

# CASHBOX

March 20, 1976

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## PHOEBE SNOW/TALENT STORM

**MCA Releases New  
Account Price Structure  
Cofillion Label Reactivated:  
Henry Allen Named President  
Pricing Problems To Be  
Argued At NARM Meetings  
The Managers, Part II —  
Dee Anthony On Frampton  
Ringo Starr To Atlantic.  
Feliciano To Private Stock  
MCA's Possessive Account Structure:  
Restoring The Functional Discount (Ed)**



# It all comes from Kansas:

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## **SOLD-OUT CONCERTS:**

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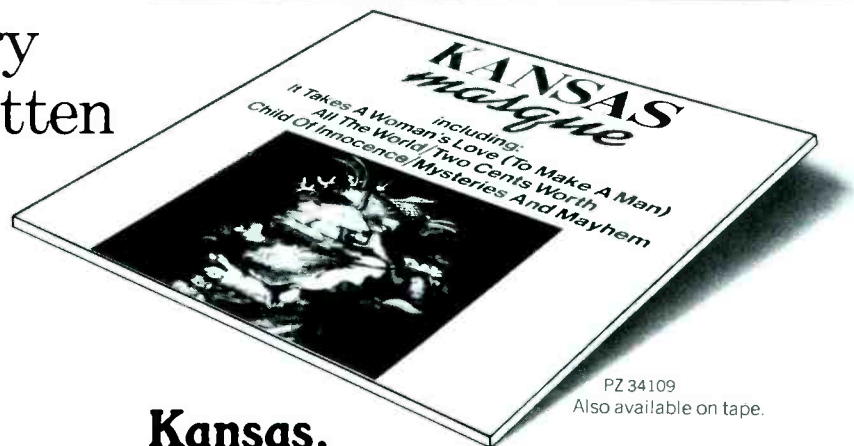
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**“It Takes a Woman’s Love  
(to Make a Man).”** ZS8-4259  
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# CASH BOX

VOLUME XXXVII — NUMBER 44 — March 20, 1976

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SUBSCRIPTION RATES \$50 per year anywhere in the U.S.A. Published weekly by CASH BOX, 119 West 57th St., New York, N.Y. 10019. Printed in the U.S.A. Second class postage paid at New York, N.Y., and additional mailing offices.  
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## *cash box editorial*

### **MCA's Account Structure: Restoring The Functional Discount**

The whole industry has been affected by MCA's moves to implement a new account and price structure. It will be interesting to see if and when other companies join MCA.

There will be many complaints from retailers and combination retailer/wholesaler accounts, the so-called "hybrids," who will be paying a few cents more for their Elton John albums. And they can probably be expected to fight the increases any way they can, and use every trick in the book to get around them. But these people were never entitled to the lower price in the first place. Rack jobbers were extended a *functional discount* of six percent because of the redistribution function they did as part of their business. But when the retailers asked for the same discount, the manufacturers capitulated and gave it to them too. Soon everyone was paying the rack jobber price. Some "discount."

The change won't take effect until March 31. Between now and then, MCA can expect heavy orders on catalog albums as accounts stock up before the price goes up. But when Olivia's next album comes out there's only one place to get it — MCA Records. And people will have to pay what MCA charges.

Extreme criticism can be expected of MCA's actions, especially by the retailers who will be paying more. Hopefully that criticism will not prevent other manufacturers, notably the majors, from considering implementation of the same policies and structures.

The industry will be watching to see who else joins MCA. The future of the rack jobber, and the future economic health of the business, may depend on it. For if MCA is hurt in any way, future attempts to "clean up" the business might not even be considered, let alone implemented.

**Cash Box** applauds MCA Records for their stand and hopes they are not left out on a limb for too long.



**NUMBER ONE  
SINGLE OF THE WEEK**  
DECEMBER 1963 (OH WHAT A  
NIGHT)  
FOUR SEASONS — Warner Bros./Curb  
Writers: B. Gaudio, J. Parker  
Pub: Seasons/Jobete — ASCAP

**NUMBER ONE  
ALBUM OF THE WEEK**  
EAGLES — THEIR GREATEST  
HITS 1971-1975  
Asylum 7E-1052





# CASH BOX TOP 100 SINGLES

March 20, 1976

	3/20	3/13		3/20	3/13		3/20	3/13
<b>1</b> DECEMBER 1963 (OH WHAT A NIGHT) Four Seasons (Warner Bros./Curb WBS 8168)	2	8	<b>34</b> SHOW ME THE WAY Peter Frampton (A&M 1795)	51	64	<b>67</b> WAKE UP EVERYBODY (PART 1) Harold Melvin & The Blue Notes (Phila. Int'l. ZS 8-3579)	43	41
<b>2</b> DREAM WEAVER Gary Wright (Warner Bros. WBS 8167)	3	7	<b>35</b> VENUS Frankie Avalon (DeLite 1578)	37	39	<b>68</b> HOLD BACK THE NIGHT Trammps (Buddah BDA 507)	46	44
<b>3</b> LONELY NIGHT (ANGEL FACE) Captain & Tennille (A&M 1782-S)	4	6	<b>36</b> INSEPARABLE Natalie Cole (Capitol 4193)	33	34	<b>69</b> TRACKS OF MY TEARS Linda Ronstadt (Asylum 45295-A)	52	37
<b>4</b> DISCO LADY Johnnie Taylor (Columbia 3-10281)	10	27	<b>37</b> GOOD HEARTED WOMAN Waylon Jennings & Willie Nelson (RCA 10529)	41	46	<b>70</b> KEEP HOLDIN' ON Temptations (Gordy G7146-F)	53	56
<b>5</b> ALL BY MYSELF Eric Carmen (Arista AS 0165)	1	2	<b>38</b> YOU'LL LOSE A GOOD THING Freddie Fender (ABC/Dot DOA 17607)	39	43	<b>71</b> HIGHFLY John Miles (London 5N-20084)	58	61
<b>6</b> SWEET THING Rufus featuring Chaka Khan (ABC 12149)	7	11	<b>39</b> LOVE FIRE Jigsaw (Chelsea CH 3037)	44	49	<b>72</b> GET UP AND BOOGIE Silver Convention (Midland Int'l. 10571)	—	—
<b>7</b> DREAM ON Aerosmith (Columbia 3-10278)	8	12	<b>40</b> SQUEEZE BOX The Who (MCA 40475)	34	17	<b>73</b> RHIANNON Fleetwood Mac (Reprise RPS 1345)	86	93
<b>8</b> MONEY HONEY Bay City Rollers (Arista AS 0170)	11	14	<b>41</b> I DO, I DO, I DO, I DO, I DO Abba (Atlantic 3310)	47	57	<b>74</b> QUEEN OF CLUBS KC and Sunshine (T.K. 1005)	—	—
<b>9</b> LOVE HURTS Nazareth (A&M 1671)	9	10	<b>42</b> LIVING FOR THE WEEKEND O'Jays (Phila. Int'l. ZS 8-3587-3)	57	82	<b>75</b> SHOUT IT OUT LOUD Kiss (Casablanca NB 854)	89	—
<b>10</b> LOVE MACHINE Miracles (Tamla 54262)	5	1	<b>43</b> YOU SEXY THING Hot Chocolate (Big Tree BT 16047)	36	29	<b>76</b> THE GAME IS OVER (WHAT'S THE MATTER WITH YOU) Brown Sugar (Capitol P 4198)	76	80
<b>11</b> RIGHT BACK WHERE WE STARTED FROM Maxine Nightingale (United Artists XW 752)	17	26	<b>44</b> TANGERINE Sal Soul Orchestra (Sal Soul 2004)	49	51	<b>77</b> SCOTCH ON THE ROCKS The Band Of The Black Watch (PS 45055)	77	81
<b>12</b> GOLDEN YEARS David Bowie (RCA JH 10441)	14	16	<b>45</b> HIT THE ROAD JACK Stampeders (Quality QA 501)	50	58	<b>78</b> LOCOMOTIVE BREATH Jethro Tull (Chrysalis CRS 2110)	80	90
<b>13</b> ONLY 16 Dr. Hook (Capitol 4171)	15	19	<b>46</b> JUST YOU AND I Melissa Manchester (Arista 0168)	48	52	<b>79</b> HE'S A FRIEND Eddie Kendricks (Tamla T54266)	82	86
<b>14</b> THEME FROM S.W.A.T. Rhythm Heritage (ABC 12135)	6	3	<b>47</b> FOOLED AROUND AND FELL IN LOVE Elvin Bishop (Capricorn CPS 0252)	59	76	<b>80</b> THERE WON'T BE NO COUNTRY MUSIC C.W. McCall (Polydor PD 13410)	—	—
<b>15</b> LET YOUR LOVE FLOW Bellamy Brothers (Warner Bros./Curb 8169)	32	54	<b>48</b> EVIL WOMAN Electric Light Orchestra (UA XW729-Y)	38	28	<b>81</b> COLORADO CALL Shad O'Shea (Private Stock 45071)	81	85
<b>16</b> BOHEMIAN RHAPSODY Queen (Elektra E45297)	19	21	<b>49</b> BABY FACE Wing & A Prayer Five & Drum Corps (Wing & A Prayer HS 103) (Dist. Atlantic)	40	36	<b>82</b> I THOUGHT IT TOOK A LITTLE TIME Diana Ross (Motown M1387F)	—	—
<b>17</b> THERE'S A KIND OF HUSH (ALL OVER THE WORLD) Carpenters (A&M 1800-S)	25	45	<b>50</b> FOPP Ohio Players (Mercury 73775)	60	67	<b>83</b> MORE, MORE, MORE Andrea True Connection (Buddah 515)	—	—
<b>18</b> ACTION Sweet (Capitol P4220)	29	38	<b>51</b> WITHOUT YOUR LOVE (MR. JORDAN) Charlie Ross (Big Tree BT 16056)	54	62	<b>84</b> HAPPY MUSIC Blackbyrds (Fantasy F762A-S)	96	100
<b>19</b> SWEET LOVE Commodores (Motown M1381FA)	27	32	<b>52</b> LORELEI Styx (A&M 1786-S)	56	60	<b>85</b> SHE'S A DISCO QUEEN Oliver Sain (Abet 9463)	90	94
<b>20</b> SLOW RIDE Foghat (Bearsville BSS 0306)	21	22	<b>53</b> SHANNON Henry Gross (Lifesong 45002)	64	75	<b>86</b> TAKE IT LIKE A MAN Bachman-Turner Overdrive (Mercury 73766)	63	75
<b>21</b> JUNKFOOD JUNKIE Larry Groce (Warner Bros./Curb 8165)	22	23	<b>54</b> STRANGE MAGIC Electric Light Orchestra (UA XW770-Y)	66	77	<b>87</b> YOU ARE BEAUTIFUL Stylists (Avco AV 4664)	91	97
<b>22</b> CUPID Tony Orlando & Dawn (Elektra E45302-A)	23	24	<b>55</b> I FEEL LIKE A BULLET (IN THE GUN OF ROBERT FORD) Elton John (MCA 40505)	35	18	<b>88</b> OPHELIA The Band (Capitol P4230)	—	—
<b>23</b> BOOGIE FEVER The Sylvers (Capitol 4179)	26	31	<b>56</b> TRYIN' TO GET THE FEELING AGAIN Barry Manilow (Arista AS 0172)	71	—	<b>89</b> HERE, THERE AND EVERYWHERE Emmylou Harris (Reprise RPS 1346)	93	—
<b>24</b> LOVE IS THE DRUG Roxy Music (Atco 7042)	24	25	<b>57</b> SARA SMILE Hall & Oates (RCA JH 10530)	73	84	<b>90</b> EH! CUMPARI Gaylord & Holiday (Prodigal P0622F)	94	96
<b>25</b> DEEP PURPLE Donny & Marie Osmond (MGM M14840)	28	30	<b>58</b> I WRITE THE SONGS Barry Manilow (Arista AS 0157)	42	33	<b>91</b> LET'S GROOVE Archie Bell & The Drells (TSOP ZS 8-4775)	95	99
<b>26</b> 50 WAYS TO LEAVE YOUR LOVER Paul Simon (Columbia 3-10270)	12	4	<b>59</b> NEW ORLEANS Staple Singers (Curtom CMS 0113)	61	65	<b>92</b> LOVE ME TONIGHT Head East (A&M 1784)	92	97
<b>27</b> TAKE IT TO THE LIMIT Eagles (Asylum 45293-A)	13	5	<b>60</b> MOZAMBIQUE Bob Dylan (Columbia 3-10298)	72	83	<b>93</b> HEAVY LOVE David Ruffin (Motown M1388F)	—	—
<b>28</b> LOOKING FOR SPACE John Denver (RCA JH 10586)	45	59	<b>61</b> WE CAN'T HIDE IT ANYMORE Larry Santos (Casablanca MB 844)	65	69	<b>94</b> LET'S MAKE A BABY Billy Paul (Phila. Int'l. ZS 8-3584)	—	—
<b>29</b> ONLY LOVE IS REAL Carole King (Ode 66119-S)	30	35	<b>62</b> COME ON OVER Olivia Newton-John (MCA 40525)	83	—	<b>95</b> STREET TALK (VAR. III) Bob Crewe Generation (20 Cent. TC 2271)	99	—
<b>30</b> FANNY (BE TENDER WITH MY LOVE) Bee Gees (RSOSO 519)	16	9	<b>63</b> YOUNG BLOOD Bad Company (Swan Song 70108)	84	—	<b>96</b> MOVIN' Brass Construction (United Artists XW775-Y)	—	—
<b>31</b> I LOVE TO LOVE YOU BABY Donna Summer (Oasis 401)	18	15	<b>64</b> MISTY BLUE Dorothy Moore (Malaco M1029) (Dist. T.K.)	74	88	<b>97</b> (CALL ME) THE TRAVELING MAN Masqueraders (Hot Buttered Soul ABC 12157)	98	98
<b>32</b> GROW SOME FUNK OF YOUR OWN Elton John (MCA 40505)	20	13	<b>65</b> UNION MAN Cate Brothers (Asylum E45294-A)	67	70	<b>98</b> ONCE A FOOL Kiki Dee (Rocket PIG 40506)	100	—
<b>33</b> THE WHITE KNIGHT Cledus Maggard & The Citizen's Band (Mercury 73751)	31	20	<b>66</b> IF ONLY YOU BELIEVE (JESUS FOR TONIGHT) Michel Poinaroff (Atlantic 3314)	69	73	<b>99</b> MIGHTY HIGH Mighty Clouds of Joy (ABC 12164)	—	—
						<b>100</b> TRAIN CALLED FREEDOM South Shore Commission (Wand 11294)	—	—

## ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

Action (Sweet/WB — ASCAP)	18	Heavy Love (Interior/Van McCoy/Warner/Tamerlane — BMI)	93	Love Fire (Coral Rock/American Dream/Belsize — ASCAP)	39	Slow Ride (Knee Trembler — ASCAP)	20
All By Myself (CAM-USA — BMI)	5	Here, There, And Everywhere (Maclean — BMI)	89	Love Hurts (House of Bryant — BMI)	9	Squeeze Box (Tower — BMI)	40
Baby Face (WB Music — ASCAP)	49	He's A Friend (Stone Diamond/Mighty Three — BMI)	79	Love Is The Drug (TRO-Cheshire — BMI)	24	Strange Magic (Unart/Jet — BMI)	54
Bohemian (B. Feidman T/AS Trident — ASCAP)	16	High Fly (Burlington — ASCAP)	71	Love Machine (Jobete/Grimora — ASCAP)	10	Street Talk (Heart's Delight/Gooserock — BMI)	10
Boogie Fever (Terren Vibes/Bulpen — ASCAP/BMI)	23	Hit The Road Jack (Tangerine — BMI)	45	Love Me Tonight (Zuckshank/Irving — BMI)	92	Sweet Love (Jobete/Commodores — ASCAP)	19
(Call Me) The Traveling (Incase — BMI)	97	Hold Back (Golden Fleece/Mured — BMI)	68	Mighty High (ABC/DaAnn — ASCAP)	99	Sweet Thing (American B-casting — ASCAP)	6
Colorado Call (Counterpoint — BMI)	81	I Do, I Do (Countless — BMI)	41	Misty Blue (Talmont — BMI)	64	Take It Like A Man (Ranbach/Top Soil — BMI)	86
Come On Over (Casserole/Flamm — BMI)	62	I Feel Like A Bullet (Big Pig/Leeds — ASCAP)	55	Money Honey (Hudson Bay — BMI)	8	Take It To The Limit (Benchmark/Kicking Bear — ASCAP)	27
Cupid (Kags — BMI)	22	If Only (Oxygen/W B/Maya — ASCAP)	66	More, More, More (Gee/Diamond — ASCAP)	83	Tangerine (Famous — ASCAP)	44
December 63 (Seasons/Jobete — ASCAP)	1	I Love To (Sunday/Cafe Americana — ASCAP)	31	Movin' (Desert Moon/Jeff Mar — BMI)	96	The Game Is Over (Bout Time/Missle — BMI)	76
Deep Purple (Robbins — ASCAP)	25	Inseparable (Jay's Ent./Chappell — ASCAP)	36	Mozambique (Ram's Horn — ASCAP)	60	Theme From S.W.A.T. (Spellgold — BMI)	14
Disco Lady (Groovesville — BMI/Conquistador — ASCAP)	4	I Thought It Took A (Jobete — ASCAP)	82	New Orleans (Warner/Tamerlane — BMI)	59	There's A Kind Of Hush (Glenwood — ASCAP)	17
Dream On (Frank Connolly/Baksel — BMI)	7	I Write The Songs (Artists/Sunbury — ASCAP)	28	Once A Fool (ABC/Dunhill/One Of A Kind — BMI)	98	There Won't Be (Amer. Gramophone — SESAC)	80
Dream Weaver (Warner Bros. — ASCAP)	2	Junkfood (Peaceable Kingdom — ASCAP)	51	Only Love Is Real (Colgems — ASCAP)	29	The White Knight (Unichappell — BMI)	33
Eh! Cumpari (Public Domain)	90	Just You And I (Rumanian Pickleworks/Screen Gems Col./N.Y. Times — BMI)	46	Only 16 (Kags — BMI)	13	Tracks Of My Tears (Jobete — ASCAP)	69
Evil Woman (Unart/Jet — BMI)	48	Keep Holdin' On (Stone Diamond/Gold Forever — BMI)	70	Ophelia (Medicine Hat — ASCAP)	88	Train Called Freedom (Mighty Three — BMI)	100
Fanny (Be Tender) (Casserole — BMI)	30	Let's Groove (Mighty Three — BMI)	91	Queen Of Clubs (Sherlyn — BMI)	74	Tryin' To Get The Feeling (Warner Tamerlane — BMI)	56
50 Ways To Leave (Paul Simon — BMI)	26	Let's Make A Baby (Mighty Three — BMI)	94	Rhiannon (Rockhopper — BMI)	73	Union Man (Flat River — BMI)	65
Foiled Around (Crabshaw — ASCAP)	47	Let Your Love Flow (Loaves & Fishes — BMI)	15	Right Back Where (Unart/ATV — BMI)	11	Venus (Kirshner/Weibeck — ASCAP)	35
Fopp (Play One — BMI)	50	Living For The Weekend (Mighty Three — BMI)	42	Scotch On The Rocks (Peer Int'l. — BMI)	57	Wake Up Everybody (Mighty Three — BMI)	67
Get Up And Boogie (Midsong — ASCAP)	72	Locomotive Breath (Ian Anderson — ASCAP)	78	Shannon (Blendingwell — ASCAP)	53	We Can't Hide (Groovesville — BMI)	61
Golden Years (Bewlay — BMI/Chrysalis/MainMan — ASCAP)	12	Lonely Night (Angel Face/Kirshner — BMI)	3	She's A Disco (Excellorec/Saico — BMI)	85	Without Your Love (Music of the Time — ASCAP)	51
Good Hearted (Baron/Willie Nelson — BMI)	37	Looking For Space (Cherry Lane — ASCAP)	28	Shout It Out Loud (Cafe Americana/Rock Steady — ASCAP)	75	You Are Beautiful (Avco Embassy — ASCAP)	87
Grow Some Funk (Big Pig/Leeds/Yellow Dog — ASCAP)	32	Lorelei (Aimo/Stylian — ASCAP)	52	Show Me The Way (Almo/Fram-Dee — ASCAP)	34	You'll Lose A Good (Crazy Cajun — BMI)	38
Happy Music (Elgy — BMI)	84					Young Blood (Quintet/Unichappell/Freddy Biendstock — BMI)	63
						You Sexy Thing (Finchley — ASCAP)	43



**K**ingfish. One of the first  
major new groups to emerge in 1976!  
Fresh From The Bay, Kingfish is:  
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Dave Torbert (New Riders),  
Matthew Kelly (T-Bone Walker),  
Chris Herold (New Delhi River Band)  
and Robby Hodinott (Kingfish).  
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On Round Records and Tapes.  
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# MCA Drops Bombshell, Releases New Pricing Structure: Retailers, Mixed Business Accounts Will Pay More Now

by Gary Cohen

UNIVERSAL CITY — MCA Records, in a four page letter to their accounts, has released the details of their long awaited new account structure. From what had been two different prices for customers in the past, three are now seven different types of accounts, and seven different price categories. The full text of MCA's letter, along with the breakdown of who is in which category, appears on page 16.

### No Comment

MCA vice president for marketing Rick Frio offered a "no comment" on the new account structure, and did not make available a copy of the letter itself or the text of his letter to **Cash Box**. CB, however, obtained the letter from an account that had already been notified of the changes by MCA. The changes will take effect March 31.

The letter, dated February 27 but just arriving now, has apparently not been received by all record selling accounts in the country. A check of a few major accounts by **Cash Box** at presstime found no one else who had received the information.

### Changes

The letter, a "notice to dealers and subdistributors re new pricing structure," informed them of changes. It stated that "recently, there has been considerable dialogue about the need to clarify the different functional levels in the distribution and pricing of phonograph records and tapes," and that there was "much confusion among certain customers as to the nature and reason for various price differentials among customers performing different functions in the marketing and distribution structure." The changes were made because "MCA Records wishes to eliminate such confusion and, in conjunction with its counsel, has recently reviewed its customer account framework and has determined that as of March 31, 1976, certain modifications of MCA's pricing structure shall be put into effect."

The basis of the letter, in the next paragraph, is that "subdistributors will be entitled to a functional discount . . . which

arises from the separate functions that subdistributors perform in the marketing and distribution structure." The moves by MCA will eliminate what had become a standard practice of extending the functional discount to retailers and other large users who were not subdistributors. It is estimated that 80% to 90% of all records sold had been sold at the "subdistributor" or rack jobber price.

### Many Prices

There will be seven price categories in the new structure (see below), but because of the fractional nature in computing prices for mixed accounts, there may be hundreds of different prices overall. In most cases, the differences

between old and new prices for accounts will be approximately one percent, or about three cents.

The new structure is essentially similar to a projected outline of MCA's account categories, revealed exclusively by **Cash Box** (Jan. 31).

### Categories

The seven different account categories:

- 1) pure subdistributor, rack jobber or one stop
- 2) predominantly subdistributor with some retail accounts
- 3) predominantly retailer with some subdistributor accounts
- 4) multiple store chain (5 stores,

\$75,000 in sales) with central warehousing

5) multiple store chain (5 stores, \$75,000 in sales) without central warehousing, but with central ordering and central billing similar to the previous category

6) multi-store chains (less than 5 stores, but with volume of \$25,000)

7) normal retail accounts

### Discounts

There will be seven categories of discounts, based on the percentage of discount from the retail price. They are:

- 1) pure subdistributor: 6% discount
- 2) predominantly subdistributor, but with some retail: 6% discount, but that portion of the account's business that is retail will be billed at 5% discount, for a hybrid price
- 3) predominantly retail, but with some subdistributor accounts: 5% discount, but a portion to be billed at 6% discount, for the subdistributor business. Another hybrid price.
- 4) 5 store or more, \$75,000 chains with central warehousing: 5% discount.
- 5) 5 store or more, \$75,000 chains with central warehousing: 4% discount.
- 6) lesser chains: 3% discount
- 7) ma & pa stores: normal retail price.

### Actual Prices

The following are **Cash Box's** estimation of what MCA's prices will be for \$6.98 list albums, and are approximations:

- 1) subdistributor: \$3.35 (remains the same)
- 2) \$3.35-\$3.38 (more towards \$3.35, because of heavier subdistributor business)
- 3) \$3.35-\$3.38 (more towards \$3.38, because of heavier retail business)
- 4) \$3.38
- 5) \$3.42
- 6) \$3.48
- 7) \$3.58 (remains the same)

Most non-pure subdistributor accounts then, can plan on paying a few cents more for MCA product than they had before. How much higher their price will go depends on the extent of their sub-

continued on pg. 14

## Cotillion Label Reactivated; Henry Allen Named President

NEW YORK — In a special press conference at the Plaza Hotel, called by Atlantic Records chairman Ahmet Ertegun last Monday, March 8, an official announcement of the reactivation of Cotillion Records was made. Cotillion will be a pop/r&b/jazz focused label, dis-

tributed exclusively by Atlantic Records. Henry Allen, formerly senior vice president of Atlantic and a 23-year veteran with the company, has been appointed president of Cotillion Records.

The initial Cotillion artist roster will in-

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Ahmet Ertegun, Henry Allen, Jerry Greenberg

## Atlantic Pacts Ringo Starr

NEW YORK — Atlantic Records has signed Ringo Starr to a long-term recording contract. Under an agreement between WEA Records B.V. of Holland and Ringo Starr, Atlantic will be the sole distributor of Starr's recordings in the U.S. and Canada.

Ringo Starr comes to the label with a succession of gold and platinum singles ("It Don't Come Easy," "Photograph," "You're Sixteen") and albums ("Ringo," "Goodnight Vienna"), since his solo career began in 1970. That career has also included Ringo's cinematic roles ("The Magic Christian," and "Son of Dracula"); his performance at the benefit for Bangladesh and its subsequent recording and the single title tune written for the film "Blindman."

Also present at the signing ceremony in the Presidential Suite of the Hilton Hotel in Amsterdam were Ben Benders, managing director of WEA Holland, Jerry Greenberg, president of Atlantic/Atco Records, Hillary Gerard, friend and business associate of Ringo Starr, Bruce Grakal, Starr's attorney, Earl McGrath, director of artist development of Atlantic/Atco, Bob Kornheiser, vice-president of Atlantic/Atco and Phil Carson, Atlantic's international chief.

## Pricing Problems, Growth Difficulties, Lack Of Profitability, To Be Argued At Separate NARM Meetings This Week

by Gary Cohen

NEW YORK — Separate meetings of rack jobbers, retailers and independent distributors kick off the NARM Convention this week. As a prelude to those meetings, **Cash Box** interviewed the chairmen of each meeting to determine what key issues might be discussed.

### Retailers: Growth

NEW YORK — Russ Solomon, president of Tower Records and co-chairman of the retailers meeting, sees the specific problems of retailers and the lack of growth in the record business, as the two issues emerging from his meeting. Solomon will co-chair the meeting with John Cohen, president of Disc Records.

"There's no prepared agenda," Solomon told **Cash Box**, "although John (Cohen) and I were talking the other day, and we're going to try and put a few ideas down to try and glide it along. But it's strictly a free discussion sort of thing." He foresaw two key issues emerging. "One, the meeting is designed to see if we can't get collective ideas on what problems face the retailers, are unique to the retailers. But where I want to take the meeting myself to get it on a more

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### Racks: Discounts

NEW YORK — "I think what they're going to bring up they're going to bring up," explained Louis Kwiker, executive vice president of the Handieman Company, and chairman of the rack jobbers meeting. "We had discussions last fall on functional discounts and advertising at the San Francisco meeting, and I think we'll have more discussions along those same subjects this year. But I would guess a wide range of subjects would be covered."

Beyond a brief mention of those two topics, Kwiker refused to predict how the meeting would evolve or what other subjects might be discussed. "I don't want to speak for the group on what the key issues are. I think that would inhibit the discussion. I want to talk about what's on their minds." Asked where he would channel the discussion if, upon opening

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### Indies: Profitability

NEW YORK — Joe Simone, owner of Progress Records in Cleveland and chairman of the NARM Independent Distributors meeting, analyzed the issues from both the manufacturer's and distributor's sides. He indicated his consensus comes from 15 other distributors around the country he had contacted, and from manufacturers whose lines he represents and doesn't represent.

"If you look at it from the manufacturer's standpoint, the main thrust of all conversations was creation of new artists, or marketing and promotion. And all three statements say the same thing; we must have new artists. Obviously, this year we've been very successful in breaking new artists — if you look at Arista, UA, A&M, Casablanca and so on and so forth.

"And from the distributor's end, the

continued on pg. 14



Everyone at A&M warmly congratulates Captain & Tennille  
on their Grammy Award winning Record of the Year,  
"Love Will Keep Us Together"...



...And we proudly present their 2nd album,  
"SONG OF JOY"



SP-4570

Includes "LONELY NIGHT"  
(Angel Face)  
Produced by The Captain  
and Toni Tennille

ON A&M RECORDS  
& TAPES 



# ABC Signs GRT As Final Link In Worldwide Licensing Move

## Canadian Deal Completes Restructure Of Foreign Distributor Affiliations

LOS ANGELES — ABC Records, Inc. has completed the signing of a major new licensing agreement with GRT Records of Canada, Ltd.

The signing took place in Los Angeles following recent negotiations in which key executive personnel of GRT's parent U.S. corporation, GRT Canada and ABC

Records were closely involved. Participating in contract negotiations from ABC were chairman of the board Jerry Rubinstein, international division president Stephen Diener, and Lee Young, Jr., general counsel. GRT executives involved in the negotiations were president Alan Bayley, and Ross Reynolds, chief operating officer of GRT in Canada.

Commenting on the agreement, Diener noted: "We are extremely pleased to announce our new association in Canada. After many meetings and visits between GRT and ourselves, both in Los Angeles and Canada, we became convinced that GRT is the ideal selection to represent our objectives and labels in the important Canadian market. Throughout our meetings," Diener continued, "we developed a tremendous amount of respect for the aggressive nature of GRT's organization. As one of the youngest in the Canadian market, GRT has had very substantial success with both Canadian and American artists. Their organization is in an excellent position to extensively market and promote all the ABC labels in Canada. We are extremely committed to increasing ABC's activity in Canada and feel that this company best answers our objectives. Also, GRT Canada, through its new association with ABC is now able to market a broader spectrum of American music than in the past by nature of its smaller catalogue."

### Practical Terms

In practical terms, Diener spoke of a "concentrated program to get many American artists up there (to Canada), with heavy participation from ABC with GRT in the promotion of those acts."

Diener emphasized that the signing of the GRT, Canada agreement represents a major link in ABC's recent objective to associate itself with established major independent companies around the world on a market-by-market basis. ABC had previously been working through one major international organization in 80% of the world. During the past six months ABC has signed separate agreements

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## Handleman Reports Nine Months Results

DETROIT, MICH. — The Handleman Company has announced that sales for the nine months ended January 31, 1976 were \$95,244,000, compared with \$84,752,000 for the nine month period ended January 25, 1975. Net earnings for the period were \$2,503,000 or \$.57 per share, compared with \$4,233,000, or \$.97 per share for the period last year. Sales for the third quarter ended January 31, 1976 were \$40,673,000, compared with \$34,151,000 for the quarter ended January 25, 1975. Net earnings for the quarter were \$1,370,000, or \$.31 per share, compared with \$1,880,000, or \$.43 per share, for the same period last year. The figures for the quarter ended January 31, 1976 include the results of operations of Sieberts, Inc., a recently acquired subsidiary. Sieberts' results for that quarter are net sales of \$8,241,000, net earnings of \$263,000, and net earnings per share of Handleman Company common stock of \$.06. Sieberts' figures are not included in the results for the prior year.

The Handleman board of directors declared a regular quarterly dividend of \$.10 per share.

# The Managers, Part II Dee Anthony On Frampton; Performance Is The Key

NEW YORK — Dee Anthony is celebrating his 50th anniversary in the music business this year. He began as Tony Bennett's road manager and then assumed his management. He managed Bennett and other singers such as Jerry Vaie and Buddy Greco. Anthony made the switch to the rock field some eight years ago when he began acting as a service manager for groups like Jethro Tull and Savoy Brown. From service management he moved to personal management, which is where he has had his greatest success. Among the rock artists he has personally managed are Emerson, Lake and Paimer, Ten Years After, Joe Cocker and Humble Pie. He currently represents the J. Geils Band, Gary Wright, Alvin Lee, Steve Marriot and Peter Frampton.

### Sudden Rise

With the sudden rise of Peter Frampton to superstar status, **Cash Box** wanted to know just what role Anthony played in this success.

"My most important contribution to Peter was to give him the self-confidence and assurance; the perseverance and tenacity. That was most important; what I do in my business meetings as far

as merchandising, promotion and advertising go, that is the normal flow of business. It's there, we do it. But the energy has to come from the artist, you have to free his mind, take an artist that feels his limitation is here and let him go beyond it."

Anthony did concede, however, that there is more to breaking an act than getting the performer's head together. There are certain basic procedures you use. If you keep hitting the wall hard enough, it is going to come down. And you go out and keep building those fans and expanding your audience to such a point that it is like overflowing a dam. Let the water level build until it has to come over the top. It has to come over the top, eventually, if you stay with it. It's a big wheel and your time will come around, and it will come around again if you stay with it."

Anthony continued, saying "You can't go in and say 'let's make a hit album,' or 'let's make a hit single.' You have to go out and really do the best you can as an artist and not think about hits."

### Lesson

Anthony related a story of when he was managing Tony Bennett, who at the

## Pickwick Shows Earnings Up

NEW YORK — Pickwick International, Inc. has announced today operating results for the third quarter and the nine month period of fiscal 1976. During the third quarter ending Jan. 31, 1976, sales rose 13% to \$76,157,000 from \$67,238,000 and net income increased 37% to \$3,243,000 from \$2,374,000 in the comparable period of fiscal 1975. Earnings per share for the quarter rose to \$0.74 from \$0.53. For the nine month period, sales increased 7% to \$195,341,000 from \$182,206,000. Net income showed a growth of 30% or \$6,982,000 as against \$5,382,000. Earnings per share rose to \$1.59 from \$1.20.

In commenting on the company's performance, Cy Leslie, Pickwick's president, stated that "the improvement in the economic environment was apparent in the third quarter as all basic operational groups produced sales gains over the previous years. Particular improvement was made in the sales of our retail division which benefited from the best Christmas season in its history. In addition, we opened 32 free standing retail units during the nine month period, and closed 17 unprofitable leased departments.

"We are also pleased to report that our rack merchandising and wholesale distribution division, which contributes the major portion of corporate earnings, has resumed its growth pattern.

"The proprietary products division, inaugurating its new RCA Camden line of licensed product continued its growth.



Dee Anthony

time had just had several hit records. They were set to play a major Las Vegas hotel with Jose Greco. With the confidence that goes with big records, they insisted on closing the show. The manager of the room asked them if they were sure that they wanted to close for Greco, and they were. A few nights before they were to go on the show, they caught Greco's act. His closing number was "Ravel's Bolero." "It started out with a few dancers, and as the music built, more dancers came out, stomping on the stage with the Flamenco dancing. And the music built, and the pounding on the stage until there were forty dancers all pounding away, and the music ended. We said 'My God, how are we going to follow 40 Flamenco dancers and 'Ravel's

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## First Days Of 1976 NARM Schedule

**Friday, March 19:** From 9:00 a.m. until 5:00 p.m., convention registration in the Tower lobby. At 2:30 p.m., simultaneous rack jobber (Embassy Room), retailer (Scheherazade Room), and independent distributor/manufacturers meetings (Mezzanine Theater). From 7:00-8:30, presidential welcoming cocktail reception in the Cafe Cristal.

**Saturday, March 20:** 8:00 a.m. breakfast, followed by the opening business session at 9:15 a.m. in the Regency south & east. The president's message by Jac Jacobs, president of NARM, followed by the keynote address by Arthur Taylor, president of CBS. At 12:00, luncheon in the Cafe Cristal, followed by the panel discussion "Music and the Money Game: As Wall Street Sees Us." From 2:30 p.m. until 5:30 p.m., cabana exhibit visiting followed by a cocktail reception and dinner, from 7:00 on.

## FRONT COVER



It would be quite correct to say that with the release of her debut Columbia album, "Second Childhood," Phoebe Snow is continuing her lasting career at the top of the charts, #18 this week on the **Cash Box** album chart.

Building on her initial success, Ms. Snow spent much of last year painstakingly putting together a band of the finest musicians because, as she said, "I had always worked by myself in very small clubs but I wanted more flexibility and a little more firepower before I was going to play before some of the larger audiences."

In the meantime a single, "Two Fisted Love," has just been released from "Second Childhood," which again exhibits Ms. Snow's unmistakable class and the charisma which has brought her into the spotlight and is guaranteed to keep her there.

In between band rehearsals and having a baby, Ms. Snow managed to record her current album, a mature statement by a polished artist.

Having won most promising female vocalist honors on Don Kirshner's rock awards show in 1975, Ms. Snow now embarks on a major worldwide tour through the spring and summer, commencing May 14 in Washington, D.C. and moving cross-country. The tour will include major dates in England, Holland, Japan and Australia.

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## Arista Pacts With Haven For Manufacture, Distribution

NEW YORK — Arista Records has signed a contract to manufacture and distribute Haven Records, the label headed by the producers Dennis Lambert and Brian Potter. Lambert and Potter, the production and songwriting team who won Grammy Award nominations this year for "best producer" and "record of the year" are known for producing such records as Glen Campbell's "Rhinstone Cowboy," Tavares' "It Only Takes A Minute" and "Remember What I Told You To Forget."

The deal provides for Arista to distribute all Haven product and for Lambert and Potter to produce certain Arista artists, Ready for immediate release by

Arista are "Hold On (To What You Got)" by the Righteous Brothers and Willie Harry Wilson's "My Ship."

Haven's current artist roster includes the Righteous Brothers, Gene Redding, Willie Harry Wilson, Evie Sands and Rob Grill and The Grassroots. Evie Sands will go into the studio later this month to record product for April release.

Arista will handle all marketing and promotion of product but Haven, which will remain headquartered at 6255 Sunset Blvd. in Hollywood, is currently re-structuring their in-house promotion department with an eye to complementing and coordinating with Arista's own men in the field.



From left to right at the signing are: Eddie Lambert, vice president and general manager, Haven Records; Brian Potter; Arista president Clive Davis; and Dennis Lambert.

## 20 Acts Have 2 Or More Albums On CB LP Chart

by Gary Cohen & Steve Ostrow

NEW YORK — Analysis of this week's **Cash Box** album chart reveals that in addition to the Eagles, who have the number one album with their Greatest Hits repackage, and the number 18 album, "One Of These Nights," 19 other groups or acts have two or more albums on the top 200 chart. And three have three albums on the chart. Overall, the 20 artists with more than one album represent over ten percent of the **CB** album chart.

The three with three albums on the chart include Elton John with his "Greatest Hits," "Rock Of The Westies" and "Captain Fantastic"; John Denver with his "Greatest Hits," "Windsong" and "Back Home Again"; and Aerosmith with "Aerosmith," "Get Your Wings" and "Toys In The Attic."

Diana Ross, one of the 20, is represented with her own album "Diana Ross" and the soundtrack from "Mahogany."

Artists appearing in the top 200 LPs

with two albums are: Carole King, "Thoroughbred" and "Tapestry"; Janis Ian, "Aftertones" and "Between The Lines"; Captain & Tennille, "Song Of Joy" and "Love Will Keep Us Together"; Joan Baez, "From Every Stage" and "Diamonds And Rust"; Barry White, "Let The Music Play" and "Greatest Hits"; Sweet, "Give Us A Wink" and "Desolation Blvd."; Bay City Rollers, "Rock 'N' Roll Love Letter" and "Bay City Rollers"; and Olivia Newton-John, "Come On Over" and "Clearly Love."

Other artists include: Freddy Fender, "Rockin' Country" and "Before The Next Teardrop Falls"; Neil Sedaka, "The Hungry Years" and "Sedaka's Back"; Pink Floyd, "Wish You Were Here" and "Dark Side Of The Moon"; Four Seasons, "Story" and "Who Loves You"; Cat Stevens, "Numbers" and "Greatest Hits"; Willie Nelson, "The Sound In Your Mind" and "Red Headed Stranger"; and The Ohio Players, "Honey" and "Rattlesnake."

## 700 Flock To Phila. For 37th College Radio Convention

PHILADELPHIA — For three days, from March 5-7, the Bicentennial city played host to over 700 college radio people at the Intercollegiate Broadcasting System's 37th annual convention, Interdependence '76. Situated in the Benjamin Franklin Hotel in Philadelphia, representatives from over 100 colleges and universities had a chance to don their name plates and exchange questions and ideas with a surprisingly large number of industry personnel.

### Sporadic Attendance

The sessions, which began Friday afternoon, were held in various rooms throughout the hotel and were attended sporadically as people checked in. There were larger turnouts on Saturday for such panel discussions as station management, engineering, progressive programming with T. Morgan, program director, WMMR-FM and news and public affairs programming hosted by Jim Cameron, news director, WHCN-FM. On the subject, Jim said, "The most important thing is flow. If your program is not interesting, people won't listen, and the most outstanding of documentaries will be wasted if you have no audience."

The record company forum, also held on Saturday, was presented in the hotel ballroom to a standing-room-only crowd. Moderator John Davlin introduced a panel of 12 record company representatives including Paul Brown, independent promotion; Jim Montgomery, Warner Brothers Records; Walt O'Brien, Pye/ATV Records; Ric Browde, A&M Records; Niles Siegel, Polydor Records; Gunter Hauer, Atlantic Records; Debbie Newman, Columbia Records; Irv Lukin, Jem Records; Judy Libow, Atlantic Records; Bill Paige, A&M Records and Tim Powell, RCA Records. The session began with a few of the panel members encouraging feedback from college radio stations. Gunter Hauer, director of college promotion at Atlantic Records said, "We believe in college radio. We happen to be dealing with radio that happens to be on-campus. How good it is, is up to you... you should know the product." Additional discussion cited the importance of retail outlet surveys and their value to both record companies and college stations. Initially suggested by Niles Siegel of Polydor, Debbie Newman expanded on the idea by giving one example of an informative survey done by Mike Emody of WKDL, Northern Illinois University. After contacting 4 or 5 stores in the Dekalb area, he indicates record sales by light, heavy or not available (if albums are not in stock). It was agreed by most that this kind of additional feedback on the playlist could be a tremendously valuable tool.

### Question Of Strength

The question of the strength of an album promotion was brought up to the panel and it was agreed that a record company's belief in their product, through college radio playlists, helps to determine the strength and direction of a promotion. "Some records are pushed because of what we'd like to see them do," said Debbie Newman. "On others, we wait for feedback. Every record gets a shot." The session was drawing to a close when the inevitable question of record service was heard. Gunter Hauer explained Atlantic Records' policy of record service and informed inquiring colleges that those on the inactive list would be re-added if the company received feedback from them. The explanation was taken one step further as

Judy Libow added, "Being on the inactive list does not mean being deleted completely. The changes in college radio personnel cause a new music director to take over with no clear knowledge of the station's record service status. We inform a station when they are inactive and not receiving current releases. As soon as feedback resumes, the station is easily re-added to the active promotional mailing list."

