

PERIODICALS

ART AND RECORDINGS DEPARTMENT

September 18, 1971

\$1.25

Cash Box

Living With Tight Playlists (Ed)...Largest Bogus Haul Yet: \$3 Mil In 8-Tracks Seized In NY; 12 Arrested...1st Of A Series: Rock Mgr Interviews... Knight On Jacobs' Security Stand: 'What We Don't Need'...RCA UK Confab Climaxes Best Yr As Indie

JACKSON 5: TOMORROW TODAY

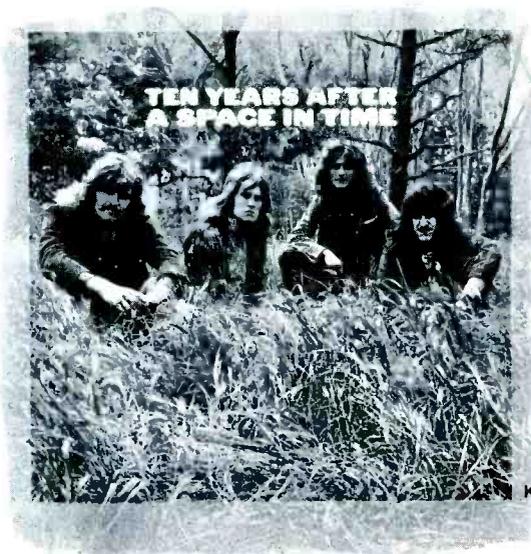


Ten Years After became one of the major groups in the world without a Top-10 hit.

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It has received the same tremendous reaction from AM stations (40 key stations after one week) as the new Ten Years After album received from FM stations (it's already becoming their most played, best-selling album, ever).

"I'd Love to Change the World" by Ten Years After. The first single from their first Columbia album.



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Living With Tight Playlists

The industry's great frustration—tight radio playlists—not only persists, but grows more intense. That AM radio in key markets continues to limit its exposure of new recordings is a vexing problem that the business has lived with for some time. Now, it seems to be spreading to "secondary market" outlets and to that once free-wheeling freeway of music exposure, FM radio.

The dilemma might be solved easily enough if the industry really had an airtight case in its argument to radio that we-give-you-your-prime-entertainment-therefore-give-us-the-opportunity-to-break-more-new-records. We have said it before: exposure of recordings on radio is a two-way-street and the business is in no position to dictate radio formats, just as we hold that radio cannot regulate the music industry's sounds.

We believe, however, that a constant dialog is necessary, not, we should add, to attack radio formats, but to build a bridge of mutual understanding between the two industries.

What the music industry must do in partial answer to the problem is seek other avenues of recording exposure which may be second-best, but can in combination with what does make the airwaves achieve some kind

of worthwhile totality.

The business is on to some good things, such as the sponsorship of city-by-city concert appearances by key new acts and the subsidizing of "one-shot" concerts at greatly reduced ticket prices. TV promo films provide another alternative outlet. Yet, there is no use in any kind of self-deception in believing that alternative methods of recording act exposure is on a par with key station playlists. Beyond the obvious matter that radio is always going to find room for really good sounds, it has been suggested to us—by a company successfully utilizing this method—that there be a greater regard for the "testing" of records so that, if successful in several markets, they can arrive at stations with "good credentials." "Testing" records is not new, of course, but the method may acquire a new stature in the business.

It must be kept in mind that the tight playlist situation is open to change—and not necessarily for the worse. If more music and the exposure of newer acts are ways of increasing listener share of the market, then radio will move in that direction. But, in the meantime, the music business has to take a hard look at approaches that help make up for lost time on the air for its continual flow of new product.

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Cash Box TOP 100

Cash Box — September 18, 1971

1	SMILING FACES SOMETIMES	Undisputed Truth-Gordy 7108	2	34	RIDERS ON THE STORM	Doors-Elektra 45738	26	12	68	I'M COMIN' HOME	Tommy James-Roulette 7110	—	—	
2	UNCLE ALBERT/ADMIRAL HALSEY	Paul & Linda McCartney-Apple 1837	3	9	35	IF NOT FOR YOU	Olivia Newton John-Uni 55281	25	23	69	GHETTO WOMAN	B. B. King-ABC 11310	72	76
3	GO AWAY LITTLE GIRL	Donny Osmond-MGM 14285	4	6	36	SATURDAY MORNING CONFUSION	Bobby Russell-U.A. 50788	40	44	70	MILITARY MADNESS	Graham Nash-Atlantic 2827	75	78
4	THE NIGHT THEY DROVE OLD DIXIE DOWN	Joan Baez-Vanguard 35138	6	14	37	SWEET HITCH-HIKER	Creedence Clearwater Revival-Fantasy 665	30	11	71	GLORY, GLORY	Byrds-Columbia 45444	—	—
5	SPANISH HARLEM	Aretha Franklin-Atlantic 2817	1	2	38	MARIANNE	Stephen Stills-Atlantic 2820	41	53	72	HIJACKIN' LOVE	Johnnie Taylor-Stax 0096	97	—
6	AIN'T NO SUNSHINE	Bill Withers-Sussex 219 (Dist. Buddah)	1	10	39	CRAZY LOVE	Helen Reddy-Capitol 3138	42	50	73	CAN YOU GET TO THAT	Funkadelic-Westbound 185	80	83
7	I JUST WANT TO CELEBRATE	Rare Earth (Rare Earth) 5031	9	15	40	STAGGER LEE	Tommy Roe-ABC 11307	43	52	74	EASY LOVING	Freddie Hart-Capitol 3115	81	85
8	TAKE ME HOME, COUNTRY ROAD	John Denver-RCA 0445	5	1	41	THIN LINE BETWEEN LOVE AND HATE	Persuaders-ATCO 6822	48	56	75	ROLL ON	New Colony Six-Sunlight 1001	96	98
9	WON'T GET FOOLED AGAIN	The Who-Decca 32846	10	13	42	THE BREAKDOWN	Rufus Thomas-Stax 0098	58	62	76	I'D LOVE TO CHANGE THE WORLD	Ten Years After-Columbia 45457	—	—
10	MAGGIE MAY	Rod Stewart-Mercury 73224	18	38	43	TRAPPED BY LOVE	Deniz LaSalle-Westbound 182	47	54	77	A NATURAL MAN	Lou Rawls-MGM 14262	83	85
11	I WOKE UP IN LOVE THIS MORNING	Partridge Family-Bell 130	13	17	44	ANOTHER TIME, ANOTHER PLACE	Engelbert Humperdinck-Parrot 40065	49	59	78	THAT'S THE WAY A WOMAN IS	Messengers-Rare Earth 5032 (Dist: Motown)	84	—
12	SUPERSTAR	Carpenters-A&M 1289	19	37	45	CALL MY NAME, I'LL BE THERE	Wilson Pickett-Atlantic 2824	46	49	79	IS THAT THE WAY	Tin Tin-Atco 6821	85	88
13	STICK UP	Honey Cone-Hot Wax 7106 (Dist: Buddah)	16	19	46	TAKE ME GIRL, I'M READY	Jr. Walker & All Stars-Soul 35084	44	45	80	HANDBAGS & GLADRAGS	Chase-Epic 10775	87	—
14	WHAT YOU SEE IS WHAT YOU GET	Dramatics-Volt 4058 (Dist: Stax)	14	20	47	THE LOVE WE HAD	Dells-Cadet 5683	54	64	81	GYPSYS, TRAMPS, & THIEVES	Cher-Kapp 2146	—	—
15	THE STORY IN YOUR EYES	Moody Blues-Threshold 67006 (Dist: London)	17	24	48	ANNABELLA	Hamilton, Joe Frank & Reynolds-Dunhill 4287	56	66	82	ONE TIN SOLDIER	Coven-W.B. 7509	88	—
16	HOW CAN YOU MEND A BROKEN HEART	Bee Gees-Atco 6824	8	4	49	SURRENDER	Diana Ross-Motown 1188	51	55	83	THINK HIS NAME	Johnny Rivers-U.A. 50822	89	100
17	SO FAR AWAY	Carole King-Ode 66019	24	39	50	BEGINNINGS	Chicago-Columbia 45417	38	28	84	STONE OF YEARS	Emerson Lake & Palmer-Cotillion 44131	86	—
18	SIGNS	Five Man Electric Band-Lionel 3213 (Dist: MGM)	11	7	51	LOVING HER WAS EASIER	Kris Kristofferson-Monument 8525	61	70	85	SOME OF SHELLY'S BLUES	Nitty Gritty Diet Band-U.A. 50817	—	—
19	TIRED OF BEING ALONE	Al Greene-Hi 2194 (Dist: London)	22	26	52	MAC ARTHUR PARK (PART II)	Four Tops-Motown 1189	62	73	86	CALIFORNIA KID AND REEMO	Lobo-Big Tree 119	92	—
20	RAIN DANCE	Guess Who-RCA 0522	23	27	53	KOKO-JOE	Jerry Reed-RCA 1011	59	69	87	BLACK SEEDS KEEP ON GROWING	Main Ingredient-RCA 0517	93	92
21	LIAR	3 Dog Night-Dunhill 4282	12	8	54	K-JEE	Nite Liters-RCA 0461	39	46	88	HE'D RATHER HAVE THE RAIN	Heaven Bound with Tony Scotti-MGM 14284	91	93
22	MERCY, MERCY, ME (ECOLOGY)	Marvin Gaye-Tamla 54207	15	5	55	WHERE EVIL GROWS	Poppy Family-London 148	60	63	89	DON'T TRY TO LAY NO BOOGIE WOOGIE ON THE KING OF ROCK & ROLL	John Baldry-W.B. 7506	90	90
23	CHIRPY CHIRPY CHEEP CHEEP	Mac & Katie Kissoon-ABC 11306	27	36	56	ONE FINE MORNING	Lighthouse-Evolution 1048	82	—	90	YOU'VE GOT TO CRAWL	8th Day-Invictus 9098	98	—
24	SWEET CITY WOMAN	Stampeders-Bell 120	28	34	57	BIRDS OF A FEATHER	The Raiders-Columbia 4543	—	—	91	A PART OF YOU	Brenda & Tabulations-Top & Bottom 409	94	96
25	WEDDING SONG (THERE IS LOVE)	Paul Stookey-Warner Bros. 7511	29	35	58	NEVER MY LOVE	5th Dimension-Bell 134	—	—	92	BEND ME, SHAPE ME	Storm-Sunflower 113	—	—
26	IF YOU REALLY LOVE ME	Stevie Wonder-Tamla 54208 (Dist: Motown)	31	41	59	WAITING AT THE BUS STOP	Bobby Sherman-Metromedia 222	45	47	93	THE YEAR THAT CLAYTON DELANEY DIED	Tom T. Hall-Mercury 73221	100	—
27	DO YOU KNOW WHAT I MEAN	Lee Michaels-A&M 1262	33	42	60	I'VE FOUND SOMEONE OF MY OWN	Free Movement-Decca 32818	69	94	94	THEM CHANGES	Buddy Miles-Mercury 73228	—	—
28	I AIN'T GOT TIME ANYMORE	Glass Bottle-Avco 4575	32	40	61	I LIKES TO DO IT	People's Choice-Phil. La of Soul 349	50	51	95	ALL MY HARD TIMES	Joe Simon-Spring 118	99	—
29	YO-YO	Osmonds-MGM 14295	57	—	62	A WOMAN'S LOVE RIGHTS	Laura Lee-Hot Wax 7105 (Dist: Buddah)	73	91	96	I'M SO GLAD	Fuzz-Calla 179 (Dist: Roulette)	—	—
30	ALL DAY MUSIC	War-U.A. 50815	36	43	63	GIMME SHELTER	Grand Funk Railroad-Capitol 3160	68	71	97	TALK IT OVER IN THE MORNING	Anne Murray-Capitol 3159	—	—
31	MAKE IT FUNKY	James Brown-Polydor 14088	37	48	64	HOW CAN I UNLOVE YOU	Lynn Anderson-Columbia 45429	66	68	98	IT'S FOR YOU	Springwell-Parrot 359 (Dist: London)	—	—
32	GO DOWN GAMBLIN'	Blood, Sweat & Tears-Columbia 45427	21	22	65	GET IT WHILE YOU CAN	Janis Joplin-Columbia 45433	70	75	99	I KNOW I'M IN LOVE	Chee Chee & Peppy-Buddah 225	—	—
33	BANGLA DESH	George Harrison-Apple 1836	20	21	66	STOP, LOOK & LISTEN	Stylistics-Avco 4572	76	86	100	RUB IT IN	Layng Martine-Barnby 2041 (Dist: Epic)	—	—
					67	I'D RATHER BE SORRY	Ray Price-Columbia 45425	63	65					

ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

Ain't No Sunshine (Interior—BMI)	6	Handbags & Gladrags (Lovely—ASCAP)	80	Make It Funky (Dynatone—BMI)	31	Sweet City Woman (Coral Music—BMI)	24
All Day Music (Far Out Music—BMI)	30	He'd Rather (Coigems—ASCAP)	88	Marianne (Gold Hill—BMI)	38	Sweet Hitch-Hike (Greasy King—BMI)	37
All Hard Times (Lowery—BMI)	95	Hijackin' Love (Groovesville—BMI)	72	Mercy, Mercy, Me (Jobete)	22	Talk It Over (Almo—ASCAP)	97
Annabella (Dunbar—BMI)	48	How Can I (Lowery Music Co.—BMI)	64	Military Madness (Giving Room Music—BMI)	70	Take Me Girl, I'm Ready (Jobete—BMI)	46
Another Time (MCA—ASCAP)	44	How Can You Mend A Broken Heart (Warner/Tamerlane—BMI)	16	Natural Man (Beresofsky—Herb—BMI)	27	Take Me Home (Lane—ASCAP)	78
Bangla Desh (Harrisons—BMI)	33	If You Really Love Me (Jobete—BMI)	26	Never My Love (Warner-Tamerlane—BMI)	58	That's The Way (Stein/Van/Positive—ASCAP)	8
Bend Me (Helios—BMI)	92	I Ain't Got (Leeds—ASCAP)	28	Night They Drove (Canaan Music—ASCAP)	4	The One For (Gaucho Music—BMI)	—
Birds of A Feather (Lowery Music—BMI)	57	I'd Rather Be (Buckhorn Music—BMI)	67	One Fine Morning (C.M.A.—USA—BMI)	56	Them Changes (Miles Ahead Music—ASCAP)	94
Black Seeds Keep (Ingredient Music—BMI)	87	I Like To Do It (Dandelion—BMI)	61	One Tin Soldier (Cents & Pence—BMI)	82	Think His Name (Music Pushers—ASCAP)	83
Breakdown (East Memphis Music—BMI)	42	I'd Love To (Chrysalis Music—ASCAP)	76	Part Of You (One Eye Soul—BMI)	91	Tired Of Being Alone (Jec—BMI)	19
California Kid (Ensign—BMI)	86	I'm Comin' Home (Big Seven Music—BMI)	68	Rain Dance (Circus/Sunspot/Dunbar—BMI)	20	Thin Line Between Love & Hate (Cotillion Win Or Lose—BMI)	41
Call My Name (Walden Music)	45	I Just Want To Celebrate (Jobete—BMI)	7	Riders On The Storm	34	Trapped By Love (Bridgeport/Ordona—BMI)	43
Can You Get To That (Bridgeport Music—BMI)	73	I'm So Glad (James Music)	96	Roll On (New Colony—BMI)	75	Uncle Albert (Maclen—BMI)	2
Chirpy Chirpy (Interson USA—ASCAP)	23	I Woke Up (Screen Gems/Col—BMI)	11	Saturday Morn (Pix, Russ—ASCAP)	36	Waiting At The Bus Stop (Wally—ASCAP)	59
Crazy Love (Van-Jan/W.B. Music—ASCAP)	39	It's For You (MacLean)	98	Signs (4 Star—BMI)	18	What You See (Groovesville—BMI)	14
Do You Know (La Brea Music/Sattwa—ASCAP)	27	Is That The Way (Casserol—BMI)	79	Smiling Faces Sometimes (Jobete—BMI)	1	Where Evil Grows (Gone Fishin'—BMI)	55
Don't Try To Lay (Hastings—BMI)	89	I've Found Someone (Mango Music)	60	So Far Away (Screen Gems/Col—BMI)	17	Wedding Song (P. D. Foundation—ASCAP)	25
Easy Loving (Blue Book—BMI)	74	K-Jee (Rutri—BMI)	54	Some of Shelly's (Screen Gems/Col—BMI)	85	Woman's Love Rights (Gold Forever Music—BMI)	62
Get It While (Hill & Ranze/Ragmar—BMI)	65	Koko-Joe (Vector Music—BMI)	53	Spanish Harlem (Progressive-Trio—BMI)	5		9
'Ghetto Woman' (Pemco Music—BMI)	69	Liar (Mainstay—BMI)	21	Stagger Lee (Travis Music—BMI)	40		9
Gimme Shelter (ABKCO Music—BMI)	63	Love We Had (Chappel/Butler—ASCAP)	47	Stick Up (Gold Forever—BMI)	13		9
Go Away Little Girl (Screen Gems/Col—BMI)	3	Loving Her Was (Combine Music—BMI)	51	Stone Of Years (Tro-Total—BMI)	84		9
Go Down Gamblin' (Blackwood/Minnesinger—BMI)	32	MacArthur Park (Canopy—ASCAP)	52	Stop, Look & Listen (Bellboy/Assorted—BMI)	66		9
Glory, Glory (York Music & Alexis—ASCAP)	71	Maggie-May (MCR—BMI)	10	Story In Your Eyes (Tro-Cheshire—BMI)	15		9
Gypsies, Tramps (Peso—BMI)	81			Superstar (Sky Hill/Delbone)	12		9
				Surrender (Jobete Music—BMI)	49		9

"Cousin Norman"

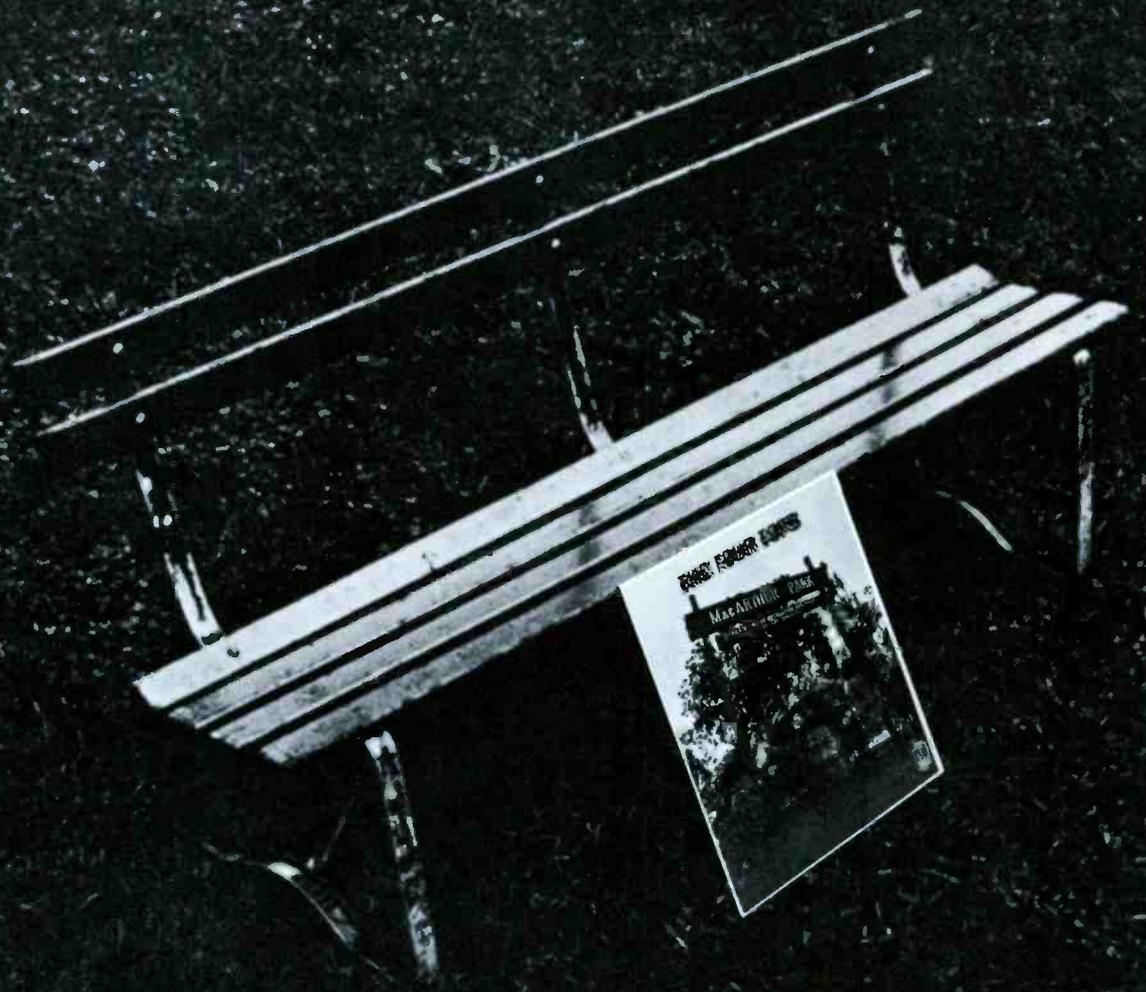
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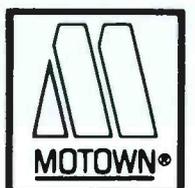


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Knight On Jacobs' Security Stand: 'It's Exactly What We Don't Need'

NEW YORK — Terry Knight, manager of Grand Funk Railroad, has taken exception to comments on concert security voiced by Burt Jacobs, manager of 3 Dog Night.

Knight, reading his group for a new tour, says his concern for security at concerts "has never been more apparent" and has always been an "integral part" of Funk riders to concert contracts. A story in last week's issue had indicated that Jacobs' "no security, no performance" rider had been an industry first. Knight added, in fact, that many other key groups had similar stipulations. One key element of the Funk security rider is that, barring local laws, no fire arms be employed at the place of performance.

But, Knight's primary refutation of Jacobs' comments concern what he believes is Jacobs' call for "more police and more guards." "This is exactly what we don't need. I've heard from so many promoters who read the story and wanted to know if I wanted to do this with Grand Funk. I said 'absolutely not.'" Knight is also "disturbed" over Jacobs' belief that there be a reserved seat arrangement at concerts. "We've been trying to do away with this," Knight says. "When you put a young person in a seat," he explains, "and say 'you must sit in this seat', you are saying something

directly contrary to what rock music means. That's freedom of expression through rock music. Young people want to stand up on their feet and move to the music."

Asked if Jacobs actually meant that youngsters could not get out of their seats, Knight felt this was the case, since more security personnel would be brought in to "ascertain that the audience stays in their seats."

"I'm saying," Knight adds, "that kids can police themselves, and they've evidenced that at every Grand Funk concert since 1969." Knight contends that he has witnessed no audience difficulties such as the one described by Jacobs at the 3 Dog Night concert in San Diego on Aug. 29, which resulted in Jacobs' stand on security.

Knight contends that more uniformed security "presses a confrontation. They ask for a confrontation. They beg for the young people to get up and come to the front of the stage and see if they can break through the security cordon." He stresses the "maturity" of today's youth and their ability to "take care of themselves."

Jacobs was not available for comment on Knight's interpretation of his statements.

Largest Bogus Haul Yet:

N. Y. Raids Uncover \$3 Million In 8-Track Tapes; 12 Arrested

Asst. D.A. Sees Further Arrests

NEW YORK — The largest haul of counterfeit 8-track tape cartridges to date was netted by a strike force of detectives here last Wed. (Sept. 8), with the seizure of almost 500,000 bogus cartridges and arrest of ten men and two women charged with their production.

The strike capped several months of intensive investigation by New York County's District Attorney's Office, with the cooperation of music industry associations and label representatives.

Asst. District Attorney Roy R. Kulcsar, who spearheaded a 30 man investigation team and directed the eventual raids, seizures and arrests, estimated the value of the captured merchandise at better than \$3 million. In addition to the tapes, Kulcsar also impounded the duplicating and packaging machinery allegedly operated by those arrested.

The twelve were taken into custody

at the DA's office at 155 Leonard St. in Manhattan and charged with a variety of felony and misdemeanor counts. They included two key executives of Premier Albums and the president of All-Boro Records and Tapes, Inc. (Farmingdale, L.I.). Arrangement was scheduled for 2 PM Thursday (9) in Part AR-1 Manhattan Criminal Court. (While some of the defendants allegedly conducted their illicit activities from outside N.Y. County (Manhattan), Kulcsar said they were arrested for crimes committed in the confines of that County).

Raids were conducted at the plant and warehouse occupied by Premier Albums at 3801 23rd Avenue, Long (Cont'd on p. 25)

Landwehr Replies To Raid Charges

NEW YORK—Phil Landwehr of Premier Albums, among those arrested in the New York tape raid, issued the following statement:

"A great part of the merchandise seized was acquired in a sale held by a Federal Court, which was absolutely legal and proper. All the rest of the merchandise seized was purchased by the company through perfectly legal channels. We are giving full cooperation to the authorities to help clear up the matter. The facts will bear us out and this accusation will prove to be unfounded. The company is continuing business as usual and all our customers will be serviced properly." Landwehr claims that none of the tapes seized from him was bogus merchandise.

Beatles Teaming For Charity? George Hopes So

NEW YORK—"I would love to play with John, Paul and Ringo again if they wished." So says George Harrison—even if he may only mean a revival of the Beatles for charity reasons. Harrison was asked by Lord Harlech, former ambassador to the UN, to appear at a charity benefit for Shelter, an organization to help the homeless in Britain. Harrison agreed to the date, sometime this year, adding that he hoped all four Beatles would be on hand. Harrison and Starr, of course, came together for the Madison Square Garden benefit in Aug. for East Pakistan refugees.

UA Pegs Sales Confab To Growth Of Its Operations

HOLLYWOOD — United Artists Records has just concluded what it describes as its "most productive and exciting" national sales meeting, built around two basic themes: "Listen to Us Grow" and "We're Busy Building a Record Company." Held over three days at the end of last week (Sept. 8-10) at the Century Plaza Hotel in Los Angeles, the meeting was pre-

sided over by UA's marketing veepee Mike Lipton.

Visual highlights included screening of footage from two UA productions for which the label will have the soundtracks, "Fiddler on the Roof" and "Diamonds Are Forever." The latter was scored by John Barry, with title tune sung by Shirley Bassey.

Shown in addition was a 30-minute documentary of highlights from UA's widely reported 99c Hollywood Bowl concert this summer.

The company's product presentation, on Friday morning (Sept. 10) showcased 40 new LP's on the UA and Blue Note labels. Featured were the celebrated "200 Motels" by Frank Zappa, performed by Zappa and the Mothers of Invention, and tracks by current hitmakers like Ike and Tina Turner, the Nitty Gritty Dirt Band, War, Bobby Russell, Del Reeves, Slim Whitman and Bobby Hutcherson.

Among the newcomers represented were Don McLean, Jamene Miller, and George Gerdes.

Included in the meetings, too, were presentations from Poppy Records and Anthem Records, both nationally marketed by UA's distribution arm, UDC.

Atlantic To Bow 26 LP's At Sales Meets

NEW YORK — Atlantic Records will host sales meets next week (22, 23) to introduce 26 new albums, according to Dave Glew, album sales chief.

Meets with W-E-A distributors will be held in Boston, Cleveland, Chicago and Atlanta on Sept. 22, and in New York, Philadelphia, Dallas and Los Angeles on the 23rd.

Atlantic execs on hand will include Glew, Sal Uterano, Jerry Greenberg, Johnny Bienstock, Bob Rolontz, Bob Kornheiser, Rick Willard, Mark Schulman, and Mark Meyerson. Label fieldmen Larry Yasgar, Ralph Cox, Hal Kaplan, Jim Stevens and Tom Davies will be present at various meets for W-E-A branch managers, salesmen, promo men and office personnel.

Represented among the new releases are the Atlantic, Atco, Cotillion and Asylum family and the custom labels, Capricorn, Clean, Embryo and Rolling Stones.

Pascal Cites Disk Spree On 'Mamy Blue'

PARIS — "We want 'Mamy Blue'" is the way it is with a new song, reports Claud Pascal, who runs the Paris publishing company named after him.

Pascal says the Hubert Giraud composition has created the greatest excitement in his decade of music publishing. Three versions, by Pop Tops, Joel Dayde and Nicoletta, have been released in France. In addition, notes Pascal, Paul Mauriat and Raymond Lefevre are cutting the song, as are Manuela in Germany, the Mailer Mackenzie Band in Holland and Johnny White in Belgium. In London, James Darren cut the song for RCA, as is Roger Whittaker. This week (15), "Mamy Blue" will be presented at the Venice Festival by Ivana Spagna. Pascal said that three Japanese visiting his office requested copies of the number.

The Pop Tops disk is being marketed in the U.S. by ABC, and in England by A&M; James Darren's by Kirshner Records in the U.S.; Joel Dayde's on Bell in the U.S., by RCA in England. A Davy Clinton rendition goes through Decca around the world.

Giraud's line-up of hits include "Under Paris Skies" and "The Sun Dies."

Davis, Schein CBS Directors

NEW YORK — Clive Davis and Harvey Schein, recently appointed presidents of the CBS/Records Group and CBS/Columbia Group, respectively, have been elected directors of Columbia Broadcasting System, according to William S. Paley, CBS chairman.

FRONT COVER:



Motown has created a huge talent roster of soul artists who have no trouble chalking up heavy pop sales, including the Jackson 5, who stormed the scene in late 1969. Their first single, "I Want You Back," brought the quintet from Gary, Indiana to national prominence. Every single and album release has reached top chart status. They are currently represented on singles, LP and r&b charts with "Maybe Tomorrow."

Some have described their public acceptance as "Jacksonmania," not unlike the frenzied, screaming love fans heaped upon the Beatles in the sixties. Jackson 5 posters, sweatshirts, drinking mugs and fan clubs now have a TV special, "Goin' Back To Indiana" (Sept. 19, 7 PM on ABC) and a weekly ABC cartoon series.

INDEX

Album Reviews	31
Coin Machine Section	43-46
Country Music Section	34-40
Insight & Sound	26, 32
Looking Ahead	27
New Additions To Playlist	16, 20
Radio Active Chart	14
Radio News Report	14
R&B Top 60	30
Single Reviews	18
Talent On Stage	24
Tape News	33
Top 100 Albums	30
Vital Statistics	20

Cash Box

September 4, 1971

.This picture is worth 1000 words...



BLESSED ARE . . . Uni Records' artists Warm Dust watch as the Pope blesses their album "Peace For Our Time" at the group's recent audience at the Vatican. Warm Dust were recently signed to a long-term recording contract by Uni general manager, Russ Regan. Debut album was released this week.

"Peace For Our Time"

UNI 73109

An album with a message for everyone



©MCA Records, Inc. 1971

Tumbleweed Rolls Under G&W Banner

NEW YORK—Tony Martell, president of Famous Music Corp., has announced the formation of Tumbleweed Records. Instrumental in setting up the new label have been Larry Ray and Bill Szymczyk, formerly with ABC/Dunhill; they have gathered together a staff consisting of Mitch Kampf (assistant to Ray), Lee Keifer (assistant to Szymczk), art director Aaron Schumaker, merchandising head Bob Ruttenberg and Allan Blazek operations manager who will be assisted by Donna Rabbitt.

Ray commented, "Many industry executives thought we were too idealistic, but we feel we're living in a world that needs some idealism; what is idealistic for some is realistic for others. Our association with Gulf + Western through Famous Music enables us to combine this idealism with the resources needed to function on a realistic level."

"In keeping with their policy," explained Martell, "Tumbleweed is concerned with giving each of their artists maximum exposure, limiting the amount of LP releases to whatever can be effectively handled."

Artist scheduled for release on the Paramount-distributed label are Arthur Gee, Danny Holien, Albert Collins, Pete McCabe and Dewey Terry; first release is set for Oct.

ARD Sets First Meet Of Season

NEW YORK — The Association of Record Dealers plans the first meeting of this season on Wednesday, Sept. 22. Program and planning committee members discussed and outlined the introduction of an innovative program which would enable individual retailers to compete with large discount chains in merchandising of recorded product. An advertising campaign was also planned.

Members of the ARD's committee include: Aaron Hall (Warner/Atlantic/Elektra Dist.); Dave Wolfson (Wolfson's, Bayonne, N.J.); Steve Jack (Paramount, eastern marketing); Alen Levy (Changes/Live Revue editor); Mickey Gensler (Teen Discomat, pres. of the ARD); Chris Cornish (east coast sales manager, Elektra); Stan Kaiser (Stan's, Bronx, treasurer of ARD); Buck Reingold (east coast sales director, Buddah); Larry Harris (N.Y. promo director, Buddah); Dave Stein (Sid Bernstein Assoc.); Bill Hirsh (Action Records); and Morton D. Wax (public relation council of the ARD).

Wallichs Music Reports Loss

TORRANCE, CALIF. — Wallichs Music & Entertainment Company reports a loss again this year, though less than it was last year.

The company's operating loss for the fiscal year ended May 31, 1971, totaled \$179,901, or 15c per share, on revenues of \$7,881,608. This compares to an operating loss the previous year of \$394,796, or 33c per share, on revenues of \$8,349,694.

After tax credits the net loss this year was \$164,102 as against \$203,726 last year.

Clyde Wallichs, president, pointed out that non-recurring losses from a mid-year electronics inventory sell-off, and costs associated with a merger to form the present company, accounted for half the operating loss for the year.

Wallichs Music & Entertainment Company, Inc., with 1,200,000 shares outstanding (traded over the counter), operates retail outlets in Southern California and Arizona, offering a complete line of home entertainment merchandise, musical instruments and repair services, along with theatre and sports ticket concessions.

A&M's People-To-People Program

HOLLYWOOD — For the first time A&M Records is adopting a kind of people-to-people approach to the country-wide presentation of product, and the man to credit with the idea, most likely, is Gil Friesen, the company's vice president of creative services and administration.

"It's important," he said, "that we don't just sit here in our offices and pass everything out so our regional people only get it second hand. We've got a lot of good product coming up this fall and a lot of good distributors to present it to. So why shouldn't they get it first hand for once?"

To do so, and thus to "convey some importance" to these fall releases, Friesen explained that every one of the company's department heads would hit the road and fan out across the country this week (Sept. 13). He and Bob Fead, A&M's vice president in charge of sales, have worked out the logistics and have prepared film and audio presentations for each team of managers to take along with them.

Using the theme "Listen to Your World" (which will serve for A&M's total fall campaign), the film presentation produced by Chuck Braverman combines footage shot on location (in record stores) and in the recording studio, as well as some existing stills, and features some 40 A&M and Ode artists. "It's designed to show them off, each in a brief way and in an interesting way," said Friesen. "And a lot of artists have finished a lot of good work. It will be nice to take that work, personally, out to our people in the field."

The tape A&M has assembled, showcasing the same upcoming product, is meant to be played simply as

background during the cocktail hour preceding each of the evening regional meetings. These will be held in Boston, New York, Newark, Buffalo, Philadelphia, Washington, D.C., Baltimore, Detroit, Cleveland, Chicago, St. Louis, Minneapolis, Miami, Atlanta, New Orleans, Dallas and Houston.

Unlike similar programs of this kind, where top management goes to the grass roots, the Friesen/Fead "show" is traveling as three road companies. One group headed by company president Jerry Moss and including his directors of advertising (Barbara Taylor Gosa), promotion (Harold Childs) and sales (Marvin Dorfman) will cover the mid-West from Minneapolis to Detroit.

Southern regional sales director Chuck Huesman, along with East Coast operations director Mel Fuhrman, promotion man Eddie DeJoy and Fead will cover the South from Houston to Miami. And the major Eastern markets will be visited by Friesen's group, including directors of sales, Bob Elliott; East Coast regional sales, Ernie Campagna; and public relations, Bob Garcia, as well as Marshall Blonstein, Ode Records promotion.

Invited to A&M's "Listen to Your World" nation-wide meetings will be the label's distributors, its promotion people and local dealers. Said Friesen, "We'll all be able to say hello to them, as we should, to hear from them and share some of our success with them. Since we're a relatively understaffed label, we haven't always gotten around as much as we'd like. And now it's time."

London's Artist Tour Tie-In Sets Top Merchandising Drive

NEW YORK—For the first time, the paths of Tom Jones and Engelbert Humperdinck, twin giants of London Records' Parrot label roster converged in the same American city recently; the occasion, the kick-off of one of the biggest London artist tour tie-in merchandising campaigns in the company's 24 year history.

While Humperdinck was opening a two-and-a-half week stint at the Hotel Americana's Royal Box, Jones was holding a special one-week engagement at the Westbury Theater in suburban Nassau County. Jones' presence signalled the opening of a brand new campaign push on the deluxe new "Tom Jones Live at Caesar's Palace" album due for release this month immediately following the company's special full-staff sales meetings at the Warwick Hotel Monday and Tuesday. Humperdinck's latest disk product is the LP, "Another Time, Another Place," #60 on the Cash Box album chart while the single version of the song is #44 on the Top 100 singles chart.

London Handling Firebird Dates

NEW YORK — London Records will release product here produced by Firebird Records, Ltd., part of the Flamingo Music complex of Florida, reports Lester Sims, vp and general manager.

The London tie is part of Flamingo president Sam Coslow's recent production deal with British Decca, parent of London.

The first dates coming from London are by a new rock group, Hot City, which offers "I Believe In My Life" and "Leaving," and Danny Street, who sings "You Blew It" and "My Little Guy." Sims discovered Hot City in Florida, and produced the group's disk debut.

Another recently-established Flamingo unit, Firebird Music, Ltd., has ties with Chappell in England and with Burlington Music Ltd. and Decca on the Continent.

Other tours almost directly coinciding with the stop-overs of Jones and Humperdinck is the Carnegie Hall debut concert, Tuesday (14) of Savoy Brown, another Parrot act, marking the mid-point of their current American tour. As in both the Jones and Humperdinck extended tours, the London sales and promo team has focused major promo efforts at all stops on the Savoy Brown itinerary. The group's new album, "Street Corner Talking," has just been released.

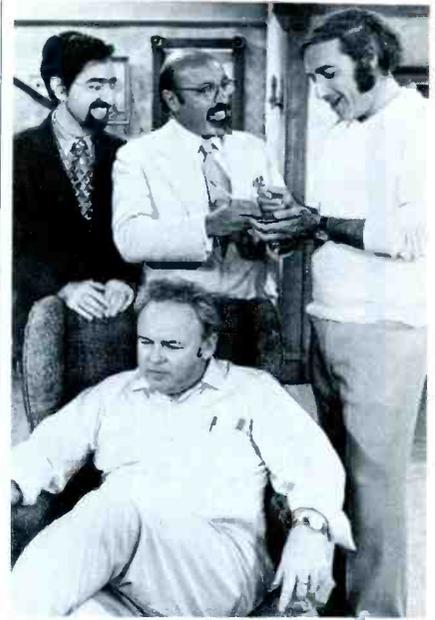
Another major factor in the company's fall promo plans is the upcoming, 10-day west coast tour by the Moody Blues, whose newest Threshold LP, "Every Good Boy Deserves Favour," is this week in the number three spot on the Cash Box best-selling charts. The Moodies are to play a half dozen major dates up and down the Coast, with other big gigs in the south and upper midwest.

Other tours by two newer groups, Keef Hartley and the just-signed Chicken Shack, are to be announced almost immediately with similar full-scale promo efforts expected to be launched in connection with current product for each.

Rosoff Scepter Indie Producer

NEW YORK—Scepter Records has signed a long-term production deal with Elliott Rosoff Productions.

According to Stanley Greenberg, vp of the label, the first single released under the agreement is "Fields" by Six Feet Under, a rock group. Rosoff, who started in the music business as a classical violinist, has been an arranger at Scepter for the past five years, also serving as Scepter's AF of M contractor. He is currently seeking new talent and material, and can be reached at Scepter, located at 254 West 54th St. in New York.



ALL IN THE (ATLANTIC) FAMILY: Atlantic Records will release a cast LP version of the "sleeper" TV comedy hit, "All In The Family." The show, which starts its new fall season over CBS this Saturday (18), was the top-rated TV'er during summer re-runs. Atlantic plans a heavy ad-promo on the set's behalf, including a tie-in in with Tandem Productions, headed by Norman Lear and Bud Yorkin. In the photo, Carroll O'Connor (seated), who stars as the ultimate bigot, Archie Bunker, is shown with (left to right): Shel Kagan, producer of the set, Ahmet Ertegun, president of Atlantic Records and Bud Yorkin.

Restrictions Put On LA 'Superstar'

NEW YORK—A series of restrictions was placed on a "non-authorized" concert version of "Jesus Christ Superstar" in Los Angeles.

In a ruling delivered against Richard Mayo, William Isaacs, David Krumholz and John Stacher, Judge E. Avery Crary in U.S. District Court, Los Angeles, issued a restraining order that prevents music-only performance of more than 12 selections or portions from "Superstar," not more than three selections in consecutive order. Also among the restraints are radio advertising with any of said selections or portions and use of the title "Jesus Christ Superstar" without modifying such use with the phrase "some selections from."

Robert Stigwood, who represents the work, hailed the decision and said he believed his "authorized" concert version is "still offering the only complete . . . version . . . anywhere in the world." This production comes to the Hollywood Bowl Sept. 24-25.

