammps oldie, "Zing Went the Strings of My Heart" (Buddah) (watch an expanded, updated remake of "Zing" under a different title on the Trammps always-forcoming album, now due at the end of the month); and two rather unusual singles on Contempo (Stairs) said they came in from Canada)—a typically driving, insistent Titanic cut called "Santa Fe" (not included on the "Macumba!" album mentioned here last week) backed with the original English version of "Black Skin Blue Eyed Boys" by Tony Morgan, and a terrific, loud Jackson Sisters cut, "I Believe in Miracles," backed with "Rain," an equally loud, gutsy gospel-style song by Dorothy Morrison. The Contempo singles were $2 each, but worth it.

Conclusions? I hesitate to draw too many from such a small survey, but even if promotions service--most of which has come about only in the last nine months—seems to be keeping disco DJs supplied with most of the essentials, a large percentage of records, especially at the trend-setting, adventurous clubs, continue to be sought out and bought by DJs. Anyone interested in more than the mainstream thing, however, doesn't depend on what the companies decide to feed him, so he goes out of his way to find the surprises. Which is exactly why the discotheque field is so vital and rich and will, I expect, remain that way.

Notes: Pampinella says the "heavy of the week" is Randy Pie's Highway Driver (Polydor), which has that rock & soul sound of Chicago or the Double Rhythm, and is quite a knockout. Rich is also playing two Contempo imports (from England) by the Armada Orchestra, instrumental versions of "Do Me Right" (the Detroit Emeralds song) and "It's the Same Old Song" (Four Tops), both of which he says are getting "hot reaction." Rafael Charres is "really high about" Billy Paul's "July July July July" (5:30 and on his "Got My Head on Straight" album, Philadelphia International) which is very laid-back and also a favorite of my west coast correspondents. Lynn Cook, who emphasizes that "if it's danceable, I'll play it, rock or soul," included Lon & Derrek's "Wildfire" (formerly a single, now the opening cut of their new "Who Do You OUt Do" album, A&M) on his top 10—it's brassy and builds very well.

Album of the week: Earth, Wind & Fire's "That's the Way of the World" (Columbia), with the beautiful, high-spirited "Happy Feelin'," "Shining Star" and the full-of-changes instrumental "Africano." Best thing on the new Tribe album ("Tribe Blumpin" on ABC) is, annoyingly, the shortest, "Montezuma's Revenge" (1:52), which is also one of closest things to "Koke;" but you might also try: "Solid" and "Tribe Blumpin.

Recommended singles: Moment of Truth's fine "Helplessly" (Roulette); Elliot Lucie's light, diverting "Disco (Where You Gonna Go)" (Epic), which dissects the dance scene; First Choice's sudden new one, "Love Freeze" (Philly Groove), yet another biting recession lament; Return to Forever's steamy "Jungle Waterfall" (Polydor)—also on their just-out album, "No Mystery"; "Funky Love Song" by Quad (Leo Mini) and very tough. Left field: Universal Mind's usual version of the Bacharach-David "Reach Out For Me" (Red Coat).

London Green Promo

■ NEW YORK — London Records initiated a major national promotion campaign for Al Green's sixth consecutive gold record, "Al Green's Greatest Hits" on HI Records. The campaign will include a huge radio and press campaign and will feature the "Al Green Radio Special Self Portrait," a self-interview album of Al, available only to radio stations.

In five years, Green has been the recipient of seven gold record awards, all on the new album.

BS Records Bows

■ NEW YORK — Francine Barker and Herb Feemster (Peaches and Herb) have formed a new record label, BS Record Corporation. BS was formed to specialize in servicing the Washington, D.C. area market to provide a medium for local talent who have not found a vehicle through which to be heard.

The initial BS release is "Down Where It's At" by the duo, co-produced by Tom Camillo and Cecile Barker.

March 8, 1975
The Coast
(Continued from page 12)
Jerry Moss, Cheech (no Chong), Dean Stockwell, Dennis Hopper and Davy Jones (I'm glad that's over too). The area was so infested with notables that it prompted Kim Fowley to comment, "If you in on this place, they'd have to declare it a national disaster." It is hoped that this special, which NBC is set to air on March 31, might possibly lead to a regular series ... Steve Harley of Cockney Rebel, too sick to perform his second night at the Whisky, instead hosted an intimate get-together at his Sunset Marquis digs. The honored included Iggy Pop, Bernie Taupin, Kim Fowley and Rodney Bingenheimer ... Taupin, who appears in this column for the third time (so far), has been in town working on two new books; one a collection of his lyrics, the other a photo documentary of the last Elton John tour ... And why is Elton not smiling every time he sees a copy of "Rock Dreams"? ... Special kudos to Andy Chairamonte for his magnificent Sparks radio spots ... Lending a hand to recent sessions for Lea Roberts' forthcoming UA album were the horn section of Chicago, Blue Note vocal group Waters, Vernon Burch, Bobby Goldsboro and Joe Sample and Wilton Felder of the Crusaders. Producing were Denny Diante and Spencer Proffer ... Due in from Memphis this week are John King and John Fry, carrying with them the new Big Star album. The group, long a favorite with critics, is scouting a new label affiliation. Apparently the heavy talk on the street about the Montreal group Dudes is justified. Nearly every major label has shipped a representative north to find out what all the noise is about, and their praise is said to be unanimous ... David Blue cutting some fine new material at Elektra, with John Guerin and Max Bennett (of the LA Express) overseeing. Lurking in the shadows and offering good advice was Jack Nietzsche. (Blue, incidentally, has of late been receiving flattering praise in several interviews given by Leonard Cohen, and has taken to returning the favor during interviews of his own.)

OLD BUT NOT YET STALE: One local radio newscaster got an unexpected jolt when he looked out his window one day to see photos of Ringo Starr that Capitol was projecting against the side of the Tower to promote the release of "Goodnight Vienna." "My God," he exclaimed, "they're flashing pictures of Fidel Castro on the Capitol Tower. Something must be going on" ... As an investment, the Doobie Brothers have purchased the 12-story Bank of America Bldg. in San Francisco. The building is populated almost exclusively by stockbrokers and other straightlaced business types, which should make for some pretty interesting tenant/landlord meetings ... Capri-corn's Mike Hyland is not, as reported in this column a couple issues back, Brian Hyland's brother. They're just good friends ... Rock poetess Patti Smith has been reported by a number of labels ... Latest additions to the Eric Burdon Band are guitarist Snuffy Walden (Stray Cats' Ray Manzarek) and pianist Rabbit Bundrick (Free, Kevin Ayers and more sessions than you could shake a year of sticks at) ... Phil Manzarek, brilliant guitarist of Roxy Music (currently going down a storm on their first major stateside tour) has readied a solo album for April release which has all of London buzzing. One side is instrumentally composed, while the flip side features the talents of some of his favorite vocalists (among them Enzo, Bryan Ferry and ex-Soft Machine drummer Robert Wyatt) ... Based on phenomenal response to their "You Tore Me Down" single in the midwest, several majors taking a long hard look at the Flamin' Groovies and Greg Shaw's Bomp Records ... Flora Purim, voted the #1 jazz vocalist in a recent Downbeat poll and an inmate at Terminal Island in San Pedro, will give a special concert from the institution on March 9. It'll be broadcast by KBCA, and participants will include Arito (Flora's husband), George Duke, Miroslav Vitous and Carlos Santana ... Lending assistance to Rick Derringer's forthcoming Blue Sky album, "Spring Fever," were Chick Corea, Johnny and Edgar Winter, Peter Frampton, drummer John Siotis, Todd Rundgren, bassist John Siegler and David Johansen of the NY Dolls. Their reggae version of "Hang On Sloopy" due out this week as a single.

DISCO DOINGS: Rumors are still rife that the Whisky A Go Go will close its doors to live entertainment in favor of a disco facelift. In discussing the situation with Billy Joel, Elliott Murphy was reportedly certain of the closing, citing a 2-for-2 average in comparative situations. He apparently had return options pending at both Max's and the Bitter End when they closed and, well, you can guess what his status was at the Whisky ... Rodney Bingenheimer has placed left his disco, which now goes by the name of Hollywood's English Disco. He's presently negotiating new turf, but in the meantime that leaves an awful lot of wild teenagers free to roam the streets.

Nash Day in L.A.

"Johnny Nash Day" in Los Angeles began at an early morning City Hall ceremony where Johnny (right) was presented with a citation by Los Angeles Mayor Tom Bradley. The award was for Johnny's contribution to the community of Los Angeles and to the world of entertainment.

Knight Sues Motown
(Continued from page 12)
Inc. Company. They furthermore claim that the management contracts they were also required to sign imposed "compulsory conditions of employment on said plaintiffs" in violation of state and federal law. It is alleged that defendant Multi-Media Management Corporation "had a conflict of interests with respect to the performance of its obligations as employee of said plaintiffs fairly and in good faith and with undivided loyalty under the Management Agreements by reason of said interlocking economic interests between said defendant and defendant Motown Record Corporation."

"Fee-Splitting" It is further alleged that there was an "illegal fee-splitting arrangement" between Motown Records and Multi-Media Management and also charges "unlawful economic compulsion involuntarily imposed by defendant Motown Record Corporation upon plaintiffs to accept an unwanted commodity in the form of said purported managerial services."

According to the Complaint, Gladys Knight's record contract and management contract were both for the period of seven years, and the group was required to accept "only those employment that were approved and directed by said Manager and not to allow their names to be used in any professional or commercial enterprise whatsoever without first obtaining the written permission and consent of said Manager."

It is alleged that the defendant Multi-Media Management Corporation was not licensed either as an Artists Manager or an Employment Agency in California.

New Production Co. Formed by Reid, Bell

LONDON — John Reid, co-owner with Elton John of the Rocket Records Company, and president of Reid Enterprises, Inc., has announced the formation of John Reid Productions, Inc. At the same time, Reid announced that producer-director David Bell will head up the new operation. Connie Pappas has also been named an executive of the new company.

John Reid Productions will develop and produce feature films in America, independent tape and film productions for U.S. television. The new company will also export American-made programming to Britain and the European continent specifically made for those markets on a co-production basis.

Announcements of the first deal are expected upon Bell's return from London next week, where he flew to accept his third award from Best Light Entertainment Production in Britain (1974), presented by H.R.H. Princess Anne at the Royal Society of Film and Television Arts banquet at Royal Albert Hall.

World Wide Sound Debuts in Memphis

MEMPHIS, TENN.—World Wide Sound Distribution has been formed in Memphis to distribute pop, country, R&B and gospel labels and is currently set up with 29 major distributors. President and treasurer of World Wide Sound Distribution is Bill Harper and secretary is Ellen Gay.

Malcolm Klein
(Continued from page 6)

ing/middle of the road, soul/ rhythm & blues and gospel/religious.

The advisory committee will select three specialists for each category, which will encompass one artist, one producer and one music business executive. Klein also feels that this factor will allow more time for evaluation, with an independent accounting firm to tabulate the votes and determine the winners. The best song of the entire festival will be decided upon by all of the judges.

Paul Williams is the official spokesperson of this year's festival. Helen Reddy held those honors in the previous competition.

All entries must be postmarked by June 3. Official entry forms can be obtained by writing to the American Song Festival at Box 57, Hollywood, California 90028 or at any Radio Shack Store, who are distributing the forms.

www.americanradiohistory.com
**Discount Sets New Field Staff**

- SCARDSALE, N.Y. — Discount Records has reorganized its field marketing staff. The changes announced by Sidney Brandt, vice president operations and business development, CBS Retail Stores, includes the appointment of two new regional managers and thirteen district managers for the seventy-store nationwide chain.