On Saturday afternoon a banquet luncheon with radio personality Don Imus, WNBC-AM was attended by almost all of the convention participants. Arriving late and seeming slightly confused, Imus proceeded to tell the audience the story of his career. He was funny and colorful, but as a source of information, quite disappointing. Many people were left with unanswered questions.

Hospitality suites were open each night after 10 p.m. and were fully equipped with records, video cassettes and an overflow of people. It was the best time to meet the record people, and put names and faces together.

### Lesson In Communication

Overall, it seems that Interdependence '76 was a lesson in communication. It conveyed to those present that there definitely is a strong need for a tightly organized, well-represented convention that would successfully bring college radio and commercial radio and records together. I.B.S. made a good attempt to achieve this, but unfortunately fell short of many people's expectations. Still, it did provide a reminder that college radio exists, is necessary, and needs to be nurtured properly in order for it to grow in the right direction.

## RCA Launches Denver Campaign

NEW YORK — RCA Records has created a total marketing plan around the theme "The John Denver People" which swings into effect this week, with heavy concentration centered on the March 29, hour-long ABC-TV special, "John Denver and Friend," for which the "friend" will be Frank Sinatra.

Others on the show, a salute to the big bands, will include Harry James, Count Basie, Nelson Riddle and the Tommy Dorsey Orchestra.

RCA's campaign will focus on the single as well as the Denver catalog. Special emphasis will be given to "Windsong," "An Evening With John Denver" and "John Denver's Greatest Hits."

The promotion will include national TV buys in major cities, in newspapers and magazines, radio spots, flyers, streamers announcing the TV show, letters about Denver and a special "The John Denver People" display.

Key to the focal point of the campaign is a special TV spot, featuring Denver's song "Country Roads" with the copy line, "John Denver, he is the music and the music is everyone — on RCA Records."

## BMI Acquires The Scott Joplin Estate

NEW YORK — Broadcast Music Inc. (BMI), has acquired the licensing of public performing rights in the copyrighted works of the late ragtime innovator Scott Joplin and will represent the Joplin catalog around the world.

Joplin's song "The Entertainer," won the Grammy award of the National Academy of Recording Arts and Sciences for the year 1974.



**ONE STOP DESTROYED** — Shown above is the Sound Unlimited one-stop in Skokie, Ill., which **Cash Box** exclusively reported last week had been destroyed by a fire of suspicious origin. The fire broke out at 7:30 p.m. on March 2 and one person was reported killed in the blaze.



# A DISCO SENSATION & AN ENGLISH SMASH

## "PARTY DOWN"

by

(M-1371)

## WILLIE HUTCH

The fantastic follow-up to "Love Power," already exploding at the discos and on radio playlists.

From his just-released album,  
**CONCERT IN BLUES** (M6-85481)



## "IT SHOULD HAVE BEEN ME"

by

(M-1384)

## YVONNE FAIR

Rush-released in America following its top-of-the pop charts success in England.

From her debut album,  
**THE BITCH IS BLACK** (M6-83281)

### TWO MORE SMASHES FROM THE MOTOWN FAST BREAK



MOTOWN IS DEDICATED



## Executives On The Move

**Holland and Seymour to Cotillion** — With the reactivation of Cotillion Records under exclusive Atlantic distribution with Henry Allen as president, two executive appointments have been made. Eddie Holland has been named vice president of Cotillion, with Delores Seymour as executive assistant. Holland was formerly in charge of all Atlantic r&b promotion in the midwest region, working out of Chicago.

**Three High-Level Appointments At Casablanca** — Neil Bogart announced three top-



Holland

Seymour

Gibbs

Duffy

management promotions last week: Cecil Holmes to be senior vice president; Larry Harris to become executive vice president; and Dick Sherman to be vice president. sales. Holmes and Bogart have been together thirteen years, dating back to Cameo-Parkway and Buddah where Holmes was vice president. An original partner at Casablanca, Holmes founded his own label, Chocolate City. In his new position he will focus more time on Chocolate City, as well as coordinate all marketing activities for Casablanca's r&b product. Harris is also an original partner at Casablanca. He also has been with Bogart for some time, starting as national album promotion manager at Buddah. He will direct and supervise Casablanca's overall marketing functions as well as coordinate administrative management activities along with Bogart. Sherman was the former director of west coast operations for Bell Records and then head of sales and marketing for Warner's. He will be in charge of all sales through the label's independent domestic distributors and exporters.

**Vernon Gibbs Named A&R Director/Black Music For Phonogram, Inc./Mercury** — Vernon Gibbs has been named to the post of a&r director/Black Music. Gibbs will be based in Phonogram/Mercury's New York City office. In his new position, Gibbs is responsible for seeking out both new and established talent for the Mercury label. He will also work with Jud Phillips and Donna Haiper of the east coast a&r office.

**20th LP Promo Post For Warren Duffy** — Warren Duffy has been named national director of album promotion for 20th Century Records. Duffy reports directly to Harvey Cooper, label senior vp who made the announcement. Duffy, a 17-year veteran of



Campagna

Griffin

Mores

Bartel

broadcasting, was most recently with KDAY in Los Angeles. Working out of 20th's new home office in Hollywood, Duffy will cover the L.A. and San Francisco markets himself and is currently coordinating a team of LP promo staffers throughout the country, to be announced shortly.

**A&M Names Campagna To Direct Nat'l. Single Sales** — Ernie Campagna has been named to the newly created post of national director of singles sales for A&M Records, according to Bob Fead, A&M's vice president of sales. In his new capacity, Campagna will coordinate all single sales nationally with A&M distributors and will provide a close coordination between sales and promotion on a national level to get maximum effectiveness out of each single. Campagna, an eight year veteran of A&M, began his career in Boston at WMEX, moved to local promotion for A&M in that market and then to sales where he was east coast sales manager and vice president of A&M of New England. Campagna will assume his new post in the Los Angeles office immediately. No announcement has been made regarding the vacant post of east coast sales manager.

**RCA Adds Griffin, Mores To R&B Staff** — Carl Griffin and Rikki Mores have joined the r&b staff at RCA Records, it was announced last week by Ron Moseley, division vice president, r&b artists & repertoire at the company.

Griffin has been named a&r producer, and will report directly to Moseley. Ms. Mores, appointed a&r coordinator-r&b, will report to Griffin, and also to Carl Mautsby, another a&r producer on the r&b staff. For the time being, all will headquarter on the east coast.

In making the announcement, Moseley noted that Griffin will not only function as a staff producer, but will be active in the area of artist development. Griffin comes to RCA with experience in the area of r&b music garnered at Jobete Music Com-



Jackson

Cervantes

Lombardo

Hale

pany/Motown Records, where he was director of east coast operations for the last two years.

Ms. Mores also comes from Jobete, where she functioned as east coast professional representative, and also handled all administration for Jobete's New York operation. At RCA, she will be assisting Griffin and Mautsby in all facets of artist development and a&r administration.

## Bicentennial Music Exhibit At Kennedy Center Is Diverse

by Rebecca Moore

WASHINGTON, D.C. — Over 25 individuals, record and music publishing companies, and performance organizations have loaned a collection of music artifacts for a year-long Bicentennial display at the Kennedy Center for the Performing Arts. Sources as diverse as CBS Records, Chet Atkins, the Ellingtons, Neil Sedaka and the William Ransom Hogan jazz archives at Tulane University, provided material for the exhibits. Broadcast Music, Inc. loaned numerous samples of sheet music dating as far back as 1854, from its Carl Haverlin Collection.

### Trivia

If you're into music trivia, "America On Stage: 200 Years Of Performing Arts" has got it. It's all there at the Kennedy Center, from Johnny Cash's Tuxedo and Daie Evan's cowboy boots to Sally Nash's fan, an old Wuritzer jukebox, and a platinum record by the Beach Boys.

It took four researchers 14 months to assemble the material on music, dance and theatre in America from a variety of educational and commercial organizations. The finished collection is not a complete history of entertainment but does give a feel for the development of the performing arts.

Three "listening posts" provide brief lessons in pop, gospel, and classical music. Beethoven, Stephen Foster, Cole Porter and Aaron Copeland drift out of the musical kiosks. "Although crassly commercial, a number of hits came out at the turn of the century," says the narrator of one history, emphasizing that the more things change, the more they stay the same. A nightclub designed in the 1930's art deco style gives the listener an earful of jazz.

The historical sampler is not particularly interesting for those born after Elvis Presley made "Hound Dog" a hit. "It's not really for the kiddies," said project director Gene Baro, although live entertainment will be provided for kids during the summer.

### Little Old Ladies

The people who seem to turn on most to the exhibits are the little old ladies. They are the only ones who can pass the computerized quizzes on music, musical comedies, jazz, film, dance and drama, displayed on video monitors in one part of the exhibit. One woman hooted when she saw the music for "If I Were A Big Victrola. And You A Talking Machine." "As soon as you sang that, the song would be over," she giggled.

Underneath the replica of a Chautauqua tent — a canvas covered temple of joy and inspiration — are movies and live entertainment. First begun as an educational and religious enterprise by a Methodist minister in Chautauqua Lake, New York, tent extension education spread across the country in the first part of this century.

## Reprise Signs Jonathan Edwards

LOS ANGELES — Reprise Records has announced the signing of Jonathan Edwards, whose first album for the label, "Rockin' Chair" is being released this week. The album was produced by Brian Ahern and features Emmylou Harris and her Hot Band plus Bill Payne of Little Feat and a number of other guest artists. Edwards has recorded four previous albums and hit the top of the singles charts a few years ago with "Sunshine."

The Kennedy Center Chautauqua attempts to give the same mix of education and entertainment. This month's film is "The Bolero" produced in part by the music performers trust fund. The film features New York Philharmonic's new conductor, Zubin Mehta, directing the LA Philharmonic in Maurice Ravel's "Bolero." A slick piece of cinematic music, the film leaves the audience breathless: the visiting nuns loved it. Next month, a film produced by BMI on how musical scores are adapted for TV and movies.

Despite strong religious and moral prohibitions from Quakers and other groups in the early days of America's history, read the legend on a display of opera houses in the old West. "the country has always seemed to delight in stage entertainment." The same is true today if the expected one million visitors do in fact view the exhibit.

## Private Stock Records Signs Jose Feliciano

NEW YORK — Private Stock Records has signed guitarist/songwriter/singer Jose Feliciano to an exclusive, long-term, worldwide recording contract, commencing upon the termination of his current recording obligation.

The company is rush-releasing both the soundtrack album and a title tune single from "Aaron Loves Angela," a Columbia film in current release for which Feliciano composed, scored and produced the score in conjunction with his wife Janna Merlyn Feliciano and in which Jose appears in a cameo role in the nightclub scene. Jose received a 1975 Emmy nomination for his scoring, with Janna of the smash NBC-TV series, "Chico And The Man."



**JOSE FELICIANO TO PRIVATE STOCK** — Label president Larry Uttai (l.) welcomes artist Jose Feliciano (center), accompanied here by his wife Janna Merlyn Feliciano and his attorney (r.), Mark Turk.

## Goldberg Goes Indy

NEW YORK — Danny Goldberg has resigned as vice-president of Swan Song Records after more than two years with that organization. He will be forming his own company which will handle personal management and public relations. Goldberg will continue to manage singer-songwriter Mirabai and other clients.

Goldberg, in addition to heading Swan Song here, has also worked as head of the rock music division of Soiters and Roskin, and director of publicity for Famous Music. He is also a journalist who began with a record industry trade, and has edited Circus magazine as well as having authored articles for other publications.

continued on pg. 44



# Marilyn McCoo & Billy Davis, Jr.



Their first single for ABC is also the first song they've recorded together on their own. Released last week, it's finding immediate acceptance all over the country.

**"I Hope We Get To Love In Time"** ABC-12170

**Introducing Marilyn McCoo and Billy Davis, Jr.**

Produced by Don Davis

**On ABC Records**



**Hybrids: A Mixed Bag**

NEW YORK — While retailers, rack jobbers and independent distributors each have their own problems individually, there is no meeting for the "hybrids," the accounts involved in more than one facet of the business. Perhaps next year, it was jokingly suggested, NARM can add a hybrid meeting for the distributor/rack jobber/retailer/one stop. It would probably draw a pot of people. (Hybrid is defined in the Merriman-Webster dictionary as "one of mixed origin or composition.")

**Heilicher**

One of the more prominent examples of hybrid accounts is the J.L. Marsh/Heilicher organization, who are involved in independent distribution, retailing, one stopping, rack jobbing, with separate divisions involved in record manufacturing and pressing. As such, they are entitled to representation at the NARM retailer, rack jobber and independent distributor meetings, even though their concerns and objectives are sometimes different from those accounts involved solely in one facet of the business (the "pure retailers," etc.)

Of the country's 10 largest record selling accounts, according to information supplied by a major manufacturer, half are involved in more than one component of the business, including 4 of the top 6. All 4 are independent distributors and rack jobbers at the same time. 2 are also retailers and one stops and are also involved in manufacturing. All, except for one, are public corporations.

**Questions**

How do you classify these accounts? Are they rack jobbers? Retailers? Distributors? What do they consider themselves? What percentage of their business is done by each of their component parts? Do you sell an account that is a rack jobber and retailer strictly as a rack jobber? Do you sell him on a percentage basis, say 30% at the retail price, and 70% at the rack jobber price, if that is how his business is done.

There may not be a hybrid meeting this year or any year. But these would probably be among the questions that would come up at that type of meeting. They are certainly questions the industry, especially the sales departments of the manufacturers, would like to see answered.

**Arrest Names Apex-Martin As Distrib.**

WASHINGTON, D.C. — Arrest Records, a two year old label based in Washington, D.C. has named Apex-Martin Distributors of New Jersey as their sole distributor in the New York metropolitan area.

**Indies: 'Together' fr 7**

biggest thing, without going into particulars, is profitability, and all those eight or nine things that come under it."

Simone has noticed manufacturers and independent distributors are "working together more now than years ago. They're talking to each other more."

**Profitability**

With one word, profitability, Simone correctly summarized all of the issues facing independent distributors. Basically, under the present price structure, indie distributors find it nearly impossible to make any money by distributing records (what they are in business to do). The simple economics are that you cannot run any business on a 12% gross markup (from a \$3.01 selling price by the manufacturers, to around a \$3.35 selling price by the distributors). For this reason, and the situation has been worsening in the recent past, distributors have been going out of business and fewer new distributors have come into the marketplace, because the profits just aren't there. The distributors that are left, in many cases, are continuing their diversification into retailing, wholesaling, manufacturing or a combination of some or all.

**Both Sides**

At the same time, the indie manufacturers find themselves in a bind. They feel they cannot lower their prices which would enable their distributors to become more competitive in the marketplace against the major labels, and that becomes the other side of Simone's statement on new artists. The indie manufacturers feel they need every penny of the \$3.01 they charge, because the profit from their hits becomes the funds to invest in discovering, signing and marketing new artists. Signing new talent has been the lifeblood of the business, and this is especially true for many independents. The issue of profitability, then, will probably include a discussion of all of these issues and problems. For the indies (manufacturers and distributors both) are involved in a continual fight for their share of the overall record business marketplace.

**Cotillion Reactivated fr 7**

clude Margie Joseph, Sister Sledge, Willis Jackson, Lou Donaldson, and John Edwards, with others to be made public by Allennat a later time.

Cotillion, initiated as an affiliate label in 1969, had to its credit recording artists such as Emerson, Lake & Palmer, Danny O'Keefe, Freddie King, Brook Benton, Ronnie Hawkins, Velvet Underground, Conception Corporation and Tyrone Davis. Cotillion's gospel series included records by Myrna Summers, Alex Bradford, Marion Williams and the LP "Grace." Herbie Mann's Embryo Records (distributed by Cotillion) offered early recordings of jazz artists Ron Carter, Miroslav Vitous, Arnie Lawrence, Phil Woods, Jim Pepper, Chris Hills and Mann himself. The two "Woodstock" soundtrack LP sets are among the label's all-time best sellers.

Henry Allen, Cotillion's president, is an executive with more than three decades of experience in the business. He was voted "Record Executive of the Year" by NATRA in 1971, and received the National Youth Movement's "Youth Image Award" in 1975.

Allen joined Atlantic in 1953 after 10 years of work in various record companies, both in his native Springfield, Ohio, and in New York city. Involved in local pop and r&b promotion, he became involved in the careers of Atlantic artists such as Joe Turner, LaVern Baker, Ruth

*continued on pg. 37*

**Racks: 60% To 40% fr 7**

the floor to questions, nothing were volunteered from the audience. Kwiker responded, "If you know the rack jobbers, you're not going to have that problem. I don't have a shy audience."

**Subjects**

But there are many other subjects for the rack jobbers to discuss. One is the new MCA account and price structure, and what it will mean to them individually, and at what price they will buy. This subject will be part of the overall discussion on functional discounts, pricing, etc.

There is also the problem of the rack jobber's declining market share, and what the jobbers can do to reverse the decline. **Cash Box** revealed (March 6) two independently compiled surveys, by two different manufacturers, that showed the rack's share of the business was down to 40%, from 60% a few years ago.

Then there are the traditional problems facing the rack jobber: what to do about heavy retail competition, intensified in the past year and made more visible by sharp discounting bordering on price wars. The rack jobbers find an intolerable situation exists for them today, where their customers buy records from them, for more money than other stores advertise them for. And the rack jobber's high return rates have continued, eroding their profit margins, and the profits of the manufacturer. But high return rates are a symptom or effect; the root problem and cause is poor inventory management at some accounts, at both the retail and subdistributor levels.

**Surface**

These are just some of the problems facing the rack jobbers, and are a few of the potential areas that can or might be discussed. But they just skim the surface. If Kwiker is correct about not having a shy group, the rack jobber meeting will at least touch on these and other issues.

**Scaggs Signs With Azoff's Front Line**

NEW YORK — Irving Azoff, president of Front Line Management, has announced the signing of Columbia recording artist, Boz Scaggs, to Front Line for representation in all areas. Scaggs, a native of Texas, was one of the original members of the Steve Miller Band before forming his own group and recording a series of critically acclaimed albums, which includes "Moments," "Boz Scaggs And Band," "My Time," and "Slow Dancer." His latest Columbia LP, "Silk Degrees," was produced by Joe Wissert.

Azoff, whose roster of other clients includes the Eagles, Dan Fogelberg & Fool's Gold, Joe Walsh and Minnie Riperton, will be announcing future recording and touring plans for Boz Scaggs shortly.

**Letter To The Editor To The Editor**

Re: The 2.2 Billion Dollar Myth

It's about time somebody wrote an article for the non-professionals in our business to let them know the truth about just how big the record industry isn't, so that we can get a shot at making it what it should be.

Russ Solomon  
The Tower Group

**Traffic Is Platinum**

NEW YORK — Island Records has announced a platinum record award for "The Low Spark Of High Heeled Boys" album by Traffic, for sales of over a million units.

**Retailers: Problems fr 7**

positive bent, is how we can accomplish some growth; in other words, how we can expand the business. That's my direction."

Solomon feels the lack of growth issue to be one that affects the entire industry, and not just retailers. "We haven't had any growth in this business for five years. The mantle of growth is falling away from the rack jobbers and is going to the retailers. And it is now our opportunity to come into center stage and prove to the industry as a whole that we can make the industry grow. We can create industry growth just as the rack jobbers created industry growth back in the '60s."

**Better Shape**

The retailers, as a group, appear to face fewer current serious problems than either the racks or indie distributors. And the retailer's share of market has increased, with retail chains proliferating, and retailer store openings increasing.

By the same token, the retailer quest for consumer cash has brought the same profitability difficulty to certain retailers that it has to independent distributors. Since the overall market for record sales is pretty much stagnant, increased market for some retailers comes at the expense of decreased market share for other retailers (and some racks too). And "giveaway" retailers can be expected to come under fire for "ruining the market for everyone."

**Traditional Problems**

Retailers also have had, and will continue to have, problems that traditionally have been difficult to find solutions to. They include shrinkage, higher overhead costs, difficulties in inventory management, personnel, etc. The retailers meeting will obviously provide the forum for discussion of these problems too.

**Warner's LiPuma Spans Many Fields**

LOS ANGELES — Since joining the Warners' a&r staff last year, Tommy LiPuma has produced a number of unique artists representing the broadest possible spectrum of contemporary music, including B.W. Stevenson's Warners debut, "We Be Sailin'," the upcoming "Breezin'" by guitarist George Benson, and "The Art Of Tea," the first Reprise album by Michael Franks.

Future LiPuma projects include the second Reprise album by highly acclaimed vocalist Al Jarreau (to be co-produced with Al Schmitt) and the first album by a newly formed group composed of some of New York's finest studio musicians. In addition, LiPuma is responsible for bringing the renowned Brazilian composer-conductor Antonio Carlos Jobim back to Warners; Jobim's "Urubu" LP will be released shortly.

LiPuma came to Warner Bros. from Blue Thumb Records, a company he helped found, and where he produced best-selling albums by Dave Mason, Mark Almond and Gabor Szabo as well as Dan Hicks and His Hot Licks.

**Billy Butler To Gemigo**

CHICAGO — Billy Butler, Jerry Butler's younger brother, has been signed to a recording contract by Gemigo Records, according to Marv Stuart, president of Curtom.

Billy was co-writer with Curtis Mayfield and Jerry Butler on many of the early Jerry Butler hits, and in recent years collaborated with his brother on songs for the Butler Music catalog, handled by Chappell.

Stuart said Mayfield is looking forward to renewing the collaboration.



Do you  
Wanna Do  
A Thing?



## **BLOODSTONE'S NEW THING.**

Inspired, arranged and produced  
by Grammy winner Bert de Coteaux, and Tony Silvester.

**"DO YOU WANNA DO A THING"**

The new single  
that will make everyone wanna do a thing.

*LONDON*  
RECORDS & TAPES ©  
#1064.

 Crystal Jukebox



**Notice To Dealers And Sub-Distributors Re New Pricing**

*(Reprint Of MCA Letter)*

Recently there has been considerable dialogue about the need to clarify the different functional levels in the distribution and pricing of phonograph records and tapes. The present distribution and pricing structure evolved as a result of legally valid competitive forces and progressive changes in the functions of distribution entities.

These competitive forces and changes have created much confusion among

certain customers as to the nature and reason for various price differentials among customers performing different functions in the marketing and distribution structure.

MCA Records, Inc. wishes to eliminate such confusion and, in conjunction with its counsel, has recently reviewed its customer account framework and has determined that as of March 31, 1976,

certain modifications of MCA's pricing structure shall be put into effect. Specifically, customer accounts have been categorized according to certain characteristics and purchasing practices.

Under such categorization, **sub-distributors** will be entitled to a functional discount, as stated below, which discount artists from the separate functions that sub-distributors perform in the

market and distribution structure.

On the other hand, customers who compete at the **retail** level will be billed at a separate retail price and will only be entitled to "cost-justification" discounts to the extent that such customers evidence characteristics and purchasing practices which actually result in cost-savings to MCA.

Accordingly, MCA has established the following pricing categories:

**I. SUB-DISTRIBUTOR CUSTOMERS**

CUSTOMER TYPE	DESCRIPTION OF OPERATION	DISCOUNT PERCENT
07	Pure sub-distributor — rack/jobber — one-stop	Functional discount 6%

**II. HYBRID (SUB-DISTRIBUTOR/RETAILER) CUSTOMERS**

MCA is currently distributing to all sub-distributor customers a new "proprietary interest" questionnaire-letter to determine and update the extent, if any, to which such customers compete at the re-

tail level, either directly, or through entities in which they have an interest or ownership. To the extent that such interest or ownership allows a competitive advantage on the retail level, MCA in-

tends to bill such customers (a) at the applicable retail price (as provided herein) for the percentage of such customers' purchases which are intended for sale through the sub-distributors' own retail

entities; and (b) at the sub-distributor price for the remainder of purchases which are sub-distributed to separate (non-owned or non-affiliated) retail entities.

CUSTOMER TYPE	DESCRIPTION OF OPERATION	DISCOUNT PERCENT	PROPOSED PRICE
06	Predominantly a sub-distributor; however, some purchases are sold through retail entities in which the sub-distributor has an interest or ownership.	Predominantly a 6% functional discount; however, a percentage of billing will be at the applicable retail discount (as provided below for retail customers) corresponding to retail (owned or affiliated) sales.	Predominantly a sub-distributor price as for customer type 07; however, a percentage of billing will be at the applicable retail price (as provided below for retail customers) corresponding to the amount of sales through the sub-distributors' own retail outlets, <b>resulting in a hybrid 07/04 price.</b>
05	Predominantly a retailer; however, some purchases are sub-distributed out to separate (non-owned or non-affiliated) retail entities.	Predominantly retail "cost-justification" price; however, a percentage of billing will be at the 6% functional discount for sub-distributors corresponding to sub-distributor sales to separate retail entities.	Predominantly a retail price (as provided below for retail customers); however, a percentage of billing will be at the sub-distributor price (as provided above for 07 customers) corresponding to the amount of sales to separate (non-owned or non-affiliated) retail entities, <b>resulting in a hybrid 04/07 price.</b>

Subdistributor customers who fail accurately to verify their status will be considered ineligible for the functional subdistributor discount.

**III. RETAIL CUSTOMERS**

MCA is also distributing to all retail customers a "cost-justification" questionnaire to determine and update the extent, if any, to which such customers at the retail level evidence characteristics

and/or perform purchasing practices which actually result in cost-savings to MCA. The existence and extent of **actual cost-savings practices**, rather than the size of the account, shall control and de-

termine whether any "cost-justification" discount shall be given to a particular customer in any of the following categories.

CUSTOMER TYPE	DESCRIPTION OF OPERATION	DISCOUNT PERCENT
04	Economy-generating multiple store accounts (5 stores or more and over \$75,000 net purchases) performing their own warehousing and redistribution, in addition to the cost-savings functions specified for 03 accounts below.	(cost-justification discount) <b>5%</b>
03	Economy-generating multiple store accounts (5 stores or more and over \$75,000 net purchases) performing substantial consolidated cost-savings functions (i.e. central ordering, central billing, ordering comparatively full amounts of a lesser quantity of line items saving "pick and packing" time in warehouse, central shipment, etc., but not performing substantial warehousing and redistribution functions).	(cost-justification discount) <b>4%</b>
02	Lesser economy-generating accounts (e.g. multi-store operations with over \$25,000 net purchases; or other equivalent operations) performing substantial consolidated cost-savings functions (i.e. central ordering, central billing, ordering comparatively full amounts of a lesser quantity of line items saving "pick and packing" time in warehouse, central shipment, etc.).	(cost-justification discount) <b>3%</b>
01	Normal retail accounts — no cost-justification factors applicable	(normal retail price)

Retail customers who fail accurately to verify their cost-savings functions will be

considered ineligible for "cost-justification" discounts.

MCA will continue to update and review its customer account information to

**MCA Bombshell** *fr 7*

distributor business to outside accounts. If they have no outside subdistributor business, they could lose one or two percent, and see their price go up by a fraction of a penny up to seven cents. The spread is the same as **Cash Box** had predicted it would be in its January analysis.

**Industry Reaction**

Since the letter reflecting the new prices was received by **CB** so close to presstime, it was difficult to contact rack jobbers, retailers or other manufacturers for their comments and reaction. But David Lieberman, president of Lieberman Enterprises, commended MCA and wanted to "salute MCA because these people had the intestinal fortitude to make this move," and hoped others would follow soon.

**Cash Box** will report next week on industry reaction from all levels of the business. There is no doubt this will be a major issue and will be heatedly debated at NARM.

**Cash Box  
Will Re-Print  
The Text Of  
The MCA Letter  
In Next Issue**

insure that each account is billed at the appropriately applicable price category.



# FREDDY FENDER

## CHART BUSTER

**OUT OF CHUTE NO. 1**

A ROCK'N' COUNTRY SMASH

**"YOU'LL LOSE A  
GOOD THING"**

DOA-17607

**POP**

BILLBOARD 43\*  
CASHBOX 49\*  
RECORD WORLD 66\*

**COUNTRY**

BILLBOARD 5\*  
CASHBOX 15\*  
RECORD WORLD 7\*



THE HIT SINGLE  
FROM HIS LATEST ALBUM

*Rockin's  
Country*

DOSD-2050

abc Dot Records



# That's Right — The Hudson Brothers Are Recording Artists

by Stephen Fuchs

LOS ANGELES — There's a faster way of getting a smirk out of your neighbor in this town than by asking to borrow a cup of prunes. That is, walk down the streets of Tin Pan Alley West and tell the first person you see what a smash you think the new Hudson Brothers single has got to be. Sure, this is Hype City, but there's more to this story than meets the press release.

### Information

In fact — sorry, Rogers & Cowan — the problem of the Hudsons runs deeper than a mere flow of information. The boys suffer, according to this doctor, from an acute form of the aerospace syndrome, the same disease that keeps engineers from feeding their families since rockets aren't taking off from the Cape like they used to. The malady is called "overqualification." Coupled with a slick ability to cope with television, film, stage and recording circumstances, the condition not only creates confusion within those the patient comes in contact with, but jealousy and fear as well.

Jealousy is what I felt the first — and only — time I ever saw the Hudsons perform on a summer TV replacement series while in Las Vegas some time back. Here were three brighter than white entertainers, obviously younger than myself, singing, playing instruments and *having a good time*, damn it, right up there on the tube! Why should this bother me? Because they didn't look like they'd done any starving in order to get there. Because they looked middle class. Because they were too close to home and it bothered my ego to identify with them. Nevertheless, they had scored and far be it for me to bemoan

someone else's success. After all, I make my living writing about things like that.

The confusion factor didn't become obvious until recently, however, when a very hot recording crossed my desk as singles reviewer for **Cash Box**. It separated itself from most of the others in a subjective fashion, admittedly, but in a way I would hesitate to qualify. The only words that seem to qualify "Spinning The Wheel" as anything other than an automatic stone smash, are those found on the label copy, reading: "Hudson Brothers." And that confuses me.

"The two worlds of music and television don't match; they don't move together," ponders Bill Hudson. "You've got to take a different approach," interjects brother Brett. "You've got to do one thing at a time," concludes Mark Hudson. "One thing at a time seems to be a rough proposition when three are doing it at once," thinks the writer, "but these guys are fuel-injected, so why not?"

### 'Razzle Dazzle'

"We're musicians and we make our own records. But when we produce our own music the rock world says we're television people. They think about our Saturday morning show, 'Razzle Dazzle' and our summer show and can't believe we could be serious musicians as well." (Since the Hudsons are so tuned into one another that one picks up speech where the other leaves off, we will omit trying to identify individual quotes.)

"Like Clark Gable doing that part of an Irish leader — a total stiff. Terrible reviews. Then he went right back to his 'normal' image that everybody knew him for and whom! You can't confuse the

public; but the industry is even more narrow-minded. If they love you they're raving about you. But if they become confused..."

### Image

There's that word again. Could it have to do with a bubblegum image that programmers hold little regard for? What do the Hudsons have to say about the publicity they've been given in teen magazines?

"We don't hate it. Those kids are smarter than everybody thinks. The problem is that everybody is sophisticated. And it's pseudo-sophistication. Kids will walk across the street to see something because they aren't inhibited; their minds haven't been raped by social pressures. If they like it, they go and see it. They don't care if it's Frank Sinatra, Led Zeppelin, Elton John, David Cassidy, it doesn't matter. Your problems lie with people our own age because we're all trying to be cool. And that's putting it mildly. While your little sister may like the Hudson Brothers and your parents may like the Hudson Brothers, your 18-35 age bracket is going to reject the same things the rest of the family likes. That's the period you formulate your own ideas — not those of your mother or sister."

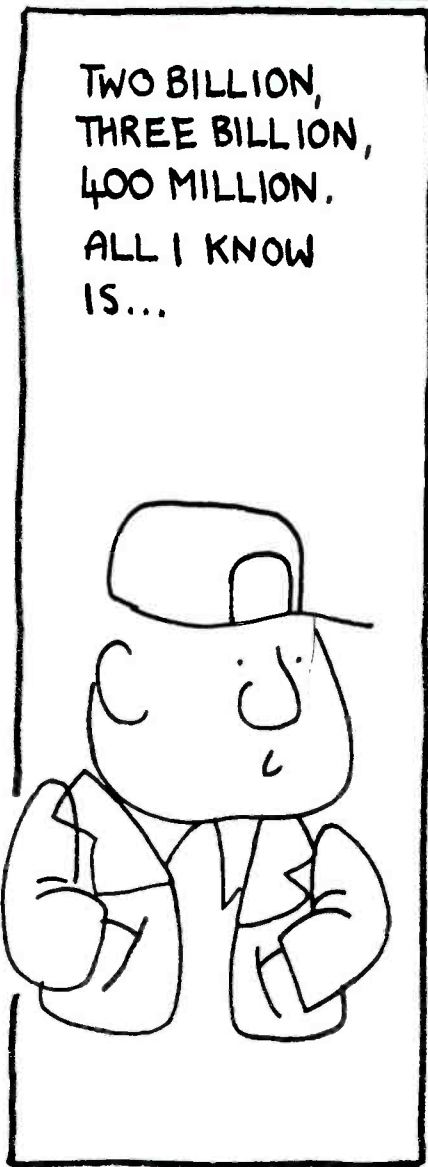
Does the same fear of independent thinking get in the way of radio programming? Apparently, although no one **CB** contacted was willing to say anything in print.

"Dennis Morgan at Rocket has done some really interesting things with our record," say the Hudsons. "He's the na-

tional promotion man. He sent a copy of 'Spinning The Wheel' to a rock programmer in San Diego. Only it was a test pressing — unidentified. The pd listened to it and called back saying it was the greatest record in the world and who is it? Dennis said 'Just play it for a couple of your jocks.' The jocks also flipped. Then Dennis told them it was the Hudson Brothers and they said 'sure ... come on.' But it's happened. You know where it happened? In Chicago. Paul McCartney came up to us and said, almost apologetically, 'we knew you worked in television and we thought you were crazy. But then our kids bought your albums and we listened to them and you're all right.' And it's kind of upsetting when you sing and play and get recognized by other musicians but can't get the credit due just because of your namesake, you know?"

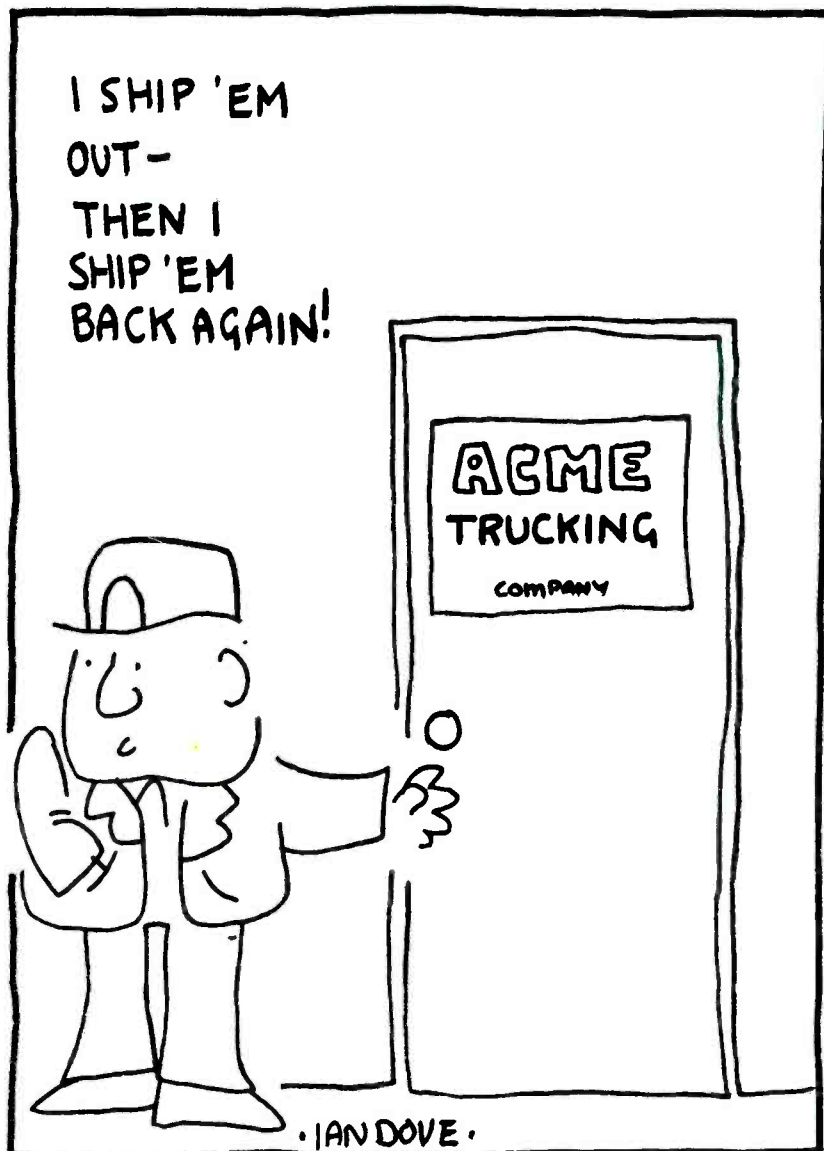
### Where It's Really At

Jealousy ... fear ... confusion. It looks like the only way around this terminal disease of overqualification may lie in a bit *more* qualification. From the powerhouse behind their label, Rocket Records. Similar to the domestic endorsement he gave to Neil Sedaka, perhaps if Elton opened some tour dates with the Hudsons — who are produced by Bernie Taupin, perhaps then the exposure would take on a bit more meaning. Once the public fully accepts them as musicians, it stands to reason that radio will follow. And who knows music better than Elton John? After all, believe it or not ... the Hudson Brothers are recording artists.



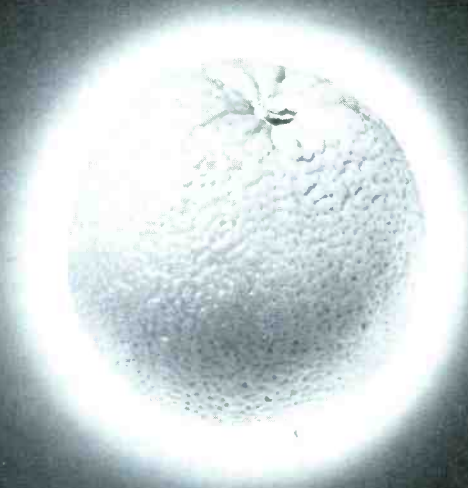
... THE RECORD BUSINESS IS IN GOOD SHAPE.

ME, PERSONALLY, I'M DOING GREAT...



•IAN DOVE•





Last month in New York  
Warner Bros. Records

**sold its Soul...**  
and we'd like to thank those  
who made it possible

# CALIFORNIA SOUL

- |                               |                               |
|-------------------------------|-------------------------------|
| <b>Ashford &amp; Simpson</b>  | <b>Al Jarreau</b>             |
| <b>George Benson</b>          | <b>Pat Martino</b>            |
| <b>Alice Coltrane</b>         | <b>David "Fathead" Newman</b> |
| <b>First Choice</b>           | <b>David Sanborn</b>          |
| <b>Graham Central Station</b> | <b>The Staple Singers</b>     |
| <b>LeRoy Hutson</b>           | <b>Miroslav Vitous</b>        |
| <b>Impressions</b>            | <b>Dionne Warwick</b>         |

# NEW YORK CITY

BEACON THEATRE FEBRUARY 26-29





**EARTH, WIND & FIRE** (Columbia 3-10309)

**Can't Hide Love** (3:28) (Alexscar/Unichappell — BMI) (S. Scarborough)

This is pulled from their number one (r&b and pop) LP "Gratitude," and it's a dynamic cut. As always, the arrangement is ultra-professional, with a healthy jazz influence. Vocals are diverse, the backing is sweet and the lead is direct and coarse. Should be another shot at the top. Flip: No info. available.

**BLOODSTONE** (London 6N-1064)

**Do You Wanna Do A Thing** (3:07) (Stone Diamond — BMI) (J. Boyce, S. Harley, R. Griffith)

Energized horn riffs kick off this tune that's destined for the top of the r&b charts. Vocals are alternately biting and soulful: "Are you gonna spend the night with me, girl." Production by Bert De Couteaux and Tony Sylvester is slick; the whole song is infused with funky hit potential. Will cross pop with ease. Flip: Disco version (4:54).

**BAD COMPANY** (Swan Song SS-70108)

**Do Right By Your Woman** (2:45) (Badco — ASCAP) (Rodgers)

Not exactly what you'd expect for a first single from "Run With The Pack," but it's a good choice. This is an acoustic number, with some twelve-string work. The harmonies are excellent, at times reminiscent of CSNY, and a low-down harmonical fill. Should be an FM smash, and would be a smart add to any AM list. Flip: No info. available.

**KISS** (Casablanca NB 854)

**Shout It Out Loud** (2:38) (Cafe Americana/Rock Steady/All By Myself — BMI) (G. Simmons, P. Stanley, B. Ezrin)

Straight ahead rock, complete with power riffs that will fry AM playlists. The vocals are clean and strong. This band relies on visual effects when they do concerts, but this single has its own built-in fireworks. Flip: No info. available.

**10cc** (Mercury 73779)

**I'm Mandy Fly Me** (4:37) (Man-Ken — BMI) (E. Stewart, G. Gouldman, K. Godley)

This first single from their "How Dare You" LP, 10cc kicks off the tune with some beautiful guitar work. "She called me through the poster, and welcomed me aboard," they sing; this should have been a commercial. The instrumentation is brilliant. Should be an FM success. Flip: No info. available.

**SEALS AND CROFTS** (Warner Bros. WBS 8190)

**Get Closer (Featuring Carolyn Willis)** (3:45) (Dawnbreaker — BMI) (Seals/Crofts)

Carolyn Willis seems to be a recent addition to the Seals and Crofts sound, and she blends in beautifully with the band's renowned harmonies, and gives this laid back rocker a funky something extra. It's a beautiful melody, well sung by all concerned, and should break in pop, FM and MOR markets. Flip: No info. available.

**BRASS CONSTRUCTION** (UA XW 775-Y)

**Movin'** (3:49) (Desert Moon Songs/Jeff-Mar — BMI) (R. Muller, W. Williamston)

This is the first single pulled from their "Brass Construction" LP, and the bad seems to be on its way. The tune is tight, with horn charts as powerful as anything Tower of Power can do. This should be a disco favorite, and pick up a hunk of r&b play too. Flip: No info. available.

**BILL WITHERS** (Columbia 3-10308)

**I Wish You Well** (3:36) (Golden Withers — BMI) (B. Withers)

Withers has always been impressive as a stylist and songwriter, and he doesn't let anybody down with this new single from his "Making Music" LP. It's a high-spirited rocker, with full horns and backing vocals. (Somebody is sure playing a mean sax in there.) Sales should be high in jazz, r&b and pop markets. Flip: No info. available.

**THE MAIN INGREDIENT** (RCA JB 10606)

**Instant Love** (2:55) (Better Half — ASCAP) (J. Hilliard, L. Ware)

This record seems layered with sound — first the bass track comes in, laying down a funky rhythm, and then the top is filled in with strings and guitar. After the first chorus the voices are added, but the beat never lets up. This should be an instant add to everybody's r&b playlist. Flip: No info. available.

**LOGGINS AND MESSINA** (Columbia 3-10311)

**Peacemaker** (2:33) (Gnossos/Portofino/Unichappell/Muhon/Salmon — BMI) (K. Loggins, J. Townsend, E. Sanford)

This duo has always come up with melodic, catchy singles and "Peacemaker" is no exception. An acoustic guitar is deceptive, sometimes, in its capabilities; on this it sets the rhythm and keeps it going. Loggins' voice is expressive. The tune deserves a shot at FM and AM playlists. Flip: No info. available.