Wooden Nickel Sets LP Debut

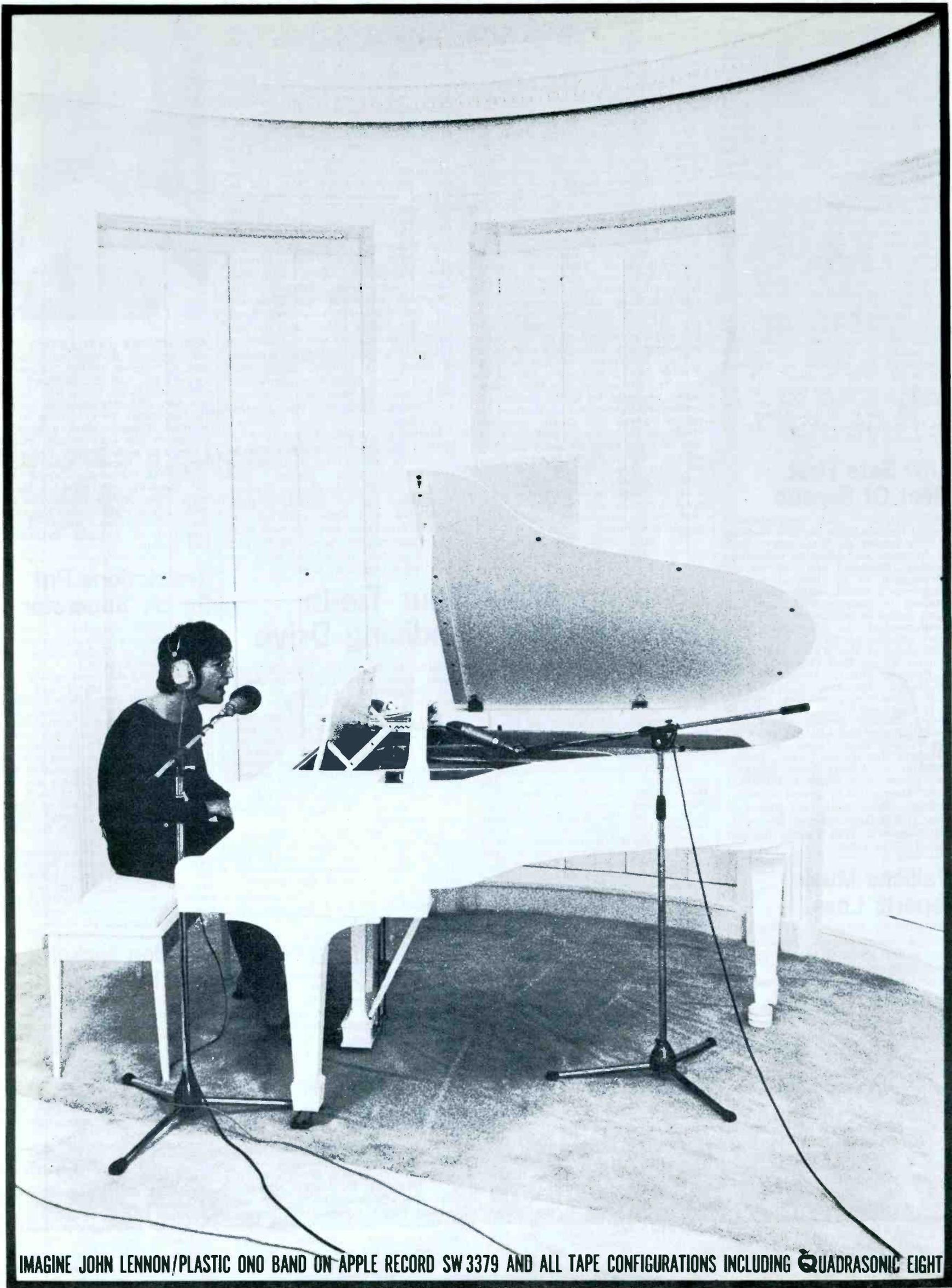
NEW YORK — Wooden Nickel Records, formed three months ago, has scheduled its first release this month.

The release consists of two albums by new artists. David Patton whose album is "David Patton" and String Cheese, "String Cheese."

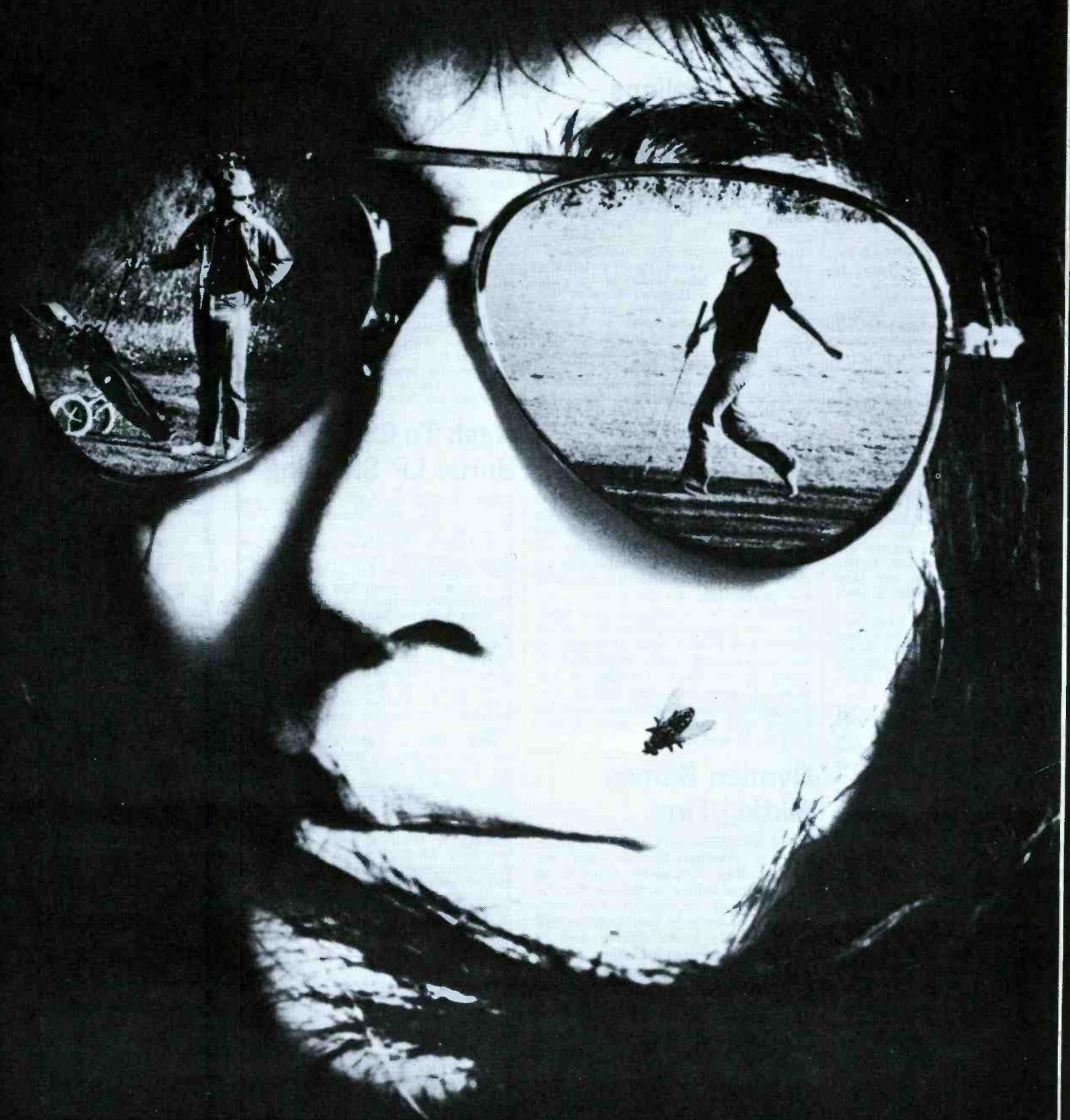
In launching the new label and product, RCA Records, which manufactures and markets Wooden Nickel, plans an extensive promo campaign. The campaign will utilize all forms of print and media advertising, both national and local. Additionally there will be extensive use of in-store merchandising material.

Patton, a singer/songwriter mixes his country music background with his urban lifestyle to come up with his album, produced by James Lee Golden and Barry Alan Fasman.

String Cheese played two sets at Los Angeles' Troubador. Their album, also produced by Golden and Fasman, is a balanced blend of vocals and music, music which heavily features the electric violin.



IMAGINE JOHN LENNON/PLASTIC ONO BAND ON APPLE RECORD SW 3379 AND ALL TAPE CONFIGURATIONS INCLUDING QUADRASONIC EIGHT



FLY YOKO ONO/PLASTIC ONO BAND ON APPLE TWO RECORD SET SVBB 3380 AND ALL TAPE CONFIGURATIONS INCLUDING  QUADRASONIC EIGHT

2 Monkees Sue Columbia Pics, Other Co. Units

LOS ANGELES — Former Monkees David Jones and Mickey Dolenz have filed a \$20-million suit against Columbia Pictures, Colgems Music, Screen Gems Inc., Colpix Records and others, charging them with fraud, deceit, misrepresentation, conspiracy and breach of contract. The suit has been filed in Superior Court here.

Jones and Dolenz are each asking for \$5-million in general damages and \$5-million in punitive damages for funds allegedly due them under various contracts with one or another of the defendants.

Said their attorney, Ivan M. Hoffman, of Beverly Hills, "The Monkees grossed in excess of \$40-million during their professional life. We contend David and Mickey did not receive every dollar due them. It's as plain and simple as that."

Their suit charges that royalties for their records and TV appearances have not been paid in full, and that monies are still due on their tours, songwriting, record production and merchandising as well. Other charges specify that "excessive and unauthorized deductions" were made from money owed the two former Monkees and that neither has been given a proper accounting. The various contracts and contract modifications cited in the suit date back as early as 1963. Efforts earlier this year to negotiate a settlement failed, according to the suit.

Neither of the other two Monkees, Michael Nesmith or Peter Tork, is involved in this action.

Jones, however, filed another damage suit here last month, asking \$2-million from his one-time business manager, Lawrence Spector (Cash Box, Aug. 28).

Soul, Gospel Acts To Jewel

SHREVEPORT, LA.—Jewel Record Corp. has signed the largest number of new artists to the label in its history. The new artists with the Jewel family (Jewel-Paula-Ronn) are in the Soul and Gospel fields.

The newly signed soul artists are Buddy Ace, Roscoe Robinson, Bobby Patterson, Sunnyland Slim and Miss Fontella Bass. For Comedy, there's Pigmeat Markham.

Additionally negotiations have been concluded allowing Blues albums from France to be released on the Jewel label. The first two to be released are by John Lee Hooker and Memphis Slim.

In the world of Gospel, newly signed artists are Rev. C. L. Franklin, Rev. Clay Evans, Rev. C. L. Moore, Brooklyn Allstars, Meditation Singers and the fantastic Violinaires.

Stan Lewis, president of Jewel, indicated that further signings were due in the near future.

Teller To New Col Mkt Post

NEW YORK—Bruce Lundvall, Columbia marketing vp, has announced the appointment of Alvin Teller to the newly created position of director of marketing development.

Teller will be directly responsible to Lundvall for the development of assigned marketing studies, all longer range marketing planning, assisting in the on-going activities of the marketing department. The college rep program and the retail advertising department will report directly to Teller.

Teller was assistant to the president of Columbia Records, and, most recently, director of corporate development for Playboy Enterprises. He holds a BS and MS of Science from Columbia University and a MBA from the Harvard Business School.



POET-RY AWARD—Douglas Records artists The Last Poets receive this year's NATRA Spoken Word award. Pictured are (l to r): Last Poet Alafia Pudim (seated); Charles Lourie, associate director, merchandising, Epic/Columbia Custom Labels; Nilija, Last Poet (front); James Tyrrell, Columbia product manager; Rick Blackburn, director of national sales; Last Poet Omar Ben Hassen; Last Poets' personal manager, Abowole; Ken Schaffer, Douglas Records propaganda minister; Stan Snyder, Columbia vp of sales and distribution.

Lizard Realigns Sales-Promo Execs

NEW YORK—Lizard Records, headed by Gabriel Mekler and Michael Plotkin, has made a number of exec appointments, according to Ron Merenstein, general manager of label.

Tom Kennedy, former general manager of Colossus Records, has been appointed director of marketing. Kennedy will be based in Philadelphia. Fred Rector takes over as national promo director. Howard Shapiro has been appointed national sales manager, leaving same post at Ampex Tape Division. Chris Clay is Lizard's U.C.L.M. with key responsibilities in record promotion. Lizard recently severed its ties with Ampex Records to become an independent, distributing its own product.

Caviano London's Underground Man

NEW YORK—Ray Caviano has been named to spearhead a new underground promo and merchandising effort at London Records, according to Herb Goldfarb, vice president for sales and marketing. Caviano, who until recently served as national sales manager for Rock Magazine, will effect strong new liaison with all facets of the underground media. Reporting directly to Goldfarb, Caviano is expected to open new channels of communication with all elements most involved with the exploitation of contemporary music.

Ovation Names Mktg Firm

HOLLYWOOD—Dick Schory, president of Ovation Records, has appointed Ray Lawrence Limited as national marketing consultant for the Illinois based corporation. Lawrence, who headquarters in Los Angeles, will work directly under Schory and be in complete charge of sales, promo, marketing and assist in the national advertising campaign for Ovation. Lawrence has just returned from a national promo tour with Gene Russell, president of Black Jazz Records, which is being distributed nationally by Ovation.

Gene Russell, president of newly formed Black Jazz Records, has released the following singles:

"Coral Keys" by Walter Bishop, Jr.; "Devonjean" by Rudolph Johnson; "Makin' Bread" by Gene Russell; "Moonchild" by Doug Carn; "Powerhouse" by Chester Thompson and "Shaneeq" by Calvin Keyes.

Clifford, Delvy To Edward Morris

NEW YORK — Arnold Maxin, general manager of Edwin H. Morris, has added Buzz Clifford to the publishing company's creative staff in the position of staff writer.

Clifford, remembered for his "Echo Park," has a current composition "Angeline," set to be featured in the forthcoming MGM film "Clay Pigeon." He will coordinate his material with Sid Goldstein of the E. H. Morris office in Los Angeles.

In a related move, Dick Delvy, a long-time associate of Clifford's, will work with him at E. H. Morris. Delvy is presently leader of the Partridge Family's David Cassidy Band when they are on tour.

Nash To ESP Promo; Burns LP Shipping

NEW YORK — ESP-DISK has announced the appointment of Tom Nash as the label's national promotion director. Nash's appointment reflects a greater concern within the ESP organization for press relations and promotion, according to president, Bernard Stollman.

Nash will be based at both the 5 Riverside Drive offices in New York City and the newly opened ESP headquarters at Acorn Hill House, an 80 acre farm resort in the upper Catskill Mountains near Woodstock. In addition, W. J. Weidenbacher has been appointed production manager of the firm.

ESP-DISK has also announced its fall release, Randy Burns: Songs For An Uncertain Lady. This is Burns' third album for the label and is recorded in "Superstereo," ESP's trade mark for its new recordings with multi-speaker capability.

Nash is involved with immediate servicing and plans for a national press campaign and promotion of the record coordinated with the artist's national tour, kicking off in Washington, D.C., where Burns appears at the Cellar Door on September 25.

Theis Elektra NY PR Chief

NEW YORK—Bruce Harris, director of advertising and publicity for Elektra Records, has announced that Jeanne Theis will head Elektra's New York press relations operations.

The twenty year old Miss Theis has been with the label for almost two years in the publicity department, working in many areas of responsibility. In her new position, she will coordinate all press relations and write publicity material, while reporting directly to Harris.

Fillmore Book, WB Folio Due

NEW YORK — Bill Graham, who closed both Fillmores East and West this past summer, has announced that a publishing deal has been negotiated with Atheneum Press for the release of a book tentatively entitled "Bill Graham's Story of the Fillmore Years." Graham will begin writing the tale shortly with a collaborator yet to be announced.

In addition, Graham has licensed the rights to a music folio entitled "Live at Fillmore," which will contain music by various artists who performed at the Fillmores over the years. Among the musicians represented are Crosby, Stills, Nash and Young, Elton John, Gordon Lightfoot, Janis Joplin, Aretha Franklin, Joe Cocker, Leon Russell and The Band. Warner Brothers Music expects to go to press with it immediately.

Eight albums recorded live at the Fillmores are best-sellers, with several additional releases yet to hit the market in the near future.

ASCAP Sets Changes On Directors Board

NEW YORK—ASCAP president Stanley Adams announced the appointment of W. Stuart Pope, managing director of Boosey and Hawkes, Inc. to the ASCAP board of directors to fill the unexpired term of Rudolph Tauher, president of G. Schirmer, Inc., who resigned.

A native of Folkestone, England, Pope was educated at Boy Singers' School, London College for Choristers and Royal College of Organists. He served in the R.A.F. from 1941 to 1946 in the Middle East, and became managing director of Boosey and Hawkes, Inc. in 1964. He has served ASCAP as a member of the Society's Board of Review, as well as its publishers' advisory committee. Among the writers whose works are published by Boosey and Hawkes is the distinguished ASCAP composer, Aaron Copland.

Adams has also cited the resignation from the society's board of William P. Gallagher of Famous Music Corporation, and Henry Mancini, distinguished composer. Gallagher was appointed to the board of directors in August, 1970 in his capacity as president of Famous Music Corporation. Upon leaving the publishing house, he offered his resignation to the Society's Board.

Mancini, elected to the ASCAP Board of Directors in April of 1967, sent Adams the following wire of resignation: "Because of the continuing and increasing conflicts of my personal schedule with that of my duties as a board member of ASCAP, I regretfully ask that the full board accept my resignation. My association with the board has been a rewarding one personally. Every member of ASCAP should be secure in the thoughts that their interests are being administered with the utmost of integrity and honor." In making these announcements, Adams expressed the Society's "deep" regrets about these resignations.

Goodman New Bell Promo Man In South

NEW YORK—Steve Wax, Bell Records director of national promotion, recently announced the appointment of Jerry Goodman as southern regional promo director, based in Charlotte, N. C. He will report directly to Wax.

Goodman, a native of Charlotte, spent six years as a promo man for Mercury Records, while completing studies at Wingate Jr. College. He also served as southeast promo director for Chess for two years and spent a year doing promotion for Polydor before joining Bell. He now covers a territory spanning from the Carolinas to Texas. "Jerry Goodman's long experience in his region are a decided asset to Bell Records," said Wax.

When It's Something Special
You're Singing About—



It Should Be Sung
By A Special Group

THE 5TH DIMENSION

Their Newest Single—

“NEVER MY LOVE”

PRODUCTION AND SOUND BY BONES HOWE

Bell #45-134

BELL RECORDS

A Division of Columbia Pictures Industries, Inc.



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. Peace Train—Cat Stevens—A&M			47%	47%
2. Never My Love—5th Dimension—Bell			44%	83%
3. Only You Know & I Know—Delaney & Bonnie & Friends—Atco			41%	41%
4. Trapped By Love—Denise LaSalle—Westbound			38%	59%
5. Gypsies, Tramps & Thieves—Cher—Kapp			35%	60%
6. I'm Coming Home—Tommy James—Roulette			32%	63%
7. Theme From Shaft—Issac Hayes—Enterprise			29%	29%
8. Yo Yo—Osmond Bros.—MGM			26%	95%
9. Birds Of A Feather—Raiders—Columbia			24%	75%
10. Imagine—John Lennon—Apple			23%	23%
11. One Fine Morning—Lighthouse—Evolution			21%	90%
12. Bend Me, Shape—Storm—Sunflower			19%	37%
13. Mac Arthur Park—4 Tops—Motown			17%	80%
14. I'd Love To Change The World—Ten Years After—Columbia			16%	16%
15. It's A Crying Shame—Gayle McCormick—Dunhill			14%	14%
16. Roll On—New Colony 6—Sunlight			13%	47%
17. California Kid & Reemo—Lobo—Big Tree			11%	59%
18. Some Of Shelly's Blues—Nitty Gritty Dirt Band—U.A.			10%	29%
19. Lord Have Mercy—Black Oak Arkansas—Atco			9%	28%
20. It's For You—Springwell—Parrot			8%	17%

ALBUMS

- Bark—Jefferson Airplane—Grunt
- Isle Of Wight—Columbia
- Blessed Are—Joan Baez—Vanguard



CashBox Radio-TV News Report

Primetime Community Programs Set By Avco

DAYTON—Locally originated programming on critical community issues will be significantly expanded into primetime hours on Avco Broadcasting television stations. The new policy will take effect with the start of the new fall season.

According to Avco president John Murphy, each of the stations will program a minimum of two primetime specials each month focusing on problems of the local minority groups. A variety of program formats will be used, including filmed documentaries, as well as live shows using telephone talk back, debate, news conference, and town meeting forums.

News, program, and community services departments at the Avco

stations are working together to prepare the programs. WWLD in Dayton will air a total of 24 specials under the generic title, "Here And Now."

Avco Broadcasting operates five tv stations located in Dayton, Cincinnati and Columbus, Ohio; Indianapolis, Indiana and San Antonio, Texas.



GAYLE-Y, GAYLE-Y — Worldwide premiere of Gayle McCormick's debut album for ABC/Dunhill was held over American Forces radio show hosted by Bob Kingsley and featured almost two hours of conversation between Kingsley and the singer in and around LP cuts. Show will air around the world during the week the album is released. Miss McCormick, formerly the lead singer of Smith, is currently represented with a single from the album, "It's A Cryin' Shame."

Gwinsound Adds Two

DALLAS—Gwinsound, producers of personal identification phrases within a record intro, has added WIL-St. Louis and KMBZ-Kansas City as participants in the service, known as "Get Togethers." The I.D. service is available to one station in a market, with no minimum purchase required and delivery within two weeks.

Continue WGLD Concerts

CHICAGO—WGLD-FM has announced plans to continue live stereo broadcasts from the Quiet Knight during the next month. Favorable response to the station's airing of Hedge & Donna and Linda Ronstadt sets prompted the move. New artists will be announced shortly.

STATION BREAKS:

Edd Robinson promoted to program mgr. of WAME-Charlotte; he'll continue his afternoon drive show . . . New account executives at WWDC-Washington include Fred Goodman and London Whitted . . . Ron Robertson appointed news director at KRLA-Pasadena, replacing Leo McElroy who moved over to KFWB-Los Angeles.

Dick Haynes has rejoined the KLAC-Los Angeles line-up in the morning slot, moving over from KFOX-Long Beach . . . The Programming db company, headquartered in Hollywood, has appointed John Wellman as music programming director and Jan Walner as production dir. Former was previously with WCFL-Chicago while Miss Walner supervised music for Drake-Chenault's American Independent Radio.

Campbell To Headline KMPC Charity Night

LOS ANGELES—Glen Campbell will be the headline attraction on the annual "Show Of The World" which is sponsored by KMPC. The annual charity event will be held this year at the Forum on October 2.

Joining Campbell on the bill will be Davy Jones, female singers Della Rees, Robin Wilson, Freda Payne and Helen Reddy; comedians Danny Thomas and Bob Newhart; groups Sergio Mendes & Brasil 77, Kenny Rogers & The First Edition and the Mike Curb Congregation.

All proceeds from the show go to International Orphans, Inc., and St. Jude's Hospital.



ALL IS FANNY-TY—Reprise's all-girl rock group Fanny (left to right, Jean Millington, Alice deBuhr, Nicole Barclay, June Millington) dropped by the studios of New York's WNEW-FM, accompanied by Mark Hammerman, to discuss their latest album, "Charity Ball," with the station's program director and weekend air personality Mike Klempfner. Fanny will be appearing at the Bitter End Sept. 9-12 and 16-19.

BEAUGON PAPERS
is coming!
The new comedy album on the biggest news story of '71... and you have a right to hear it all!
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CARPENTERS

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Produced by Jack Daugherty

Additions To Radio Playlists — Primary Markets

A broad view of the titles many of radio's key Top 40 stations added to their "Playlists" last week

WABC—NEW YORK
 Make It Funky—James Brown—Polydor
 Do You Know—Lee Michaels—A & M
 Chirpy Chirpy—Mac & Katie—ABC
 Sweet City Woman—Stampede—Bell
 All Day Music—War—U.A.
 I'm Coming Home—Tommy James—Roulette
 Theme From Shaft—Issac Hayes—Enterprise

WLS—CHICAGO
 Long Ago—James Taylor—W.B.
 Tired Of Being—Al Greene—Hi

KXOK—ST. LOUIS
 Marianne—Steve Stills—Atlantic
 Make It Funky—James Brown—Polydor
 Thin Line—Persuaders—Atco

WKBW—BUFFALO
 Chirpy Chirpy—Mac & Katie—ABC

WTIX—NEW ORLEANS
 Bend Me Shape Me—Storm—Sunflower
 The Night—Joan Baez—Vanguard
 You've Got To Crawl

WQAM—MIAMI
 The Night—Joan Baez—Vanguard
 Trapped By Love—Denise LaSalle—West-
 bound
 Do You Know—Lee Michaels—A & M
 Sweet City Woman—Stampede—Bell
 I've Found Someone—Free Movement—Decca
 Yo Yo—Osmond Bros.—MGM
 Surrender—Diana Ross—Motown

KRLA—PASADENA
 Long Ago & Far Away—James Taylor—W.B.
 Surfs Up—Beach Boys—W.B.
 Military Madness—Graham Nash—Atlantic
 It's a Cryin' Shame—Gayle McCormick—
 Dunhill
 I Found Someone of My Own—Free Move-
 ment—Decca
 Everything's Alright—Yvonne Elliman—Decca
 Some of Shelly's Blues—Nitty Gritty—UA
 Don't Try to Lay—John Baldry—W.B.
 Tired of Being Alone—Al Greene—Hi

KHJ—HOLLYWOOD
 What Are You Doing Sunday—Dawn—Bell
 Gypsies Tramps & Thieves—Cher—Kapp
 Yo Yo—Osmonds—MGM
 Only You Know & I Know—Delaney & Bonnie
 —At
 New Jersey—England Dan—A&M
 Theme From Shaft—Isaac Hayes—Enterprise
 Long Ago & Far Away—James Taylor—W.B.

KYA—SAN FRANCISCO
 Where Evil Grows—Poppy Family—London
 Make It Funky—James Brown—Polydor
 All Day Music—War—UA
 MacArthur Park—4 Tops—Motown
 Birds of a Feather—Raiders—Col

WFIL—PHILADELPHIA
 Only You Know—Delaney & Bonnie—Atco
 Peace Train—Cat Stevens—A & M

WDGY—MINN
 Yo Yo—Osmond Bros.—MGM
 Chirpy Chirpy—Mac & Katie—ABC
 All Day Music—War—U.S.
 Annabella—Hamilton, Joe Frank—Dunhill
 Easy Loving—Freddie Hart—Capitol

CKLW—DETROIT
 One Fine Morning—Lighthouse—Evolution
 Cocoa—The Sweet—Bell

WIXY—CLEVELAND
 Easy Loving—Freddie Hart—Capitol
 Stagger Lee—Tommy Roe—ABC
 Birds Of Feather—Raiders—Columbia
 Annabella—Hamilton, Joe Franklin—Dunhill
 I Don't Need No Doctor—Humble Pie—A & M
 Thin Line—Persuaders—Atco
 Theme From Shaft—Isaac Hayes—Enterprise

WSAI—CINCINNATI
 Marianne—Steve Stills—Atlantic
 Trapped By Love—Denise LaSalle—West-
 bound
 Theme From Shaft—Isaac Hayes—Enterprise

KILT—HOUSTON
 Peace Train—Cat Stevens—A & M
 Never My Love—5th Dimension—Bell
 Only You Know—Delaney & Bonnie—Atco
 Rain Dance—Guess Who—RCA
 Your Move—Yes—Atlantic

WMEX—BOSTON
 I Woke Up—Partridge Family—Bell
 Yo Yo—Osmond Bros.—MGM
 Peace Train—Cat Stevens—A & M
 I'm Losing You—Rod Stewart—Mercury

WMPS—MEMPHIS
 Birds Of Feather—Raiders—Columbia
 Peace Train—Cat Stevens—A & M
 Maggie May—Rod Stewart—Mercury
 Valarie—Cymarron—Entrance
 Annabella—Hamilton, Joe—Dunhill
 Trapped—Denise LaSalle—Westbound
 Mac Arthur Park—4 Tops—Motown
 I've Found Someone—Free Movement—Decca
 One Fine Morning—Lighthouse—Evolution
 I'm Coming Home—Tommy James—Roulette

WKLO—LOUISVILLE
 One Fine Morning—Lighthouse—Evolution
 I'd Love To Change—Ten Years After—
 Columbia
 Sweet City Woman—Stampede—Bell
 Chirpy Chirpy—Mac & Katie—ABC

WOKY—MILWAUKEE
 Tired Of Being—Al Greene—Hi
 Stagger Lee—Tommy Roe—ABC
 Chirpy Chirpy—Mac & Katie—ABC
 Stick Up—Honey Cone—Hot Wax

WMAK—NASHVILLE
 One Fine Morning—Lighthouse—Evolution
 Peace Train—Cat Stevens—A & M
 Rub It In—Laygne Martine—Barna
 Gypsies, Tramps—Cher—Kapp
 Talk It Over—Anne Murray—Capitol

WRKO—BOSTON
 Peace Train—Cat Stevens
 Wedding Song—Paul Stookey—W.B.
 I Hear Those—Dusk—Bell
 Never My Love—5th Dimension—Bell

WHB—KANSAS CITY
 Yo Yo—Osmond Bros.—MGM
 What You See—Dramatic—Volt
 If You Really—Stevie Wonder—Tamlam
 Koko Joe—Jerry Reed—RCA

WCAO—BALTIMORE
 Only You Know—Delaney & Bonnie—ATCO
 Trapped By Love—Denise LaSalle—West-
 bound
 Spill The Wine—Isley Bros.—T-Neck
 That's the Way—Messengers—Rare Earth
 I've Found Someone—Free Movement—
 Decca
 MacArthur Park—4 Tops—Motown

WKNR—DETROIT
 Superstar—Carpenters—A&M
 Birds Of A Feather—Raiders—Columbia
 One Fine Morning—Lighthouse—Evolution
 Peace Train—Cat Stevens—A&M

WEAM—WASH DC
 It's For You—Springwell—Parrot
 Only You Know—Delaney & Bonnie—Atco
 Wedding Song—Paul Stookey—W.B.
 If You Really—Stevie Wonder—Tamlam
 Tired of Being—Al Greene—Hi

WIBG—PHILADELPHIA
 Imagine—John Lennon—Apple
 Bend Me—Storm—Sunflower

KLIF—DALLAS
 Never My Love—5th Dimension—Bell
 Gypsies, Tramps & Thieves—Cher—Kapp
 Call My Name—Wilson Pickett—Atlantic
 Peace Train—Cat Stevens—A&M
 Trapped By Love—Denise LaSalle—West-
 bound
 Only the Children Know
 Song of Shelly's Blues—Nitty Gritty—U.A.
 Stagger Lee—Tommy Roe—ABC
 Theme From Shaft—Isaac Hayes—Enterprise

KGB—SAN DIEGO
 Saturday Morning Confusion—Bobby Russell
 —U.A.
 If You Really Love Me—Stevie Wonder—
 Tamlam
 Eagle Rock—Daddy Cool—Reprise
 Imagine—John Lennon—Apple

KQV—PITTSBURGH
 I Hear Those Church—Dusk—Bell
 Thin Line Between—Persuaders—Atco

WAYS—CHARLOTTE
 Thin Line Between—Persuaders—Atco
 What Are You Doing Sunday—Dawn—Bell
 Money Spinner—Dave & Ansil—Big Tree

THE BIG THREE

1. Peace Train—Cat Stevens—A&M
2. Never My Love—5th Dimension—Bell
3. Only You Know & I Know—Delaney & Bonnie & Friends—Atco

KJR—SEATTLE WASH.
 Imagine—John Lennon—Apple
 If You Really Love—Stevie Wonder—Tamlam
 One Fine Morning—Lighthouse—Evolution
 Keep It In The Family—Road Home—ABC/
 Dunhill
 Theme From Shaft—Isaac Hayes—Enterprise
 Echo Valley—2-6809—Partridge Family—Bell
 Surf's Up—Beach Boys—W.B.

KFRC—SAN FRANCISCO
 Crazy Love—Helen Reddy
 Theme From Shaft—Isaac Hayes—Enterprise
 Imagine—John Lennon—Apple

KNDE—SACRAMENTO
 Gypsies, Tramps & Thieves—Cher—Kapp
 New Jersey—England Dan & Coley—A&M
 Peace Train—Cat Stevens—A&M
 Moon Shine—Colorado—Uni
 K.Jee—Highlighters—RCA
 I'm Coming Home—Tommy James—Roulette
 That's the Way A Woman Is—Messengers—
 Rare Earth
 Only You Know & I Know—Delaney & Bonnie
 —Atco

KYNO—FRESNO
 What Are You Doing Sunday—Dawn—Bell
 Never My Love—5th Dimension—Bell
 Gypsies Tramps & Thieves—Cher—Kapp
 Only You & I Know—Delaney & Bonnie—Atco

Swampwater To RCA

NEW YORK—Swampwater has been signed to record for RCA Records, according to Dennis Katz, vice president of contemporary music.

The Cajun country-rock ensemble was most recently on tour with Arlo Guthrie and for a year previous to that a featured act with Linda Ronstadt.

The four member group is produced and managed by Ken Mansfield and Larry Murray of Hometown Productions. Swampwater's first RCA album, "Swampwater," will be released this month.

Hollywood Office For TC Management

DALLAS — TC Management is in the process of opening an office in Hollywood. Vp Martin Pichinson has left for LA to make the necessary arrangements.

Based in Dallas, Texas for the past two years, the company represents such artists as Rose Colored Glass (Bang Records), "Can't Find the Time", Salt & Pepper (Epic Records), Sami Jo (Fame Studios), Mike Vetro (Fame Studios), and other acts.

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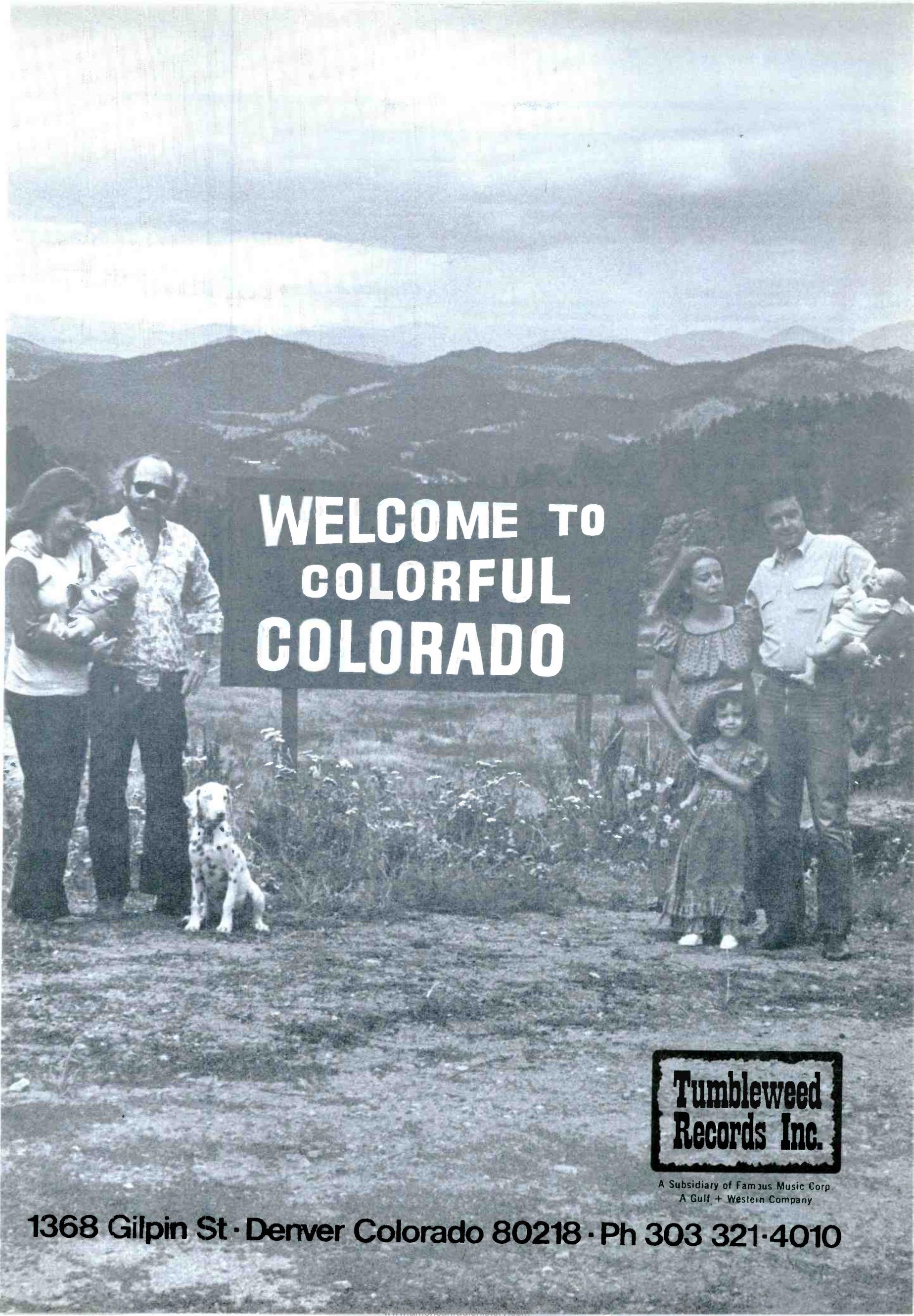
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TIME OUT—Steve Binder and Robie Porter of Binder/Porter Productions have just returned from a five-city trip relative to the upcoming Daddy Cool-Deep Purple tour in October. Binder/Porter Productions just signed Spectrum to a recording contract with Atlantic. Binder/Porter also plan to bring Spectrum to the U.S., from Australia, for a concert tour this Winter.





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Picks of the Week

THE SUPREMES (Motown 1190)

Touch (2:55) (Jobete, BMI—P. Sawyer, F. Wilson)

Title track from group's latest LP presents an electrifying ballad surrounded by an outstanding musical showcase and all ready for its climb to the top of the r&b and pop charts. Song is the kind that will be recorded by many other artists in the future. Flip: no info. available.

CAT STEVENS (A&M 1291)

Peace Train (3:40) (Irving Music, BMI—Stevens)

From his forthcoming "Teaser And The Firecat" album comes this already highly acclaimed selection certain to once again put everyone's favorite Cat right back at the top of the charts where he belongs. Flip: no info. available.

DAWN (Bell 45-141)

What Are You Doing Sunday? (2:34) (Pocketful Of Tunes, BMI—Levine, Wine)

Already a huge hit in England, Tony Orlando and company deliver in their already famous style, yet another top twenty chart effort guaranteed to satisfy both AM and teen appetites. Flip: no info. available.

DELANEY & BONNIE (Atco 6838)

Only You Know And I Know (3:29) (Irving Music, BMI—D. Mason)

Having broken into AM markets with their "Never Ending Song Of Love," D&B return with the Dave Mason classic that should serve to cushion their hold on top 40 listeners. Flip: no info. available.

FREDA PAYNE (Invictus 9100)

You Brought The Joy (2:57) (Gold Forever, BMI—Holland, Dozier)

For bringing the boys home, Freda was awarded a gold record. For bringing the joy, she is likely to repeat. Latest will firmly establish Freda as a bright, new consistent hitmaker. Flip: "Suddenly It's Yesterday" (2:26) (same credits)

THE NEW SEEKERS (Elektra 45747)

Tonight (2:52) (Tiflis, ASCAP—R. Wood)

Material ringing with commercial appeal should bring the New Seekers back into the top 40 spotlight. Record should receive instant airplay in most AM areas. Flip: "Sweet Louise" (2:47) (Yellow Dog Music, ASCAP—P. Layron)

THE CHI-LITES (Brunswick 55458)

I Want To Pay You Back (2:56) (Julio-Brian Music, BMI—E. Record)

Smooth and enticing effort by the Chi-Lites assures them a position within the top twenty category in the weeks to come. Almost hypnotic, single will break in both R&B and pop markets and could turn into their biggest ever. Flip: "Love Uprising" (2:32) (same credits)

CHAIRMEN OF THE BOARD (Invictus 9099)

Try On My Love For Size (2:55) (Gold Forever, BMI—Holland, Dozier)

Driving R&B'er will surge forward with a mighty sales explosion bringing group's latest to sudden national chart attention. Powerful presentation is earmarked for success. Flip: "Working On A Building Of Love" (2:30) (Gold Forever, BMI—Holland, Dozier, Holland)

THE BEGINNING OF THE END (Alston 4599)

Monkey Tamarind (3:30) (Sherlyn/Funky Nassau Music, BMI—Munnings)

Follow up to groups previously successful chart venture finds them funky as ever. Outing carries with it built in teen action with definite success in both pop and r&b markets. Flip: no info. available.

HOT TUNA (RCA 0528)

Been So Long (3:42) (Fish Scent Music, BMI—Kaukonen)

From their most recent electric album comes the first signs of commerciality from the Airplane spinoff group. Single could bring Tuna much needed exposure in all of the AM markets. Flip: "Candy Man" (3:59) (Warner Bros. Music, ASCAP—Davis)

JODY MILLER (Epic 10785)

Baby, I'm Yours (3:09) (Blackwood Music, BMI—V. McCoy)

Having broken the barriers between country and pop music, Jody follows her successful "He's So Fine" effort with still another familiar tune that should establish her as a consistent pop vocalist. Flip: no info. available.