- Heading the charge as regional managers are Stewart Treslar and Larry Golinski, Martin Super and Mal Goldberg. Each man will be responsible for a major sector of the country.

- Treslar, who will headquarters in Chicago, assumes responsibility for the chain’s midwest region. Most recently with Schwartz Brothers’ Harmony Hut Stores, Treslar is a twenty year music business veteran. Treslar’s staff will include assistant regional manager Kevin Sheets, and district managers Howard Lerner-Chicago, David and Sall-Stapleton, Bob Hoffman-St. Louis and Beverly Nordstrom in Minneapolis-St. Paul.

- Larry Golinski, Discount’s new southern regional manager, has served in key posts with both Franklin Music and Southland Corporation. Operating from a regional office in Atlanta, Golinski will supervise a staff of district managers including Tony On-Washington, Baltimore, Virginia and the Carolinas, Bob Brown—Mid-South, and Bob Packwood for Texas and Oklahoma.

- Martin Super, who joined Discount in November 1974 as New England regional manager, assumes additional responsibilities for New York State as well as New England. Super will be assisted by assistant regional manager Don Rothenstein and district managers Bill Cerulli—New York metropolitan area and Steve Leavitt—Boston.

- Mal Goldberg, Discount’s western regional manager since 1970 supervises the far west area. Goldberg’s staff includes assistant regional manager Michael Tye and district managers Bernie Blinn—San Francisco Bay Area, Andy More—Southwest, and Andy Wiswell—Pacific Northwest.

**'Lord Shango' LP Released by Bryan**

- NEW YORK — Bryan Records has released the soundtrack LP of the new Bryanston feature film “Lord Shango” to coincide with the national release of the movie, announced Jack Wiedennann, executive VP of the company.

- The “Lord Shango” album was produced, arranged and conducted by Howard Roberts, and features the Howard Roberts Chorale and Orchestra, singer Ella Mitchell and the Stapleton Community Church Choir of Knoxville.

- The album contains rhythm and blues and gospel songs which were composed by Roberts, who is the musical director of the Broadway hit “Raisin” and is also the musical director for the Alvin Ailey Dance Theater.

**Supreme Court Denies Piracy Case Appeal**

- WASHINGTON, D.C. — The U.S. Supreme Court has declined “for want of jurisdiction” to hear an appeal by E-C Tapes, Inc. from a Wisconsin Supreme Court ruling that the firm’s manufacture and sale of pirated tapes constituted unfair competition.

- The E-C Tape appeal contended that the company was engaged in interstate commerce, the Wisconsin State courts could not ban its manufacture and sale of pirated tapes.

**RW Inspires Witherspoon Promo**

- Jimmy Witherspoon, Capitol Records and Far Out Productions artist, presents promotional T-shirts to A1 Coursy, senior vice president, a/b/promotion/artist development, Capitol Records, Inc., and Larkin Arnold, CBS general manager, &B. Witherspoon had T-shirts made for Capitol when he received word that his current single, “Love Is A Five Letter Word,” had broken into Record World’s pop chart, first time ever in his career. Pictured from left: Witherspoon, Coursy and Arnold.

**CLUB REVIEW**

- **Bonnie & Feller: Blues and Laughs**

- BOTTOM LINE, NYC. — With Bonnie Bramlett having renewed her southern roots — thanks to the musical input of the Capri-corn cornucopia of sound—there now looms on the horizon an exciting new source of Delta rock.

- Headlining at the club here for a mid-week stand, her performance (26) was somewhat marred by her lack of dynamics, but it was clear that already she is a tremendous catalyst for her excellent new 7-piece band. Her blues work best in vocal harmony patterns, as on the close of “Cover Me,” when even memories of her teamwork with Delaney had to give way to her new sense of control. But much of her show was on a more caustic level of feeling that failed to vary as the songs demanded. Once she accomplishes the art of pacing her set to avoid the uni-level blues bump-ups in her performance stockings, this lady could easily turn into one of the more fashionable comeback acts of the ’70s.

- Dick Feller (Asylum), who served as a well-received opening act, is kind of a musical Mar-tian from Nashville, a highly sophisti-cated country act with antennae tuned to the world at large. While he saved his sensitive side for “Orphan of the Road,” he showed many facets of his multi-strata humor with chart-proven winners like “Makin’ The Best of a Bad Situation” and some as yet unreleased gems like “Play Me A Shiklekin’ Song” which had the crowd kicking up in appreciative jolts of glee. Instrumentals such as a solo performance of “Dueling Banjos” and Merle Travis “Cannonball Rag” showed that smash dab in the middle of his hit is also some pickin’ skill that is as admirable as his banter is amusing.

- He’s a funny Feller with the brightest of futures, pop and country.

**CONCERT REVIEW**

- **R&B Reigns at Radio City**

- NEW YORK—A funky, boogie billowing kept the crowd that half-filled New York’s jumbo-sized, deco-decorated Radio City Music Hall content for the first (13) of a three-day booking from pop/r/b/jazz ensembles the Funkadelics (Westbound), Graham Central Station (Warner Brothers) and the Ohio Players (Mercury). The show was a long one, but the spice that was injected kept the crowd enthralled, and rumor has it that the ensuing weekend performances virtually blew the roof off the famed Hall.

- The Funkadelics opened the show, starting off with three on-stage members arc the keyboard-ist emitting spacey sounds from his instrument — somewhat later joined by the remaining seven group members. They were all bizarre clad one musician played in a scanty diaper and their repertoire and style was reminiscent of Arthur Brown’s early days. The lead singer joined the crew via an onstage climber, with their lengthy set being topped by an extended version of their most recent charter, “Standing on the Verge of Getting It On.”

- Graham Central Station energized the atmosphere with a creatively cohesive performance as they shimmered and cooked musical patterns, sizzling, pulsating punch with well-coordinated and effective lighting. They performed several songs from their current chart album, “Release Yourself,” including a rousing remake of the Detroit Emeralds’ fabulous “Feel the Need” and the disc’s title track, which amply displayed the aggregation’s expertise at delivering heavy metal r/b in style. Also highlighting their segment of the evening was a rendition of a previous charter, “Can You Handle It,” which was Sly-like in its chunky funk appeal.

- The Ohio Players, currently basking in the realm of a most successful chart reign, the Ohio Players attained top billing and drew most of the crowd. Their set was skillful, tight and rhythmic. The eight man band kept ‘em moving and their talents were well-appreciated by the crowd, but unfortunately, for reasons unknown, their set consisted of only five numbers, all of which were wonderful but merely served to whet the appetite of an audience hungry for more of their musically innovative sounds. They opened their set with their first million seller, “Live Turkey,” giving the crowd a heavy dose of their forcefully funky flavor. “Show Me” and “Party” continued the pulsating pace, and were followed by a soft but heated ballad from their current highly charted “Fire” set, “I Want To Be Free.” From that they segued directly into the title track of that aforementioned album, which throbbed musically, aptly accented by a red-lit stage and fine choreography.

Robert Skopp

Robert Adels
MEXICO — Se consolidó la imagen de Morris Albert, creador de "Feeling". El tema la invadió de costa a costa a la República mexicana, escuchándose con mucha fuerza, tanto la versión en inglés, como la bautizada en castellano por Tomás Fundora. Y, como consecuencia del violento impacto de Morris, su visita a México es un hecho. Se presentará en forma estelar en cuatro programas de televisión -TV 2 con transmisión Nacional-; y cumplirá nutrida temporada de trabajo en centro nocturno y provincias. Los contratos, están ya registrados ante las autoridades respectivas, por lo que en breve, tendremos la visita del astro carioca... Rigo Tovaly y su grupo Costa Azul, exclusivos del sello Melody, cubriendo su cañonazo radial "Lamento de Amor," con otro buen número "Cuando Tu Carrio," que se vislumbra también como un futuro hit... Olavo A. Bianco -Record World Brasil-, te agradece y te regala tu atento saludo. ¡Exitos!

Los Solitarios -Peerless-, lanzaron su 8vo élpe con temas de Daniel Lopez Director del grupo, y Agustin Villegas vocalista. El sencillo apareció conteniendo "Cosas Inoívidables" y "Somos un Pájaro," ambos bajo el corte romántico-moderno que los identifica. Si estuviera superpeditado a la opinión y criterio de "intereses silenciosos," necesitaria un directorio telefónico para complacer los pedidos semanales en la elaboración del Hit Parade. Los diez primeros lugares, son designados por este corresponsal sin estar influenciado, ni preconizado, teniendo en cuenta audición y ventas del número; que en muchos casos, los temas que se escuchan no son los que se venden. Cada semana surgen los inconformes, que buscan caminos equivocados para conseguir una figuración ilegal, que no puedan lograr con capacidad profesional. Pero, el sistema no cambiará, y el Hit Parade seguirá siendo el (Continued on page 54)

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LOS ANGELES KTA/CH. 5 SAT. 11:30 P.M. MARCH 7
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TAMPA-ST. PETERSBURG WTGC/CH. 44 SAT. 11:30 P.M. APRIL 5

Hun Hi. La cantante coreana ganó el premio al Artista Extranjero más popular y Lee Bong Jo recibió también la distinción como el autor del mejor arreglo del Festival. El jurado estuvo presidido por Augusto Algueró... Triunfaron rotundamente en México los interprettes, King Clarín en su interpretación de "Los Hombres no deben llorar," Morris Albert con "Feelings" ("Dime") y Camilo Sesto con "Quieres ser mi Amante."

Audio Internacional de New Jersey nos anuncia la instalación de facilidades de grabación en los estudios de Montilla Records de Puerto Rico. Entre los equipos se han instalado una Grabadora de 16 canales Ampex MM 1000 y una consola RCA de 24 x 16... Colombia lanzó en España un largo duración en interpretación de Lope de Toledo e integrado por temas de su inspiración. Entre ellos me han impresionado "El Beso ya es Vivir... Gracias" y "Porque te has ido Tu". Los excelentes arreglos estuvieron a cargo de J. L. Navarro, Benito Laurel y Peter Gulf. ¡Muy buen producto!... La nueva grabación de Junior acabada de lanzar por Arcano en Estados Unidos titulada sobre el tema "Oscuridad" merece tratamiento muy especial. El tema del Título es de gran belleza y fuerza de pegue. El resto del repertorio es bellamente integrado por "Black November Day," "Y Así es," "Solo," "En Algun Lugar" y "Fuí su Amor."

Junior interpreta en Inglés. ¡Muy bueno!... Los compositores mexicanos la Medalla de Oro "Agustín Lara" a Don Pedro Vargas... En lanzamiento simultaneo van resultando éxitos en casi todas las áreas Los Sobrinos del Juez (The Judge's Nephews) en su interpretación de "Mortífica" y "Harina de Maíz". RCA acaba de editar este sencillo en México, Codicios en Colombia, Zempita en Perú y Músiquisima en Argentina. Ambos temas están también entrando en la costa este de Estados Unidos después de barrer en la este... Otro grupo que se les trae es el Pasteles Verdes de Perú que con su interpretación de "Recuerdos de una Noche" también están entrando fuerte en Venezuela después de dar fuerte en Perú, donde resultó este tema premiado como la "Canción del Año". Es una producción de Inofespa... Rinaldo Viera en viaje por Latinamérica atendiendo a los primeros pesos para el lanzamiento de las etiquetas Mexicana y Salsoul de Caytronics dentro del conglomerado latino... Audio Latino acaba de lanzar un sencillo de Jorge Carlos, cantante radicado en Tampa, conteniendo "En un Sueño" (Fernando Lecuona) y "Un Amor para no Olvidar."