**MARMALADE** (Ariola America P7619)

**Falling Apart At The Seams** (3:08) (Macaulay — BMI) (Macaulay)

Already getting a lot of pop play in its first week of release, this single is headed for the top! The instrumentation is designed to punch up the total effect of the song, and the chorus is a great hook. The voices are harmonized throughout, ala the Bee Gees, and the tune will hit every AM playlist. Flip: No info. available.

**ATLANTA DISCO BAND** (Ariola America P7616)

**Do What You Feel** (3:20) (DaAnn — ASCAP) (E. Young)

This is an excellent disco record. The band is tight and inventive. The backup vocals sound like they're done by at least five hundred people at once, like a football cheer, and give the song a friendly, party feeling. The band has a good track record, and this will do well on r&b radio. Flip: No info. available.

**JOHN SEBASTIAN** (Reprise RPS 1349)

**Welcome Back Kotter** (2:48) (John Sebastian — BMI) (J. Sebastian)

This is the theme song from the popular television series of the same name. It's a wistful, hook-filled tune that will hit all pop markets. The show itself will give it the push, and the record will keep the people listening. Sebastian's voice is warm and relaxed. Flip: No info. available.

**THE NATURAL FOUR** (Curton CMS 0114)

**It's The Music** (3:12) (Silent Giant/Aopa — ASCAP) (L. Hutson, S. Harris)

This is an extremely good disco and r&b record. The mix is excellent, the horns and guitars seem to jump out at you. The vocals are powerful; they seem to cut through the music tracks. The arrangement is top-notch, and provides a hook through the call-and-response nature of the vocals. A tight band, this tune should be a natural on r&b radio. Flip: Instrumental (3:16).

**MAJOR HARRIS** (Atlantic 45-3321)

**Jealousy** (3:41) (WMOT/Sacred Pen — BMI) (J. Jefferson, C. Simmons)

This title cut from the Major's new LP was released about a month ago. This new one has been remixed and the sound is much better. Harris takes this ballad and gives it a stiff injection of soul. The melody is beautiful and grooves along like Stevie Wonder's best efforts. Flip: No info. available.

**PRETTY THINGS** (Swan Song SS 70107)

**It Isn't Rock 'N' Roll** (3:17) (Sole Survivors — ASCAP) (Povey)

This might not be rock 'n' roll, but it's got a good beat, and you can dance to it. The first half is sung to the tune of a lone acoustic piano, with a sweet and soulful blues feeling. It breaks up, then, and slams right into hard rock. Good FM cut, and should get some AM play too. Flip: No info. available.

**THE CHOICE FOUR** (RCA JH 10602)

**Hey, What's That Dance You're Doing** (3:33) (Van McCoy/Warner-Tamerlane — BMI) (V. McCoy)

An insistent drum never lets go of the beat on this tune. Add that to the strong vocals, trading off lead, and you've got a great disco and r&b tune. The strings, sometimes monotonous in this kind of music, are a real bonus here. McCoy, who had "The Hustle" not so long ago, produced this one. Flip: No info. available.

**ANDREW GOLD** (Asylum E45307-A)

**Heartaches In Heartaches** (3:14) (Luckyu — BMI) (A. Gold)

Andrew Gold has gained a lot of exposure, first as the guitarist for Linda Ronstadt, and now, fronting his own band on her recent tour. The single, the second pulled from his debut LP "Andrew Gold," should do real well in all pop markets. It's an excellent tune, kind of country-rock, and well produced by Charles Plotkin. Flip: No info. available.

**MELBA MOORE** (Buddah BDA 519-N)

**This Is It** (3:07) (Van McCoy/Warner-Tamerlane — BMI) (V. McCoy)

Melba Moore has turned in a single that will make waves in the pop marketplace. It's a lively tune, with a melody that is interesting throughout. The production by Van McCoy has a disco feel and yet, there's something more, a depth of musical feeling rare in a pure disco record. Flip: No info. available.

**ROY SMITH** (Green Menu Records GM 10053-A)

**For The Love Of Her** (2:56) (United Artists/Teeger) (B. Martin, H. Jerome)

This is a hot r&b cover of an old tune. The arrangement is super and Smith can really sing. He never lets up; even in the quieter passages the energy is right on the mark. Music directors: check this one out. Flip: Goin' South (3:24).

**THE NEW VENTURES** (UA XW 784-Y)

**Moonlight Serenade** (3:22) (Robbins — ASCAP) (M. Parish, G. Miller)

The band really cooks along on this disco-flavored number. There's a lot of soloing going on — sax and guitar — in the framework of a good arrangement. Should hit the dance clubs with great impact. The vocals are like live wires: "Here comes the sunlight!" Here comes some heavy r&b play too. Flip: No info. available.

**DENNIS COFFEY** (Westbound WT 5020)

**Finger Lickin' Good** (3:18) (Bridgeport — BMI) (D. Coffey)

This record has already been picked up by a lot of r&b radio stations throughout the country. And rightly so. The musicians playing on the record put everything into it — there's a terrific wah-wah guitar and horns. Should be a disco favorite as well. Flip: No info. available.

**ARNOLD & THOMPSON** (Arista AS 0178)

**Why Don't We Live Together** (3:23) (Chappell — ASCAP) (Galdston and Thom)

This is a cover on the winning tune at the American Song Festival. Arnold and Thompson sing the tune with flair, couching their vocals in a slick, driving production by Vini Poncia. The strings are real tasty, taking the catchy melody for a break. There's extraordinary power here, the voices seem supercharged. This will be a pop hit! Flip: No info. available.

**JACKIE ROBINSON** (Ariola America P7618)

**Movin' Like A Superstar** (3:34) (U.S. Arabella — BMI) (Drion, Donder)

A low-down funky bass and fast chording guitar starts this tune off on the right track. There's a great break and the song builds well, working up tension that is a hook in itself by the end of the song. This will definitely be grabbed by r&b stations. Flip: No info. available.

**TERRY MELCHER** (RCA JA 10587)

**Fire In A Rainstorm** (3:00) (Landers and Roberts/April — ASCAP) (M. Hazlewood)

Melcher has been around and it shows. The record is well produced, has a very full sound, and the vocals are professional. This should do well in MOR markets. His work with the Beach Boys and general notoriety should stimulate some deserved interest in this tune from his "Royal Flush" LP. Flip: No info. available.

**THE HEYETTES** (London 5N-232)

**The Fonz Song** (2:25) (Adamo — ASCAP) (M. Fein)

Yep, this one's about Fonzie, the character on television's "Happy Days." It's got a fifties tinge to it, but only through the lyric; the music is generally up-to-date and well produced. With the right kind of push, this could be a hit. AM jocks will love the motorcycle sound effects. Flip: No info. available.

**MARC ALLEN TRUJILLO** (Private Stock PS 45, 072)

**(Everybody's Goin') Hollywood** (3:19) (Chappell and Co. — ASCAP) (P. Thom, P. Galdston)

This is a strong ballad written by the team that just won the American Song Festival grand prize. Trujillo sings the tune with feeling and wraps his talented voice around the plaintive lyric; everybody's going, leaving town to be a superstar out west. This should be a MOR favorite, and pop as well. Flip: No info. available.

**ROSLYN KIND** (Columbia 3-10290)

**She Loves To Hear The Music** (3:18) (New York Times/Irving/Wooinough — BMI) (P. Allen, C.B. Seger)

Roslyn Kind is back with a ballad about a secretary in a recording studio who leads a lonely life but loves to hear the music. It's a great story and Kind sings in fine voice, and really gets the story across. The arrangement is slick and pleasing to listen to. Already getting FM play, AM music directors should add this one too. Flip: No info. available.



KIND OF COUNTRY

# Lettermen



As they ever continue to grow and change, the Lettermen step into the realm of country music and interpret some of the major songs that have become country standards:

For The Good Times, Loving Her Was Easier, Today I Started Loving You Again, Country Roads, Storms Of Troubled Times, The Last Thing On My Mind, Before The Next Teardrop Falls, I Can't Help It (If I'm Still In Love With You), Kiss An Angel Good Mornin', and Leavin' With The First Light

Produced by David D. Cavanaugh and Tony Butala



Capitol

3W-11508



**pop picks**

**LIVE — Robin Trower — Chrysalis — CHR 1089 — Producer: Geoff Emerick and Robin Trower — List: 6.98**

As pronounced as Robin Trower has been in the studios, it is his live performances that showcase his true abilities as a musician. Hence "Live" allows the listener an insight to the subtleties that a musician goes through on stage. Spur of the moment progressions go hand in hand with the expected turns of Trower's songs. Trower's affinity for the FM airwaves should continue with this album. Top rock/blues forays include "Little Bit Of Sympathy," "Too Rolling Stoned" and "I Can't Wait Much Longer."



**2112 — Rush — Mercury SRM 11079 — Producer: Rush and Terry Brown — List: 6.98**

The forces of science fiction and heavymetal combine on side one of "2112" by Rush to tell a valid and melodic tale of possible things to come. Side two is more melodic metal of the same slightly ethereal strains. As always Geddy Lee's pitched vocals add a foreign cover to the proceedings while the aforementioned subtleties enhance the band's hard as nails approach. FM all the way with outside chances at AM lists. The story/song is a definite cohesive listen as are "A Passage To Bangkok" and "Tears."

**SLICK BAND — Earl Slick — Capitol ST 11493 — Producer: Harry Maslin — List: 6.98**

"Slick Band" is an effective mirror of what good rock and roll has always been. Punchy lead riffs by Slick and bluesy vocals by Jimmie Mack work well over a rock hard rhythmic ground while the economics of each cut makes for instant comprehension of an image raw but with pop underpinnings. AM shots are sure while FM outlets may also want to get their rock and roll feet wet. Top cuts include "Heaven Couldn't Find," "The Way Down" and some hot riffing in store on "Star Of The Street."



**DREAMBOAT ANNIE — Heart — Mushroom — MRS-5005 — Producer: Mike Flicker — List: 6.98**

Full-bodied pop and a blistering middle of the road blues/rock approach are the telling strengths on "Dreamboat Annie" by Heart. Both lead vocals and tight instrumental backings have found a middle ground of rock and pop and the auger works to a T on both ballads and movers. AM slots are assured while easy listening outlets might also want to try. Top cuts include "How Deep It Goes," "Magic Man," "Soul Of The Sea" and a genuine hard approach on "Crazy On You."

**THE WETTER THE BETTER — Wet Willie — Capricorn CP 0166 — Producer: Paul Hornsby — List: 6.98**

The light and dark shades of down home rock and blues gets a clear musical airing on "The Wetter The Better" by Wet Willie. Instrumentals and vocals alike benefit from a southern fried coating that serves to magnify the soul and rock based roots of the music. AM possibilities here while the straight ahead rockers could find FM homes. Top cuts include "Comic Book Hero," "Ring You Up," "Baby Fat" and an all-out rancher in the guise of "No, No, No."



**JANE III — Jane — Capitol ST 11425 — Producer: Gunter Korber — List: 6.98**

"Jane III" is a spacey mixture of a whole lot of influences that is brought into cohesiveness via a haunting wrap. The elements of rock, blues and an outer reaching of heavymetal glide evenly through a series of sculpted movements, aided and abetted by vocals that are appropriately subdued. FM adds are assured while easy listening stations can pick up a few. Top listens include "Mother, You Don't Know," "Early In The Morning" and the blue/metal power of "Comin' Again."

**BICENTENNIAL GATHERING OF THE TRIBES — Buddy Miles — Casablanca NBLP 7024 — Producer: Buddy Miles — List 6.98**

Buddy Miles' penchant for driving soul and funk continues in appreciative doses on "Bicentennial Gathering Of The Tribes." Buddy's gospel tinged vocals and instrumentals on the high side of polished combine for a constant series of movers as well as reflective moments. AM possibilities are here as well as instant soul outlet acceptance. Top listens include "I've Got To Be Me," "Won't You Be My Friend," "Where You Gonna Run To Lady" and "Grecian Lady."

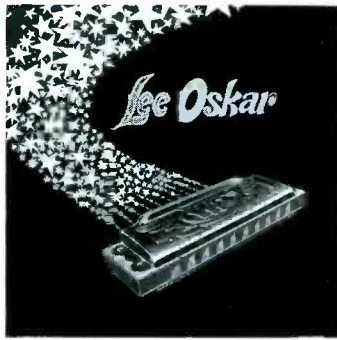


**NOBODY'S FOOLS — Slade — Warner Bros. BS 2936 — Producer: Chas Chandler — List: 6.98**

Slade's reckless abandon approach has taken a decidedly laid back stance on "Nobody's Fools." To be sure the rock is still around in abundance but, equally present, are pop subtleties and a couple of genuine mellow moments. Some AM success could be afforded a couple of cuts while some scattered FM shots are not out of the question. Top listens include "All The World Is A Stage," "Pack Up Your Troubles," "Get On Up" and a raunchy rendition of "Do The Dirty."

**ON THE ROAD — Jesse Colin Young — Warner Bros. BS 2913 — Producer: Jesse Colin Young — List: 6.98**

The image of Jesse Colin Young as just another folkie is happily laid to rest on "On The Road." Elements of blues and melodic strains of jazz and big band revolve around an almost transparent folk segment while Young's down home vocals add that all important touch of believability to each song. AM, FM and easy listening lists should do right by this album. Top listens include "Have You Seen My Baby," "Walkin' Off The Blues" and the mellower moments of "Peace Song."



**LEE OSKAR — Lee Oskar — United Artists UALA 594-G — Producer: Greg Errico and Jerry Goldstein — List: 6.98**

"Lee Oskar" is an instrumental journey through influences both familiar and exotic. With Oskar's harmonica as the music's spearhead, each passage is an unhurried, well paced movement. Blues and latin subtleties play an important part in each bit of music as the all encompassing ease of each score makes telling points. Easy listening, latin and soul stations can pick and choose. Top cuts include "The Immigrant," "Down The Nile" and the melodic quality of "The Promised Land."

**THE STORY SO FAR — Rory Gallagher — Polydor PD 6519 — List: 6.98**

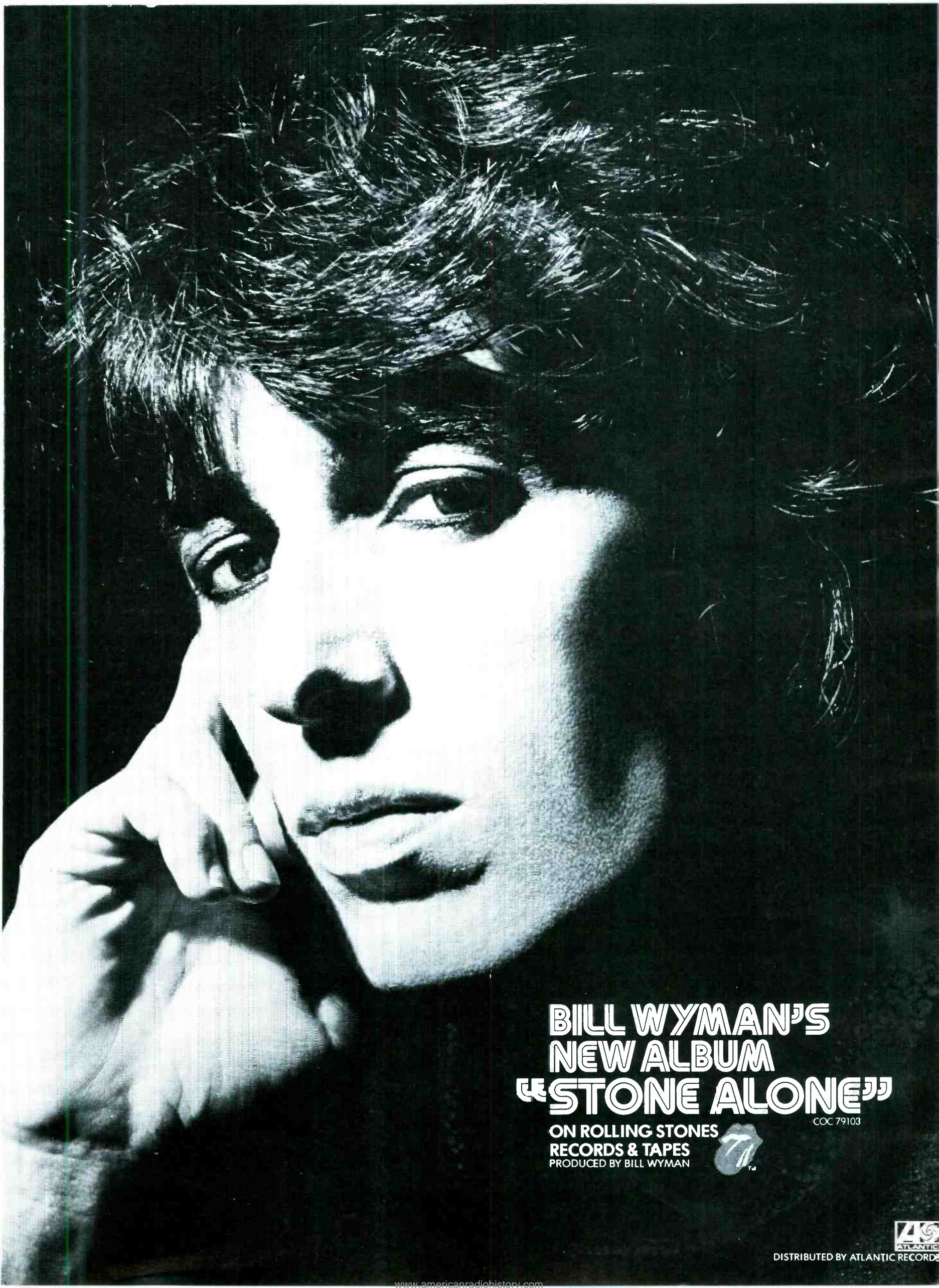
The searing guitar licks of Rory Gallagher have always stood a monument to the best of rock and blues. No frills. No punches pulled. Just gut level music. Some of Gallagher's best has been re-packaged and, needless to say, it's stood the test of time. Vocals and lead lines are appropriately tortured and in the finest tradition of the genre. FM acceptance is assured. Top listens include "Walk On Hot Coals," "Too Much Alcohol" and a lightning workout on "Cradle Rock."



**COME AS YOU ARE — Ashford And Simpson — Warner Bros. BS 2858 — Producer: Nickolas Ashford and Valerie Simpson — List: 6.98**

"Come As You Are" by Ashford and Simpson is a lyrical and instrumental journey into various musical influences. Sweet soul, the earthier elements of funk and an overall movable beat make for a diverse balance that allows for a healthy showing for each. The messages are quick and to the point. Soul stations are easy pickups while easy listening progressives should do likewise. Top cuts include "Somebody Told A Lie," "It Came To Me" and "It'll Come, It'll Come, It'll Come."





**BILL WYMAN'S  
NEW ALBUM  
"STONE ALONE"**

COC 79103

**ON ROLLING STONES  
RECORDS & TAPES**

PRODUCED BY BILL WYMAN



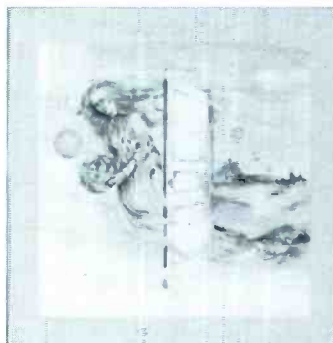
DISTRIBUTED BY ATLANTIC RECORDS



**pop picks**

**LISA HARTMAN** — Lisa Hartman — Kirshner PZ 34109 — Producer: Jeff Barry — List: 6.98

The mildly sultry, emotion filled vocals of Lisa Hartman are an instant hook on this album as effective lyrical delivery makes the most of ballads and subtle pop numbers. Ms. Hartman's singing carries with it an overall ease that, when combined with specific instrumentals, makes for an entertaining light listen. AM possibilities as well as easy listening and a couple of country shots. Top listens include "Somebody Been Lovin' Her," "So Glad I Found You" and "Room Without A Door."

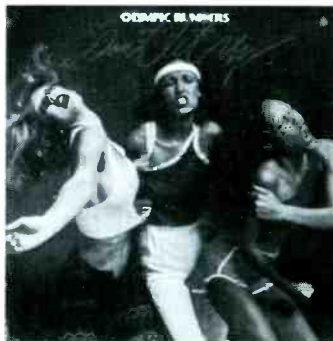


**VOYAGE OF THE ACOLYTE** — Steve Hackett — Chrysalis CHR 1112 — Producers: Steve Hackett and John Acock — List: 6.98

"Voyage Of The Acolyte" by Steve Hackett is what happens when diverse musical elements collide and augur well. Riffs of futuristic jazz and keyboard runs harkening back to a medieval setting form an instrumental panorama of passages that wax subtle and aggressive as the musical moment suggests. FM outlets are assured while progressive classical stations will find certain cuts a welcome addition. Top listens include "Ace Of Wands," "Shadow Of The Hierophant," and "A Tower Struck Down."

**RECYCLED** — Nektar — Passport PPS 9811 — Producers: Peter Hauke/Nektar — List: 6.98

"Recycled" by Nektar is a classical/rock tour de force. Elements of many musical influences swirl in a constantly moving and creative mass while flickering vocals add exotic flavor and dimension to the band's outpourings. There's some subtle asides to Yes and ELP but the band's musical identity is strictly its own. FM and progressive stations are sure to add. Top listens include "Cybernetic Consumption," "It's All Over" and the crisp instrumental bridges of "Automation Horrorscope."



**DON'T LET UP** — Olympic Runners — London PS 668 — Producer: Mike Vernon — List: 6.98

Soul and funk at its finest abound on "Don't Let Up" by The Olympic Runners. A tight rhythm base anchors some crisp guitar licks while the traditional elements of r&b and soul make for the logical balance. A decidedly pop aura hangs over the proceedings and adds more than the expected interest factor to each cut. Soul, r&b and pop stations should get down on this up disk. Top listens include "Party Time Is Here To Stay," "Back On The Track" and "Out Of The Ground."

**RADIO RADIALS** — Greezy Wheels — London PS 667 — Producers: Peter Hay and Garrison Leykam — List: 6.98

"Radio Radials" by Greezy Wheels is an ode to country music's bare roots ability to mix effectively with other influences. Elements of purest swing and mountain music move around blues and ballad forces in an engaging and simplistic manner as both vocals and instrumentals effortlessly carry the weight. Easy listening, country and possible FM shots here. Top cuts include "Can't Get Her Off My Chest," "Dirty Old Man" and "Billy The Kid Next Door."

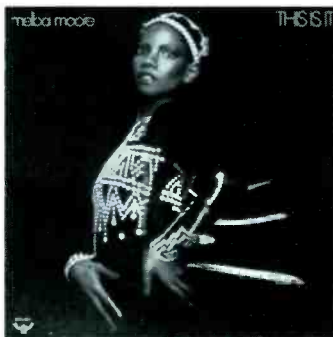


**ROCKIN' CHAIR** — Jonathan Edwards — Warner Bros. MS 2238 — Producer: Brian Ahern — List: 6.98

The elements of country, folk and a mellow underpinning of blues combine for an easy musical listen on "Rockin' Chair" by Jonathan Edwards. Edwards' plaintive vocal tones are the perfect vehicle for lyrical messages comprehensive while not overbearing. Instrumentals remain economic while providing a solid backbone. Easy listening and country items abound on this disk and radio outlets should act accordingly. Top cuts include "Hearts Overflowing" and "Song For The Life."

**BOOGA BILLY** — Gary Hill/Capitol ST 11506 — Producer: Ken Mansfield — List: 6.98

Gary Hill's always had an uncanny ability to combine hill and country music with other semi-related influences and make the combination work. "Booga Billy" is a continuation of that process as some really down home greasy blues make the country rounds. Vocals are appropriately back room while instrumentals carry the perfect blend of country and blues. Country stations are a cinch while pop chances also loom large. Top listens include "Midnight Train To Boston," "Mona" and "Full Moon Makes Me Crazy."

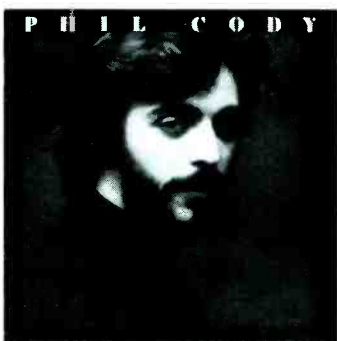


**THIS IS IT** — Melba Moore — Buddah BDS 5657 — Producer: Van McCoy — List: 6.98

It's a mixture of soul and disco influences that combine for an even musical flow on "This Is It" by Melba Moore. Ms. Moore's clear, pop-tainted voice adds the obvious balance to the looseness of instrumentals and, in the finest soul sense, delivers straight-ahead renditions throughout. Soul and disco outlets will jump on this record. Top listens include "Make Me Believe In You," "Blood Red Roses," "Lean On Me" and the moving experience of "This Is It."

**PHIL CODY** — Phil Cody — Warner Bros. MS 2232 — Producer: Brooks Arthur — List: 6.98

The debut album by Phil Cody is a free flowing exercise in the meeting of vocal and instrumental simplicity. Cody's direct lyrics and natural vocal delivery are to the point and, as a result, make uptempo and reflective ballad numbers always attractive and entertaining in a finely sculpted way. Sure easy listening outlets while AM lists stand an outside chance. Top listens include "The Rise And Fall Of Practically Everybody," "The Adventures Of A Boy-Child Wonder" and "Tears Behind A Smile."



**FARTHER ON** — Bo Donaldson And The Heywoods — Capitol ST 11501 — Producers: Mike Chapman and Nicky Chinn — List: 6.98

Bo Donaldson And The Heywoods, on "Farther On," have opted for a polished and more mature approach to pop. Vocals on the more uptempo cuts are grittier for that believable feel while instrumentals on all songs have taken on a new-found depth and body. Easy AM action across the board. Top listens include "Bit Off More Than I Could Chew," "You Never Can Tell," "This Is Your Captain Calling" and the parting aside to Sweet on "Teenage Rampage."

**LADY BUMP** — Penny McLean — Atco SD 36130 — Producer: Michael Kunze — List: 6.98

Orchestrated disco with added accent on lead vocals makes strong listening points on "Lady Bump" by Penny McLean. McLean's singing, with a most subtle aside to country, turns each song into a full bodied entity that works skillfully in a moderate pop vein. Instrumental backings are effectively sparse and to the point. Pop and disco possibilities here. Top listens include "The Wizard Bump," "Smoke Gets In Your Eyes" and a moving version of "The A-B-C Of Love."



**AIN'T IT GOOD TO HAVE IT ALL** — Jim And Ginger — ABC ABCD 938 — Producers: Jim Hendricks and Ginger Greco — List: 6.98

Some good easy listening, a touch of the blues and a slice of laidback country. All are present in abundance on "Ain't It Good To Have It All" by Jim and Ginger. Crisp instrumentals and distinctive harmonies share in a near perfect musical balance. Easy listening, country and an outside shot at pop for this disk. Top listens include "The World Falls Into Dream," "Ain't It Good To Have It All," and the free flowing nature of "I'll Never Get Enough Of You."



# WNCI – Specific Demographic Programming + Phone Research = Ratings Success

by J. B. Carmicle

LOS ANGELES — Broadcasting to a specific demographic group is certainly not new, but demographic oriented programming as a result of fervent research is something becoming more and more prevalent in stations of all size markets. Last week in this column **Cash Box** dealt with KOMF, a San Jose, California FM progressive outlet and that station's retail record outlet research as an input to programming the station. This week, **Cash Box** explores a different type of research done by a different type of station.

## Improved Format

WNCI, Columbus, Ohio, is an FM rocker and last fall the station introduced a significantly improved format that was designed to appeal to the young adults and teens in the Columbus market. Very simply, the WNCI music philosophy is to play only the music the young adults and teens in the Columbus market want to hear, and in order to determine what that target audience wants to hear, about 7000 individuals are surveyed each week by the station.

"We have several different ways of going about this," E. Karl, program director said when questioned by **CB**. "We do get a sample of about 7000 people a week. Rather than just taking requests, we do much more research than that. We always ask for more than just a song title when we make our outgoing calls or receive incoming calls via the request lines.

## Request Research

"We check sex first. The age is also very important. If the request is something like "Sara Smile," by Hall & Oates, we'll ask the person calling if that is their favorite song. If they say yes, we'll ask for their second favorite record and then possibly go on to what the last album or single they bought was. That's basically how the request line calls work."

As far as the outgoing calls Kari spoke about the time and man hours allotted for this venture. "Well, I do it when I have time and our continuity director does it when he has time... we like to see if our reports are continually accurate... if the correlation matches up between what listeners say and what happens at the actual record outlets.

"The 7000 figure actually counts not only the people we call, but the people who call in on request lines. We get a good percentage of cooperation on our calls out. We do it somewhat like the Hooper rating service does it. But we're generally much more specific, not necessarily in demographic oriented questions of the listener, but the buying habits of individuals. It's important for us to get a feel on what people are really buying."

Kari continued, "In this independent record survey we'll usually make a call and ask the person who answers to think about their top five all-time favorite songs. You're never gonna get five songs, maybe only two, but usually those two are realistic and represent the true favorites of the person you are talking to. Usually we ask this question first, then tell them we're going to come back in the conversation and ask them to answer it later. It gives them a chance to think while we're talking and it allows us a little bit of time to recover more of the information we wanted in the first place.

"The second question is usually geared toward what age group they are and then what station they listen to the

most. We might ask what the last record bought was, then onto a question like do you buy albums or single product the most. They'll generally say they purchase albums the most, by the way. And from this survey and phone calls we also find that most people don't buy records at all. That's not surprising but from the people we talk to who do buy records, we get an estimate of what they do buy and the frequency with which they buy.

## Older Demos

"One reason we initiated the incoming phone calls is that about 90 percent of all requests come from teens and kids. But we didn't want to eliminate the older demo group so we began taking requests in housewife time. In fact we have request lines open between 11 a.m. and 4 p.m. while the kids are still in school and get a different consensus from housewives on the same questions the

continued on pg. 35



**OSKAR SOLOS** — Everybody was all ears as United Artists Records and Far Out Productions debuted Lee Oskar's solo album at New York's Electric Lady Studios recently. Oskar's debut UA album marks the first solo album ever done by any member of UA pop-soul powerhouse War. Shown smiling for the ever-present camera are (from left) Larry Friedman, United Artists east coast publicity coordinator; Joe Guarisco, WKTU air personality; Lee and Keri Oskar; UA's Gene Armond; Bob Marone, music director, WRNW; Wanda Ramos, program director, WBLS; UA promotion's Stu Sank; and Steve Epstein of Far Out.

## Station Breaks

**Broad Street Communications Corporation** announces an agreement in principle, pending FCC and respective Board approval, to purchase **WSAI-AM** and **WSAI-FM**, Cincinnati.

**Linda Rann**, public relations director at **WRAS**, Atlanta leaves station and joins staff at **WFOX**, Gainesville, Georgia.

**Jerry Lubin** in as temporary p.d. at **WWWW**, Detroit, replacing **Paul Christy**, who leaves the station.

Guests this week on **Earth News** include **Charles Schultz** who discusses his comic strip, **Peanuts**, **Jim Backus**, voice of **Mr. Magoo**, and rock group **Nazareth**.

**WMAQ**, Chicago wins one of the most coveted awards in broadcasting, the Ohio State Awards for reporter **Richard Rieman's** ten-part series of broadcasts on milk-dating and milk-selling practices in Chicago.

**Rose Patti** leaves **WELW**, Willoughby, Ohio to join **WIXY**, Cleveland as account executive.

**KIAK-AM**, Fairbanks, Alaska, becomes the first automated station in that city, with the switch from live country to **Drake-Chenault's** Great American Country.

**Susan E. Bice** appointed to executive assistant to **Drake-Chenault Enterprises** and reports directly to **Art Astor**, executive vice-president and general manager of the firm.

**Dom Fioravanti** named vice-president and general manager of **WMMR-FM**, Philadelphia Metromedia progressive outlet.

**Don Ogilvie** returns to **WELI**, New Haven, Connecticut as commentator on the station's "Point Of View" show.

**WCVF**, Fredonia, New York college outlet sponsors **Beatles** spectacular first weekend in April. Plans are for a Beatles beer blast, movies, and 24 solid hours of Beatle music on the station.

**Bob Test** in as new morning personality at **KRBC**, Abilene, Texas. Test comes from **KFJZ**, Ft. Worth.

**Mary Pendleton**, md at **KSPC**, Claremont, California college outlet in as **Intercollegiate Broadcasting System's** Los Angeles regional director. Ms. Pendleton will work with **Tom Holser**, **KSCR**, USC, and **Scott Marcus**, **KLA**, UCLA on a western states regional conference for all college radio stations this coming fall.

j.b. carmicle

## New FM Action LPs

*New FM Action LPs is compiled exclusively from radio activity and is not based on sales. The LPs listed below are new releases currently receiving the most airplay and are compiled from music and program directors at key FM stations around the country. This chart reflects new additions, request reaction and predictions of hit potential.*

1. Kingfish — Round
2. Lifeline — Pablo Cruise — A&M
3. Robin Trower Live — Chrysalis
4. Silk Degrees — Boz Scaggs — Columbia
5. Fearless — Hoyt Axton — A&M
6. Locked In — Wishbone Ash — Atlantic
7. Open Your Eyes You Can Fly — Flora Purim — Milestone
8. A Trick Of The Tail — Genesis — Atco
9. Any Road Up — Steve Gibbons Band — MCA
10. Aurora — Jean-Luc Ponty — Atlantic
11. Wetter The Better — Wet Willie — Capricorn
12. Art Of Tea — Michael Franks — WB
13. Sweet Harmony — Maria Muldaur — WB
14. Starcastle — Epic
15. Voyage Of The Acolyte — Steve Hackett — Chrysalis
16. Live — Poco — Epic
17. On the Line — Jesse Colin Young — Reprise
18. KGB — MCA
19. Sound In Your Mind — Willie Nelson — Columbia
20. At The Sound Of The Bell — Pavlov's Dog — Columbia
21. Captured Live — Johnny Winter — Blue Sky



**SENTIMENTAL O'CONNOR** — Carroll O'Connor is pictured with KFI, Los Angeles personalities Hudson and Landry and station pd, Rudy Maugeri. O'Connor was at KFI to preview his new Audio Fidelity LP for the staff and for some on-air comments to listeners. Pictured (l to r) are Maugeri, Bob Hudson, O'Connor and Ron Landry.



# CASHBOX RADIO ACTIVE

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks.

TITLE	ARTIST	LABEL	% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
1.	Disco Lady	— Johnnie Taylor — Col.	27%	89%
2.	Fooled Around	— Elvin Bishop — Capricorn	25%	57%
3.	Boogie Fever	— Sylvers — Capitol	17%	40%
4.	Living For The Weekend	— O'Jays — Phila. Int'l.	17%	44%
5.	Tryin' To Get The Feeling	— Barry Manilow — Arista	14%	20%
6.	Sweet Love	— Commodores — Motown	12%	59%
7.	Action	— The Sweet — Capitol	9%	73%
8.	Strange Magic	— ELO — U.A.	9%	26%
9.	Let Your Love Flow	— Bellamy Brothers — W.B.	9%	85%
10.	Show Me The Way	— Peter Frampton	9%	52%
11.	Young Blood	— Bad Company — Swan Song	9%	14%
12.	Deep Purple	— Donny & Marie Osmond	8%	56%
13.	Love Fire	— Jigsaw — Chelsea	8%	21%
14.	Lorelei	— Styx — A&M	8%	37%
15.	Looking For Space	— John Denver — RCA	8%	31%
16.	Shannon	— Henry Gross — Lifesong	8%	36%
17.	Get Up And Boogie	— Silver Convention — Midland	5%	10%
18.	Hit The Road Jack	— Stampeders — Quality	5%	11%
19.	Bohemian Rhapsody	— Queen — Elektra	5%	66%
20.	More, More, More	— Andrea True Connection — Buddah	5%	11%

## SHERLOCK HOLMES HAS NATURAL GAS.

## vital statistics

## looking ahead

**#72**  
**Get Up And Boogie**  
**Silver Convention — Midland Int'l.**  
 10571  
 1650 Broadway, New York, NY  
 PUB: Midsong — ASCAP  
 PROD: Michael Kunze  
 WRITERS: S. Levay, S. Prager

**#74**  
**Queen Of Clubs (3:01)**  
**KC And The Sunshine Band — TK 1005**  
 495 S.E. 10th Court, Hialeah, Fla.  
 PUB: Sherlyn — BMI  
 PROD: Richard Finch  
 WRITERS: H.W. Casey, W. Clarke

**#80**  
**There Won't Be No Country Music (3:50)**  
**C.W. McCall — Polydor PD 14310**  
 810 7th Ave., New York, NY  
 PUB: American Gramophone — SESAC  
 PROD: Don Sears & Chip Davis  
 WRITERS: C.W. McCall, Bill Fries, Chip Davis

**#82**  
**I Thought It Took A Little Time (3:18)**  
**Diana Ross — Motown M1387F**  
 6464 Sunset Blvd., Hollywood, Ca.  
 PUB: Jobete — ASCAP  
 PROD: Michael Masser  
 WRITERS: M. Masser, Pam Sawyer  
 FLIP: After You

**#83**  
**More, More, More**  
**Andrea True Connection — Buddah 515**  
 810 7th Avenue, New York, NY  
 PUB: Gee Diamond — BMI  
 PROD: Gregg Diamond  
 WRITER: G. Diamond

**#88Ophelia (3:29)**  
**The Band — Capitol P4230**  
 1750 N. Vine St., Hollywood, Ca.  
 PUB: Medicine Hat — ASCAP  
 PROD: The Band  
 WRITER: J.R. Robertson  
 FLIP: Hobo Jungle

**#93**  
**Heavy Love (3:14)**  
**David Ruffin — Motown M1388F**  
 6464 Sunset Blvd., Hollywood, Ca.  
 PUB: Interior/Van McCoy/Warner-Tamerlane — BMI  
 PROD: Van McCoy  
 WRITERS: Van McCoy, L. Cobb  
 FLIP: Love Can Be Hazardous

**#94**  
**Let's Make A Baby (3:40)**  
**Billy Paul — Phila. Int'l ZS 8-3584**  
 51 W. 52nd St., New York, NY  
 PUB: Mighty Three — BMI  
 PROD: Gamble & Huff  
 WRITERS: Gamble & Huff

**#96**  
**Movin' (3:49)**  
**Brass Construction — UA XW775-Y**  
 6920 Sunset Blvd., Los Angeles, Ca.  
 PUB: Desert Moon/Jeff Mar — BMI  
 PROD: Jeff Lane  
 WRITERS: R. Muller, W. Williamson

**#99**  
**Mighty High (3:35)**  
**Mighty Clouds Of Joy — ABC 12164**  
 8255 Beverly Blvd., Los Angeles, Ca.  
 PUB: ABC/Da Ann — ASCAP  
 PROD: Dave Crawford  
 WRITERS: D. Crawford, R. Downing

**#100**  
**Train Called Freedom**  
**South Shore Commission — Wand 11294**  
 254 W. 54th St., New York, NY  
 PUB: Mighty Three — BMI  
 PROD: Bunny Sigler  
 WRITERS: B. Sigler, R. Tyson

**101 LOVE LIFTED ME**  
 (John Benson — ASCAP)  
 Kenny Rodgers (UA XW 746)

**102 BROKEN LADY**  
 (First Generation — BMI)  
 Larry Gatlin (Monument 8-8680)

**103 TAKE THE MONEY AND RUN**  
 (Thin Ice — ASCAP)  
 David Crosby/Graham Nash (ABC 12165)

**104 IF LOVE MUST GO**  
 (Irving — BMI)  
 Dobie Gray (Capricorn 249)

**105 DAYLIGHT**  
 (Unart./Bobby Womack — BMI)  
 Bobby Womack (UA XW 763Y)

**106 WOW**  
 (Burlington — ASCAP)  
 Andrea Gagnon (London 5N230)

**107 I'M SO LONESOME I COULD CRY**  
 (Rose — BMI)  
 Terry Bradshaw (Mercury 73760)

**108 I'VE GOT A FEELIN'**  
 (Irving — BMI)  
 Al Wilson (Playboy P6062)

**109 HEY BABY**  
 (Magician — ASCAP)  
 Ted Nugent (Epic 8-50197)

**110 FROM US TO YOU**  
 (Ganga — BMI)  
 Stairsteps (Dark Horse 1005)

**111 STRANGERS IN THE NIGHT**  
 (Champion/Screen Gems-Col. — BMI)  
 Bette Midler (Atlantic 3319)

**112 HOW CAN I BE A WITNESS**  
 (East Memphis — BMI)  
 R.B. Hudman (Atlantic 3318)

**113 TITLES**  
 (MCPS)  
 Barclay James Harvest (Polydor PD 15188)

**114 HUSTLE ON UP (DO THE BUMP)**  
 (Dandelion — BMI)  
 Hidden Strength (UA XW 733Y)

**115 I'M MANDY FLY ME**  
 (Man-Ken — BMI)  
 10cc (Mercury 73779)

**116 WORDS (ARE IMPOSSIBLE)**  
 (ATV — BMI)  
 Donny Gerrard, Greedy G101AS)

**117 SWAY**  
 (Peer Int'l. — BMI)  
 Bobby Rydell (PIP PDJ 6515)

**118 IT'S BEEN A LONG TIME**  
 (Dadona/Sugar Tree — BMI)  
 Stuff N' Ramjet (Chelsea CH 3036)

**119 HOLDING ON**  
 (Landers-Roberts — ASCAP)  
 The Road Apples (Polydor PD 14307)

**120 HOPE WE GET TO LOVE IN TIME**  
 (Groovesville Music — BMI)  
 Marilyn McCoo/Billy Davis (ABC 12170)



## WABC — NEW YORK

Disco Lady — Johnnie Taylor — Columbia  
Golden Years — David Bowie — RCA  
5 To 1 — Lonely Night — Captain & Tennille  
15 To 6 — Sweet Thing — Rufus

## WBLI — LONG ISLAND

Show Me The Way — Peter Frampton — A&M  
Come On Over — Olivia Newton-John — MCA  
Tryin' To Get The Feeling — Barry Manilow — Arista  
5 To 1 — December 63 — Four Seasons

## WPIX — NEW YORK

Mighty High — Mighty Clouds of Joy — ABC  
Disco Lady — Johnnie Taylor — Columbia  
Living For The Weekend — O'Jays — Phila. Int'l.  
Sweet Love — Commodores — Motown  
26 To 12 — Get Up And Boogie — Silver Convention  
10 To 5 — Tangerine — Sal Soul Orchestra

## WIBG — PHILADELPHIA

Disco Lady — Johnnie Taylor — Col  
That's Where The Happy People Go — Tramps — Atlantic  
Get Up And Boogie — Silver Convention — Midland  
Movin' — Brass Construction — UA  
More — Carol Williams — Sal Soul  
15 To 10 — Sweet Love — Commodores  
20 To 14 — Living For The City — O'Jays  
25 To 20 — Shannon — Henry Gross  
Extra To 27 — Sara Smile — Hall & Oates  
Extra To 30 — Strange Magic — ELO

## WFIL — PHILADELPHIA

Tryin' To Get The Feeling — Barry Manilow — Arista  
Disco Lady — Johnnie Taylor — Columbia  
**WRKO — BOSTON**  
Hurt — Elvis Presley — RCA  
Disco Lady — Johnnie Taylor — Col  
Fooled Around — Elvin Bishop — Capricorn  
28 To 16 — Show Me The Way — Peter Frampton  
23 To 13 — Shannon — Henry Gross  
20 To 9 — Right Back Where We Started From — Maxine Nightingale