ROSE COLORED GLASS (Bang 588)

If It's Alright With You (2:46) (House of Gold, BMI—O'Dell, Henley)

Follow up to group's "Can't Find The Time" single still presents RCG in a most commercial vein. Record is certain to find favor with all AM/top 40 programmers, and stands mighty chance of breaking onto national charts. Flip: "You're Good For Me" (3:13) (Metric Music, BMI—Davis, Collins)

JAMES DARREN (Kirshner 5015) (3:10)

POP TOPS (ABC 11311) (3:51)

Mammy Blue (Maxim Music, ASCAP—Giraud, Trim)

There is no question but that the song as a song is a hit record. The first two of many versions to come, finds Darren and the Pop Tops presenting their renditions to two different audiences. Darren geared his version to the pop markets while Pop Tops aimed theirs at MOR stations. Both performances are strong, but the commercial edge would have to go to Darren. Flip: no info. available.

THE LETTERMEN (Capitol 3192)

Love (3:05) (MacIen Music, BMI—J. Lennon)

Attracted by John Lennon material, the Lettermen present one of their finest MOR outings to date via "Love" which is certain to attract enough attention to put group back on the pop charts after a prolonged absence. Flip: no info. available.

Choice Programming

Choice Programming selections are singles which, in the opinion of our reviewing staff, are deserving of special programmer consideration.

MOBY GRAPE (Reprise 1040)

Gypsy Wedding (2:20) (Mosley Music, BMI—R. Mosley) Driving rocker debuts latest edition of Moby Grape on their new record label. Single should revive past interest in one of America's most musical acts. Flip: "Apocalypse" (2:11) (Free Space Music, ASCAP—P. Lewis)

BOBBI MARTIN (Buddah 253)

Tomorrow (2:34) (Kama Ripa/Tee-ger Music, ASCAP—Martin, Jerome) Bobbi Martin and Henry Jerome have combined their respective talents and have come up with a beautifully soothing ballad effort certain to garner much top 40 exposure. Single culled from Martin's album of the same name. Flip: "Sentimental Journey" (3:05) (Morley, ASCAP—Green, Brown, Homer)

GERALDINE HUNT (Roulette 7109)

Now That There's You (2:45) (Jobete, BMI—Ashford, Simpson) The glowing pens of Nick Ashford and Valerie Simpson have turned out still another sensational record, this time performed by Geraldine Hunt. Biting performance is in store for mighty responses from both listeners and programmers. Flip: no info. available.

WOOL (Columbia 45452)

It's Alright (2:27) (Screen Gems/Columbia, BMI—Hill, Michlin) Latest from Wool shines with the remarkable John Hill production touch and sparkles with AM appeal. Should do extremely well in teen markets. Flip: "Take Me To The Pilot" (3:05) (Dick James Music, BMI—John, Taupin)

CHARLIE STARR (Prophecy 55002)

So Close To Heaven (3:20) (Blackwood, BMI—Stroll, Weinstein) Serging ballad culled from Starr's debut album will serve as a door opener for artist's talent to come. Geared for both AM and underground formats, the word on Starr is already beginning to spread. Flip: no info. available.

THE MARMALADE (London 20068)

Cousin Norman (3:11) (Noma Music, BMI—Nicholson) Great easy going tune should soon become an AM classic as its appeal is universal. Definitely a chart contender. Flip: "Lonely Man" (2:54) (Noma Music, BMI—Ford)

PEPPER TREE (Capitol 3188)

You're My People (3:11) (Beechwood Music, Canada—BMI—Quinn, Gargan) Exceptionally well written and well produced tune smacking with plenty of top 40 appeal. Heavy airplay could make this effort a giant record. Flip: "From A Candle" (4:46) (Same credits)

THE TRILOGY (Sussex 225)

Georgie Porgie (2:49) (Interior/Van McCoy Music, BMI—Boyd, Powell) Delightful r&b effort based on nursery rhyme character will bring Trilogy a reality of chart success with enough of a boost to cross over into pop field. Flip: "Ernie Menie Minie Moe" (2:41) (Interior/Van McCoy Music, BMI—McCoy, Cobb)

LINDISFARNE (Elektra 45744)

Lady Eleanor (3:26) (R&M Music, ASCAP—A. Hull) Interesting LP track culled as group's debut single could break them in the teen markets. Fine, picturesque lyrics and tasty accompaniment make for a powerful release. Flip: "Down" (3:06) (Same credits)

MY FRIENDS (Rare Earth 5036)

I'm An Easy Rider (2:25) (Jobete, BMI—K. Rich) The Motown wheels are spinning again, and this latest release is a natural to keep their most impressive track record sparkling with hits. Flip: no info. available.

JAMES LAST (Polydor 15028)

Music From Across The Way (3:10) (Chappell/Intersong USA, ASCAP—Last) Quite a sensation throughout Europe, Last comes to the States with a self penned ballad especially geared to break him in top 40 areas. Flip: "Endless Journey" (3:43) (same credits, arr: J. Last)

BOBBY BLOOM (MGM 14292)

We Need Each Other (2:59) (Broadside/Cheezeburger Music, BMI—Barry, Bloom) One of his finest efforts to date, Bloom delivers a throbbing performance likely to interest both pop and r&b markets. Snappy arrangement adds to commercial value of side. Flip: "You Touch Me" (2:09) (same credits)

THE EMOTIONS (Volt 4066)

Show Me How (East/Memphis Music, BMI—Haynes, Porter) Enticing ballad co written by Isaac Hayes is certain to garner much rhythm and blues attention. Outing carries with it plenty of sales potential. Flip: no info. available.

MELVIN VAN PEEBLES (Stax 0097)

Sweetback's Theme (3:25) (Yeah Music, ASCAP—Peebles) Cool jazz theme from highly successful motion picture stands outside shot of sliding into chart position, but its release will cause many to closely examine the entire Sweetback album. Flip: no info. available.

JOHN SMALL (Paramount 0120)

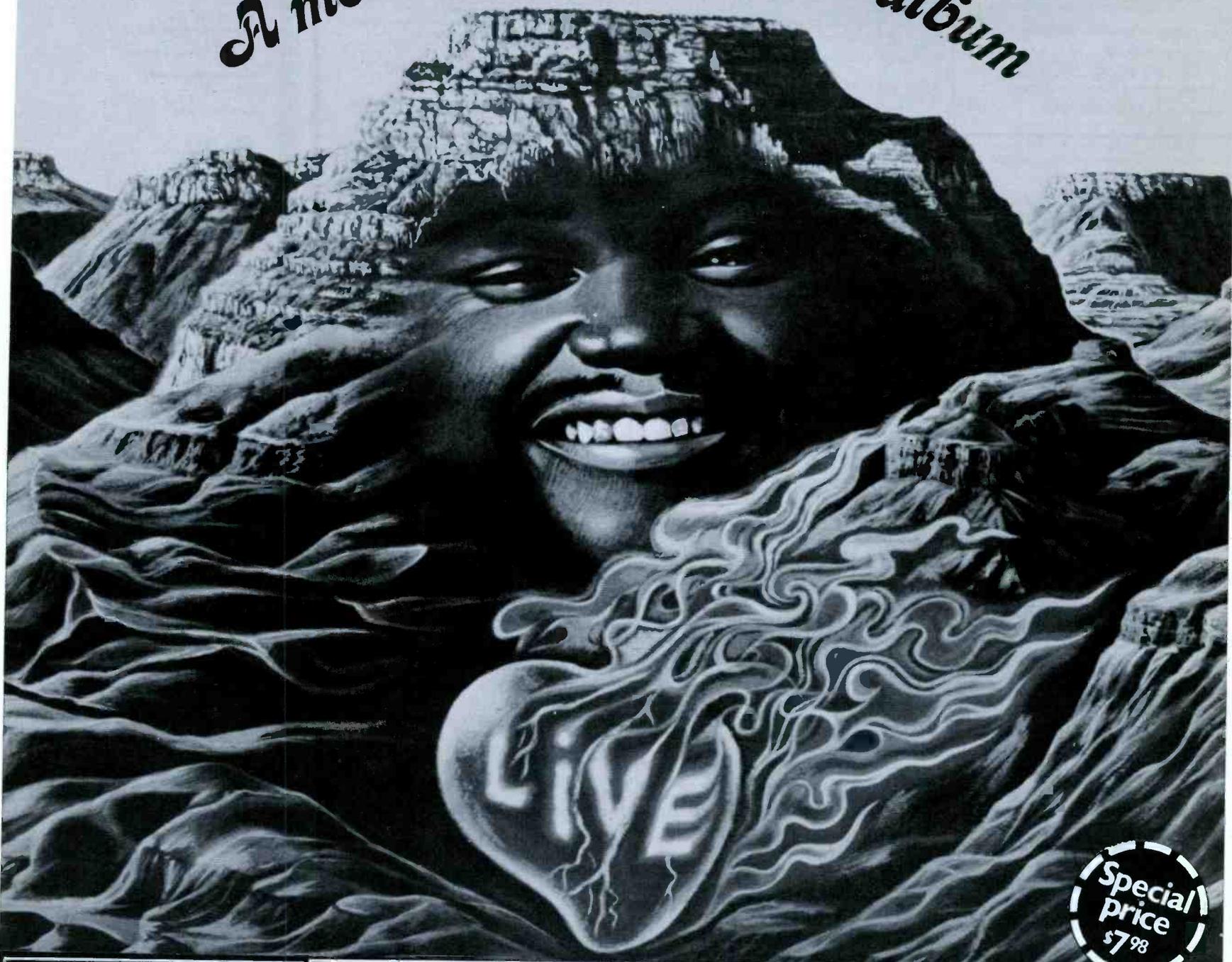
As I See You (3:13) (Gil Music, BMI—Yaw) The name is by no means an indication of the artists talents as a performer. In fact, John Small is an original stylist whose AM oriented single will be getting fine listener responses. Flip: "Gently She Goes" (2:48) (Same credits)

WEEKEND (Janus 168)

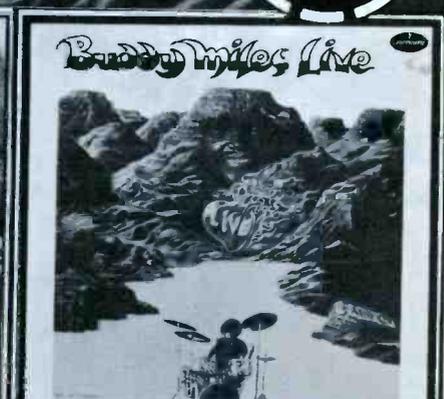
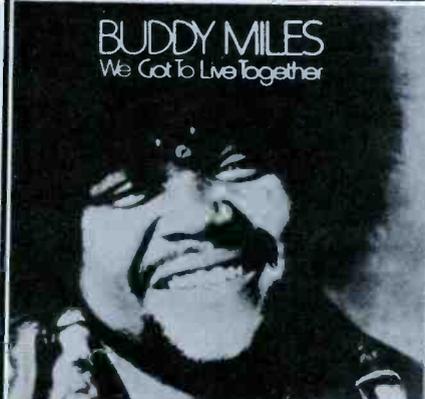
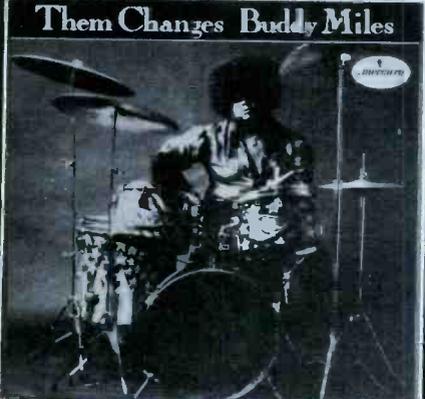
Everyday (2:50) (Equant/Roslyn Music, BMI—Wood, Ryan) Interesting debut effort with plenty of commercial appeal that is likely to be receiving lots of extended airplay in the weeks to come. Flip: "County Fair" (3:40) (Equant/Roslyn Music, BMI—Wood, Culver)

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BUDDY'S SECOND

We Got To Live Together
SR-61313 8-Track MC8-61313
Musicassette MCR-4-61313

BUDDY'S THIRD

A Message To The People
SRM-1-608 8-Track MC8-1-608
Musicassette MCR-4-608

BUDDY'S LATEST

Buddy Miles Live
SRM-2-7500 8-Track MCT8-2-7500
Musicassette MCT4-2-7500

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Additions To Radio Playlists Secondary Markets

A broad view of the titles many of radio's key Top 40 stations added to their "Playlists" last week.

WBAM—MONTGOMERY
Only You Know—Delaney & Bonnie—Atco
Never My Love—5th Dimension—Bell
Tired Of Being—Al Greene—Hi
It's A Crying—Gayle McCormick—Dunhill

WIFE—INDIANAPOLIS
I'm Coming Home—Tommy James—Roulette
Wedding Song—Paul Stookey—WB
Crazy Love—Helen Reddy—Capitol
It's For You—Springwell—London

WLOF—ORLANDO
If You Really—Stevie Wonder—Tamla
Stagger Lee—Tommy Roe—ABC
Birds Of Feather—Raiders—Columbia
I'd Love To Change—Ten Years After—Columbia
Rut It In—Layne Martine—Barnaby

WLAV—GRAND RAPIDS
Birds Of Feather—Raiders—Columbia
Gypsies, Tramps & Thieves—Cher—Kapp
If You Really—Stevie Wonder—Tamla
Yo Yo—Osmond Bros.—MGM
Stick Up—Honey Cone—Hot Wax

WPRO—PROVIDENCE
Imagine—John Lennon—Apple
Rain Dance—Guess Who—RCA
One Fine Morn—Lighthouse—Stereo Dim
Yo-Yo—Osmond Bros.—MGM
Stagger Lee—Tommy Roe—ABC

KLEO—WICHITA
Superstar—Carpenters—A & M
Birds Of Feather—Raiders—Columbia
Wedding Song—Paul Stookey—WB
Tired Of Being Alone—Al Greene—Hi

WING—DAYTON
Yo-Yo—Osmond Bros.—MGM
Stagger Lee—Tommy Roe—ABC
Everything's Alright—Yvonne Elliman—Decca
Gypsies, Tramps—Cher—Kapp
Trapped By Love—Denise LaSalle—Westbound
Midnight Man—James Gang—ABC

KIOA—DES MOINES
If You Really Love Me—Stevie Wonder—Tamla
Sat. Morn Confusion—Bobby Russell—UA
Summer of 42—Percy Faith—Col

WPOP—HARTFORD
All You Pretty Things—Peter Noone
I Hear Those—Dusk—Bell
Only You & I Know—Delaney & Bonnie—Atco
Think His Name—John Rivers—UA
One Fine Morn—Lighthouse—Stereo Dim
Peace Train—Cat Stevens—A & M
Talk To Me—Anne Murray—Capitol
Gypsies, Tramps—Cher—Kapp
Trapped By Love—Denise LaSalle—Westbound
Birds Of Feather—Raiders—Columbia
Annabella—Hamilton, Joe—Dunhill

WTRY—ALB. SCH. TROY
I Ain't Got Time—Glass Bottle—Avco
Sweet City Woman—Stamperders—Bell
Surrender—Diana Ross—Motown

WJET—ERIE
Marianne—Steve Stills—Atlantic
Never My Love—5th Dimension—Bell
K-Jee—Nite Liters—RCA

WDRG—HARTFORD
Mac Arthur Park—4 Tops—Motown
Annabella—Hamilton, Joe Frank—Dunhill
Birds Of Feather—Raiders—Columbia
It's A Crying—Gayle McCormick—Dunhill

WKWK—WHEELING
Never My Love—5th Dimension—Bell
Natural Man—Lou Rawls—MGM
Solo—Billy Sands—Invictus
I'm Coming Home—Tommy James—Roulette
Baby I'm Yours—Jody Miller—Capitol
Thin Line—Persuaders—Atco

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It's You That I Need—Persuaders—Capitol
Only You Know—Delaney & Bonnie—Atco
Yo Yo—Osmond Bros.—MGM
Peace Train—Cat Stevens—A & M
Gentle Woman—Gary Puckett—Columbia

WLEE—RICHMOND
Superstar—Carpenters—A & M
I Woke Up—Partridge Family—Bell
Won't Get Fooled—Who—Decca
Sat Morn Confusion—Bobby Russell—UA

WHLO—AKRON
I'm Comin' Home—Tommy James—Roulette
Midnight Mary—James Gang—ABC
Shelly's Blues—Nitty Gritty—UA
Found Someone—Free Movement—Decca
Valerie—Cymarron—Entrance

WBBO—AUGUSTA
Rub It In—Layne Martine—Barnaby
Co-Co—The Sweet—Bell
Valerie—Cymarron—Entrance
Want Are You Doing Sunday—Dawn—Bell
Peace Train—Cat Stevens—A & M

WCOL—COLUMBUS
K-Jee—Nite Liters—MGM
One Fine Morn—Lighthouse—Stereo Dim
Tired Of Being Alone—Al Greene—Hi
Calif Kid—Lobo—Big Tree
If You Really Love—Stevie Wonder—Tamla

Morris Re-Books JC Superstar Show

NEW YORK—"This marks the first time in the history of our concert division that a concert attraction will be playing the same cities and auditoriums with 10,000 seats or more within six months for two-day engagements," said Steve Leber, head of the music division of the William Morris Agency, speaking of the success of the original touring version of the Robert Stigwood-MCA rock opera, "Jesus Christ Superstar."

William Morris has booked return engagements of "Superstar" in Chicago, Oct. 30-31 and Nov. 1-2 (7 shows); Cleveland, Nov. 4-5; Pittsburgh, Nov. 17-18; Philadelphia, Nov. 20-22; and Baltimore, Nov. 27-28, an extension of what was originally intended to be a limited run for the first company. The tour has now been advanced "indefinitely," according to Robert Stigwood, chairman of the Robert Stigwood Group, and co-producer of the show with MCA. Since its opening in Pittsburgh on July 12, the tour has grossed in excess of two million dollars.

Also announced are second and third touring companies, to go out in September again under the aegis of Robert Stigwood and MCA. The second company will open in New England, with engagements already set for Springfield, Mass. on Sept. 13-15; Providence, R.I., Sept. 16-19; Worcester, Mass. Sept. 21-22; Boston, Sept. 23-26 and New Haven, Conn. on Sept. 28-Oct. 3.



THE BOAT THEY ROW—Paul Evans and Charles Randolph Grean at the South Street Maritime Museum discuss their forthcoming promotional trip south down the Inland Waterways aboard Grean's 36 foot diesel yacht "Libra." Evan's latest release on Laurie is "The Man In A Rowboat" which has received official approval of the Environmental Defense Fund. Evans and Grean will contact radio stations along the way by ship to shore telephone. The record was produced by Stanley Mills and Grean.

Vital Statistics

#57*
Birds Of A Feather (2:34)
Raiders—Col. 4-45453
51 West 52nd St. NYC
PROD: Mark Lindsay
c/o Columbia
PUB: Lowery Music Co. Inc. BMI
Box 9687 Atlanta, Ga.
WRITER: Joe South
ARR: John D'Andrea
FLIP: The Turkey

#58*
Never My Love (3:45)
5th Dimension—Bell 45134
1776 B'way, NYC
PROD: Mr. Bones Productions
Box 49259 Los Angeles, Cal.
PUB: Warner-Tamerlane Pub. BMI
488 Madison Ave. NYC
WRITER: Dick Addrisi & Don Addrisi
ARR: Alcivar, Holman & Howe
FLIP: A Love Like Ours

#68*
I'm Comin' Home (2:03)
Tommy James—Roulette R7110
17 West 60th St., NYC
PROD: Tommy James Ventures
c/o Roulette
PUB: Big Seven Music BMI
17 W. 60th St., NYC
WRITERS: Tom James & Bob King
FLIP: Sing, Sing, Sing

#71*
Glory, Glory (4:02)
Byrds—Col. 4-45440
51 West 52nd St. NYC
PROD: Byrds c/o Columbia
PUB: Yolk Music & Alexis ASCAP
5750 Melrose, Hollywood, Cal.
WRITER: A. Reynolds
FLIP: Citizen Kane

#76*
I'd Love To Change The World (3:11)
Ten Years After—Col. 4-45457
51 West 52nd St. NYC
PROD: Chris Wright c/o Col.
PUB: Chrysalis Music Ltd. ASCAP
360 East 65th St., NYC
WRITER: A. Lee
FLIP: Let the Sky Fall

#81*
Gypsies, Tramps & Thieves (2:36)
Cher—Kapp 2146
Universal Studios, 100 Universal Plaza,
Universal City, Calif.
PROD: Snuff Garrett
6275 Sunset Blvd. Suite 511, Hollywood
PUB: Peso BMI
6275 Sunset Blvd. Suite 511, Hollywood
ARR: Hal Capos
FLIP: He'll Never Know

#85*
Some Of Shelly's Blues (3:12)
Nitty Gritty Dirt Band—UA 50817
6920 Sunset Blvd., Hollywood, Cal.
PROD: W. E. McGun c/o UA
PUB: Screen Gems/Con. BMI
7033 Sunset Blvd. Hollywood
ARR: Nitty Gritty Dirt Band
FLIP: The Cure

#92
Bend Me, Shape Me (2:59)
Storm—Sunflower 113
7165 Sunset Blvd., L.A. Cal.
PROD: L. Weiss & T. Camiello
PUB: Helios BMI
1619 B'way, NYC 10019
WRITERS: Weiss & English
ARR: T. Camiello
FLIP: I'm a Man (Give Me Good Lovin')

#94
Them Changes (3:00)
Buddy Miles—Mercury
35 E. Wacker Drive, Chicago, Ill.
PROD: Robin McBride & Bud Miles
c/o Mercury
PUB: Miles Ahead Music ASCAP
c/o Harry Fox, 110 E. 59th, NYC
WRITER: Buddy Miles
FLIP: The Way I Feel Tonight

#96
I'm So Glad (2:41)
The Fuzz—Calla 179
17 W. 60th St., NYC c/o Roulette
PROD: Carr Cee Productions
PUB: James Music/Ferndiff/Sharrieff
WRITER: Tate & Young
FLIP: All About Love

#97
Talk It Over In The Morning (2:28)
Anne Murray—Capitol 3159
1750 N. Vine St., Hollywood, Cal.
PROD: Brian Ahern c/o Capitol
PUB: Almo—ASCAP
1460 N. LaBrea, Hollywood, Cal.
WRITERS: P. Williams/R. Nichols
ARR: Ahern (brass & strings by Rick Wilkins
FLIP: Head Above the Water

#98
It's For You (2:25)
Springwell—Parrot 359
c/o London 539 W. 25th St. NYC
PROD: Pink & Testa
c/o Testa 14658 Euclid, Allen Park, Mich.
PUB: MacLen BMI
1780 B'way, NYC 10019
WRITERS: Lennon & McCartney
FLIP: Our Question

#99
I Know I'm In Love (2:50)
Chee Chee & Peppy—Buddah 225
810 7th Ave. NYC
PROD: Jesse James
c/o Buddah
PUB: Kama Sutra/James Boy/Tab Tab BMI
810 7th Ave., NYC
WRITER: J. James
FLIP: Loving You Really Comes Easy

#100
Rub It In (2:26)
Layne Martine—Barnaby ZS72041
c/o Col. 51 W. 52nd St., NYC
PROD: Ray Stevens for Ahab Pdtms.
PUB: Ahab Music
WRITER: Layne Martine
FLIP: Live On The Sunshine

SPANISH HARLEM
ARETHA FRANKLIN Atlantic
Hill & Range
Trio Music

GET IT WHILE YOU CAN
JANIS JOPLIN Columbia
Hill & Range
Ragmar

DREAM LOVER
BILLY "CRASH"
CRADDOCK Cartwheel
Hill & Range
Fern

WHEN HE WALKS ON YOU
JERRY LEE LEWIS Mercury
Hill & Range
Blue Crest

**DON'T LET HIM MAKE A
MEMORY OUT OF ME**
BILLY WALKER MGM
Hill & Range
S-P-R Music

I GOT A WOMAN
BOB LUMAN Epic
Hill & Range

LEAVE MY MAN ALONE
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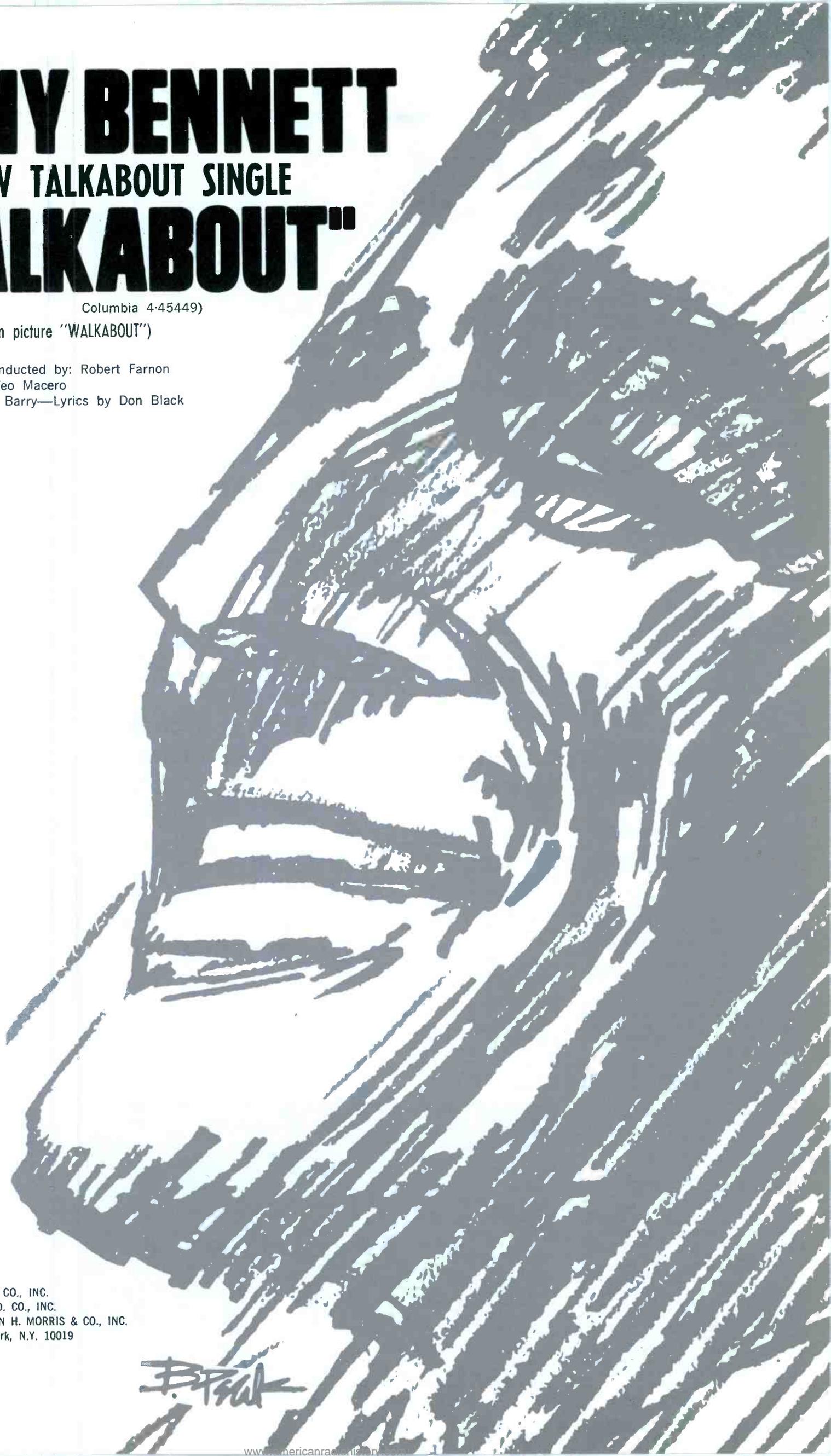
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Don Black

Ruff Forms Label

HOLLYWOOD — Ray Ruff, who resigned from Happy Tiger Records last month to work on his Biblical rock record "Truth of Truths," has formed his own label, Lone Star Records, at 6430 Sunset Boulevard, Hollywood.

Through he is looking for independently produced masters, Ruff will at first sign lead singers and groups from the "Truth of Truths" cast. Among them is Tascosa, a group whose initial single for Lone Star will be an original titled "Little Latin Loop De Lu."

Miles 'Live' On LP, Tour

CHICAGO — With the release of a new double LP, "Buddy Miles . . . Live", the Mercury artists is in the process of re-forming his group for a national tour beginning in October.

Confirmed dates already have been set in Boston, New York, Chicago, Toronto, St. Paul, Los Angeles and Washington, D.C. Several of the bookings, arranged through Sol Saffian's American Talent International (ATI), are campus dates while others are major arena promotions.

Miles, originally considered an underground act, has gained ever-widening audiences which he attributes partially to his in-person appeal and in part to the success of his recordings. He was, for example, fairly unique during the past year by virtue of simultaneous representation on the pop, soul and jazz charts.

Following his European tour last Spring, Miles spent the first half of this Summer on an extended tour of 35 cities during which he played to an estimated audience of over a half million. In three representative dates—The Cotton Bowl with Three Dog Night, The L. A. Forum with Leon Russell and Pittsburgh's Three Rivers Stadium, again with Three Dog Night—paid attendance passed 80,000.

The new double LP will be the object of concentrated promotion in many areas to take advantage of Miles' growing appeal and crossover between markets.

Bell Signs Canada's Doctor Music Band

NEW YORK — Bell has signed Canadian group Doctor Music to an exclusive, long term recording contract, announced label vp and general manager, Irv Biegel. The deal marked the end of bidding by several U.S. companies for an act which has gained much prominence in Canada through appearances on Anne Murray TV specials.

The 16-piece group features Steve Kennedy, Ken Marco and Wayne Stone (formerly of Motherlode), Doug Riley, Don Thompson, Diane Brooks and Terry Black.

Bell has rush-released the first single under the new deal, "One More Mountain" written by Neil Sedaka and produced by Doug Riley and Terry Browne, in collaboration with Love Productions.

Chad Everett's First For Marina

HOLLYWOOD — Recording songsmith Nino Tempo will produce actor Chad Everett's first sides for Marina, according to label prexy Harold Berkman. The star of CBS-TV's "Medical Center," previously unrecorded, will be doctoring his first sessions here within the next ten days with a single due date in October. Released through MGM Records, roster of Marina talent now includes Everett, Nino and April, Dallas and Johnny Cymbal and Peggy Clinger. Deal was set by Berkman and Mark Turk, representing Everett through the William Morris Agency.



TALENT LINE—Singer-songwriter Jack Schechtman, who has performed extensively in the U.S. and Canada, has signed a recording pact with Columbia Records. Schechtman (far right) is pictured here with (l to r): Columbia East Coast director of contemporary music Allan Strahl, Schechtman's managers Marvin Pearl and David Yager, and Columbia Records president Clive Davis.

Prophecy Sets Push On Charlie Starr

HOLLYWOOD — Prophecy Records' topper Bobby Roberts, encouraged by initial sales response to Charlie Starr's debut package, "Tough & Tender," is planning to implement a specially tailored "total concept" campaign in the artist's behalf. He is ordering a number of advertising and merchandising aids, including in-store counter displays, window pieces, ad mats and radio spots. In each case, the LP and Starr's concert dates will be cross-plugged for maximum effectiveness. A number of time buys and trade ads are also planned.

The blind guitarist and singer is currently winding up a series of concerts dates with Blood, Sweat and Tears, and has been signed on as

special guest star for the upcoming Moody Blues national tour kicking off Sept. 25 at the Seattle Coliseum.

Other dates in that tour are the Memorial Auditorium in Portland (9/26), the L. A. Forum (9/28), and the Vancouver Coliseum (9/29). In October Starr will appear at Oakland-Alameda Coliseum (10/1), Arizona Coliseum in Phoenix (10/2), Dallas Memorial Auditorium (10/3), Midstate Arena, Memphis (10/5) Municipal Auditorium, New Orleans (10/6), Kiel Auditorium, St. Louis, (10/7), Cobo Arena, Detroit (10/8) and in Minneapolis (10/9).

Cole's Widow Writes Bio

NEW YORK — "Nat Cole—An Intimate Biography" has been published by William Morrow & Co. of New York (\$5.95). Maria Cole, widow of the singer who died in 1965, wrote the book in association with Louie Robinson. A photo section and discography are included.

2 MGM Goldies

NEW YORK — The Recording Industry Association of America (RIAA) has certified the Donny Osmond MGM single of "Sweet and Innocent" and the Lionel single of "Signs" by the Five Man Electrical Band as one-million sellers.

Donny Osmond is the youngest member of the famous Osmond family who now have a hit single "Yo-Yo" on the charts. Lionel Records is one of the labels distributed by MGM Records.

Smith & Hoch Set Prod-Mgmt Firm

HOLLYWOOD — Dallas Smith and Abe Hoch have teamed to form Renaissance Entertainment Corp., a production-management firm offering "complete service" to their artists in the record industry. Among those artists are the Five Man Electrical Band, Canadian rock group on MGM's Lionel label; Timber, on Elektra, and David Ackles, also on Elektra. Smith and Hoch will produce and manage the first two; Ackles is being produced by Bernie Taupin in England.

With both sales and promotion experience behind them, Smith and Hoch will also handle Prairie Madness, a Columbia group produced by Joel Sill, as well as Bobby Vee, on UA. Smith will produce Vee.

The two partners will headquarter in Hollywood at 1407 North La Brea Avenue. Their first record, released under the aegis of the new company, is "Signs," the top-ten seller by the Five Man Electrical Band.



SMILING FACES, ALL THE TIME—Celebrities at A&M's party in honor of Quincy Jones, to celebrate the release of his new album "Smackwater Jack" and his Greek Theatre date last week (from l to r) are: Clarence Williams III, Gloria Foster, Richard Roundtree (Shaft), Sarah Vaughn, and Greg Morris.

Free Flow Sets Town Hall Shows

NEW YORK — Free Flow Productions and George Brown have announced a series of concerts to be held at New York's Town Hall beginning Saturday, Sept. 18. Free Flow is a subsidiary of Directions Unlimited headed by Michael Brovsky and George Brown.

"The purpose of the series," says Brovsky, "is to bring good music to New York in an intimate, acoustically good, and comfortable auditorium on a weekly basis." Tickets for all shows will be scaled at \$3.00 and \$4.00, and will be offered in blocks when necessary.

The first concert of the series will feature McKendree Spring and Jim Dawson. Other acts that have been announced include The New York Rock Ensemble and David Bromberg (Sept. 25), Linda Ronstadt, (30), Captain Beefhart, (Oct. 7); and The Flying Burrito Brothers on Nov. 27. Tentative bookings include Brewer & Shipley, Steve Miller and Johnny Rivers.

Tiny Tim Opens Record Co., Pub

NASHVILLE — Tiny Tim has formed a label, Tiny Tim Records, and a publishing company, Vic-Tim Publishing. The artist, who previously recorded for Reprise Records, is launching the company with a single, "(Why Did They Have to Die So Young) A Tribute to Hendrix-Joplin-Morrison." Other artists will be joining the label's talent roster at a later date. Brite-Star Promotions of Nashville and Tex Clark are handling promotion.

McGarity Dies

NEW YORK — Vet jazz trombonist Lou McGarity, died in Alexandria, Va. on Sat., Aug. 28. The performer had performed with the World's Greatest Jazz Band in recent years. A memorial service will be held this Sunday (12) at St. Peter's Lutheran Church in New York.

Appearances Spark Rooster LP Sales

NEW YORK — Elektra recording artists Atomic Rooster, whose first album "Death Walk Behind You" is currently #78 on the Cash Box LP charts, are racking up album sales in the course of their thirty city American tour, according to vp in charge of sales for the label, Mel Posner.

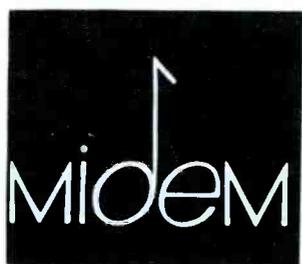
"We've been experiencing tremendous in-store response immediately following the group's performances, particularly in rural districts. The word of mouth on the group has been incredible, and they've become a really hot act without any substantial AM airplay," Posner explained. The tour, which continues through early October, contains stops in a number of major cities, including New York, Los Angeles, Cincinnati, and Seattle.

The group is coming off of two consecutive singles in England, the most recent of which, "Devil's Answer" has just been released by Elektra in this country. The British quartet is composed of leader and keyboarder Vincent Crane (late of The Crazy World Of Arthur Brown, for whom he wrote the multi million seller "Fire"), lead singer Pete French, guitarist Steve Bolton, and drummer Rick Parnell. The group's second album, "In Hearing Of Atomic Rooster" will be released by Elektra in late October.

Handleman Dividend

DETROIT — The board of directors of Handleman Co. has announced the regular quarterly dividend of \$.17 per share of common stock, payable on Oct. 4 to stockholders of record at the close of business on Sept. 17.

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Led Zeppelin

MADISON SQUARE GARDEN, NYC — There's a track on the "Live Yardbirds" album (Epic Records 30615) called "I'm Confused" which was recorded at the Anderson Theatre in New York way back in 1968. It's the only song on the entire album that doesn't list the writer credits. There's another song on an album from Led Zeppelin called "Dazed And Confused" which bears a remarkable resemblance to the Yardbirds track!! And a third called "Dazed And Confused" on Jake Holmes' first album for Tower Records which credits Holmes as the writer. Confusion indeed!!!!

In case you haven't already guessed, the point is that Led Zeppelin is a group whose material combines the old, the new, and the borrowed! Returning to America after a prolonged absence, Zep picked up exactly where they left off during their very first tour of the States. Though they debuted "Black Dog," "Stairway To Heaven," and "California" from their forthcoming LP which Robert Plant promised would not be called "Led Zeppelin 4," the group hadn't taken one musical step forward.

Jimmy Page, with his trusty violin bow, and Robert Plant with his echoing "aah, aah, aah-baby baby" seemed, from the audience standpoint, to steal the show—but the real show stopper was drummer John Bonham, even before he executed his solo. Bonham is a fierce, fiery rock drummer, who, at his best, is one of the best in the business. He plays hard, heavy, and imaginatively adding both depth and power to many songs that would have otherwise died long ago.

Despite the fact that they are at times quite repetitious, Led Zeppelin is one of the few hard rock groups that have endured, and for that feat alone they deserve praise. It would be interesting, and I imagine quite a challenge for the group, to be presented with some new material. Material that hasn't been performed for the past three years. The amazing thing is that Led Zeppelin have always relied on their past when there's a future before them—if they only took the time to look into it. **k.k.**

Scott Fagan & Vicki Sue Robinson

WESTBANK CAFE, NYC—Scott Fagan has missed the boat so many times that none would blame him if he never again approached the ticket counter. His Atco LP a few years back didn't do much, but it impressed artist Jasper Jones so much that he did up the cover for the Museum Of Modern Art. His musical "Soon" last January played the same theatre from whence used to cometh The Dick Clark Show, but reviewers neither appreciated the significance of that fact, nor the excellent score. It dealt with the music business and it seemed the critics could not crawl out of their own cocoons long enough to bother to take it seriously.

But through "Soon," Scott met up with Vicki Sue Robinson and together they are now an act that should be signed immediately, if the "talent will out" philosophy has any truth to it at all. Vicki's vocals hit hard like Bonnie Bramlett's and yet her style is not the least bit imitative; the female leads of "Hair" were obviously trying to sound like this powerful lady, but none ever approached the ideal. Scott's tunes are an expertly crafted carriage of biting lyrics and spinal-tap melodies. His voice features an honest, believable vibrato and his range is phenomenal.

They've been singing in this pass-the-hat no-nonsense club for a few days, but the impression they've made will be felt for months to come. Scott & Vicki aren't giving up on anything yet, and hopefully the business will recognize the pair. **r.a.**

John Denver Fat City

TROUBADOUR, L. A. — Out of the ashes of the late Sixties-style superstar has risen a new breed of performer, an artist who replaces flash with personality, who attempts to make direct statements through an artistic framework that is immediately accessible to his audience. John Denver showed exactly why he's fast becoming one of the best we have in this mold.

Denver's set was immeasurably aided by the fact that, aside from the basic excellence of his music, he is a master entertainer. He seems to have found that rather fine balance between personality and art, and the relaxed warmth characteristic of his songs was in evidence throughout the show. As might be expected, he gathered greatest response with his "hit" material ("Leavin' on a Jet Plane" and the million-selling "Take Me Home, Country Roads"), but the power of his performance rested with his ability to sell unfamiliar songs. Some, like "Toledo, Ohio," hit the mark in a humorous vein, others were tinged with a political consciousness ("Re-adjustment Blues"), and many were just simple songs of love. That Denver succeeded with ease in all these areas would seem to indicate that he will be a talent to be reckoned with for quite some time to come.

Opening the show was the folk duo of Bill Danoff and Taffy Nivert, known professionally as Fat City. Writers of some fine material recorded by Denver ("I Guess He'd Rather Be in Colorado" and "Take Me Home"), they also proved to be exceedingly pleasant performers. They are currently unsigned by any major label, but on the basis of their opening night set I'm willing to bet they won't remain so for very long. **b.e.**

Randy Newman / Ian Matthews

TROUBADOUR, L. A. — Opening to what he facetiously termed "... the biggest crowd I've played to since Woodstock," Warner Bros. artist Randy Newman proceeded to amaze and astound with a long (20-song) set of his own compositions. Included were such Newman chestnuts as "Yellow Man," "So Long, Dad" and "I Think It's Going To Rain Today," plus an assortment of other cult-pleasers, most taken from his three albums.