Lanzó Musart en México el nuevo talento Horacio en la interpretación del éxito "Soleado..." Está arrasando "Mariposas Locas," una gaita interpretada por Simón Díaz en toda la región del Caribe y este de Estados Unidos... Por supuesto, ya comienzan a aparecer las versiones copias del tema... Charlamos largo rato con Danny Daniel en visita que hiciera a nuestras oficinas. Aparte de "Por el Amor de una Mujer," "Diez y Seis Años" y "El Val de las Mariposas" Danny tiene a su favor otros temas que van escalando las listas de éxitos en varias localidades en Latinoamérica. Según Danny no ha recibido aún (Continued on page 56)
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3. **TRACION**
4. **VAGABUNDO**
5. **LOS PUERTO**

**Mexico**

1. **SIGUE CARBONERO**
2. **6.5.**
3. **FLOR**
4. **DE LOS LA TÉ**

**Los Angeles**

1. **10.**
2. **7.**
3. **6.**
4. **5.**

**Puerto Rico**

1. **CARLOS VARGAS**
2. **7.**
3. **6.**
4. **5.**

### Albums

**Mexico**

1. **CARLOS SOTO**
2. **A FLOR DE PIEL**
3. **J. IGLESIAS**
4. **LA MAGIA DE...**
5. **ME ESTOY VOLVIENDO TUYA**
6. **SANIRO...SIEMPRE**
7. **AMOR MIO**
8. **DE LOS TERRICOLAS**
9. **NOCHE QUE MURIÓ CHICAGO**
10. **SOY LO PROHIBIDO**

**Miami**

1. **CAMILO SOTO**
2. **PRONTO**
3. **RICO TOVAR**
4. **OSCAR DE LUGO**
5. **VARIOS**
6. **MOCEDES DE SIMON**
7. **DIAZ**

### Record World en Centroamerica

**By ALEX LUGO**

¡Buenas noticias! Desde Guatemala la cuna de la civilización Tico, les saluda con las noticias del mundo de la música... El primer año de éxito en cuanto a producción se refiere, lo está logrando Daniel un joven cantante guatemalteco, con sus presentaciones que hacia conversaciones con mundo mismo... El tema original de —JUAN Pardo— de esta pasando desapercibido por lo bajo, dado el impulso que Público le está dando al nacional... Por estos lares se están "Desempolviendo" los viejos éxitos y las compañías grabadoras del área están reeditando las viejas canciones, algunas con sus interpretaciones originales; de tal suerte que se lanzaron canciones tales como "Noche de Ronda" de Roberto Ledesma, "Sin sangre en las venas" de Raúl Marro, "Abrázame fuerte" de Enrique Guzman, "Magia blanca" de los Hermanos Carrion, "Amigo de Quel" de Orlando Contreras, etc.,. No sabemos hasta el momento los resultados en ventas, pero creemos serán satisfactorios, dado que es la música que todos recuerdan...

Sigue Angélica María vendiendo bien en todo el área sus temas "Donde estas viuda mía," "Propuesta," "Tu sigues siendo el mismo," etc., a propósito de Angélica María, ya casi esta confirmada a Guatemala por el Marzo del próximo mes de marzo con la obra que ha mantenido en México, por varios meses, y "Gato de Oro" por sus méritos de Actriz y Cantante, como la figura femenina "Más destacada del año..." Hoy por hoy—Angélica María es lo más popular en Centroamérica... Llegó nuevamente Julio Iglesias y casi paso desapercibido por el grueso de la audiencia, dado que sus dos únicas actuaciones fueron en conocido hotel y con precios bastante altos para "las masas."

**Fausto** la encantadora cantante Guatemalteca quien, luego de una... (Continued on page 56)

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Nuestro Rincon (Continued from page 52)
como compositor ni un centimo en Estados Unidos y promete declaraciones que no se si podré publicar. Bueno, a lo mejor me decido para ver como se mueven los grandes intereses de muy pequeños, amigos . . . Discos Fuentes están de plácemes por el éxito de su nueva interprete Karool . . . Y ahora . . . ¡Hasta la próxima!

Winners at the Festival of Viña del Mar, Chile, were: First Prize—"Canción de Amor" (Mikos Elena-Kosta Karagianopoulos), performed by Elpida from Greece; Second Prize—"Un Niño Puede Ser" (JouDan-Caravelli-Romuald), performed by French singer Anne Marie Gourdard; Third Prize—"Istetas Desiertas" (Lee Bong Jo), sung by Korean singer Chum Hun Hi. The Korean performer was honored as the "Best Foreign Performer" in the Festival, and Lee Bong Jo was voted the "Best Arranger" in the event. The Jury was presided over by Spanish musician Augusto Alguero . . . Several foreign singers are smashing in Mexico, such as Argentinean King Clave with "Los Hombres no Deben Llorar," Brazilian Morris Albert with "Feelings" (Dime) and Spaniard Camilo Sesto with "Quieres ser mi Amante."

Audio International has announced the completion of full 16 track facilities for Montilla Records of Puerto Rico. An Ampex MM 1000 16 track recorder and an RCA custom-built mixing console (24x16) are the foundations of the new installation and will spearhead the expansion of the long-established line of Montilla Records . . . Discos Columbia released in Spain an album by Lope de Torro performing his own themes, including "Un Beso ya es Vivir . . . Gracias!" "Porque te has ido Tú" and "Tan Solo Aler." Arrangements on this album are by J. L. Navarro, Benito Laurel and Peter Gulf . . . Arcano released in the States an album by Spanish singer Junior performing in English and Spanish. The title and impact song is "Oscuridad." Fantastic! Others are "Black November Day," "Y Así es," "Here's That Rainy Day" and "Fui su Amor."

Mexican composers honored Don Pedro Vargas with the "Agustin Lara" award in Mexico . . . Los Sobrinos del Juez (The Judge's Nephews) are being simultaneously released by RCA in Mexico, Codici (Continued on page 57)

El Angel Negro GERMAIN—International XSSP 00479
Con "Soy lo Prohibido" (Cantal-Ramos) vendiendo fuerte internacionalmente, Germain, ex-integrante de Los Angeles Negros en su primera grabación como solista. También se destacan "Hambre" (O. Padrón), "Horas Frías" (Cantaloral), "Date Conmigo" (Cantaloral) y "Soñá" (Wildo).

Nuestra grabación fue nominada para el Latin Grammy Award "Me da mucho Pena" (G. Paez Molina), "Mala Suerte" (E. Solano) y "Consejo de Hermano" (M. Molina).

Varios Intérpretes (Several Performers)—Puma P-1PS 1168
Se incluyen grabaciones de Punto Seis, Sonia Lambrini, Wilson Miranda, Jimmy Mouro, los Stop, Lucio Vedro y Javier Santo. "Chiquilina" (Baeza-Clave) está vendiendo fuerte en varias localidades. "Donde Vas" (R. Lopez-V Daniel), "Te Amo, Me Mas, Nos Amamos" (Garcia Segura-Doussset-Gaubert), "Oyeme, Escu-" (O. Farres) y "De que vale tener todo en la vida" por Wilson Miranda.

Outstanding performances of several artists are included in this package. "Chiquilina" by Punto Seis, contained in this album, is selling heavily. Also "Donde Vas," "Te llenaré de Rosas," and "Hombre, Dame la Vida."

Produced by Louie Ramirez, Ray Rodriguez y Duro offer here an excellent salsoul package. "Ese Eres Tú" (J. Valentín), "Hablemole Claro" (F. Simo Damiron), "Piensos en Ayer" (B. Rodriguez-Aponte) and "Que si, que no" (B. Rodriguez-Aponte).
British based Mijao Music, which has a Japanese subsidiary called Mijao Music Asia, is now releasing its catalogue to the Latin American market. The company is using the services of Juan P. Trujillo, a former Latin American based manager of a successful U.S. label.

The new Latin American branch of Mijao Music is headed by José Ponce de León, a former executive at PolyGram Latin America.

The catalogue will include tracks from artists such as Simon Diaz, Los Pelos Verdes, Los Ribereños, Los Panchos and Nuestra Familia.

The launch of the new branch is part of Mijao's expansion strategy in the Latin American market, which is expected to generate significant revenue for the company.

En Mexico (Continued from page 54)

¡Con gratitud! "Tendrías que tener una Aventura" es el tercer triunfo musical consecutivo de Los Brios. Primero fue "Yo sé que te Acordarás," siguiéndole "Tengo Miedo," y ahora, esta nueva producción interpretada excelentemente por la primera voz del grupo Carlos Marrero... Sigue en plan ascen- dente el "Vouvéras" de Patrizio, de la inspiración de Chamin Correa... Elío Roca, triunfador indiscutible con dos grandes hits que se cantan en todos los rincones, "Contigo y Aquí" y "Te Necesito tanto Amor"... Lo mismo sucede con Julio Iglesias y "A Flor de Piel"... Oficialmente José Luengo -Director de Mercadotecnia- y Luis Alberto San Martín -Gerente Internacional-, dejaron a conocer a Discos Musart... ¡Y estar hasta la próxima desde México!

Mogull Traveling To Latin America

NEW YORK—Music publisher Ivan Mogull is currently in the Los Angeles area on a business trip and also attending the Convention. He then leaves for Costa Rica on March 5, remaining there for two days and staying at the Hotel Irazu. From March 7-10 he will be in Guatemala, staying at the Hotel Camino Real and is then off to Mexico City, staying at the Aristos Hotel from March 10-14. When in Central America, Mogull will be visiting with local record companies and setting up his own company in Central America—- Ivan Mogull Central America, S.A. His home-base will be Guatemala. His associate in Guatemala is Augusto Diaz Duran. While in Mexico City, Mogull will be visiting his offices there—- Ivan Mogull Latina — and again, visiting with the record company executives.

En Centroamericana (Continued from page 56)

grupo nicaraguense estuvo en Guatemala efectuando grabaciones Fonica. Esta banda musical tiene—madera para proyectarse internamente en forma am- pia y lo que pudimos escuchar ya grabado, puede ser un excel- ente medio. A propósito de Fonica, fuimos invitados para la inauguración de sus nuevos equipos de grabación de 8 ca- nales recientemente adquiridos ¡Enhorabuena!

Con estos nuevos estudios (los primeros en Centroamérica de tal calidad) creemos que las produc- ciones musicales del área tienden mejor cien por ciento, a la calidad en—sonido (hasta cierto punto buena) que proyectará a nuestros artistas en forma más amplia... Y ahora ¡Hasta la próxima!

Third Singles

Joe Cocker’s “I Can Stand a Little Rain” album (A&M) is back at a bulleted 135 this week, spurred by the success of his “You Are So Beautiful” single, now a bulleted 16. The prior singles from the lp (“Put Out the Light” and “I Can Stand a Little Rain”) had not created the kind of “comeback” enthusiasm of the level expected from Cocker’s first studio album after a recording hiatus.

For a new artist, the failure of the first single to break new ground did not result in diminished enthusiasm for all concerned. In addition to Minnie Riperton, Phoebe Snow (Shelter) is now exploding on both charts thanks to “Poetry Man,” a strong second choice following “Let the Good Times Roll” which served as more of a top 40 in- trodution for her. Now a bulleted 10 on The Singles Chart, her namesake album is a bulleted 14 after 19 weeks of chart action.

In related developments, RCA is experiencing a flurry of activity with singles pulled off of cata- logue albums. The prime example is Styx (Wooden Nickel) whose “Lady” single success (at 7 this week) has brought the “Styx II” album up to a bulleted 23 some two years after the package’s initial release. At a bulleted 21 is Elvis Presley’s RCA single “My Boy,” pulled from his catalogue “Good Times” album, and debuting on the charts this week are Pure Prairie League’s “Amie” single and “Bustin’ Out” album again, catalogue product proving an act’s mass appeal.