## WRCR — HARTFORD

Fanny — Bee Gees — RSO  
Just You And I — Melissa Manchester — Arista  
15 To 5 — December 63 — Four Seasons  
18 To 11 — Take It To The Limit — Eagles  
21 To 4 — I Do — Abba  
**WPGC — WASHINGTON**  
Ohly 16 — Dr Hook — WB  
Action — Sweet — Capitol  
21 To 10 — Bohemian Rhapsody — Queen  
12 To 6 — Disco Lady — Johnnie Taylor  
**WCAO — BALTIMORE**  
Mozambique — Bob Dylan — Columbia  
Happy Music — Blackbyrds — Fantasy  
Young Blood — Bad Company — Swan Song  
Extra To 17 — Bohemian Rhapsody — Queen  
Extra To 25 — Disco Lady — Johnnie Taylor  
Extra To 28 — Show Me The Way — Peter Frampton  
**WPEZ — PITTSBURGH**  
Disco Lady — Johnnie Taylor — Columbia  
Lonely Night — Captain & Tennille — A&M  
25 To 19 — I Do — Abba  
11 To 7 — Sara Smile — Hall & Oates  
**13Q — PITTSBURGH**  
Lonely Night — Captain & Tennille — A&M  
Sweet Thing — Rufus — ABC  
Right Back — Maxine Nightingale — UA  
10 To 2 — December 63 — Four Seasons  
19 To 13 — I Do — Abba  
**Y100 — MIAMI**  
Sweet Thing — Rufus — ABC  
13 To 1 — Disco Lady — Johnnie Taylor  
14 To 8 — Dream On — Aerosmith  
23 To 13 — December 63 — Four Seasons  
**WQAM — MIAMI**  
Let Your Love Flow — Bellamy Brothers — WB  
Boogie Fever — Sylvers — Capitol  
**WQXI — ATLANTA**  
Action — Sweet — Capitol  
Boogie Fever — Sylvers — Capitol  
Sweet Love — Commodores — Motown  
11 To 2 — December 63 — Four Seasons  
12 To 7 — Fanny — Bee Gees  
20 To 13 — Disco Lady — Johnnie Taylor  
25 To 17 — Fooled Around — Elvin Bishop  
Ex To 21 — Let Your Love Flow — Bellamy Brothers  
Ex To 24 — Show Me The Way — Peter Frampton  
**WBQQ — AUGUSTA**  
Shannon — Henry Gross — Lifesong  
More More More — Andrea True — Buddah  
Tryin' To Get The Feeling — Barry Manilow — Arista  
Living For The Weekend — O'Jays — Phila. Int'l.  
Young Blood — Bad Company — Swan Song  
**WPRO — PROVIDENCE**  
Fooled Around — Elvin Bishop — Capricorn  
Living For The Weekend — O'Jays — Phila. Int'l.  
Disco Lady — Johnnie Taylor — Columbia  
Looking For Space — John Denver — RCA  
Venus — Frankie Avalon — DeLite  
Just You And I — Melissa Manchester — Arista  
The Call — Anne Murray — Capitol  
Tangerine — Sal Soul — Sal Soul Records  
**WBBF — ROCHESTER**  
Love Fire — Jigsaw — Chelsea  
Lonely Night — Captain & Tennille — A&M  
Strange Magic — ELO — UA  
Deep Purple — Donny & Marie Osmond — MGM  
11 To 6 — Right Back — Maxine Nightingale  
17 To 11 — Bohemian Rhapsody — Queen  
30 To 23 — Show Me The Way — Peter Frampton  
**WAPE — JACKSONVILLE**  
Sweet Love — Commodores — Motown  
Boogie Fever — Sylvers — Capitol  
There Won't Be No Country Music — C.W. McCall — Polydor  
12 To 2 — December 63 — Four Seasons  
15 To 6 — Disco Lady — Johnnie Taylor  
16 To 8 — Good Hearted Woman — Waylon & Willie  
20 To 10 — Let Your Love Flow — Bellamy Brothers  
24 To 17 — There's A Kind Of Hush — Carpenters  
28 To 19 — Show Me The Way — Peter Frampton  
**WIRL — PEORIA**  
Disco Lady — Johnnie Taylor — Columbia  
Show Me The Way — Peter Frampton — A&M  
24 To 18 — Right Back Where — Maxine Nightingale

## WLS — CHICAGO

Bohemian Rhapsody — Queen — Elektra  
24 To 14 — Slow Ride — Foghat

## WCFL — CHICAGO

Fooled Around — Elvin Bishop — Capricorn

## KSLQ — ST. LOUIS

Boogie Fever — Sylvers — Capitol  
Fooled Around — Elvin Bishop — Capricorn  
16 To 11 — December 63 — Four Seasons

## KXOK — ST. LOUIS

Sweet Love — Commodores — Motown  
Looking For Space — John Denver — RCA  
Deep Purple — The Osmonds — MGM  
14 To 8 — Disco Lady — Johnnie Taylor  
24 To 12 — Dream On — Aerosmith

## CKLW — DETROIT

Fooled Around — Elvin Bishop — Capricorn  
25 To 11 — Sara Smile — Hall & Oates  
Extra To 17 — Happy Music — Blackbyrds  
26 To 20 — Never Let Him Go — Susan Jacks

## WDRQ — DETROIT

Happy Music — Blackbyrds — Fantasy  
Living For The Weekend — O'Jays — Phila. Int'l.  
Boogie Fever — Sylvers — Capitol  
18 To 14 — Sara Smile — Hall & Oates  
17 To 12 — Sweet Thing — Rufus  
14 To 7 — Sweet Love — Commodores

## WDGY — MINNESOTA

Money Honey — Bay City Rollers — Arista  
Disco Lady — Johnnie Taylor — Columbia  
Deep Purple — Donny & Marie Osmond — MGM  
Slow Ride — Foghat — Bearsville  
Looking For Space — John Denver — RCA

## U-100 — MINNESOTA

Lorelei — Styx — A&M  
Trying To Get The Feeling — Barry Manilow — Arista  
Double Trouble — Lynyrd Skynyrd — MCA  
Young Blood — Bad Co. — Swan Song  
Love Fire — Jigsaw — Chelsea  
Sara Smile — Hall & Oates — RCA  
Ex To 23 — Mozambique — Bob Dylan  
Ex To 24 — I'm Mandy — 10cc  
Ex To 25 — Show Me The Way — Peter Frampton

## KILT — HOUSTON

Boogie Fever — Sylvers — Capitol  
Looking For Space — John Denver — RCA  
21 To 10 — Bohemian Rhapsody — Queen  
30 To 20 — Right Back Where We Started From — Maxine Nightingale  
36 To 24 — Love Is The Drug — Roxy Music  
37 To 27 — You'll Lose A Good Thing — Freddy Fender  
40 To 31 — Let Your Love Flow — Bellamy Brothers

## WHBQ — MEMPHIS

Boogie Fever — Sylvers — Capitol  
Hit The Road Jack — Stampeders — Quality  
Sweet Love — Commodores — Motown  
19 To 11 — Only 16 — Dr Hook  
20 To 12 — Let Your Love Flow — Bellamy Bros.  
25 To 19 — Union Man — Cate Bros.  
15 To 5 — Disco Lady — Johnnie Taylor

## KLIF — DALLAS

You'll Love A Good Thing — Freddy Fender — ABC  
Let Your Love Flow — Bellamy Brothers — WB  
Tangerine — Sal Soul — Sal Soul  
Shannon — Henry Gross — Lifesong  
8 To 3 — Disco Lady — Johnnie Taylor  
18 To 12 — Without Your Love — Charlie Ross  
20 To 13 — There's A Kind Of A Hush — Carpenters  
21 To 16 — Cupid — Tony Orlando & Dawn  
24 To 17 — Only Love Is Real — Carole King

## WLAC — NASHVILLE

Living For The Weekend — O'Jays — Phila. Int'l.  
Let Your Love Flow — Bellamy Brothers — WB  
15 To 10 — Fooled Around — Elvin Bishop  
Ex To 22 — Disco Lady — Johnnie Taylor  
Ex To 26 — Show Me The Way — Peter Frampton

## WMAK — NASHVILLE

Living For The Weekend — O'Jays — Phila. Int'l.  
Disco Lady — Johnnie Taylor — Columbia  
11 To 6 — Money Honey — Bay City Rollers  
19 To 12 — Let Your Love Flow — Bellamy Brothers

## WHB — KANSAS CITY

Disco Lady — Johnnie Taylor — Columbia  
Money Honey — Bay City Rollers — Arista  
Deep Purple — Donny & Marie Osmond — MGM  
Slow Ride — Foghat — Bearsville

## profile of the giants

1. **Disco Lady — Johnnie Taylor — Columbia**  
KHJ 24-12, KFRC 21-17, WQXI 20-13, WIXY 37-28, KYAX 19, KXOK 14-8, WKOL 27-14, KLIF 8-3, KTLK 38-27, WPOC 12-6, KEEL 16-10, WBBQ 27-20, WCAO X-25, X-100 13-1, WKLO 15-5, WAPE 15-6, WKLO 15-5, WHBQ 15-5, WLAC X-22, KISU 29-15, WERC 26-7, KNOE 25-8, WING 27-20
2. **Right Back Where We Started — Maxine Nightingale — U.A.**  
KFRC 23-16, WRKO 20-9, WIXY 18-9, WQOL 22-16, KTLK 21-11, KIMN 21-14, KILT 30-21, WCOL 25-17, KEEL 18-13, WKLO 18-6, WBBF 11-6, KLEO 25-17, WAYS 15-7, KRIZ 25-14, WLAV 20-14, WIRL 24-18, WROV 23-9, WING 34-21
3. **Dec. 1963 (Oh What A Night) — Four Seasons — W.B./Curb**  
WQXI 11-2, WSAI 10-4, 13Q 10-2, Y-100 23-13, WTX 7-2, KIIS 8-4, KCBQ 13-8, WAPE 17-2, KYA 8-1, KNOE 22-3, WBLI 15-1, WLAV 16-8, WDRQ 15-5, KSLQ 16-11
4. **Show Me The Way — Peter Frampton — A&M**  
KHJ 22-18, KFRC 19-13, WQXI X-24, WRKO 28-15, WIXY 30-20, WCAO X-28, WAPE 28-19, U-100 X-25, WLAC X-26, WBBF 30-23, WKLO 24-19
5. **Let Your Love Flow — Bellamy Brothers — W.B.**  
WQXI X-21, WOKY 24-18, KILT 40-31, WERC 15-5, WSNQ 14-6, WMAK 19-12, WLAV 30-25, WAPE 20-10, WBQ 20-12
6. **Sweet Thing — Rufus — ABC**  
WABC 15-6, WDRQ 17-12, WTX 21-10, WOKY 28-21, KEEL 12-4, WDRQ 21-14, WLAV 11-4, KLEO 25-17

## WOKY — MILWAUKEE

There's A Kind Of Hush — Carpenters — A&M  
Fooled Around — Elvin Bishop — Capricorn  
19 To 11 — Bohemian Rhapsody — Queen  
24 To 18 — Let Your Love Flow — Bellamy Brothers  
29 To 19 — Tryin' To Get The Feeling Again — Barry Manilow  
28 To 21 — Sweet Thing — Rufus

## WAKY — LOUISVILLE

Union Man — Cate Brothers — Asylum  
Bicentennial — Loudon Wainwright — Arista  
Strange Magic — ELO — UA  
Looking For Space — John Denver — RCA

## WKLO — LOUISVILLE

Forever Lovers — Mac Davis — Columbia  
Living For The Weekend — O'Jays — Phila. Int'l.  
Till It's Time — Jonathan Cain — October  
More More More — Andrea True — Buddah  
10 To 3 — Theme From SWAT — Rhythm Heritage  
15 To 5 — Disco Lady — Johnnie Taylor  
18 To 6 — Right Back — Maxine Nightingale  
14 To 9 — I Do — Abba  
24 To 19 — Show Me The Way — Peter Frampton

## WGSN — BIRMINGHAM

Living For The Weekend — O'Jays — Phila. Int'l.  
Young Blood — Bad Company — Swan Song  
14 To 6 — Let Your Love Flow — Bellamy Brothers  
24 To 18 — We Can't Hide — Larry Santos

## KEEL — SHREVEPORT

Strange Magic — ELO — UA  
Get Up And Boogie — Silver Convention — Midland  
I Do — Abba — Atlantic  
Tryin' To Get — Barry Manilow — Arista  
Fallin' Apart At The Seams — Marmalade — Ariola  
12 To 4 — Sweet Thing — Rufus  
10 To 5 — Lonely Night — Captain & Tennille  
16 To 10 — Disco Lady — Johnnie Taylor  
18 To 13 — Right Back — Maxine Nightingale

## KIOA — DES MOINES

Deep Purple — Donny & Marie Osmond — MGM  
Action — Sweet — Capitol  
Shannon — Henry Gross — Lifesong  
Let Your Love Flow — Bellamy Brothers — WB  
6 To 1 — Junk Food Junkie — Larry Groce  
26 To 19 — Good Hearted Woman — Waylon & Willie  
20 To 14 — Love Machine — Miracles

## WTIX — NEW ORLEANS

Disco Lady — Johnnie Taylor — Columbia  
Let Your Love Flow — Bellamy Brothers — WB  
Union Man — Cate Brothers — Elektra  
Without Your Love — Charlie Ross — Big Tree  
21 To 10 — Sweet Thing — Rufus  
7 To 2 — December 63 — Four Seasons

## WCOL — COLUMBUS

Strange Magic — ELO — UA  
Shout It Out — Kiss — Casablanca  
Young Blood — Bad Company — Swan Song  
There Won't Be No Country — C.W. McCall — Polydor  
15 To 6 — Sara Smile — Hall & Oates  
14 To 9 — Tryin' To Get The Feeling Again — Barry Manilow  
27 To 14 — Disco Lady — Johnnie Taylor  
24 To 16 — I Do — Abba  
25 To 17 — Right Back — Maxine Nightingale

## WSAI — CINCINNATI

Disco Lady — Johnnie Taylor — Columbia  
Shannon — Henry Gross — Lifesong  
Sweet Love — Commodores — Motown  
10 To 4 — December 63 — Four Seasons  
12 To 6 — Dream On — Aerosmith  
16 To 7 — Fanny — Bee Gees  
30 To 23 — There's A Kind Of Hush — Carpenters

## WIXY — CLEVELAND

Love Fire — Jigsaw — Chelsea  
Eh! Cupari — Gaylord & Holiday — Prodigal  
18 To 9 — Right Back Where We Started From — Maxine Nightingale  
30 To 20 — Show Me The Way — Peter Frampton  
37 To 28 — Disco Lady — Johnnie Taylor  
23 To 18 — Only 16 — Dr Hook  
22 To 14 — Boogie Fever — Sylvers  
15 To 8 — Bohemian Rhapsody — Queen

## WAYS — CHARLOTTE

Bohemian Rhapsody — Queen — Elektra  
Let Your Love Flow — Bellamy Brothers — WB  
15 To 7 — Right Back — Maxine Nightingale  
23 To 11 — Boogie Fever — Sylvers

## WGCL — CLEVELAND

More More More — Andrea True — Buddah  
Love Fire — Jigsaw — Chelsea  
Fopp — Ohio Players — Mercury  
Tryin' To Get The Feeling — Barry Manilow — Arista  
22 To 16 — Right Back — Maxine Nightingale  
25 To 20 — Strange Magic — ELO

## WNQE — NEW ORLEANS

No New Additions

## WLEE — RICHMOND

Boogie Fever — Sylvers — Capitol  
Love Is The Drug — Roxy Music — Atco  
Queen Of Clubs — KC & The Sunshine Band — T.K.  
Show Me The Way — Peter Frampton — A&M  
Right Back — Maxine Nightingale — UA  
Action — Sweet — Capitol  
15 To 10 — Dream On — Aerosmith  
23 To 15 — Money Honey — Bay City Rollers  
28 To 22 — Shannon — Henry Gross

## KHJ — LOS ANGELES

Boogie Fever — Sylvers — Capitol  
Fooled Around — Elvin Bishop — Capricorn  
Rock And Roll Love Letter — Bay City Rollers — Arista  
29 To 19 — Sweet Love — Commodores  
24 To 12 — Disco Lady — Johnnie Taylor  
22 To 18 — Show Me The Way — Peter Frampton

## KIIS-FM — LOS ANGELES

Dream On — Aerosmith — Columbia  
Sweet Love — Commodores — Motown  
Fooled Around — Elvin Bishop — Capricorn  
Hit The Road Jack — Stampeders — Quality  
Tryin' To Get The Feeling Again — Barry Manilow — Arista  
Living For The Weekend — O'Jays — Phila. Int'l.  
Where Did Our Love Go — J. Geils Band — Atlantic  
7 To 1 — Lonely Night — Captain & Tennille  
8 To 4 — Dec. 63 — Four Seasons

## KCBQ — SAN DIEGO

Disco Lady — Johnnie Taylor — Columbia  
Kind Of A Hush — Carpenters — A&M  
Sweet Thing — Rufus — ABC  
13 To 8 — Dec. 63 — Four Seasons  
17 To 13 — All By Myself — Eric Carmen

## KJR — SEATTLE

Boogie Fever — Sylvers — Capitol  
Lorelei — Styx — A&M  
We Can't Hide It Anymore — Larry Santos — Casablanca  
Show Me The Way — Peter Frampton — A&M  
10 To 6 — Money Honey — Bay City Rollers

## KISN — PORTLAND

Hey Baby — Ted Nugent — Epic  
Without Your Love — Charlie Ross — Big Tree  
Arms Of Mary — Sutherland Bros — Columbia  
Shannon — Henry Gross — Lifesong  
Mozambique — Bob Dylan — Columbia  
29 To 15 — Disco Lady — Johnnie Taylor  
25 To 16 — Action — Sweet

## KNDE — SACRAMENTO

Action — Sweet — Capitol  
Strange Magic — ELO — UA  
Fooled Around — Elvin Bishop — Capricorn  
22 To 3 — Dec. 63 — Four Seasons  
25 To 8 — Disco Lady — Johnnie Taylor

## KJOY — STOCKTON

Extra To 27 — Kind Of A Hush — Carpenters  
Extra To 28 — Rhiannon — Fleetwood Mac  
Extra To 29 — Good Hearted Woman — Waylon & Willie  
Extra To 30 — Tell The World — Harold Melvin  
24 To 7 — Disco Lady — Johnnie Taylor  
28 To 14 — Strange Magic — ELO

## KTLK — DENVER

Forever And Ever — Slick — Arista  
Extra To 32 — Only 16 — Dr Hook  
Extra To 34 — Mozambique — Bob Dylan  
21 To 11 — Right Back Where We Started From — Maxine Nightingale  
38 To 27 — Disco Lady — Johnnie Taylor

## KYA — SAN FRANCISCO

Lorelei — Styx — A&M  
Looking For Space — John Denver — RCA  
Fopp — Ohio Players — Mercury  
Extra To 32 — Once A Fool — Kiki Dee  
8 To 1 — December 63 — Four Seasons  
20 To 12 — Paloma Blanca — George Baker  
Extra To 19 — Disco Lady — Johnnie Taylor

## KRIZ — PHOENIX

Extra To 24 — Bohemian Rhapsody — Queen  
Extra To 30 — I'm Mandy — 10cc  
27 To 30 — Only 16 — Dr Hook  
12 To 7 — Love Hurts — Nazareth  
25 To 14 — Right Back Where We Started From — Maxine Nightingale

## KFRC — SAN FRANCISCO

Fooled Around — Elvin Bishop — Capricorn  
It's Over — Boz Scaggs — Col  
The Medley — Glen Campbell — Capitol  
Action — Sweet — Capitol  
23 To 16 — Right Back Where We Started From — Maxine Nightingale  
21 To 17 — Disco Lady — Johnnie Taylor  
Extra To 23 — Boogie Fever — Sylvers  
19 To 13 — Show Me The Way — Peter Frampton

## KIMN — DENVER

Hit The Road Jack — Stampeders — Quality  
We Can't Hide It — Larry Santos — Casablanca  
Tryin' To Get The Feeling — Barry Manilow — Arista  
21 To 14 — Right Back Where We Started — Maxine Nightingale  
22 To 15 — There's A Kind Of Hush — Carpenters

## WING — DAYTON

Living For The Weekend — O'Jays — Phila. Int'l.  
He's A Friend — Eddie Kendrick — Tamia  
Sara Smile — Hall & Oates — RCA  
Strange Magic — ELO — UA  
Fooled Around — Elvin Bishop — Capricorn  
27 To 10 — Disco Lady — Johnnie Taylor  
23 To 11 — You'll Lose A Good Thing — Freddy Fender  
28 To 16 — Without Your Love — Charlie Ross  
31 To 17 — Shannon — Henry Gross  
34 To 21 — Right Back — Maxine Nightingale

## WROV — ROANOKE

Come On Over — Olivia Newton-John — MCA  
Get Closer — Seals & Crofts — WB  
Shout It Out Loud — Kiss — Casablanca  
37 To 25 — Lorelei — Styx  
36 To 22 — Strange Magic — ELO  
20 To 8 — Love Hurts — Andrew Gold  
24 To 7 — Love Machine — Miracles

## WERC — BIRMINGHAM

Sally — Grand Funk — Capitol  
Young Blood — Bad Co. — Swan Song  
Fooled Around And Fell — Elvin Bishop — Capricorn  
Show Me The Way — Peter Frampton — A&M  
29 To 14 — Boogie Fever — Sylvers  
26 To 7 — Disco Lady — Johnnie Taylor  
15 To 5 — Let Your Love Flow — Bellamy Bros

## WLAV — GRAND RAPIDS

Lorelei — Styx — A&M  
Living For The Weekend — O'Jays — Phila. Int'l.  
Fooled Around — Elvin Bishop — Capricorn  
16 To 8 — December 63 — Four Seasons  
11 To 4 — Sweet Thing — Rufus  
20 To 14 — Right Back — Maxine Nightingale  
30 To 25 — Let Your Love Flow — Bellamy Bros



# Strong Quality Control At Columbia Plant

by John Mankiewicz

LOS ANGELES — This is the last installment of a three-part series about the problems and solutions for what is considered to be, at least in some circles, a major problem for retailers; defective records. **Cash Box** talked to Sam Berger, vice president of manufacturing for Columbia Records, which owns and operates three large pressing plants in the United States — in Terre Haute, Indiana; Santa Maria, California and Pitman, New Jersey. It is the largest pressing operation in this country, employing slightly over 4,500 workers.

## Control and Assurance

"We have 250 people working in quality control and quality assurance," said Berger, talking from the Milford, Connecticut Columbia operations center. "Quality-control handles the product right from the start, when we get our raw materials. We conduct physical and chemical tests at that point. There are inspectors involved all through production, testing records on the basis of statistical sampling. If one record is defective in that sampling, then we check the whole batch."

The quality-assurance phase comes in after production, making sure that the steps taken during the actual plating and pressing were not in vain. The product is watched carefully, Berger pointed out, all the way down the line.

Apparently this strong quality control has been extremely successful for the company. "Our returns are very minimal," Sam Berger said, "four tenths of one percent of the total production."

## Dealing with Shortage

Last week Jake Danible of the Los Angeles Monarch Record Manufacturers told **Cash Box** that he expects a vinyl shortage to hit the industry sometime in April. Csaba Hunyar, in the first installment of the series (**CB** 3/6), said that a shortage was expected to come around the Christmas season. What happens to a plant's operation in a situation like this? Can vinyl be bought at any price?

"It was almost impossible to get vinyl during the last shortage," Berger said. "Recycled vinyl can be used. Actually, some of its physical properties are enhanced when you do it right. It's got to be handled very carefully."

There are occasionally problems with the original acetate from the recording studio. These occur if the acetate used was not cured properly. "You can't play the acetate to find out if it's good," Berger said, "because the stylus would tear it up. It's got to be mastered."

## Record Club Response

Columbia, through its record club, is in a unique position in that it receives direct consumer response. There is, in that operation, no middleman — records are mailed directly to the home, and feedback to the company about quality is just that much quicker. Columbia has a consumer complaint department, and has been getting good response from members of the record club.

Test pressing records is another method that Columbia incorporates into its quality control system. This is done at the client's request, and can be used to check the actual quality of the finished product, or can be used as a reference disk.

Columbia also manufactures blank tape. "This is an art and science," said Sam Berger, "you have to check constantly on the electrical properties of the tape." Retailers **Cash Box** talked to expressed no real concern about the quality-control with tapes, and had no

customer complaints in that department.

"We're very quality-oriented," Berger concluded. We try to make sure the consumer gets the best record possible."

## Consumer Satisfaction

Consumer satisfaction is indeed the ultimate goal; the record buyer is the foundation of the business — it seems clear that one could not exist without the other. The problem, then, for the retailer, is to make sure that customers do not adopt the attitude that the individual store is responsible for the defective records.

In fact, no one is responsible; blame cannot be assigned, at least to human beings. Technology is certainly a factor in understanding this problem. Records are getting better all the time, the state of the art is constantly reaching higher plateaus. There are automatic pressers with astounding capabilities, and continuous research into different ways to improve and use materials. The volume of product, however, is so great that defective records are impossible to eliminate completely. Even if defectives were cut down, say, to half a percent, that's still five thousand records on a platinum shipment.

Aside from technology, the people who control quality in the plants and record companies, must care about putting out a piece of product with high standards. Each record must be made with the same high-quality level in mind. Everyone **Cash Box** talked to on the pressing level considered their work more than just a job — a certain feeling of integrity and pride was evident in their remarks.

Retailers should be careful, too, and display records flat so that warping does not occur in the store. Most important, their defective return policies should incorporate explanation; clerks should be informed about reasons for warps and surface noise. A store will not lose customers if the record is immediately replaced and if the buyer understands the problem when he leaves the store.

## Unique Position

In the course of many conversations, **Cash Box** heard a lot of stories about defectives — wrong records in sleeves, every record in a shipment of twenty coming in warped, three hundred pieces so badly bowed that they couldn't be stacked, the same scratch in fifty records, and every kind of mistake you could think of — all the way to plain mislabeling on the inner sleeve. (Some are actually collectors' items. For instance, some of the first shipments of Dylan's "Blood On The Tracks" were just fine on one side, but the flip was a side of **The Buckingham**s.)

The magnitude of the problem is different, depending on whom you're talking to. It makes sense, because the people involved are working from radically different perspectives. Consider the small independent retail operation. Working on a limited budget, they do their buying very carefully. The five records come in, and customers bring them back as defectives. It's clear that the problem is a lot more visible to that particular store than it is to the pressing plant that produced two hundred thousand copies of that same record. If the plant keeps the defectives down to one fourth of one percent (the lowest figure quoted to **Cash Box**), then they are, rightfully, pleased. That small percentage slips out and winds up hurting the independent; it makes more work.

**POINTS WEST** — Members of **Led Zeppelin** were voted — individually — "world's greatest" at each of their instruments by fans responding to a **Hot Licks Magazine** rock poll in New Zealand. In addition both **Jimmy Page** and **Robert Plant** were elected number one writers down there ... just so we know which consciousness has touched down where ... **TWO-STEP STEPS OUT** — **Rex Fowler** and **Neil Shulman**, the two musicians who make up RCA's **Aztec Two-Step**, stepped up to the **CB** offices last week to talk about "**Second Step**," their new LP. Fowler is from a small town in Maine, Shulman from New York City. They have attracted an almost cult following in New England and are just now exposing their music to the west ... **Jimmie Haskell** is a busy man at the moment. Between commitments to two motion pictures, a **Bobby Goldsboro** session for **Denny Diante** and a rush request from **Joe Layton** to finish a special arrangements for alleged Italian pop star **Fred Bongusto**. That invite at the request of co-producers **Christen DeWald** and **Bobby Hart** ... **Tommy James** is up north at **Fantasy** recording studios in Berkeley finishing his new LP. No title has been set yet, so **Fantasy**, in conjunction with radio **KYA** is having a contest whereby listeners submit titles. The lucky winner will spend a tantalizing night on the town in San Francisco with Tommy ... **THE TUBE** (singular) is going to be commanding lots of attention March 29, specifically the **ABC-TV** network which has lined up what may best be termed the giant pairing of "**John Denver And Friend**," "friend" being **Frank Sinatra**. This in direct response to the overwhelming success which met the duo last August when they appeared together at **Harrah's Tahoe**. Whereas a limited number of high rollers caught that showcase, the nation is invited to turn onto this one ... **Anson Williams** is one of the stars of the top-rated TV series "**Happy Days**." When he's not before the cameras Anson has been touring the country in a singing way, opening shows for **Tanya Tucker** and lately appearing on the **Dinah Shore** show, again, singing "**Hooked On A Feeling**." We also know Anson is a solid fixture throughout the pages of the teen-oriented magazines. So why hasn't a label picked him up? ... **REO Speedwagon** is at the **Record Plant** cutting its fifth LP for **Epic**. While their last album sold better than the earlier ones, this midwest band has yet to break forth with a solid commercial hit. Maybe this time. Produced and engineered by **John Stronach** ... **NOT SO DANDY** — **Black Oak Arkansas** has been forced to postpone three scheduled concerts on account of their lead singer having hurt (of all things) his foot ... **Lynyrd Skynyrd** literally threw a surprise party for **Peter Dudge's** 30 birthday in San Francisco March 6. The party, which drew guests from all over the globe including half the masthead of **Rolling Stone**, really didn't get underway until 3:45 a.m. when everybody got hit in the face with cake before calling it a night fifteen minutes later ... Those of us who have been holding our collective breath for the next **Stevie Wonder** LP rumored to be hitting the streets "any day" for the past month, will be relieved to know we can break into a pant and drool awhile longer. Latest release date is set for May ... **Joe Cocker** is alive and ... well, alive anyway and apparently still has a voice. He's touring now and encoring for fans after sets upward of twenty songs ... **Boz Scaggs** has signed with **Irving Azoff** and **Front Line Management**.

stephen fuchs

**EAST COASTINGS** — The **Jefferson Starship** went into **Wally Heider's** in San Francisco at the beginning of this month to begin work on their next album (which was until recently to be called "**Pocket Rocket**"). Highlighting the disk, which is set for a late spring release to be followed by summer touring, are at least two compositions by **Marty Balin**, "**Baby Don't You Shoot Me Down**," which they performed on their last tour, and "**Cruisin' In My Car**." Other titles are "**Switchblade**" and "**Big City**," the latter authored by drummer **John Barbata**. This is the group's last album for RCA under the terms of their present contract ... Another album set for late spring is the new **Alice Cooper** collection. The basic tracks were done at the **Record Plant** located in Times Square, with **Bob Ezrin** again at the helm. The material was all written by **Cooper**, **Erzin** and guitarist **Dick Wagner**, who appears on the album along with axe cohort **Steve Hunter**. Other musicians on the album include well-known studio men **Jim Maclean** handling percussion, **Allen Schwartzberg** on drums, **Tony Levin** on bass and **John Tropea** on guitar. Some additional work has been done at **Nimbus Nine Studios** in Toronto and the album will be mixed in L.A. and followed by a tour ... **IT'S LONELY AT THE TOP DEPT.**: **Eric Carmen** received a telegram from one **Elton John** congratulating him on reaching number one with "**All By Myself**." Carmen will be appearing at the **Bottom Line** on April 2-4 ... **Janis Ian** has begun work on another album for Columbia. The Grammy winner is shooting for an October release ... Island recording artist **Robert Palmer** has just embarked on his first tour as a solo artist, during which he will play 17 cities, mostly clubs, in six weeks. A truly revitalized **Jake & The Family Jewels** will be appearing March 17-21 at the **Other End**. **Jake** and the band have been recording at the **Record Plant** and are looking for a label.

**WINTER HARVEST** — **Barclay James Harvest**, playing selections from "**Time Honored Ghosts**," their first on their new **Polydor** label, opened here at the **Bottom Line** last week to a fine reception. The appearance was part of a nationwide tour that bassist **Les Holroyd** says will bring the group to smaller clubs exclusively. **Barclay James** are happy with their new producer **Elliot Mazer**, at whose **His Master's Wheels** studio in San Francisco they recorded the album, and will be recording another in June.

**JAZZERS' ROCK** — The **Billy Cobham/George Duke Band** (also named **Spectrum**) plays one night, Mar. 18, at the **Bottom Line** with **John Scofield** on guitar and a formidable new bassist, ex-**Weather Report** **Alphonso Johnson** ... **John McLaughlin** has scheduled a Mar. 28 **Bottom Line** appearance with his new acoustic group **Shakti**. ... **Leon Thomas**, once the featured vocalist with **Pharoah Sanders**, has a single out on **Don Records** that will surprise those acquainted with his old style. He's just taped an upcoming spot on **Soul Train**.

**EXTRA** — Two Australian groups out on **Mercury** in the U.S., **Sebastian Hardie** and **Skyhooks**, are recipients of first place record awards in their native land ... **Motown** artist **Jerry Butler** conducts his second annual distribution of free food in Chicago this Good Friday ... **Ike & Tina** open ten days at the **Waldorf** Mar. 16 ... **Epic** artist **Rupert Holmes** in the studio ... Aired on **Don Kirshner's Rock Concert** Mar. 20 will be **Gladys Knight & The Pips**, **Doug Kershaw**, **The Crusaders** and vintage **Murray The K** footage featuring the **Beatles**, the **Doors**, **Otis Redding** and **Aretha Franklin** singing "Respect" ... The **Midnight Special**, hosted by **Helen Reddy** March 19, will salute **Johnny Rivers** with guests **Jimmie Walker**, **Melissa Manchester**, **Peter Frampton** and **Rufus** featuring **Chaka Khan**.

**RETRACTION** — Last week's claim that **Pye's McKendree Spring** had broken up was an inaccurate rumor, possibly germinated by drummer **Carson Michaels'** trip to the coast for strictly personal reasons. Once he's back the group will return to business as usual.

eric rudolph/phil dimauro



# BMI MUSIC CORNER'S THE GRAMMYS

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Music is getting funkier as we progress into the first quarter of the bicentennial. The heavier disco sound is toning down a bit and becoming more mellow. Also funky music is back. We're getting back to the basics and it's nice to see music cook and groove. Get down, get down and do your thing.

Probably the hottest record to come out in awhile is now available. **Bloodstone's** new single on **London** "Do You Wanna Do A Thing," is pure dy-no-mite funk. When **'Big' Harry Williams** shouts "Do You Wanna Do A Thing," it will send goose bumps all over your body. The single was recorded at the **Total Experience Sound Studios** and was produced by **Bert deCoteaux** and **Tony Silvester**. With this release with **Big Harry Williams, Jr., Charles Love, Charles MacCormick and Willis Draffen, Jr.** The Bloodstone have the monster of the year on their hands. Don't be surprised if you see this turn #1 and gold lickity split.

**Eddie Kendricks** at the **Total Experience** last week was a smash. Eddie's thing is really together and when **Melvin Franklin, Glenn Leonard** and **Richard Street** of the current **Temptations** came on stage to join Eddie the show became an instant party. Everybody in the crowd got up to boogie when they did their classic hit "Get Ready." Heard from a reliable source that **Eddie, David Ruffin** and the **Temptations** may soon be seen together on the concert trail. This would be an incredible package. The show would be triple dy-no-mite.



**MELLOW MANDRILL** — Shown above are Ric Wilson md and Claude (Cofee) Cave when the two members of Mandrill recently appeared on the television show "Saturday" hosted by Cal Burton at left. The group is currently on tour in support of their most recent LP "Beast From The East" and their latest single "Disco Lyppo."

Hot news on the street is that **Aretha Franklin** is going to do a special appearance March 28 at the **New Bethel Baptist Church** in Detroit where her father and brother are pastors. Aretha is going to do her thing to help raise funds for the building of a new church. . . . **Ashford & Simpson** who knocked everybody out at the **California Soul Show** in New York a couple weeks back are set to appear at the **Roxy** in the very near future. The cute couple have a smash record on their hands, "It'll Come, It'll Come, It'll Come." Also **Warners** has just released their new LP entitled "Come As You Are." . . . Other hot new **Warner** product includes the new **First Choice LP** "So Let Us Entertain You." Also be on the lookout for LPs by **William D. Smith** "A Good Feelin'," and **Lee Garrett** "Heat For The Feets" . . . Gary Gotham called in from New York to say that the hottest thing happening this week in the discos is a new smash by **Ecstasy, Passion & Pain** featuring **Barbara Roy** entitled "Touch & Go." It's a stone-smash.

**United Artists** is hot to trot these days. They have the hits brewing and cooking. **The Brass Construction LP** is #1 with a bullet this week. The Brass Construction single "Movin'" is also moving so fast that it should be #1 shortly. Other hot things happening for UA include "Hustle On Up" by **Hidden Strength**, "Momma" by **Ronnie Laws** on **Blue Note** "Disco Lyppo" by **Mandrill**, "Daylight" by **Bobby Womack** and "Moonlight Serenade" by **The New Ventures** . . . My spies in the east say **Smokey Robinson** is tearing em' up on his east coast tour. People cannot seem to get enough of Smokey doing material off his latest **Motown** release "Smokey's Family Robinson" . . . The **Crusaders** are currently working to finish their new LP before heading for the **Montreaux Festival**.

Rudy Moreno, my Latin salsa spy in central California called in to say that two records are creating havoc in the agricultural center of the world. "Deseo De Ti Amor" by **Robertha** on **Fama Records** is the #1 record in the area. Also "La Salsa" by **Charo** on **Capitol** is turning everybody on to hustle on up . . . "Do You Wanna Boogie" is going to be the next single by the **Brecker Brothers**. Their new LP "Back To Back" is a killer for **Arista** and this new single should go even higher than "Sneakin' Up Behind You." Also the guys are preparing to come out to the west coast for some dates real soon . . . "We'll Be Together Always" is the title of the new **Mike & Bill** single on **Arista** which should also be out pronto.

One of the hottest jazz things to come along in a while is out and creating noise wherever it's played. "Tambourine" by **John Tropea** is a killer. John has been a top studio man for years and is currently featured on the following current LPs: **Paul Simon, Laura Nyro, David Ruffin, Stylistics, Van McCoy, Blue Magic** and **Harry Chapin**. The LP "Tropea" is on **Marlin Records**, distributed by **T.K.** The LP was produced by **Deodato** and features John on guitar along with the **Brecker Brothers, Rick Marotta, Will Lee, Don Grolnick, Larry Fast, David Spinoza, David Sanborn** and **Rubens Bassina**. A sure-fire winner.

**Jon Lucien** dropped by the **Cash Box** offices last week to fill us in on some recent activities. He made it up here early in the morning which was surprising; he had played two shows at the **Roxy** the night before, on the bill with **Miss Sarah Vaughan**. The show was a smash, the two performers meshed well. So well, in fact, you knew the booking was no coincidence; Miss Vaughan requested Lucien's presence. Cur-

rently putting the finishing touches on his forthcoming **Columbia LP**. Lucien is working on a new sound. "I put down the rhythm tracks myself," he said, "with a rhythm box and bass, along with piano and clavinet." New York studio musicians added the horns, and the few instruments Lucien doesn't play. "I don't like to do the same thing over and over," Jon said, and his performance at the **Roxy** last week was shot through with that kind of spontaneous spirit and energy that drove the audiences, especially the ladies, into a frenzy. . . . **Bobby "Blue" Bland** and **B.B. King** were at **Concerts at the Grove** last week together to record a new LP. The show was hot, hot, hot. The 'Blue' and 'B.B.' were so hot and mellow that two older and mature women got up and really got down. It looked like a boo-ga-loo contest between **Blaze Starr** and **Sally Rand** . . . **Bob Brock** formerly of the **Edward Windsor Wright Corporation** has now opened his own office. It's called **Bob Brock Communications** and he is located at 1022 Palm Avenue, Los Angeles 90069. Bob's office phone is (213) 659-5153.

**All Platinum** is cooking. The **Chuck Jackson LP** "Needing You, Wanting You," is a killer. Future killers for All Platinum include new LPs by **Solomon Burke** "Back To My Roots," "Rat City In Blue," by a new group called the **Good Rats**. Also All Platinum is releasing the soundtrack from the movie "Patti." Also watch out for new singles by **Sylvia** "L.A. Sunshine," "Dance, Dance, Dance" by **Shirley & Company** plus new singles and LPs from **Retta Young, The Dells** and **Etta James** in the very near future.

**Stanley Turrentine** is in the **Fantasy studios** along with **Orrin Keepnews** working on his new LP which is expected for an early summer release. Joining Stanley on this LP are **Joe Sample** on keyboards, **Harvey Mason** on drums and **Lee Rittenaur** on guitar. "Happy Music" by the **Blackbyrds** also on Fantasy looks to be a monster record for the talented guys from Howard University.

Bumps Doogan the main disco machine in L.A. called in to say that "A Fifth of Beethoven" by **Walter Murphy and the Big Apple Band** on **Private Stock** is the next monster to come out of the discos . . . Also watch out for **Mel Carter's** new single "Dancing for Dimes." It will be released shortly on **Private Stock** . . . **Gamble and Huff** made an appearance on **Tom Snyder's Tomorrow** show last week. Kenny and Leon were articulate and presented some highly informative news about the music industry . . . **Oliver Sain**, who records for **Abet** and has two smash records on the charts "Party Hearty," and "She's A Disco Queen," was in Detroit last week making appearances and performing. Oliver joined **Natalie Cole**, the double Grammy winner for a show taped at the **Masonic Auditorium** in Detroit on **WGPR-TV** channel 62. Oliver, besides performing on the show crowned a lovely miss, "Miss Disco Queen." In return they crowned Oliver, the Disco King. Reggie Banks, my main man in Detroit called in to say that Oliver has a dy-no-mite show. Reggie caught Oliver and his group at **Henry's Lounge**.

More hot releases are due from **T.K.** very shortly. **Betty Wright's** new LP is entitled "Explosion." **Wilson Pickett's** new one will be entitled "Chocolate Mountain." Also expect releases in the next month from **Timmy Thomas, Little Beaver, Clarence Reid, Latimore, Gwen McCrae** and **Swamp Dogg**. Hot and new upcoming groups under the T.K. wing include **Miami, Snooky Dean, Ruby Wilson, Raw Soul Express, Foxy,** and **Sax Kari**. More good music on its way from Florida . . . The **Ohio Players** are in the **Paragon Studios** recording their next LP. No title or any word yet about the release date . . . Supposedly it will be out in the middle of April. By then "Fopp" should be #1 . . . Heard a rumor that the **Greyhound Bus Company** is not happy that **Mercury's** sensational reggae group "Greyhound" has the same name . . . Also be on the lookout for new LPs by **Coke Escovedo** and the **Dells** real soon . . . **Chelsea Records** has got the hits. "Hot Lava," by **Disco Tex and the Sex-O-Lettes** is a monster along with "It's Been A Long Time" by **Snuff 'n' Ramjett**, and "Kiss And Make Up," by **William DeVaughan**. Chelsea has come up with an r&b answer to "Junkfood Junkie." It's "Can't Survive Without My Sweets" by **New York City**. Also look for "You Broke My Face" by **DiFosco** and "Keep On Rollin'" by **Ujima**, to be sleepers of the year . . . Received reports that the **Jackson Five** were a smash in Manila recently. The guys did six SRO shows in a row and also received special gold medallions from the first lady of the Philippines. Mrs. Marcos for their musical contributions to the people of the Philippines. Also the guys did a television show in Mexico City which was broadcast to over 35 million people in Latin America.