Newman's songs—the ones he chooses to perform in public, at least—are those least likely to be covered successfully by other performers. It's difficult to conceive, for instance, of a Frank Sinatra interpreting a line like "who needs money/when you're funny?" with anything like the chuckle-in-the-middle-of-deep-pathos brought to "Simon Smith and His Amazing Dancing Bear" by the composer, himself. And even more difficult to think of someone else doing what Newman calls his diseased love songs, "Lover's Prayer" and "Suzanne."

Newman introduced a couple of new songs, too. The first was grim, as announced, but otherwise seemed of little consequence. The second, possibly entitled "Sail Away," may do for black stereotypes what "Yellow Man" did for the Hollywood Chinese. Great!

Back again was Vertigo's Ian Matthews, after an aborted attempt a couple of weeks ago, second-billed to Donny Hathaway. The Newman audience was much more sympathetic to Matthews' quiet brand of British folk-rockish music. In return, he and his pleasant little accompanying group performed an a cappella version of "Da Do Ron Ron" that was outtasite (if you know what I mean). **t.e.**

Melanie David Steinberg

SARATOGA, N. Y. — When a crowd applauds unrecorded, just written material before the first full phrase is uttered, an explanation is in order. It seems that Melanie's fans couldn't wait for the evening show—they sat in on her soundcheck and dutifully learned each tune from her forthcoming Paramount-distributed Neighborhood LP inside and out.

Yet come concert time, Melanie was still hesitant about revealing the songs, even after crowd reaction showed total approval. No one can call her over-confident, but timidity is a large part of her charm. "Steppin' Out With My New Man Tonight" seemed to indicate that charm is changing form, however: it's her first woman-in-the-raw-badmouthin'-herman song, but a most successful attempt at changing a dreamy-eyed child into a vamp about town. The child has become an internationally acclaimed singer and no doubt the grown-up side will follow suit.

Shouts for "Carolina," "Ruby Tuesday," "Alexander Beale" and countless others were answered in kind song during a two-hour plus set which continued out backstage when she was cajoled into signing autographs and granting less specific audiences to the throngs who just would not leave. And it's still good to know that she's more comfortable in the role of chanteuse than of Pope. Somehow, it works better that way.

Elektra's David Steinberg recited selections from his year-old comedy LP while his strongest followers read responsibly from the audience. The only two stonefaces in the crowd turned out to be Jehovah's Witnesses who had mistaken the Saratoga Center for their convention site. **r.a.**

Sonny Terry & Brownie McGhee David Buskin Jim Palana

GASLIGHT II, NYC—With all the ersatz blues floating around lately (both black and white varieties), it is more than refreshing to witness an act that is genuine and yet still very much contemporary. Sonny Terry plays harmonica that makes you homesick even in your own town, and he plays it with his head, hands and feet as well as mouth. Brownie McGhee's vocals and guitar playing have only improved with the passage of time and he makes the blues a reality without the need for choreography or put-on. There is always an audience for this duo and it seems to be waxing rather than waning even after so many years of music.

Epic artist David Buskin who has been gigging and writing for Mary Travers has a pleasing stage presence not unlike an imagined amalgam of Paul Stookey and Peter Yarrow in one body. The crowd seemed to know his material well enough to harmonize beautifully along with many of his tunes, a testament to the growing acoustic scene. The songs themselves are deftly crafted and though at times rather introspective, basically warm and outgoing.

Jim Palana's career is still in the nibbling stages—labels and publishers are expressing interest, but as yet no definite commitments. While his voice is an acquired taste (so were Dylan's and Kristofferson's at first), his ability as a tunesmith is unmistakable. "Home At Last" and "Some Of Us Cannot Go Home" are only two gems from a guy who's been mining them for six years and is destined to strike the motherlode quite soon. **r.a.**

Steve Miller Band Boz Scaggs / Stoneground

HOLLYWOOD PALLADIUM — With all the talk that's been circulating of late about the "death of rock," one hardly expects to find a rock and roll show cut in the old mold these days. But there it was—three name acts just like Bill Graham used to do it—and despite the uneven quality of the music it was certainly welcome.

Opening the show was Stoneground, a group still trying to recover from a disastrous case of over-hype and an inconsequential first album. With a fine brass section and crew of backup vocalists, the band's sound is remarkably full and rich at times. The components for genuine excitement are all there, but they somehow managed to fall only inches short of that end. Why Sal Valentino, one of the finest singers in the land when he vocalized with the Beau Brummels, is nowhere near his old form remains a mystery to me. The group is currently receiving much exposure via Warners' "Medicine Ball Caravan" movie, and they seem only a spark away from success.

Next up was Boz Scaggs, a refugee from the early days of the Steve Miller Band, and his set was an unqualified delight. Boz ain't too overly concerned with being heavy these days, he just seems to enjoy laying back and lettin' it rock the natural way. His guitar playing (always overshadowed by Miller) was superb, and he's matured considerably as a vocalist. His backing group was tight and versatile, allowing him stylistic freedom with ease. His semi-hit "We Were Always Sweethearts" will forever be a great dance tune, but virtually every number hit with impact and class. Of special interest were selections from his Miller period, including "Baby's Calling Me Home" and "Roll With It."

The Steve Miller Band is one of the oldest San Francisco ensembles still performing, but in terms of energy they may very well rank at the head of the pack. They opened with three pleasing acoustic numbers, but were soon enough plugged in to their power trio stance. The acoustic numbers had highlighted Miller's strong voice (something not always visible under electric assault), but the rest of the show put his guitar work up front. As fine a guitarist as Miller is, though, he still seems somewhat out of context in a trio. His fierce chording was effective enough, but when he took off on a solo the sound beneath him tended to be a little too thin. He could really stand to have another guitarist or perhaps a keyboard for support. **b.e.**

Kenny Colman

PLAYBOY PENTHOUSE, L. A.—What happens to a better than fair note holder when record labels no longer beckon? "Watch What Happens" is Kenny Colman's breezy opener at the Playboy Penthouse and could be the hint of the answer for vacillating versatile vocalists. If they're lucky, they play the Playboy circuit. More fortunate—they join the new Playboy label! Many, like Colman, are exercising their skills in such smoke clogged bistros, waiting for an elusive chart title or A&R exec to drop by waving a star-spangled contract.

Colman, a former Epic act, deserves to be heard again on disk. He has all of the obvious assets—good looks, taste, a husky in-tune baritone that rests assuredly on both ballads and rhythm songs. His phrasing (at least, to us) is reminiscent of Mel Torme's, particularly on Cy Colman's "Run, Girl, Run" and Bob Wells' "When Joanna Loved Me." Still he's all his own man on "Something" and "Spinning Wheel" and all are worthwhile affairs. Joe Parnello's jazz-piano backing is, as always, exceptional. **h.g.**

ASCAP Pop, Standard Awards

ASCAP has announced the results of the 11th annual meetings of its Awards Panels for the 1971-1972 distribution year. These awards are designed to recognize and encourage the continuing contribution of ASCAP members to a wide spectrum of contemporary music, from rock to classical.

Included among the list of award recipients are Spoleto Festival Director Gian Carlo Menotti; Virgil Thomson, composer; Steven Schwartz, writer of the hit rock musical Godspell and collaborator with Leonard Bernstein on the Mass which Bernstein composed to inaugurate the John F. Kennedy Center for the Performing Arts in Washington; such Nashville stalwarts as Jerry Foster and Bill Rice; soul writer Rufus Thomas; jazzists Ornette Coleman and Billy Taylor; and such writing-performing groups as Black Sabbath, Chase and Led Zeppelin.

Pop Awards

In its report of the awards made in the pop field, the panel noted that it had given awards to several new groups including Hammer, If, and Mandrill, as well as more established groups such as Cactus, Mountain, and War.

The panel also listed a large number of new awards recipients whose impact has been felt in the music world in the recent year, including Jacob Brackman who co-wrote "That's the Way I've Always Heard it Should Be" with award recipient Carly Simon; James Doris, writer of "Oh Me, Oh My"; Janis Gwin and Linda Martin who co-wrote "Chick-a-Boom"; Dorothea Joyce who wrote the 5th Dimension hit "Loves, Lines, Angles and Rhymes"; and Livingston Taylor, writer of "Carolina Day".

Other award winners whose songs made the trade paper popularity charts this year were Kent Lavoie, writer of the Lobo hit, "Me and You and a Dog Named Boo"; John Denver, Bill Danoff and Taffy Nivert who wrote "Take Me Home Country Roads"; Gary White, writer of "Long Long Time" recorded by Linda Ronstadt; Paul Williams and Roger Nichols who wrote the Carpenter's hit song "Rainy Days and Mondays". Also scoring on the charts were Boz Scaggs ("We Were Always Sweethearts"), Sid Wayne ("It's Impossible"), Warner Weidler ("Love Means You Never Have to Say You're Sorry"), Terry Cashman and T. P. West ("California on My Mind"), Rupert Holmes ("Timothy"), Harry Compton ("How Much More Can She Stand" and "Pine Grove"), Tom Baird ("Born to Wander"), and Eddie Reeves ("Don't Change on Me").

The panel also congratulated those ASCAP members who received awards for their contribution to the musical theatre, including Jim Crozier, Garry Graham and Kenneth Long for their successful Off-Broadway hit, Touch; Al Carmine, writer of such successful works as Peace and Promenade, whose W. C. Fields, is currently in summer stock preparatory to a Fall opening on Broadway; Donald Gohman, composer of The Ambassador, based on the Henry James novel, "The Ambassadors" which will open at Her Majesty's Theatre in London prior to a planned New York opening; and Clark Gesner, writer of You're a Good Man, Charlie Brown.

The pop Awards Panel consists of: T. Edward Hambleton, Managing Director of APA-Phoenix; Father Norman O'Connor of the Paulist Fathers Community, noted jazz expert and First Vice President of the National Academy of Recording Arts and Sciences (NARAS); Associate Justice Haydn Proctor of the Supreme Court of New Jersey; and William B. Williams, noted pop music authority and WNEW radio personality.

Standard Awards

Among writer-members in the Standard Field who will receive awards are such composers as Alberto Ginastera, whose new opera Beatrix Cenci will receive its world

premiere at the opening festivities of the Kennedy Center for the Performing Arts; Ned Rorem, whose Fables, an opera commissioned by the University of Tennessee, was premiered on their campus this Spring; as well as Benjamin Lees, whose Medea of Corinth scored for vocal quartet and wind quintet, received its world premier in January at the Royal Festival Hall in London and its American premiere at the Forty-first Festival of American Music at the Eastman School in May.

Michael Brozen, Barbara Kolb and Olly Wilson who are recipients of Guggenheim grants for this year are on the Awards list, as is Loren Rush, receiving his first ASCAP Panel Award, and the recipient of grants from the Guggenheim Foundation and the National Institute of Arts and Letters. An award was also given to Robert Wykes, a Pulitzer Prize nominee this year.

New writer-members in the Standard Field, Keith J. Robinson and Bruce Saylor, were recognized by the panel for their contributions to serious music; and Edwin London, Chairman of the Music Department of the University of Illinois at Urbana, is one of the many award recipients active in colleges and universities throughout the country.

The standard awards panel consists of: Professor Donald E. Brown, Director of the School of Music of Barrington College, Rhode Island, and Executive Vice President of the National Church Music Fellowship; Donald Engle, Director of the Martha Baird Rockefeller Fund for Music, Inc.; Dr. Frederick Fennell, Conductor of the Miami Symphony Orchestra; Walter Hendl, Director of the Eastman School of Music at the University of Rochester; and Dr. Louis G. Wersen, Director of Music in the Philadelphia public schools and past President of the Music Educators National Conference.



Artie Wayne, professional manager and creative director of Warner Bros. Music, is shown with Donny Hathaway (right) as the singer-composer signs a long-term publishing agreement with Warners.

Kay To Develop Catalogue For Welk

HOLLYWOOD—Dean Kay has been appointed West Coast professional manager of the Lawrence Welk group of publishing companies.

Making the announcement, Ted Lennon, executive vp, stated that Kay will be heavily involved in seeking and developing new writers to add contemporary copyrights to the organization's catalogue. The publishing group includes T. B. Harms Co., Vogue Music, Inc., Harry Von Tilzer Publishing Co., and Bibb Music Publishers, Inc.

Kay, who as a composer wrote the hit "That's Life" for Frank Sinatra, started his professional career as a member of the singing team of Hank and Dean, featured regularly on Tennessee Ernie Ford's daytime TV show from San Francisco.

Although he will spend most of his time in the firm's Hollywood office, Kay will maintain close association with Paul Weirick, who oversees all of the publishing activities from Welk's Santa Monica headquarters. Together they will see that all material in the catalogues will be assured maximum exposure.

New York Tape Raid

(Cont'd from p. 7)

Island City, at which a quarter of a million counterfeit and pirated tapes were found, and at a Hudson River pier at 37th Street where several truckloads of bogus tapes were reportedly seized. The balance of the merchandise was found at All-Boro Records and Tapes in Farmingdale, N.Y., and at a tape warehouse and retail outlet operated by a carwash in Bethpage, N.Y.

Also raided was the penthouse office occupied by Premier Albums and its subsidiary companies, Tapex, Inc. and Premco Inc.

Those arrested included: Billie Dove Dobson and Fay Cook of Manhattan; Lawrence Abosch of Brooklyn; Michael Javits of Plainview, N.Y.; Donald Jay Bodeker of Elmhurst, Queens; John Burke of Staatsburg, N.Y.; Jack Barrett of Jeannette, Pa.; David Guinaugh of Port Washington, N.Y.; and Murray Schulman of Whitestone, N.Y.

Phil Landwehr and George Kurtz both of Premier Albums, and Del Green, the owner of All-Boro, surrendered voluntarily to the District Attorney's office.

Burke, who is employed by Premier Albums, was charged with conspiracy in the third degree. The others were charged with conspiracy in the third and fourth degree, with criminal possession of forged instruments, a felony under Section 170.25 of the Penal Law, and with violations of Section

501 of the General Business Law dealing with unauthorized duplication of recordings.

Miss Dobson, Miss Cook and Mr. Guinaugh were identified as sales agents trying to peddle pirated and counterfeit tapes. Javits, Bodeker and Burke were named as employees of Premier Albums and/or its subsidiaries. Abosch is an employee of All-Boro, and Mr. Schulman is the operator of the carwash in Bethpage, N.Y.

See More Arrests

Kulcsar advised that more arrests will shortly be made and that his team already has targets in their sites. "The investigation is, of course, continuing and, as already demonstrated, the New York statutes which proscribe record and tape piracy and counterfeiting will be strictly enforced," Kulcsar declared.

Kulcsar, a crusader against tape piracy and counterfeiting, told Cash Box that the felony charge—the possession of instruments or equipment designed to produce forged merchandise—presented the most significant weapon in his arsenal. "People who engage in this sort of thing must learn they will face the possibility of a felony conviction and a jail sentence," he stated. "Even if they escape jail, the felony conviction presents an enormous deterrent." He further advised that a conviction under Section 170.25 carries a maximum penalty of four years imprisonment on each count.

Kulcsar would not specify the specific marketing channels used by the defendants except to say certain department stores in the area have been trafficking a large portion of the bogus merchandise. He further stated that much of the merchandise allegedly produced by the defendants has been distributed to markets outside the metropolitan area. He revealed no plans for seizing bogus tapes now on store shelves, citing the physical problems involved in such a program.

Kulcsar lauded the cooperation received from various segments of the legitimate recording industry which, he said, had made the investigation, raids and arrests possible.

Working very closely with the District Attorney's office during the investigation was RIAA's special counsel on anti-piracy activities, Jules E. Yarnell. RIAA also cited the aid it had received from one of its member companies, GRT Corp., which supplied the original information that triggered the probe, and Larry Finley, of the International Tape Association, who furnished valuable information to the District Attorney's office.

"Finley has been of immeasurable help to us in this," Kulcsar stated, "as has Jules Yarnell. I must also mention two gentlemen in the record industry whose assistance was a significant factor in our success. I refer to Bob Kornheiser of Atlantic Records and Barney King of Columbia who supplied us with legitimate samples of their cartridges which we used in our comparison with the counterfeit tapes."

Sicurezza To Atl. Promo

NEW YORK—Lou Sicurezza has been named midwest regional promo manager out of Cleveland for Atlantic Records, reports vp Jerry Greenberg. Sicurezza was formerly with MCA branch in Cleveland, where he was promo director. Prior to that he was in sales, also with MCA. Greenberg said the move was in keeping with the firm's constant expanding of its network of promo reps.

Shapiro Is VP At Lester Bellin

NEW YORK—Ted Shapiro has joined Lester Bellin Associates, design, packaging and ad agency group, as vp of finance and business affairs. He was previously a vp at NMC Corp. According to Lester Bellin, Shapiro's activities will include formulating a long-range program aimed at securing acquisitions and/or mergers for the company in related and allied fields. The company has many labels among its clients.



SOLITAIRE MAN—Singer-Composer Brian Neary (left), who has been signed to a contract by MCA Records' Kapp label via its general manager Johnny Musso (right). Label is rushing a Neary composition—"Lady Solitaire"—into release this week as his initial single.

16 TRACK RECORDING STUDIO

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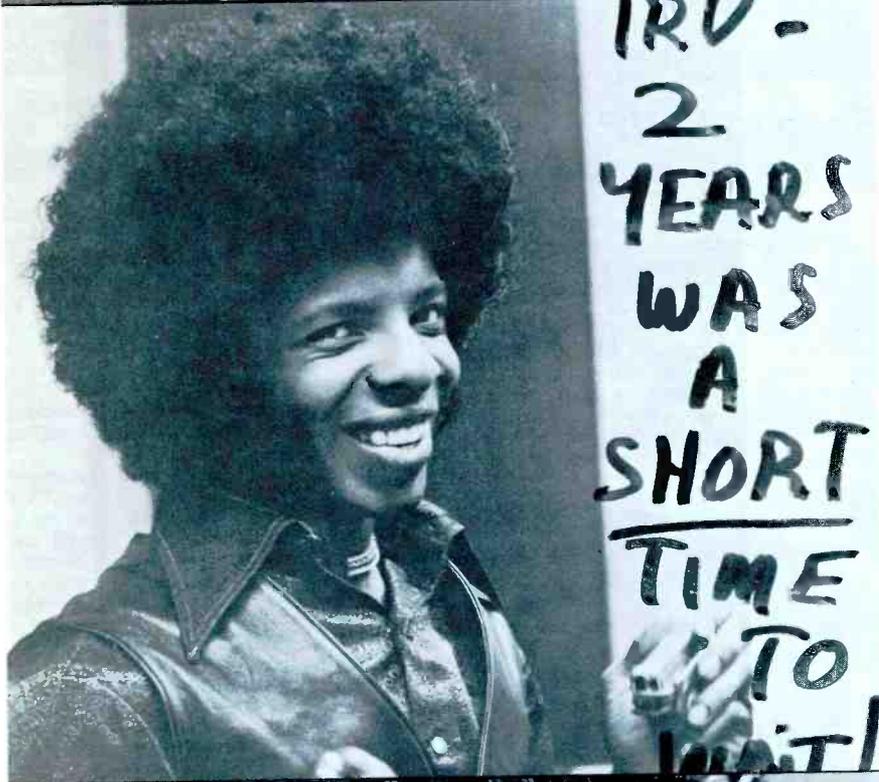
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NEW YORK—THE ROCK MANAGER INTERVIEWS: PART ONE OF A FIVE-PART SERIES (PREFACE: Over the past several months Kenny Kerner and I have spent much time and energy tracking down and talking to a selected number of the most influential rock managers, people who we believed to be not only spokesmen for their profession but also articulate individuals who would be willing to talk to us openly. Many, I think, will be surprised at the frankness of the men involved, and in the wealth of information they have to offer. It should be noted, in all fairness, that there were several managers, who for one reason or another, were not able to meet with us. The first of the series is an interview with Derek Sutton, the American representative of Terry Ellis' Chrysalis Management (there's also a label of the same name in England). Their artist roster reads like a British Who's Who: Jethro Tull, Procol Harum, Ten Years After, Black Sabbath, Savoy Brown, etc.—ev!)



CB: How did you first get into the management business?

D.S.: Actually, I got into it accidentally. I was playing around with college politics and got myself elected to a position that called for me to handle the college dances. The policy was to run a few dances a week, basically using a four piece string orchestra. I soon learned that everyone was really bored, so when I got in, I brought in some local rock groups. Shortly thereafter, Terry Ellis came into the picture and took over the whole issue. He had these ideas about booking headlining groups, and pretty soon, we started booking some name acts. For the three years that followed, we ran every major college dance and made money for us and the college. We found out that you could book a group cheaper for three days than you could for one, so we booked a headlining act for one day at our college, then we booked the group at a local rock club, and the third day to someone else. By doing this, we made money for everyone and also got to know the local club owners.

CB: How were you able to finance all of the shows?

D.S.: We started off by going out on a limb. In England there is no 50% advance. We just took a chance and hoped we made money on the show. But we're talking about times when you could book the Animals when they were still the Alan Price Set, or the Spencer Davis Group with Stevie Winwood. We had Steampacket with John Baldry, and Them with Van Morrison; Manfred Mann, and just about every British group around with the exception of The Who, whom we just couldn't get.

CB: What was Terry doing at this time?

D.S.: Terry left the college a year before I did and joined with an agency called Anim which started off with the Animals. The agency went bankrupt in about five months, and Terry went back to his original computer business. At this point, I felt that the music business was a bit too risky, so I accepted a job with a Canadian firm. I didn't even think of music for about three years until I got a letter from Terry telling me about a group called Jethro Tull that he discovered.

CB: What was Terry's relation with Tull at that time?

D.S.: He was their manager, their official manager, although he was being led around the country by Dee Anthony who was showing Terry what the business was like. Terry offered me a job working with him, but I really didn't want to go back to England—so he just told me to go home and think about it and let him know if I changed my mind.

CB: When did you next hear from Terry?

D.S.: Terry called me about a year later and told me that he was having some trouble and had to open a New York office. I later accepted an invitation to a party and there I met Terry's partner, Chris Wright who was handling a group called Ten Years After. Eventually, I was persuaded, and I left for New York.

CB: How was Chrysalis Formed?

D.S.: Chrysalis had been formed in England by Terry and Chris. They originally started as the Ellis-Wright Agency, a booking agency, but soon learned that booking agencies don't make money. They had both found an act that they really liked—Chris found Ten Years After, and Terry found Jethro Tull. They actually mortgaged their lives and brought both groups to America. The idea of putting me in the New York office was to reduce any problems that might

(cont'd on page 32)

HOLLYWOOD—SUNNY DAYS AND COUNTRY ROADS

John Denver likes sunny days. Almost as much as he likes sunny days, John likes to perform in front of people the songs he writes. "I live every day to get up there on stage and sing for people," he states without the slightest trace of pop-star pretension, "to try and make it close and comfortable."

Making it "close and comfortable" is something that John Denver specializes in, and his obvious success in this area comes as a result of years of experience. This ability to put people immediately at ease, coupled with his considerable talents as a vocalist and guitar player, was enough to allow him to out-distance 250 other applicants for a position in the Mitchell Trio when leader Chad Mitchell left to pursue a solo path. The Mitchell Trio, if you'll remember, was a major group in the folk resurgence of the early Sixties. They placed the emphasis not on the lonely song-poet stance of so many at that time (the Dylans, Andersens and Ochses) but upon their ability to entertain with music in the time-honored folk tradition. It was through this experience that John perfected the art of the entertainer, and his polish in this respect has proved to complement perfectly the basic good nature of his personality.

It was not until after his exposure with the Mitchell Trio that his heretofore latent possibilities as a song stylist began to reveal themselves. He signed with RCA Records as a solo artist and spent three albums perfecting his art. His name did not come into wide circulation, however, until Peter, Paul & Mary shot one of his songs to the top of the charts. The song was, of course, "Leaving On a Jet Plane," and the strides it made for Denver were offset by the problems it created for him.

Having a hit song at the hands of another artist is an often cruel proposition, for it tends to create an image of the writer stereotyped to the limits of that song and really says nothing for the writer's personality and the bulk of his art. Denver found himself in this awkward position, and it took a hit the magnitude of

(cont'd on page 32)

Chrysalis' TYA; Aqualung alias Jethro Tull's Ian Anderson
Sly alias Sylvester
John Denver alias John Denver



LOOKING AHEAD

- | | |
|---|--|
| <p>1 MIDNIGHT MAN
(Pamco/Home Made—BMI)
James Gang—ABC 11312</p> <p>2 FREEDOM COMES, FREEDOM GOES
(Maribus—BMI)
Fortunes—Capitol 3179</p> <p>3 SPILL THE WINE
(Far Out—ASCAP)
Isley Bros.—T-Neck 932</p> <p>4 GOT TO GET OVER THE HUMP
(Cachand/Tecbob—BMI)
Simtek & Wiley—M. Chand 8005</p> <p>5 CALIFORNIA ON MY MIND
(J. W. T.—ASCAP)
Morning Mist—Event 206</p> <p>6 CHARITY BALL
(Brain Tree, Tinkle Tunes—BMI)
Fanny—Reprise 1033</p> <p>7 YOU SEND ME
(Higvero—BMI)
Ponderosa Twins-Plus One—Horoscope 102</p> <p>8 AMANDA
(Screen Gems/Columbia—BMI)
Dionne Warwick—Scepter 12326</p> <p>9 DAY BY DAY
(Valando, Cadenza—BMI)
Holly Sherwood—Carousel 1038</p> <p>10 ZOO DE ZOO SONG
(Maribus—BMI)
Twiggy & Friends—Bell 115</p> | <p>11 A SONG FOR YOU
(Skyhill Music—BMI)
J. P. Morgan—Beverly Hills 9367</p> <p>12 SMACKWATER JACK
(Screen Gems/Col.—BMI)
Carole King—ODE 66019</p> <p>13 A LONG TIME, A LONG WAY TO GO
(Earmark, Screen Gems—BMI)
Runt—Bearsville 31004</p> <p>14 I LIKE WHAT YOU GIVE
(Lizard—ASCAP)
Nolan—Lizard 1008</p> <p>15 TAKE YOU WHERE THE MUSIC'S PLAYING
(Trio—BMI)
Dallas—Marina 501</p> <p>16 IT'S A CRYING SHAME
(Trousdale/Soldier—BMI)
Gayle McCormick—Dunhill 4288</p> <p>17 LORD HAVE MERCY
(Marlu-Far Fetched—ASCAP)
Black Oak Arkansas—Atco 6829</p> <p>18 SUMMER SIDE OF LIFE
(Early Morning—ASCAP)
Gordon Lightfoot—Reprise 1035</p> <p>19 DO I LOVE YOU
(Spanka—BMI)
Paul Anka—Buddah 252</p> <p>20 MONKEY SPANNER
(Interglobal—ASCAP)
Dave & Ansell Collins—Big Tree 125</p> |
|---|--|

Vanguard Books Sept. For Baez

NEW YORK — September has been declared Joan Baez month at Vanguard Records as the company releases her latest album containing the top-ten single, "The Night They Drove Old Dixie Down". The album, "Blessed Are . . ." is composed of two complete disks plus a free 7" 33 1/3 rpm record, recorded in Nashville in January of this year, including such musicians as Norbert Putman, Ken Buttney, David Briggs, Norman Blake, Charlie McCoy and the Memphis Horns. LP was produced and arranged by Norbert Putman and co-produced by Vanguard's Jack Lothrop with the assistance of Kris Kristofferson.

According to Herb Corsack, vp of sales and promo, "The enormous success of her single, with sales now near the million mark, has created the largest advance order of any of Miss Baez' previous thirteen albums for the label."

An extensive promotion and mer-

chandising campaign has been planned including in-store displays and posters. Special contests are being run in local areas for best displays and local promotions as dealer incentives.

A big advertising schedule is being placed in conjunction with Ampex tapes who have released "Blessed Are . . ." in all tape configurations simultaneous with the Vanguard album release. Heavy emphasis is being placed on radio commercials on key AM and FM stations and on dealer co-op advertising.

Miss Baez will return from her current European tour before the end of the month to appear at San Diego State College on the 19th and in New York at Carnegie Hall on the 27th.

WB Re-Inks Pentangle

NEW YORK — Warner Bros. president Mo Ostin announced the resigning of Pentangle, the English folk/jazz quintet, with Reprise Records. The new recording agreement covers world-wide distribution of Pentangle's records as well as albums by Bert Jansch and John Renbourn, Pentangle's guitarists-vocalists.

Pentangle has completed recording their fifth Reprise album, "Reflections," which will be released to coincide with the group's forthcoming United States tour, kicking off Nov. 15th. In addition to Jansch and Renbourn, Pentangle is comprised of Terry Cox (drums and percussion); Danny Thompson (double bass) and Jacqui McShee (vocals).

Label vp Joe Smith announced the initial signing of British jazz-rock group Colosseum to an exclusive long-term Warner Bros. contract.

First product from the group through this agreement will be a two-record live set recorded earlier this year at Manchester University and the Big Apple Club in Brighton. "Colosseum Live" is scheduled for release Oct. 1st. The group continues to be co-headed by Dick Heckstall-Smith on sax and drummer Jon Hiseman. Other musicians featured in Colosseum are; Dave Greenslade (organ and vibes); Dave Clempson (guitar); Mark Clarke (bass) and Chris Farlowe (vocals).

Arlington Prints Glenn Miller Book

NEW YORK — The Glenn Miller estate announced publication of "Moonlight Serenade: A Bi-Discography of the Glenn Miller Civilian Band" by John Flower, with an introduction by George T. Simon. The book, more than five years in preparation, will be published by Arlington House in cooperation with the Miller estate, in February, 1972.

Of special interest to collectors will be the complete details of Miller's civilian bands from 1935, when he organized his first group, to September, 1942, when the then-famous leader broke up his band to enlist in the Army Air Forces.

A limited number of copies of the bio-discography are being made available well before publication date at a special rate through Ralph H. Monsees, 170 Summit Avenue, Tappan, New York 10983.

Sears To Gen Amer

CINCINNATI — Bob Lanier, a & r director of General American Records, has announced the signing of Tommy Sears. On the national night club circuit for several years, he just finished a Playboy Club tour before signing with GAR. Lanier reports that a single, "Salvation Train," is soon to be released.



Stevie Wonder (center), Motown recording artist, performer, musician and composer, has been elected to ASCAP as a songwriter member. Peter Burke (left), ASCAP's West Coast Assistant Director, welcomed the multi-talented Wonder to the Society in Atlantic City, where "The Stevie Wonder Show" entertained an SRO crowd at The Wonder Gardens. Wonder is currently working on a new album which he is writing, producing and recording. Johanan Vigoda (right), Wonder's attorney, negotiated the contract with the Society.



B. B. KING DAY — Shown at left is B. B. King as he receives the key to the city of Cleveland from Mayor Carl B. Stokes in recognition of his service to the community.

Wilburn Forms Music Mktg Int'l

HOLLYWOOD — Buzz Wilburn, formerly of Capitol Records here, has formed a recording, marketing and sales organization called Music Marketing International. His offices are at 7033 Sunset Boulevard. Telephone (213) 461-4234.

Among the artists Wilburn is representing are the Lettermen, who opened at the Fairmont Hotel in San Francisco this weekend (Sept. 10). M.M.I. will handle all of the promotion and marketing of Lettermen products, including their soon-to-be-released LP, in conjunction with Capitol.

Rizzi Reorganizes

MAMARONECK, N. Y. — Tom Rizzi announced the re-organization of his Total Concepts operation with the formation of Thomas A. Rizzi Enterprises Ltd. which will banner Rizzi Productions Ltd., Rizzi Management Ltd. and Rizzi Music, Ltd. The Total organization will operate out of two locations: 205 Maple Avenue, Mamaroneck and 167 Meadbrook Rd, Garden City, New York.

Rizzi also announced the signing of several new acts: Wild Boar from Queens, N. Y.; Ralph & Sylvie from The Bronx, N. Y.; Quincy, Illinois' Melon-Fields and Ronnie Higgins from New Jersey. Already under contract are Two As One, Hindenberg Lyon, Castle Creek, Shrub and Snake-Drive.

Shrub's new single on Paramount is "Ride My Motorcycle;" Castle Creek is readying their second release for Roulette.



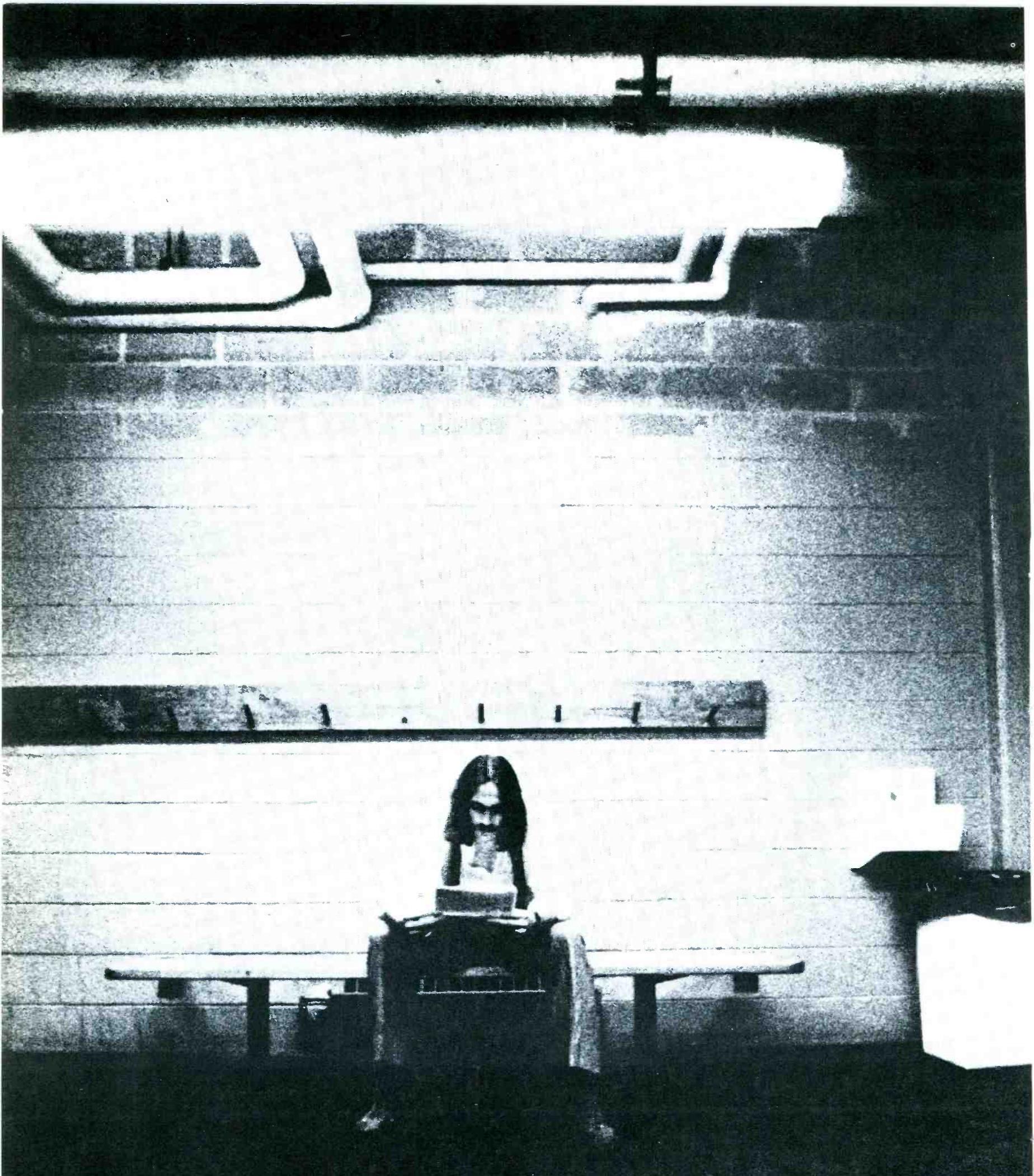
GRUNTING ALONG—is Papa John Creach (c.) as he signs contracts making him the first artist patee to Jefferson Airplane's newly inaugurated Grunt label. Surrounding him are Grunt personnel (l to r) Stan Monteiro, marketing head, Mike Lipskin, producer, Chuck Seton, lawyer, and Bill Thompson, Airplane's manager and president of their Afterthought Productions. Electric violinist Papa John will be joined on his first LP by, among others, Monteiro and Lipskin on, respectively, clarinet and piano. Grunt is distributed through RCA.

Crazy Horse, Lomax Prep Second W/R LPs

NEW YORK — Reprise group Crazy Horse, has undergone a personnel realignment in preparation for the recording of their second album. Ralph Molina and Billy Talbot, original members of the group, have been joined by George Whitsell and Greg LeRoy in the reformed band. Work on their album is underway with a tentative release set for January.

Jackie Lomax, the Liverpudlian rocker who now resides in Woodstock, has begun work on his second Warner Bros. album, with John Simon as producer. Simon is also playing piano on the sessions that are underway at the Bearsville Studios in Woodstock.

Lomax's first Warner Bros. album, "Home Is In My Head" followed his brief association with Apple Records where George Harrison produced his first album. After the completion of his second Warners album, Lomax will hit the road with a new expanded band for a tour at the end of October.



**James Taylor's new single is
"Long Ago and Far Away,"
on Warner Bros. (WB 7521)**

From James' Mud Slide Slim and the Blue Horizon Warner Bros. album,
also available as an Ampex-distributed tape.