Nuestro Rincon (Continued from page 56)

Scos in Columbia, lempsa in Peru and Musiquisima in Argentina. "Harina de Maiz" and "Mortifica," their winning songs, are smashing already in several markets... Another group that is really making it big is Los Pastelles Verdes from Peru, who are also smashing in Venezuea with "Recuerdos de Una Noche," the theme that became the smash of the world. There's also Jose Luis Vinyes of El Gemelo and Patricio de la Guevara of Los Panchos who have been making huge waves in the region.

Mogull Traveling

The Mogull Family, which has been a major player in the Latin music industry for many years, is currently on a trip to Latin America. Ivan Mogull, the founder of the company, is visiting with record companies in Mexico, Guatemala, and Costa Rica.

Significant Contributions

In making the announcement, Levy said that "the UJA is hon- ored to name such a distinguished colleague for this high award. Since Pompadour entered the music industry, he has made many lasting and significant contribu- tions both to the music interests and to the industry in gen- eral."

Philanthropist

He added that, "despite his busy schedule, Pompadour has found considerable time to be- come involved in a variety of philanthropic endeavors, which include a dedication to the State of Israel and the raising of vitally needed funds to continue impor- tant cultural, social and economic programs."

POLYDOR, S. A. de C. V. de México

lanza el nuevo LP de la GENERACION 2000 con su exito

"TU ERES"

Distribuido en México por POLYDOR, S. A. en Estados Unidos por MIAMI RECORD
RECORD WORLD INTERNATIONAL

JAPAN

كونفيدنس

IN CONJUNCTION WITH ORIGINAL CONFERENCE, JAPAN'S LEADING MUSIC TRADE PUBLICATION

"Theme From Enter The Dragon," released here by Warner-Pioneer Records, won the Top Movie Music Award at the third Road-Show Cinema Awards presented by Shueisha, publisher of the movie magazine entitled "Road-Show."

RCA Records is launching a promotional campaign for the artists of T. K. Productions under the ad phrase of "New Miami Sound." Featured in this campaign are George McCrae, K. C. & the Sunshine Band, Gwen McCrae, and others.

Three Degrees' new album, "International," jumped to number nine this week, while their new single, "Nigai Namida," is rising rapidly on the Continent's Hot 100 singles chart.

Roberta Flack will make her first visit to Japan at the end of March to hold several concerts in major cities.

Victor Records has been successful in promoting Motown soul by using discotheques as a strong medium for the expression of soul artists. The specially compiled album "Bump In Discotheque" is bulleted at no. 25 this week on the Confidence Top 100 albums chart. The album contains "Machine Gun," "The Bump" (Commodores); "Superstition," "You Haven't Done Nothin'" (Stevie Wonder); "Funky Horse" (Edwin Star) and others.

Toshiba EMI will begin a promotional campaign of reggae music in March, releasing an album by Jimmy Cliff.

The second blues festival will be held in the middle of March in major cities. Performers include Buddy Guy, Junior Wells and Johnny Shines.

RCA Records released French singer Patricia's new single, "Tous Les Chemins Menent A L'Amour." on February 25. The song was cut from her album "Quelques Larmes," which contains 12 Japanese hit songs with lyrics by G. Cascalés.

ITALY

By ALEX E. PRUCCHINI

U.S.A. rock star Lou Reed opened his tour of Italy in a riotous atmosphere in Milan Sports Arena and had to close his act during the second number to avoid trouble for both him and his band. Around 30 hooligans broke their way into the arena and started hurling harmful objects towards the stage, hitting a musician of a supporting act. When the RCA star walked towards the mike, the situation worsened. He was then advised to take shelter. In his dressing room, Reed was upset and puzzled at the whole thing, and at the top of his professionalism, emphasized that he was willing and prepared to walk back to the stage anytime as, he claimed, his fans came and paid to watch him perform. But everything considered, it was better to sit the night out. Local papers are reporting on the present state of affairs at rock venues and bitterly deplore the uncivilized behavior of a certain kind of youth.

Phonogram recording group Genesis will be touring Italy in mid-March . . . Italian group Nuovi Angeli has a new LP out and has been invited to submit a song for Switzerland in the forthcoming Eurovision Song Contest, which will take place in Stockholm early April. Italy will be represented by Durium duo Weiss & Dori Ghezzi, who are number one this week on Italy's charts with their lovely "Un corde un'anima."

Songwriter Christiano Malgioglio has been invited to fly to Brazil to supervise the realization, in Italian, of an album of Roberto Carlos compositions for our market. The situation came about as a result of his lyrics to a Carlos song titled "Distancia," which was recently recorded by the Brazilian star himself in Italian and by Rifi's Iva Zanich; both songs are climbing the charts. CBS/Sugar romantic balladeer Johnny Dorelli will shortly enter the studios to cut an album entirely devoted to another Brazilian artist, Vinicous De Moraes.

GERMANY

By PAUL SIEGEL

BERLIN — "Music Show '75" in Hamburg, Germany was a sparkling success. The WEA family of labels opened the festivities with American consul-general John A. Brogan III and a hearty welcome by Warner Brothers president Joe Smith. The seventy-man team started off the European jaunt in Manchester then went on to Paris and finally to Hamburg, Entertainment was provided by the Doobie Brothers, Graham Central Station and Little Feat, all of whom gathered quite a bit of deserved applause.

Hot off the presses is Albert Hammond's new CBS single, "New York City Here I Come." Albert has always scored well in Germany and this recent release should be no exception . . . Phonogram/Philips may have a smash on their hands via John Holt's new single, "Help Me Make It Through the Night" . . . And it sounds like Ariola has a hit with Alvin Stardust's "Tell Me Why" . . . Edging onto airplay charts is Linda & the Funky Family with "Shame, Shame, Shame" on RCA. . . . Also sounding good is the 'B' side of French songstress Sylvana's latest Decca effort, entitled "Parlez-Vous Français?"

Dozens of wonderful new albums have hit the market here . . . Ariola's biggie looks like Billy Preston with "Struttin'" . . . BASF sounding mighty fine with "Seasons In White" from Werner Twardy . . . CBS Records is exploding with their various Phylissound recordings . . . EMI/Electrola hot with "Otro 2." . . . Intercord Records has Andre Heller with "Neue Lieder" (New Songs) . . . Polydor Records with Kool & the Gang's "Higher Plane." . . . RCA doing swell with Gutz Von Berlichingen . . . United Artists doing well with Mikis Theodorakis . . . And WEA Records sweeping with Yes "Yessongs."

Headlining the newspapers here is the story of the new rock opera "Gumb Car," which was stolen from conductor Iva Krajak. Not only was the score stolen but the car that contained the sheet music as well . . . Congratulations to writers Jack White and Fred Jay who are currently riding the charts with "Ein Lied Zieht Hinaus In Die Welt" (A Song Is Moving All Over the World) by Jurgen Marcus on Kurt Richter's Telefunken label . . . Auf Wiedersehen 'til next week!
Warner Bros. Music Opens Italian Office

NEW YORK — Warner Bros. Music, billing itself as a transnational company in Italy, is heading a new operation that is Vittorio Somalvico, who has had a long publishing background with both Sugar Music and Ricordi. Ed Silver, president of Warner Bros. Music, had extended meetings with Somalvico during a recent international tour, and the new head of this Warner company visited the home office of Warner Bros. in Los Angeles to familiarize himself thoroughly with the operations of the company.

Ricordi, the former licensee of Warner Bros. Music in this territory, still will handle accounting and administrative matters, but the promotion and exploitation and acquisition of new catalogues will be directed by Somalvico.

Ritchie, president of Warner Bros. Music, has decided to remain in Los Angeles, many negotiations for American catalogues were begun, and announcements of these acquisitions will be made shortly.

Essex TV Spots

LOS ANGELES — A series of television guest appearances has been added to David Essex’s itinerary in conjunction with his forthcoming visit to the U.S. to serve as a presenter on the Grammy Awards Show telecast. The Britisher will appear on “Midnight Special,” and “American Bandstand.”

England (Continued from page 58)

publishing division, where he takes up a new post as business affairs manager; press officer Charlie McCall, who moves from Warner Bros. to Jigsaw PR Consultants; and Ian Harries, who rejoins Paul Holingdale, deal and manager of John and Jhimmie All Wakelin, at his Metro Media syndicated radio company.

Nigel Thomas’ Goodier Records has concluded a distribution deal with CBS after terminating arrangements with Pye, which launched the label earlier last year. Other independent label Satril, which is still distributed by Pye in the U.K., has signed with Metronome GmbH, which will provide them with pressing and distribution facilities in Germany and Austria. Completing the deal of deals concluded this week are MCA which has captured Ireland’s Eurovision representatives, Starbridge, whose first single will be the Grand Prix entry, “That’s What Friends Are For.”

Capital Radio has withdrawn from negotiations with Phillip Solomon concerning a major investment for the London commercial music station. Capital has opted for a similar deal with Standard Broadcasting of Canada, which also holds a major stake in the London news station, L.B.C. Meanwhile, Capital, with the other eight commercial stations around the country, is sponsoring a talent competition in conjunction with RCA and a consumer music journal in search of a hot British soul band.

A wealth of potential hits just out includes “China Light” by Splinter (Dark Horse); “Chicago Box Car” by Poodles (Private Stock); “Good Lovin’ Gone Bad” by Bad Company; and “Make My Life A Little Brighter” by Frances Yip (EMI). Albums to watch come from Maggie Bell (CBS), Ron Newman (“Fine Old Wine”), The Virginia’s and Richard & Linda Thompson (“Hokey Pokey” — Island). Finally, good listening in Canada from A Foot In Cold Water which comes up with a potential U.K. hit album (“All Around Us”) and single (“Make Me Do Anything You Want”) on Elektra.

Motown-Canada Taps Mike Reed

LOS ANGELES — Mike Reed has joined Motown-Canada as director of national promotion and merchandising, replacing Ken McFarland who has resigned, announced Ron Newman, Motown’s Canadian managing director.

Previously, Reed has been associated with Sayettes, Handleman Co., Compo Co., and for the past seven years with WEA in various capacities ranging from promotion to the Alberta branch manager, to product manager, and later national promotion and merchandising manager.

Beaton to Direct WFO in Europe

LOS ANGELES — Mike Beaton has been promoted to branch manager of the London offices, for the Wes Farrell Organization. Beaton, who is based in the label’s London offices, is responsible for the promotion and co-ordination of the Chelsea label in Europe. Chelsea-Roxbury labels are distributed under the Chelsea logo through Polydor for the world excluding the U.S. and Canada. Up until now Beaton’s activities have been primarily as a liaison for the various publishing ties. Beaton’s new responsibilities will now include acquisition of new talent, signing new writers, and negotiating administration and co-publishing arrangements.

Nektar’s Sweet Sound Is Concept-Oriented

NEW YORK — Nektar, the German-based British band, wants to express, as directly as possible, who they really are. Indications of that can be found simply by investigating the spelling of their name. Rather than spelling the sweet secretion with the accustomed “c,” the group decided to change that tradition to “k” because it represents a much harder effect. Bassist/vocalist Mo Moore recently stopped by the Record World offices, prior to a tour of some 60 cities, to discuss the roots and directions of the quintet.

The group itself formed while the various Englishmen were traveling through Europe. Moore had left his home county about 10 years ago and gathered the musicians along the way. As a collective unit, the band felt limitations in gaining musical recognition in England. “The media in England is not really geared towards new music. In order to keep a band together in England you have to play what the audience wants to hear. We felt that that would rob us of our musical freedom and, in Germany, we were accepted for what we were doing,” Moore said.