**Sly Stone** has a new single out on **Epic** entitled "Crossword Puzzle," off his "High On You," LP . . . The **Manhattans** also have a new single out entitled "Kiss And Say Goodbye," on **Columbia**. The **Earth, Wind & Fire** single is entitled "Can't Hide Love." More gold for them . . . The **Fania All Stars**, the hot Latin/salsa group will present their rhythmical sounds in **Madison Square Garden** March 20 for the fifth anniversary "Our Latin Thing" concert. The All-Stars include **Johnny Pacheco, Ray Barretto, Willie Colon, Robertson Roena, Cheo Feliciano, Ismael Miranda, Hector Lavoe, Ismael Quintana, Santos Colon, Yomo Toro, Pupi Legarretta** and **Bobby Valentin**. Special guest stars include **Mongo Santamaria** and his orchestra. **Bobby Rodriguez Y La Compania**. Also watch out for the new **Jerry Masucci**-produced full length feature film, "Salsa," which will be released in April . . . While **Gladys Knight** is up in Alaska filming "Pipe Dreams," the **Pips** have begun working in L.A. on the soundtrack and title song which will be a new LP for **Buddah** to be released later in the year . . . **RCA** has come up with some more hits. New hot singles out include "Instant Love," by the **Main Ingredient**, "Keep On Doin' It," by the **Memphis Horns**, "Hey What's That Dance You're Doing," by the **Choice Four**, written and produced by **Van McCoy**, and "The Big Hurt" by the **Front Runners** on **Tom Cat** distributed by **RCA** . . . **Kessler-Grass Management** have announced the signing of **Tyrone Davis** to an exclusive management contract. Tyrone is very hot now with his monster single and LP "Turning Point." **Richard Pryor** received a Grammy for the best comedy LP of 1975. That makes it two in a row for Richard. Besides coming up with hot comedy LPs Richard is becoming very hot in films. Richard will be seen in a number of major films in the near future. First up is **Universal's** "Bingo Long and the Traveling All-Stars and Motor Kings." Also he will have a cameo role in **Universal's** "Car Wash," and with **Gene Wilder** in **20th Century Fox's** "Silver Streak," directed by **Arthur Heller**. Pryor will also star in "Which Way Is Up?" a **Steve Krantz** production for **Universal** and will have the title role in an all-black version of "Cyrano de Bergerac," a **Brut Production** for **20th Century Fox**.

Jazz has come to **Warners** and the releases are expected very shortly. **Rahsaan Roland Kirk's** new LP for **Warners** is entitled "Return of the 5000 Lb. Man." **David "Fathead" Newman's** new one is entitled "Mr. Fathead." **Alice Coltrane's** LP is entitled "Eternity." **George 'Bad' Benson's** new LP is entitled "Breezin'." **Antonio Carlos Jobim's** latest is "Urubu," and "Starbright," is the debut LP of jazz guitarist **Pat Martino**. Also guitarist **Miroslav Vitous** has a new release entitled "Magical Shepherd" which was produced by **David Rubinson**. These should zoom up the charts upon release . . . that's soul . . .

jess levitt



# CASH BOX TOP 100 R&B

March 20, 1976

Rank	Title	Artist	Label	Weeks
1	DISCO LADY	Johnnie Taylor	Columbia 3-10281	3/13
2	BOOGIE FEVER	Sylvers	Capitol 4179	2
3	MISTY BLUE	Dorothy Moore	Malaco 1029	4
4	SWEET THING	Rufus featuring Chaka Khan	ABC 12149	5
5	HE'S A FRIEND	Eddie Kendricks	Tamla 54266	7
6	NEW ORLEANS	The Staple Singers	Curton 113	8
7	SWEET LOVE	Commodores	Motown 1381	3
8	THEME FROM S.W.A.T.	Rhythm Heritage	ABC 12135	6
9	TURNING POINT	Tyrone Davis	Dakar DK 4550	10
10	INSEPARABLE	Nataie Cole	Capitol P4193	9
11	KEEP HOLDING ON	Temptations	Gordy G7146F	13
12	HAPPY MUSIC	The Blackbyrds	Fantasy F762	17
13	LET'S GROOVE	Archie Bell & The Drells	TSOP ZS 8-4775	25
14	DAYLIGHT	Bobby Womack	United Artists	28
15	THE JAM (EDITED)	Graham Central Station	Warner Bros. WBS P175	18
16	FROM US TO YOU	Stairsteps	Dark Horse 1005 (Dist: A&M)	12
17	FOPP	Ohio Players	Mercury 73775	27
18	TANGERINE	Salsoul Orchestra	Salsoul SZ 2004	19
19	LET THE MUSIC PLAY	Barry White	20th Century 2265	11
20	WHEN I'M YOUNG	B.B. King	ABC 12158	22
21	LET'S MAKE A BABY	Billy Paul	Phila. Int'l. ZS 8-3584	36
22	YOU SEXY THING	Hot Chocolate	Big Tree 16047	16
23	MIGHTY HIGH	Mighty Clouds of Joy	ABC 12164	30
24	DO IT WITH FEELING	Michael Zager	Bang 720	26
25	YOU ARE BEAUTIFUL	The Stylistics	Avco AV 4664	29
26	YOU'RE MY ONE WEAKNESS GIRL	Street People	Vigor 1728	32
27	LIVIN' FOR THE WEEKEND	O'Jays	Phila. Int'l. ZS 8-3587	40
28	I NEED YOU, YOU NEED ME	Joe Simon	Spring SPR 163	14
29	THE LOVE I NEVER HAD	Tavares	Capitol 4221	33
30	MERRY-GO-ROUND	Monday After	Buddah BDA 512	31
31	THAT OLD BLACK MAGIC	The Softones	Avco AV 4663	20
32	QUEEN OF CLUBS	KC & The Sunshine Band	TK 1005-A	44
33	YOU'RE FOOLING YOU	Dramatics	ABC 12150	23
34	(CALL ME) THE TRAVELING MAN	The Masqueraders	Hot Buttered Soul 12157 (Dist: ABC)	38
35	PARTY HEARTY	Oiver Sain	Abet 9463	35
36	QUALIFIED MAN	Latimore	Glades 1733	37
37	TRAIN CALLED FREEDOM	South Shore Commission	Wand 11294	3/13
38	LOVE AND UNDERSTANDING (COME TOGETHER)	Kool & The Gang	DeLite DEP 1579	48
39	I'VE GOT A FEELING (WE'LL BE SEEING EACH OTHER AGAIN)	Al Wilson	Playboy P6062	49
40	PARTY DOWN	Willie Hutch	Motown M1371F	46
41	FEEL THE SPIRIT (IN '76)	Leroy Hutson & The Free Spirit Symphony	Curton CMS 0112	43
42	SING A SONG	Earth, Wind & Fire	Columbia 3-10251	15
43	HOLD BACK THE NIGHT	The Trammps	Buddah BDA 507	21
44	P. FUNK	Parliament	Casablanca NB 852	52
45	HEAVY LOVE	David Ruffin	Motown M1388F	50
46	LOVE MACHINE	The Miracles	Tamla T54262F	34
47	LOVE TO LOVE YOU BABY	Donna Summer	Oasis 401	42
48	WALK AWAY FROM LOVE	David Ruffin	Motown M1376FA	24
49	IT'S COOL	The Tymes	RCA PB 105611	56
50	HONEY I	George McCrae	TK 1016	41
51	I'M SO GLAD	Junior Walker	Soul 35116	45
52	NURSERY RHYMES (PART I)	People's Choice	TSOP ZS 8-4773	47
53	MAKE YOURS A HAPPY HOME	Gladys Knight And The Pips	Buddah BDA 523	64
54	CRADLE OF LOVE	Gwen McCrae	Cat 2000-A	61
55	DAY AFTER DAY (NIGHT AFTER NIGHT)	Reflections	Capitol 4222	59
56	DISCO CONNECTION	Isaac Hayes Movement	ABC 12171	60
57	GRATEFUL	Blue Magic	Atco 7046	76
58	TODAY I STARTED LOVING YOU AGAIN	Bobby Bland	ABC 12156	74
59	MORE MORE MORE	Andrea True Connection	Buddah 515	67
60	EVERYBODY WAS ROCKIN'	Betty Wright	Aston 3719	71
61	CADILLAC ASSEMBLY LINE	Albert King	Utopia UB 10544	78
62	I THOUGHT IT TOOK A LITTLE TIME (BUT TODAY I FELL IN LOVE)	Diana Ross	Motown M1387F	73
63	HEART BE STILL	Carl Graves	A&M 1757	55
64	DON'T GO LOOKING FOR LOVE	Faith, Hope & Charity	RCA JH 10542	58
65	SHE'S A DISCO QUEEN	Oiver Sain	Abet 9463	68
66	YOU SEE THE TROUBLE WITH ME	Barry White	20th Century TC 2277	77
67	HIPIT	Hosanna	Calla 12078	65
68	FOR ALL WE KNOW	Esther Phillips	Kudu KU 929	69
69	TELL THE WORLD HOW I FEEL ABOUT 'CHA BABY	Harold Melvin	Phila. Int'l. ZS 8-3588	3/13
70	SUPERSOUND	Jimmy Castor Bunch	Atlantic 3316	82
71	GET UP AND BOOGIE	Silver Convention	Midland Int'l. 10571	—
72	STAR BRIGHT, STAR LITE	Syl Johnson	Hi 5N 23C4	72
73	SPANISH HUSTLE	Fatback Band	Event EV 229 (Dist: Polydor)	—
74	MOVIN'	Brass Construction	UA XW 755-Y	—
75	IT'S BEEN A LONG, LONG TIME	Stuff 'N Ramjet	Chelsea CH 3036	79
76	I FOUND LOVE ON A DISCO FLOOR	Temprees	Epic 8-50192	86
77	ALL IN THE FAMILY	General Johnson	Arista AS 0177	—
78	MARCHING IN THE STREETS	Harvey Mason	Arista 0167	80
79	BOHANNON'S BEAT	Bohannon	Dakar 4551	83
80	MORE	Carol Williams	Sal Soul SZ 2006	—
81	LET THE MUSIC PLAY	J.G. Lewis	IX Chains 7014 (Dist: Mainstream)	84
82	DR. LOVE POWER	Ann Peebles	Hi 5N-23C2	81
83	HUSTLE ON UP (DO THE BUMP)	Hidden Strength	UA XW 733F	90
84	HOT LAVA	Disco Tex & The Sex-O-Lettes	Chelsea 3040	87
85	STORYBOOK CHILDREN	Sam Dees & Betty Swan	Big Tree 16054	85
86	MAKE IT SWEET	Coke Escovedo	Mercury 73758	89
87	DOES YOUR MAMA KNOW	Rudy Love & Love Family	Calla 107	93
88	SEXY WAYS - PRETTY LEGS	All Points Bulletin Band	Little City 10102	92
89	HEAVEN ONLY KNOWS	Love Committee	Ariola P7609	—
90	LET YOUR MIND BE FREE	Brother To Brother	Turbo TU 045 (Dist: All Platinum)	91
91	DISCO HOP	3rd World Band	Abraxas 1701	95
92	I CAN'T SEEM TO FORGET YOU	Heaven & Earth	20th Century GEC 1000	—
93	DO YOU LOVE ME	Lowell Fulson	Granite 533	94
94	WORDS (ARE IMPOSSIBLE)	Donny Gerrard	Greedy G101 AS	97
95	W/E GONNA MAKE IT	Roger Hatcher	Brown Dog 9003 (Dist: Mainstream)	96
96	MASADA	Joe Thomas	Groove Merchant GM 1035	99
97	THANK YOU BABY PART I	Leone Thomas	Don DK 102	98
98	BORN TO GET DOWN	Muscle Shoals Horns	Bang 721	—
99	MUTHA'S LOVE	Boby Franklin	Columbia 3-10285	100
100	HOW CAN I BE A WITNESS	R.B. Hudson	Atlantic 3313	—

## ALPHABETIZED TOP 100 R&B SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

All In The Family (Music In General — BMI) . . . . .	77	Poo Poo — BMI) . . . . .	57	Let The Music Play (Sa-Vette/January — BMI) . . . . .	19	Sing A Song (Saggifire — BMI) . . . . .	42
Bohannon's Beat (Hog/Bohannon — ASCAP) . . . . .	79	Happy Music (Elgy — BMI) . . . . .	12	Let The Music Play (Swope/Brent — BMI) . . . . .	81	Spanish Hustle (Oita/Sambo — BMI) . . . . .	73
Boogie Fever (Perren-Vibes/Bull Pen — BMI) . . . . .	2	Heart Be Still (UFO — BMI) . . . . .	63	Let Your Mind Be Free (Gambi — BMI) . . . . .	90	Star Bright (Jec/Fi — BMI) . . . . .	72
Born To Get Down (Muscle Shoals — BMI) . . . . .	98	Heaven Only Knows (U.S. Arabella — BMI) . . . . .	89	Live In For The Weekend (Mighty Three — BMI) . . . . .	27	Storybook Children (Blackwood — BMI) . . . . .	85
Cadillac Assembly Line (Penumbra — BMI) . . . . .	61	Heavy Love (Interior/Van McCoy/Warner Tamerlane — BMI) . . . . .	45	Love And Deightful/Gang — BMI) . . . . .	38	Supersound (Jimpire — BMI) . . . . .	70
(Call Me) The Traveling Man (Incense — BMI) . . . . .	34	He's A Friend (Stone Diamond/Mighty Three — BMI) . . . . .	5	Love Machine (Jobete/Grimora — ASCAP) . . . . .	46	Sweet Love (Jobete/Commodores — ASCAP) . . . . .	7
Cradle Of Love (Sherlyn — BMI) . . . . .	54	Hipit (Little Joe — BMI) . . . . .	67	Love To Love (Sunday/Cafe Amer — ASCAP) . . . . .	47	Sweet Thing (Amer. B'casting — ASCAP) . . . . .	4
Day After Day (Dish-A-Tunes — BMI) . . . . .	55	Hold Back (Golden Fleece/Mured — BMI) . . . . .	43	Make It Sweet (Perennial — BMI) . . . . .	86	Tangerine (Famous Music — ASCAP) . . . . .	18
Daylight (Unart/Bobby Womack — BMI) . . . . .	14	Honey I (Sherlyn — BMI) . . . . .	50	Make Yours A (Warner/Tamerlane — BMI) . . . . .	53	Tell The World (Mighty Three — BMI) . . . . .	69
Disco Connection (Incense — BMI) . . . . .	56	Hot Lava (Sounds Of Nolan/Chelsea — BMI) . . . . .	84	Marching In The (Masong — ASCAP) . . . . .	78	Thank You Baby (NUWAUPE — ASCAP) . . . . .	97
Disco Hop (For Better Or Worse/Fudge Tips — BMI) . . . . .	91	How Can I (East Memphis/Candlestick — BMI) . . . . .	100	Masada (Music Of The Times — ASCAP) . . . . .	96	That Old Black Magic (Famous — ASCAP) . . . . .	31
Disco Lady (Groovesville — BMI/Conquistador — ASCAP) . . . . .	8	I Can't Seem (20th/Jason Sean — ASCAP) . . . . .	92	Merry-Go-Round (John Davis/Barbro — ASCAP) . . . . .	30	The Jam (Nineteen Eighty-Five — BMI) . . . . .	15
Does Your Mama Know (JAMF/Lov-Fum) . . . . .	1	I Found Love (Syl John — BMI) . . . . .	76	Mighty High (Amer. B'casting/DaAnn — ASCAP) . . . . .	23	The Love (ABC Dunhill/One of a Kind — BMI) . . . . .	29
Do It With (Web IV/Sumac Pub. — BMI) . . . . .	24	I'm So Glad (Gold Forever — BMI) . . . . .	51	Misty Blue (Talmont — BMI) . . . . .	3	Theme From S.W.A.T. (Spellgold — BMI) . . . . .	8
Don't Go Looking For Love (Van McCoy/Warner-Tamerlane — BMI) . . . . .	64	I Need You, You Need Me (Pee Wee — BMI) . . . . .	28	More (E.B. Marks — BMI) . . . . .	80	Today I Started Loving (Blue Book — BMI) . . . . .	58
Do You Love Me (ATV/Lowell Fulson — BMI) . . . . .	93	Inseparable (Jay's/Chappell — ASCAP) . . . . .	10	More More (Buddah/Gee Diamond — ASCAP) . . . . .	59	Train Called Freedom (Mighty Three — BMI) . . . . .	37
Dr. Love Power (Jec/Petmar — BMI) . . . . .	82	It's Been A Long (Sugar Tree — BMI) . . . . .	75	Movin' (Desert Moon/Jeff Mar — BMI) . . . . .	74	Turning Point (Jubio-Brian/Content — BMI) . . . . .	9
Everybody Was Rockin' (Sherlyn — BMI) . . . . .	60	It's Cool (Chappell — ASCAP) . . . . .	49	Mutha's Love (Steve Caspi/Wood — BMI) . . . . .	99	Walk Away From Love (Charles Kippis — BMI) . . . . .	48
Feel The Spirit (Silent Giant/Aopa — ASCAP) . . . . .	41	I Thought It Took (Jobete — ASCAP) . . . . .	62	New Orleans (Warner-Tamerlane — BMI) . . . . .	6	We Gonna Make It (All Night — BMI) . . . . .	95
Fopp Play One — BMI) . . . . .	17	I've Got A Feeling (Irving — BMI) . . . . .	39	Nursery Rhymes (Mighty Three — BMI) . . . . .	52	When I'm Wrong (ABC/Dunhill/One of a Kind — BMI) . . . . .	20
For A We Know (TRO Cromwell/Leo Feist — ASCAP) . . . . .	68	Keep Holding On (Stone Diamond/Gold Groove — BMI) . . . . .	11	Party Down (Getra — BMI) . . . . .	40	Words (ATV — BMI) . . . . .	94
From Us To You (Ganga — BMI) . . . . .	16	Let's Groove (Mighty Three — BMI) . . . . .	13	Party Hearty (Excellorec/Saico — BMI) . . . . .	35	You Are Beautiful (Avco Embassy — ASCAP) . . . . .	25
Get Up And Boogie (Midsong — ASCAP) . . . . .	71	Let's Make A Baby (Mighty Three — BMI) . . . . .	21	P. Funk (Malbiz/Rick's Music — BMI) . . . . .	44	You're Foolin' You (Groovesville — BMI) . . . . .	33
Grateful (WMOT/Friday's Child/				Qualified Man (Sherlyn — BMI) . . . . .	36	You're My One (Sister John/Vignette — BMI) . . . . .	26



## TOP 50 R&B ALBUMS

1	<b>BRASS CONSTRUCTION</b> (United Artists UA LA 545G)	3
2	<b>EARGASM</b> Johnnie Taylor (Columbia PC 33951)	7
3	<b>RUFUS FEATURING CHAKA KHAN</b> (ABC ABCD 909)	1
4	<b>GRATITUDE</b> Earth, Wind & Fire (Columbia PG 33694)	4
5	<b>WAKE UP EVERYBODY</b> Harold Melvin & The Blue Notes (Phila Int'l. PZ 33808)	2
6	<b>MOTHERSHIP CONNECTION</b> Parliament (Casablanca NBLP 7022)	10
7	<b>DANCE YOUR TROUBLES AWAY</b> Archie Bell & The Drells (TSOP PZ 33844)	8
8	<b>CITY LIFE</b> The Blackbyrds (Fantasy F9490)	9
9	<b>FAMILY REUNION</b> The O'Jays (Phila. Int'l. PZ 33807)	6
10	<b>LET THE MUSIC PLAY</b> Barry White (20th Century T502)	12
11	<b>HE'S A FRIEND</b> Eddie Kendricks (Tamla T6-343S1)	5
12	<b>SPINNERS LIVE</b> Spinners (Atlantic SD 2-910)	11
13	<b>WHEN LOVE IS NEW</b> Billy Paul (Phila. Int'l. PZ 33843)	14
14	<b>GROOVE-A-THON</b> Isaac Hayes (ABC ABCD 925)	15
15	<b>FEELS SO GOOD</b> Grover Washington, Jr. (Kudu KU 24)	16
16	<b>THE SALSOUL ORCHESTRA</b> (Salsoul Records SZS 5501)	13
17	<b>PLACES AND SPACES</b> Donald Byrd (Blue Note BNLA 549G)	17
18	<b>MYSTIC VOYAGE</b> Roy Ayers Ubiquity (Polydor PD 6057)	18
19	<b>WHO I AM</b> David Ruffin (Motown M6-849S1)	21
20	<b>DIANA ROSS</b> (Motown M6 861S1)	25
21	<b>RAISING HELL</b> The Fatback Band (Event EV 6905) (Dist: Polydor)	26
22	<b>RATTLESNAKE</b> Ohio Players (Westbound W-211)	20
23	<b>SHOWCASE</b> The Sylvers (Capitol ST 11465)	24
24	<b>TURNING POINT</b> Tyrone Davis (Dakar DK 76918)	29
25	<b>MOVIN' ON</b> Commodores (Motown M6-848S1)	27
26	<b>THE BEST OF GLADYS KNIGHT &amp; THE PIPS</b> (Buddah BDS 5653)	28
27	<b>SMOKEY'S FAMILY ROBINSON</b> Smokey Robinson (Tamla T6 341S1)	30
28	<b>INSEPARABLE</b> Natalie Cole (Capitol ST 11429)	32
29	<b>DISCO-FIED</b> Rhythm Heritage (ABC ABCD 934)	31
30	<b>FEEL THE SPIRIT</b> LeRoy Hutson (WB CU 5010)	36
31	<b>TRUCKLOAD OF LOVIN'</b> Albert King (Utopia BUL 1 1387)	37
32	<b>FULL OF FIRE</b> Al Green (Hi SHL 32097)	42
33	<b>CONCERT IN BLUES</b> Willie Hutch (Motown M6 854S1)	35
34	<b>LOVE AND UNDERSTANDING</b> Kool & The Gang (DeLite DEP 2018)	43
35	<b>LOOK OUT FOR #1</b> Brothers Johnson (A&M SP 4567)	41
36	<b>LOVE TO LOVE YOU BABY</b> Donna Summer (Oasis OCLP 5003) (Dist: Casablanca)	22
37	<b>LOVING POWER</b> Impressions (Curton CU 5009)	40
38	<b>DISCO CONNECTION</b> Isaac Hayes Movement (Hot Buttered Soul ABCD 923)	34
39	<b>TROPEA</b> John Tropea (Marlin 2200) (Dist: T.K.)	39
40	<b>MAKING MUSIC</b> Bill Withers (Columbia PC 33704)	19
41	<b>BACK TO BACK</b> Brecker Brothers (Arista 4061)	44
42	<b>NEW YORK CONNECTION</b> Tom Scott (Ode SP 77033)	23
43	<b>BEAST FROM THE EAST</b> Mandrill (United Artists UA LA 577G)	38
44	<b>IT'S GOOD TO BE ALIVE</b> D.J. Rogers (RCA APL 1-1099)	45
45	<b>I HEAR A SYMPHONY</b> Hank Crawford (Kudu KU 26) (Dist: Motown)	47
46	<b>HIDDEN STRENGTH</b> (UA LA 555G)	46
47	<b>STRETCHING OUT IN BOOTSY'S RUBBER BAND</b> Bootsy's Rubber Band (WBBS 2920)	—
48	<b>2ND RESURRECTION</b> Stairsteps (Dark Horse SP 22004)	—
49	<b>JEALOUSY</b> Major Harris (Atlantic SD 18160)	49
50	<b>BLUE MAX</b> Oliver Sain (Abet 407)	48

## soul waves

News from KGFJ is that they will have a new man starting in two weeks. His name is Larry Joe Williams and he will be at the mike from 8 p.m. to midnight. He is formerly of WJNR.

Al Green played disk jockey last week at WRBD. Al sat in for two hours and played the latest hits. Also local juvenile delinquents were brought in to see Al. He rapped with the kids in on-the-air interviews. The spot was called "Bringing You Closer To The Stars." Nancy Wilson will also be playing announcer real soon and will have the girls from local juvenile delinquent centers on the show with her.

Bill Moon, program director at WVKO called to say that the station has started an 'Action Line' during its Midday News Report. It's run daily at 11:50 a.m. and is a continuous ten-minute spot dealing with local community affairs regarding drugs, welfare, employment and various other topics close to the community. "It's to help build better credibility between the station and community," Bill said.

WDAO had a 'Jock of the Year' contest and Kenneth Ray Tevis the morning man won. The contest lasted over a period of two months with listeners sending in valentines to their favorite jock. Kenneth will be crowned jock of the year at the Dance Boogie Show the station is presenting next week. Roger and the Human Bodies will provide the entertainment.

KYAC in Seattle is having super contests. Recently they had a "Baby Face" contest in conjunction with Atlantic Records. Listeners brought their baby pictures into the Music Menu stores and the winners won \$100 and \$50 savings bonds. KYAC also had the Soul Train Dance Contest over the weekend at the Seattle Center Arena. The winners will be finalists in the national contest on Soul Train which is upcoming. Also at the show KYAC had a chocolate milk drinking contest in conjunction with the latest Chocolate Milk LP on RCA. The winner who drank the most chocolate milk won a motorcycle, with runnerups receiving transistor radios. Another contest they had was the "Best Dressed Ear" contest in conjunction with Johnnie Taylor's new LP "Eargasm."

WANT TO CONGRATULATE KDAY on adding nine new singles this week. KDAY, one of the finest r&b stations in the country, has also increased its playlist to 35 which is a big upset for the tight playlist theory. We at Cash Box hope other r&b stations follow because good music should be played regardless. Just goes to show that good music cannot be stopped.

jess levitt

**WVON - CHICAGO**  
Love I Never Had - Tavares - Capitol  
Get Up And Boogie - Silver Convention - Midland  
It's Been A Long Time - Stuff 'n' Ramjett - Chelsea  
Party Down - Willie Hutch - Motown  
More, More, More - Andra True Connection - Buddah  
Train Called Freedom - South Shore Commission - Wand  
Hustle On Up - Hidden Strength - UA  
Let Your Mind Be Free - Brother to Brother - Turbo  
Say You Love Me - D.J. Rogers - RCA  
Love Will Keep Us Together - Wilson Pickett - WR  
Cradle Of Love - Gwen McCrae - Cat  
Night & Day - John Davis Orchestra  
Grateful - Blue Magic - Atlantic  
You See The Trouble With - Barry White - 20th  
Can't Hide Love - Earth Wind & Fire - Columbia  
I Thought It Took A Little Time - Diana Ross - Motown

**WSRF - FT. LAUDERDALE**  
Fopp - Ohio Players  
Jubilation - Gary Toms Empire - PIP  
ABC's Of Love - Penny McLean - Atlantic  
Lay Me Down/Child's Prayer - Hot Chocolate - Big Tree  
Happy Music - Blackbyrds - Fantasy  
Funk Machine - Gary Davis - 20th  
End Of A Love Affair - Bruce Fisher - UA

**KATZ - ST. LOUIS**  
Daylight - Bobby Womack  
You're My One Weakness Girl - Street People - Vigor  
Get Up And Boogie - Silver Convention - Midland  
Do It With Feeling - Michael Zager - Bang

**WNOV - MILWAUKEE**  
How Can I Be A Witness - R.B. Hudmon - Atlantic  
Cadillac Assembly Line - Albert King - Utopia  
Words Are Impossible - Donny Gerrard - Greedy  
Loving You Comes Naturally - Essence - Epic  
This Is It - Melba Moore - Buddah  
Kiss And Say Goodbye - Manhattans - Columbia  
Midnight Sunshine - Soul Children - Columbia  
Could It Be Magic - Donna Summer - Casablanca

**XSOL - SAN DIEGO**  
Right Back Where We Started From - Maxine Nightingale - UA  
Love Me Right - Gary Toms Empire - PIP  
Love Hangover - Diana Ross - Motown  
Turn The Beat Around - Vicki Sue Robinson - RCA  
Struttin' My Stuff - Elvin Bishop - Capricorn  
Sing A Happy Funky Song - Miz Davis - Now  
I Gonna Love You Just A Little More Baby - Kellee Patterson - Shadybrook  
Reasons - Earth Wind & Fire  
Never Ever Do Without - Chocolate Milk - RCA  
Supersound - Jimmy Castor - Atlantic  
Hold On - Commodores - Motown  
Queen Of Clubs - KC & The Sunshine Band - T.K.  
Love And Understanding - Kool And The Gang - Delle

**WAAA - WINSTON-SALEM**  
Tell The World - Harold Melvin - Phila. Int'l.  
Stranger - Larry Saunders - Soul Int'l.  
Heaven Only Knows - Love Committee - Ariola  
Takes Long To Make Love - Ebb Tide - Sound Gems  
40 To 25 - Party Down - Willie Hutch  
18 To 12 - P. Funk - Parliament

**WOOK - WASHINGTON, D.C.**  
Living For The Weekend - O'Jays - Phila. Int'l.  
Misty Blue - Dorothy Moore - Malaco  
He's A Friend - Eddie Kendricks - Tamla

**WOKJ - JACKSONVILLE**  
Cadillac Assembly Line - Albert King - Utopia  
Young Hearts - Candi Station - WB  
How Can I Be A Witness - R.B. Hudmon - Atlantic  
More More More - Andra True Connection - Buddah  
28 To 18 - Man Up In The Sky - Barrett Strong

**WYLD - NEW ORLEANS**  
Tell The World - Harold Melvin - Phila. Int'l.  
Daylight - Bobby Womack - UA  
Thank You Baby - Leon Thomas - Don  
Heaven Only Knows - Love Committee - Ariola  
Child Of Mine - Joneses - Mercury  
31 To 15 - How About Love - Chocolate Milk

**WDAS - PHILADELPHIA**  
39 To 29 - Party Down - Willie Hutch  
36 To 28 - Heavy Love - David Ruffin  
46 To 25 - Tell The World - Harold Melvin  
10 To 3 - Disco Lady - Johnnie Taylor  
29 To 22 - Livin' For The Weekend - O'Jays

**WCIN - CINCINNATI**  
I've Got A Feeling - Al Wilson - Playboy  
Make Yours A Happy Home - Gladys Knight & Pips - Buddah  
Make It Sweet - Coke Escovedo - Mercury  
Spanish Hustle - Fatback Band - Event  
I Found Love - Temprees - Epic  
35 To 17 - Heavy Love - David Ruffin  
33 To 16 - Let's Make A Baby - Billy Paul  
31 To 18 She's A Disco Queen - Oliver Sin - Abet  
17 To 7 - Let's Groove - Archie Bell & The Drells

**WGIV - CHARLOTTE**  
Does Your Mama Know - Rudy Love & Love Family - Calla  
It's Cool - Tymes - RCA  
You See The Trouble - Barry White - 20th  
Can't Hide - E.W.&F - Columbia  
Sentimental Love - James Brown - Polydor  
Heavy Love - David Ruffin - Motown  
45 To 16 - Tell The World - Harold Melvin  
49 To 11 - Let's Make A Baby - Billy Paul  
31 To 20 - Qualified Man - Latimore  
30 To 15 - Traveling Man - Masqueraders

**WILD - BOSTON**  
Thank You Baby - Leone Thomas - Don  
Words - Donny Gerrard - Greedy  
Make Yours A Happy Home - Gladys Knight & Pips - Buddah  
Fopp - Ohio Players - Mercury  
Mutha's Love - Bobby Franklin - Columbia  
More - Carol Williams - Salsoul  
Sunshine Day - Osibisa - Island  
In A Good Groove - Joneses - Mercury  
20 To 6 - Misty Blue - Dorothy Moore - Malaco  
14 To 4 - Let's Groove - Archie Bell

**WWRL - NEW YORK**  
Night & Day - John Davis & The Monster Orchestra - Sam  
The Traveling Man - Masqueraders - ABC  
14 To 8 - Spanish Hustle - Fatback Band - Event  
12 To 9 - Movin' - Brass Construction - UA  
Extra To 15 - Grateful - Blue Magic - Atlantic  
Extra To 19 - I've Got A Feeling - Al Wilson

**WSID - WASHINGTON, D.C.**  
He's A Friend - Eddie Kendricks - Tamla  
Livin' For The Weekend - O'Jays - Phila. Int'l.  
Misty Blue - Dorothy Moore - Malaco

**WAOK - ATLANTA**  
Make Yours A Happy Home - Gladys Knight - Buddah  
It's Cool - Tymes - RCA  
Grateful - Blue Magic - Atlantic  
Does Your Mama Know - Rudy Love & Love Family - Calla

**WBMX - CHICAGO**  
Spanish Hustle - Fatback Band - Event  
Kiss & Say Goodbye - Manhattans - Columbia  
In A Good Groove - Joneses - Mercury  
I Choose You - Chicago Gangsters - Amherst  
Hot - He's A Friend - Eddie Kendricks - Motown  
Hot - Disco Lady - Johnnie Taylor - Columbia  
Hot - I Can't Seem To Forget - Heaven & Earth - 20th

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## additions to the R&B radio playlists

**WVKO - COLUMBUS**  
Mamma - Ronnie Laws - Blue Note  
It'll Come, It'll Come - Ashford & Simpson - WB  
Heavy Love - David Ruffin - Motown  
What You Need Baby/Daddy How's Your Party - Caprella - Bano

Take All The Time You Need - Roy Ayers - Polydor  
Only Love Is Real - Carole King - Ode  
Do It With Feeling - Michael Zager - Bang  
25 To 11 - I'm Not In Love - Dee Dee Sharpe - Phila. Int'l.

Nowhere To 30 - You Know How To Make Me Feel - Harold Melvin - Phila. Int'l.  
2 To 1 - P Funk - Parliaments - Casablanca  
Nowhere To 21 - Livin' For The Weekend - O'Jays - Phila. Int'l.

Nowhere To 6 - Movin' - Brass Construction - UA  
**KDAY - LOS ANGELES**  
Do You Wanna Do A Thing - Bloodstone - London  
I Love You For Sentimental Reasons - James Brown - Polydor

Livin' For The Weekend - O'Jays - Phila. Int'l.  
Tell The World - Harold Melvin - Phila. Int'l.  
Can't Hide Love - Earth Wind & Fire - Columbia  
Right Back Where We Started From - Maxine Nightingale - UA  
I Thought It Took A Little Time - Diana Ross - Motown

Sara Smile - Hall & Oates - RCA  
I Wish You Well - Bill Withers - Columbia

**KYAC - SEATTLE**  
Can't Hide Love - Earth Wind & Fire - Columbia  
It's Cool - The Tymes - RCA  
More, More, More - Andra True Connection - Buddah  
Spanish Hustle - Fatback Band - Event

**WDAO - DAYTON**  
P Funk - Parliament - Casablanca  
I Got A Feeling - Al Wilson - Playboy  
Let's Groove - Archie Bell - Phila. Int'l.  
Heavy Love - David Ruffin - Motown  
Make Yours A Happy Home - Gladys Knight - Buddah

**WOL - WASHINGTON, D.C.**  
Mighty High - Mighty Clouds Of Joy - ABC  
From Us To You - Stairsteps - Dark Horse  
I've Got A Feeling - Al Wilson - Playboy

**WCKO - FT. LAUDERDALE**  
Funk Machine - Gary Davis - 20th  
I Got A Feeling - Al Wilson - Playboy  
Dear Abby - Clarence Carter - ABC  
Wish Love Was Magic - Street Corner Symphony - Bang

This Is It - Melba Moore - Buddah  
Do It With Feeling - Michael Zager - Bang  
Mrs. Smith's Wife - Clarence Reid - Alston  
Spanish Hustle - Fatback Band - Event

**WCAU - PHILADELPHIA**  
Thank You Baby - Leone Thomas - Don  
Spanish Hustle - Fatback Band - Event  
Los Conquistadors Chocolates - Johnny Hammond - Fantasy  
Five Foot Two - Danny Bryant - Columbia

**KIQV - PORTLAND**  
Dear Abby - Clarence Carter - ABC  
His House & Me - Dionne Warwick - WB  
All In The Family - General Johnson - Arista  
Married But Not To Each Other - Denise LaSalle - Westbound

You See The Trouble - Barry White - 20th  
Get Up And Boogie - Silver Convention - Midland  
Movin' - Brass Construction - UA  
Make Me Twice The Man - Notations - Gemigo  
What About Love - Brief Encounter - Capitol  
Loving You Comes Naturally - Essence - Epic  
Takes Love To Make Love - Ebb Tide - Sound Gems  
I'm Going To Stay - Charles Drain - RCA  
Finger Lickin' Good - Dennis Coffey - Westbound  
I Choose You - Chicago Gangsters - Amherst  
More - Carol Williams - Salsoul

**WDIA - MEMPHIS**  
Tell The World - Harold Melvin - Phila. Int'l.  
Union Man - Cate Bros. - Asylum  
Spanish Hustle - Fatback Band - Event



## ABC Records Group Announces Twenty March Album Releases

LOS ANGELES — Jerry Rubinstein, chairman of the board of ABC Records, has announced the release of four albums in the March schedule.

Heading the list will be the brand new album from Three Dog Night. The LP, "American Pastime," is full of the group's patented three part vocals featuring Chuck Negron, Danny Hutton and Cory Wells.

Jim Weatherly makes his ABC debut with "The People Some People Choose To Love." Produced by Jim Weatherly and Larry Gordon, the album features ten new Weatherly songs and arrangements by studio aces Nick de Caro, Michael Omartian and Larry Carlton.

"The Faragher Brothers" debuts four Faraghers — Jimmy, Tommy, Davey and Danny — blue-eyed California soulmen. Produced by Vini Poncia for Richard Perry Productions, the album features nine Faragher originals and a version of Curtis Mayfield's "It's All Right."

Finally, Joe Walsh's new album, "You Can't Argue With A Sick Mind," is ready for release. Originally scheduled for January, the wait will be proven worth it once you hear this collection of live material from one of America's most highly-respected rock guitarists.

### Dot

"Harmony" is the latest collection of singer/songwriter Don Williams, his sixth ABC/Dot offering. It features Don's high-rising country charted hit single, "Till The Rivers All Run Dry."

Singer/songwriter Roy Head's entry this month is entitled "Head First." The LP spotlights Roy's new single, "The Door I Used To Close." Roy Head is a new addition to ABC/Dot.

### Impulse

"Hard Work" is the ABC/Impulse debut of saxophone stylist John Handy. Produced by Esmond Edwards, the LP features pianist Hotep Cecil Banard; tabla player Zakir Hussain; guitarist Mike Hoffman; and studio regulars Chuck Rainey on bass, Jimmy Gadsen on drums and percussionist Eddie "Bongo" Brown.

Also for March release is the latest album from Sam Rivers. Entitled "Sizzle," the LP contains four new compositions from the fiery instrumentalist. Produced by Esmond Edwards, "Sizzle" features guitarist Ted Dunbar; bassist Dave Holland; drummer Barry Altschul; and on drums, vibes, and tympani Warren Smith.

### Sire

Heading the list are four Sire albums. "Escape From Babylon" is songstress Martha Veiez' newest collection; "Our Pleasure To Serve You" is the debut of The Stanky Brown Group, a rock quintet from England; and "Tightly Knit" and "A Lot Of Bottle" are two releases from The Climax Blues Band.

### Passport

Passport Records will release "Water Course Way," the debut of the exciting new group Shadowfax.

### Westminster Gold

Kathy King, ABC Records' director, classical a&r, announced the release of six albums in the ABC Records Westminster Gold series. Five of the six are licensed from the prestigious Russian recording company, Melodiya. They are: "Tchaikovsky: Symphony #1, Winter Dreams," by the USSR State Symphony Orchestra, conducted by Konstantin Ivanov; "The Oboe: Vivaldi, Albinoni & Bellini," featuring soloist Evgeni Nepalov with the Moscow Chamber Orchestra, conducted by Rudolf Barshai; "Nikolai Rimsky-Korsakov: Trio in C Minor" with violinist David Oistrakh, cellist Sviatoslav Knushevitsky and pianist Lev Oborin;

"Chamber Music For Winds And Brass — Balai/Poot/Villa-Lobos/Hindemith" by the Leningrad State Philharmonic Wind Quintet; and "How The Mistress Met Ivan," a collection of favorite Russian wedding, festival and seasonal songs featuring various artists. From the Westminster catalog comes "Carlos Chavez: Concerto For Piano & Orchestra" with the Vienna State Opera Orchestra, conducted by Carlos Chavez and featuring pianist Eugene List.

### Songbird/Peacock

Songbird Records and Peacock Records will release two albums as part of their March release schedule.

On Songbird there will be "Whereof I Am Glad," a new album by Josh Hailey.

On Peacock, Mildred Clark & The Melodyaires will release their new album entitled "Lord, I've Really Been Trying."

## Motown Starts Spec. Mkts. Div.

HOLLYWOOD — Motown Record Corp. has announced the formulation of a special markets division whose specific areas of involvement will include the sale of premium, incentive and direct mail promotions (encompassing Motown catalog product) to leading national advertisers, and merchandising and licensing of non-record products utilizing the Motown name and Motown artists. Heading up this new activity will be Marty Weiss, who was previously general manager of the custom manufacturing and premium merchandising division of Capitol Records.

Weiss has announced the appointment of Billie Jean Brown as manager of operations (a&r, creative services and administration). Billie Jean has been with Motown since its inception and has held key managerial positions within the company.

Georgia Ward, a long-time staff member of Motown's creative department, is appointed as administrative assistant to Weiss and Ms. Brown in the special markets division.

## WB Holds Top Two Single Chart Spots

LOS ANGELES — Warner Brothers Records this week holds the #1 and #2 positions on the **Cash Box** singles chart with the Four Seasons' "December 1963 (Oh What A Night)" on the Warner Bros./Curb label (#1 with a bullet) and Gary Wright's "Dream Weaver" (#2 with a bullet). It is the first such success for Warners this year.



**COLUMBIA SIGNS DR. FEELGOOD** — Dr. Feelgood have signed an exclusive recording contract with Columbia Records. Their debut album on the label, "Malpractice," has just been released. They are currently on a tour of the U.S., extending the popularity that until now was confined to their native England. Show at the signing are (l. to r.): Arma Andon, assistant to the vice president and general manager of Columbia Records; Dr. Feelgood members Big Figure, John Sparks, Mike Johnson and Lee Brilleaux; and Bruce Lundvall, vice president and general manager of CBS Records.



**AWARD WINNING PRODUCERS FETED** — Two of Atlantic Records' producers were honored by the voting membership of NARAS when they were presented with Grammy awards. Jerry Wexler (with score composer Charlie Smalls) won for "Best Cast Show Album" for Atlantic's original studio cast recording of "The Wiz" and Arif Mardin won as "Producer of the Year." They were honored at the Atlantic recording studios with separate champagne parties. Seen above, in left photo, (l. to r.) Atlantic Records president Jerry Greenberg; Wexler; producer of the Broadway show "The Wiz" Ken Harper; Atlantic Records chairman Ahmet Ertegun; and Cotillion Records president Henry Allen. In photo on right are Greenberg, Mardin und Ertegun.

## WNCI: Unbeatable Success Story tr 25

teens are asked when they call in. No requests are taken in the morning, but at 6 p.m. the request lines start up until midnight.

What are the results of the incoming requests and questions asked by station personnel on outgoing phone calls? "We tabulated them a graph on separate sheets of paper, put 'em against the store reports we check, and we can almost totally determine by those two correlations what kind of record to play and when to play it. By the fall book, *our research fall book*, we hope to know about every record and what to do with it. We might be able to determine ahead of time what impact it will have on who, etc."