TOP 100 Albums

BOTTOM NO. INDICATES 8 TRACK AND CASSETTE

Cash Box — September 18, 1971

1	TAPESTRY CAROLE KING (Ode 77009)	1	33	CHASE (Epic E 30472) (CA 30472) (CT 30472)	30	66	STEPPENWOLF GOLD (Dunhill DS 50099) (8-50099) (5-50099)	74
2	EVERY PICTURE TELLS A STORY ROD STEWART (Mercury SRM 1-609) (MC8 1-609) (MCR4 1-609)	2	34	UP TO DATE PARTRIDGE FAMILY (Bell 6059) (8-6059) (5-6059)	33	67	CHAPTER 2 ROBERTA FLACK (Atlantic 1569) (TP 1569) (CS 1569)	67
3	EVERY GOOD BOY DESERVES FAVOR MOODY BLUES (Threshold THS 5) (24805) (24604)	3	35	LEE MICHAELS V (A&M SP 4302) (8T 4302) (CS 4302)	37	68	RAY STEVENS' GREATEST HITS (Barnaby Z 30770) (CA 30770) (CT 30770)	70
4	WHO'S NEXT THE WHO (Decca DL 79182) (6 79182) (73 79182)	4	36	HOMEMADE THE OSMONDS (MGM SE 4770) (8130-4770) (5130-4770)	29	69	PAUL AND PAUL STOOKEY (Warner Bros. WS 1912) (8-1912) (5-1912)	75
5	RAM PAUL & LINDA McCARTNEY (Apple SMAS 3375) (8XT 3375) (4XT 3375)	5	37	WHAT YOU HEAR IS WHAT YOU GET IKE & TINA TURNER (United Artists UAS 9953)	38	70	BARK JEFFERSON AIRPLANE (Grunt FTR 1001) (P8FT 1001) (PKFT 1001)	—
6	CARPENTERS (A&M SP 3502) (8T 3502) (CS 3502)	7	38	THE BEST OF GUESS WHO (RCA LSPX 1004) (P8S 1710) (PK 1710)	35	71	I DON'T KNOW HOW TO LOVE HIM HELEN REDDY (Capitol ST 752) (8XT 762) (4XT 762)	72
7	MUD SLIDE SLIM JAMES TAYLOR (Warner Bros. WS 2561) (8 2561) (5 2561)	6	39	SO LONG BANNATYNE GUESS WHO (RCA LSP 4574) (P8S 1) (PK)	41	72	FREEDOM MEANS DELLS (Cadet CA 50004)	79
8	SHAFT ORIGINAL SOUNDTRACK (Enterprise EN 2 5002) (EN 25002) (ENC 25002)	11	40	GOLDEN BISQUITS 3 DOG NIGHT (Dunhill DS 50098) (8-50098) (5-50098)	36	73	GODSPELL ORIGINAL CAST (Bell 1102)	76
9	JESUS CHRIST SUPERSTAR (Decca DXSA 7206) (6-6000) (73-6000)	9	41	SURRENDER DIANA ROSS (Motown MS 723) (M8 1723) (M75 723)	39	74	CURTIS/LIVE CURTIS MAYFIELD (Curton CRS 8008)	68
10	STICKY FINGERS ROLLING STONES (Rolling Stone COC 59100) (TP 5910) (CS 5910)	8	42	SURVIVAL GRAND FUNK (Capitol SW 764) (8XT 764) (4XT 764)	43	75	JAMES GANG LIVE IN CONCERT (ABC 733)	104
11	SOUND MAGAZINE PARTRIDGE FAMILY (Bell 6064) (8 6004) (5 6064)	12	43	BRYDMANIAX BYRDS (Columbia KC 30640) (CA 30640) (CT 30640)	46	76	VIKKI CARR'S LOVE STORY (Columbia C 30662) (CA 30662) (CT 30662)	81
12	MASTER OF REALITY BLACK SABBATH (Warner Bros. WS 2562) (8 2562) (5 2562)	20	44	THE UNDISPUTED TRUTH (Gordy G 955) (G8 1955) (G75 955)	48	77	SURF'S UP BEACH BOYS (Brother RS 6453) (8 6453) (5 6453)	—
13	B, S, & T; 4 BLOOD SWEAT & TEARS (Columbia KC 30590) (CA 30590) (CT 30590)	13	45	YOU'VE GOT A FRIEND ANDY WILLIAMS (Columbia KC 30797) (CA 30797) (CT 30797)	47	78	DEATH WALKS BEHIND YOU ATOMIC ROOSTER (Elektra EKS 74094) (8T 4094) (54094)	82
14	AQUALUNG JETHRO TULL (Reprise MS 2035) (8 2035) (5 2035)	10	46	HOT PANTS JAMES BROWN (Polydor PD 4054) (8F 4054) (CF 4054)	58	79	IF I WERE YOUR WOMAN GLADYS KNIGHT & THE PIPS (Soul SS 731) (8 1731) (S75 731)	62
15	L. A. WOMAN DOORS (Elektra EKS 75011) (8T 5011) (55011)	16	47	SONG FOR BEGINNERS GRAHAM NASH (Atlantic SD 7204) (TP 7204) (CS 7204)	40	80	FILLMORE EAST, JUNE 1971 MOTHERS (Bizarre MS 2042) (M8 2042) (M5 2042)	86
16	STEPHEN STILLS 2 (Atlantic SD 7206) (TP 7206) (CS 7206)	15	48	CARLY SIMON (Elektra EKS 74082) (T8 4082) (54082)	42	81	KING CURTIS LIVE AT FILLMORE WEST (Atco SD 33-359)	95
17	WHAT'S GOING ON MARVIN GAYE (Tama TS 310) (T8 1310) (M75 310)	14	49	PARANOID BLACK SABBATH (Warner Bros. WS 1887) (M8 1887) (M5 1887)	52	82	CHICAGO TRANSIT AUTHORITY (Columbia GP8)	83
18	THE SILVER TONGUED DEVIL AND I KRIS KRISTOFFERSON (Monument A 30679)	17	50	WHAT THE WORLD NEEDS NOW IS LOVE TOM CLAY (Mowest 103-L) (MW 103-T) (MW 103-C)	56	83	SWEET BABY JAMES JAMES TAYLOR (Warner Bros./7 Arts WS 1843) (8 WM 1843) (CWX 1843)	66
19	THE DONNY OSMOND ALBUM (MGM SE 4782) (8130-4782) (5130-4782)	28	51	SKY'S THE LIMIT TEMPTATIONS (Gordy GS 957) (G8 1957) (G75 957)	44	84	ISLE OF WIGHT VARIOUS ARTISTS (Columbia G3X 30805)	—
20	ONE WORLD RARE EARTH (Rare Earth RS 520) (R8 1520) (R75 520)	21	52	OSIBISA (Decca DL 75285) (6-75285) (73-75285)	49	85	THIRDS JAMES GANG (ABC ABCX 721)	61
21	TEA FOR THE TILLERMAN CAT STEVENS (A&M SP 4280) (8T 4280) (CT 4280)	22	53	BURT BACHARACH (A&M SP 3501) (87 3501) (CS 3501)	50	86	RAINBOW FUNK JR. WALKER & ALL STARS (Soul S 732) (8 1732) (S75 732)	88
22	ARETHA LIVE AT FILLMORE WEST ARETHA FRANKLIN (Atlantic SD 7205) (TP 7205) (CS 7205)	23	54	I'M JUST ME CHARLEY PRIDE (RCA LSP 4560) (P8S 1730) (PK 1730)	51	87	LOVE LETTERS FROM ELVIS ELVIS PRESLEY (RCA 4530) (P8S 1748) (PK 1748)	87
23	BLUE JONI MITCHELL (Reprise MS 2038) (8 2038) (5 2037)	24	55	HAMILTON, JOE FRANK & REYNOLDS DUNHILL (DS 50103)	54	88	THE LONDON HOWLIN' WOLF SESSIONS (CHESS 60008)	92
24	FIREBALL DEEP PURPLE (Warner Bros. BS 2564) (8-2564) (5-2564)	45	56	11-17-70 ELTON JOHN (Uni 93105) (8-93105) (2-93105)	60	89	ONE FINE MORNING LIGHTHOUSE (Evolution 3007)	102
25	A SPACE IN TIME TEN YEARS AFTER (Columbia KC 30801) (CA 30801) (CT 30801)	34	57	MAYBE TOMORROW JACKSON 5 (Motown MS 735) (M8 1735) (M75 735)	53	90	THE PARTRIDGE FAMILY ALBUM ORIGINAL TV CAST (Bell 6050) (8-6050) (5-6050)	94
26	TARKUS EMERSON, LAKE & PALMER (Cotillion SD 9900) (TP 9900) (CS 9900)	19	58	CLOSE TO YOU CARPENTERS (A&M 4271) (8T 4271) (CS 4271)	64	91	GIVE MORE POWER TO THE PEOPLE CHI-LITES (Brunswick BL 754170)	98
27	4 WAY STREET CROSBY, STILLS, NASH & YOUNG (Atlantic SD 2-902) (T 8902) (S 2-8902)	18	59	CHICAGO III (Columbia CT 30110) (CA 30110) (CT 30110)	57	92	BLESSED ARE JOAN BAEZ (Vanguard VSD 6570/1)	—
28	THE ALLMAN BROTHERS BAND AT FILLMORE EAST (Capricorn SD 2-802)	26	60	ANOTHER TIME, ANOTHER PLACE ENGELBERT HUMPERDINCK (Parrot 71048)	73	93	GRAND FUNK LIVE (Capitol SWBB 633)	97
29	POEMS, PRAYERS AND PROMISES JOHN DENVER (RCA LSP 4499) (P8S 1711) (PK 1711)	25	61	MR. BIG STUFF JEAN KNIGHT (Stax STS 2045) (ST 8-2045) (STC 2045)	55	94	ROCK ON HUMBLE PIE (A&M SP 4301) (8T 4301) (CS 4301)	91
30	JUST AS I AM BILL WITHERS (Sussex SXBS 7006)	32	62	NATURALLY THREE DOG NIGHT (Dunhill DSX 50088)	59	95	THE LAST TIME I SAW HER GLEN CAMPBELL (Capitol SW 733) (8XT 733) (4XT 733)	100
31	LEON RUSSELL & THE SHELTER PEOPLE (Shelter SW 8903) (8XT 8903) (4XT 8903)	31	63	ABRAXAS SANTANA (Columbia KC 30130) (CA 30130) (CT 30130)	63	96	C'MON EVERYBODY ELVIS PRESLEY (RCA Camden 2518)	93
32	INDIAN RESERVATION RAIDERS (Columbia C 30768) (CA 30768) (CT 30768)	27	64	SLY & THE FAMILY STONE GREATEST HITS EPIC (KE 30325) (CA 30325) (CT 30325)	65	97	WRITER CAROLE KING (Ode 77006)	96
			65	LOVE IT TO DEATH ALICE COOPER (Warner Bros. WS 1883) (8-1883) (5-1883)	69	98	SOUL TO SOUL ORIGINAL SOUNDTRACK (Atlantic SD 7207)	107
			69			99	PEARL JANIS JOPLIN (Columbia KC 30322) (CA 30322) (CT 30322)	84
						100	EMERSON, LAKE & PALMER (Cotillion SD 9040)	71



TOP 100 Albums

101 TO 150

101	YOU'VE GOT A FRIEND JOHNNY MATHIS (Columbia C 30740) (CA 30740) (CT 30740)	136	117	SOMETIMES I JUST FEEL LIKE SMILIN' BUTTERFIELD BLUES BAND (Elektra EKS 75013)	118	134	DEJA VU CROSBY, STILLS, NASH & YOUNG (Atlantic SD 7200) (TP 7200) (CS 7200)	133
102	HOW HARD IT IS BIG BROTHER (Columbia C 30738) (CA 30738) (CT 30738)	101	118	TRUTH IS ON ITS WAY NIKKI GIOVANNI (Right On 05001)	125	135	MARY MARY TRAVERS (Warner Bros. WS 1907) (8 1907) (5 1907)	140
103	YOU'RE MY MAN LYNN ANDERSON (Columbia C 30793) (CA 30793) (CT 30793)	105	119	WAR WAR WAR COUNTRY JOE McDONALD (Vanguard VSD 79315)	112	136	WHERE I'M COMING FROM STEVIE WONDER (Tamla TS 308) (TS 1308) (T75 308)	143
104	BOOKER T & PRISCILLA (A&M SP 3504) (8T 3504) (CS 3504)	106	120	SINFONIAS WALDO DE LOS RIOS (United Artists UAS 6802)	113	137	SHE'S A LADY TOM JONES (Parrot XPAS 71046) (M 79846) (M 79846)	89
105	WORLD WIDE GOLD AWARD HITS VOL. 2 ELVIS PRESLEY (RCA LPM 6402)	—	121	HOT TUNA ELECTRIC RECORDED LIVE (RCA LSP 4550) (P&S 1762) (PK 1762)	77	138	IF 3 (Capitol SMAS 820) (8XT 820) (4XT 820)	130
106	GREAT CONTEMPORARY INSTRUMENTAL HITS RAY CONNIFF (Columbia C 30755) (CA 30755) (CT 30755)	108	122	SHA NA NA (Kama Sutra 2034)	124	139	SOMETHING ELSE SHIRLEY BASSEY (United Artists 6797)	99
107	MANCINI CONCERT HENRY MANCINI (RCA LSP 4542) (P&S 1754) (PK 1754)	109	123	SUMMER SIDE OF LIFE GORDON LIGHTFOOT (Reprise MS 2037) (8 2037) (5 2037)	115	140	NATURAL MAN LOU RAWLS (MGM SE 4771)	147
108	FRIENDS & LOVE CHUCK MANGIONE (Mercury SRM 2-800)	103	124	VOLCANIC ACTION OF MY SOUL RAY CHARLES (ABC 726)	80	141	HANGING IN THERE HUDSON & LANDRY (Dore 324)	135
109	CHRISTIAN OF THE WORLD TOMMY JAMES (Roulette SR 3001)	111	125	YES ALBUM (Atlantic SD 8283) (TP 8283) (CS 8283)	128	142	SIGNS FIVE MAN ELECTRICAL BAND (Lionel LRS 1100)	—
110	ME & BOBBY McGEE Kris Kristofferson (Monument Z 30817)	—	126	HOME GROWN JOHNNY RIVERS (United Artists UAS 5532)	—	143	WOODSTOCK ORIGINAL SOUNDTRACK (Cotillion SD3-500) (TP 33-500) (CS 33-500)	146
111	AFTER THE GOLD RUSH NEIL YOUNG (Reprise RS 6383) (8RM 6383) (CH 6383)	110	127	SUMMERTIME HERB ALPERT & The Tijuana Brass (A&M SP 4314) (8T 4314) (CS 4314)	78	144	SECOND MOVEMENT EDDIE HARRIS & LES McCANN (Atlantic SD 1583) (TP 1583) (CS 7205)	142
112	MAGGOT BRAIN FUNKADELIC (Westbound WB 2007)	114	128	TUMBLEWEED CONNECTION ELTON JOHN (Uni 73096)	121	145	BRIDGE OVER TROUBLED WATER SIMON & GARFUNKEL (Columbia KCS 99-14) (18 10 0750) (14 10 0750) (16 10 0750)	150
113	NEW RIDERS OF THE PURPLE SAGE (Columbia C 30888) (CA 30888) (CT 30888)	—	129	I WON'T MENTION IT AGAIN RAY PRICE (Columbia C 30510) (CA 30510) (CT 30510)	90	146	ELTON JOHN (UNI 73090) (8 73090) (2 73090)	141
114	MESSAGE TO THE PEOPLE BUDDY MILES (Mercury SR 1-608) (MC8 1-608) (MCR4 1-608)	116	130	POTLATCH REDBONE (Epic E 30109)	119	147	COSMO'S FACTORY CREEDENCE CLEARWATER REVIVAL (Fantasy 842)	145
115	SUMMER OF '42 ORIGINAL SOUNDTRACK (Warner Bros. WS)	122	131	8TH DAY (Invictus ST 7306) (8XT 7306) (4XT 7306)	131	148	BROKEN BARRICADES PROCOL CARUM (A&M SP 4294) (8T 4294) (CS 4294)	129
116	TOMMY THE WHO (Decca DXSW 7205) (6-2500) (73-2500)	117	132	RELICS PINK FLOYD (Capitol SW 759) (8XT 759) (4XT 759)	85	149	BLACK IVORY WANDA ROBINSON (Perception PLP 18)	—
			133	EVERYTHING IS EVERYTHING DONNY HATHAWAY (Atco SD 332)		150	MANNA BREAD (Elektra EKS 74086) (F&T 4086) (TC 54086)	137



R & B TOP 60

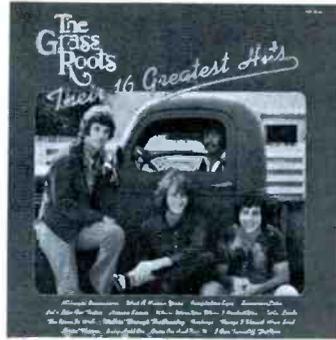
1	AIN'T NO SUNSHINE Bill Withers (Sussex 219)	2	17	TAKE ME GIRL Junior Walker (Soul 35084)	17	32	GHETTO WOMAN B. B. King (ABC 11310)	37	47	THAT'S THE WAY A WOMAN IS Messengers (Rare Earth 5032)	49
2	STICK UP Honey Cone (Hotwax 7106)	3	18	YOU SEND ME Ponderosa Twins Plus 1 (Horoscope 102—All Platinum)	25	33	I LIKES TO DO IT Peoples Choice (Phil La of Soul 349)	21	48	I'M SO GLAD Fuzz (Calla 179)	—
3	BREAKDOWN Rufus Thomas (Stax 98)	9	19	SHE'S ALL I'VE GOT Freddie North (Mankind 12004)	31	34	FRIENDS BY DAY What Nauts (Stang 5030)	39	49	DO IT (THE FUNKY DANCE) Dave "Baby" Cortez (Sound-Pak SPM 1002)	52
4	IF YOU REALLY LOVE ME Steve Wonder (Tamla 54208)	7	20	SLIPPED TRIPPED AND FELL IN LOVE Clarence Carter (Atlantic 2818)	20	35	I LOVE THE WAY YOU LOVE Betty Wright (Alston 4594)	28	50	DADDY LOVE Gi-Gi (Sweet S-001-S)	51
5	TIRED OF BEING ALONE Al Green (Hi 2194)	5	21	CALL MY NAME, I'LL BE THERE Wilson Pickett (Atlantic 2824)	36	36	I WASN'T THERE Roy 'C. (Alga—AL 1007-A)	40	51	S.O.S. Winfield Parker (Spring 116)	54
6	THE LOVE WE HAD Dells (Cadet 5683)	6	22	FEEL SO BAD Ray Charles (ABC 11308)	26	37	A NATURAL MAN Lou Rawls (MGM 14262)	42	52	THAT'S THE WAY I WANT TO LIVE MY LIFE Percy Sledge (Atlantic 2826)	—
7	MAKE IT FUNKY James Brown (Polydor 14088)	16	23	WHAT YOU SEE IS WHAT YOU GET Dramatics (Volt 3058)	12	38	GOT TO GET OVER THE HUMP Simtek & Wiley (MR. CHAND 8005)	19	53	IT'S IMPOSSIBLE New Birth (RCA 74-0520)	56
8	UNTIL THEN I'LL SUFFER Barbara Lynn (Atlantic 2812)	8	24	SMILING FACES SOMETIMES Undisputed Truth (Gordy 7180)	13	39	IT'S THE REAL THING Electric Express (Cotillion-Linko 1001)	38	54	SPILL THE WINE Isley Bros. (T-Neck 932)	—
9	WEAR THIS RING Detroit Emeralds (Westbound 181)	11	25	LUCKY ME Moments (Stang 5031)	27	40	A NICKEL & A NAIL O. V. Wright (Black Beat 602)	45	55	GROOVING OUT ON LIFE Fredrick The II (Vulture 5002)	59
10	K-JEE Nite Liters (RCA 0461)	10	26	MAKE IT WITH YOU Ralfi Pagan (Wand 11236)	29	41	ALL DAY MUSIC War (U.A. 50815)	44	56	LOOK WHAT WE'VE DONE TO LOVE Glass House (Invictus 9097)	57
11	A THIN LINE BETWEEN LOVE AND HATE Persuaders (Atco 6822)	14	27	1-2-3-4 Lucky Peterson (Today 1503)	30	42	BREEZIN' Gabor Szabo (Bluethumb 200)	46	57	CAN YOU GET TO THAT Funkadelic (Westbound 185)	60
12	TRAPPED BY LOVE Denise LaSalle (Westbound W182)	15	28	SURRENDER Diana Ross (Motown 1188)	53	43	YOU'VE GOT TO CRAWL 8th Day (Invictus 9098)	55	58	ALL MY HARD TIMES Joe Simon (Spring 118)	—
13	SPANISH HARLEM Aretha Franklin (Atlantic 2817)	1	29	BLACK SEEDS KEEP ON GROWING Main Ingredient (RCA 740517)	34	44	NEVER MY LOVE 5th Dimension (Bell 134)	—	59	IF YOU WANT ME TO KEEP ON LOVING YOU Sonny Green (U.A. 50836)	—
14	A PART OF YOU Brenda & The Tabulations (Top & Bottom 408)	22	30	MAYBE TOMORROW Jackson 5 (Motown 1186)	4	45	GIVE THE BABY ANYTHING THE BABY WANTS Joe Tex (Dial 1008—Dist. Mercury)	50	60	HOT PANTS, I'M COMING, COMING, COMING Bobby Byrd (Brownstone 45-4203)	—
15	WOMEN'S LOVE RIGHTS Laura Lee (Hotwax 7105)	18	31	MERCY MERCY ME Marvin Gaye (Tamla 54207)	23	46	MISS JACKSON'S DAUGHTER Randolph Walker (Law/Ton 1552)	47			
16	HIJACKING LOVE Johnnie Taylor (Stax—ST 0096)	24									

cashbox/album reviews

Pop Picks

ARETHA'S GREATEST HITS—Atlantic SD 8295

When first she started, she was known as Reverend Franklin's daughter. Then Aretha Franklin. Later just Aretha. Now she is Lady Soul. In the grooves of this disk are the songs which took her through these name changes to make her an international star. "Respect," "Chain Of Fools," "A Natural Woman," "Baby, I Love You," "Dr. Feelgood," "I Never Loved A Man (The Way I Love You)," "Spanish Harlem"—they're all here. A top ten album if ever there was one.

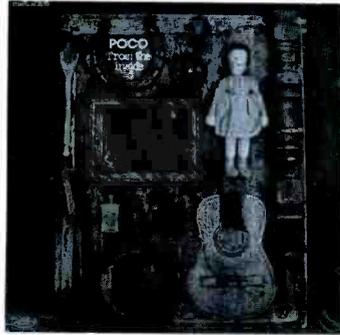


THEIR 16 GREATEST HITS—The Grass Roots—Dunhill DSX 50107

If you weren't in on the meteoric rise of the Grass Roots to a position of enormous hit power, this collection of their hits can serve as an excellent cram course. But chances are you have followed the Roots career from the early days of "Where Were You When I Needed You," through "Lovin' Things," "Midnight Confessions" to the present of "Sooner Or Later." This will be an enormously popular album.

FROM THE INSIDE—Poco—Epic—KE 30753

Incredible is the only word that can be used to describe both the song quality and musicianship on this latest gift from Poco. We have been graced with 10 brand new songs that must be treasured for their melodic perfection and complete sincerity. "From The Inside" is more than just a mere title for the LP, it's a feeling from five of the finest musicians and songwriters in the country. Though "Railroad Days" seems the logical choice for a single, we have found 10 favorites on the album. A top 20 package if ever there were one!

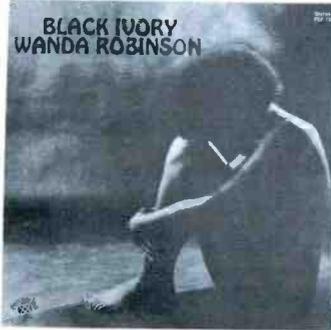


STREET CORNER TALKING—Savoy Brown—Parrot PAS 71047

For some years now blues and boogie have been the main staples of Savoy Brown. So here's another helping, consisting of seven tracks. Dave Walker has an unmistakable vocal presence and Paul Raymond certainly enhances the group's overall sound with his precise keyboard work. The Temptations number "I Can't Get Next To You" gets a solid treatment, but the standout rock item is the piano sprightly "Let It Rock." Should be another charter for the boys.

BLACK IVORY—Wanda Robinson—Perception PLP 18

Like Nikki Giovanni, Wanda Robinson is a distinguished black poetess who has chosen the record medium to help convey her ideas. Miss Robinson's disk is more jazz oriented than Nikki's but the total impact is just as powerful. Wanda reads her work with grace and style and the musical accompaniment is always appropriate. Set has already racked up impressive sales on the East Coast and in Detroit and Chicago. Good news travels quickly so "Black Ivory" should turn into a nationwide best seller.



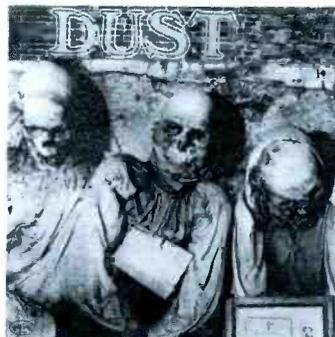
HOOTEROLL?—Howard Wales And Jerry Garcia—Douglas 5

The title may seem to ask a question but there is no question about this album. It's a highly original blending of the keyboard talents of Grateful Dead Wales with the guitar artistry of Grateful Dead player and resident saint Jerry Garcia. When the record isn't steaming along as in "South Side Strut" and "DC-502," it's creating a gentle mood as in "One A.M. Approach." All the songs on the LP were written or co-written by Wales. This could step out to be a sizeable item.

Newcomer Picks

NICELY OUT OF TUNE—Lindisfarne—Elektra 74099

This five man group has already caused a considerable stir in Great Britain and the Continent and they should do the same on this side of the pond with release of this extraordinary album. With seeming ease, Lindisfarne achieves delicate harmonies while still managing to rock in funky highland style. "Lady Eleanor" is haunting and unforgettable; "Turn A Deaf Ear" is an amusing absurdity and there are eight more delights. The title's a misnomer—Lindisfarne is very nicely in tune.



DUST—Kama Sutra KSBS 2041

Dust is a three man hard rock group from New York and they came to play! "Heavy" is a much-abused adjective but it fits their relentless "Love Me Hard" and their bizarre image-laden "From A Dry Camel." Five more selections, including a nice bass-dominated song entitled "Loose Goose," give ample evidence that Dust has succeeded in putting together a guitar/bass/drums set-up with an original flavor. Richie Wise contributes some strong vocals throughout. Dust is definitely a band to watch. They have what it takes to stay around a while.

Pop Best Bets

BLACK SEEDS—The Main Ingredient—RCA LSP-4483

The label's r&b efforts have been rewarded with the success of this quartet, now a trio since the passing of lead singer Donald McPherson whose last work is presented here. Current and future success of title track as a single should spark the sales, aided and abetted by radio exposure on the up-beat "Movin' On" and a Ruby & The Romantics-styled "Baby, Change Your Mind." "I've Fallen For You" combines their slow and steady approach with the soul-churning they are capable of and also sounds like a good singles bet. Album appeals basically to soul market, but crossover into pop can also be expected.

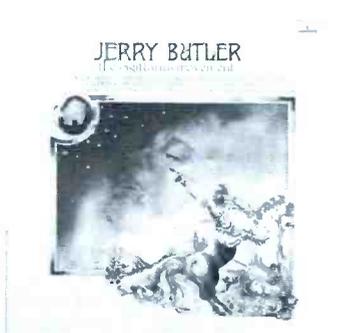


RASPUTIN'S STASH—Cotillion SD 9046

With a big push from behind them, this group should make inroads into both the hip r&b and pop audiences. Contains their single, "Your Love Is Certified" as well as an answer to a Sly Stone hit which they call, "I Want To Say You're Welcome"—umph-a-umph. "Mr. Cool" puts some meaningful streettalk in the grooves while "Freak's Prayer" is their explication upon a theme John Sebastian first explored in "Younger Generation." Group is at its best when Norval Taylor's congas are brought up front. While they may appear to lack direction at times, their debut disk should start the ball rolling and enable them to further develop a style of their own which glimmers here.

IT'S TOO LATE—Ferrante & Teicher—United Artists 5531

The twenty dancing figures of Ferrante and Teicher turn the trick again, applying themselves to twelve songs including "Put Your Hand In The Hand," "Rainy Days And Mondays," "For All We Know" and the surprise classical hit, adapted by Waldo de los Rios from Mozart's Symphony No. 40. Also featured are two F&T penned songs, "Once Around The World" and "Gitchie Goomie." Another strong set ideally suited for MOR programming.



THE SAGITTARIUS MOVEMENT—Jerry Butler—Mercury 61347

The Iceman can take a song which you have never heard before, sing it once and make you feel you have known it for years. That's why an album of Jerry doing unfamiliar material is a fascinating listening experience. From the warmth of "Walk Easy My Son" to the compassion of "The Girl In His Mind," and through the seven selections in between—this is Butler at his best.

NEW YORK (Cont'd from page 26)

arise. The Chrysalis agency in England grew very quickly. It started out with just the two acts, and then Harry Simmonds came along and brought to the agency Savoy Brown and Chicken Shack.

CB: When was the Chrysalis New York office opened?

D.S.: I opened that office in February of 1970. But at that point I spent only four or five months in New York, and the rest of the year I was either on the road or out of the country.

CB: To be a rock manager do you only have to be a businessman or are other qualifications necessary?

D.S.: Well, you can look at it in two ways: The most blase way of looking at it is that the music is a product—like any other product—and it must be sold. In this case, I'm peddling a product. There is another way of looking at it when you're dealing with a group like Procol Harum—who are not just a mere product. It is difficult for me to market an act like Procol Harum, and difficult to make them large moneymakers. Procol are an incredible musical act, but they are not a circus. And because they aren't a circus, they're hard to market. Music is inherent in Procol Harum whereas a circus is inherent in a lot of other acts—acts that have lots of stage movement and jumping around. Procol's music depends on an interplay of motions between the audience and the band. You have to sit down and be prepared to listen. You have to look at Jethro Tull and Emerson, Lake and Palmer.

CB: How often do you tour with Procol Harum?

D.S.: Every time Procol Harum is in the country I tour with them. I'm personally responsible for that particular act. They don't have a personal manager that can travel with them—Chris Wright who is in fact their personal manager is busy travelling around the world with Ten Years After, therefore, I am his proxy. As far as our other acts are concerned, I tour with them whenever they need help. When a new act comes to this country, my real job is to introduce an English manager to American ways of business.

CB: Is there any one problem you've encountered in management that keeps reoccurring?

D.S.: The major problem for us is that we spend a lot of time putting together a contract rider which specifies exactly what the groups need to put on the best show. There are a half dozen promoters in the country that you never have to worry about—but it seems to me that the average promoter never bothers to read the riders. I usually phone the promoters two or three weeks in advance of a show and then have the groups manager call a week before to make sure that everything was taken care of. What we're trying to do with our New York office is to set up a center where any promoter that is dealing with any of our acts can call and get all the information regarding the show.

CB: How much does the group contribute towards seeing that the show runs smoothly?

D.S.: Usually nothing at all. I always like to meet the groups and find out exactly what they need. The groups job begins on stage.

CB: How do you decide where to book a group?

D.S.: It's our job to put a group on stage in front of an audience that is likely to be receptive to the group's music. This sometimes involves doing things that the group wouldn't do. For example: Acts like Yes or Procol Harum shouldn't be played in large arenas. But, in order to get them maximum exposure, they have to be presented with groups like Tull and Ten Years After. This is my attempt to make the group grow. I have to put them on shows with groups that will draw more people than they will.

CB: When you set a tour for a group, must it always coincide with the release of their album?

D.S.: I have never run a tour that purposely coincided with an album release.

CB: What about Ten Years After? Their album "A Space In Time" was released just as the group came to America!

D.S.: The TYA album came out too late which was almost useless because nobody had a chance to hear the music.

CB: I can recall that when Blind Faith came in to do Madison Square Garden, their album hadn't even been played on the radio, and although they sold out well in advance, nobody had any idea as to what they would be playing.

D.S.: You cannot force an artist to comply to a rigid schedule when he's recording an album. Tours are usually booked three or four months in advance, and if the album is late, there's nothing anyone can do about it.

CB: Could you discuss for a moment the cost of an act and the ticket prices charged.

D.S.: We have a stipulation in all of our contracts stating that the top ticket price be \$5.50. Sometimes, though, a promoter will squeeze us for \$6.00. That is the highest ticket price that we've allowed so far. When we had Ten Years After at the Garden, we charged \$6.50 because of the economics—but at that show, the group made less than they normally do. As far as the booking price for a group is concerned, it's a matter of feeling things out. I discovered that everyone is happy as long as they're all making money. So what you must do is hit the promoter with a guarantee. The guarantee depends on the prior success of the group in the country. Thus, I would ask for a high guarantee in the New York area for Procol Harum, but I wouldn't ask for any in the mid west or south. Procol isn't particularly strong in the mid west or south, so by not getting a guarantee, I can concentrate on developing and strengthening those markets. For an act like Jethro Tull who are big in almost every market in the country, their price gradually increases with each tour. In a situation where the act is unknown, the act has to take some of the risk. The problem, though, is getting the promoter to do his job and promote the show. In other words, is a \$5,000 guarantee enough money to make a promoter do his job?

CB: What about some of your newer acts—do you usually like to book them with your headliners at Chrysalis or will you sometimes set up a package show to expose the act?

D.S.: I don't like the idea of packages. It doesn't allow the promoter to produce a show. I don't like people saying that we can only get the headlining act if we take two new acts. I do think that it helps the acts if they work with as many people as possible because there's an interplay between the musicians and if you play in the same order every night, the element of competition disappears. Sometimes, the stimulus of a really good opening act will make the headliners

HOLLYWOOD (Cont'd from page 26)

"Take Me Home, Country Roads" to establish an identity on his own terms.

John has discovered that having a hit single reaps certain welcome benefits. "It's not so much that having a hit record is really important to me," he explained, "but there's a kind of recognition you get. It creates a framework of interest in people. An interest in people to hear you live, and I think that this is where I'm strongest. When you get to do a two hour concert, people can naturally get more of an idea of who you are and what it is that you're doing." It has been proven that John Denver is the kind of artist who needs only an introduction, for his magic is such that it carries the ball from there. "Country Roads" has been that perfect introduction.

His performing philosophy is essentially a simple one. "As soon as you can make somebody laugh or smile," he says, "then things loosen up and it puts communication on a much more personal level." This atmosphere of intimacy, often describes as a "living-room" feeling, allows the artist not only to give his audience something of worth, but builds a mutual satisfaction as well. "I like to see people smile," John said in parting, "and it makes me feel good if I can think that I've contributed to that smile." With expanded avenues of contribution opening up for John Denver, the smiles are becoming more and more frequent. Not to mention those sunny days.

HEARD ON THE STREET—Apparently the Rolling Stones' American tour, tentatively scheduled for late this fall, is off. Nothing is certain, but the boys apparently want to hold off until sometime early in 1972. Still, don't take our word for it.

ben edmonds

work a lot harder.

CB: Would you clarify your responsibilities with Chrysalis as opposed to those of a personal manager.

D.S.: A manager has a few groups for which he has total responsibility. I don't have total responsibility for any group. I have limited responsibilities—limited to the United States—limited usually to the arrangement of tours and to advising managers by collecting information. I am also looking for American acts for Chrysalis management and also for new British acts that can be brought to America under the Chrysalis shell. My job is to help the manager of an act promote his act in the most productive way in this country. kenny kerner

NEXT WEEK: THE ROCK MANAGER INTERVIEWS, PART TWO featuring Peter Rudge, president of Track International, on The Who Tour and The Who Philosophy. Be here.

2 YEARS WAS A SHORT TIME TO WAIT! If you happen to be one of the industry members Dave Kapralik has been trying to reach in recent weeks, you've gotten this notice inscribed on a photo of Sylvester Stewart: '2 Years was a short time to wait!' As the leader and songwriter for Sly & the Family Stone, he has not been heard from in a new burst of creativity since Epic released his "Stand!" LP in April of 1969 (although Epic filled in the period with a "Greatest Hits" set last Oct.) Kapralik, manager of the group, says the "wait" is "short" because he regards Sylvester as a true creative genius, who spent the better part of the 24 month period actually living in his studio to formulate the musical concepts of the new album, due in the next few weeks. Kapralik notes that the LP is "intensely autobiographical" and infused with universal truth. "Sylvester stripped his soul bare, and what has emerged is an affirmation of life," says Kapralik. It's a far cry, Kapralik adds, from the negative, child-of-the-ghetto material found in his album, "A Whole New Thing," released in Nov. of 1967. Songs like "Underdog," "Run, Run, Run," "I Hate to Love Her" and "Bad Risk" are in marked contrast to the new set's "Africa Talks to You" (probably the title of the new album), "Smilin'" and "I'm a Poet." If there is a general message in this LP statement, Kapralik notes, it's "believe in yourself." l.l.

THE MUSIC BUSINESS BOWLING LEAGUE ROLLS ON—Cut-off date for registration for the Music Business Bowling League, brainchild of Chappell Music's g.p.m. Al Altman, has now been set at Sept. 30. It is a Trophy and Prize League that will be rolling on the runways on Tuesdays from 12:30 to 2 p.m. shortly after the cut-off date at the Roxy Lanes, 50th St and 7th Ave. There are already 14 three-man teams including all Trades, record co's and publishing houses. There is still room for eight more teams. If you're interested call Al at: PL2-4300.

OUT IN THE STREET—A startlingly unusual LP out on Merc's Vertigo: Jade Warrior. They're a trio who make the most adventurous music I've heard in a while. Beautiful flute from Jon Field (also acres of rather amazing percussion work), electric guitar from Tony Duhig and out of the ordinary vocals from Glyn Hayward. I'm just now (as I'm writing this) listening to it for the second time straight through, and it's even better this time 'round. Unfortunately, things being what they are, Jade Warrior will probably get lost, especially since originality generally counts for very little in the cruel world of the Charts. More's the pity. At least, pick one up for yourself.

There's a new double-LP Donovan set out in England, entitled "H.M.S. Donovan" and it's a real beauty. The cover is an exquisite painting, covering both front and back depicting Don amidst the real and fantasy creatures that inhabit the album's songs. In the same vein, there's also a triple fold colour poster included inside. Both were painted by Don's friends Patrick. The concept of the set relies heavily on great poem's written for children. For instance, the opening cut is "The Walrus And The Carpenter," presented as if it were a stage play, with Don doing almost all the voices. They've slowed his voice down when he's the Walrus, and speeded it up when he's one of the clams. As far as I can tell at the moment, it won't be released here. Epic's turned it down and Warner's has no plans to use it.

Speaking of Warner's, they've an LP out in England called "Say No More . . ." by Linda Lewis. It really is good and was brought to my attention by one Elton John . . . Clive Bunker, former Jethro Tull drummer and Robin Trower, former Procol Harum lead guitarist, are in the process of getting their own group together. No name as yet . . . At N.Y. Record Plant: John & Yoko, working on her next LP, Jake & the Family Jewels, Laura Nyro, with Gamble & Huff producing . . . Dick Gregory in the college circuit this month: Sept 28 at Allegheny, 29 at Boyce Campus, 30 at University of N.Y. at Potsdam . . . Henry Mancini, back in the soundtrack world, signed to compose scores three shows new this Fall to the Tube: "Cade's Country" on CBS starring Glen Ford; NBC's "Mystery Movie" and ABC's children's show, "Curiosity Shop" . . . Redbone at Civic Arena, Pittsburgh: 9/17; Long Beach Arena, Cal.: 9/24.

tape news report

Audio Mag. Buys B&H Irvine Plant

GARDENA, CAL. — Irving B. Katz, president of Audio Magnetics Corp., has announced the acquisition of the 100,000-square-foot manufacturing facility of Bell & Howell Magnetic Tape Co., of Irvine, Calif.

The acquisition of the plant enables Audio Magnetics to manufacture magnetic tape in six production facilities: Gardena and Irvine, both in California; New York, Mexico, Canada and Portugal. Audio markets products in more than 75 nations and has sales offices in Switzerland.

"The expansion of our facilities to include the technically proficient Bell & Howell manufacturing operation enables Audio Magnetics to expand and strengthen its marketing position in magnetic and video tape," Katz said. "We are now able to focus on more long-term sophisticated areas in both magnetic and video tape."

Katz said Audio Magnetics' future growth will take place in several principal areas: audio cassette, cartridge and open reel magnetic and video tape to the consumer, educational, government and industrial markets; tape related plastic products, including reels, cassettes and cartridges; prerecorded open reel; tape accessories; and other leisure/entertainment fields.

"The Bell & Howell manufacturing plant is one of the most modern tape production plants in the world," Katz said. "It is a technically perfect magnetic and video tape operation that meets the requirements of the most technological oriented company with the capability of fulfilling the needs of the consumer, industrial and educational markets."

He said the new facility in Irvine is distinctive in several areas: "it has capability in industrial audio products; open reel, cassette and cartridge manufacturing; videotape for use in consumer markets; and prerecorded open reel duplicating. It is also one of the largest manufacturers of 8-track cartridge lubricated tape in the world, and produces cassette and lubricated tape which is sold to manufacturers of recorded tapes."

The plant, which will be integrated with Audio Magnetics' domestic and international operation, has its own oxide manufacturing facility and produces its own magnetic coatings. It is able to surface treat and convert its slitting to meet requirements of industrial and consumer products.

"Their investment in technology and new product development is well known in the consumer electronics

and tape industry," Katz said. "It will continue at a high level and will provide Audio Magnetics with a strong base for moving forward in years ahead."

"Bell & Howell's penchant for technological innovations and development can be seen in the Irvine plant," Katz declared. It has a test and evaluation research center, "clean" room facilities to insure quality and low dropout levels, a slitting blade setup center to insure that all tape meets the most stringent specifications.

The testing, research, analysis and experimentation laboratories include electronic test and evaluation, organic and inorganic chemistry, optical and video centers.

"Over the years our research and development investment at Audio Magnetics has been great," Katz stated. "It is on this investment, and on our newly acquired manufacturing and marketing expertise, that our future goals depend. Our product lines never have been in a stronger competitive position. Through our new acquisition we will pursue even greater technical and engineering efficiency," he said.

British Survey Sees Tapes Beating Disks Within Five Years

LONDON — A forecast that cassettes and cartridges will overtake records within five years has been made in a survey of the hi-fi trade recently published by the Finnresearch and Financial Analysts Group. It states that cassettes and cartridges are "underdeveloped technically and commercially at the present time," but will "hold the balance of advantages over the disk" within five years.

The report envisages this progress will exert an adverse effect on the trading of British phonograph equipment manufacturers such as BSR and Garrard. These two companies export over 80% of their total production, and supply most of the world demand for turntables.

Peak-Week at GRT

SUNNYVALE, CALIF. — White Sonner, vice president of marketing for the GRT Music Tapes Division, announced that August 23-27 was the biggest order week in the company's history. The bulk of the sales were from the catalog, with strong showings also being made by the James Gang, the "London Howlin' Wolf Sessions", "Silver Tongued Devil And I" by Kris Kristofferson and "Freedom Means..." by the Dells.

"It's quite possible that what we're experiencing is a display of public confidence in the economy due to the new economic policies coming out of Washington. People have been holding onto their money until recently, but if they feel optimistic, they're more apt to invest dollars in leisure time products," Sonner said.

"Also, we've been making increased promotion efforts to capture a greater share of the market. We're confident that this week was not an isolated event, but, rather, is part of a general upswing in business that will take us right into the holiday season."

Mendes/Graham In 'Special Projects'

HOLLYWOOD — The Mendes Graham Association is moving into "special project" assignments for other companies while developing a roster of artists of its own. Companies are coming to the recently formed production company owned by Sergio Mendes and Don Graham for expertise in promotion and merchandising, reports co-owner Graham.

MGA has entered into an agreement with Mobile Fidelity Productions for promotion and marketing guidance for British vocalist Clare, whose debut single of "Saunders Ferry Lane" has been placed with A&M for distribution. MGA receives logo credit on the A&M single which is produced by Brad Miller and arranged by Don McGinnis.

A&M has also accepted another MGA related artist, Ray Sharpe. Independent producers Hal Winn and Maurice Rogers cut Sharpe doing "Another Piece of the Puzzle (Just Fell in Place)" and brought the master to MGA, which brought it to A&M's attention. Sharpe, who now resides in Ft. Worth, had a million seller several years ago with "Linda Lou."

Sergio Mendes and Mike Barrone have co-produced Angelo. MGA is presently negotiating with several labels for his distribution. The three masters were recorded at Mendes' 16-track studio, a facility which is available to all artists signed by the company.

"We have unintentionally moved into relationships with companies for promotion and marketing expertise," Graham admits. "It's come about as a result of our initial contacts with people in the industry who have solicited our merchandising aid," Graham says. "We do look to work cohesively with the staffs of record companies on special projects relating to their artists or our own."

While Mendes and Brasil 77 have been on a concert tour, Graham has been meeting with distributors, racks, one-stops and broadcasters in major markets, explaining the concept behind MGA and also promoting Brasil 77's product, including the album "Pais Tropical."