Their first American release, “Remember the Future” on the ABC-distributed Passport label, was in reality their fourth album effort, with the prior releases exclusively European, and gobbled up by the strong cult following garnered on the continent. That particular following developed, according to Moore, directly upon the release of their first album, “Journey to the Center of the Eye.” And, that too, was a concept set, as have been the two

Postal Power

In response to WNEW-FM’s giveaway of tickets to the world premiere playback of the album by Mack Blues’ members Justin Howard and John Lodge, thousands of postcards from listeners were received. The event is scheduled for March 10 at Carnegie Hall, New York. Pictured from left are Dennis Elias, music director, WNEW-FM; Dane Berg, London Records' New York promotion representative; and Scott Muni, program director, WNEW-FM.

Pirate Guilty

BALTIMORE — Steven Plutschak, doing business as Baltimore Tapes, was found guilty by Judge Louis Harris in Baltimore District Court of making pirated tape duplications, a violation of Maryland’s Anti-Piracy law, and fined $750.
Televak to Introduce Video Hardware Display

By ELIOT SEKULER

LOS ANGELES—Easter has been set up as the target period for the introduction of Televak's video point-of-purchase display hardware to several retail chains across the country. According to the firm's principals, Gary Van Haas and Daryl Wainman, over 250 stores will carry the equipment, initially, including such chain operations as Licorice Pizza, The Brandt Stores, Dan's and Colorado's Record Center. The Televak system utilizes Sony Trinitron color TV monitors and video cassette playback equipment to provide in-store exposure of recording acts' live appearances or other related audio-visual material.

Televak furnishes the hardware and installation free to the retailer who only furnishes compatible material relevant to the product of their client record manufacturers, who will pay a monthly fee for the service. The material will be edited into a record that will ensure that each client record company will receive its share of "prime-time" sales hours in the store, estimated by Televak as being between the hours of 3:00 p.m. and 8:00 p.m. on average weekdays. Initially, the tapes will be changed on a monthly basis, although Van Haas asserts that the firm is aiming towards a weekly or bi-weekly change in programming.

Visual material will generally be drawn from artists' TV appearances or any other filmed or video-taped performance that is available. Editing and all other production aspects will be handled by Televak in conjunction with Under Use Productions, a firm that has worked extensively with Don Kirshner's television productions.

Televak intends to substitute 50 inch projection screens for the current TV monitors, a program is firmly established. The screens will be mounted on a wall of the store to minimize space considerations and earphones would be provided for audio playback.

Earlier this year Televak tested its video point-of-purchase marketing system in three Los Angeles locations. A survey was conducted among patrons of the test stores with the response said to be excellent. Jim Greenwood, whose Licorice Pizza channel provided one of the test sites, termed the Televak system "a good tool stimulating record and tape sales."

Plans for future development of Televak's program include market breakdowns (enabling the firm to supply country, pop and R&B locations with suitable material) and possible programming on a regional basis. The Televak program was also demonstrated recently in Europe, at the IMIC-5 convention.

Televak's offices are located at 3822 Cross Creek Rd. in Malibu, California; phone: (213) 456-8970.

PBC Coast Office

LOS ANGELES — David Grant, president of PBC Recording Company, has announced the opening of west coast offices in Hollywood, California.

ABC Inc. Reports '74 Results

NEW YORK—American Broadcasting Companies, Inc., reported 1974 revenues and earnings from continuing operations that were the highest in the company's history, it was announced by Leonard H. Goldenson, chairman and Elton H. Rule, president.

Revenues from continuing operations for 1974 were $494,500,000 compared with $45,470,000 in the 1973 period, an increase of 10 percent. Earnings per share from continuing operations rose to $.29, compared with $.26 in 1973, an increase of nine percent. Revenues from continuing operations were $964,040,000 in 1974, compared with $800,505,000 for the prior year, an increase of 12 percent.

Fourth quarter 1974 earnings from continuing operations were $11,091,000 compared with $12,094,000 in the 1973 period. Fourth quarter earnings per share from continuing operations were $.61 compared with $.72 in the 1973 quarter. Fourth quarter revenues from continuing operations rose to $298,453,000 from $253,767,000 in the like period of 1973, an increase of 18 percent.

WCI Reports 1974 Results

NEW YORK — Warner Communications Inc. reported revenues of $720,076,000, net income of $98,040,000 and fully diluted earnings per share of $2.40 for the year ended December 31, 1974. These results compare to the 1973 figures of $549,619,000 in revenues, $47,353,000 in net income and earnings per share on a fully diluted basis of $2.09.

The increase in 1974 net income was sharply reduced by losses incurred in the disposition of WCI's foreign publishing operations of $10,559,000 and by the writedown of certain of WCI's smaller cable television systems of $3,000,000, both of net related income tax benefits. In addition, accounting changes adopted in 1974 have decreased 1974 net income and fully diluted earnings per share by $6,113,000 and $.30, respectively; 1973 net income and earnings per share as previously reported were, after required restatements, reduced by $3,817,000 and $.17, respectively.

These changes and restatements related to accounting for motion pictures and research and development costs.

The increase in 1974 revenues resulted in part from an 80 percent increase in theatrical film rentals, which set a worldwide industry record; even without the important contribution made by motion picture rentals, the firm had exceeded those previously recorded by any motion picture company.

The other major factor in the large gain in revenues was the continued strong growth of recorded music. During 1974, unit volume as well as dollar volume in this division were up significantly.

Drake-Chenault Offers Two New Packages

CANOGA PARK, Calif.—Drake-Chenault has announced the completion of two new special tunes, "SuperSoul" and "The Golden Years of Country."

"SuperSoul" is a complete 24 hour format for stations using automation which combines a mix of current and old hits and can be varied to fit individual market needs. The program is also available to both AM and FM stations and can accommodate a wide variety of commercial loads.

"The Golden Years of Country" is the result of almost one full year of research and production. It traces the history of country music from 1970, featuring hits and commentary by Johnny Cash, Eddie Arnold, Merle Haggard, Bill Anderson, Ferlin Husky, Faron Young, Ray Price, Hank Snow and many others. The show was written by Pat Shields and is hosted by Bob Kingsley. It is set up to run in one-hour blocks covering each year; or as a 15 hour program for the station.

Either format tapes are available from Drake-Chenault in demo form at 8399 Topanga Canyon Boulevard, Canoga Park, California 91304, or by phone at (213) 883-7400.

Wonder Promotion Launched by Motown

LOS ANGELES—Motown Records has launched an extensive special promotional and merchandising campaign on the current Stevie Wonder album, according to Tom Noonan, Motown's acting vice president of marketing.

This promotional and merchandising campaign, timed at major markets, has already been implemented at each distributor level. The campaign includes additional advertisements which will appear in the trade and consumer print ads for the distributors, as well as in-store promotional displays.

The albums included in the campaign to include "Fulfillingness' First Finale," "Innervisions," "Talking Book," "Music Of My Mind" and "Stevie's Greatest Hits."
Argent Takes On New Direction

NEW YORK—It's been over a decade now that pop/prog-
ressive audiences have had the pleasure of being exposed to the
various hit-making efforts of Rod Argent. As one of the lead-
ing forces of the Zombies, when the British vogue was at its peak in
1964, his band Argent—Argent’s Argent—began drawing
immediate and ardent Argent devotees, which was increased by the
likes of “Tell Her No” and “Time of the Season.”

Then, with the formation of Argent along with Zombie-ite Russ
Ballard (who has chosen, at this time, to leave the band for pur-
suit of a solo career) the high calibre of musicianship and
style remained top-notch with the direction undergoing change,
resulting in classics including “Hold Your Head Up” and “God
Gave Rock and Roll to You.”

Presently, Argent feels a new route coming about, and he
visited Record World to discuss the oncoming of a new Argent
sound.

The line-up presently includes Rod on keyboards and vocals,
Robert Henrit on drums, Jim Rodford on bass, and newly-
joined members John Grimaldi and John Verity, on lead guitar and
guitar/vocals respectively.

In discussing the newly-released “Circus” set, Rod explained
that it is a concept album, closest spiritually to “Ring of Hands.”
Rod continued, “There’s more vocal harmony and simultane-
ously a stronger instrumental side. With the new guys in the
band,” he said, “there’s much more of a musically united
direction.”

As far as the Russ Ballard split is concerned, Rod feels it’s a

Key AFE Executives
To Promote Product

NEW YORK — Herman D.
Gimbel, president of Audiofil-
delity Enterprises, has announced
that all key executives of the
company will be on the road for
two weeks beginning March 3.

Each executive will be visiting
distributors around the country,
plus key accounts in each distri-
butor’s area, to promote Audio
Fidelity Records, and all affiliate
labels: Black Lion Records,
Chiaroscuro Records, Enja Rec-
ords, World Jazz Records, and
First Component Classical Series.

AudioFidelity Enterprises execu-
tives who will be on the road
include Harold Drayson, execu-
tive vice president; Sidney Hess,
vice president; Bill Singer, na-
tional sales manager; and Roy
Rosenberg, director of promotion.

Drayson will be on an extended
road trip that will include Los
Angeles, San Francisco, Seattle,
Chicago and Atlanta.

Stan Bly (Continued from page 4)

we had well-organized radio and
press interviews and built the
excitement; and obviously we had
the power of the product and it
hit with an impact.

“It was a well-coordinated ef-
fort. By the time the product
reached the field people, every-
boby knew everything there was
to know about the Ohio Players
and everybody had their direc-
tions and their game plans
down to exactly what was going to be.”

Bly hastened to give major
radio stations CKLW in Detroit
and WCFI in Chicago credit for
helping break the Mercury acts,
but he stressed his guiding phi-
sophy: “There is no small radio
station. Right down the line, Mer-
cury considers every station im-
portant and “The people who are
making mistakes are the ones
who just hit for the majors and
disregard the secondary stations,”
Bly stated unequivocally.

“You say you want Detroit?
What about the people in Lans-
ing? They don’t get Detroit ma-
time! We feel if we cover the
Lansings and the Flints, we’ll soon
bring in the Detroits and the
CKLWs.”

Another case in point illustrat-
ing Bly’s and Mercury’s philoso-
phy of paying heed to the smaller
stations is the success of Bach-
man-Turner Overdrive. Mercury’s
approach was to have the band
visit certain of the smaller stations.

Columbia Campaign
For New Getz LP

NEW YORK — Columbia Rec-
ords has launched a compre-
hensive merchandising campaign
in support of Stan Getz’ first
album, and nearly two weeks after
“Captain Marvel.” A national ad-
vertising campaign exploiting
Getz’ appeal to a wide range of
musical tastes will aim at pop,
rock and middle of the road
audiences. The campaign will
cover radio and print outlets in
every major city in the United
States and Canada.

Manilow’s ‘Miracle’

Sponsoring Summer festivals and
having BTO play at those festivals.
This of course gave the band
instant national exposure and also
gave the company instant feed-
back on audience reaction to the
band. At one such gig in Nash-
ville, BTO played for an hour and
a half—“The audience wouldn’t
let them off the stage.” Bly also
pointed out that no small meas-
ure of credit should go to the
band members themselves, becasue
incredible musicians, good busi-
nessmen . . . they cooperate total-
ly with their recording company
. . .” for making their success
possible.

Kraftwerk, a left field success
to those outside of the company,
was no surprise to the people at
Mercury. Mercury, according to
Bly, “flipped out over them”
when Phonogram sent a Kraftwerk
album over from Europe. “There
were some people who believed
more than others,” Bly said, “and
that’s what I mean by having
complete candor between the
people here. One person can’t
make all the decisions, Kraftwerk
has a total audience type of sound
that can get great results on any
format. They are an example of
an album and a group that came
d from literally nowhere and we’re
treating them just like a BTO or
an Ohio Players. That’s the only
way to have any type of relation-
ship with a group; when we put
our money down it’s going for
total commitment with any type
of music.