WNCI's Karl noted an example here to CB. "Let's say you talk to 20 women on a phone interview. Let's say they are 24 and older and 15 of them say that 'Tie A Yellow Ribbon' is their favorite song and then 15 of the 20 say that WXXX, a competing station, is their favorite. We know then that we could be playing that song more during housewife time; then, when and if they do turn to our station, they'll possibly hear the song as well as some of the other things we're doing both music and promotion wise and then we have a perfect chance at keeping them as steady listeners."

### Phone Response

Back to the phone response survey. By the end of the week, WNCI's music director has determined which combination of top 20 hits and gold records the young adults and teens in Columbus want to hear. It's a compilation of nearly 7000 individuals by phone and then a record store/record department survey to determine which singles and albums are actually being purchased.

A possible pitch then can be done to the advertisers saying "WNCI's audience listens more attentively to WNCI because WNCI is broadcasting what the young adults and teens want to hear. The WNCI audience is in a receptive and positive frame of mind when your commercial is being played." By way of example is the fact that listening to the radio sometimes listeners hope or even wish the station would play a certain song. All of a sudden, the next song played is possibly the very one thought about. "How did you feel when that happened?" ... is the question asked of the listener. "Just imagine," says the pitch, "your commercial immediately following that experience."

### Station Value

"We have to sell the value of young adults and the value of WNCI to the advertisers," Joel Schwartz, general sales manager for the station says. "We depend on the attentiveness of our listeners as one main ingredient in selling the station. If the sponsor can be assured of this, it is a major asset to the potential sale of advertising time."

CB inquired about the limited demographic WNCI is programming to and how this possibly limits a sale or salesman who might seek out an advertiser or product other than geared toward teens and young adults.

"People are now aware of how affluent the young adult listener really is," Schwartz replied. "If we want to sell an automobile traditionally geared to an older buyer, we realize that and explain in our presentation that young adults are current and future buyers. If we don't get 'em now we'll get 'em later. And if the listener is driving an economy car but anticipated buying a larger more expensive model when his income allows he will keep the sponsor in mind because he's hearing a commercial oriented towards — "when you get ready, we're here."

### Ratings Success

This research and pitch have proven successful. Based on information in the Oct./Nov. 1975 ARB, WNCI target audience programming is working very well, indeed. The station is number one in Columbus in reaching persons 12-34 in the total survey area and since the April/May 1975 ARB, WNCI has realized audience gains as large as 240 percent in the total survey area.

The success of WNCI can be partly attributed to the consultants certainly, but what's very important is the local people who know the market, who take time to research the market via incoming and outgoing phones and who tabulate rec-

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**Back Street Crawler  
Sammy Hager**

THE STARWOOD, L.A. — There's nothing wrong with the basics; especially as they pertain to music. Sure, all manner of electronic wizardry seems to be taking music to the futuristic stars but I wager a whiskey-stained E chord in some bluesy after hours club is still the musical father of us all. This lineage was revisited recently at the Starwood as Back Street Crawler brought music full circle and bare bones.

Back Street Crawler (an Atlantic slammer) is a mirror of roots and influences from time in retrospect, put into a form both comprehensive and tutorial. This night for the asking was rock and blues as it's portrayed best. Hard and fast.

At the core of the Crawler shell stood the definitive lead lines of Paul Kossoff, whose every change tore holes in the preconceived notion of what's basic and true. This trait effectively extended itself to the remainder of the band as tortured vocals and a rhythm section nurtured in the Texas earth showed their musical stuff.

A valid counter to the ferocity of Kossoff's riffs was the keyboard dexterity of Rabbitt. Jabs of classic blues bot-tomed runs alternated with more involved passages added dimension without detracting from an overall sound born of slavery. All songs ran logical courses to completion as solo moments and carefully sculpted bridges drove home their points with regularity.

Back Street Crawler at the Starwood was old music but hardly in the way.

A similar, yet slightly divergent stance was taken by second-billed Sammy Hager. Hager (a Capitol kick out the jams) ran a straight ahead rock and roll road, strategically laced with the blues.

Hager's vocals were an interesting play on octave terms as a seemingly adequate blues/rock voice made unexpected shifts in delivery. The result was vocal support in subtle ways. Hager's music was balanced by a tight backing unit whose obvious seasoning did not keep them from making things interesting. And that dear heart is what rock is all about. **m.s.**

**Eddie Kendricks**

TOTAL EXPERIENCE, L.A. — For the past couple of weeks the Total has become the home for a couple of ex-Temptations. First David Ruffin and then Mr. Eddie Kendricks.

Leaving a very successful group and going solo isn't an easy task but Eddie has made the transition beautifully by having hit after hit. His crystal-high falsetto voice is one of the prettiest around when backed by his group the E.K.'s and two beautiful and spirited background vocalists. It's quite a show.

Eddie has a new LP out on Motown and a hit single going for him right now. Both are titled "He's A Friend" and Eddie made many more friends in his appearance at the local nitery.

The show had many surprises but the most pleasant was when Eddie brought up Melvin Franklin, Richard Street and Glenn Leonard of the Temptations from the audience to jam on stage doing some of the great Tempt tunes. "Get Ready" and "Just My Imagination" were just a couple of tunes from the medley. Melvin was in fine form as he shouted to everyone in the audience that he was there to party. What occurred was that everybody got to their feet to boogie right along.

After that Eddie got into this thing and sang "Happy," "Boogie Down," "Keep On Truckin'" and another great selection off the new LP "Changes." Eddie's show is getting more together and tighter, to go along with his smash hits. **j.l.**

**Dan Fogelberg**

SANTA MONICA CIVIC, L.A. — Music, by its very nature, is a vehicle for creating images. At best images that maintain in the mind's eye before passing into the dust of distant memory. When the music bores into and holds the listener a while, you know its practitioner is doing something right. Such was the case at a recent Santa Monica gig as Dan Fogelberg put together a near-perfect musical environment.

Fogelberg (an Epic bard) makes his music (a slightly off-center package of folk, blues and country/rock influences) work by putting every aspect of its being on display at once. Melody. Lyrics and the stories they tell. In Fogelberg's music hands it was all there for the comprehending.

Of particular strength this night was a well paced set of ballads and acoustic blues numbers. Fogelberg at piano and guitar provided the necessary support as tales of the living experience broke through in believable manner. Let's face it: a song dedicated to an ex-old lady had

better rise above the level of maudlin. Fogelberg's emotional ode did.

Fogelberg's vocal stance proved the perfect tool in his alternating train of musical thought. His clear, mildly accented tones gave strength to reflective songs while devilish singing musings were easy adjuncts to his rock and roll shoes.

His rocker plateau continued the influx of seemingly dissimilar forms as the elements of thick blues and hints of countrified soul mixed in with the more familiar strains of body mover. This was made all the easier by the presence of Fool's Gold who managed a professional supportive role.

When one thinks of music, the thoughts conjured up usually run to a free flowing outside. In the case of Dan Fogelberg at Santa Monica, exception was the rule.

The musical attraction was decidedly under one roof. **m.s.**

**Sarah Vaughn  
Jon Lucien**

ROXY THEATRE, LOS ANGELES — Miss Sarah Vaughn drew no less than three standing ovations from the Roxy audience last week as she displayed her prodigious and legendary vocal skills.

Backed by an accomplished trio, Vaughn turned in a set that was astonishing in its depth of feeling. Certainly her voice is phenomenal, but perhaps most impressive was the emotion and caring she packed into each phrase; every nuance of tone was carefully and masterfully explored.

Vaughn drew her material primarily from older recordings, songs that have become standards largely due to her own renditions: "Moonlight In Vermont" was a standout in the medley she used for an encore. Two newer songs, "Feelings" and "Send In The Clowns" were performed, the latter, particularly, worked like electricity on the crowd. (One suspects that these will be included on the singer's next recording, her first

Atlantic LP.)

A highlight of the night was a song performed only with accompaniment from the acoustic bass. Here, Miss Vaughn ran the gamut of her talents — dynamic and artful microphone technique, scat-singing, intelligent use of vocal range and a charming stage presence. These remained at a constant professional level during the entire show.

Jon Lucien, who records his polyrhythmic tunes on Columbia, delivered a satisfying show. Lucien played guitar and clavinet, and was backed by a talented band. The sound, at times, was a trifle dense, and the subtleties evident on the slower ballads were lost in the shuffle of the uptempo tunes. Lucien is a remarkable vocalist, really a voice percussionist. The melodic material he presented as part of his next Columbia album was exciting; it was at once musically complex and accessible. **j.m.**

**David Sancious & Tone**

OTHER END, NYC — Having released a second solo album on Epic and still in his early twenties, David Sancious is a rare phenomenon. Two years ago he was known to Bruce Springsteen's original core of fans as a creatively contributing member of the E Street Band. Now that Springsteen has attained large-scale popular appeal, Sancious is, interestingly, off on his own, pursuing the music that obviously means very much to him.

Sancious opened with the deep calliope-tones of "Summer Harmonies" from his first LP, "Forest Of Feelings," executed on Hammond and Moog synthesizer. He then introduced "Transformation (The Speed Of Love)," the multi-sectional, lengthy title side of his latest on Epic. Following was "Sky Church Hymn #9," featuring Sancious on double-necked (six and 12) guitar. Dedicated to Jimi Hendrix, Sancious' playing on the piece is decidedly influenced by the great electric master, beginning with a blues heavy on the four, played with bottleneck slide, then changing to a faster jazz-rock beat with feedback-laden riffs. "The Play And Display Of The Heart," an acoustical piano solo, provided the interlude to a reprise with Tone, the ensemble; Jerry Carboy on bass guitar and Ernest Carter, from the original E Street Band, on percussion.

Sancious himself is a fine player, and his fellow musicians complete a trio spiritually involved in pulling themselves

**Thee Image  
Duke And The Drivers**

STARWOOD, LA — Thee Image, three-man rock group originally from Florida, visited Hollywood's Starwood recently, performing tunes that ran from very heavy metal to very heavy blues. Nice soul transitions between numbers was evident with keyboards providing very melodic lead on all tunes. The group also used talk box type effect on several songs with a heavy drum solo and powerful vocals to enhance the show's highlight song, "Run To Me."

Duke And The Drivers are different. The group performed some of the music from their new ABC LP, "Cruisin'." On stage, hand signs that matched lyrics and a constant chatter at the audience that sounded like listening to a live album with the group's comment in between cuts. Most of the conversations seemed to be oriented toward having a good time but "Duke" was constantly mentioned by separate members of the group with connotations of where he is and when he gets here, etc. The most noticeable things about Duke and the Drivers were their loudness, but they turned in good performances on songs like "You Better Check Yourself," and "Love Bucket" a kind of Latino cha-cha rock and roll song. The group is versatile with harmonica, three guitarists, lead vocal, piano vocal and drums. **j.b.c.**

**Nickey Barclay**

ROXY, LA — "Once in a great while," the time honored saying goes, "there comes along a talent so undeniably compelling that it restores hearing to the deaf, vision to the blind." For a packed Roxy showcase last Tuesday, Nickey Barclay and her Good News Band brought new meaning to that platitude and made Ariola America president Jay Lasker look like a genius. Barclay is signed to Lasker's label and he made a special introduction before her set.

Lasker told **CB** two weeks ago (Mar. 13): "She could be Ariola's first superstar. She has incredible talent." Last week's performance demonstrated exactly what he meant. Barclay is a veteran performer (most notorious for Fanny) and each aspect of her set displayed a poised sense of security. Lyrically, she expresses pain and the ups and downs of love and friendship as well as any of the highly touted composers of the past decade. She's been around and she lets everyone know it, though she doesn't push.

The Good News Band, featuring ex-Undertaker Bugs Pemberton on drums, Ray McCarty on lead guitar, Billy Schwartz on keyboard, Jeff Eyrich on bass and three skilled male vocalists, provided Barclay with an ideal musical vehicle, one she drove from ballad to rocker as easily as she might shift gears in a Porsche. "Fairweather Friend," "Full Moon Madness," "Baby Don't Let It Mess Your Mind," and "Didn't I?" were show stoppers, the latter an incredible finale that built for ten minutes to an emotional crescendo truly expressive of the sensitivity Barclay possesses.

"Lonely Days," one of Barclay's most exquisite songs (perhaps of all time) is going to be her debut Ariola single and Roxy reaction confirmed that as an excellent consensus choice. To say Nickey Barclay is on her way is an understatement because she has been "in the band thing since I was twelve." The single has to get exposure, the "Diamond In A Junkyard" LP must prove that the great initial reaction was no fluke, and Barclay herself has to get out on the road and do some gigs. These, however, seem to be merely mechanical steps in a process that is as inevitable as the sun rising. Nickey Barclay is an excellent talent and a compassionate human being. She deserves all the good things that will be coming her way soon. **d.b.**

**Sammi Smith**

ROOM OF THE STARS, LA — In a very informal opening show of LA's newest country nightclub, Sammi Smith's show was a mixture of very loose staging and cutesy rapport on stage between her and male backup, her younger brother.

Although Sammi Smith is phenomenally talented, with a voice style that whispers all the emotion a song can possibly have as she sings, the on-stage comments between her and brother were neither appreciated or necessary. In spite of this, the Elektra recording artist, who is brand new to that label, came through with tremendous vocals on "Mr. Bojangles," "City Of New Orleans," "With Pen In Hand," and her super hit record of the early seventies, "Help Me Make It Through The Night."

The show was fairly well timed and moved from one song to another without much horsing around. The horsing around was most prevalent in the songs themselves, but the plain and simple look, along with great vocals made the night totally a Sammi Smith night at Room of the Stars. **j.b.c.**

continued on pg. 44



## ABC Concludes GRT Arrangement

fr 9

throughout the world.

"We are already seeing tremendous feedback with this philosophy," offered Diener. "Our releases are increasing, our tours are increasing. The GRT agreement caps our ability to join in a concrete stand with the most aggressive companies around the globe. We know this to be true because we have examined just about every major record company in the world and have come up with the cream of possibilities."

### Other Majors

As with GRT the selection of other companies representing ABC in various parts of the world was based on personal meetings and discussions as to the needs of ABC in each specific market.

Agreements in other major territories include Nippon Columbia in Japan and Ariola Eurodisc in the German and Benelux territories. Some of ABC's other foreign affiliations signed toward the end of last year are, by geographical region, as follows:

Europe: Ariola-Eurodisc GmbH (Germany, Austria, Switzerland, Benelux); CBS-Sugar SPA (Milan, Italy); Movieplay S.A. (Madrid, Spain, including Portugal); Anchor Records (wholly owned — London, England).

Japan: Nippon Columbia Co., Ltd. (Tokyo, Japan); RCA Victor (Tokyo — Blue Thumb product).

Australasia: RCA Ltd. (Australia, including New Zealand); Baal Records Private Ltd. (Singapore, Malaysia, including Hong Kong, Indonesia, Taiwan, Korea and Thailand); Vicor Music Corp. (Manila, Philippines); Festival Records (Australia).

Canada: GRT Corporation of Canada Ltd. (Toronto, Canada).

South America: Industria Fonografica Ecuatoriana S.A. (Guayquil, Ecuador); Sicomerciana S.A. (Buenos Aires, Argentina); Gravacoes Eletricas (Sao Paulo, Brazil); Ricardo & Rodolfo Gioscia S.A. (Montevideo, Uruguay); La Discoteca (Venezuela); Fabrica Venezolana De Discos (Venezuela, Columbia); Discos Fermata Rgdg. Ltda. (Sao Paulo, Brazil).

Central America: Discos De Centroamerica S.A. (Guatemala, including El Salvador, Honduras, Nicaragua, Costa Rica, Panama).

Mexico: Discos Musart, S.A. (Mexico). Scandinavia: Norsk Musik Produksjon (Starbox Aps, Electra, Grammofon AB and Discophon OY AB, including Denmark, Norway, Finland and Sweden); Starbox APS, Johnny Reimar Prod. (Copenhagen, Denmark); Arne Bendiksen AS Norsk Musik Prod. (Norway); Discophon OY AB (Espoo, Finland); Electra Grammofon AB (Soina, Sweden).

South Africa: Satbel Record Company (Pty) Ltd. (Johannesburg, South Africa, including S.W. Africa, Lesotho, Swaziland, Botswana, Rhodesia, Zambis and Malawi).

Mid East: CBS International Records (Israel, Greece, Lebanon, Syria, Turkey, Northern Africa and Egypt).

Diener said: "The GRT contract was one of the last we signed rather than one of the first because the decision was so monumental — we wanted to make sure we had people that could really deliver. The decision was so important that what we have done now will make up for a month or two "lost" in negotiations. It was a long-term/short-term decision. The amount of work that was done in making our selections was, again, colossal. The entire list you see here, however, represents the giants of all territories involved."



**THE COLUMBIA TOWER** — Last week Bruce Lundvall, vice-president and general manager of Columbia Records announced the acquisition of Oakland super group, Tower of Power. The group, which is currently doing some special appearances around the country will be entering the studio in the next few weeks to start recording their first album for Columbia. Pictured here (l. to r.): Lundvall; Don Ellis, vice-president of a&r Columbia Records, west coast; Doug Sohn; Frank Prestia; Bruce Conte; Hubert Tubbs; Greg Adams; Mic Gillette; Lenny Pickett; Emilio Castillo; Chester Thompson; Steve Kupka; Ron Beck; Irwin Segelstein, president CBS Records Division; Walter Yetnikoff, president CBS Records Group and Ron Barnett, manager of Tower of Power.

## Eight Artists Sign To Island

LOS ANGELES — Concurrent with the completion of his first year of operation in the United States, Lionel Conway, president of the Island group of music publishing companies has announced eight signings to that label. The new contracts include the names Gavin Christopher, Lee Garrett, Robert Taylor, Automatic Man, Harlan Collins, Toots and the Maytals, Richard Thompson and Ian Matthews.

Christopher has had four songs recorded by Rufus including the number one hit, "Once You Get Started," and is just completing an album to be released by Island later this year. Co-writers Garrett and Taylor have had songs recorded by Frankie Valli, Jackie Moore, the Voices of East Harlem and Marlena Shaw. Also, Garrett has been signed as an artist to Chrysalis Records and will have an album and a single released in March. Both Christopher's and Garrett's albums are being produced by Eric Malamud for State of the Art Productions, a company formed by Conway and Malamud. Automatic Man is a new group from San Francisco formed by ex-Santana drummer Mike Shrieve and signed to Island. Toots and the Maytals and Richard Thompson will also have albums released on the Island label this month. Collins is the writer of "Wrap Me In Your Arms," which is featured in the new Olivia Newton-John album, "Come On Over." Matthews has been signed to Columbia Records and has an album, produced by Norbet Putnam and Glen Spreen, due to be released in April.



**COURTNEY MEETS RADIO** — Flashing from coast to coast at the very end of his whirlwind promotion tour to the states is United Artists' David Courtney, whose "David Courtney's First Day" album introduced him to American audiences. Shown as Courtney visits the heavies in Philadelphia are (from l.) John Gaydon, Courtney's manager; Larry Cohen, UA east coast director of promotion; Ed Sciaky, WMMR air personality; Courtney; Tom Kennedy, promotion director, and Linda Rogoff, UA artist development.

## Dee Anthony fr 9

Boiero?" "So I told Tony to go out alone, with a single spot, and do a ballad. And it worked. We had the audience. We couldn't have tried to outdo the Flamenco dancers. So when I saw Peter going up against all those heavymetal groups, I remembered that. And it worked for Peter, too."

He strongly feels that the artist must first feel confident in his music before major success can be obtained. He felt that Frampton's confidence in himself and his music was really the key to his current success. "At the beginning of last year there was a turnaround with Peter, he started telling me precisely what kind of songs he was writing, and how he had perfected things he was doing musically, in his producing and his singing. And I could just tell, I knew it was there. We knew it was there with the last album, we believed from way back."

He felt that Frank Barsalona and Barbara Skeidel of Premier Talent were extremely important elements in taking Frampton to the top. He expressed gratitude for the fact that when Frampton left Humble Pie, a group that was just on the verge of superstardom, that the agency did not balk at taking Frampton on as a solo. He also wished to clear up any speculation about that split, attributing it solely to musical differences. "Premier stayed with Peter, working him at \$500 a night, \$750 a night, touring until he was practically falling on his face. I'm from the old school, I go for performance, that's what gives you longevity in this business, in any business, that's where you learn to use your hands, how to use your voice, that's where things happen, you get reactions, you're taking the pulse of the country, you find out what makes the kids react. My reputation is that I work artists hard that way, but that doesn't mean a lot of money for me, most of the money goes to the artist. I just know that you'll find all your answers on that stage, all your answers. I think that is the greatest joy an artist has; he walks on that stage and the most honest answer he can get comes from that audience."

Anthony referred to Frampton's solo career as "a long, uphill climb." He said that he was delighted that Frampton was able to become a leader by taking leadership and the responsibility that goes with it, and said that he was delighted that he was able to stick to his convictions during the four years since he left Humble Pie. He added that the packaging last year of Frampton with groups like Rod Stewart and the Faces was important exposure and was very helpful. But Anthony said that before he did that, he had to make sure that Frampton was ready, that he knew how to handle an audience. Other acts that Frampton often played with Anthony described as "heavy metal groups" which he said "waste an audience, physically wear them down. What is a beautiful, lovely little guy like Peter Frampton going to do when he comes out? Is he going to try to go over their energy level, say 'I'm going to rock right over them?' So we just reversed the procedure and started him wide open, from nothing, just acoustic guitar. And he builds. Go in like a lamb, and out like a lion." Anthony said that there was a time when Frampton felt that to get through one acoustic number on-stage was a major achievement.

## New Disco LP For UA's New Ventures

LOS ANGELES — The New Ventures make their entry into the disco sweepstakes with their new United Artists LP, "Rocky Road."

## Cotillion Label fr 7

Brown, Bobby Darin, Clyde McPhatter, Ray Charles, the Coasters and the Clovers at their outset.

In 1962, impressed with his record, Jerry Wexler appointed Allen eastern promotion manager for Atlantic. The changing face of music at this time was a challenge to which Allen's talents were most adaptable; he was one of the first major black promotion men to handle every type of pop, r&b and jazz product through the '60s, including Sonny & Cher, the Young Rascals, Vanilla Fudge, Iron Butterfly and Buffalo Springfield, along with Wilson Pickett, Otis Redding, Aretha Franklin and King Curtis.

By 1966, Henry Allen had taken charge of all national promotion for Atlantic. He was named vice president of promotion for all Atlantic/Atco and affiliates a year later, and in 1974 was named senior vice president and director of r&b product for Atlantic.

Of Henry Allen's appointment as president of Cotillion, Atlantic Records' president Jerry Greenberg said, "We are all proud of Henry Allen's achievements, and at the same time are extremely excited about the reactivation of Cotillion. We are looking forward to renewed success with the label in 1976."

## Andy Williams' Father Dies At 84

LOS ANGELES — Services were held Monday, March 8, for Jay Williams, father of singer Andy Williams. Williams, 84, died March 5 at his home in Reseda, and is survived by his widow Florence and four sons, Andy, Don, Dick and Bob, and daughter Jane.



## Austin Music Seminar Set For April

AUSTIN — Representatives of the Country Music Association (CMA) and members of a special Austin Advisory Committee met to formulate plans for a comprehensive music seminar slated for 2 p.m., April 13, in the ballroom of the Hilton Hotel.

Scheduled in advance of a two-day CMA board of directors meeting set for April 14 and 15 at the Hilton, the seminar is designed to encompass subjects of interest to both Austin and Nashville music communities.

The tentative agenda for the afternoon will cover: the discovery of talent ... negotiation of contracts and what to expect ... the role of the producer or a&r

## Lynn Bio Subject Of Promo Campaign

LOS ANGELES — Loretta Lynn's autobiography, "Coal Miner's Daughter," a Bernard Geis book to be published by the Henry Regnery Company on April 15, is the object of a large scale marketing and promotion campaign.

Co-authored by New York Times correspondent, George Vecsey, the paperback rights have been sold to Warner Brothers for a price tag in the six figure category, announced Harvey Plotnick, president of the Henry Regnery Company.

To coincide with the book promotion already underway by Regnery, MCA Records is currently preparing to make April a "Tribute To A Lady" month.

man ... record promotion ... record marketing ... radio promotion ... artist relations and development ... the songwriter and the record company ... the publisher and the record company ... being a star and how to handle it ... what can the artist do to help the record company.

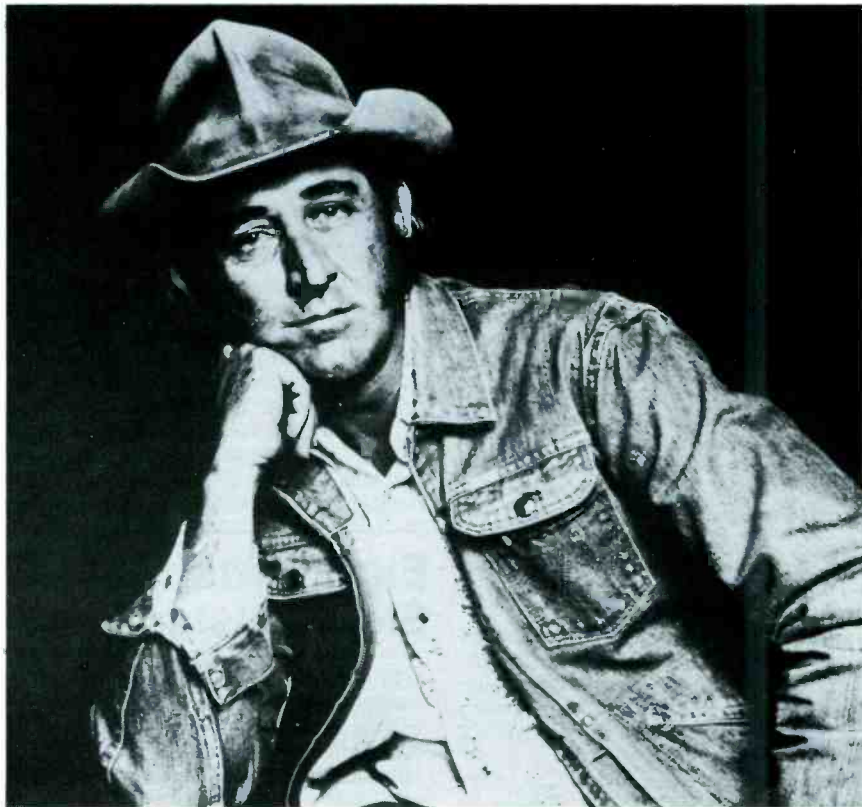
Panelists will include many of the music industry's most knowledgeable individuals, such as: Chet Atkins, RCA Records; Richard Bibby, MCA Records (Canada); Ron Bledsoe, CBS Records; Jerry Bradley, RCA Records; Chic Doherty, MCA Records; Jim Fogelsong, ABC/Dot Records; Frank Jones, Capitol Records; Grelun Landon, RCA Records; Mike Maitland, MCA Records and Frank Mancini, RCA Records.

The Austin Advisory Committee members are Laura Dupuy, manager of Asleep At The Wheel; Townsend Miller, "Austin American — Statesman"; Willie Nelson, artist; Mike Tolleson, Armadillo World Headquarters; Larry Watkins and Tommy White of Moon Hill Management. CMA representatives in town for the meeting included Ron Bledsoe, CBS Records; Frances Preston and Roger Sovine of Broadcast Music, Inc.

For seminar registration information please contact Linda Callaway, Moon Hill Management, Box 4945, Austin, Texas 78765, telephone (512) 452-9411. In Nashville, contact Roger Sovine, Broadcast Music, Inc., 10 Music Square East, Nashville, Tennessee 37203, telephone (615) 259-3625.

## Country Artist Of The Week

Don Williams



This Corpus Christi, Texas-born talent has come full circle. From his early childhood fondness for country music, Don Williams spent his adolescent years expanding his range of musical experience. After high school and army service overseas, he found himself leading the very popular pop-folk group, the Pozo-Secco Singers.

Their enormous hit, "Time," shot them to international prominence within months. They followed up with several more successful records and the group rode the crest of worldwide acclaim for nearly five years.

After three hit records and only six years of traveling, Don retired from the Pozos and began his new career as a country singer-songwriter.

Today Don Williams is regarded as a rare and valuable all around talent. He has captured the airwaves with hit after

hit: "Shelter of Your Eyes," "Come Early Morning," "Amanda," "Atta' Way To Go," "I Wouldn't Want To Live (If You Didn't Love Me)," "The Ties That Bind," "You're My Best Friend," "(Turn Out The Light and) Love Me Tonight."

Don has kept his public appearances down to under a dozen per month, and divides the rest of his time between recording, writing songs and tending his farm in Ashland City, Tennessee. He also co-starred with Burt Reynolds in the 20th Century Fox movie, "W.W. And The Dixie Dancekings," filmed in Nashville, and is considering future film work.

Don now records for ABC/Dot Records where his sessions are self-produced. His current single is titled, "Til The Rivers All Run Dry," along with his LP titled "Don Williams Greatest Hits — Volume One." Exclusive bookings by the Jim Halsey Agency.



Tree International launches a unique outdoor ad campaign this month (March), to be displayed on Sunset Strip in Los Angeles, utilizing the theme: "Call A Nashville Hit Man."

Finished artwork of the billboard is unveiled here by Cliff Williamson of the professional department, vice president Don Gant, president Buddy Killien, and Dan Wilson, also of the professional department.

## Nashville Musicians Vote Songwriters Support

NASHVILLE — Members of the Nashville Association of Musicians, Local 257, who recently reported for a special-call meeting, have voted unanimously to support songwriters in their quest for the first copyright revision law since 1909.

Organized support of the AFM was sought out in view of its vast membership of songwriters, who up to this point, had not had this support from the union.

Last month, the Senate officially passed legislation which would extend copyright protection to authors and composers from 56 years to lifetime plus 50 years, and increase the present ceiling on royalty payments by record companies, which are divided equally between publishers and songwriters, from 2 to 2½ cents per song. The House subcommittee is now considering the complex law. The songwriters are seek-

ing to convert the proposed 2½¢ ceiling in the Senate bill to a minimum, recommending the ceiling on a royalty payment be increased to 4 cents a song.

## Radio Seminar Sets New Faces Show

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. The show is considered a distinctive and integral part of the broadcasting education provided at The Country Radio Seminar.



**TWINKABILLY?** — Rockabilly star Gary Stewart was recently invited on stage at Hollywood's Palomino Club to sing and play with Ray Wylie Hubbard and the Cowboy Twinkies, one of Texas' leading progressive country groups. Gary's on the left, Ray's on the right and the Twinkies are out of sight.



**CB Country Charts Reflect CRS Activity**

NASHVILLE — In the Feb. 28, 1976 issue of **Cash Box**, 32 of the top 100 country singles were recorded and/or mastered at Columbia Recording Studios in Nashville.



**EBBETS FIELD** presented a three night engagement March 4-6 with comedian Steve Martin and special guest act Liberty. Liberty records on John Denver's Windsong label. RCA Records, which distributes Windsong, threw a welcome party for Liberty which included the local music community and John Denver. Pictured from left to right are Chuck Morris, owner, Ebbets field; Jan Garrett of Liberty and John Denver.

The actual breakdown is 19 recorded in the studios, 28 mastered, and collectively, 32 recorded and/or mastered. The labels involved besides their own Columbia and Epic include Mercury, Capitol, Monument, Elektra, Starday, ABC/Dot and Mega. The artists and songs include Willie Nelson, "Remember Me"; Tom T. Hall, "Faster Horses"; Cledus Maggard, "The White Knight"; Charlie Rich, "Since I Fell For You"; Terry Bradshaw, "I'm So Lonesome I Could Cry"; Carmol Taylor, "Play The Saddest Song On The Jukebox"; as well as Moe Bandy, Larry Gatlin, David Allan Coe, Connie Smith, La Costa, Donna Fargo, George Jones, Sonny James, Johnny Rodriguez, Tammy Wynette, Lynn Anderson, Bob Luman, David Willis, David Houston, Johnny Cash, Faron Young, Red Sovine, Jerry Lee Lewis, Sammi Smith, The Statler Brothers, Freddie Hart, Johnny Paycheck, Joe Stampley, Shylo, Katy Moffat and Jack Blanchard and Misty Morgan.

Manager of the studio complex is Norm Anderson.



Mercury recording artist and Pittsburgh Steelers' quarterback Terry Bradshaw had two reasons to smile last week: a chart-climbing initial release "I'm So Lonesome I Could Cry" and his triumphant live performance debut at the Palomino Club in North Hollywood. Shown backstage at the Pal are (left to right) Henning Jorgenson, controller for Phonodisc; Hans Hoogveen, Phonodisc vice president, finance; Terry Bradshaw; Jerry Mullins, Bradshaw's road manager; Emiel N. Petrone, branch manager, Phonodisc.

**Starburst Opens In Nashville**

NASHVILLE — The Starburst Corporation, whose interests are Starcrest Records, Starburst Music (ASCAP), Starbreaker Music (SESAC), American Promotions, and Starshine Productions, has opened offices in Nashville. The announcement was made by David Kane, president, and Charles Honey, vice president of the Arkansas-based corporation.

Kane and Honey have chosen Bobby Fischer, prominent promotion man and songwriter to head the publishing wing of the corporation. Fischer will also handle national promotion for the complex and he has signed to write for Starburst Music, as well as take charge of Starshine Productions.

Scott Turner, well-known recording industry figure, will head the Nashville operation and he will be responsible for all production activities at Starcrest. Turner, whose former positions were with A&M Records, Central Songs, Liberty, Imperial and United Artists Records, has been responsible for many successful recordings by various recording artists. Turner, songwriter, will write for Starburst Music, and three books he has written will be published by the Starburst Corporation.

Jim Petrie has been named national sales manager for the corporation, and distribution plans are underway with several major firms. Petrie was formerly with ABC/Dot Records.

Veteran recording industry executive, Bruce Davidson, will manage the offices for the organization and will work closely with Petrie in the sales division.

The Starcrest Records roster is limited to six acts and already signed to the label are Penny DeHaven, Zeke Sheppard, Harry Blanton and a group developed by Scott Turner called El Paso.

**Twitty, Lynn Begin '76 Tour**

LOS ANGELES — MCA recording artists Conway Twitty and Loretta Lynn have begun their spring 1976 concert tour. The tour, which began March 5 in Chattanooga, Tennessee, will cover 25 cities over a two-month period.

dates in March. Kenny has been a part of the Loretta Lynn show for several years. With the #1 success of his single, "The Blind Man In The Bleachers," Kenny has become in demand on his own, making club appearances through the U.S.

Conway and Loretta's show also features appearances by The Coal Miners and The Twitty Birds.

The duo, who recently collected seven awards from the Academy of Country Music, will have as a special guest MCA recording artist Kenny Starr on selected

**adds to country playlists**

- KLAK — DENVER**  
 Extra To 35 — The Devil In Your Kisses — Mel Street  
 Extra To 37 — Don't The Girls All Get Prettier — Mickey Gilley  
 Extra To 38 — My Eyes Can Only See As Far As You — Charley Pride  
 Extra To 40 — You Could Know As Much About A Stranger — Gene Watson  
 22 To 17 — You Are The Song — Freddie Hart  
 9 To 2 — You'll Lose A Good Thing — Freddy Fender  
 36 To 22 — Together Again — Emmylou Harris  
 34 To 18 — Till I Can Make It On My Own — Tammy Wynette

- WKH — CLEVELAND**  
 The Winner — Bobby Bare — RCA  
 Oh Sweet Temptation — Gary Stewart — RCA  
 Forever Lovers — Mac Davis — Col.  
 Ask Any Old Cheater Who Knows — Freddy Weiler — Col.

- WJJD — CHICAGO**  
 Tonight I'll Face The Man Who Made It Happen — Kenny Starr — MCA  
 Till I Kissed You — Connie Smith — Col.

- KFDI — WICHITA**  
 Extra To 45 — Pins And Needles — Darrell McCall  
 Extra To 46 — Hey Lucky Lady — Dolly Parton  
 Extra To 47 — Asphalt Cowboy — Hank Tompson  
 Extra To 48 — Sentimental Journey — Dave Dudley  
 Extra To 49 — Tonight I'll Face The Man Who Made It Happen — Kenny Starr  
 Extra To 50 — I Couldn't Be Me Without You — Johnny Rodriguez  
 20 To 15 — You Are The Song — Freddie Hart  
 23 To 19 — The Feminine Touch — Johnny Paycheck  
 27 To 22 — Thunderstorms — Cal Smith

- WBAM — MONTGOMERY**  
 That's All She Wrote — Ray Price — ABC/Dot  
 I Wanna Live — Eddy Raven — ABC/Dot  
 Sweet Dreams — Troy Seals — Columbia  
 That's What Made Me Love You — Bill Anderson/Mary Lou Turner — MCA

- WHN — NEW YORK**  
 If I Let Her Come In — Ray Griff — Capitol  
 Till I Can Make It On My Own — Tammy Wynette — Epic  
 Don't The Girls All Get Prettier — Mickey Gilley — Playboy  
 29 To 8 — Junkfood Junkie — Larry Groce  
 27 To 16 — Wild Side Of Life — Freddy Fender  
 31 To 20 — Only 16 — Dr. Hook  
 34 To 29 — Till I Kissed You — Connie Smith  
 35 To 30 — Come On Over — Olivia Newton-John

- WAME — CHARLOTTE**  
 The Call — Anne Murray — Capitol  
 I'm A Trucker — Johnny Russell — RCA  
 A Mansion On The Hill — Michael Murphy — Epic  
 13 To 4 — You'll Lose A Good Thing — Freddy Fender  
 28 To 18 — Without Your Love — Charlie Ross  
 26 To 19 — Till I Can Make It On My Own — Tammy Wynette

- WINN — LOUISVILLE**  
 Sun Comin' Up — Nat Stuckey — MCA  
 Let Your Love Flow — Bellamy Brothers — WB  
 Pins And Needles — Darrell McCall — Columbia  
 Someone's With Your Wife — Bobby Borchers — Playboy  
 The Last Letter — Willie Nelson — UA  
 Mental Revenge — Mel Tillis — MGM  
 Rocking In Rosalie's Boat — Nick Nixon — Mercury  
 Always Late (With Your Kisses) — Joel Sonnier — Mercury  
 Sweet Dreams — Troy Seals — Columbia

- WMC — MEMPHIS**  
 The Door I Used To Close — Roy Head — ABC/Dot  
 Someone's With Your Wife — Bobby Borchers — Playboy  
 Only Sixteen — Dr. Hook — Capitol  
 Tonight I'll Face The Man — Kenny Starr — MCA  
 Let Your Love Flow — Bellamy Brothers — WB

- WVOJ — JACKSONVILLE**  
 Let The Big Wheels Roll — Sara Johns — RCA  
 That's What Made Me Love You — Bill Anderson/Mary Lou Turner — MCA  
 The Last Letter — Willie Nelson — UA  
 Mental Revenge — Mel Tillis — MGM

- KLAC — LOS ANGELES**  
 The Door I Used To Close — Roy Head — ABC/Dot  
 The Call — Anne Murray — Capitol  
 Lone Star Beer And Bob Willis Music — Red Steagall — ABC/Dot  
 My Eyes Can Only See As Far As You — Charley Pride — RCA  
 31 To 26 — The Battle — George Jones  
 32 To 25 — The Goodnight Special — Little David Wilkins  
 37 To 29 — Till I Can Make It On My Own — Tammy Wynette

- KGBS — LOS ANGELES**  
 I'll Get Over You — Crystal Gayle — UA  
 That's All She Wrote — Ray Price — ABC/Dot  
 Mr. Doodles — Donna Fargo — WB  
 I'm Knee Deep In Love — Jim Mundy — ABC/Dot  
 That's What Made Me Love You — Bill Anderson & Mary Lou Turner — MCA

- KBIS — BAKERSFIELD**  
 Sun Comin' Up — Nat Stuckey — MCA  
 What I've Got In Mind — Billie Jo Spears — UA  
 Lone Star Beer And Bob Willis Music — Red Steagall — ABC/Dot  
 23 To 19 — If I Had To Do It All Over Again — Roy Clark  
 19 To 5 — Till I Kissed You — Connie Smith

- WXCL — PEORIA**  
 The Littlest Cowboy — Ed Bruce — UA  
 It's So Good Loving You — O.B. McClintock — Mercury  
 That's What Made Me Love You — Bill Anderson & Mary Lou Turner — MCA  
 The Winner — Bobby Bare — RCA  
 Play The Saddest Song — Carmol Taylor — Elektra  
 You're Not Charlie Brown — Donna Fargo — ABC/Dot

- WIRE — INDIANAPOLIS**  
 Bye Bye Love — B.J. Allison — Jetco  
 Sentimental Journey — Dave Dudley — UA  
 I Love You Because — Jim Reeves — RCA  
 Sheik Of Chicago — Joe Stampley — ABC/Dot  
 Lone Star Beer And Bob Willis Music — Red Steagall — ABC/Dot  
 That's What Made Me Love You — Bill Anderson & Mary Lou Turner  
 That's All She Wrote — Ray Price — ABC/Dot

- WITL — LANSING**  
 That's All She Wrote — Ray Price — ABC/Dot  
 There Won't Be No Country Music — C.W. McCall — MGM  
 What Goes On When The Sun Goes Down — Ronnie Milsap — RCA  
 That's What Made Me Love You — Bill Anderson & Mary Lou Turner — MCA  
 I Can't Stand Country Music — Wayne Parker — Ariola  
 High And Wild — Earl Conley — GRT

**Bristol Festival Set For May 7-8**

NASHVILLE — May 7 and 8 has been set for the sixth annual Bristol Country Music Celebration. The festivities will be held at the Steele Creek Park in Bristol, Tennessee and will feature country, bluegrass and gospel music.

son, Ralph Peer, Jr., Johnny Cash, his wife June Carter and mother, Maybelle Carter and Sara, (a member of the original Carter Family group) plus the daughter of Jimmie Rodgers. The following years have seen the growth of the celebration and gospel music.

It was in this area in 1927 that Ralph Peer, Sr. recorded Mississippi wanderer Jimmie Rodgers, later to become known as the Singing Brakeman. Another group that came into being in those days was the Carter Family.

A non profit Country Music Foundation has been formed to help raise funds for the creation of a permanent music museum in Bristol to honor the regional artists of the industry and set the stage for today's giant country music industry.

The first celebration, commemorating that historic year, was attended by Peer's

**Tom T. Hall Back On Road**

NASHVILLE — Phonogram/Mercury singer-songwriter superstar Tom T. Hall returns to a full schedule of personal appearances April 2, according to his career manager, Bob Neal, general manager of the William Morris agency office in Nashville. "He's returning earlier than he expected, and public demand is the reason," explains Neal. "His fans let us know in very definite terms that they were unhappy about his decision to suspend touring for just four months."



**THE KING OF COUNTRY MUSIC** — Johnny Cash, his wife, June Carter Cash and their son, John Carter Cash, Jr., admire Dad's Hollywood Walk of Fame star. The signal honor was bestowed on Cash on Tuesday, Mar. 9 at high noon. The Cashes flew in from Nashville just for the occasion.

"He has at least ten concert appearances in April, beginning with a major mid-west tour including such cities as Waterloo, Flint, Lansing, Fargo, Grand Forks, Rapid City and Cincinnati.