Certron Says It Cuts Losses

ANAHEIM, CALIF. — Certron Corp. has reported a third quarter operating loss appreciably less than those incurred in the first and second quarters of the year.

For the three months ending July 31, Certron incurred a loss from continuing operations of \$289,000, or \$.10 per share, on sales of \$3,613,000. For the nine months ending July 31, the loss from continuing operations was \$1,283,000 or \$.45 a share on sales of \$10,123,000.

Loss from discontinued operations, as previously reported, was \$3,940,000 bringing the total loss for the nine months period to \$5,223,000, or \$1.83 a share. In 1970, sales for the nine months ended July 31, came to \$15,968,000, with profits at \$963,000.

According to Edwin R. Gamson, Certron president, "the third quarter figures continue the improved trend of operations. While it is too soon to predict what the final quarter will bring, we strongly feel that a turnaround is being accomplished and that a return to full profitability will soon be attained."

Certron Corporation is engaged in the manufacture of audio tape, cassettes, audio and computer plastics and computer tape. Certron is also establishing itself in the growing field of computer cassettes and expects to be in the "forefront" of video cassette development as that market matures.

Golden Crest Reports Sales

NEW YORK — Sales and net income of Golden Crest Records, Inc. for the first period (13 weeks) ended July 2, were reported here by Clark F. Galehouse, president, as follows:

Net income amounted to \$67,636, or 7 cents per common share. Sales for the period were \$773,019. Comparative figures for the prior year are unavailable since the company previously reported only on an annual and biannual basis.

Golden Crest produces recordings for its own and other labels, and edits and finishes films for TV commercials.



EN-RICH-MENT—Vet drummer Buddy Rich (r) talks over his new RCA album with Manny Kellam, label's director of popular music. Rich, newly signed to an exclusive RCA contract, will have his LP released in Oct. Following it's release, he leaves for a month long European concert tour.

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See story on P. 7

COUNTRY MUSIC FEST

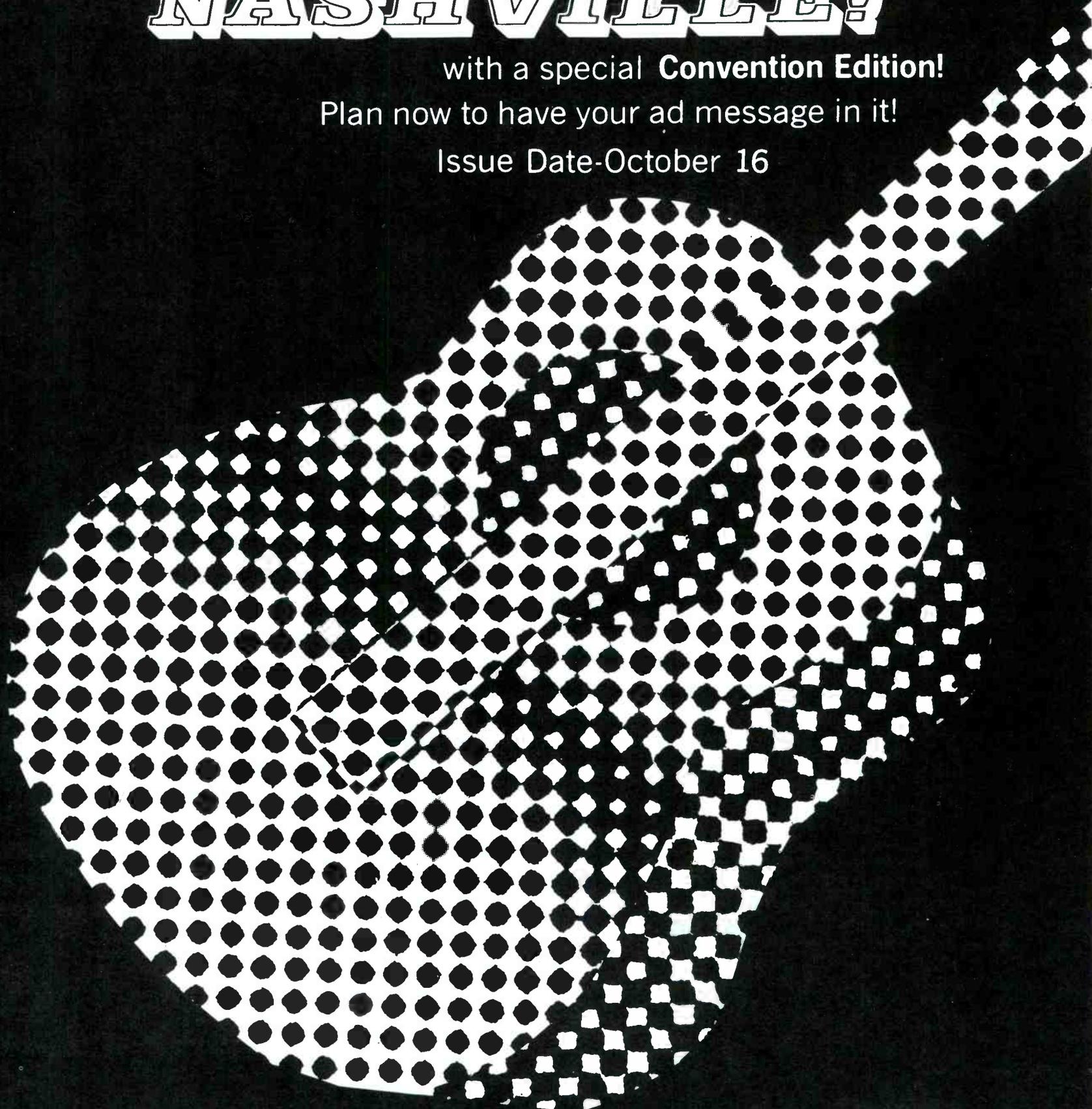
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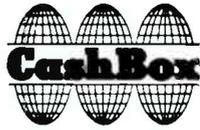


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LAST WEEK OF SEPTEMBER



Funny Lady Goldie Hawn Waxes Parton's 'Tears' In Nashville

NASHVILLE — Goldie Hawn, one of America's brightest show business celebrities, breezed into Nashville recently for an afternoon and evening of recording. Her primary mission was to record "My Blue Tears," a song Dolly Parton had written, recorded, and popularized in the country field earlier this summer.

The sessions, which featured some of Nashville's finest studio musicians, were coordinated by Louis Owens, director of Dolly Parton Enterprises, for Miss Hawn's West Coast associates, including producers Andy Wickham, Lenny Waronker, and arranger Nick De Caro.

Wickham, originally from Great Britain, is a long-time fan of country music, and he says he's particularly fond of Miss Parton and Porter

Wagoner, in whose roadshows Dolly is a special featured star. "My Blue Tears" was just one of the Dolly Parton songs Miss Hawn wanted to do, and Miss Hawn remarked frequently that she also is a Dolly Parton fan.

Before the first session began at the Jack Clement Recording Studios, Miss Hawn and her production crew visited Dolly and Porter at their offices.

When Goldie's recording of "My Blue Tears" was played for Dolly, it was hard to determine which of the two gorgeous blondes was squealing loudest. Dolly was thrilled with the recording, while Goldie was asserting that she didn't want to "stop singing it" because she liked the song so much.

Jethro Burns Solos At Masters Festival

NASHVILLE — The Masters Festival of Music, co-headlining Chet Atkins, Boots Randolph, Floyd Cramer, and guest-starring Jethro Burns (of the late Homer and Jethro team), is back in Nashville after a successful ten-day tour.

Jethro, working as a single with the Festival, has been added to the show as a regular for this season and negotiations with him are underway for 1972 appearances.

The show, now in its sixth season, racked up top attendances in Ottawa (despite rain) at the Canadian Central Exposition (12,000 for two shows), Toronto, at the Canadian National Exposition (13,000 for a single concert), and at the Nebraska State Fair in Omaha (40,000 for five appearances) in the Ak-Sar-Ben Coliseum.

Meanwhile, the Festival co-headliners have been set for a guest shot at the David Frost syndicated TVer which will be taped in New York Sept. 28th.

Nugget's Carter Stresses Promo

GOODLETTSVILLE, TENN. — Fred Carter Jr., president of Nugget Enterprises and Nugget Records reports that even though the industry is plagued with a slump and some larger manufacturers are cutting back on shipments of promo copies, his label is continuing to ship them in heavy amounts. Carter feels that this action, together with P. I. P.'s national distribution of the product has enabled his recordings of artists Harlan Howard, Carl Trent, Lester Flatt and Stringbean to gain extra airplay.

Carter's recording studio, recently up-dated to include Scully 16-track and Lewellen & Martin custom board also reports increased activities: Paul Tannen is producing Steve Young for Warner Brothers there and future dates include Capitol's Earl Ball and UA's Scotty Turner sessions for their talents.

Owens' Brass Goes Vocal

BAKERSFIELD — After three recent shows at Disneyland, The Bakersfield Brass, announced that it would start recording as a vocal as well as an instrumental group.

The Bakersfield Brass became part of the traveling Buck Owens All American Show early in 1971. Members include Dave Gray, Don Markham and Smiley Wilson; the group has released two Capitol LPs: "Buck Owens' Bakersfield Brass" and "Rose Garden."

Junior Huskey Dead At 44

NASHVILLE — The entire music industry lost one of its own with the death of Roy M. (Junior) Huskey on Wednesday, Sept. 8th. A Grand Ole Opry veteran of some twenty years, Junior (as he was affectionately known) was a victim of a sudden heat attack while sleeping. Huskey was 44.

Long relied on as one of Nashville's outstanding bass players, Junior contributed much to the formation of the Nashville Sound and continued throughout the years as a major factor in its growth, having maintained the status as the "dean" of bass players. He carried a heavy recording schedule which concluded the night of his death with a session at the Columbia studios with Tammy Wynette.

Burt, Allen Author Gospel Music History

NASHVILLE — The first and fully validated history of gospel music is now available in book form. Co-written by Jesse Burt and Duane Allen, the book is designed to fill a need and provides an intimate look at the gospel music business, an area that is presently enjoying tremendous growth and prestige.

"The History of Gospel Music" is designed as the first of an apparent series. The book discusses the heritage and history of gospel music, all night sings, conventions, milestones, the Gospel Music Association, "behind the scenes" controversies and characters and an indepth look at today's market and forecast for gospel music.

Jesse Burt, who is also co-writer with Bob Ferguson on "So You Want To Be In Music," has been instrumental in drawing a parallel between the sound of gospel music and that of country music. Duane Allen is a member of the Oak Ridge Quartet who won a Grammy in 1971 for the Best Gospel Performance.

Volume two provides invaluable information in the form of complete biographies on those who live and work in the field of gospel music.

Texas First For Irene Danner

DALLAS — Danrite Records' Irene Danner recently had the honor of opening the first saloon in Texas to open officially in 50 years, The Longbranch. Also appearing at the former site of the Aragon Ballroom was Bob William's Band.

Country Artist Of The Week: SUSAN RAYE



PITTY PATTER, HIT PLATTER—Talented and fast-rising are often used to describe new-comers to the entertainment field. These words are especially appropriate when they are applied to pretty, young singer, Susan Raye.

Susan comes from Portland, Oregon, and has recently re-located in the country music capital of the West, Bakersfield, California. Recording on the Capitol label, Susan is now starring as a regular on "Hee-Haw," which is now in syndication in almost 200 markets. Susan's first Capitol single, "Maybe If I Close My Eyes," was followed by the hit country version of "Put A Little Love In Your Heart," and a duet with Buck Owens, "We're Gonna Get Together". Her current Capitol release is "Pitty, Pitty, Patter", produced by Earl Ball. Booking is by OMAC Artist Corporation.

Stan Dee Party Held; Marino In Nashville

BELTSVILLE, MD. — Stan Dee, Country Showcase recording artist was recently honored by a cocktail party here attended by over two hundred fans and friends, given in honor of his latest release, "It's Cold In San Francisco." The Stan Dee Fan Club presented the performer with a plaque and cake decorated for the occasion, depicting the scene suggested by the tune.

Country Showcase Records recorded again in Nashville this past week; Ricci Marino produced his own material. One of his tunes, "Gwen, Congratulations," has been nominated as Best Song and Best Record Of The Year by the Country Music Association.

Slim Whitman In 2-Wk Irish Tour

NEW YORK — United Artists Records' Slim Whitman whose first Irish tour last year proved to be one of the most successful ever by a visiting artist, returned there last week for 14 days of engagements starting at Belfast's Ulster Hall followed by a booking at Dublin's famed National Stadium.

Slim Whitman has long ranked as one of the world's bestselling country vocalists. His current UA single is "It's A Sin To Tell A Lie," and will soon be followed by an LP with the same title.

Caprice Records Formed By Lewis

NASHVILLE — R. E. (Don) Lewis announced the creation of Caprice Records, a label to be involved mainly with country and top 40 product.

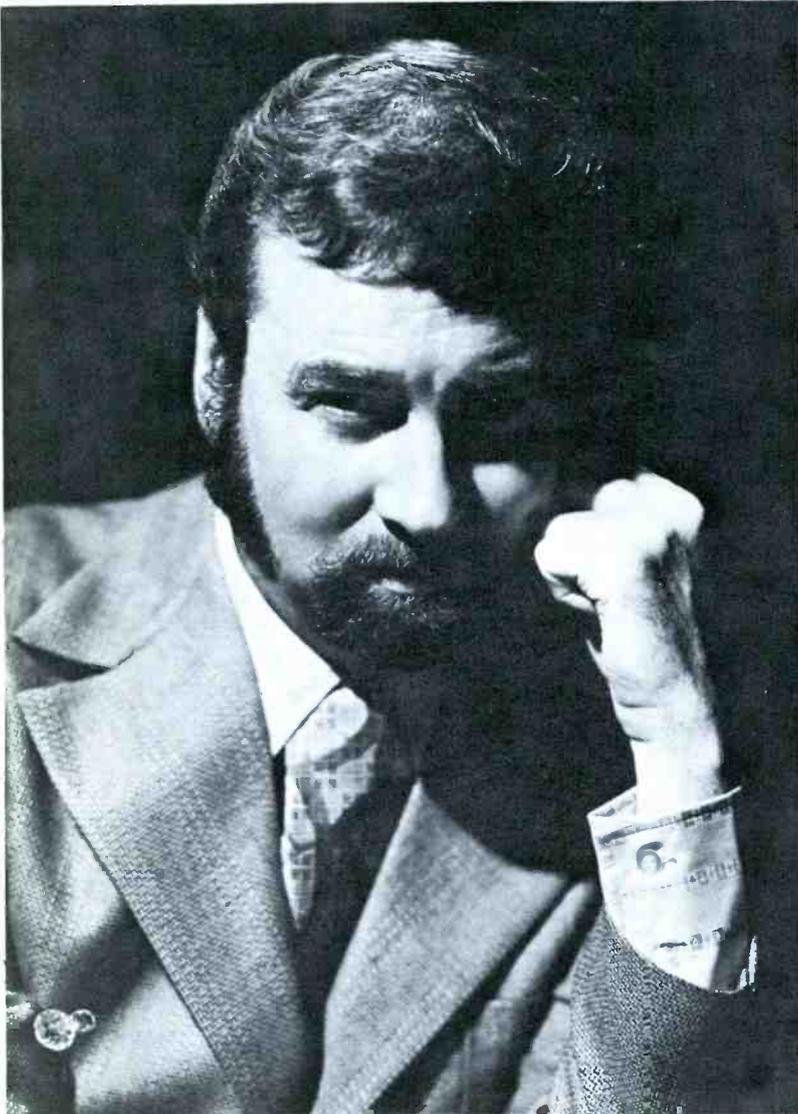
The first release, "One Way Ticket To Dallas" by Randy Collier of Mobile, Alabama, is already receiving air play in secondary markets. The record was produced by Lewis at Creative Workshop in Nashville. George Cooper III is handling national promotion. Caprice will release a limited group of records including a single by a major country artist to be announced shortly.

Wright Waxes Five At Sumet Studios

DALLAS — Veteran agent-producer Charles Wright has announced that he is currently producing five country acts for Danrite Records at Sumet Sound Studios here during this month.

Set for sessions are Sherman Beam of Little Rock, Buddy Meredith of Rapid City, South Dakota, Dusty White from Pine Bluff, Arkansas, Danrite's leading songstress Irene Danner and Dallas' Chuck Gray. Danrite Records is being promoted through Murray Nash of Nashville.

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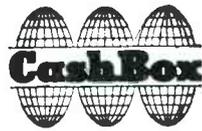


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Country Top 65

- | | | | | | |
|----|---|----|----|---|----|
| 1 | EASY LOVING
Frddie Hart (Capitol 3115)
(Blue Book—BMI) | 1 | 33 | DON'T LET HIM MAKE A MEMORY OUT OF ME
Billy Walker (MGM 14268)
(Hill & Range SPR—BMI) | 32 |
| 2 | GOOD LOVIN' (MAKES IT RIGHT)
Tammy Wynette (Epic 10759)
(Algee—BMI) | 2 | 34 | AFTER ALL THEY USED TO BELONG TO ME
Hank Williams Jr. (MGM 14277)
(Hank Williams Jr.—BMI) | 49 |
| 3 | THE YEAR THAT CLAYTON DELANEY DIED
Tom T. Hall (Mercury 73221)
(Newkeys—BMI) | 4 | 35 | COUNTRY GIRL WITH HOT PANTS ON
Leona Williams (Hickory 1606)
(Milene—ASCAP) | 40 |
| 4 | QUITS
Bill Anderson (Decca 32850)
(Stallion—BMI) | 5 | 36 | TREAT HIM RIGHT
Barbara Mandrell (Columbia 45391)
(Don Music—BMI) | 24 |
| 5 | PITTY, PITTY, PATTER
Susan Raye (Capitol 3129)
(Blue Book—BMI) | 9 | 37 | BACK THEN
Wanda Jackson (Capitol 3143)
(Duchess—BMI) | 42 |
| 6 | SOMEDAY WE'LL LOOK BACK
Merle Haggard (Capitol 3112)
(Blue Book—BMI) | 6 | 38 | THE RIGHT COMBINATION
Porter Wagoner & Dolly Parton
(RCA 9994) (Owepar—BMI) | 31 |
| 7 | WHEN HE WALKS ON YOU
Jerry Lee Lewis (Mercury 73227)
(Blue Crest/Hill & Range—BMI) | 7 | 39 | NO NEED TO WORRY
Johnny Cash & June Carter (Columbia 45431) (J. M. Henson—SESAC) | 46 |
| 8 | YOU'RE LOOKING AT COUNTRY
Loretta Lynn (Decca 32851)
(Sure Fire—BMI) | 10 | 40 | LOVE'S OLD SONG
Barbara Fairchild (Columbia 45422)
(Duchess—BMI) | 44 |
| 9 | I'D RATHER BE SORRY
Ray Price (Columbia 45425)
(Buckhorn—BMI) | 15 | 41 | FLY AWAY AGAIN
Dave Dudley (Mercury 73225)
(Addel—BMI) | 50 |
| 10 | DREAM LOVER
Billy "Crash" Craddock (Cartwheel)
196 (Hudson Bay, Hill & Range
Screen Gems/Columbia—BMI) | 3 | 42 | THE CHOKIN' KIND
Diana Trask (Dot 17384)
(Wilderness—BMI) | 45 |
| 11 | BRAND NEW MISTER ME
Mel Tillis & The Statesiders (MGM 14275) (Sawgrass—BMI) | 17 | 43 | THE MORNING AFTER
Jerry Wallace (Decca 32859)
(4 Star—BMI) | 54 |
| 12 | I'M JUST ME
Charlie Pride (RCA 9996)
(Tree—BMI) | 8 | 44 | IF THIS IS OUR LAST TIME
Brenda Lee (Decca 32848)
(Blue Crest—BMI) | 47 |
| 13 | LEAVIN' AND SAYIN' GOODBYE
Faron Young (Mercury 73220)
(Tree—BMI) | 18 | 45 | PLEDGING MY LOVE
Kitty Wells (Decca 32840)
(Lion—BMI) | 38 |
| 14 | HERE I GO AGAIN
Bobby Wright (Decca 32839)
(Contention—SESAC) | 14 | 46 | IF YOU THINK THAT IT'S ALL RIGHT
Johnny Carver (Epic 10760)
(Green Grass—BMI) | 48 |
| 15 | CEDARTOWN, GEORGIA
Waylon Jennings (RCA 1003)
(Tree—BMI) | 21 | 47 | THE NIGHT MISS NANCY ANN'S HOTEL FOR SINGLE GIRLS BURNED DOWN
Tex Williams (Monument 8503)
(House of Cash—BMI) | 51 |
| 16 | HOW CAN I UNLOVE YOU
Lynn Anderson (Columbia 45429)
(Lowery—BMI) | 25 | 48 | INDIAN LAKE
Freddy Weller (Columbia 45388)
(Pocketful of Tunes—BMI) | 27 |
| 17 | GOOD ENOUGH TO BE YOUR WIFE
Jeannie C. Riley (Plantation 75)
(Belwin Mills—ASCAP) | 11 | 49 | HONKY-TONK STARDUST COWBOY
Bill Rice (Capitol 3156)
(Jack & Bill—ASCAP) | 59 |
| 18 | THE MARK OF A HEEL
Hank Thompson (Dot 17385)
(Central—BMI) | 19 | 50 | KOKO JOE
Jerry Reed (RCA 1011)
(Vector—BMI) | — |
| 19 | I DON'T KNOW YOU (ANYMORE)
Tommy Overstreet (Dot 17387)
(Shenandoah, Terrace—ASCAP) | 30 | 51 | HANGING OVER ME
Jack Greene (Decca 32863)
(Tree—BMI) | 63 |
| 20 | THE LAST TIME I SAW HER
Glen Campbell (Capitol 3123)
(Warner/Tamerlane—BMI) | 20 | 52 | I'M GONNA ACT RIGHT
Nat Stuckey (RCA 1010)
(Cedarwood—BMI) | 57 |
| 21 | ROLLIN' MY SWEET BABY'S ARMS
Buck Owens & The Buckaroos (Capitol 3146) (Blue Book—BMI) | 28 | 53 | OPEN UP THE BOOK (AND TAKE A LOOK)
Ferlin Husky (Capitol 3165)
(Lowery—BMI) | 65 |
| 22 | I WONDER WHAT SHE'LL THINK ABOUT ME LEAVING
Conway Twitty (Decca 32842)
(Blue Book—BMI) | 12 | 54 | I'LL FOLLOW YOU (UP TO OUR CLOUD)
George Jones (Musicor 1446)
(Glad Music—BMI) | — |
| 23 | THERE MUST BE MORE TO LIFE THAN GROWING OLD
Jack Blanchard & Misty Morgan
(Mega 0031) (Hall-Clement, Birdwalk—BMI) | 26 | 55 | A SONG TO MAMA
Carter Family (Columbia 45428)
(House of Cash, Oak Valley—BMI) | — |
| 24 | SATURDAY MORNING CONFUSION
Bobby Russell (United Artists 50788)
(Pix Russ—ASCAP) | 22 | 56 | WE'VE GOT EVERYTHING BUT LOVE
David Houston & Barbara Mandrell
(Epic 10779) (Algee—BMI) | — |
| 25 | MY BLUE TEARS
Dolly Parton (RCA 9999)
(Owepar—BMI) | 13 | 57 | PENCILMARKS ON THE WALL
Henson Cargill (Mega 0030)
(Free Verse—ASCAP) | 53 |
| 26 | THE PHILADELPHIA FILLIES
Del Reeves (United Artists 50802)
(Milene—ASCAP) | 23 | 58 | I WILL DRINK YOUR WINE
Buddy Alan (Capitol 3146)
(Blue Book—BMI) | 62 |
| 27 | LOVING HER WAS EASIER (THAN ANYTHING I'LL EVER DO AGAIN)
Roger Miller (Mercury 73230)
(Combine—BMI) | 34 | 59 | RINGS
Tompall & The Glaser Bros.
(MGM 14291) (Unart—BMI) | — |
| 28 | BRIGHT LIGHTS, BIG CITY
Sonny James (Capitol 3114)
(Conrad—BMI) | 16 | 60 | CONGRATULATIONS (YOU SURE MADE A MAN OUT OF HIM)
Arlene Harden (Columbia 45420)
(Crosskeys—ASCAP) | 56 |
| 29 | IT'S A SIN TO TELL A LIE
Slim Whitman (United Artists UA 50806) (Bregman, Vocco & Conn—ASCAP) | 37 | 61 | FOR THE KIDS
Sammi Smith (Mega 0039)
(Evil Eye Music—BMI) | — |
| 30 | PICTURES
Stattler Bros. (Mercury 73229)
(House of Cash—BMI) | 41 | 62 | SOMEONE STEPPED IN
Webb Pierce (Decca 32855)
(Brandywine—ASCAP) | 64 |
| 31 | ONE NIGHT OF LOVE
Johnny Duncan (Columbia 45418)
(Pi-Gem—BMI) | 29 | 63 | MUDDY BOTTOM
Osborne Bros. (Decca 32864)
(House of Bryant—BMI) | — |
| 32 | BE A LITTLE QUIETER
Porter Wagoner (RCA 1007)
(Owepar—BMI) | 43 | 64 | IF I HAD YOU
Bobby Lewis (United Artists 50791)
(Passkey—BMI) | 55 |
| | | | 65 | MR. & MRS. UNTRUE
Johnny Russell (RCA 1000)
(Pocketful of Tunes—BMI) | 58 |

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COMES
HONEY
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Top Country Albums

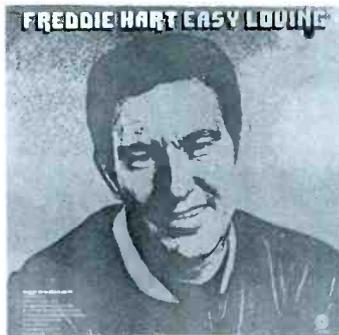
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|----|---|----|----|--|----|
| 1 | RUBY
Buck Owens & The Buckaroos
(Capitol ST 795) | 1 | 16 | WE SURE CAN LOVE EACH OTHER
Tammy Wynette (Epic E 30658) | 14 |
| 2 | THE SENSATIONAL SONNY JAMES
(Capitol ST 804) | 3 | 17 | ONLY A WOMAN LIKE YOU
Nat Stuckey (RCA LSP 4559) | 19 |
| 3 | YOU'RE MY MAN
Lynn Anderson (Columbia C 30793) | 4 | 18 | LONESOME
Sammi Smith (Mega M 31) | 22 |
| 4 | THE BEST OF PORTER WAGONER & DOLLY PARTON
(RCA LSP 4556) | 5 | 19 | ROSE GARDEN
Lynn Anderson (Columbia C 30411) | 18 |
| 5 | SOMEDAY WE'LL LOOK BACK
Merle Haggard & The Strangers
(Capitol ST 335) | 10 | 20 | I WANNA BE FREE
Loretta Lynn (Decca DL 75282) | 15 |
| 6 | I'M JUST ME
Charley Pride (RCA LSP 4560) | 2 | 21 | NEXT TIME I FALL IN LOVE (I WON'T)
Hank Thompson (Dot DOS 25991) | 20 |
| 7 | THE LAST TIME I SAW HER
Glen Campbell (Capitol SW 733) | 7 | 22 | WHEN YOU'RE HOT YOU'RE HOT
Jerry Reed (RCA LSP 4506) | 21 |
| 8 | MAN IN BLACK
Johnny Cash (Columbia C 30550) | 9 | 23 | DID YOU THINK TO PRAY
Charley Pride (RCA 4513) | 25 |
| 9 | SINGS LEAVIN' AND SAYIN' GOODBYE
Faron Young (Mercury SR 61354) | 12 | 24 | HE'S SO FINE
Jody Miller (Epic E 30659) | 27 |
| 10 | TOUCHING HOME
Jerry Lee Lewis (Mercury SR 61343) | 6 | 25 | PICTURES OF MOMENTS TO REMEMBER
Statler Bros. (Mercury SR 61349) | 29 |
| 11 | I WONDER WHAT SHE'LL THINK ABOUT ME LEAVING
Conway Twitty
(Decca DL 75292) | 16 | 26 | I'VE GOT A RIGHT TO CRY
Hank Williams Jr. (MGM SE 4774) | — |
| 12 | I WON'T MENTION IT AGAIN
Ray Price (Columbia C 30510) | 8 | 27 | IN SEARCH OF A SONG
Tom T. Hall (Mercury SR 61350) | — |
| 13 | JEANNIE C. RILEY'S GREATEST HITS
(Plantation PLP 13) | 13 | 28 | PITTY, PITTY, PATTY
Susan Raye (Capitol ST 807) | 30 |
| 14 | THE INCREDIBLE ROY CLARK
(Dot DOS 25990) | 11 | 29 | TODAY
Marty Robbins (Columbia C 30816) | — |
| 15 | TAMMY'S GREATEST HITS VOL. II
Tammy Wynette (Epic E 30733) | 17 | 30 | TOMMY OVERSTREET
(Dot DOS 25992) | 23 |



Country LP Reviews

EASY LOVING—Freddie Hart—Capitol ST-838

For whatever other reasons we may someday recall 1971, it will be remembered by country fans as the year Freddie Hart stopped paying his dues and began to draw the interest he has deserved for so long. Leading off with his #1 single, "Easy Loving," Freddie gives everything to both his own tunes and those of Buck Owens ("Without You") and Homer Joy, whose "California Grapevine" provides the zenith in this album full of high points. His composition of "Write It All" should also get considerable attention. LP is destined for top of the LP charts, and pop crossover now evidenced on his single should add to its acceptance.



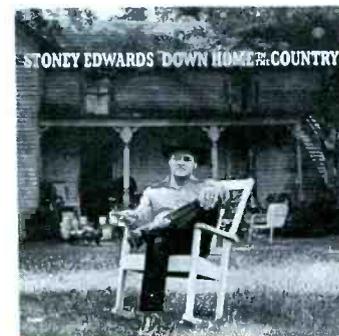
PICKIN' MY WAY—Chet Atkins—RCA LSP-4585

There's hardly a commodity easier to listen to than a Chet Atkins LP. His latest presents a broad range of artful, flowing instrumental cuts, including Simon & Garfunkle's "The Boxer," Paul McCartney's "Junk" and standards like "Lover Come Back To Me" and "When You Wish Upon A Star." The two sides of his new single are here ("Black Mountain Rag," "Wabash Blues") as are two tunes highlighting the production and pickin' of Jerry Reed: "I Never Knew" and "Floatin' Down To Cotton Town." A programmer's joy and a must-stock item with long-lasting sales potential.



DOWN HOME IN THE COUNTRY—Stoney Edwards—Capitol ST-834

Stoney's following continues to grow, and the rocky part of his road to glory is at its end. John Schweers who wrote "Odd-Job Dollar-Bill Man," his latest single included here also did right by Edwards in a fine tune called "Dixie Boy." The singer really excels on the ballad material such as Ray Sanders' "Beyond A Shadow Of A Doubt" and his own "Our Garden Of Love." Now that Charley Pride has long since broken the color barrier in country music, Stoney's talents can be recognized for what they are—a country boy's hopes (tinged with a bit of old-fashioned stubbornness in taking things as they are until they get better) translated into songs that live.



C & W Singles Reviews

Picks of the Week

SONNY JAMES (Capitol 3174)

Here Comes Honey Again (2:32) (Marson Inc., BMI—S. James, C. Smith)

How many #1 records has he had? Well, most of us have lost count, but this makes one more. A departure from the "Bright Lights, Big City" groove, this is a beautiful ballad which will have no trouble maintaining The Southern Gentleman in the manner to which he has grown accustomed. Flip: "The Only Ones We Truly Hurt" (2:22) (same credits).

CONNIE SMITH (RCA 74-0535)

I'm Sorry If My Love Got In Your Way (2:13) (Blue Crest Music, BMI—D. Frazier, S. Shafer).

That Dallas Frazier has done it again for this "Where Is My Castle" gal. Another hit for Connie penned by the country genius ably produced by Bob Ferguson with instrumentation that fits the material perfectly. Flip: "Plenty Of Time" (3:05) (Harvest Time, SESAC—C. McClean)

LORETTA LYNN & CONWAY TWITTY (Decca 32873)

Lead Me On (2:24) (Shade Tree, BMI—L. Copeland)

New song for country's leading vocal duo is right there where country tunes ought to be. Ballad is given an honest moving reading by the pair and it should storm the charts almost immediately. Flip: "Four Glass Walls" (2:10) (Sure-Fire Music, BMI—S. Higgins).

JODY MILLER (Epic 10785)

Baby I'm Yours (3:09) (Blackwood Music, BMI—V. McCoy)

Jody takes another trip down r&b archives road to come up with a country winner, formerly a pop crossover hit for Barbara Lewis. While Billy Sherrill's production is country, tune could go pop again in Jody's hands. She's so fine. Flip: no info. available.

JAMES ALLEN (Mercury 73242)

Haven't You Heard (2:36) (Tree, BMI—R. Lane, W. Kemp)

Solid material comes in for its finest treatment to date and this should be the version of the oft-recorded divorce tune to make it high on the charts. James Allen will establish himself as a first-rate talent with this one, through the guidance of Ace of Hearts Productions. Flip: "The Devil Made Me Do That" (2:49) (Unichappell Music, BMI—J. Owen)

JOHNNY PAYCHECK (Epic 10783)

She's All I Got (2:53) (Jerry Williams/Excellorec Music, BMI—J. Williams Jr., G. Bonds)

This one wins the most infectious record of the week award, hands down. R&B material from Swamp Dogg, penned by Gary "U. S." Bonds might seem an unlikely country vehicle, but Paycheck should have his biggest ever with it, and will be welcomed back to the charts with strong sales response. Flip: no info. available.

LIZ ANDERSON (Epic 10782)

It Don't Do No Good To Be A Good Girl (2:30) (Greenback Music, BMI—L. Anderson)

Recently signed to the label, Liz does a fine job on her own composition about another good girl goin' bad 'cause she has to. Should be a good selling disk and chart action is guaranteed. Flip: no info. available.

RED LANE (RCA 74-0534)

Set The World On Fire (With Love) (2:21) (Tree, R. Lane, L. Henley, J. Slate)

The guy who most recently was charted with "The World Needs A Melody" has co-written another message song which likewise should prove a winner. A fine picker, singer and songsmith, it's all there in the right combination. Flip: "They Don't Make Love Like They Used To" (3:12) (Tree, BMI—Lane)

Best Bets

STONEY EDWARDS (Capitol 3191)

Odd-Job Dollar-Bill Man (2:31) (Central Songs, BMI—J. Schweers) Single culled from his latest LP blends the goodness of a Kristofferson-like tune with a Charlie Pride-type delivery. Chart contender which will help album sales and vice versa. Flip: "The Fishin' Song" (2:13) (Central Songs, BMI—S. Edwards, G. Stanley)

KENNI HUSKEY (Capitol 3184)

A Living Tornado (2:34) (Blue Book Music, BMI—I. Cargill) Kenni's definitely a woman and she proves she's a powerful singer as well on her debut disk about a different kind of weatherman. Airplay could spark considerable chart action. Flip: "Only You Can Break My Heart" (2:25) (Blue Book Music, BMI—B. Owens)

GLEN SHERLEY (Mega 615-0041)

Pud 'N' Tane (2:26) (House Of Cash, BMI—G. Sherley, H. Sanders) Sounds like an up-beat "Big Bad John" and Glen should get a chart shot out of this as well as the flip side, a bouncy gospel-influenced ballad. Flip: "Look For Me" (2:25) (same credits).

CHET ATKINS (RCA 74-0536)

Black Mountain Rag (2:34) (Acuff-Rose, BMI—T. Magness) Country standard comes in for some fine instrumentation under the master's hand and provides a change of pace programmer for broadcasters and juke box operators. From his latest LP. Flip: "Wabash Blues" (2:56) (Leo Feist, ASCAP—F. Meinken, D. Ringle)

DUANE DEE (Cartwheel 200)

How Do You Mend A Broken Heart (3:19) (Casserole/Tamerlane, BMI—B. & R. Gibb) Country interpretation of Bee Gees' #1 pop tune should be in for some airplay and possible chart position. Dee will gain a larger following as a result of each. Flip: "Georgeanna" (Wilderness Music, BMI—S. Milete)

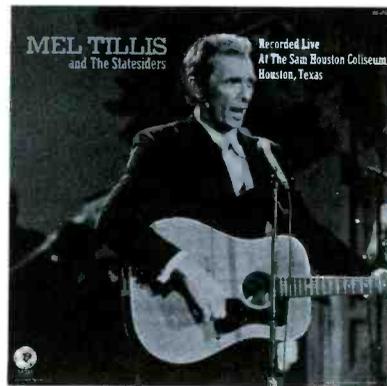
PATSY KAYE & THE KISTNERS

Spin Little Record (3:15) (Vertig/Scat Music, BMI—K. Holoohan) This San Francisco country disk could have considerable regional appeal and juke box interest as it deals with a song playing the John Standish role. Flip: "Oopsy Daisy" (3:12) (same credits).

TILLIS,

New Single

Brand New Mister Me (K-14275)



New Album

Recorded Live At The Sam Houston Coliseum, Houston, Texas (SE-4788)

MEL

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Cash Box Country Roundup

Dickey Lee says, "Country music is the only kind of music where you can sit down by yourself and entertain without having to have 50 amps behind you. Country music's soul is simplicity" . . . On Sept. 28 the Gardner Webb College will confer a Doctor of Humanities Degree on Johnny Cash, marking the first time a country music entertainer has been so honored, and the first time that the college has ever conferred a Doctorate on any entertainer. Johnny and his entire show will perform at a concert in the football stadium that morning, and the degree will be conferred during the Academic Convocation to be held that afternoon. Gardner Webb College is maintained by the Baptist Convention of North Carolina, and chose to honor Johnny in this manner due to his many efforts on behalf of prisoners and the oppressed.

Frances Preston, vp of Broadcast Music, Inc. and head of BMI's southern office has been appointed by Tennessee Governor Winfield Dunn to a special Blue Ribbon Economic Development Committee. The 17 member panel, to be headed by Dr. W. H. Rachels of Memphis, will study current economic trends of the State and recommend ways to improve the level of per capita income. Mrs. Preston is the only woman serving on the committee and one of few women in the State to be chosen to serve on a Statewide project . . . The winner of one of the most coveted awards in the country music industry, the Hall of Fame Award, will be revealed over the NBC Network at 9 pm Oct. 10th. The top five nominees for 1971 are Chet Atkins, Owen Bradley, Jimmie Davis, Art Satherly, and Kitty Wells.

The Buck Owens Ranch Show will

be carried this season on the six network facilities of the Armed Forces Radio and Television Service around the world for U.S. servicemen and their dependents . . . The Gospel Music Association is planning an extra special edition of Good News, the official publication, for October release. They plan to have enough available for each DJ who attends WSM's Grand Ole Opry celebration which follows the National Quartet Convention by one week . . . The Mike Curb Congregation has been signed by exec producer Nick Sevano to appear regularly on CBS-TV's Glen Campbell Show . . . Bobby Fischer, who quit his job in Illinois with eighteen years seniority, to try his hand at song writing in Nashville has had one tune recorded by Dave Dudley, "Through Hell and Half of Georgia," the writer's first major release. Little Jimmy Dickens also just recorded one of his songs. Bob writes for Barlow Music in Nashville.

In three shows at Knott's Berry Farm's impressive new John Wayne Theater, Boddy Alan recently packed in more than 5,000 people . . . The University of Arkansas invited Leon McAuliff to appear with the university's marching band on Sat. Sept. 11th. The entire show at half-time was devoted to country music with Leon as featured soloist performing his famous "Steel Guitar Rag." The 128 member band also played "Wabash Cannonball," "Movin' On," "You Are My Sunshine," and "Wichita Lineman." Tennessee State Governor Winfield Dunn attended the taping of Porter Wagoner's television show Tuesday night, Aug. 31st. at the Nashville studios of WSM-TV. He later remarked that he was there as an admirer and fan of Wagoner's.

ary of John L. Sullivan Enterprises, Inc.

In making the announcement, Sullivan cited that the formation of Janel Records is an indication of the continued growth of the parent company's successful endeavors in the music publishing field with Asakece Music, Inc. and Ai-Sinyan Music, Inc.

Sullivan Forms Janel

NASHVILLE — Janel Records, Inc., a new company aimed at handling custom recording sessions, has been formed by John L. Sullivan. The new Nashville-based company, which will fall under the management of John Paul Jones, will operate as a subsidi-

Governor Dunn recently was made the first "Honorary Wagonmaster," in a ceremony at the Tennessee State Capitol. The Wagonmasters is Wagoner's band, formed 20 years ago.

Brenda Lee writes from Las Vegas, where she is headlining at the Fremont Hotel, that she realized a lifelong wish, to meet Elvis Presley who is also a headliner at the International . . . RCA recording star Jim Ed Brown has joined ASCAP as a writer-publisher member. Brown first gained fame with the hot recording act, The Browns, which also featured his sisters, Bobbie and Maxine. They had numerous hit records before Jim Ed pursued a solo career which has taken him to the top of the country music and pop charts . . . Tommy Ptak has been appointed manager of the newly opened branch of Sue-Mirl. Sixteenth Avenue, and Peach Music publishing firms in Greenville, South Carolina. In making the joint announcement of Ptak's appointment, Slim Williamson, president, and Vance Bulla, general manager of the Nashville-based firms, noted the tremendous activity increase in the country and gospel fields in the southern states area. Before his appointment to the Greenville post, Ptak, a native of Mississippi, was chief engineer and announcer at WBLW in Royston, Georgia.