“We signed 10cc and they’re
another act we’re totally com-
mittting ourselves to. Total big
campaign — advertising, promo-
tion, sales, everything. We’re com-
ing out with them and I guar-
antee you by this time next year
they’re going to be where BTO is
right now. I guarantee that.”

No idle boasts, these, but posi-
tive, emphatic statements of in-
tent from a company whose
success and credibility (by virtue
of that success) is unquestioned.

“Success comes because a
company has the right people and
the right product,” Bly stated.
“Whether you sell a good show-
ing of product it always makes you
more believable and people stop
and listen harder. You get the
product, then you gain credibility;
add to that well-planned, well-
directed marketing, all of it. And
the success of your product plus
the initiative to look for ways to
change and be that much better
and success follows.”

“Any act coming with us can
feel confident that they’re going
to get more attention, better
direction and more of a family
approach than with anybody else.
I’d say the place to be is Phono-
gram/Mercury.”
Academy of Country Music Names Award Recipients

LOS ANGELES—The Tenth Annual Academy of Country Music Awards Show is set to air on Wednesday evening, March 5 as an ABC Wide World Special. Award winners for this year are: Male Vocalist Of The Year—Merle Haggard; Female Vocalist Of The Year—Loretta Lynn; Top Vocal Group—Conway Twitty & Loretta Lynn; Most Promising Male Vocalist—Mickey Gilley; Most Promising Female Vocalist—Linda Ronstadt; Country Music Nightclub Of The Year—The Palomino in North Hollywood, Calif.; Band Of The Year (touring)—The Palomino Riders (Jerry Inman); Band Of The Year (non-touring)—The Strangers; Single Record Of The Year—"Country Bumpkin" by Cal Smith; Album Of The Year—"Back Home Again" by John Denver; Song Of The Year—"Country Bumpkin" by Cal Smith; Entertainer Of The Year—Mac Davis; Academy All-Star Band—Billy Graham, bass; Jerry Wiggins, drums; Billy Armstrong, fiddle; Al Bruno, lead guitar; Floyd Cramer, piano; J. D. Mannes, steel guitar; Radio Personality Of The Year—Larry Scott; KJAC, Los Angeles; Radio Station Of The Year—KLAC, Los Angeles; Jim Reeves Memorial Award—Merv Griffin; Pioneer Tribute—Merle Travis; Johnny Bond; Tennessee Ernie Ford.

Sound Shop, Inc. Elects Officers

NASHVILLE—In a movement of reorganization relating to the recent merger of Audio Designers and Sound Shop Studios, Craig Deitschmann immediately assumes the duties of president and general manager of Sound Shop, Inc. while Jon Schulner-berger becomes secretary-treasurer of the organization. Deitschmann and Schulner-berger were both formerly affiliated with Audio Designers, and will continue to work with their previous advertising accounts, according to chairman of the board Buddy Kilfen.

ABC Taps Bailey

LOS ANGELES—Michael Ochs, national director of press and public information at ABC Records, has announced the appointment of Jerry Bailey as Nashville publicity manager for the label. In his new position, Bailey is responsible for all press and public relations for ABC in Nashville, with special emphasis on ABC's own Nashville operations. Bailey, who was formerly a feature writer and reported on the music industry for The Nashville Tennessean, will report directly to Ochs.

Wheeler Dealers

Missouri-based RCA recording artist Karen Wheeler accepts tape piracy reading materials from RCA executive Chet Atkins, prior to departing Nashville on February 18 for Jefferson City, Missouri, to appear before that state's House Committee considering anti-piracy legislation.

NASHVILLE REPORT

By RED O'DONNELL

Andy Williams' latest is "Cry Softly," co-written by Buddy Killen, Glenn Sutton and Billy Sherrill. It was pulled from Williams' new album, "You Lay So Easy on My Mind." The single and lp are Nashville productions. "We cut the tracks here," explained producer Sherrill, "and then I went to Las Vegas to record Andy's voice" (on the Columbia label, by the way) . . . RCA hotshot Ronnie Milsap is scheduled to tour the British Isles with the Glen Campbell Show.

Porter Wagoner is set for appearance on WWVA Jamboree (Wheeling, W. Va.) March 15. Porter's last scheduled visit to the show was stymied when his bus broke down. Mechanics now declare the bus is A-O.K. for the trip.

The Danny Davis Singers' debut on RCA is "Stay A Little Longer," coupled with a 1974 version of "Singing The Blues." Bobby Vinton's Epic single, "I Can't Believe It's All Over," was previously a country hit for Skeeter Davis. The song was written by Nashville's Ben Peters, who is co-writer with Vivian Keith of Freddy Fender's biggie, "Before The Next Teardrop Falls," which has been cut a million times . . . MCA's country humorist Jerry Clower recorded some radio spots for Ditch Witch, a Perry, Ohio firm that pedals underground construction equipment—Brother Clower underground? Publisher Jim Pelton wants to know if a "gala affair" is for women libers only?

Jim (Kid Cuz'n) West comes up with a new daffyinition of a teeny-bopper: It's a midget involved in martial arts. (Bop goes the weasel?)

Roy Clark has recorded the theme song "Mississippi" for the ABC-TV special "Huckleberry Finn," scheduled to air March 25 . . . Don Lacey, drummer with Jack Greene's Jolly Green Giants for seven years, is reported to become a police officer. He's on a different beat.

Dolly Parton Day in Sevierville, Tennessee attracted more than the

(Continued on page 66)

Learning His ABC's

Jerald M. Rubinstein (second from left), chairman of ABC Records, recently spent a week in Nashville visiting the ABC Records offices and meeting the company executives as well as other Nashville executives. Shown at a cocktail party held in the ABC offices in his honor are (from left) Record World VP John Sturdivant; Rubinstein, Glom, ABC director of operations; and Jim Feglesong, president of Dot Records.

COUNTRY PICKS OF THE WEEK

SINGLE

MICKEY GILLEY, "WINDOW UP ABOVE" (Glad, BMI). The Gilley touch once again brings to life a vintage oldie—this time the old George Jones classic, and once again, it looks like a sure shot for number one. Every juke will have this on it and every radio station will be besieged with requests once this hits the airwaves. Solid country, solid hit! Playboy P 6031.

FRAZIER, "CASH ON DELIVERY SMITH" (Acuff-Rose, BMI). A fast moving number that'll have you counting the years back to the rock 'n roll days of Elvis, Chuck Berry and other jitterbugs and grease monkeys. COD Smith is a mean movin'gator and Dallas has his story in song, backed up with some cookin' Nashville sidemen. This one will get you shakin' the bacon! 20th Century TC-2171.

ALBUM

EMMYLOU HARRIS, "PIECES OF THE SKY." One of the cleanest, finest country female vocals belong to Emmylou, and this album is an excellent showcase for her super talents. If I Could Only Win Your Love" is a super cut, with Ms. Harris also doing excellent interpretations of "Boulder to Birmingham," "Bottle Let Me Down," and "Queen of the Silver Dollar." Reprise MS 2213.

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www.americanradiohistory.com
He's hot! Blazing on the heels of his number one "Out of Hand," Gary Stewart is on the same route with "She's Acting Single"! Instant heavy play in all parts of the country.

It's his first on MGM, and Jerry Wallace is sure to make "Coming Home To You" a memorable initial outing! He's got a running start in Mobile, Ft. Worth, Memphis, San Bernardino, Columbus, Ft. Dodge and Asheville.

Kitty Wells is returning strong on the scene with a cut from her current lp. "I've Been Loving You Too Long" is jumping on lists at KTOW, WINN and WENO.

It's breaking big! The world is now discovering Jessi Colter; "I'M Not Lisa" is charting in Mobile, surging strongly in Houston, Peoria, Louisville, Memphis and San Bernardino.

Connie Cato continues to capture customers with instant calls at KENN; picks at KLAK, WUNI and WIVK. Look out, it's a monster!

Newcomer Debi Hawkins is making waves on Warner Bros. with "Making Believe," Added this week in Miami, Omaha, Ft. Worth and Louisville.

Left Fielder: Watch out for Joe Martin's first on Fretone! "Honky Tonk Fever" is a hot chart mover at KVOD; picked at WSLR, moving in Norfolk.

Still Booming: Freddie Hart; Lynn Anderson; Mel Street.

Larry Gatlin has another winner in "Penny Annie." Originally in his first lp, it's been re-cut and singled with early action in from KLAK, WCCL and WENO.

Regional Rotations: Margo Smith's "There I've Said It" on 20th Century well-received in Memphis; Charlie Walker's "Last Supper" picked at WENO; Joe Berry's "Today I Started Loving You Again" is a hot charter in Houston; Tom Brash's "You're The Best Daddy in the World" is most requested at KTOW; Betty Jean Robinson's "God Is Good" is picked at KFDI.

Bobby Harden's "One Step" is moving smartly in the South!

LP Picks: "This Is My Year for Mexico" draws raves for Crystal Gayle at WMC; Olivia Newton-John's "It's So Easy" strong in Mobile.

The Country Cavaliers are showing well with "Lady on the Run" at WCKS and WSLR (pick).

Hall Golf Tournament Aids Children's Home

NASHVILLE — Mercury recording artist Tom T. Hall is leading a major fund-raising effort benefiting a unique Children's home project in East Tennessee.

Hall is sponsoring and is participating in the organization of a celebrity golf tournament and evening concert, both of which will be major sources of operating revenue for the Bethel Bible School of Dixon, near Chattanooga.

Dates

The golf tournament, named the "Tom T. Hall-Bethel Celebrity Golf Tournament," will be held Friday and Saturday, May 23-24. The benefit concert will be on Friday evening.

Stapp Receives '75 Encore Award

NASHVILLE — The Communications Arts Council of Middle Tennessee has announced its selection of music publisher and veteran broadcaster Jack Stapp as this year's recipient of the organization's "Encore Award."

The Award, presented in Nashville during dinner ceremonies at Richland Country Club, is given annually in recognition of an individual who has generously contributed to the field of communication arts. All proceeds of the black-tie fundraiser go to the Council's scholarship funds at the NARAS Institute and at Middle Tennessee State University.

Stapp, a Nashville native whose broadcasting career began in Atlanta, Georgia at the age of 19, has many broadcasting achievements in his career. At the age of 21 he was director for the CBS Radio Network in New York. He returned to Nashville to become program director of WSM Radio and The Grand Ole Opry. While at WSM he produced numerous network radio shows, and brought many of the Opry's biggest stars to Nashville.

East/Memphis Music Taps Eddie Floyd

MEMPHIS — Recording artist and songwriter Eddie Floyd is joining the professional staff of East/Memphis Music Corp. as the publishing company expands its catalogue activities. He will work with Phillip Rauls and Joe Shamwell to place songs from the extensive East/Memphis catalogue with artists and producers.

Floyd will be working out of the new East/Memphis location at 66 Monroe (12th Floor), Memphis, Tennessee 38103 (P.O. Box 3231). The phone number is (901) 527-1551.

East/Memphis Music Corp. is the parent company of Birdees Music Corp. (ASCAP), Deerwood Music (BMI) and administers the catalogues of Stripe Music (BMI) and Two-Knight Music (BMI).

Danny Davis Singers Release First Album

NASHVILLE — Danny Davis, widely known for his creation of The Nashville Brass, has developed another concept of musical product known as The Danny Davis Singers, with their first RCA album shipping in mid-March.

The group is comprised of eight young men, who've previously all worked various shows at Opryland USA, backed by the Nashville rhythm section.