**Hutchins Appointed To Management**

NASHVILLE — Effective immediately Loney Hutchins has assumed the duties as professional manager of The House Of Cash (BMI) and the Song Of Cash (ASCAP). Hutchins also serves as writer for House Of Cash.



**Clyde Beavers** has just returned from a successful ten-day tour of Hawaii, where he appeared as the opening country act for the new Hale Koa Hotel. The multi-million dollar hotel on Waikiki Beach, is the first major hotel in Hawaii to use country music. Beaver's appearance was negotiated by **Jim Mitchell**, Hawaii's country music promoter. . . . **Moe Bandy** and **Connie Cato** team up on TV airwaves on behalf of the American Red Cross in ten southeastern states this spring. The 30-second color spots which were taped at the Grand Ole Opry House, were designed to appeal to those people who do not contribute to the Red Cross through the United Way.

**Bob Bean**, manager of the **Stonemans** and an agent with the Joe Taylor Artist Agency, and agent **Emma Jean Smith** (also of the Joe Taylor Artist Agency) will be married in Nashville on March 25. . . . Ever the salesman and promoter, wedding gift from humorist **Jerry Clower** to newlyweds **Linda** and **Johnny Rodriguez** was a brand new mini mac McCulloch chainsaw. According to Clower, "Every family oughta have at least one or two, specially new families starting out, and I hear my friend Johnny's got a farm where he can teach Linda how to use it."

. . . **Billie Jo Spears** and **Del Reeves**, both on United Artists label, will have a duet single for release by mid-April. This marks the first time that Billie Jo Spears and Del have ever recorded other than as single artists. . . . **Vernell Hackett** has joined Top Billing publicity department as a part-time assistant to **Charlene Bray**. Charlene will continue her free-lance activities in addition to working with Top Billing.

**The Marshall Tucker Band** headlined one of the first outdoor fests of the season in Miami, February 14. 22,000 advance tickets sold made the event a sell-out well before the performance date. **The Charlie Daniels Band**, **The Outlaws** and **Grinderswitch** appeared with the Tuckers in the Miami baseball stadium grossing \$135,000 for Concerts West. . . . **Bob Bray**, agent for the **Happy Goodmans**, reports that 75 concert dates are booked for the family through June, 1976, with only three Thursday nights available and only one Friday booking date remaining open. . . . Columbia songstress **Lynn Anderson** travels to Hollywood in March to tape guest appearances on network television shows "Dinah," "Merv," "Hollywood Squares" and "Celebrity Sweepstakes." Lynn's latest album release is titled "All The King's Horses."

. . . Epic artist **Joe Stampley's** "Roll On Big Mama" was recently the theme song on CBS-TV's "Sixty Minutes." The program was an in-depth feature on truck drivers. Joe was quite pleasantly surprised when he heard himself singin' to the accompaniment of eighteen-wheelers rolling down the highway. His new Epic release is a tribute to legendary music man **Chuck Berry** and is entitled "Sheik Of Chicago."

. . . **Tammy Wynette**, country music's "first lady" has added another number one record to her list of over thirty chart-toppers, as "I Don't Wanna Play House" just landed the number one position on Holland's charts. Additionally Tammy was recently presented with a platinum album commemorating the status of "The Best Of Tammy Wynette In The United Kingdom." The album features Tammy's international smash "Stand By Your Man," which was certified gold in England after holding the number one position on the British charts for three weeks. In April, Tammy will travel to England as a featured entertainer on Wembley's International Festival of Country Music. In September Tammy will embark on a major European tour to include network television appearances,

interviews and performing engagements in Holland, Scotland, Germany, England, France and Spain.

**Carson Schreiber**, nationally known radio personality has just been appointed general manager of the country division of Farr Records. Farr is based in Los Angeles at 9220 Sunset Blvd. The label — a new one — is owned by **Ash Farr**. . . . **Johnny Tillotson**, whose top 40 hits, such as "Poetry In Motion," "Talk Back Trembling Lips," "It Keeps Right On A' Hurtin'," and a score of others, made him one of the most popular recording artists of the late '50s and early '60s, has a pair of unusual hobbies. Since he is on the road most of the time appearing across the U.S., Europe and Japan, he collects unique Christmas decorations from the various regions he plays. He also is assembling favorite recipes from around the world with plans to include them in a cookbook of his favorites and his favorite eating places, worldwide.

**Joy Raburn**, whose air name is **Gayle Austin**, has been appointed music director of WIKC in Bogalusa, Louisiana. Gayle has added yet another name — that of "Night Bird of WIKC." . . . Miss Show Business, **Judy Lynn**, will headline America's largest county fair in Hamburg, New York on August 21-23. Miss Lynn has long been recognized as one of the country music's brightest and most spectacular entertainers having repeatedly headlined every major fair and rodeo in the country to SRO crowds. . . . Hot on the wheels of his "platinum" single, "Convoy," and his "gold" album, "Black Bear Road," **C.W. McCall** is beginning work on his next single, as yet unannounced, and his third album — which will be a huge undertaking — at Sound Recorders' Studios in Omaha and its sister operation in Kansas City. To date McCall and his producers, **Don Sears** and **Chip Davis**, have recorded and produced everything at Sound Recorders, including all mixing and mastering. According to Sears and Davis, the quality and availability of the players, the no-hassle environment and the physical studio complex have yielded better results and fewer headaches than would be the case had they recorded elsewhere.

Reports are that **Dr. Hook** is moving his headquarters from his present location in Sausalito, California and will open his new facilities in Nashville during early April. . . . **Roy Drusky & The RFD Express** have inked with the Joe Taylor Artist Agency. Roy has been a member of the Grand Ole Opry for the past 17 years and is noted for such hits as "Peel Me A Nanner," "Second Hand Rose" and "Jody And The Kid." . . . Mercury artist **Jacky Ward** is to perform Friday March 19, at the Latin American Festival held each year in Hialeah, Florida. The festival features a variety of music from all fields and Jacky was selected to represent the country field. . . . Jacky has reported that he has bought a new van to travel in. He has named his publishing company Diamond Hills Music, his cb radio name is Blue Diamond, so his van should be Big Blue Van.

Phonogram/Mercury has just released the debut album of **Cledus Maggard**, "The White Knight." The title track reached number one on all the trade country charts and is climbing the pop charts. The album features Cledus Maggard taking comic views of various situations involving cb radio. In addition to "The White Knight" single, the LP features eight tracks including "CB Rock" (what it would have been like if teens in the '50s had cb's in their dragsters), "CB '76" (cb use throughout U.S. history) and Cledus' "CB Lingo Dictionary" (definitions for nearly every cb expression)

juanita jones

## top country LP's

1	<b>THE OUTLAWS</b> Waylon Jennings/Willie Nelson/ Jessi Colter/Tompall Glaser (RCA APL 1-1321)	1	26	<b>THE WORLD OF CHARLIE RICH</b> (RCA APL 1-1242)	26
2	<b>ELITE HOTEL</b> Emmylou Harris (Reprise MS 2236)	5	27	<b>NARVEL THE MARVEL</b> Narvel Felts (ABC/Dot DOSD 2033)	42
3	<b>LOVIN' AND LEARNIN'</b> Tanya Tucker (MCA 2167)	4	28	<b>I LOVE YOU BECAUSE</b> Jim Reeves (RCA APL 1-1224A)	30
4	<b>JESSI</b> Jessi Colter (Capitol ST 11477)	6	29	<b>IT'S ALL IN THE MOVIES</b> Merle Haggard (Capitol ST 11483)	40
5	<b>TWITTY</b> Conway Twitty (MCA 2176)	3	30	<b>RONNIE MILSAP/NIGHT THINGS</b> (RCA APL 1-1223)	24
6	<b>LOVE PUT A SONG IN MY HEART</b> Johnny Rodriguez (Mercury SRM 1-1057)	2	31	<b>ARE YOU READY FOR FREDDY</b> Freddy Fender (ABC/Dot DOSD 2044)	31
7	<b>THE BLIND MAN IN THE BLEACHERS</b> Kenny Starr (MCA 2177)	8	32	<b>THE GREAT TOMPALL AND HIS OUTLAW BAND</b> (MGM M3G-5014)	47
8	<b>ROCK 'N COUNTRY</b> Freddy Fender (ABC/Dot DOSD 2050)	11	33	<b>SOMEBODY LOVES YOU</b> Crystal Gayle (United Artists LA 543G)	21
9	<b>OVERNIGHT SENSATION</b> Mickey Gilley (Playboy PB 408)	7	34	<b>REDHEADED STRANGER</b> Willie Nelson (Columbia PC 33482)	29
10	<b>200 YEARS OF COUNTRY MUSIC</b> Sonny James (Columbia KC 34035)	14	35	<b>THE BEST OF THE STATLER BROTHERS</b> (Mercury SRM 1-1037)	25
11	<b>BLACK BEAR ROAD</b> C.W. McCall (MGM 5008)	10	36	<b>HANK WILLIAMS JR. &amp; FRIENDS</b> (MGM M3G-5009)	33
12	<b>THE HAPPINESS OF HAVING YOU</b> Charley Pride (RCA APL 1-1241)	9	37	<b>BEST OF BUCK OWENS VOL. 6</b> Buck Owens (Capitol ST 11471)	39
13	<b>WHEN THE TINGLE BECOMES A CHILL</b> Loretta Lynn (MCA 2179)	19	38	<b>ODD MAN IN</b> Jerry Lee Lewis (Mercury SRM 1-1064)	22
14	<b>PRISONER IN DISGUISE</b> Linda Ronstadt (Asylum 7E 1045)	12	39	<b>GREATEST HITS</b> Don Williams (ABC/Dot DOSD 2036)	36
15	<b>STEPPIN' OUT</b> Gary Stewart (RCA APL 1-1225)	18	40	<b>SWANS AGAINST THE SUN</b> Michael Murphey (Epic PE 33851)	32
16	<b>SOMETIMES</b> Bill Anderson & Mary Lou Turner (MCA 2182)	23	41	<b>CHESTER AND LESTER</b> Chet Atkins & Les Paul (RCA APL 1-1167)	45
17	<b>WHAT CAN YOU DO TO ME NOW</b> Willie Nelson (RCA APL 1-1234)	13	42	<b>COME ON OVER</b> Olivia Newton-John (MCA 2186)	—
18	<b>EASY AS PIE</b> Billy "Crash" Craddock (ABC/Dot DOSD 2040)	27	43	<b>RHINESTONE COWBOY</b> Glen Campbell (Capitol SW 11430)	41
19	<b>THE VERY BEST OF RAY STEVENS</b> (Barnaby BR 6018)	15	44	<b>UNCOMMONLY GOOD COUNTRY</b> Dave Dudley (United Artists LA 512G)	34
20	<b>COUNTRY WILLIE</b> Willie Nelson (United Artists LA 510-G)	16	45	<b>THE SHEIK OF CHICAGO</b> Joe Stampley (Epic KE 34036)	—
21	<b>JASON'S FARM</b> Cal Smith (MCA 2172)	38	46	<b>THE SWEETEST THING</b> Doltsy (RCA APL 1-1358)	49
22	<b>THE WHITE KNIGHT</b> Cledus Maggard & The Citizen's Band (Mercury SRM 1-1072)	37	47	<b>HANK WILLIAMS, YOU WROTE MY LIFE</b> Moe Bandy (Columbia KC 3409)	—
23	<b>GREATEST HITS VOL. II</b> Tom T. Hall (Mercury SRM 1044)	17	48	<b>WINDSONG</b> John Denver (RCA APL 1-1183)	35
24	<b>ROCKY</b> Dickey Lee (RCA APL 1-1243)	20	49	<b>THE BATTLE</b> George Jones (Epic KE 34034)	—
25	<b>RAY GRIFF</b> (Capitol ST 11486)	28	50	<b>'TIL I CAN MAKE IT ON MY OWN</b> Tammy Wynette (Epic KE 34075)	—

## Country Singles — Active Extras

**Ashes Of Love**  
Jody Miller (Epic)  
**Ask Any Cheater Who Knows**  
Freddie Weller (Columbia)  
**Bonsoir Blues**  
Flying Burrito Brothers (Columbia)  
**Forever Lovers**  
Mac Davis (Columbia)  
**Get Ready Here I Come**  
Don Gibson/Sue Thompson (Hickory)  
**High And Wild**  
Earl Conley (GRT)  
**Anyone Ought To Know**  
Leona Williams (MCA)  
**It's So Good Lovin' You**  
O.B. McClinton (Mercury)  
**Just Want To Taste Your Wine**  
Billy Swan (Monument)  
**Johnny Orphan**  
Randy Barlow (Gazelle)  
**Let The Big Wheels Roll**  
Sara Johns (RCA)

**Love, You're The Teacher**  
Linda Hargrove (Capitol)  
**Mental Revenge**  
Mel Tillis (MGM)  
**Pins And Needles**  
Darrell McCall (Columbia)  
**Sun Shine Lightly**  
Pure Prairie League (RCA)  
**Sweet Dreams**  
Troy Seals (Columbia)  
**That's What Made Me Love You**  
Bill Anderson/Mary Lou Turner (MCA)  
**The Last Letter**  
Willie Nelson (UA)  
**The Littlest Cowboy Rides Again**  
Ed Bruce (UA)  
**The Mood I'm In**  
Stella Parton (IRDA)  
**Tryin' Like The Devil**  
James Talley (Capitol)  
**What Goes On When The Sun Goes Down**  
Ronnie Milsap (RCA)



# singles

**RONNIE MILSAP** (RCA JH 10593)

**What Goes On When The Sun Goes Down** (2:51) (Chess — ASCAP) (John Schweers)

The story is in the title, and it moves along with a hand-clapping beat as Ronnie explains that "What Goes On" makes life's everyday existence worthwhile. Produced by Tom Collins and Jack D. Johnson, it's another top charter for Milsap. Flip: No info. available.

**DOTTIE WEST** (RCA JH 10553)

**Here Come The Flowers** (2:41) (Baby Chick — BMI) (Toni Wine, Chips Moman)

"Here Comes The Flowers," and here come the requests for this swingin' single by the "country sunshine gal." It's all about bouquet "peace offerings," and Dottie sings it smoothly. Produced by Chips Moman, watch the charts blossom on this one. Flip: No info. available.

**BILL ANDERSON AND MARY LOU TURNER** (MCA 40533)

**That's What Made Me Love You** (2:48) (Stallion — BMI) (Lore)

From the album, "Sometimes," Bill and Mary Lou sing a cute, catchy tune all about love... and drinking champagne from a dixie cup... in a motel room in Dallas. Charting should be "high" for the popular duo on this one. Flip: No info. available.

**ASLEEP AT THE WHEEL** (Capitol P4238)

**Nothin' Takes The Place Of You** (2:59) (Su-Ma — BMI) (T. McCall, P. Robinson)

A real country blues song. The saxophone cries with the singer as the steel emphasizes the lyric content. Taken from the LP, "Texas Gold," it's a tremendous recording and deserves heavy charting. Flip: No info. available.

**CONNIE CATO** (Capitol P4243)

**I Love A Beautiful Guy** (2:15) (Lebsock — BMI) (Jack Lebsock)

It's a lively tune with a happy, zestful sound as Connie sings all about her love for a beautiful guy. Produced by Audie Ashworth, give it a spin, you'll like what you hear. Flip: No info. available.

**LUKE AUSTIN** (Country Kingdom 503-A)

**My Heart Would Know** (3:10) (Fred Rose — BMI) (Hank Williams)

Very listenable country... Luke Austin's clear vocal style does justice to this familiar Hank Williams tune. Produced by Scotty Turner, it's down-home country and a good box bet and should get heavy air play. Flip: No info. available.

**LINDA HARGROVE** (Capitol P 4228)

**Love, You're The Teacher** (3:16) (Beachwood/Window — BMI) (Linda Hargrove, Pete Drake)

Taken from the LP, "Love, You're The Teacher," Linda sings this ballad with plenty heart and soul... a lot can be learned when love is the teacher. Produced by Pete Drake, it's a strong chart contender. Flip: No info. available.

**TROY SEALS** (Columbia 3-10503)

**Sweet Dreams** (2:58) (Acuff-Rose — BMI) (Don Gibson)

Troy gives this Don Gibson tune a different treatment from any we've heard before... and we like the country/rock/soul sound we hear. The very effective musical arrangement makes good listening. Flip: No info. available.

**CHARLIE WALKER** (Award AW 1033)

**Marbles** (2:35) (Dunbar — ASCAP) (Don King)

Charlie Walker, a dedicated country music artist, explains, on this uptempo Don King tune, that he's tired of playing the cheatin' game and he's gonna pick up his marbles and go home. Produced by Biff Collie, it's a good box bet and could do well on the charts. Flip: No info. available.

**DEBI HAWKINS** (Warner Bros. WB 8188)

**Walnut Street Wrangler** (2:46) (Algee/Al Gallico — BMI) (Daniel D. Dorst, Carmol Taylor, Norro D. Wilson)

With a Mexican/country flavor, Debi sings, with expression, a clever lyric about the little bandit who "robs" the store of candy bars and bubble gum cigars. Produced by Norro Wilson, it's cute and should get plenty play. Flip: No info. available.

**CHUCK PRICE** (Playboy P 6067A)

**Cadillac Johnson** (2:52) (Sawgrass — BMI) (Ken McDuffie)

It's a funny one about ole Cadillac Johnson, the cowboy who's gone to the great rodeo above, and is taking with him a diamond ring that "ain't rightly his." Produced by Eddie Kilroy, it's good humor. Flip: No info. available.

**DICK FELLER** (Asylum E-45306A)

**Some Days Are Diamonds (Some Days Are Stone)** (2:56) (Tree — BMI) (Dick Feller)

With each record released the songwriter, Dick Feller, proves further his unique talent as a singer, and this one, from his LP, "Some Days Are Diamonds," is a gem of a record. Produced by Larry Butler, it's strong with piano, strings and steel. Flip: No info. available.

**DON EVERLY** (Hickory H368)

**Yesterday Just Passed My Way Again** (2:58) (Acuff-Rose — BMI) (D. Sanger and Darlene Shafer)

Don Everly pours his heart into this ballad filled to capacity with waves of country soul. Produced by Wesley Rose, requests should be heavy and good charting by Don on this one. Flip: No info. available.

**DARRELL MCCALL** (Columbia 3-10296)

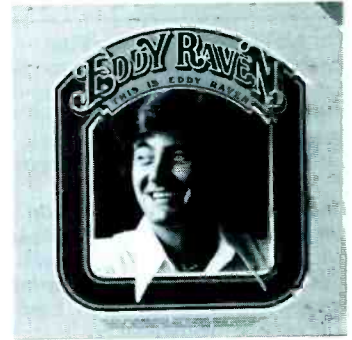
**Pins And Needles (In My Heart)** (2:37) (Milene — ASCAP) (F. Jenkins)

"Pins And Needles" is a fine country song and the "real" country delivered by Darrell McCall makes this up-tempo rendition a great box choice. Produced by McCall and Buddy Emmons, watch for chart action. Flip: No info. available.

# LP's

**THIS IS EDDY RAVEN — Eddy Raven — ABC/Dot DOD 2031**

Eddy Raven's natural musical ability, coupled with the emotional levels of his voice, captures the full-flavor of each selection on this appealing album. As Wesley Rose pointed out on the liner notes, "All of us can be proud to listen to a future superstar"... and, after hearing this LP, we, too, believe the songwriter/singer Eddy Raven is indeed a future superstar. Selections: "Ain't She Somethin' Else," "Touch The Morning," "Twenty Seven Thirty Three," "It Wouldn't Be Enough," "Country Green," "Free To Be," "I Wanna Live," "Good Morning, Country Rain," "I Don't Want To Talk It Over," "Good News, Bad News," "You're My Rainy Day Woman."



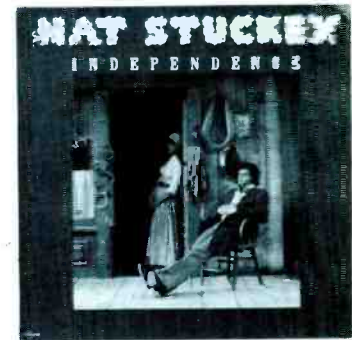
**ALL THE KING'S HORSES — Lynn Anderson — Columbia KC 34089**

This delightful album contains a well-balanced selection of material, and a rainbow of colorful vocals from petite Lynn Anderson. The talented artist's incomparable singing ability gives each song the vocal treatment needed to compliment the mood of the lyric, and this contribution always assures pleasant listening. Produced by Glenn Sutton, and featuring Lynn's current single, "All The King's Horses," which is rising steadily on all national charts, other selections are: "Lynin' Eyes," "Long Long Time," "If All I Have To Do Is Just Love You," "Rodeo Cowboy," "Dixieland, You Will Never Die," "That's All She Wrote," "Paradise," "Tomorrow," "I Want To Be A Part Of You."



**INDEPENDENCE — Nat Stuckey — MCA 2184**

The undulating quality of Nat Stuckey's vocal abilities flow evenly and freely on this easy-to-listen-to country album. He fits his voice to each musical backing and the end result is an entertaining country musical outing. Produced by David Barnes for Twitty Bird Productions, included is Nat's current self-penned hit single, "Sun Comin' Up." Other selections: "Lynin' Eyes," "At Least One Time," "After The Lovin' Has Passed," "Walk On," "The Way He's Treated You," "Linda On My Mind," "Honky Tonk Dreams," "She Stays In The Name Of Love," "That's All She Ever Said Except Goodbye."



**LARRY GATLIN WITH FAMILY AND FRIENDS — Larry Gatlin — Monument KZ 34042**

Songwriter/singer Larry Gatlin's multi-range vocal ability captures each and every word and note of his self-penned songs heard on this album. The writer's influence is apparent and whether it's a soft, gentle ballad or full-bodied glossy material, Gatlin maintains dominance, and he brings forth the best of both. Selections: "Broken Lady," "Trying To Matter," "Odetoheroad," "Maggie Lou's Massage Parlor Blues," "He's A Star," "Silence Of The Mornin'," "Dealt A Losing Hand," "Fagan's Chapel," "The Heart Is Quicker Than The Eye," "Warm And Tender."



**SONGS WE FELL IN LOVE TO — Connie Smith — Columbia X598**

Talented Connie Smith brings together in this package songs to suit the mood or musical taste of the listener, whether it be the fast-moving "Because I Love You, That's Why," or the gospel-flavored "Jesus Hears, He Cares, He Can." She gives "Ridin' On A Rainbow" the happy sound it deserves, and pours her heart into "When I Need Jesus, He's There." The musical arrangements are excellent, and production credit goes to Ray Baker. Other selections are: "Songs We Fell In Love To," "One Little Reason," "Til I Kissed You," "Once A Day," "Viva La Love," "Nothing In This World."



**SATISFIED MIND — Bob Luman — Epic KE 33942**

"Satisfied Mind" satisfies the listener's musical hunger. It's an extremely pleasing album, and whatever the situation in the contents of the lyric, or whatever the musical arrangement calls for, Bob Luman has control... his vocals flow with the expressions of the seasoned recording artist that he is. Produced by Billy Sherrill, it features "The Man From Bowling Green." Other selections: "A Satisfied Mind," "Proud Of You Baby," "Shame On Me," "The Chokin' Kind,"





## Executives On The Move fr 12

**Bartelt To UA Production Post** — Art Bartelt has been named to the post of director of national production for United Artists Records. Bartelt's responsibilities include the production of all singles, albums and tapes for United Artists, Blue Note and UA manufactured-and-distributed Grateful Dead and Round Records. He is also responsible for order services, the purchase of album jacket components and is directly involved with UA merchandising campaigns.

**Chelsea Records Realigns With Jackson, Cervantes** — The first major appointments within the realignment of Chelsea Records since Buck Reingold joined the firm as executive vice president are Wyn Jackson, who will be based in Atlanta and who will be responsible for sales promotion and creative-marketing throughout the south and A. J. Cervantes, who will be based in St. Louis and who will assume the same responsibilities throughout the mid-west.

**John Lombardo Appointed to New Post In ABC Records' Publishing Division** — John Lombardo has been appointed to the post of associate professional manager for ABC Records' music publishing division and begins work immediately in its Los Angeles headquarters.

**Fay Hale VP Of Manufacturing For Motown** — Fay Janet Hale, director of product management of Motown Record Corporation, has been promoted to vice president of manufacturing of the multi-faceted complex's record division, it has been announced by Barney Ales, executive vice president of the label.

**RCA Names Babette Thompson New Counsel** — Babette Gabriel Thompson has been appointed to the position of Counsel for RCA Records. Ms. Thompson comes to RCA Records from Philadelphia where she was associated with IU International Corporation. She was graduated by Connecticut College for Women and The Temple University Law Center. While studying law, she was associated with the litigation department of Drinker, Biddle & Reath and, for a brief period, with La Brum and Doak.

**Patrick Cullie Appointed To Administrative Post At Front Line Management** — Patrick Cullie has been named administrative assistant of Front Line Management. Cullie will work directly with Irving Azoff in all facets of Front Line operations, including management, production, tour scheduling and assisting in all daily operations.

**Leigh, Markowitz Form New Company** — Candy Leigh and Stephen Markowitz have announced the formation of C. J. Leigh Management, Inc., a company specializing in personal management and career direction. The company's clients include singers



Cullie Leigh Kijek Daly

Barbara Cook and Nanette Natal and Spook The Horse, a seven piece jazz-rock fusion band.

**Anti/Muscolo Add Chemel** — Don Anti and Tony Muscolo announced the formation of an album promotion division of Anti/Muscolo Promotions, to be headed by Richard Chemel. Chemel will exclusively work album product on all key album oriented stations throughout the United States for the firm. He will work out of A/M national headquarters at 8467 Beverly Blvd., Los Angeles, California 90048. Chemel comes to A/M from 20th Century where he held a similar position.

**Obitts To Head Rainbow Nashville Office** — The Rainbow Collection, Herb Gart's record production and marketing company, has opened a Nashville office at 50 Music Square West. Dick Obitts will represent The Rainbow Collection in Nashville. Obitts began booking talent in Washington for the Connie B. Gay Agency representing artists like Jimmy Dean and Roy Clark. He opened his own firm, Napeg Talent, in Nashville in 1969 and will continue to book talent while doing Rainbow Collection business.

**Morty Wax Names Kijek** — Thomas Kijek has been named director of promotion for Morty Wax Promotions. In this capacity he will coordinate promotion around the country while traveling in the northeast.

**Thomas Joins Satellite** — Jeff Lane, president of Satellite Record Corp., announces that Al Thomas has joined the company as comptroller. Phyllis Fortson, formerly of the William Morris Agency and International Creative Management, has been appointed executive secretary to Jeff Lane.

**Pass Now At UA In Chicago** — Walter Pass, who recently moved from the New York offices of United Artists Records to the Chicago office, can now be reached at: United Artists Records, 520 N. Michigan Ave., #521, Chicago, Ill. 60611. The phone number is (312) 467-0878.

## Troy Seals Signs To Irving Music

LOS ANGELES — Irving Music, Inc. has announced the signing of Troy Seals to an exclusive and long-term worldwide songwriters' agreement.

Twelve of Seals' songs reached the country music singles charts and he had 41 songs on chart albums last year, including the much-recorded "We Had It

All," "Pieces Of My Life," "Man From Bowling Green" and Conway & Loretta's award-winning version of "Feelings."

Seals has produced Dobie Gray (for Capricorn), is currently producing Turley Richards (for Epic with Ron Biedsoe) and has been signed as a recording artist by Columbia Records, under the production auspices of Billy Sherrill.

## Columbia Receives Three Gold Albums

NEW YORK — The RIAA has certified two Columbia singles and one album gold. The singles are Paul Simon's "50 Ways To Leave Your Lover," which is the 17th gold record of Simon's career. Also

certified is Johnnie Taylor's first Columbia single, "Disco Lady." The album which has received certification is Willie Nelson's "Red Headed Stranger."

## Leon, Mary Russell To Magna, Spring Tour Set

LOS ANGELES — Leon and Mary Russell have announced the dates for their first concert tour in two years, and that they will be represented in this area by Magna Artists Corp. Russell and his songstress wife, the former Mary McCreary, will be doing new material as well as past hits. Pacific Presentations of Los Angeles will be coordinating dates, and is responsible for production.

In signing with Magna Artists, the Russells join a client roster that includes Harry Chapin, Kris Kristofferson and Rita Coolidge, Janis Ian, New Riders of the Purple Sage, Patti Smith, Kingfish (featuring Bob Weir of the Grateful Dead) and Quicksilver Messenger Service.

The Leon Russell show, starring Leon and Mary Russell has already been set for the following cities and venues: Lakeland, Fla., Civic Centre, May 4; Washington, D.C., Capitol Centre (6); Philadelphia, Pa., Spectrum (7); Providence, R.I., Civic Centre (8); Cleveland, Ohio, Coliseum (13); Cincinnati, Ohio, Riverfront Stadium (14); Kalamazoo, Mich., Wings Stadium (15); Chicago, Illinois, Amphitheatre (16); Atlanta, Ga., The Omni (19); Tulsa, Okla., Assembly Centre (21); Fort Worth, Texas, Tarrant Cty. Convention Centre (23); San Antonio, Texas, Municipal Auditorium (24); Houston, Texas, Summit (25); Fresno, Ca., Selland Arena (28); Sacramento, Ca., Municipal Auditorium (29); San Bernardino, Ca., Swing Auditorium (30); Inglewood, Ca., Forum, June 3; San Diego, Ca., Golden Hall (4); Santa Barbara, Ca., County Bowl (5); Berkeley, Ca., Greek Theatre (6).

## Project 3 Seeks Artists For Label

NEW YORK — Project 3 Records will be auditioning singing talent to add to their catalog of instrumental artists.

Associate producers at Project 3 are Tony Mottola and Jeff Hest. Together with Project 3 head Enoch Light. They will be looking for artists for both singles and albums.

Records or tapes can be sent or brought to Project 3, c/o the Total Sound, 1133 Avenue of the Americas, 31st floor. Records or tapes need not be of professional quality.

## David Sancious fr 36

through a communion of emotional feeling, to greater heights of musical mastery and awareness. The one drawback is that the compositions are a bit thin, even as frameworks for improvisation. With only three families of instruments playing in this situation, the good nights are potentially very hot, but the weak nights are more vulnerable to weakness. Realistically though, seeing Sancious as a developing musician, his talent and promise are facts in evidence.

p.d.

## '30 With A Bullet' For Mercury's Steinberg

CHICAGO — Irwin Steinberg, president of Phonogram, Inc./Mercury Records, was honored with a surprise on March 6, with the theme "30 With A Bullet." Guests included his wife Lee, son Mark, daughter Beth, and his mother Libby, who flew in from out-of-town for this event. Present also were Dr. Werner Vogelsang, president of Polygram U.S.; Jan Cook, chief financial advisor of the same firm and Lou Simon, executive vice president/general manager of Polydor/MGM.

Following dinner, Bill Haywood, national promotion/r&b, narrated a 15-minute audio/visual presentation that recounted Steinberg's joining Mercury in 1946 as accountant, his quick rise to controller and then treasurer. He became executive vice president in 1962, ascending to the presidency in 1969. Steinberg became president of the Polygram Record Group in 1975.

Steinberg received a number of congratulatory telegrams from executives, artists and dignitaries.



Seen at the "30 With A Bullet" surprise party honoring president Irwin Steinberg's 30 years with Phonogram, Inc./Mercury Records are Steinberg (right) and Dr. Werner Vogelsang, president of Polygram, U.S. Steinberg, urged to remain with the company for another 30 years, flashed a broad grin indicating he might consider that possibility.

## WNCI's Success fr 35

ord store reports to aid them in creating graphs and specifics to determine what the audience really wants to hear and really enjoys.

It's another station taking time and manpower to find out more about the people who really listen.

And another step in another direction of achieving the most knowledge about a radio station and its people.

## New Additions fr 34

- KKDA — DALLAS**  
She's A Disco Queen — Oliver Sain — Abet  
A Happy Funky Song — Miz Davis — Now  
Sexy Ways, Pretty Legs — All Points Bulletin — Little City  
Younghearts Run Free — Candi Staton — WB  
Garbage Can — Soul Train Gang — Soul Train
- KOKY — LITTLE ROCK**  
Grateful — Blue Magic — Atlantic  
Say You Love Me — D.J. Rogers — RCA  
P. Funk — Parliament — Casablanca  
Can't Hide Love — E.W&F — Columbia
- KDIA — OAKLAND**  
Love And Understanding — Kool & The Gang — DeLite  
Mighty High — Mighty Clouds of Joy — ABC  
It's Cool — Tymes — RCA  
Supersound — Jimmy Castor — Atlantic  
Unforgettable Person — Jeff Perry — Arista  
The Love I Never Had — Tavares — Capitol  
All In The Family — General Johnson — Arista  
13 To 7 — Say You Love Me — D.J. Rogers — RCA  
12 To 8 — Keep Holdin' On — Temptations — Motown  
16 To 10 — Let's Have A Baby — Billy Paul — Phila. Int'l.  
18 To 13 — Movin' — Brass Construction — UA

- KDKO — DENVER**  
Can't Hide Love — E.W&F — Columbia  
Younghearts Run Free — Candi Staton — WB  
Tell The World — Harold Melvin — Phila. Int'l.  
Words Are Impossible — Donny Gerrard — Greedy  
Everybody Was Rockin' — Betty Wright — Alston  
Love Me Right — Gary Toms Empire — PIP

- WCHB — DETROIT**  
Spanish Hustle — Fatback Band — Event  
All In The Family — General Johnson — Arista  
Heavy Love — David Ruffin — Motown  
Married — Denise LaSalle — Westbound  
Thank You Baby — Leone Thomas — Don  
19 To 3 — Sara Smile — Hall & Oates — RCA  
24 To 10 — Daylight — Bobby Womack — UA  
10 To 6 — Love Is — Al Hudson — Atco

## Correction

Two weeks ago Eric Carmen's single and LP title were incorrectly listed. The single (#1 last week) is "All By Myself" and the LP, "Eric Carmen" (#20 this week).



## 'Space Mission' 4-Player Pin In Heavy Demand At Williams

CHICAGO — 'Space Mission,' the much heralded, new 4-player pinball machine from Williams Electronics Inc., is currently in full production at the factory and



present indications are that it will rank as one of the most successful 4-players

ever produced by the firm. To supplement the unit's outstanding test results, advance distributor demand has been unsurpassed and Williams has been literally deluged with orders, according to sales manager Bill DeSelm.

In cabinet design and play features, 'Space Mission' is meritorious of its apparent widespread appeal. The backglass illustrations, in bold color, depict the atmosphere of outer space activity and the abundance of playfield gadgetry induces the pinball enthusiast to play again and again. The model offers special match and bonus features and is adjustable to three or five ball play.

Players have many options for advance scoring; double entry turn-around to advance bonus; a moving target for bonus step-up; an extra ball feature earned when the top center lane is lit; and replay for outlanes when lit. Spinner gate with changing values allows for a return to the top of the playfield action.

The Williams factory is maintaining capacity production schedules in an effort to meet the exceptionally large demand for the new model.

'Space Mission' is available through Williams' distributors.

## ChiCoin 'Cinema, 4-Pl. Pin Features S-T-A-R Action Hole

CHICAGO — 'Cinema,' a new Chicago Coin four-player flipper game, is now being delivered by Chicago Coin distrib-



utors, according to Ken Anderson, director of marketing.

"A spinoff from our highly successful two-player 'Hollywood,' 'Cinema' came through our usual intensive location testing with flying colors, thanks to what we are pleased to call 'award winning performance,'" Anderson said. "Based on players' cash-in-the-box response to the game's colorful appearance, stimulating playfield action and challenging high score potential, our distributors view 'Cinema' as a solid box office hit.

"'Cinema' features Chicago Coin's fascinating new S-T-A-R action hole play," Anderson added. "Hitting S-T-A-R targets lights corresponding hole value panel buttons, enabling players to score 5,000 points with a ball in hole 'S', double the bonus with 'T', earn a replay with 'A' and an extra ball with 'R'. High scores are made by rollover buttons that advance bonus to a possible high of 19,000 points, 1,000 point lanes that also advance bonus, extra bonus advance lanes and a 5,000 point high score target. 100-point power bumpers also increase

high score buildup."

"'Cinema' is a three-ball game, convertible to five-ball play. The game is set at two plays for a quarter, adjustable to one play for a quarter or three plays for two quarters. Replay and extra ball models are available.

## 181 Attend ICMOA Service School

CHICAGO — The recently held week-long service school sponsored by the Illinois Coin Machine Operators Association, Feb. 23-27 at the Elmhurst Holiday Inn, established a new statewide attendance record with its total turnout of 181 servicemen. The coin machine repair school, developed by ICMOA in cooperation with Atlas Music, Empire Distg. and World Wide Distg., averaged 60-75 students per session. Servicemen traveled from as far away as Florida, Canada and South Dakota to attend the diversified five-day, thirteen-session clinic.

Program coordinators Bob Rondeau and Ben Rochetti of Empire Distg. said: "We didn't mind the 12-hour days because of the tremendous enthusiasm on the part of the attending service people." MOA vice president Wayne Hesch, one of the program's moderators, added: "This year's first annual service school far exceeded our expectations and we are anxious to continue the program next year." Graduation certificates and questionnaires will be mailed to all students.

According to association spokesmen, a heavy concentration of operators from the surrounding states of Michigan, Wisconsin and Indiana attended the sessions, prompting ICMOA to plan future schools in each of these states.

Among participating companies whose cooperation and support were duly acknowledged by the association were Chicago Coin, Midway, Kurz Kasch, Ramtek, Electra Games, Bally, Rock-Ola, Atari-Kee, Gottlieb, AMI, Seeburg and Williams/United.

Lunches for the participants were provided through the courtesy of Rowe-AMI, Seeburg/Williams, Rock-Ola, Gottlieb and Electra Games.

## Bally 2-Player 'Hokus Pokus' Features 'Over The Top' Scoring

CHICAGO — "Look for the new 'over the top' scoring system, introduced in 'Hokus Pokus,'" urged Paul Calamari, sales manager of Bally Manufacturing Corp., announcing delivery this week of the new two-player flipper-type pinball.

"When score exceeds 99,990, a bell rings, 'over the top' lights up on the backglass, totalizer resets to zero and the continuing score is 100,000 plus the new reading on the totalizer. 'Over the top' scoring dramatizes big scores in a new and spectacular way, signals to all patrons in a location that a player has gone over the top of the totalizer, at-

scoring energy — to the top potential of the outhole bonus, which may be doubled by skill. 'Hokus Pokus' offers players 37 different ways to build up to an 'over the top' score.

"The 37 ways to score include all the popular skill objectives, arranged in a new and attractive style, triple spinner gates, three ways to score specials, plus extra balls and free balls.

"Extensive location tests around the world indicate that any way you operate 'Hokus Pokus' — three or five balls, standard or add-a-ball, any desired pricing, with or without match feature — 'Hokus Pokus' is a standout game in the two-player class, a game for top earnings and extra long life on location."



tracts bystander play for continuous repeat play.

"But more important than the flash of 'over the top' scoring is how you go over the top," he added. "From the 10-point thumper bumpers and slingshot kickers — all with D.C. power for extra strong

## CSA Approval For Mirco's 'Challenge'

PHOENIX — Mirco Games, Inc. was recently awarded Canadian Standards Association approval of its highly successful "Challenge" video game. The certification is sought after by all manufacturers, both foreign and domestic, who wish to have electrical equipment of any type used in the Canadian market. Challenge complies with all applicable CSA requirements and is eligible to bear the CSA mark, as Mirco officials pointed out.

Firm's president Dick Raymond said, "The CSA certification is further evidence of the durability of Challenge, a game which has yielded high returns for operators since its inception over eighteen months ago."

**Williams® 4 Player**  
**SPACE MISSION**  
 3 OR 5 BALL PLAY-  
 ADJUSTABLE REPLAY  
 OR EXTRA BALL MODEL  
 Buy "Space Mission"  
 Williams Greatest Winner  
 Today's Pricing  
 1 Play per quarter  
 3 Ball Play a Must.

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 Available For Immediate Delivery  
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**'Omicron'**



"Omicron," the new UBI-produced cocktail table, featuring both Attack and Tennis games, is currently in delivery by the Union, New Jersey-based company. The model offers equally exciting challenge for two or four players against each other or a single player against the Omicron computer. Players have the option of selecting the large or small ball for play and also choosing either variable or fast speed. Omicron has tested out as a reliable unit with high earnings capacity, according to UBI officials, and it is sized to "fit through any door of any location."

**Service Hint**

To further embellish the existing strong appeal of a Bally "Wizard" pingame on location, Al Kress of Coin Machine Distributors, Inc. in Peekskill, New York adds a tape deck of the "Tommy" soundtrack to the unit, so that while the customer is playing the machine he and fellow patrons may enjoy the sounds of the musical score. The tape is hooked up to commence when the pinball play starts. To date, Al's been realizing increased collections as a result of his endeavor. Another hint he's passing along this week has to do with video equipment. To minimize service problems with video machines Al advises that games transported to locations during the winter months be allowed to warm up to room temperature for at least one hour before being plugged in for play. He has discovered that by allowing a game to become acclimated to room temperature many unnecessary service problems, and the probability of having a cooked PC board, are eliminated. . . . Have you a service hint you'd like to share with fellow operators? If so, please send it to **Cash Box**, 29 E. Madison St., Suite 806, Chicago, Illinois 60602, and we'll be happy to print it.

**MOA Seminar Faculty**



Dr. Gerry Sequin (seated), who coordinated the upcoming MOA regional seminar, slated for the O'Hare Hilton Hotel in Chicago, is photographed here with the three seminar speakers who will preside over the April 30-May 1 program. They are (l-r): Dr. John R. Malone, associate dean for graduate study, college of business administration; Dr. William P. Sexton, associate professor of management; and Dr. Salvatore J. Bella, chairman of the dept. of management and director of the supervisory development program. The gentlemen, including Dr. Sequin, who is director of the graduate program in administration, are all members of the Notre Dame University staff.

**Milwaukee Ops Campaign For More Equitable Commission**

MILWAUKEE — The Milwaukee Coin Machine Operators Association is currently launching a campaign to establish a more equitable commission split for operator members. At the association's recent monthly meeting it was unanimously agreed that the present operator-location commission arrangement (predominantly 50-50) was not economically feasible by today's standards.

A contributing factor to the decision for a review at this time was the recently revealed state insurance commission resolution to increase the workmen's compensation allotment to a gross of 11% over the next twelve month period. Also compounding the situation is the rising cost of equipment and the overall increase in business expenses, as well as the present state tax structure which imposes a 4% tax on collections in addition to the normal purchasing tax.

Among the revised commission arrangements suggested at the meeting was the 60-40 (in operator's favor) split which is reportedly prevailing in various

areas of the country. MCMOA's secretary-treasurer Jerome "Red" Jacomet favors this arrangement with the qualification that it be "60-40 across the board." "I believe 60-40 would lose its effectiveness if its application was limited solely to new equipment," Jacomet said. "In order for us to really benefit from this percentage it must apply to all pieces, new, used or old."

Walter Bohrer, MCMOA's vice president, who is also president of the Wisconsin Music Merchants Association, proposed leasing as an alternative which would reflect a more equitable commission for operators. Many operators cannot afford to buy new equipment, he said, but if they could lease new pieces with a 1/3-1/3-1/3 commission (meaning a third for the operator and a third each for the location and towards the equipment lease) it would be more profitable than the present setup.

The matter of a commission revision will be discussed at subsequent MCMOA meetings, according to Jacomet, in the hopes that a program of solution will be instituted.