Epic artist, Murry Kellum whose current release is "Joy to the World" has signed an exclusive representation agreement with One Neters, Inc., Nashville-based talent/booking complex . . . Mega president, Brad McCuen and executive vp Bruce Davidson, recently signed an exclusive arrangement with Bob Wilson, president of Target Records, whereby Mega will distribute for the North Carolina-based firm.

The purchase of Topic Records, a Nashville-based company backed by several top Tennessee business executives, has been announced. Merv Shiner, well-known entertainer-performer figure in Nashville's recording industry for ten years, has been appointed general manager of the record company and will also administrate the firm's publishing companies. Prior to his new affiliation, Shiner was associated with Certron's Nashville offices. Working with Shiner will be Dorothy Gable, former curator of the Country Music Hall of Fame . . . Connie Hurt has just reported as secretary to Jerry Bradley, assistant to Chet Atkins at RCA in Nashville . . . The biggest combined audience total in his career (18,000) crowded into the Manassas, Va. fairgrounds last week to see Del Reeves and his Good Time Charlies band perform. The UA artist was able to claim all the glory, being the only act on the bill.

RCA artist Jim Ed Brown's new single release, entitled "She's Leaving," makes its domestic bow as he, ironically, is leaving the country for a 10-day European tour . . . Stan Hitchcock, playing the Ohio State Fair in Columbus, worked consecutive days with Johnny Cash and Tom Jones before equally sold out grandstands . . . Tommy Overstreet's number one hit on the Dot label, "Gwen (Congratulations)" is reported to be a top-selling tune coast-to-coast in Canada, according to RPM, authoritative Canadian trade journal. According to Dot execs, the Canadian pulse usually forbodes English tastes across the sea.

Buck Owens said today that he's looking forward to playing in the Music City Pro-Celebrity Golf Tournament which will be held in Nashville Oct. 9-10. Buck's reported in good form, playing in the low to middle seventies and he plans to really swing on the greens . . . United Artists record star, Bobby Lewis, was honored by his home town, Hodgenville, Kentucky, Sept. 5 with the first annual Bobby Lewis Day. Bobby's current record for United Artists is "If I Had You" . . . The Country

Cavaleers, who have been getting "Beatle"-type reception of their act have just signed with the Joe Taylor Agency . . . Maggie Cavender has moved her office in Music City to 719-A 17th Avenue, South.

Hank Thompson and his Brazos Valley Boys with Curtis Potter will be featured at the Pendleton, Oregon Round-Up Sept. 15-16. The event is rated as one of the top rodeos in existence . . . Sept. 18-20, when Sonny James and his Southern Gentlemen are the opening grandstand attraction at the Western Washington Fair in Puyallup, marks only the second time in the 68 year history of the fair that a country music attraction has been presented there . . . Chubby Howard, who records for Wasp Records recently appeared with Pat Roberts and the Evergreen Drifters on the Roy Clark-Conway Twitty shows in Portland, Seattle, and Vancouver B.C. Anthony Armstrong Jones was an added feature on the bill. Howard and Roberts will also play the North Central Washington Fair in Waterville with Sheb Wooley on Sept. 18th.

Paula and the Sun Downers, teenage country band from Tacoma, Washington, performed on a special show recently at the Seattle Opera House that starred Sheb Wooley. The event was a feature of the Seafair "Festival of the Arts" . . . Chuck Wheeler, former music director of WTOG, Toledo, has joined the staff of WCKN . . . Tammy Wynette and George Jones have just completed a week of shows for the military boys stationed at Goose Bay, Labrador and are set to finish out the month in the eastern U.S. and Canada . . . Joni Twitty, daughter of Mr. and Mrs. Conway Twitty, has been chosen as "International Miss Charm." The presentation Houston, was made on the basis of beauty, talent, poise, and personality. Joni sang and danced for her talent presentation which her father, Conway, helped her arrange. . .

Clyde Pitts, one of Nashville's top songwriters, has joined with Faron Young and Billy Deaton in a new publishing venture. In the last thirty days Clyde has had songs recorded by Conway Twitty and Jerry Lee Lewis, Jody Miller ("You Number Two"), Jeannie Seely ("Another Heart For You To Break") as well as "The Waitress" by Ray Pillow, and "Don't Liberate Me, Love Me" in Tammy Wynette's latest album. Other great songs written by Clyde are "Even The Bad Times Are Good" and "Sweetheart of the Year" . . . Little Richie Johnson is working on several new singles. New disks include Sonny Curtis, Kay Adams, Micki Griffin, Fred Limpens, Faron Young, and others.

The Statler Brothers, Mercury recording artists, are preparing for an overseas tour in September where they will appear with The Johnny Cash Show in Sweden, Norway, Denmark, Scotland, and England. On their return they will head for Dallas, Texas on Sept. 24th where they appear with the Billy Graham Crusade. The Statler's latest single on Mercury is "Pictures", taken from their new album, "Pictures of Moments To Remember." . . . R. Jason Neal is a "new" agent at The Neal Agency. Son of Sonny Neal, vp and wife Joan, Jason checked into the world on Aug. 19th. Jason's appearance makes the eighth grandchild for Bob and Helen Neal . . . Artists now set to play in the Music City Pro-Celebrity Golf Tournament Oct. 9-10 are Tennessee Ernie Ford, Buck Owens, Ray Stevens, J. D. Sumner, Faron Young, Glen Campbell, Chet Atkins, Charley Pride, Bob Luman, Merle Haggard and Charlie Walker.

Promotional packages and entry forms for the annual Country Music Month radio station contest will be mailed in early September. The kit will contain the new jingles, as well as voice promotional spots by country music artists and promotion ideas.



KERSHAW ON THE KILLEN FLOOR—Doug Kershaw (left), Warner Brothers recording artist has just completed a new album under the direction of veteran producer, Buddy Killen (right) at Nashville's new Soundshop Recording Studio, which was recently co-purchased by Killen.

RCA UK's 'Sound Of Success' Climaxes Strongest Year Yet

LONDON — "The Sound Of Success" proved to be a timely tag to attach to RCA's UK record division annual sales conference at Bowater House, Knightsbridge, London, on Sept. 3. To underline the "Sound Of Success" theme, a seven-inch disk featuring excerpts from RCA's 1971 hits was distributed to the sales force attending the conference.

Marketing manager Geoff Hannington revealed that the past year had been RCA's most successful since its independent operation was established in Britain.

"After seven months we have arrived at a position of some strength," he told the delegates. "In June, July and Aug., the company exceeded the sales budget for the first time in its history, and our success this year has brought many producers, managers and agents of a very high quality to us with their product."

New marketing campaigns and innovations for the fall and beyond will include a mid-price cassette series called Caprice; the first Red Seal classical marketing campaign and the release of material from the French Harmonia Mundi catalog of Baroque and avant-garde repertoire; adoption of the Dolby system of noise reduction for all RCA cassettes from Sept., and promotion drives on Jefferson Airplane and their Grunt label, Irish folk thrush Gillian McPherson, Barclay artist Memphis Slim, Vanguard stars Buffy Sainte Marie and Country Joe McDonald, Nilsson, Jim Reeves and progressive Neon label acts Centipede, Raw Material and Gnidrilog.

Hannington states that RCA had met with "total" success in its earlier objectives of establishing new British acts, improving chart mileage with American singles, and wresting a significant increase in the company's market share. Efforts were continuing to gain a foothold in the contemporary field through the Neon label, although Hannington admitted that it "was not 100% successful yet."

There would be more effective exploitation of the rich RCA back catalog, and a drive to boost the company's market share in the budget, pre-recorded tape and classical areas. A June through August cassette campaign had upped sales by 300%, and a tape sales force has been established to push this product through non-record outlets.

The Caprice mid-price cassettes will make their bow in October, retailing at £1.75 (\$3.55) and drawn from the RCA International and Victrola catalogs. Artists included in the seventy-five tapes planned for issue by the end of the year are Henry Mancini, Peter Nero, Jose Feliciano, Arthur Fiedler and the Boston Pops Orchestra, and the Chicago Symphony Orchestra. The launch is being supported by point of sales advertising, a dealer showcard and incentive discounts, plus extensive space booked in the trade press of both the music and automobile industries.

The first major marketing campaign for the RCA classical Red Seal label will begin on Nov. 5th with the release of six "money saver" sets retailing at bargain prices until February next year. A sampler disk at 99p containing highlights from "Carmen" and "Aida" will spearhead the drive, and the sets will be spotlighted in a

special mailing through the Royal Festival Hall address file, reaching 40,000 potential buyers. There will be 500 window display cards, 1,000 window stickers and 200,000 full color leaflets available.

Grunt, the new label formed by Jefferson Airplane, is to be pressed and distributed by RCA, and the UK disk division has imported 5,000 copies of the first Grunt album "Bark" intricately packaged in a large paper bag, and now being retailed at a special import price of £2.49 each.

Fifty world-known hits by Jim Reeves are scheduled for November release as a boxed set of four LPs. Compilation and packaging were undertaken by RCA UK, and the boxes will contain a Reeves discography and a special message from his widow Mary.

New product from the Vanguard catalog is launched on Sept. 17 with albums by Country Joe McDonald, John Hurt, the Weavers and Buffy Sainte Marie. The latter artist is playing October concert dates in the UK, around which RCA will mount special promotion on her disk repertoire. The company is also starting a merchandising campaign through the W. H. Smith bookstore chain in October with window and instore displays featuring a selection of eighteen RCA pop and classical albums.

BBC TV will screen Harry Nilsson's sixty-minute color cartoon movie "The Point" in December, and RCA plans to mark the event by re-packaging and promoting the companion LP with the eight-page cartoon booklet. The company is also inaugurating a new label called Aries which will feature "Non Stop Hits" LPs by the Mike Morton Congregation, each comprising sixteen cover versions of chart entries and retailing at 99p. The first is set for October 1st release.

Ioan Allen of Dolby Laboratories explained the Dolby system of noise reduction adopted for all RCA cassettes, and RCA production manager Vin Gowland gave full details of the new profile Dynaflex LP introduced earlier in the year, enhancing the mouldability and flexibility of the record and resulting in a new dimension for the music groove area.

CBS/Sony Exceeds Its Sales Target

TOKYO — CBS-Sony, held a reception and party at the Keio Plaza Hotel on Aug. 23 followed by a "Grand Festival" celebrating the third anniversary of the company and the release here of Epic Records. Caravelli, the conductor of Caravelli & His Magnificent Strings, was also present at the reception.

Mr. Taiga, president of CBS-Sony, said:

"It was on the 23rd of April three years ago that CBS-Sony celebrated its establishment at the Hotel Okura. The first term (half-year) registered sales of 700 million yen, the second term 3,000 million yen, and the third term 5,800 million yen. Now, thanks to your cooperation and support, sales for the fourth term have already surpassed the target of 7,300 million yen by 20%.

Pye Aids ATV's '71 Profits

LONDON — Pye Records made a significant contribution to the pre-tax profits of £4,914,000 announced in Associated Television Corporation's 1971 report.

ATV chairman Lord Renwick stated that Pye has steadily earned an increasing share of the disk market, pressing twelve million records during the year under review and increasing total sales by 40% to an all-time record. The profit of £1,800,000 represented by music and records was substantially higher than had originally been forecast, and was 39% or 9% more than 1970 of the total profit figure. Lord Renwick disclosed that ATV will apply for a commercial radio license in its own right and in conjunction with newspapers as soon as the necessary legislation has been enacted, and will be ready and equipped to supply full program services to other operators. ATV has

also made preparations for participation in the video cassette field with a 50-50 partnership with the American Broadcasting Company.

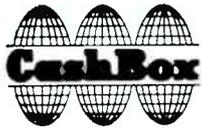
UK May Sales Show 10% Climb

LONDON — May sales of disks in the UK this year were 10% up on the same month last year with a total value of £2.9 million. Home sales rose by 14%, but exports dropped by 8% or £39,000. Record pressing rose by 6%, with LPs making a 12% climb on May 1970 but singles slumping by a further 2%. From January to May this year 48 million disks were pressed, a 5% increase on the same period of 1970, and total sales were up by 5% also at £15.5 million.

International Artist Of The Week: MIDDLE OF THE ROAD



Britain's Middle Of The Road can claim to be the first pop group born of the European Common Market with their hit single "Chirpy Chirpy Cheep Cheep", being recorded by RCA Italy, notching the charts in Belgium, Holland, Spain, Germany, Ireland, Sweden and Australia, and being managed by Dutchman Lewis de Vries who lives in Belgium. The group, from Glasgow, Scotland, worked locally before travelling abroad, and during their stay in Rome they met up with RCA producer Giacomo Tosti and recorded the "Chirpy Chirpy" song written by Lally Scot. The record hit first in Belgium and then swept the European charts, and the follow up "Tweedle-dum Tweedle-dee" is currently emanating its success. Middle Of The Road are now in Britain for a six week tour before returning to the continent. Seen in the picture from left to right are, Sally Carr, up, Ken Andrew, down, Ian Lewis and Eric Lewis.



Great Britain

A light show, a 'live' performance by one of Great Britain's top groups—and go-go girls—greeted delegates to Pye Records fourth International Sales Convention held Friday, September 3rd at London's Europa Hotel. Thirty-five delegates from 18 countries watched a light show presentation of Pye's single and LP product with a discussion on cassettes and cartridges headed by Walter Woyda, managing director of Precision Tapes. Monty Presky, Pye's director of marketing services, introduced Pye's new Golden Hour series which guarantees 60 minutes playing time on each LP. Peter Elderfield, Pye's international promotion manager showed delegates a film of Mungo Jerry at the recent Weely Pop Festival and then immediately introduced the group 'live' on stage. Delegates from the convention came from Australia, Austria, Belgium, Canada, Denmark, France, Germany, Eire, Holland, Japan, Lebanon, Mexico, Norway, Portugal, Spain, Sweden, the U.S.A. and Venezuela.

UK Festival Records managing director Mike Sloman died August 30th from a heart condition brought on by two attacks of bronchial pneumonia earlier this year. He was aged 30, and had begun his disk industry career with three years at Decca, where he was Durium label manager before taking over promotion of the London American series. Sloman went to the States in 1961, joining Liberty as assistant to the international sales director, and returned to London three years later as Liberty's European representative. He joined MCA's independent UK label in 1967 as A&R chief, and then became Festival's managing director nearly two years

ago. Brian Broly, Sloman's chief during his MCA days, said: "This is a real tragedy. Mike ate, drank and breathed record business, and was completely dedicated."

RCA's press officer Rodney Burbeck in Rome visiting RCA Italiana for discussions concerning Cyan—a British group based in Rome whose debut disk "Misaluba" is a Gipsy and Mario Capuano song produced by Giacomo Tosti. Sounds familiar? Yes, it's the Middle of the Road story all over again and RCA are confident that Cyan will emulate the international success of the now established Middle of the Road.

Quickies: Pentangle's new album "Reflection" issued by Transatlantic September 10th coincidental with start of British tour... Hal Shaper busy working on music for "Time for Loving" movie starring Susan Hampshire and Mel Ferrer soundtrack of which is being released by RCA in October coincidental with U.K. premiere... Exclusive Franklyn Boyd Music artiste Brian Marshall entered to represent Britain at Japanese Music Festival in November... Tamla Motown subsidiary Rare Earth makes its debut here next month after lengthy delay necessary for trademark clearance... Elektra president Jac Holzman captured Bernie Taupin, Elton John's songwriting associate, for American release... Philips set deal with Shelby Singleton to release product from Plantation and SSS labels... Andy Heath named managing director of the Gaff Masters publishing subsidiary GH Music... RCA signed London group Gnidrolog to five-year world recording contract with an LP on the Neon label later this fall.

Great Britain's Best Sellers

This Week	Last Week	Title
1	1	I'm Still Waiting—Diana Ross—Tamla Motown—Jobette/Carlin
2	2	Never Ending Song Of Love—New Seekers—Philips—UA
3	3	What Are You Doing Sunday—Dawn—Bell—Shapiro Bernstein
4	10	Hey Girl Don't Bother Me—Tams—Probe—Lowery
5	4	In My Own Time—Family—Reprise—Bern
6	11	Let Your Yeah Be Yeah—Pioneers—Trojan—Island
7	13	It's Too Late—Carole King—A & M—Screen Gems
8	6	Soldier Blue—Buffy St. Marie—RCA—Cyril Shane
9	5	*Get It On—T. Rex—Fly—Essex Inter.
10	7	Devil's Answer—Atomic Rooster—B & C—GH. Sunbury
11	14	Move On Up—Curtis Mayfield—Buddah—Camad
12	12	*Bangla Desh—George Harrison—Apple—Harrisons
13	20	Back Street Luv—Curved Air—Warner Bros.—Blue Mountain
14	8	Tom Tom Turnaround—New World—Rak—Chinnichap/Rak
15	9	*Won't Get Fooled Again—Who—Track—Fabulous
16	—	Did You Ever—Nancy Sinatra & Lee Hazelwood—Reprise—London Tree
17	—	Nathan Jones—Supremes—Tamla Motown—Jobette/Carlin
18	15	Heartbreak Hotel—Elvis Presley—RCA—Mills
19	16	Chirpy Chirpy Cheep Cheep—Middle of the Road—RCA—Flamingo
20	—	*We Will—Gilbert O'Sullivan—MAM—April Mam

*Denotes Local Copyright.

Top 20 LP's

1	Every Good Boy Deserves Favour—Moody Blues—Threshold
2	Bridge Over Troubled Water—Simon & Garfunkel—CBS
3	Tapestry—Carole King—A & M
4	Mud Slide Slim—James Taylor—Warner Bros.
5	Ram—Paul McCartney—Apple
6	Master Of Reality—Black Sabbath—Vertigo
7	Blue—Joni Mitchell—Reprise
8	Every Picture Tells A Story—Rod Stewart—Philips
9	Tamla Motown Chartbusters Vol. 5—Various Artists—Tamla Motown
10	Sticky Fingers—Rolling Stones—Rolling Stones
11	Top Of The Pops Vol. 18—Various Artists—Hallmark
12	Tarkus—Emerson, Lake & Palmer—Island
13	C'mon Everybody—Elvis Presley—RCA
14	Love Story—Andy Williams—CBS
15	Hot Hits Six—Various Artists—M.F.P.
16	Sweet Baby James—James Taylor—Warner Bros.
17	The Spinners Live Performance—Spinners—Contour
18	Live Free—Free—Island
19	The Who's Next—Who—Polydor
20	Andy Williams Greatest Hits—Andy Williams—CBS



Canada

Gord Edwards, national sales manager for Warner Bros. Records, has taken his well put together film on the label's new fall product to branches across Canada. Edwards masterminded the reception in Toronto (Eastern Sound) which saw a large turnout of radio, press and retailers. Unlike the Toronto effort, Montreal press and radio turned out the red carpet for the visiting Edwards and his promotion staff. Television cameras, cameras from the dailies and local radio went all out in advising the public what Warner Bros. had to offer.

The Stampeders played the grandstand at the Toronto Fair and almost stole the spotlight from the Osmond Brothers (Aug. 31). This Music World Creation act now into the top twenty on Cash Box with "Sweet City Woman", pulled off an exceptional set that had the 20,000 pre-sold Osmond audience, screaming for more. Elaborate plans had been made for the presentation, on stage, of the Stampeders' Gold Leaf Award (their single has sold almost 100,000 copies in Canada—a rarity), but this had to be cancelled out at the last minute due to reported pressure from Osmond management. The Stampeders however, threw an after the show party

at the Variety Club where they were presented with their gold by George Struth, assistant to the general manager of Quality Records. The Osmonds didn't attend the party. Mel Shaw, manager of the Stampeders, arranged for several members of the press to fly into Calgary (Sept. 5) to catch his group on their return home (after 7 years) on stage at the Jubilee. Cash Box rep Walter Grealis presented the talented trio with their Gold Leaf Award, on stage at the Calgary showplace.

RCA rolled out the red carpet for the Guess Who and threw a Clambake in Montreal to present the Nimbus 9 group with a Platinum Award for their "American Woman" album. The label flew in a plane load of radio and press types to cover the show which was hosted by the label's Canadian president Bob Cook and his national sales/promotion manager Ed Preston.

Capitol's Pepper Tree are back on the disk scene with their new single release "You're My People" produced by Jack Richardson at RCA's Toronto studios. The label presented the Pepper Tree in concert with several other of their acts at the Toronto Fair and Ontario Place. It's expected the label will expand this type of promotion.

Australia's Best Sellers

This Week	Last Week	Title
1	1	L.A. International Airport—Susan Raye—Castle—Capitol.
2	2	*Eagle Rock—Daddy Cool—Daddy Cool—Sparmac.
3	3	I Did What I Did For Maria—Tony Christie—April—MCA.
4	8	*Daddy Cool—Drummond—Fable.
5	4	I Hear Those Church Bells Ringing—Dusk—Essex—Bell.
6	5	I Don't Know How To Love Him—Helen Reddy—Leeds—Capitol.
7	6	It's Too Late—Carol King—Screen Gems—Columbia—A&M.
8	—	He's Gonna Step On You Again—John Kongos—Essex—HMV.
9	—	It's A Sin To Tell A Lie—Gerry Monroe—Albert—Chapter One.
10	7	How Can You Mend A Broken Heart—Bee Gees—Penjane—Spin.

*Local recording.

Belgium's Best Sellers

This Week	Last Week	Title
1	1	Borriquito (Peret—Supreme—Ho Bel Music).
2	3	Aan Mijn Darling (Will Tura—Palette—Belmusic/Jean Kluger).
3	4	Sweet Hitch-Hiker (Creedence Clearwater Revival—U.A.—Essex).
4	2	The Fool (Gilbert Montagne—CBS—A. A. Music).
5	5	One Way Wind (The Cats—Imperial—Appollo/Ardmore Beechwood).
6	10	Get It On (T. Rex—Stateside—Essex).
7	8	Listening To Mozart (Walter Scott—Biram—Kluger International).
8	12	High Time We Went (Joe Cocker—RCA—T.R.O. Andover Music).
9	15	Manuela (Jacques Herb—Elf Provincien—Basart).
10	11	Jesus (Jeremy Faith—Decca—Bospel Music).

Argentina's Best Sellers

This Week	Last Week	Title
1	1	*Estoy Hecho Un Demonio—Safari—CBS
2	4	Socorro—Tony Ronald—Music Hall
3	2	Sing, Sing, Barbara—Laurent y Mardi Gras—Music Hall
4	3	Caramelitos De Cafe—Fermata—Jade y Pepper—EMI
5	15	La Orilla Blanca, La Orilla Negra—Iva Zanicchi—RCA
6	7	*Estoy Metido Contigo—Abracadabra—Disc Jockey
7	13	Tu Puedes Conseguirlo—Desmond Decker—Odeon
8	11	Indian Reservation—Raiders—CBS
9	8	*He Tratado De Olvidarte—Pamsco—Kleinman—Sabu—Music Hall
10	6	Co Co—The Sweet—RCA
11	5	*La Chica De La Boutique—Relay—Helena—RCA
12	9	*Yo Quiero Dibujarte—Korn—Elio Roca—Polydor
13	10	Dulce Viajera—Creedence Clearwater Revival—Liberty—EMI
14	—	*Quiero Gritar Que Te Quiero—Relay—Quique Villanueva—RCA
15	—	*Una Noche Excepcional—Relay—Raul Padovani—RCA
16	18	*Yo Quiero A Lola—Clanort—Palito Ortega—RCA
17	—	*No Me Des Tu Adios Mi Amor—Los Cuatro Soles—Odeon
18	12	*Cuando Te Enamores—Relay—Charlie Leroy—RCA
19	14	*Voy A Guardar Mi Lamento—Pepito Perez—Disc Jockey
20	16	*No Juegues Mas—Melograf—Leonardo Favio—CBS
20	19	*De Boliche En Boliche—Melograf—Los Naufragos—CBS

*Local

EDITORIAL: Good Salesmanship

Truly, no other word in the language of business has so many varied connotations than "salesmanship." To some, especially those whose very livelihoods depend on sales commissions, it means the **push, push, push** of the hard sale through forceful language, lots of dramatic gestures and an occasional off-color joke to spice up the spiel. To others, selling is simply filling orders, much like a restaurant waitress "sells" food.

We think the real art of selling, as it should be employed in the coin machine business, is basically to **satisfy a need** for the products and service it offers. Somewhere between the hard and soft sale. Although music and amusement machines play a vital role in filling modern man's leisure time entertainment needs, this equipment could never be classified as "essential to the national welfare." How then, can the music and games operator, distributor and manufacturer fill a need that many say doesn't exist? Simply, by creating one.

As one of our better games sales managers confided to us last week: "I never try to force equipment down anyone's throat. When you try to sell a guy more than he needs, what you're really getting back is resentment. Time comes when he does need a few pieces and he's almost certain to go elsewhere." However, this particular salesman is no "order taker" by any means. While filling a customer's basic needs on one hand, his real secret is to move extra machines by **enlarging** on those basic needs. Example:

The good music and games distributor knows about many of his operators' locations. It may sound preposterous but many distribs have a very good idea who operates where. When the operator drops by for something, the distributor just doesn't inquire: "Hey, you need a new pinball?" — he suggests one or two specific spots where that new pinball or specialty game could neatly fit in the customer's route operation. Far from pushing extra equipment down anyone's throat, here the distrib often does his customer a favor by **reminding** him extra coins can be gained by placing this new machine in that location.

Good distributors sell more equipment also by helping their operators to find new locations. There's no better way to create a need for new equipment than by searching out location possibilities and parcelling out the information to operator-customers.

On the operating end, the good street operator should not merely satisfy his locations' various equipment needs but create additional needs through the exposure of new product that would also fit into his various stops. For example, each music operator can earn some extra income by suggesting to certain of his customers that a remote wallbox be placed in an adjacent area to the bar for the convenience of patrons.

Simply then, good salesmanship is first digging a hole in somebody's backyard and then selling him the dirt to fill it up. It means that manufacturers should lend their advice and assistance to their dealers to develop new operator-buyers. It means distributors helping their operators to find new locations for equipment. It means for operators to persuade their locations that additional service can be devoted to their patrons thru additional machines.

Florida Ops Ready Sept. Convention

JACKSONVILLE—The Florida Amusement Music Assn. (FAMA) will convene its members for their 1971 Annual Convention Sept. 24th thru 26th at the Thunderbird Motor Inn here in Jacksonville. Affair will get underway Friday (24th) with board of directors meeting at 10:00 A.M. The association will hold its general session and election of 1971-72 officers at business meet that afternoon beginning at 2:00 P.M.

President Wes Lawson will hold his reception at 5:30 P.M. following which formal installation of officers at Installation Dinner will take place at 7:30. MOA president Les Montooth will be the guest speaker at that dinner.

Saturday's activities begin at 10:00 A.M. with a legislative panel discussion, featuring guests senator Lew Brantley and representatives John Forbes and Joe Nennelly. This session will be moderated by operator Joe Doyle.

A luncheon will follow at 12:30 with MOA executive director Fred Granger slated to address the assembly.

A special session dealing with Security will get underway at 2:00 P.M. The security program will be chaired by Jared M. Nichelson, director of security for the Macke Company.

A Hospitality Hour will be held Sat. evening at 5:30 with an informal buffet following at 7:30. After the buffet, conventioners will adjourn to the Thunderbird's stage show, this time featuring the Four Freshmen. FAMA executive director Bob Reinhart has made special arrangements to seat the conventioners in the Thunderbird's Terrace Room during the show.

Games Technicians Learn Bally-Midway At Empire Sessions

GREEN BAY, WISC.—The local office and showroom of Empire Distributing was the setting for a mechanic service school on all current Bally and Midway amusement products August 20th-22nd. Bob Rondeau, branch manager, hosted; Bally's Tom Hatta and Midway's Andy Ducaay conducted the sessions detailing the electrical and mechanical workings of their respective factories' equipment.

Nearly forty tradesters, including both operators and mechanics, attended the two day session and represented the following games firms: Steves Coin, Elmer Schmitz, Hallada Coin, John Bartletti, Ray Becker, Wrights Coin, Jerry Kuchera, Cigarette Service, Mels Coin, Olsen Vending, Addos Coin, Blitz Novelty, Automatic Music, Leja Coin, Larsen Coin, Jenner Coin, Roger Lax, Rapids Coin and Frank Sawejka.



(Left to right at Empire) Tom Hatta, Bob Rondeau, Andy Ducaay.

Kaye Co. Intro's Skill Hockey Game

BROOKLYN, N.Y. — A sensational 70's version of classic coin-operated hockey is now shipping from the Irving Kaye Co. to all its U.S. distributors. Dubbed the Stanley Cup Hockey, the glamorous piece is a super fast-paced, highly-charged game which demands agility and skill from the players. Operators can set it out at either 2-25¢ or straight quarter play.

The two-player piece offers nine balls to a game. Each "man on the playfield" is moved mechanically by the traditional control knob and ball

speeds approximating 100 mph have been reached in a normal game.

The item offers many advanced electrical components including ball lift, drum scoring and ball counter and electric drop coin chute. The playfield itself is all-Formica with a special design to capture the appearance of an actual hockey field of ice. The field is lit by indirect fluorescent lighting.

The game is covered by tempered glass and housed in a white cabinet decorated with flecks of red and blue.



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JUKEBOX PROGRAMMING GUIDE

Pop

THE SUPREMES

TOUCH (2:55)
No Flip Info. Motown 1190

DAWN

WHAT ARE YOU DOING
SUNDAY (2:34)
No Flip Info. Bell 141

FREDA PAYNE

YOU BROUGHT THE JOY (2:57)
b/w Suddenly It's Yesterday (2:26)
Invictus 9100

CAT STEVENS

PEACE TRAIN (3:40)
No Flip Info. A&M 1291

DELANEY & BONNIE

ONLY YOU KNOW AND I KNOW
(3:29)
No Flip Info. Acto 6838

THE NEW SEEKERS

TONIGHT (2:52)
b/w Sweet Louise (2:47) Elektra
45747

R & B

THE CHI-LITES

I WANT TO PAY YOU BACK
(2:56)
b/w Love Uprising (2:32)
Brunswick 55458

CHAIRMEN OF THE BOARD

TRY ON MY LOVE FOR SIZE
(2:55)
b/w Working On A Building Of
Love (2:30) Invictus 9099

THE BEGINNING OF THE END

MONKEY TAMARIND (3:30)
No Flip Info. Alston 4599

C & W

SONNY JAMES

HERE COME'S HONEY AGAIN
(2:32)
b/w The Only Ones We Truly Hurt
(2:22) Capitol 3174

CONNIE SMITH

I'M SORRY IF MY LOVE GOT
IN YOUR WAY (2:13)
b/w Plenty Of Time (3:05) RCA
0535

LORETTA LYNN & CONWAY TWITTY

LEAD ME ON (2:24)
b/w Four Glass Walls (2:10)
Decca 32873

JODY MILLER

BABY I'M YOURS (3:09)
No Flip Info. Epic 10785

cash box/ Round The Route

EASTERN FLASHES

AROUND TOWN—Well, the summer's pretty well spent out its time and mom and the kiddies are back from the cabins in the mountains; the latter back to school, the former cleaning up the beer cans hubby scattered around the house while she was away. Routemen are back from vacations, as are the shop guys and everyone else, and anxious to attack that fall season with a gusto. Metro operators especially are happy to see Labor Day come and go . . . collections haven't been really up to snuff this summer and with the population back in town, things should brighten up considerably.

Helping to brighten up that fall collection scene in their own special way are Fun City's juke and games distributors. New music boxes all due to debut soon—the brand new Seeburg US2 Firestar console already at Atlantic and shipped out to more operators than you can shake a stick at. Murray Kaye, Atlantic's venerable sales manager (and unofficial Mayor of Upper 10th Ave.) says the company's shipments of Firestars literally amounts to more than any other Seeburg phonograph model in this short of time. That includes all of them, says Murray. Atlantic didn't hold a formal showing of the new box this year but sent out cards couple of weeks back inviting operators in the territory to drop down at their earliest convenience to inspect the Firestar. "You see, this was the best thing to do," said Murray. "Normally, when we had showings, we'd have to hold back selling for a few weeks while all the plans for the presentation were being made. That meant holding it on the best day for all operators, and created delays. This year, I'm very pleased to say, the operators were able to come by starting with the very first day we had the machine, and from that day, we've been selling and shipping them out. They've really taken this machine to heart," the K waxed. "It's got a warm, glorious glow to it, a richness of sound to complement its appearance and traditional Seeburg engineering. It's gonna be another Seeburg year," he confidently reports. Murray added that the company's really picking up on shuffle and pin sales now that the fall season is underway.

Moving on down to the spacious showrooms of Runyon sales and visiting with a very busy Louie Wolberg, we saw numerous tradesters shopping for machines and parts. Hot item is the Kaye Company's brand new Stanley Cup Hockey game, spanning fresh from the Brooklyn factory and already approved for operation in New York City. Also given approval, according to Lou, is Bally's new Road Runner racing novelty. "The inspector was in here the other day, checked the Road Runner out, and given me his okay. We're awaiting the official certificate now and it should be in by the time you go to press," he told us. Louis also mentioned that Bally's new single player Expressway pin table is moving out to pin operators at top speed. "Kempy and our other salesmen are rocketing in orders from the field on this piece. Must be catching on at the locations mighty quick." Kempy, incidentally, was plying the Connecticut territory last Thursday, visiting with his many friends in the central state area. Some out of towners into the Runyon showrooms last week included Westchester's own Kitty Budinoff of Bud's Amusement (Portchester). Kitty checking into the games for her route and some supplies from Sid Gerber. Also enjoyed chatting with Vic DeCerbe of V&R Enterprises, growing Patchogue, Long Island music games and cigarette route. Vic fell in love when he played the Road Runner (that's the way they drive on the island, we hear!). Incidentally, Mr. DeCerbe's chairman of a dinner dance being thrown at the Patchogue Knights of Columbus Council (Railroad Ave.) for his Italian American Civil Rights League. Fete takes place sometime in September (we got mustard on our notes, sorry).

Over at Albert Simon, Inc., none other than Big Al himself was chairing the sales activities with his right hand man Al D'Inzillo off to three week vacation in Europe with the Missus. Chatted with old friend Larry Feigenbaum (whose own Missus is due back from Europe on the 15th after another antique hunt). Larry tells us activity in both new and used machines at Simon's has never been busier than these past few weeks. "Really a breakneck pace," says Lar. "I suppose it's the machines and the season but we're really putting in a day's work filling out the orders." New (and still to be nationally-released) games from Williams now at Simon's are a new shuffle called Liberty Bell and a novelty game called Planets. Larry also says to pay special mention to the Yukon pingame from Williams. This is the amusement version of their new Klunkike pin, just out two weeks ago and already making quite a hit with the national trade.

A. D. Palmer, the spirit of the Wurlitzer Co., into Fun City last Thursday for series of business meetings and a photo session for new promotional literature. As the MOA Expo approaches (as does new product for Wurlitzer), A.D.'s schedule gets mighty hectic but he loves the pace. . . . A.C.A.'s Mickie Greenman back week before last from week's road trip which took him out to Wisconsin and points in between. Mickie travels by car on these sales trips, finding it a lot quicker than by air, what with making reservations, waiting on schedules and renting cars at airports. Mick reports the NSM jukebox line growing in popularity everywhere he goes. Spent Labor Day Weekend with his charming wife Mildred up at resort in the Mountains. . . . A.C.A. prexy Henry Leyser jetted over New York last Tuesday on non-stop flight to Frankfort and a visit to the NSM factory in Bingen on the Rhine. Hank's checking into new product which he'll be bringing in for the Expo. A.C.A. incidentally, will once again have two display booths at the Expo—one for the music line the other for their games. . . . Speaking of the Expo, looks like we'll be having at least some more than usual New York area operators out to Chicago this year, judging by the information phone calls we've been receiving at Cash Box. For everyone's info, the show will be held at the Sherman House Hotel from Friday Oct. 15th until Sunday Oct. 17th. In addition to our own convention, the vending guys will be holding theirs at the same time in Chicago. Only a cab ride from the Sherman House to the new McCormick Place convention hall and you can see the latest from that industry. On vending, we're happy to learn Automatic Products will be showing their popular machines at MOA. They'll also be at the vending show (neat trick) so we'll be seeing a pretty busy bunch of salesmen at those booths. Naturally Rock-Ola, Rowe and Seeburg will hold displays at both shows for their wide variety of products for both industries.

On Rock-Ola, talked with Betson Enterprises' Bert Betti just before he took off for one of the last weekends he'll be able to spend up at Cape Cod. Bert says it's really been a great Rock-Ola year for them. The model 444 is all sold out and they're anxious to get a look at the new machine when it bows shortly.

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CHICAGO CHATTER

Illinois operators are reminded that the annual ICMOA meeting is coming up very shortly—September 17-18-19, to be exact and, because the Wagon Wheel in Rockton, Ill. (site of the conclave) is such a popular all-seasons resort, only a limited number of rooms are available so it is wise to reserve accommodations in advance. Association's executive director Fred Gain has a full agenda planned—including business meetings and reports; election of officers and a banquet-floor show on the closing night.

CENTER OF EXCITEMENT at Williams Electronics Inc.—"Klondike", the new single player which has caught on very big, according to **Bill DeSelm!** Bill also mentioned that the factory is enjoying excellent results with its newest shuffle "Liberty Bell", which is on the current delivery schedule!

HAPPY TO REPORT THAT Rock-Ola Mfg. Corp.'s **George Hincker** was released from the hospital and is doing just fine. As a matter of fact, he was back in his office last Monday!

"EXPRESSWAY" and "ROAD RUNNER" are the top priority items on the Bally Mfg. Corp. assembly line! **Herb Jones** says they're both doing beautifully.

ABOUT 60 IAAP MEMBERS will be departing for Europe September 16 on the 3-weeks tour of amusement parks which is being sponsored by the association. Among the countries to be visited are Denmark, Germany, Italy, and Spain.

CHICAGO EXEC AVRON GENSBURG will be abroad for the next couple of weeks attending the trade shows in Berlin and Moscow . . . On the homefront the Chicago factory is at peak production on such strong sellers as "Defender", "Mardi Gras", "Apollo 14", et al.

MORT LEVINSON OF NATIONAL COIN MACHINE EXCHANGE was back at his desk last week, following a very pleasant vacation trip. Initial shipment of Gottlieb's new "Sheriff" 4-player was expected at any moment. Mort told us that export business these past few weeks has really been fantastic! . . . A visitor at National last Wednesday was **Mr. Roberto Esposito** of Montevideo, Uruguay.

CONVENTION FEVER IS IN THE AIR at Atlas Music Co.! **Eddie Ginsburg, Sam Gersh** and the Atlas sales staff are looking forward to the MOA and NAMA conclaves. As **Joe Kline** says—October 15 is not so far off!

ON THE RECORD SCENE: **Gimmi Ward** of Hi Fi One Stop in Peoria, Ill. notes that area operators are programming the newly released **Pete Fountain** single "San Antonio Rose" b/w "Night Train To Memphis"; the re-issue of **Louis Armstrong's** "Hello Dolly" and the latest **Mills Bros.** single "Strollin'". **Gimmi** also mentioned that the **Enoch Light Project 3** big band series have been consistent sellers among ops out there.

HOUSTON HAPPENINGS

As was expected, new favorable high records marked first showing, Aug. 30-31, of the Seeburg new model Bandshell Firestar phonograph in Houston by **H. A. Franz & Co.**, 606 Dennis at Smith St. First day crowd was tremendous; helped maybe by fact that Monday is regular shopping day for coinmen and ideal weather conditions prevailed. Second day also drew a new high attendance. It certainly was a most enjoyable affair and continuous activity amongst Seeburg sales people indicated a profitable one as well. As usual delicious barbecue luncheon with beer, soft drinks and coffee was served for four hours each day. **Hoddy Franz**, owner **H. A. Franz & Co.**, reportedly owns a sizable chunk of the catering firm that provided the luncheon, which obviously was a break for those who partook of the sumptuous bill of fare . . . **Mary Troy**, wife of **Freddie Troy**, owner **Marc Amusement Co.**, Houston, shoved off early in Sept. for a month's vacation in Europe. **Linda Troy**, glamorous and talented daughter of the couple, recently returned from a similar jaunt. **Word Talented** is used without reservation for **Linda**, honor student of University of Houston, made highest grades possible each year of attendance in that Institution of Higher Learning . . . **Eddie and Ernie Ilschner**, **E & M Music Company**, Bryan, Texas, in city shopping for equipment to keep extensive phonograph, game and cigarette machine operation inventory up to scratch . . . Always a pleasure talking with **Jesse Herrera**, leading operator in Houston Old North Side section and owner of **Jesse Herrera's Amusement Co.** Jesse owns a medium sized lounge next to his operating firm; one spot he jokingly remarked that causes no bumping worries . . . **Coinmen Ken Davlin, Woody Kinsella and Ben Farrar**, of **Cooper Amusement Company, Inc.**, enjoying festivities at Seeburg new model showing. **Cooper Amusement** on Taft St., a long established major operating concern, is owned by well known **J. D. Cooper Jr.** . . . **Don Jones and Jerry Robbins** have it made on their coinmatic business cards. On back of same is section of Houston street guide showing exact location of their business . . . Operator **Leon DeNina** and wife sold their bayshore home and moved back to Houston . . . Operators **E. J. Slanina** and son **E. J. Slanina Jr.**, owners **Sly Dis. Co.**, giving the new model phonos a judicious and critical looking over . . . **Joe Baine**, owner **Baine Amusement Company**, Beaumont, Texas, with more than several notches on his coinmatic recorder, in city for view of new model phonographs and a social hour with his numerous friends within the trade. **Joe** started out to be a prize fighter, changed his mind and became a printer and wound up a very successful coin machine operator.