While the Singers album is a totally separate entity from Davis' current Nashville Brass group, it does involve the same creative force, with Bill McElhiney as arranger, along with Bob Ferguson and Davis as co-producers.

A cut from the album titled "Stay All Night, Stay A Little Longer" b/w "Sinning The Blues" is also being shipped immediately as a single release.

Davis, who plays trumpet on their initial recording package, is also expected to conduct The Danny Davis Singers when they begin working road tours. All bookings will be handled by Buddy Lee Attractions.

'New Faces Show' Set For Radio Seminar

NASHVILLE — The Country Radio Seminar will again feature its annual "New Faces Show" to close this year's two-day broadcasting program. The "New Faces Show" will include new country recording artists who have begun to prove their potential, but who may not have been introduced as yet to the entire broadcasting industry.

This year's line-up includes Connie Cato, Brian Collins, Billy Larkin, Kenny O'Dell, Eddie Rabbits, Betty Jean Robinson, Sunday Sharpe, Brian Shaw and Ronnie Sessions. An All-Star Band under the direction of Earl Hall and the Nashville Choral will provide the musical and vocal support.
BILLY JO SPEARS—United Artists UA-LA390-G

Billy Jo has an album of country ballad sounds, highlighted by her current super single, "Blanket on the Ground." Other impressive cuts are "I Can Only Judge Your Future By His Past," "Before Your Time" and "Permanently Lonely." A solid country voice with classy production makes this a winner.

COUNTRY ALBUM PICKS

BLANKET ON THE GROUND

JEAN TENDELL—United Artists UA-LA393-G

Jean has an album of country ballad sounds, highlighted by her current super single, "Blanket on the Ground." Other impressive cuts are "I Can Only Judge Your Future By His Past," "Before Your Time" and "Permanently Lonely." A solid country voice with classy production makes this a winner.

FREDDIE HART’S GREATEST HITS

FREDDIE HART—Capital ST-11347

Mr. Hart has collected his greatest hits into one package—and it’s quite impressive with every cut a hit. From "Easy Lovin’" to "The Kind of a Woman" and "My Woman’s Man," they’re all winners.

CRYSTAL GAYLE

Crystal Gayle—United Artists UA-LA365-G

Highlighted by two super cuts, "Wrong Road Again" and "This Is My Year For Mexico," Miss Gayle showcases her impressive talents with the fine production of Allen Reynolds. Other cuts that should draw a lot of attention are "A Woman’s Heart (Is A Handy Place To Be)," "Loving You So Long Now" and "Beyond You." Mighty fine!

TEN MORE BILL ANDERSON SONGS

JEAN SHEPARD—United Artists UA-LA363-G

The fine country voice of Jean Shepard is a fine showcase for 10 songs by one of the all time great songwriters, Bill Anderson. Included here are her hits "Slippin’ Away" and "At The Time," as well as "City Lights," "The Tip of My Fingers," "Poor Sweet Baby," "When Two Worlds Collide" and "Bright Lights and Country Music." Every cut is a winner—drop the needle anywhere!

Reed Hits the Silver Screen

Jerry Reed (left) co-stars with Burt Reynolds in the new film "H.W. and the Dixie Dancekings," which details how a regalpe can man turns a country band into Nashville superstars. Composer-performer Reed, in his acting debut, plays the Dixie Dancekings’ leader, while Reynolds (at the microphone, above) is an artist. W.W. Apap from motion picture. Reed currently is on view via his latest cross-country concert tour and within earshot on his newest album, "A Good Woman’s Love," and single, "Friends," for RCA.

Missouri’s Country Giant

By CHARLIE DOUGLAS

SPRINGFIELD, MO.—The Ozark hill country of southwest Missouri and northwest Arkansas has long been the breeding ground for country music artists. It’s green hills, rich farmlands and rustic towns have produced such artists as Porter Wagoner, Jan Howard and Dick Feller. But, as Porter Wagoner said recently, "It wasn’t until KTTSS came to Springfield (the area’s principal city) that country music really started to happen."

KTTSS became the Ozark’s first 24 hour a day country music station in March of 1972. Twenty days after the switch, the April/May ARB began; the survey showed the change was beneficial with a jump from fifth into first place among adults. Subsequent ARB’s placed KTTSS first overall and KTTSS-FM a solid second in the metro and total survey area.

The KTTSS success story can be credited to a total effort to serve the Springfield community and the entire area with entertainment and information as well as thorough on and off the air promotion.

Format

The KTTSS music format mixes all facets of country music from the western swing of the ‘30s and ‘40s to the contemporary sounds of John Denver and Olivia Newton-John. "Although we try to reach into both ends of the musical spectrum, about 90 percent of our music is ‘mainstream country’ like Charlie Pride, Buck Owens and Loretta Lynn," says music director Dave Martin. "We take a positive approach toward our music—all of it. We don’t believe in taking an ‘it’s not so bad’ approach. We think country music is the most honest reflection of life in America today; we’re proud of it—and we sell it."

The on-the-air salesmen of the KTTSS brand of country music are Alan Boone 1-6 a.m., PD Don Paul 6-10 a.m., "Barefoot" Bob Kinney 10 a.m.-1 p.m., Dale Moore 3-8 p.m., Bill Clay 8 p.m.-1 a.m., with Rob Hough filling in on weekends. KTTSS’ FM counterpart also programs country, duplicating the AM station 9 p.m.-8 a.m. with Dan O’Day, Dave Martin and Chuck Riley selling country in the "Stereof Valley" during hours of separation. During December of 1974, KTTSS-FM added power to 100,000 watts, making it Missouri’s most powerful country music station.

The KTTSS 24 hour news team (the second largest radio news department in Missouri and the largest outside of St. Louis) keeps KTTSS listeners informed with reports on the hour and half hour as well as on-the-scene reports from its fleet of four mobile news units.

LISTENER FEEDBACKS

Said program director Don Paul, "Overall, we try to be a vital living part of Springfield and the entire Ozark region. Our jocks are the type who like to get out, shake hands and visit with listeners. Listener feedback is also encouraged by way of the KTTSS request line and our weekly one hour talk show, ‘Cracker Barrel Time,’ the only hour during the week when we don’t play country music. Our listeners are our most valuable source of programming ideas. You gotta have that feedback!"

N’ville ASCAP Office Honors Gaither Trio

NASHVILLE—In a presentation reception, Wednesday, February 26 at the southern regional office of ASCAP in Nashville, John T. Benson Publishing Company officers Bob and John T. Benson III, presented a special award to Gaither-records Artists Bill, Gloria and Dan Gaither—The Gaither Trio.

The Gaither trio was honored by the label for selling in excess of one million records, the first group to be so honored in the label’s 12 year history. The trio has recorded 18 albums since joining the label in 1966. One of their latest albums, "Let’s Just Praise The Lord," received the NARAS Grammy Award for "Best Inspirational Album" in 1974. Their album, "Thanks For A Sunshine," is a finalist in the same category this year.

Far East Tour Set by Owens

LOS ANGELES—Buck Owens, Capitol Records country artist, will embark on a major Far East tour with Susan Raye and the Buckaroo Band, announced his personal manager, Jack McFadden.

The tour will begin March 19 with Owens’ first dates in Manila at the Clark Air Force Base, March 21-22. Owens will then proceed to the Lee Theatre, Hong Kong, March 24. Owens is then scheduled for seven concerts in Japan.
COUNTRY SONG OF THE WEEK

DEBI HAWKINS—Warner Brothers WBS 8076

MAKING BELIEVE (Accuff-Rose, BMI)
Debi takes the old Miss Kitty hit and sings it well. She’s got it at waltz tempo—but it’ll be moving up the charts fast.

BILLY WALKER—RCA PB-10205
WORD GAMES (Show Biz, BMI)
I CAN’T SAY NO IF SHE KEEPS SAYING YES (Best-Way, ASCAP)
Billy debuts on RCA with fast walking number about talking and not saying what you’re thinking. The word is out—it’s a hit!

TIM HOLIDAY—United Artists UA-XW613-X

BOTTLE OF WINE (United Artists, ASCAP)
A hit in the folk days, Tim brings this one back to life as his current economical condition matches the rest of the country—he can’t afford a bottle of hobo’s champagne.

EDDIE RABBITT—Elektra E-45237-A

FORGIVE AND FORGET (Briar Patch/DebDave, BMI)
Solid ballad that packs the message you’ve got to forgive and forget now and then. It’ll hop on the charts in a hurry!

RONNIE MILSAP—RCA PB-10228

TOO LATE TO WORRY, TOO BLUE TO CRY (Hill & Range/Elvis Presley/ Noma, BMI)
CMA’s top male vocalist brings back this old standard from his recent album in hit fashion. Country blues at its finest.

TOMMY CASH—Elektra E-45241-A

YOU’RE THE ONE I SING MY LOVE SONGS TO (Jack, BMI)
Tommy tells his lady that she’s his audience when it comes to crooning love tunes. Good bet a lot of others will be hearing this one too.

LARRY GATLIN—Monument ZSB 8643

PENNY ANNIE (First Generation, BMI)
Gatlin guns down the story of a poor little girl who danced for pennies till she moved up to dancing for dollars. Strong voice and strong story make this a winner.

CHARLIE LOUVIN—United Artists UA-XW616-X

WHEN YOU HAVE TO FLY ALONE (Tree, BMI)
Charlie sings this Red Lane penned tune about the loneliness of flight when there is no mate to fly with. It’ll fly high on the charts.

BETTY JEAN ROBINSON—4 Star 5-1004

GOOD IS GOOD (4 Star, BMI)
Betty Jean sings about the goodness of the Main Man. The message and the song are good—sure to bring in requests.

RED STEAGALL—Capital P-4042

SHE WORSHIPPED ME (Rodeo Cowboy, BMI)
Red had a good woman but he lost her; and even angels fly away when there’s no heaven. It’ll pull in requests and dimes like a magnet.

BILL PHILLIPS—Avco CAV-608

FOUR ROSES (Al Gallico)
A TYPICAL DAY (4 Star, BMI)
Pour the roses for this boy cause he’s got a thorn in his throat. Four roses make a bouquet here—delivery at the top.

DEBIE DIRKS—Hi String 2061

GOOD NIGHTS MAKE GOOD MORNINGS (Cedarwood, BMI)
Songstress tells friends and neighbors that good nights make good mornings—and who can argue with a statement like that? Good idea and good song.

GUY & RALNA—Ranwood R-1016

I’D LIKE TO SHARE YOUR LIFE (Richard The Third, BMI)
Popular duet on Lawrence Welk has captured the countrypolitan sound in this positive love song. Champagne bubbles are in order here!
Gaither's Popularity Grows
As Gospel Comes of Age

By DON CUSIC

NASHVILLE—Bill Gaither is an award winning songwriter, performer and recording act. If the trademark of his act may be because he has never had a hit in New York, Los Angeles or Nashville, but has his home and office in Alexandria, Indiana, a small town only 10 miles away from where he was born. One reason may be because he has written exclusively religious songs.

Things are changing now, though, and as gospel music is making waves on the music scene, more people will be hearing Bill Gaither and the Bill Gaither Trio—in more places than ever before.

Gaither began writing gospel songs “to fill a void” in gospel music, saying, “There were things that needed to be said in songs that were not being said.” He wrote over 200 songs to his credit and the Dove Award, from the Gospel Music Association of the Year every year since its inception in 1978 on his shelf. Gaither continues to find things to say and new ways to say them.