Walter Bohrer indicated that, in his capacity as president of the statewide Wisconsin Music Merchants Association, he intends to focus attention on the subject at the association's upcoming workshop session.

**Minn. State Assn. Appts. Mgmt. Firm**

WISCONSIN — Harlow Norberg, president of the Music Operators of Minnesota (MOM), has just announced that the association has entered into a management contract with ACT Management, Inc. The Music Operators of Minnesota is a statewide trade association representing amusement device operators in Minnesota. As such, it is engaged in a number of services which include publicity, publications, education, conducting meetings and seminars, legislative representation and other activities geared toward the betterment of the industry.

Representing a number of associations in various fields, ACT Management, Inc. is a multiple association firm based in Wauwatosa, Wisconsin (a suburb of Milwaukee). Len Roulier, vice president of the firm, has been named executive director of MOM, the same position he now holds with the Wisconsin Music Merchants Association, MOM's counterpart in Wisconsin.

Legislative representation will continue to be provided by William F. Brooks Jr. of Chestnut, Brooks and Burkard, a law firm located in Minneapolis, Minnesota.

Among the first priorities established by Roulier will be the publishing of a regular monthly newsletter for the association, initiating a strong membership campaign, and putting together a successful annual convention. It has already been arranged to hold the 1976 annual meeting Saturday and Sunday, April 24-25 in Minneapolis (the hotel to be announced).

The official MOM address and telephone is now: Music Operators of Minnesota, 1109 N. Mayfair Road, Wauwatosa, Wisconsin 53226. The phone number is (414) 774-6590.

**Williams School At S.L. London**



An expectedly large assemblage of operators and service people were on hand at S.L. London Music in Milwaukee, Wisconsin for the recent service school on Williams Electronics Inc. equipment, conducted by the firm's field engineer Leonard Nakielny. Reputedly one of the industry's most knowledgeable specialists in the engineering field, whose frequent sessions have enlightened many on the inner workings of the pinball machine mechanism, Nakielny's presentation won high praise not only from the student body but from the school's hosts, Perry London and Nate Victor.

**Greenman Exits Sega**

LOS ANGELES — David Rosen, chairman and president of Sega Enterprises, Inc., announced today that Milton S. Greenman, director of marketing for Sega of America, the company's U.S. division, was leaving the firm to pursue personal interests. Rosen also announced that Malcom E.A. Kaufman would be assuming the sales responsibility for Sega of America on an interim basis effective immediately.

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Consistently High Player Appeal

- DISAPPEARING TARGETS — create change in the playfield.
- SOLID STATE TECHNOLOGY — includes large digital scoring.
- INTERCHANGEABLE MODULAR COMPONENTS (both electro-mechanical and solid-state) — for easy serviceability.
- HIGH SPEED D.C. SOLENOIDS.

The all new 2 player game with 3 or 5 ball play and add-a-ball or replay options.

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**See Midway's 'Gun Fight' upright and cocktail table**



## World Wide Appts. Harand To Vending Sales Staff

CHICAGO — World Wide Distributors Co., this city, announced the appointment of Herman Harand to the sales staff of its vending division.



Harand brings to World Wide and to vending operators a wide experience in vending, covering many years with nationally known operating companies. His knowledge of operating and equipment sales will be of invaluable help to operators in the Chicago metropolitan and surrounding areas, on whom he will call. Harand's duties will include assisting operators with on-location surveys involving equipment supply and area treat-

ment, in which he is considered to be an authority.

"We feel that Herman will provide an important service to vending operators in keeping them abreast of the latest in new equipment produced by Seeburg, Lektro-Vend, Choice-Vend, Polyvend, Litton and others," said Irv Ovitz, director of vending sales, "and he will be able to talk with operators about the large and varied selection of good quality used equipment which is available to them."

The addition of Herman Harand complements sales staffer Bill Atwood who covers downstate Illinois and the border towns of Iowa, thus providing coverage to the greatest number of vending operators, according to Ovitz.

## Ramtek Will Host Distrib. Mtg. 3/30

SUNNYVALE — Chuck Arnold, vice president marketing-games division of Ramtek Corp., advised that the firm has invited its network of distributors from the U.S. as well as the foreign market to join Ramtek principals on March 30 at the Royal Coach in San Mateo for the firm's first international distributors meeting.

Highlights of the big event will be a cocktail and dinner party climaxed by the premiere of a new arcade piece and the introduction of a second new item for distributor evaluation. Other important company announcements will be made during the meeting, as Arnold indicated, and a full distributor turnout is expected.

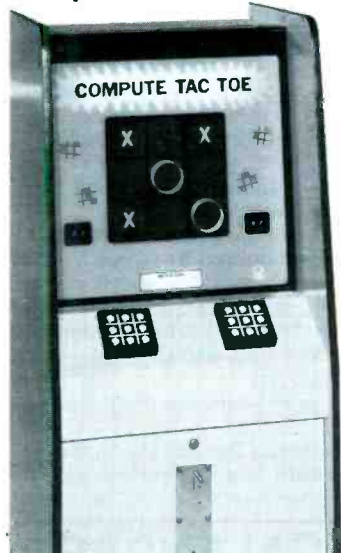
## Coinbiz Veteran George Jenkins Dies

CHICAGO — George Jenkins, for many years sales manager and later assistant to the president at Bally Manufacturing Corp., died on Feb. 28 in San Antonio, Texas, where he and his wife resided for the past ten years following his retirement.

Jenkins is survived by his widow, Florence, two daughters and numerous grandchildren. He was the youngest U.S. Army sergeant major on front line duty during World War I and he had previously served, under General Pershing, in the Mexican expeditionary force.

Friends who wish to express condolences to Mrs. Jenkins may address her at 11010 Cedar Elm Dr., San Antonio, Texas 78230.

## Edcoe Bows Upright Compute Tac Toe



LOS ANGELES — In response to operator requests, Edcoe Manufacturing Service Co. has released an upright version of their successful Compute Tac Toe cocktail table. The upright Tac Toe is 24" wide by 24" deep by 5' in height and is contained in a yellow painted cabinet. The upright operates under the same principles as its cocktail table counterpart. Players compete directly against each other. There is no monitor and the game uses a light display employed underneath a silk screened playing field. With solid state dependability, there is a full one year warranty on the logic board.



## Money grows like magic with new

*Bally*

## HOKUS POKUS

2-PLAYER FLIPPER  
CONVERTIBLE TO ADD-A-BALL

The advertisement features a man in a tuxedo pointing towards a large pot overflowing with money bills. To his right is the Hokus Pokus game machine, which is a 2-player flipper convertible to add-a-ball. The machine's backglass shows a scene with a man and a woman, and the score display shows 47570 and 41000. The machine is on a stand with a control panel at the bottom.

### New "Over the Top" Scoring

When score is pushed above 99,990 by 37 different ways to score, horn sounds, OVER THE TOP lights on backglass, totalizer resets to zero, score is 100,000 plus new total on totalizer, attracting bystander play, continuous repeat play.

See your distributor or write BALLY MANUFACTURING CORPORATION - 2640 BELMONT AVENUE, CHICAGO, ILLINOIS 60618, U.S.A.



## CHICAGO CHATTER

Among new machines hitting the market this week are Bally's "Hokus Pokus" 2-player pingame; "Cinema," a 4-player flipper from Chicago Dynamic Industries; and the "Space Mission" 4-player pingame scheduled for delivery at Williams Electronics Inc.!

THE BALLY MFG. CORP. staff, by the way, is mourning the tragic death of the firm's 26-year-old director of safety and security, **Fred Kellam**, who was killed in an auto accident on Feb. 28. We join Bally in extending sympathy to his parents and sister.

IN HIS CURRENT NEWSLETTER MOA's **Fred Granger** is gearing members for the continuing copyright battle, being resumed now that the Senate has decreed that a copyright royalty tribunal be established to periodically review and revise the present eight dollar jukebox royalty, which members have been vigorously campaigning against. "We must now fight the same provision in the House of Representatives," he said, "and every MOA member will be asked to help."

ON MARCH 18-19 **Bernie Powers** of Bally Manufacturing Corp. and **Andy Ducay** of Midway Manufacturing Co. will be in Los Angeles to conduct a two-day Bally-Midway service school at the headquarters of C.A. Robinson. Genial host **Al Bettelman** has already extended invitations to all area ops and servicemen. The combination of a very enlightening program and the warm hospitality of the Robinson crew should guarantee a heavy turnout!

ASSOCIATION NEWS: **Ronald Cazel**, vice president of the KAMA (Kansas state group) issued a membership mailing recently to announce the dates of the association's April 24-25 meeting in Wichita and, as a special inducement, to alert members that during the meeting he will be passing along some new ideas on increasing collections, which have been testing out very well in the area. Among special guests invited to attend are MOA president **Ted Nichols** and veepee **Fred Granger**.

ROCK-OLA MFG. CORP.'s executive vice president **Ed Doris** couldn't be more pleased over worldwide acceptance of the current Rock-Ola phonograph line! The combined overseas and domestic demand for the units is keeping production schedules at full speed, with models being processed for shipment as soon as they come off the assembly line! The obvious widespread acceptance is no surprise, however, as Doris indicated. "If there is one thing we've discovered," he said, "it is that there is no one specific jukebox to fit every location so, bearing this in mind, we've designed a line that meets every and any location requirement!"

THE BRUNSWICK PEOPLE are still reeling over the fantastic response to the firm's home pinball machine, introduced at the recent NSGA convention in Chicago (and pictured in the Feb. 21 issue of **Cash Box**). As the first such model produced exclusively for home use, it was expected to be successfully received — but to such an overwhelming degree is another story! **Steve Heckmyer**, marketing services manager of the firm's Briarwood division, said the machine's chalked up the biggest initial sales figures of any previous models in an introductory stage of release. They are literally swamped with orders! Steve mentioned that he is presently making ready for the April 5-9 IMCEA (Int'l. Military Club Execs Assn.) show in Orlando, Florida where Brunswick will display a lineup of current equipment.

## MILWAUKEE MENTIONS

Spring is just around the corner, and the word from different area ops is good. Nicer weather is on its way, and with it the anticipation of a significant increase in collections.

SPOKE WITH **Bob Rondeau** of Empire Dist. in Green Bay, who told us how pleased he was over the success of the ICMOA service school that was held in Elmhurst, Ill., Feb. 23-27. Nearly 200 operators attended the week-long school, and Bob said the reaction and interest were overwhelming. . . . Empire Dist. is anxiously awaiting the delivery of Gottlieb's "Bank Shot," the new single player add-a-ball, while still doing extremely well with the Midway "Gun Fight" and the Rock-Ola "464" models. . . . And, Bob, who is on the board of the WMMA apprenticeship program, tells us Gottlieb, Bally, Midway and Rock-Ola will have merchandise and personnel at the second week of classes, being held March 8-12.

OUR CONGRATULATIONS TO **Dean Dallavalle**, route manager of Sparo Coin, up on his recent marriage.

MILWAUKEE HAPPENINGS: The 1st annual Milwaukee Kool Jazz Festival will come to the County Stadium, Friday and Saturday, July 16-17. **George Wein**, originator of the Newport Jazz Festival 22 years ago, and Kool Cigarette Corporation have affiliated themselves for this festival in order to assure top quality entertainment and reasonable ticket prices. And, in order to insure visibility, the stage at County Stadium will be flanked with six giant TV screens, which will provide close-up pictures of the artists while they are performing. Artists, to name only a few, include **B.B. King**, **Nancy Wilson**, **The Temptations**, **Smokey Robinson**, **Marvin Gaye**, **Al Green** and **The Staple Singers**. Tickets are now on sale at all Ticketron outlets in the Milwaukee and Chicago areas.

## EASTERN FLASHES

Betson Enterprises (north Bergen) is enjoying the "best start in new music equipment of any previous new model year," which says a great deal for the current Rock-Ola phonograph line — and that's the word from **Jerry Gordon**! Specific models mentioned were the gorgeous 464, the big 456 console and the lovely Princess 100-selection; latter reflecting a noticeable reversal from the usually limited market, in this area, for 100-selection pieces. Jerry also had high praise for current games sales, with emphasis on such biggies as Electra's "Avenger" and Video Table; as well as Chi-Coin's "Hollywood" pingame. Betson's planning a series of service schools in late March and April, focusing on music, games and vending equipment. . . . Business is good at Coin Machine Distributors Inc. in Peekskill, according to proprietor **Al Kress** who said he's doing just great with the Brunswick "Air Hockey" and "Air Handball" machines; and he had much praise for the new Gottlieb "Bank Shot" add-a-ball. . . . Nice chatting with Rowe Int'l.'s **Dan Denman** and hearing how well the Rowe-AMI R-80 phonograph line is doing! Models have really been enjoying super acceptance in the trade. Dan mentioned that he will be departing for San Francisco in a couple of weeks to participate in the NAMA Western Convention April 2-4. As in previous years, Rowe will have quite an elaborate display of equipment at the show.

## HOUSTON HAPPENINGS

Sound Warehouse, largest exclusive record and tape retail outlet in Houston (maybe in all of Texas) opened in Northtown Plaza Feb. 23, 1976. Store covers 9,000 sq. ft. (inside dimensions) and co-managers are **Cynthia Ball**, **Browson Evans**, **Karen Evans** and **Brett Wiseman**. Firm stocks a complete line of all types of records and tapes. Grand opening festivities were held Feb. 23-Mar. 8 and numerous recording artists were on hand for in-person appearances during this time. Oklahoma City, Okla. is the headquarters for Sound Warehouse and the Houston store was the 30th opened by the organization in the past three years. . . . Enjoyed a long chat with **Edward Aleman** who has been with American Music Co. (Leeland Ave.) for over 32 years. Those years were continuous except for time off to serve in Armed Forces for duration of WWs. . . . Pleasant visit with long time acquaintances **Becky Lancaster** and **Barbara Hall**, ramrods of Rows Record Shop (2104 Leeland Ave.). Regret missing **Marge McIntyre** (same category as above-mentioned) who is an English girl presently on vacation in England and parts of Africa. This is the first time she's been back in her home area and we hope she enjoys herself to the limit. . . . Nice talking with **Joe Werner**, sales department at Le Corporation (Rock-Ola distrib) in Houston. . . . Vendor **Johnny Robinson**, owner of Robinson Enterprises reported excellent business for his vending firm. . . . **Ben Wells**, head of the parts department at Gulf Coast Dist. Co., seems the busiest man within the outfit — and by no means a slow worker either. . . . **Edward Arwady**, co-owner of American Music Co., is a veteran **Cash Box** subscriber. So is **Jesse Herrea**, owner of Jesse Herrea's Amusement Co. When Arwady moved his operation to its present location on Leeland Ave. he sold the building to Herrea who still operates from there. Both Herrea and Arwady started making real progress from headquarters in Houston's old north side and this reporter shares a kindred spirit with both gentlemen since that was our own stomping ground for many years. . . . **Hazel Turner**, who recently sold her Coin Machine Sales Co. and retired from coinmatic operations, might now devote full time to her favorite occupation of rodeo arena secretary. Texas has two big ones: Houston Livestock Show in famed Astrodome and State Prison Rodeo inside the walls of the Texas penitentiary at Huntsville. There are dozens of minor ones scattered hither and yon over the state. The internationally known Houston Livestock Show and Rodeo, however, is the biggest of its kind anywhere. It stimulates circulation of money in Houston — lots of it comes in but plenty goes out too — but coin machine operators do profit, moneywise, from the affair.

## CALIFORNIA CLIPPINGS

Everyone at C.A. Robinson is looking forward to a Bally/Midway School on the 18th and 19th of this month to be conducted by **Andy Ducay**, top engineer at the factory. Tremendous operator interest in the technology of today's new games should make this one of the most outstanding schools ever in the history of C.A. Robinson & Co. Incidentally, a sample of Midway's Sea Wolf has arrived and orders are pouring in. . . . Bally's Flip Flop 4 player is another hot item and C.A. reports they just can't keep enough in stock.

Atari's **Frank Ballouz** is back in California after a knockout trip through Ohio. According to Frank, the open house at Schaeffer Distributing drew between four and six hundred people who took care of a lot of enthusiastic business and Atari equipment was widely accepted. Atari will be holding distributor meetings on March 31 and April 1 at the Hyatt Regency in San Francisco. Timing is perfect as most distributors will be in that area preparing for the Western NAMA taking place April 2-4. **Fred McCord**, in charge of customer field services for Atari, returned from the northeast after conducting service seminars in Buffalo, Syracuse, New York City, and Chicago. About 250 people attended six seminars with overall great response.

**Pat Karnes** of Fun Games Inc. informed us that income earnings on Bi Plane 4 have been "pretty respectable" in the L.A. area thus far.

Nice talking to **Ed Wanisko** from Edcoe Manufacturing Service Co. Ed's preparing for the approaching arcade season and looks forward to a healthy one with the re-release of their new upright Compute Tac Toe (see separate article).

## STATE ASSOCIATION CALENDAR

### 1976

March 19-20-21: Music Operators of Michigan, annual conv., Weber's Inn, Ann Arbor  
 April 9-10-11: Wisconsin Music Merch. Assn., spring conv., Scotland Resort, Oconomowoc  
 April 24-25: Kansas Amusement and Music Assn., meeting (site to be selected)  
 April 24-25: Music Operators of Minnesota, annual conv., (site to be selected)  
 May 7-8: Ohio Music & Amusement Assn., annual conv., Carousel Inn, Columbus

May 14-15-16: Music & Amusement Assn., (New York), annual conv. Stevensville Country Club, Swan Lake

June 11-12-13: Illinois Coin Mach. Ops. Assn., annual conv., French Lick Sheraton, French Lick, Ind.

July 23-24-25: Montana Coin Mach. Ops. Assn., annual conv., West Yellowstone

August 27-28-29: No. Carolina Coin Ops. Assn., annual conv., Sheraton Motel, Charlotte

September 9-12: Florida Amusement Merchandising Assn., annual conv., Sheraton Towers, Orlando

### R&B New Additions fr 44

**WJLB — DETROIT**  
 Livin' For The Weekend — O'Jays — Phila. Int'l.  
 He's A Friend — Eddie Kendricks — Motown  
 Mutha's Love — Bobby Franklin — Columbia  
 All In The Family — General Johnson — Arista  
 Disco Connection — Isaac Hayes Connection — ABC  
 Heavy Love — David Ruffin — Motown  
 Make Yours A Happy Home — Gladys Knight — Buddah  
 Married — Denise LaSalle — Westbound  
 Love Will Keep Us Together — Wilson Pickett — Wicked  
 I Hope We Can Get To Love — Marilyn McCoo & Billy Davis — ABC  
 Grateful — Blue Magic — Atlantic  
**WZRQ — HURRICANE, W. VA.**  
 Don't Want No Other Love — Touch of Class — Midland  
 Bye Love — 5000 Volts — Phillips  
 Love Hangover — Diana Ross — Motown  
 Movin' Like A Superstar — Jackie Robinson — Ariola  
 You're My #1 — Polly Brown — Ariola

### KGfJ — LOS ANGELES

Tell The World — Harold Melvin — Phila. Int'l.  
 Can't Hide Love — Earth Wind & Fire — Columbia  
 Make Yours A Happy Home — Gladys Knight — Buddah  
 Party Down — Willie Hutch — Motown  
 The Love I Never Had — Tavares — Capitol  
 You See The Trouble With Me — Barry White — 20th

### WUFO — BUFFALO

For All We Know — Esther Phillips — Kudu  
 Why Can't We Be More — Jackson Sisters — Polydor  
 Kiss & Say Goodbye — Manhattans — Columbia  
 This Is It — Melba Moore — Buddah

### WSOK — SAVANNAH

Can't Hide Love — E,W&F — Columbia  
 Kiss & Say Goodbye — Manhattans — Columbia  
 I Wish You Well — Bill Withers — Columbia  
 His House & Me — Dionne Warwick — WB  
 I Hope We Can Get To Love — Marilyn McCoo & Billy Davis — ABC  
 Wish Love Was Magic — Street Corner Symphony — Bang



## COIN MACHINES WANTED

WANT — all makes new and used phonographs, wall boxes, TV games, Air Hockey, pool tables, bumper pool tables, electronic baseball games, electronic games, Kee games, floor models. ST. THOMAS COIN SALES INC. 669 Talbot St., St. Thomas, Ontario, Canada N5P 1C9. Canada's oldest established distributor since 1927. Phone Vince Barrie. (519) 631-9550. Mail current price list if equipment now available.

WANT — Cash waiting. We pick up with our own truck — Bally Funcoise and Jokerwild, Bingos, Flippers, Every music 78 and 45 rpm. Call collect. PAN AMERICAN AMUSEMENTS, 1211 Liberty Avenue, Hillside, New Jersey 07205. Telephone (201) 353-5540.

WANTED — BALLY MULTIPLIERS WITH HOPPER, all 3-, 5-, and 65-coin models considered. Also wanted: Williams and Gottlieb 4-plr pinballs max. 3 years old. HANSA MYNTAUTOMATER AB, Box 300 41, S-400 43 Gothenburg, Sweden.

WILLIAMS 'BIG DEAL' PINBALL MACHINES in good working order. Absolutely top dollar paid. Please call Ben Heck (312) 622-1206.

WILL BUY LOTTA FUN, Barrel-O-Fun, Shoot-a-Line and Lite-a-Line. FRANK GUERRINI VENDING MACHINES, INC. 1211 W. 4th St., Lewistown, Pa. 17044.

## COIN MACHINES FOR SALE

CONVERSION CARTRIDGES — Play stereo records on Seeburg monaural phonos B thru 201. No adjustments required — just plug in — eliminate sound distortion, needle skipping, excessive record wear. \$24.95 postpaid. Satisfaction guaranteed. Quantity discounts. C.A. THORP SERVI, 1520 Missouri, Oceanside, Ca. 92054.

RECONDITIONED BARGAINS: Midway Basketball \$495, Winner IV \$395, Winner \$195, Dart Champ \$95. MICKEY ANDERSON, INC., P.O. Box 6369, Erie, Pa. 16512. Phone (814) 452-3207.

FOR SALE: Bingos for export only. County Fairs \$800, Roller Derby \$800, Silver Sails \$800, Border Beautys \$800, Can Can \$800, Big Wheels \$700, Magic Rings \$900, Sega Gran National \$600, Chicago Rifle Gallery \$750, Super Shifters \$700, Gran Trak 10s \$900, Sega Moto Champ \$700, Key Twin Racers \$1250, TV Basketball \$700, D&P MUSIC, 1237 Mt. Rose Ave., P.O. Box 243, York, PA 17403. Phone (717) 848-1846.

50 SEEBURG 100 selection wall boxes \$5.00 each. 50 Seeburg 160 selection wall boxes \$37.50 each. 10,000 used 45 rpm records 15¢ each. CENTRAL MUSIC CO., P.O. Box 284, 407 E. Ave., D. Killeen, Texas 76541.

SEEBURG LPC 150, AMI 200, N 150, Johnson coin sorter & counter 295, Tennis Tourney 200, Electro Dart 100, BROWSER, 2009 Mott Ave., Far Rockaway, N.Y.

## CLASSIFIED AD RATE 25 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$6.25 CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is NOT enclosed with order your classified ad will be held for following issue pending receipt of your check or cash. NOTICE — \$128 Classified Advertisers (Outside USA add \$78 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of One Full Year, 52 consecutive weeks. You are allowed to change your Classified Ad each week if you so desire. All words over 40 will be billed at the rate of 25¢ per word. Please count words carefully. Be sure your Classified Ad is sent to reach New York publication office by Wednesday, 12 noon, of preceding week to appear in the following week's issue.

## Classified Ads Close WEDNESDAY

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

100 ANTIQUE COIN MACHINES, Mills roulette and dice payout machines, old slots, Bakers pacers, Evans races, etc. 40 old counter games, Keeney Twin Dragons, Bally slot machines, Fantastic hot new counter game. Want to buy Horoscope Ticket and Bead Vending machines, CANADIAN DIST. & MFG. CO., 1025-104 Street, North Battleford, Saskatchewan, Canada. Phone (306) 445-2989.

SALE: We have quantities Flippers, CC Heehaws, Rivieras, W Dipsydoodles, Stardust, Fantastic, Goldrush, Bally Mariners, Nipits, 4 Million BC, Gott Hotshot, Jack Box, etc., etc. PAN AMERICAN AMUSEMENTS, 1211 Liberty Avenue, Hillside, New Jersey 07205. Telephone (201) 353-5540.

FOR SALE: Write or call — 200 asst. used TV games — 300 asst. arcade pieces — late model pins — ROBERT JONES INTERNATIONAL INC., 880 Providence Hwy., Dedham, Mass. 02026 — (617) 329-4880 or ROBERT JONES INTERNATIONAL INC., 601 Thompson Rd. N., Syracuse, N.Y. — (315) 463-6251.

NATIONAL WHITENBURG MODEL 400 FOOD VENDOR — National 21CE candy machine — Vendo Vis-i-Vend Rowe cigarette machines 20 700 \$175 or 7 for \$1000 — Rowe 20 800 \$295, crating extra. Arcade equipment, Motor Cycle, Funland, Pennant, Sami, Sea Raider and Dune Buggy, pool tables, pinballs and many other items. VATHIS VENDORS, Call (214) 792-2806, 793-3723 or 792-1810.

ALL TYPES OF COIN-OPERATED EQUIPMENT, Flippers, shuffle alleys, guns, TV games, Williams, Gottlieb, ChiCoin, Ramtek, Allied, Natting Phonographs (large selection) Wurlitzer, Seeburg, AMI, Rock-Ola, Rock-Ola vending, Cigarettes, candy, cold drink, National, Smokeshop, Rock-Ola. All kinds shipped to perfection or buy as-is and save. We have the right price and equipment on hand to serve your needs. Write or call: FLOWER CITY DISTRIBUTORS, INC., 389 Webster Ave. Rochester, N.Y. 14609. (716) 654-8020. Ask for Joe Grillo.

FOR SALE — Silver Sails, Ticker Tapes, Lotta Fans and Stock Markets available. Also Wall Street, Barrel Of Fun, Keeney Red Arrows, Sweet Shawnee, Bally Saper Jumbos, and late used Gottlieb flippers. These games are completely shopped. CALL WASSICK NOVELTY, (304) 292-3791. Morgantown, W. Va.

FOR SALE: Kee Tanks, Ramtek, Baseball, Sports Center, Midway Wheels, Winner TV, Paddle Battles, Basket Ball, UBI Sport A Balls, Brunswick Karate, D&L DISTRIBUTING CO., INC., Box 6007, Harrisburg, Pa. (717) 545-4264.

NEW PROF. QUIZMASTER machines in factory cartons. List \$750. Must sell \$150 ea. Used \$50 ea. Used and new pins wanted shipped or as is, one or fifty. NOVEL AMUSEMENT, 200 U.S. #1 Linden, N.J. Phone (201) 862-6619.

FOR SALE: Super Soccer \$775; Fast Draw \$845; Slap Stick \$525; Olympics \$550; Speed King \$665; Turf Club \$525; Blue Max \$760; Grand Prix \$250; Moto Champ \$675; Wild Cycle \$165; Crack Shot \$625; Monte Carlo \$450; Jet Fighter \$1025; Goal 4" \$725; Qwak \$775; Dynamo \$425; Pachinko \$450; Little Red \$125; Sterro Coin \$225; Sniper Rifle \$295; Magnotron \$675; Wizard \$925; Road Runner \$325; Twin Skeeet Shoot Rifle \$665; Rifle Gallery \$825; Top Ten \$650; Grand National \$625; Air Attack \$725; Panzer Attack \$625; Drag Races \$275; Super Shifter \$825; Shark's Jaws \$875; Anti Aircraft \$895; Steeplechase \$1,195; Touch Me \$260; Big Red \$225; Bio Rhythm \$725; U-Boat \$195; Penny Bowi \$465. NEWORLEANS NOVELTY COMPANY, 1055 Dryades Street, New Orleans, Louisiana 70113. Tel: (504) 529-7321. CABLE: NONOVCO.

FOR SALE: Antique jukeboxes, pinballs, bowlers and arcade games. Also 10,000 78 records in excellent condition. Some are collector's items. MODERN MUSIC CO., 1023 So. Walnut St., Bloomington, In. 47401.

FOR SALE — One of the largest selections of new & used add-a-balls & arcade machines in the northeast. Call or write for our list. COIN MACHINE DISTRIBUTORS, INC., 213 N. Division St., Peekskill, N.Y. (Westchester Co.) (914) 737-5050.

FOR SALE: MIDWAY Bulls Eye, Golf Champ, ESP Electro Dart, Wall Games \$150. D&L DISTRIBUTING CO. 6691 Allentown Blvd., Harrisburg, Pa. (717) 545-4264.

FOR SALE: ROCK-OLA 504 WALLBOX \$100; Rock-Ola Receivers, 1725-8-2, 1765, 1755, 1721, 1769 \$65 each. WESTERN DISTRIBUTORS, 1226 SW 16th Avenue, Portland, Ore. 228-7565.

HAVE TRUCK WILL TRAVEL. Have new and used coin-operated equipment. Bally Bingos, Uprights, Will horse trade. Let's get together! Send me your lists. We Pick-Up and Deliver. LOWELL ASSOCIATES, P.O. Box 386, Glen Burnie, Md. 21061 (301) 768-3400.

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JO-BAR MUSIC PUBLISHING CORPORATION and BAR-JO Records, Inc. needs investors and stockholders to re-open music business — Write BAR-JO at 83-45 Vietor Ave., Suite 2B, Elmhurst, NY 11373 or call (212) 898-1628 or 243-5668.

SERVICE SCHOOL FOR GAMES AND MUSIC Ten week night course teaches practical theory, schematics \$575 full price. COMIT, 2115 Beverly Blvd., Los Angeles, Ca. 90057. (213) 483-0300.

YOUNG MAN 33 with 17 years experience in all areas of the coin-operated industry; owned and managed own company; willing to relocate anywhere within the U.S. or Canada. Mr. Halsema, 735 Black Dr., Prescott, Ariz. 86301. (602) 445-5194.

ROUTE WANTED — Game, Phono and/or Cig Route, Metro N.Y.-L.I. Area. Any Size Operator 17 years experience. Contact: Harold M. Rothstein, Attorney at Law, 425 Broad Hollow Rd., Melville, N.Y. 11746. (516) 293-2310.

BUSINESS OPPORTUNITY — Sell reconditioned flipper games, guns and arcade equipment, video games and kiddie rides to operators in your area. Weekly list of available equipment and current prices furnished. Call or write for application. CENTRAL DISTRIBUTORS INC., 2315 Olive Street, St. Louis, Missouri 63103. (314) 621-3511.

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DEEJAYS! New, surefire comedy! 11,000 classified one-line gags, only \$10. Designed to give you the right line for the right occasion every time! Send for our comedy catalog. IT'S FREE! EDMUND ORRIN, 2786-C West Roberts, Fresno, Calif. 93711.

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HOUSE OF OLDIES — We are the World Headquarters for out of print LPs and 45s. Also, the largest selection of old rock 'n roll and rhythm and blues albums. Our famous 3 in 1 catalog \$1.25. HOUSE OF OLDIES, 267 Bleeker St., N.Y. N.Y. 10014. (212) 243-0500.

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WANT RECORDS & TAPES: 45s AND LPs, surplus returns, overstock cut-outs, etc. Call or write Harry Warriner at KNICKERBOCKER MUSIC CO. 453 McLean Ave., Yonkers, New York 10705. (914) GR 6-7778.

LEADING TAPE AND RECORD DISTRIBUTORS OF all labels. Will sell current & cut-out merchandise at lowest prices. Member of NARM. Send for catalogues. CANDY STRIPE RECORDS, INC., 371 S. Main Street, Freeport, New York 11520. (516) 379-5151. (212) 895-3930. Telex: 126851 Canstripe Free.

OPERATORS — We buy used records right off your juke boxes on a steady basis. We pay fast. Call Mr. Andrews (516) 822-3733.

OPERATORS — WE BUY USED RECORDS NOT OVER 1 year old — 10¢ each plus postage. JOHN M. AYLESWORTH & CO. 9701 Central Ave., Garden Grove, Calif. 92644. (714) 537-5939.

KING OF MUSIC RECORDS is looking for masters. Send copies to KING OF MUSIC RECORDS, 806-16th Avenue South, Suite 217, Nashville, Tennessee 37203, or call (615) 242-2023.

8-TRACK TAPES — 75 cents each, made from your master or album. Ray Reeves, GUSTO RECORDS, INC. 220 Boscobal St., Nashville, Tenn. 37213. (615) 256-1656.

FOR SALE: Approx. 20,000 45's from 1966 through 1975. Take all 5¢ each plus ISC postage. Charles Zierer, P.O. Box 482, Tarpon Springs, Fla. 33589.

WANTED DJ or Promo LPs. Any quantity. Large or small. Top dollar paid. Call or write RAVE-CO. 606 University Ave., Madison, Wisc. 53713.

INTERNATIONAL RADIO STATIONS, MUSIC PUBLISHERS, discotheques and fanclubs subscribe to our Automatic Airmail Service for all singles and LPs from the charts. The fastest and most dependable service in the world. AIRDISC SPECIAL SERVICES, Box 835, Amityville, New York 11701.

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## Classified Ads Close WEDNESDAY

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Make sure your check is enclosed



# cash box top albums/101 to 200

March 13, 1976

<b>101 DISCO-FIED</b> RHYTHM HERITAGE (ABC ABCD 934)	3/13 133	<b>134 INNER WORLDS</b> MAHAVISHNU ORCHESTRA/JOHN McLAUGHLIN (Columbia PC 33908)	3/13 136	<b>167 LET'S DO IT AGAIN</b> THE STAPLE SINGERS (Curton CU 5005)	3/13 165
<b>102 WHO LOVES YOU</b> THE FOUR SEASONS (Warner Bros./Curb BS 2900)	103	<b>135 BACK HOME AGAIN</b> JOHN DENVER (RCA CPL 1-0548)	134	<b>168 VENUS AND MARS</b> WINGS (Capitol SMAS 11419)	175
<b>102 FULL OF FIRE</b> AL GREEN (Hi SHL 32097)	129	<b>136 LIVE</b> POCO (Epic PE 33336)	—	<b>169 L.A. EXPRESS</b> CARIBOU (PZ 33940)	176
<b>104 NUMBERS</b> CAT STEVENS (A&M SP 4555)	76	<b>137 INSIDE</b> KENNY RANKIN (Little David LD 1009)	112	<b>170 TROPEA</b> JOHN TROPEA (Marlin 3300) (Dist: T.K.)	171
<b>105 CHRONICLE</b> CREEDENCE CLEARWATER REVIVAL (Fantasy CCR2)	114	<b>138 LOOK OUT FOR NUMBER ONE</b> BROTHERS JOHNSON (A&M 4567)	157	<b>171 WHEN LOVE IS NEW</b> BILL Y PAUL (Phila. Int'l. PZ 33843)	181
<b>106 SWEET HARMONY</b> MARIA MULDAUR (Reprise MS 2235)	139	<b>139 PARIS</b> (Capitol ST 11464)	116	<b>172 CATE BROTHERS</b> (Asylum 7E-1050)	177
<b>107 FIREBIRD</b> TOMITA (RCA APL 11312)	108	<b>140 TO THE HILT</b> GOLDEN EARRING (MCA 2183)	145	<b>173 JEALOUSY</b> MAJOR HARRIS (Atlantic SD 18160)	174
<b>108 STORY</b> THE FOUR SEASONS (Private Stock PS 7000)	84	<b>141 DARK SIDE OF THE MOON</b> PINK FLOYD (Capitol 11163)	125	<b>174 CONCERT IN BLUES</b> WILLIE HUTCH (Motown M6-854S1)	179
<b>109 SILK DEGREES</b> BOZ SCAGGS (Columbia PC 33920)	142	<b>142 CAT STEVENS' GREATEST HITS</b> (A&M 4519)	144	<b>175 OPEN YOUR EYES YOU CAN FLY</b> FLORA PURIM (Milestone M9065)	—
<b>110 LOOK INTO THE FUTURE</b> JOURNEY (Columbia PC 33904)	122	<b>143 BARRY WHITE'S GREATEST HITS</b> (20th Century 493)	127	<b>176 CLAUDE BOLLING: SUITE FOR FLUTE &amp; JAZZ PIANO</b> J.P. RAMPAL (Columbia M33233)	178
<b>111 SHOWCASE</b> THE SYLVERS (Capitol ST 11465)	117	<b>144 BETWEEN THE LINES</b> JANIS IAN (Columbia PC 33394)	147	<b>177 THE BEST . . .</b> THE ISLEY BROTHERS (Buddah BDS 5652-2)	182
<b>112 SUNBURST FINISH</b> BE-BOP DELUXE (Capitol ST 11478)	121	<b>145 LIVE</b> STEPHEN STILLS (Atlantic SD 18156)	113	<b>178 HOT SHOT</b> JUNIOR WALKER & THE ALL STARS (Soui S6-745S1) (Dist: Motown)	180
<b>113 SEDAKA'S BACK</b> NEIL SEDAKA (Rocket 463) (Dist: MCA)	95	<b>146 CLEARLY LOVE</b> OLIVIA NEWTON-JOHN (MCA 2148)	131	<b>179 KINGFISH</b> (Round RLA 565-G) (Dist: U.A.)	191
<b>114 MYSTIC VOYAGE</b> ROY AYERS/UBIQUITY (Polydor 6057)	118	<b>147 MUSIC FROM THE SOUNDTRACK OF BARRY LYNDON</b> (Warner Bros. BS 2903)	148	<b>180 SCOTCH ON THE ROCKS</b> BAND OF THE BLACK WATCH (Private Stock PS 2007)	184
<b>115 NEW YORK CONNECTION</b> TOM SCOTT (Ode SP 77033)	93	<b>148 STARCASTLE</b> (Epic PE 33914)	189	<b>181 BANKRUPT</b> DR. HOOK (Capitol 11397)	187
<b>116 THE SOUND IN YOUR MIND</b> WILLIE NELSON (Columbia KC 34092)	—	<b>149 RHINESTONE COWBOY</b> GLEN CAMPBELL (Capitol 11430)	128	<b>182 DARYL HALL &amp; JOHN OATES</b> (RCA APL 1-1144)	186
<b>117 SAFETY ZONE</b> BOBBY WOMACK (United Artists LA 544G)	119	<b>150 BEAST FROM THE EAST</b> MANDRILL (United Artists UA LA 577-G)	126	<b>183 KICKIN'</b> MIGHTY CLOUDS OF JOY (ABC ABCD 899)	188
<b>118 SAVAGE EYE</b> PRETTY THINGS (Swan Song SS 8414)	120	<b>151 CAPTAIN FANTASTIC AND THE BROWN DIRT COWBOY</b> ELTON JOHN (MCA 2142)	138	<b>184 LAND OF THE MIDNIGHT SUN</b> AL DiMEOLA (Columbia PC 34704)	—
<b>119 FALLIN' IN LOVE</b> HAMILTON, JOE FRANK & REYNOLDS (Playboy PB 407)	105	<b>152 PHOTOGRAPHS AND MEMORIES, HIS GREATEST HITS</b> JIM CROCE (ABC ABCD 835)	141	<b>185 STONE ALONE</b> BILL WYMAN (Rolling Stone COC 79103)	—
<b>120 JESSI</b> JESSI COLTER (Capitol ST 11477)	111	<b>153 RED HEADED STRANGER</b> WILLIE NELSON (Columbia KC 33482)	146	<b>186 SOUND OF MUSIC</b> ORIGINAL SOUNDTRACK (RCA LSOD 2005)	—
<b>121 LED ZEPPELIN IV</b> (Atlantic SD 7208)	124	<b>154 DIAMONDS &amp; RUST</b> JOAN BAEZ (A&M SP 4527)	140	<b>187 FEEL THE SPIRIT</b> LEROY HUTSON (Curton CU 5009) (Dist: W.B.)	192
<b>122 CRISIS? WHAT CRISIS?</b> SUPERTRAMP (A&M 4560)	87	<b>155 RATTLESNAKE</b> OHIO PLAYERS (Westbound W211)	135	<b>188 FLAT AS A PANCAKE</b> HEAD EAST (A&M 4537)	190
<b>123 HORSES</b> PATTI SMITH (Arista AL 4060)	96	<b>156 MAHOGANY</b> ORIGINAL SOUNDTRACK FEATURING DIANA ROSS (Motown M6-858S1)	132	<b>189 NEVER GONNA LET YOU GO</b> VICKI SUE ROBINSON (RCA APL 1-1256)	—
<b>124 SPINNERS LIVE</b> (Atlantic SD 2-910)	86	<b>157 FANDANGO</b> ZZ TOP (London PS 656)	156	<b>190 THE BEST OF URIAH HEEP</b> (Mercury SRM 11070)	—
<b>125 ELVIS, A LEGENDARY PERFORMER VOL. 2</b> ELVIS PRESLEY (RCA CPL 11349)	98	<b>158 ENDLESS SUMMER</b> BEACH BOYS (Capitol ST 11307)	164	<b>191 I HEAR A SYMPHONY</b> HANK CRAWFORD (Kudu KU 26) (Dist: Motown)	195
<b>126 MOVIN' ON</b> COMMODORES (Motown M6-848S1)	123	<b>159 RAISING HELL</b> THE FATBACK BAND (Event EV 6905) (Dist: Polydor)	163	<b>192 TRUCK LOAD OF LOVIN'</b> ALBERT KING (Utopia BUL 1-1387) (Dist: RCA)	196
<b>127 HONEY</b> THE OHIO PLAYERS (Mercury SRM 1-1038)	104	<b>160 THE CHIEFTAINS</b> (Island ILPS 9334)	160	<b>193 SECOND GENERATION</b> GAYLORD & HOLIDAY (Prodigal PLG 10009) (Dist: Motown)	194
<b>128 GET YOUR WINGS</b> AEROSMITH (Columbia PC 32847)	130	<b>161 LOVE AND UNDERSTANDING</b> KOOL AND THE GANG (DeLite DEP 2018)	—	<b>194 TOUCH</b> JOHN KLEMMER (ABC ABCD 922)	169
<b>129 BEFORE THE NEXT TEARDROP FALLS</b> FREDDY FENDER (ABC/Dot 2020)	115	<b>162 GORD'S GOLD</b> GORDON LIGHTFOOT (Warner Bros. BS 2237)	159	<b>195 THE HOMECOMING</b> HAGOOD HARDY (Capitol ST 11468)	152
<b>130 HOT CHOCOLATE</b> (Big Tree BT 89512)	106	<b>163 FEELS SO GOOD</b> GROVER WASHINGTON JR. (Kudu KU 24S1)	166	<b>196 MICHEL POLNAREFF</b> (Atlantic SD 18153)	197
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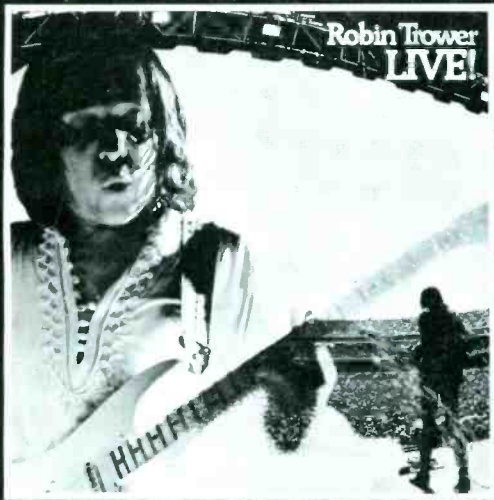
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