“Gospel music is different from other types of music,” said Gaither recently in discussing his songwriting and publishing, “It is, for instance, someone may send you a song and say ‘God has given me this song. ’” Transplanting a song to the level of a hit may be why Gaither’s name isn’t as well known as it should be. However, people may argue the point or phrase it in them because in viewing something, their interpretation does’t fit right with that song.”

Gospel is also different for performers. Gaither related in a recent interview with Record World how his trio started singing at churches and local venues before branching out. Concerts are still the exception rather than the rule for most performers although the Bill Gaither Trio recently played a concert in California before 10,000 people.

Although gospel music is Gaither’s livelihood, his family comes first and he has placed his business interests below those of his family. For instance, he only tours on weekends and prefers never to leave home during the weekdays while his children are in school. His wife, a member of the trio, is also his writing partner, penning the lyrics on many of his songs.

Among the Bill Gaither-penned songs are “He Touched Me,” “Because He Loves Me,” “All God’s Children,” “The King Is Coming” and “Something About That Name,” as well as numerous others found on the trio’s albums for the Nashville based Heartwarming Impact label and on the albums of many other artists.

Actually, Bill Gaither should not be an unfamiliar name—in addition to the many Dove Awards he has won, he also won the SESAC International Award in 1972 for the American composer with the greatest exposure and appearance internationally, and a Grammy in 1974 for his songwriting performance.” And as gospel music continues to grow, the name as well as the music of Bill Gaither will become even more widely known.

Nashville Report (Continued from page 62)

town’s population of approximately 3000. “Outsiders” from Nashville, Knoxville and neighboring states of Kentucky, Virginia and North Carolina, were in attendance to hear Diamond Dolly sing. Loretta Lynn guest stars on NBC-TV’s Mac Davis show Thursday, May 8. “City Lights,” Bill Anderson’s first hit recording, is a click for Mickey Gilley and included in an album by Jean Shepard and Charlie McCoy. Give Faron Young’s manager Billy Deaton an assist in bringing back this oldie and goodie. He was the “pitcher.”

Speaking of Young, he’s writing a sequel to Loretta Lynn’s “The Pill.” He’s gonna call it “The Aspirin.”

And yet another missive from Jim Petlon: “According to latest reports from one-stop jukebox operators and retail outlets, Ole Silver Fox (Charlie Rich) is not on the endangered species list.”

Ronnie Dove signed with Melodyland. First release is to be “Please Come to Nashville,” written by Bobby Davis... Stu Phillips’ Michigan fan club birthday gift to him was a female Yorkshire Terrier. Already there was (is) a male Yorkie in the Phillips home named Tom Jones. So he calls the female newcomer Juanita Jones. One way of keeping up the canine Joneses?

Opryland USA in Nashville, a family park, opens its third season Easter weekend, March 29-30... George Hamilton IV tapped to emcee promoter Merrian Conn’s annual “International Festival of Country Music” at Wembley Pool near London. It’s also scheduled March 29-30.
HERE HE COMES AGAIN

Another Goody From Gilley

"Window Up Above"

P6031
From Mickey Gilley's Soon To Be Released LP
"Mickey's Movin' On"
PB405
Produced by Eddie Kilroy

Playboy Records, Inc
A Hit Generates Excitement

RECORD WORLD — Country Song of the Week
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And Many Stations List Picks And Plays

Hillman Hall
Sings
“The Lord And His Co-Workers”
#8071

Produced by Marijohn Wilkin
Written by Hillman Hall

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Barbi Benton's "Brass Buckles"

P-6032
Produced by Eddie Kilroy

Our Initial Excitement Has Been Confirmed By Country Radio...Thank You

Playboy Records, Inc.
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<thead>
<tr>
<th>TITLE</th>
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<tr>
<td>53 61 PROUD OF YOU BABY</td>
<td>Bob Luman/Epic 8-50065</td>
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<td>54 29 CHAMPAGNE LADIES</td>
<td>AND BLUE RIBBON BABIES</td>
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<td>55 62 UPROAR</td>
<td>ANNE MURRAY/Capitol 4025</td>
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<tr>
<td>56 72 I GOT A LOT OF HURTN'</td>
<td>DONE TODAY/Connie Smith/</td>
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<tr>
<td>57 67 ROLL ON BIG MAMA</td>
<td>JOE STAPLEY/Epic 8-50075</td>
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<tr>
<td>58 66 WONDER WHEN MY BABY'S</td>
<td>COMING HOME/Barbara Mandrell/Columbia 3-10082</td>
</tr>
<tr>
<td>59 69 I CAN STILL HEAR THE</td>
<td>MUSIC IN THE RESTROOM</td>
</tr>
<tr>
<td>60 25 ROCK N' ROLL (I GAVE</td>
<td>YOU THE BEST YEARS OF MY</td>
</tr>
<tr>
<td>61 31 THEN WHO AM I</td>
<td>CHARLEY PRIDE/RCA PB 10116</td>
</tr>
<tr>
<td>62 73 NASHVILLE HAYTXON/AM&amp;A</td>
<td>1657</td>
</tr>
<tr>
<td>63 45 IT WAS ALWAYS SO EASY</td>
<td>MOE BANDY/GRC 2036</td>
</tr>
<tr>
<td>64 44 (I'D BE) A LEGEND IN</td>
<td>MY TIME RONNIE MILSAP/</td>
</tr>
<tr>
<td>65 CHARTMAKER OF THE WEEK.</td>
<td></td>
</tr>
<tr>
<td>66 65 THE TIPS OF MY FINGERS</td>
<td>JEAN SHEPARD</td>
</tr>
<tr>
<td>67 66 CLEAN YOUR OWN TABLES</td>
<td>STONEY EDWARDS/Capitol 4015</td>
</tr>
<tr>
<td>68 67 THERE'S A SONG ON THE</td>
<td>JUKEBOX DAVID WILLS/</td>
</tr>
<tr>
<td>69 68 IS THIS ALL THERE IS TO</td>
<td>Epic 8-50036</td>
</tr>
<tr>
<td>70 69 MATHILDA DONNY KING/</td>
<td>Warner Bros. WBS 8074</td>
</tr>
<tr>
<td>71 70 I CAN SEE CLEARLY NOW</td>
<td>REX ALLEN, Jr./Warner</td>
</tr>
<tr>
<td>72 71 I'M NOT LISA</td>
<td>JESS COLTER/Capitol 4009</td>
</tr>
<tr>
<td>73 72 (HEY WON'T YOU PLAY)</td>
<td>ANOTHER SOMEBODY DONE</td>
</tr>
<tr>
<td>74 73 THE WAY I LOSE MY</td>
<td>MIND CARL SMITH/Hickory H 337</td>
</tr>
<tr>
<td>75 75 I'D LIKE TO SLEEP TIL</td>
<td>I GET YOU FREDDIE HART/</td>
</tr>
<tr>
<td>76 80 CHAINS BUDDY ALAN</td>
<td>Capitol 4019</td>
</tr>
<tr>
<td>77 76 SMOKY MOUNTAIN MEMORIES</td>
<td>MEL STREET/GRT 017</td>
</tr>
<tr>
<td>78 77 I Fought THE LAW</td>
<td>SAM NEELEY/A&amp;M 1651</td>
</tr>
<tr>
<td>79 80 WHILE THE FEELING'S</td>
<td>GOOD MIKE LUNSORD/Gusto</td>
</tr>
<tr>
<td>80 85 BUT I DO DELREEVES/</td>
<td>United Artists UA-XW593-X</td>
</tr>
<tr>
<td>81 81 CAT'S IN THE CRADLE</td>
<td>COMPTON BROTHERS/</td>
</tr>
<tr>
<td>82 82 SING A LOVE SONG,</td>
<td>PORTER WAGONER MIKE WELLS/</td>
</tr>
<tr>
<td>83 83 ALL AMERICAN GIRL</td>
<td>PLAYBOY P 8029</td>
</tr>
<tr>
<td>84 84 STATLER BROTHERS/</td>
<td>Mercury 73665</td>
</tr>
<tr>
<td>85 85 IF THAT'S WHAT IT TAKES</td>
<td>RAY GRIFF/ABC/Dot 17542</td>
</tr>
<tr>
<td>86 91 CHARLEY IS MY NAME</td>
<td>JOHNNY DUNCAN/Columbia</td>
</tr>
<tr>
<td>87 91 LOVING YOU BEATS ALL</td>
<td>MY NAME JOHNNY DUNCAN/Columbia 3-10085</td>
</tr>
<tr>
<td>88 90 LOVING YOU BEATS ALL</td>
<td>MY NAME JOHNNY DUNCAN/Columbia 3-10085</td>
</tr>
<tr>
<td>89 95 JOHNNY PAYCHECK/Epic 8-50073</td>
<td></td>
</tr>
<tr>
<td>90 92 LOVER PLEASE KRIS</td>
<td>KOSTOFFERSON &amp; RITA</td>
</tr>
<tr>
<td>91 92 LOVER PLEASE KRIS</td>
<td>COOLIDGE/</td>
</tr>
<tr>
<td>92 93 WHEN SHE TURNS OFF THE</td>
<td>KRIS KOSTOFFERSON &amp; RITA COOLIDGE/</td>
</tr>
<tr>
<td>93 94 AIRPORTS AND PLANES</td>
<td>Monument 258-8636</td>
</tr>
<tr>
<td>94 95 HOW COME IT TOOK SO</td>
<td>PAT ROBERTS/ABC/Dot 17539</td>
</tr>
<tr>
<td>95 96 RIGHT OR LEFT AT OAK</td>
<td>STREET MOLLY BEE/Grande G 515</td>
</tr>
<tr>
<td>96 97 WHATCHA GONNA DO WITH A</td>
<td>DOG LIKE THAT/SUSAN RAYE/Capitol 3980</td>
</tr>
<tr>
<td>97 98 I'LL BELIEVE ANYTHING</td>
<td>YOU SAY SAMMI JO/MCA 14773</td>
</tr>
<tr>
<td>98 99 IN THE MISTY MOONLIGHT</td>
<td>GEORGE MORGAN/</td>
</tr>
<tr>
<td>99 100 LOW CLASS</td>
<td>CARL PERKINS/Mercury 73653</td>
</tr>
</tbody>
</table>

*CHARTMAKER OF THE WEEK IS THE HIGHEST DEBUTING RECORD*
MARCH 8, 1975

THE COUNTRY SINGLES CHART

53  61  PROUD OF YOU BABY  BOB LUMAN/Epic 8-50065

57  66  WONDER WHEN MY BABY'S COMING HOME  BARBARA MANDRELL/Columbia 3-10082

15  PENNY  JOE STAMPLEY/ABC/Dot DOA-17537

11  PENNY  JOE STAMPLEY/ABC/Dot DOA-17537

55  YOU MAKE ME WANT TO BE A MOTHER  TAMMY WYNETTE/Epic 8-50071

56  ROLL ON BIG MAMA  JOE STAMPLEY/Epic 8-50075

89  A MAN NEEDS LOVE  DAVID HOUSTON/Epic 8-50066

42  HE TOOK ME FOR A RIDE  LA COSTA/Capitol 4022

46  HE TOOK ME FOR A RIDE  LA COSTA/Capitol 4022

READY TO BE ADDED

THE FIRST TIME  JEANNIE SEELY/MCA
DEEP IN THE HEART OF DIXIE  HENSON CARGILL/Elektra
POUR YOUR LOVING ON ME  PATTI PAGE/Avco

AL GALLICO MUSIC & ALGEE MUSIC

65 West 55 St.
New York City, New York
(212) JU2-1368

1207 16th Ave. So.
Nashville, Tenn.
(615) 385-2922
"The most powerful record to be released by Bob Marley and the Wailers. ‘Natty Dread’ Produced by Chris Blackwell and the Wailers, released on Island Records."