CALIFORNIA CLIPPINGS

"Bring on the fall season!" That's the battle cry at **C. A. Robinson & Co.**, where all personnel are presumably fully R&R'd after vacations. Bally's "Road Runner" is leading the way for Robinson, and it should continue to be, since the "Road Runner" is backed by Bally's new single player "Expressway" and Midway's established rifle, "Wild Kingdom," reported on last week. They also look for a huge spurt in pool table sales as cooler weather sets in, which means more out-of-town operator activity as well. The Playroom, confined mostly to liquid refreshment during the summer months, will soon be sporting a fine buffet so symbolic of Robinson's hospitality. Meanwhile the company's equipment activity continues strong. In fact, used equipment sales, according to Robinson, have been so good that they've taken on three more men in the service department.

From **Struve Distributors** comes word that their Williams "Klondike" single player pin game is far and away their best seller to date. And their new Starfire "Band Shell No. 2" with paging system has likewise had tremendous acceptance by operators.

UPPER MID-WEST

Harlan Beach and **Irv Linderholm**, in town for a few hours and then off to Fargo . . . **Gene Simon**, Seeburg service engineer at **Lieberman Music Co.** for the day holding school with the service men . . . **Joe Van Gough**, Yankton, stopped off in Minneapolis for a few hours buying records and parts. **Joe** and his family were up at Crane Lake vacationing for a week . . . **Mr. & Mrs. Morry Waltman** and their children drove down to the cities from Grand Forks to spend a few days vacation and take in the Minnesota State Fair . . . **John McMahon**, Eau Claire, on his way home from Rochester, Minn. Mayo Clinic did some equipment buying. Was in the hospital for a month after surgery and came out of it with flying colors, plus taking off 50 pounds . . . **Earl Porter** in town over the weekend and taking in a couple of ball games. **Mrs. Porter** drove their daughter **Cindy** back to school at Tuscon, University of Arizona, was leaving the car with **Cindy** and then taking the plane from Tuscon to Denver to visit her sister and then flying to Sioux Falls where **Earl** will pick her up and drive home to Mitchell . . . **Chuck Joseph**, Williston, had half of his stomach removed and is getting along o. k. . . . **Don Hazelwood Jr.** reports that resort business this summer was good . . . **Andrew Markfelder** and his son in the cities for the day buying equipment as was **Mac Hasvold**, Sioux Falls . . . **Jimmy DeMars** in town, also **Mr. & Mrs. Russell Gherty** from Baldwin . . . **Mr. & Mrs. Wayne Anderson** in the cities over the weekend shopping and taking in the fair . . . **Mr. & Mrs. Rodney Clennon** spending the weekend in town taking in the State Fair . . . **Morris Anseau** and **Arndt Peterson** in town buying equipment.

MILWAUKEE MENTIONS

Because of the Labor Day holiday weekend, the Milwaukee Coin Machine Operators Association rescheduled its monthly meeting to Tuesday, September 14, at The Chalet in West Ellis. Business meeting will commence following luncheon.

EMPIRE DIST. SERVICEMAN JOHN BULIN is in St. Paul for the week attending an Automatic Products service school conducted by the factory's **Bill Herbord** . . . In a couple of weeks a Rock-Ola school will be held at the Empire showrooms in Green Bay. Invitations will be issued as soon as a definite date is confirmed.

WAUSAU OPERATOR LLOYD KIEFFER is looking forward to a much deserved vacation. He and his family will be traveling for the entire month of October, stopping off in Washington State, California, Texas and Florida. Have a happy trip, folks!

GETTING READY FOR EXPO. **Jim Stansfield** of Stansfield Novelty in LaCrosse reserved banquet accommodations for a number of operators from Minnesota and Wisconsin who'll be attending MOA Expo '71 at the Sherman House in Chicago and staying over for the big banquet and floor show on Sunday night (10/17).

SORRY TO LEARN of the death of **L. M. Glassman**, founder and owner of Radio Doctors. **Mr. Glassman** passed away on Monday (6). Funeral services were held last Wednesday (8). Our condolences to **Stu Glassman** and the members of the Glassman family.

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WANTED TO BUY OUT SELLING STOCKS ONE OR two years old Jennings slot machines. Wurlitzer juke boxes and Pinball games two or four players, make an offer to AUTOMATTJANST N STORGATAN 19 BJUV, SWEDEN.

"WANT"—Any quantity Keeney Plantations, Star-times, Haciendas, El Ranchos and Eleven Bells for export. Must be working and no parts missing. Send us your list and lowest prices. EVELYNE M. JOHNSON AMUSEMENT DEVICES, 414 Valley Avenue North East, Puyallup, Washington 98371. (206) TH 5-5163.

WE ARE ALWAYS INTERESTED IN USED AND BRAND new phonographs, pinballs, bingos, guns, arcade, kiddie rides, slot machines, etc., all makes, all models. QUOTE FOB SEA VESSEL TO HOLLAND BELGIE EUROPE, SPRL, 276 AVENUE, LOUISE, BRUSSELS.

WANTED—Seeburg Consolettes, Phonographs, new and used, Phono Vue attachments and film, Scopitone film, Late Model Drive Machines and Guns, Harvard Metal Typers. Also interested in distribution of allied equipment. ST. THOMAS COIN SALES, 669 TALBOT ST., ST. THOMAS, ONTARIO, CANADA. (519) 631-9550.

WANTED TO BUY: Machines that can be easily moved and require little maintenance for Firemen's Bazaars. L. & L. Party Favors. Tener Street, Luzerne, Penna. 18709. Phone (717) 822-0000.

WANTED TO BUY AMI J-200, K-200, CONTINENTAL 2-200 Tropicana and Diplomat. We need Keeney uprights for export. Submit offers to Cross-Dunham & Co., 225 Wright Ave., "F", Gretna, Louisiana 70053.

WANTED FOR EXPORT TOP PRICES PAID—All late model 20-Hole and OK Bingo, All 6-card Bingo, Uprights and Sloas. Late Model 4-Player Bally & Williams. All Late Model Phono's and Wallboxes, Arcade, etc. Write or call Bob Jones for best prices. ROBERT JONES INTERNATIONAL, 19 Brook Road P.O. Box 181, Needham Hts. Mass. 92964 617-449-3330.

WANTED!—For Export . . . Late Model BINGOS, BIKINI, CANCAN, LIDO, ROLLER DERBY, CIRCUS QUEEN, BIG WHEEL, EVANS WINTER BOOK, BALLY SLOTS & KEENEY MOUNTAIN CLIMBER. Contact us immediately! MARMATIC SALES CO., INC., 1140 E. Cold Spring Lane, Baltimore, Maryland 21239. (301) 435-1477.

COIN MACHINES FOR SALE

SLOT MACHINES FOR EXPORT/SALE—Bally, Mills, Pace, Jennings, Uprights, Consoles, Bally Bingo Pinballs, Automatic Horse Race, Automatic Poker, Keno, Bingos, Si Redd's Bally Distributing Company, 390 E. 6th St., P.O. Box 7457, Reno, Nevada 89502 (702) 323-6157. Las Vegas Office, 2409 Industrial Way, Las Vegas, Nevada 89102 (702) 382-4145.

FOR SALE: Model 14 Auto Photo. EXCELLENT condition. Call or write. New in original cartons. Hollywood Driving Range, 15 ball golf game. Case-out \$295 ea. CLEVELAND COIN INTERNATIONAL, 2025 Prospect Avenue, Cleveland, Ohio. Phone (216) 861-6715.

ATTENTION WHOLESALERS & EXPORTERS. Have Wurl Amer III (3300) and Wurl Statesman (3400); also older Wurl models. Write for prices. United Dist., 902 W. 2nd, Wichita, Kansas.

ALL TYPES OF COIN OPERATED ARCADE EQUIPMENT for sale—guns, Helicopters, pinballs, etc. Auto Photo machines. Write for equipment list and prices. ROCK CITY DISTRIBUTING CO., INC., 615 Murfreesboro Road, Nashville, Tenn. 37210.

UNITED AMUSEMENT INT'L offers you the largest selection of fully-reconditioned or as-is used coin-operated equipment. Also distributing the finest new coin-op soccer table on the market; immediate delivery now. Call or write: UNITED AMUSEMENT INT'L, INC., 51 Progress St. Union, N.J. Tel: (201) 686-7030. Cable UNITEAMUSE.

FOR SALE: Seeburg, Wurlitzer, Rockola, AMI Phonographs, Williams, Gottlieb, Bally, Chicago Coin, flippers, guns, baseballs. United, Chicago Coin, Midway shuffles, Valley, Fischer, United, American, used pool tables. As is or shipped. Domestic or export shipments. Call or write Operators Sales, Inc., 4122 Washington Ave., New Orleans, Louisiana, 70125. (504) 822-2370.

FOR SALE: Cigarette Machines good and clean off location. can be used as is. Corsair 20. \$45.00; Rowe 20-700, \$60.00; Corsair 30 column. new front \$75.00. Send 1/2 deposit to Guerrini's, 1211 W. 4th St., Lewistown, Pa. 17044.

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SNOW QUEENS, \$580; Snow Derby, \$500; Aquarius, \$425; Ringer, \$350; Action Baseball, \$575; "500" Racing Game, \$350; Firecrackers, \$565; Grand Prix, \$800; Jet Rockets, \$745; Rifleman, \$225; Gun Fights, \$750; Stunt Pilots, \$650; Sea Devils, \$650; C. C. Motorcycles, \$600; Pro Basketballs, \$125; Helicopter Trainers, \$225; Big Wheels, \$690. New Orleans Big Wheels, \$690. NEW ORLEANS NOVELTY CO., 1055 Dryades St., New Orleans, La. 70113 Tel. (504) 529-7321. CABLE: NONOVCO.

FOR SALE/EXPORT — USED SLOTS: BALLY STANDARD. 3 Line Play, Multipliers, Quick Draws. Assorted Mills. Electric Payout Jennings. Space Jet Bell, Segas. Assorted Bally Bingos. "Games" Upright Multipliers. Write for particulars THOMAS TRADING COMPANY, 2622 Westwood Drive, Box 15391, Las Vegas, Nevada 89114. (702) 734-8818. Cable—VEGAS.

FOR SALE/EXPORT: 3 new Silver Sails in original factory crates, 3 used Silver Sails, Bikinis, Lidos, Can-Cans, Roller Derbys, Laguna Beaches, County Fairs, Sea Islands, Ballerinas, Carnival Queens, Beach Times, Miss Americas, Sun Valleys, Cypress Gardens, Touchdowns, Show Times, Key Wests, Big Shows, Miami Beaches, Night Clubs, Broadways, Big Times, Barrels-O-Fun, Lotta-Fun, 3 Black Dragons, 2 Jumbos, 1 Sweet Shawnee. All equipment crated securely in new bingo-type cartons, from Seattle port. Spare backglasses and parts available. One-ball games: Lexingtons, Turf Kings, Jockey Clubs, Victory Derbys, High Steppers, Entries, with automatic pay-out drawers. Clean, ready for crating. Inquiries to MUSIC-VEND DISTRIBUTING CO., 100 Kirkwood Avenue West, Seattle, WA 98119. Phone (206) 284-7740. Cable address: MUSIVEND. We welcome all foreign commerce buyers.

"MARMATIC", Exclusive World-Wide Reps. for the Newest JENNING'S Electronic Slots, KEENEY'S MOUNTAIN CLIMBER & 7 coin free FLAMING ARROW UPRIGHTS. Available in Multiple Play or Cash Payout. We also carry a complete line of A-1 USED—JENNING'S, KEENEY MILLS Slots, BALLY Slots & Bingos. MARMATIC SALES CO., INC. 1140 E. Cold Spring Lane, Balto., Md. 21239. (301) 435-1477.

FOR SALE: Midway S.A.M.I. Gun \$595; United Shuffles: Delta, \$450; Beta, \$595; Gamma, \$525; Williams Add-A-Balls: Gridron, \$350. (No Crating) MOHAWK SKILL GAMES CO., 67 Swagertown Road, Scotia, N.Y. 12302. (518) 377-2162.

STEREO PICK-UPS: "SMC" FOR SEEBURGS "B" through "201". \$20; "WMC" for Wurlitzer Cobra. \$10. SOUND & SIGNAL SERVICE, Box 10052, Albuquerque, N. Mex. 87114.

FOR SALE: 3 SPEED QUEEN BY BALLY—BOATS, \$275 each. 3 Elephants by Tusko—\$275 each. CENTRAL MUSIC CO., P.O. Box 284, 407 E. Ave. D. Killeen, Texas 76541.

FOR SALE: AUTHORIZED DISTRIBUTOR FOR VALLEY Pool tables and Rock-Ola Phonographs. Write or call for prices. Budge Wright's Western Distributors, 1226 SW 16th, Portland, Oregon. Phone 228-7565.

FOR SALE: PANORAMS—NEW—WITH OR WITHOUT Sound. Write or call URBAN INDUSTRIES INC., P.O. Box 31, Louisville, Kentucky 40201. (502) 969-3227.

ATTENTION DISTRIBUTORS/EXPORTERS: Late novelty games available for sale or trade. Speedways, Motorcycles, Wild Cycles, Sea Devils, Invaders, S.A.M.I.s, Sonic Fighters, Space Flights, Computers, Unscrambles, late guns. CENTRAL DISTRIBUTORS, Wholesale Division, 2315 Olive, St. Louis, Mo. 63103. Phone (314) 621-3511.

FOR SALE—Off Location—As Is Condition—Complete—No Break-Ins; 50 Rowe 20/700 Cigarette. 5 Corsair 20 Column Cigarette. THE MACKIE COMPANY OF CENTRAL PENNSYLVANIA, 1201 South 20th Street, Harrisburg, Pa. 17104. (717) 238-1768. Mannie Silvia.

FOR SALE: 12-R.C.A.-16 MM PANORAMS. PEEP shows wt. timers innt cond. Also film girlie nudes b & w used \$8.00. Color \$25. App. 400 ft. each. Money makers. RICHTER, 1063 Market St., San Francisco, Calif. Z 94103.

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FOR SALE: Keeney Twin Dragons, Black Dragons, Mountain Climbers, Flaming Arrows, Buckley Track Odds. Slots. Saskatchewan Coin Machine Co., 1025-104th St., North Battleford, Saskatchewan, Canada. Phone (306) 445-2989.

NEVADA FRUIT SLOT MACHINE offers for Export 15 Brand New Silver Sails in Original Crates \$1150.00 each. 316 Bally Bingos sold in Quantity Mostly O.K. Models to Can Can and Lidos \$349.00 each. Write, Call or Wire. Nevada Fruit Slot Machine Co., P.O. Box 5734 Reno, Nevada 89503 (702) 329-3932.

FOR SALE: Chicago Coin Super Circus, \$450; Midway Sea Raiders, \$350; Bingos for export; Orients, \$1100; Bountys, \$550; Big Wheels, \$650; Pin Balls also available. D. & P. MUSIC CO., 27 E. Philadelphia Street, York, Pa. 17401. Phone (717) 848-1846.

FOR SALE: CLOSEOUT BARGAINS COMPLETELY RECONDITIONED: Bally Space Flight (late Model) Moon Lander game \$345.00; Bally (5 ball pinballs). Gators (4 pl) \$395.00; Dogies (4 pl) \$345.00; Blue Ribbon (4 pl) \$145.00; Rocket III (1 pl) \$145.00; Discotek (3 pl) \$95.00; Gottlieb (5 balls) Buckaroo (1 pl) \$125.00; Cross Town (1 pl) \$165.00. Mickey Anderson Amusement Co., 314 E. 11th St., Erie, Pa. 16503, Phone (814) 452-3207.

FOR SALE: New Munves "Love Tester." Ideal for arcades, game rooms, terminals, etc., 5 or 10 cent play. Write for details, and latest inventory list. Will swap machines. What do you have? MUNVES CORP., 577 Tenth Avenue, New York City, N.Y. 10036. Phone (212) 279-5677.

FOR EXPORT: MADE IN JAPAN AMUSEMENT MACHINES: Sub-rock, Tank, Kiddie Rides, X-08, S. Road-7, Golden Soccer, Clay Gun, Scramble. Contact: KAY A. CHIBA, Port P.O. Box 111, Yokohama, Japan. CABLE: "KACRAM".

BINGOS AND SIX-CARD GAMES AVAILABLE. Also Keeney Red Arrows and Big 3's. These games are completely shipped. Call WASSICK NOVELTY, (304) 292-3791, Morgantown, W. Va.

FOR SALE: UNITED SHUFFLE ALLEYS—BETA, GAMMA, PEGASUS MAMBO, CHEETAH, MIDWAY—SEA RAIDER; ROCK-OLA 426; WURLITZER 2800. D&L DISTRIBUTING CO., INC., 5550 Derry St., Harrisburg, Pa. 17111 (717-564-8250).

FOR EXPORT—Winter Books, Track Odds, Sea Island, Ballerinas, Miss Americas, Cyprus Gardens, Show Time, Sun Valley and OK Feature Games. Lowell Associates, PO Box 386, Glen Burnie, Md. 21061. (301) 768-3400.

FOR SALE: Lucky Penny Sweepstakes \$150.00, Grip Test \$150.00, Sea Raider \$350.00, Drive Master \$350.00, Helicopter Trainer \$125.00, Unscramble \$95.00, I. Q. Computer Model 1Q105 \$325.00, Wurlitzer 2310 \$95.00, Wurlitzer 2410 \$150.00, 9 ft. Coin Operated American Shuffleboard like new \$225.00. Send 1/2 deposit to Guerrini's, 1211 West 4th St., Lewistown, Pa. 17044.

WALL BOX SET UP FOR SALE: 19 Seeburg Consolettes with LPC 1 floor model and steppers. These are all working machines coming off location in two weeks. \$2500.00 for the package. Gil Music Company, 966 Rogers Avenue, Brooklyn, N.Y. Phone 212-856-6800.

HUMOR

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THE NITE-LITERS
K-Jee 74-0461

Morning, Noon and The Nite-Liters LSP-4493, P8S-1798

LOVE, PEACE & HAPPINESS
Love Is Stronger LSP-4535

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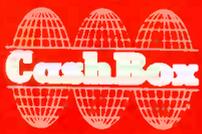
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Cash Box

M-O-R Acts Need Repertoire Re-Study (Ed) ... Elektra's Harvey: Kinney Branch Tie-in Boosts New Talent Program... NARAS Nat'l Trustees Meet Signals Major Shifts; Wesley Rose Pres ... London 'Today Sound' Fall LP Program... EMI, CBS Confab Reports

DAWN RISES WITH HITS





Cash Box TOP 100

Cash Box — September 25, 1971

1	UNCLE ALBERT/ADMIRAL HALSEY	Paul & Linda McCartney-Apple 1837	2	3
2	GO AWAY LITTLE GIRL	Donny Osmond-MGM 14285	3	4
3	MAGGIE MAY	Rod Stewart-Mercury 73224	10	18
4	THE NIGHT THEY DROVE OLD DIXIE DOWN	Joan Baez-Vanguard 35138	4	6
5	AIN'T NO SUNSHINE	Bill Withers-Sussex 219 (Dist. Buddah)	6	8
6	SMILING FACES SOMETIMES	Undisputed Truth-Gordy 7108	1	2
7	I JUST WANT TO CELEBRATE	Rare Earth (Rare Earth) 5031	7	9
8	SUPERSTAR	Carpenters-A&M 1289	13	16
9	SPANISH HARLEM	Aretha Franklin-Atlantic 2817	5	1
10	I WOKE UP IN LOVE THIS MORNING	Partridge Family-Bell 130	11	13
11	STICK UP	Honey Cone-Hot Wax 7106 (Dist. Buddah)	13	16
12	WON'T GET FOOLED AGAIN	The Who-Decca 32846	9	10
13	SO FAR AWAY	Carole King-Ode 66019	17	24
14	THE STORY IN YOUR EYES—	Moody Blues-Threshold 67006 (Dist. London)	15	17
15	DO YOU KNOW WHAT I MEAN	Lee Michaels-A&M 1262	27	33
16	TIRED OF BEING ALONE	Al Greene-Hi 2194 (Dist. London)	19	22
17	RAIN DANCE	Guess Who-RCA 0522	20	23
18	IF YOU REALLY LOVE ME—	Stevie Wonder-Tamla 54208 (Dist. Motown)	26	31
19	YO-YO	Osmonds-MGM 14295	29	57
20	CHIRPY CHIRPY CHEEP CHEEP	Mac & Katie Kissoon-ABC 11306	23	27
21	SWEET CITY WOMAN	Stampeders-Bell 120	24	28
22	WEDDING SONG (THERE IS LOVE)	Paul Stookey-Warner Bros. 7511	25	29
23	WHAT YOU SEE IS WHAT YOU GET	Dramatics-Volt 4058 (Dist. Stax)	14	14
24	THIN LINE BETWEEN LOVE AND HATE	Persuaders-Atco 6822	41	48
25	TAKE ME HOME, COUNTRY ROAD	John Denver-RCA 0445	8	5
26	I AIN'T GOT TIME ANYMORE	Glass Bottle-Avco 4575	28	32
27	HOW CAN YOU MEND A BROKEN HEART	Bee Gees-Atco 6824	16	8
28	ALL DAY MUSIC—	War-U.A. 50815	30	36
29	MAKE IT FUNKY	James Brown-Polydor 14088	31	37
30	SIGNS	Five Man Electric Band-Lionel 3213 (Dist. MGM)	18	11
31	TRAPPED BY LOVE	Denis LaSalle-Westbound 182	43	47
32	THE BREAKDOWN	Rufus Thomas-Stax 0098	42	58
33	STAGGER LEE	Tommy Roe-ABC 11307	40	43

34	MARIANNE	Stephan Stills-Atlantic 2820	58	41
35	SATURDAY MORNING CONFUSION	Bobby Russell-U.A. 50788	36	40
36	LIAR	3 Dog Night-Dunhill 4282	21	12
37	BIRDS OF A FEATHER	The Raiders-Columbia 4543	57	—
38	CRAZY LOVE	Helen Reddy-Capitol 3138	39	42
39	NEVER MY LOVE	5th Dimension-Bell 134	58	—
40	THE LOVE WE HAD	Dells Cadet 5683	47	54
41	LOVING HER WAS EASIER	Kris Kristofferson-Monument 8525	51	61
42	ANOTHER TIME, ANOTHER PLACE	Engelbert Humperdinck-Parrot 40065	44	49
43	CALL MY NAME, I'LL BE THERE	Wilson Pickett-Atlantic 2824	45	46
44	ONE FINE MORNING	Lighthouse-Evolution 1048	56	82
45	ANNABELLA	Hamilton, Joe Frank & Reynolds-Dunhill 4287	48	56
46	MAC ARTHUR PARK (PART II)	Four Tops-Motown 1189	52	62
47	SURRENDER	Diana Ross-Motown 1188	49	5
48	TAKE ME GIRL, I'M READY	Jr. Walker & All Stars-Soul 35084	46	44
49	I'VE FOUND SOMEONE OF MY OWN	Free Movement-Decca 32818	60	69
50	WOMEN'S LOVE RIGHTS	Laura Lee-Hot Wax 7105 (Dist. Buddah)	62	73
51	K-JEE	Nite Liters-RCA 0461	54	39
52	WHERE EVIL GROWS	Poppy Family-London 148	55	60
53	KOKO-JOE	Jerry Reed-RCA 1011	53	59
54	GYPSYS, TRAMPS, & THIEVES	Cher-Kapp 2146	81	—
55	I'M COMIN' HOME	Tommy James-Roulette 7110	68	—
56	EASY LOVING	Freddie Hart-Capitol 3115	74	81
57	GIMME SHELTER	Grand Funk Railroad-Capitol 3160	63	68
58	GET IT WHILE YOU CAN	Janis Joplin-Columbia 45433	65	70
59	STOP, LOOK & LISTEN	Stylistics-Avco 4572	66	76
60	HOW CAN I UNLOVE YOU	Lynn Anderson-Columbia 45429	64	66
61	GHETTO WOMAN	B. B. King-ABC 11310	69	72
62	I'D LOVE TO CHANGE THE WORLD	Ten Years After-Columbia 45457	76	—
63	PEACE TRAIN	Cat Stevens-A&M 1291	—	—
64	HIJACKIN' LOVE	Johnnie Taylor-Stax 0096	72	97
65	GLORY, GLORY	Byrds-Columbia 45444	71	—
66	MILITARY MADNESS	Graham Nash-Atlantic 2827	70	75
67	CAN YOU GET TO THAT	Funkadelic-Westbound 185	73	80

68	ROLL ON	New Colony Six-Sunlight 1001	75	96
69	ONLY YOU KNOW AND I KNOW	Delaney & Bonnie-Atco 6838	—	—
70	A NATURAL MAN	Lou Rawls-MGM 14262	77	83
71	SPILL THE WINE	Isley Bros.-T-Neck 932 (Dist. Buddah)	—	—
72	THAT'S THE WAY A WOMAN IS	Messengers-Rare Earth 5032 (Dist. Motown)	78	84
73	IS THAT THE WAY	Tin Tin-Atco 6821	79	85
74	HANDBAGS & GLADRAGS	Chase-Epic 10775	80	87
75	ONE TIN SOLDIER	Coven-W.B. 7509	82	88
76	CHARITY BALL	Fanny-Reprise 1033	—	—
77	SOME OF SHELLY'S BLUES	Nitty Gritty Dirt Band-U. A. 50817	85	—
78	MIDNIGHT MAN	James Gang-ABC 11312	—	—
79	THINK HIS NAME	Johnny Rivers-U.A. 50822	83	89
80	BLACK SEEDS KEEP ON GROWING	Main Ingredient-RCA 0517	87	93
81	WHAT ARE YOU DOING SUNDAY?	Dawn-Bell 141	—	—
82	CALIFORNIA KID AND REEMO	Lobo-Big Tree 119	86	92
83	YOU'VE GOT TO CRAWL	8th Day-Invictus 9098	90	98
84	A PART OF YOU	Brenda & Tabulations-Top & Bottom 409	91	94
85	HE'D RATHER HAVE THE RAIN	Heaven Bound with Tony Scotti-MGM 14284	88	91
86	IT'S FOR YOU	Springwell-Parrot 359 (Dist. London)	98	—
87	YOU BROUGHT THE JOY	Freda Payne-Invictus 9100	—	—
88	THE YEAR THAT CLAYTON DELANEY DIED	Tom T. Hall-Mercury 73221	93	100
89	BEND ME, SHAPE ME	Storm-Sunflower 113	92	—
90	TALK IT OVER IN THE MORNING	Anne Murray-Capitol 3159	97	—
91	DO I LOVE YOU	Paul Anka-Buddah 252	—	—
92	IT'S A CRYIN' SHAME	Gayle McCormick-Dunhill 4288	—	—
93	THEM CHANGES	Buddy Miles-Mercury 73228	94	—
94	I'M SO GLAD	Fuzz-Calla 179 (Dist. Roulette)	96	—
95	RUB IT IN	Laying Martine-Barnby 2041 (Dist. Epic)	100	—
96	BABY, I'M YOURS	Jody Miller-Epic 10775	—	—
97	I WANT TO PAY YOU BACK	Chi-Lites-Brunswick 55458	—	—
98	CO-CO	Sweet-Bell 126	—	—
99	YOU SEND ME	Ponderosa Twins-Horscope 102	—	—
100	I LIKE WHAT YOU GIVE	Nolan-Lizard 1003	—	—

ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

Ain't No Sunshine (Interior—BMI)	5	He'd Rather (Colgems—ASCAP)	85	Military Madness (Giving Room Music—BMI)	66	Take Me Girl, I'm Ready (Jobete—BMI)	48
All Day Music (Far Out Music—BMI)	28	Hijackin' Love (Groovesville—BMI)	64	Natural Man (Beresofsky—Herb—BMI)	70	Take Me Home (Lane—ASCAP)	25
Annabella (Dunbar—BMI)	45	How Can I (Lowery Music Co.—BMI)	60	Never My Love (Warner-Tamerlane—BMI)	39	That's The Way (Stein/Van/Positive—ASCAP)	72
Another Time (MCA—ASCAP)	42	How Can You Mend A Broken Heart (Warner/Tamerlane—BMI)	27	Night They Drove (Canaan Music—ASCAP)	4	The One For (Gaucho Music—BMI)	—
Baby, I'm Yours (Blackwood Music)	96	I Ain't Got (Leeds—ASCAP)	26	One Fine Morning (C.A.M.-USA—BMI)	44	Them Changes (Miles Ahead Music—ASCAP)	93
Bend Me (Helios—BMI)	89	I'd Love To (Chrysalis Music—ASCAP)	62	One Tin Soldier (Cents & Pence—BMI)	75	Think His Name (Music Pushers—ASCAP)	79
Birds of A Feather (Lowery Music—BMI)	37	I'm Comin' Home (Big Seven Music—BMI)	55	Only You Know (Irving Musk—BMI)	69	Tired Of Being Alone (Jec—BMI)	16
Black Seeds Keep (Ingredient Music—BMI)	80	I Just Want To Celebrate (Jobete—BMI)	7	Part Of You (One Eye Soul—BMI)	84	Thin Line Between Love & Hate (Cotillion Win Or Lose—BMI)	24
Breakdown (East Memphis Music—BMI)	32	I'm So Glad (James Music)	94	Peace Train (rving Music—BMI)	57	Trapped By Love (Bridgeport/Ordena—BMI)	31
California Kid (Ensign—BMI)	82	I Woke Up (Screen Gems/Col—BMI)	10	Rain Dance (Circus/Sunspot/Dunbar—BMI)	17	Uncle Albert (MacLen—BMI)	1
Call My Name (Walden Music)	43	If You Really Love Me (Jobete—BMI)	18	Roll On (New Colony—BMI)	68	Want To Pay (Julio-Brian—BMI)	97
Can You Get To That (Bridgeport Music—BMI)	67	Is That The Way (Casserol—BMI)	73	Saturday Morn (Pix, Russ—ASCAP)	35	What Are You (Pocket Music)	81
Charity Ball (Braitree—BMI)	76	It's A Crying (Ironsdale/Soldier—BMI)	92	Signs (4 Star—BMI)	30	What You See (Groovesville—BMI)	23
Chirpy Chirpy (Interson USA—ASCAP)	20	It's For You (MacLean)	86	Smiling Faces Sometimes (Jobete—BMI)	13	Where Evil Grows (Gone Fishin'—BMI)	52
Co-Co	98	I've Found Someone (Mango Music)	49	So Far Away (Screen Gems/Col—BMI)	6	Wedding Song (P. D. Foundation—ASCAP)	22
Crazy Love (Van-Jan/W.B. Music—ASCAP)	38	K-Jee (Rutri—BMI)	51	Some of Shelly's (Screen Gems/Col—BMI)	77	Woman's Love Rights (Gold Forever Music—BMI)	50
Do I Love You (Spanka—BMI)	91	Koko-Joe (Vector Music—BMI)	53	Spanish Harlem (Progressive-Trio—BMI)	9	Won't Get Fooled (Track—BMI)	12
Do You Know (La Brea Music/Sattwa—ASCAP)	15	Liar (Mainstay—BMI)	36	Spill The Wine (Far Out—ASCAP)	71	Year That Clayton (Newkeys—BMI)	88
Easy Loving (Blue Book—BMI)	56	Love We Had (Chappel/Butter—ASCAP)	40	Stagger Lee (Travis Music—BMI)	33	Yo Yo (Lowery—BMI)	19
Get It While (Hill & Range/Ragmar—BMI)	58	Loving Her Was (Combine Music—BMI)	41	Stick Up (Gold Forever—BMI)	11	You Brought The Joy (Gold Forever—BMI)	87
'Ghetto Woman' (Pamco/Sounds of Lucille—BMI)	61	MacArthur Park (Canopy—ASCAP)	46	Stop, Look (Bellboy/Assorted—BMI)	59	You Send Me (Higuera—BMI)	99
Gimme Shelter (ABKCO Music—BMI)	57	Maggie-May (MCR—BMI)	3	Story In Your Eyes (Tro-Cheshire—BMI)	14	You've Got To Crawl (Gold Forever—BMI)	83
Go Away Little Girl (Screen Gems/Col—BMI)	2	Make It Funky (Dynamite—BMI)	29	Superstar (Sky Hill/Delbone)	8		
Glory, Glory (York Music & Alexis—ASCAP)	65	Marianne (Gold Hill—BMI)	34	Surrender (Jobete Music—BMI)	47		
Gypsies, Tramps (Peso—BMI)	54	Midnight Man (Pamco/Home Made)	78	Sweet City Woman (Coral Music—BMI)	21		
Handbags & Gladrags (Lovely—ASCAP)	74			Talk It Over (Almo—ASCAP)	90		

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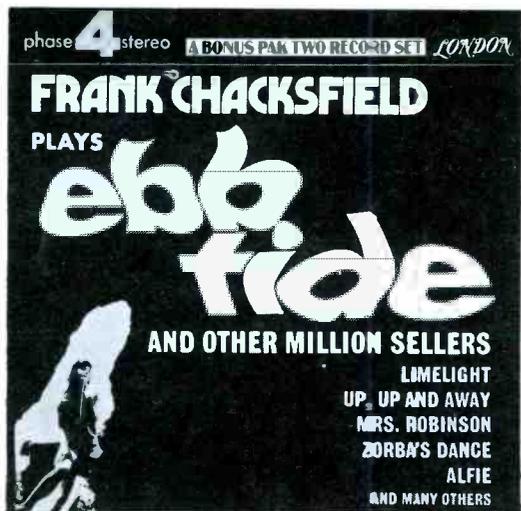
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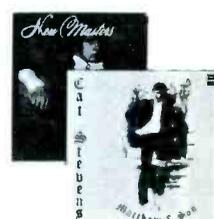
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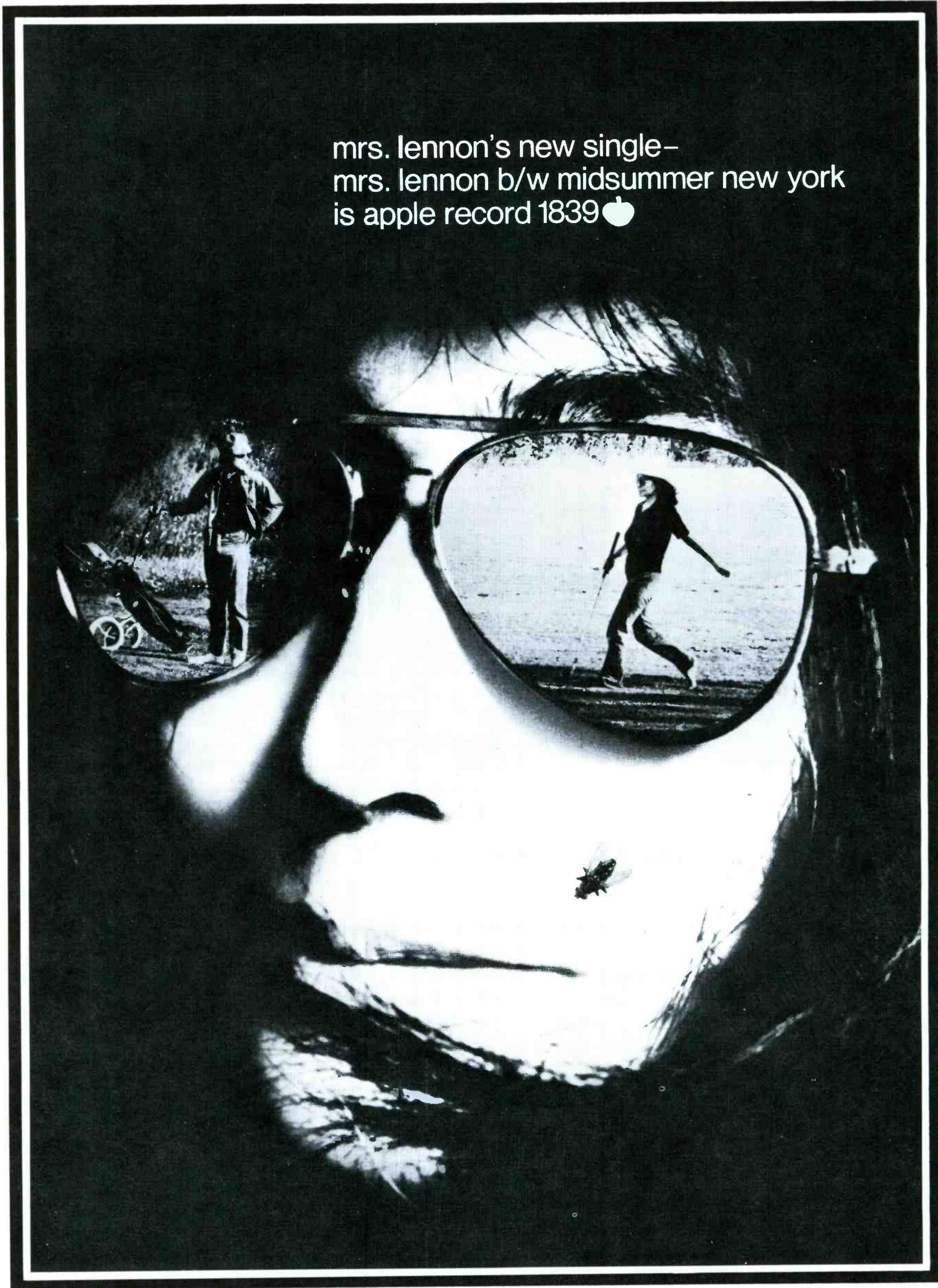


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Peak Re-Order Pattern At WB

NEW YORK — The heaviest re-order week in the history of Warner/Reprise Records took place the five working days before the Labor Day weekend.

Peak sales on recent releases and catalog albums accounted for the record-breaking week, the label said. The week's high sales volume represents no initial orders on new releases, but, rather, concrete re-stocking situations for dealers and Warner Bros. branch distributors. As Warner Bros. president Mo Ostin stated, "Even in the midst of normal economic circumstances, our recent sales performance would have to be considered nothing short of phenomenal. We fully expect to keep up to this pace we've set for ourselves in the weeks and months ahead. Warner Bros. has now emerged as the sales leader in the industry."

Many of the newer releases are accounting for the "tremendous" re-order pattern that has developed throughout the country, Ostin said. "Master of Reality," Black Sabbath's new album and Deep Purple's latest, "Fireball" each brought in re-orders for over 100,000 during the week. Demand for "Surf's Up," the new Beach

(Cont'd on p. 29)

FRONT COVER:



Bell Records' Dawn has established a place among the world's top new recording artists. "Candida," their first release, sold a million and a half records; their follow up "Knock Three Times" an incredible three-and-a-half million and "What Are You Doing Sunday" rocketed out of the first Dawn LP to become the number three record in England in less than one month and be rushed out in this country as a result.

Dawn, recently voted "Artists of the Year" by the Music Operators of America, features the musical talents of lead singer Tony Orlando, backed by Joyce Vincent and Telma Hopkins. Their first European tour, coming up shortly, features concert and TV appearances and will take them to Majorca, London, Hamburg, Bremen, Darlington, Sheffield, and Holland, among others.

INDEX

Album Reviews	33
Coin Machine Section	42-44
Country Music Section	34-37
Insight & Sound	18, 20
Looking Ahead	16
New Additions To Playlist	24, 26
Radio Active Chart	14
Radio News Report	14
R&B Top 60	32
Single Reviews	20
Talent On Stage	28
Tape News	12
Top 100 Albums	31
Vital Statistics	26

Kinney Branch Tie-in Boosts Elektra's New Talent Program

NEW YORK — Elektra Records feels it's getting a substantial boost in its continuing drive to acquire new talent from its involvement in the Kinney branch system, W-E-A.

According to Bill Harvey, just completing his first year as executive vp and general manager of the label, the advantages to Elektra are twofold: "Aside from the amount of inventory you can move, there are advantages in getting new artists. They are very aware of the Kinney branch setup and see the strength it has given Elektra; it's amazing, that artists are aware, managers are aware, and they look at us in a far more favorable light."

Harvey pictures the company's previous indie distributor arrangement as a matter of having "a good one, a bad one, a mediocre one." "This way," he explains, "you get an overall feeling of unity and strength."

As far as new talent is concerned, Harvey is well aware of the need to supplement the exposure of acts, particularly newcomers, in view of the decreasing number of "live" showcases and the tight playlist situation (see last week's editorial, "Living with Tight Playlists"). Methods at Elektra include sponsorship of tours, emphasis on college radio and the utilization of a sampler LP sold on a mail-order basis. In the latter area, the company is offering a 3-LP "Garden of Delights" for \$3 via coupon ads in various consumer music publications.

Tour-wise, the label is presently sponsoring a tour of three of its new pactees in California. All three acts, Don Nix, Jeanie Greene and Lonnie Mack, are part of Elektra's interest in the Muscle Shoals sound, which Harvey applauds as "very commercial . . . with an upbeat quality about it and featuring the funkiest musicians you can find." Another Elektra act in this genre is Mickey Newberry.

In college radio, Elektra has found it more effective to be represented in this area by a man from the home office, Bob Braunstein, than by a college rep. Harvey feels that this approach offers more to college radio in terms of programming assistance and follow-up at retail outlets, especially when acts are appearing in a particular college town.

Closer ties with retailers is a major aim at the label. Product is receiving more "testing" at specific outlets, again with emphasis on artist appearance tie-ins. The W-E-A branches also have gotten control of Elektra print and radio budgets in order to achieve better retailer relationships.

Harvey claims that Elektra's sales volume is increasing. And the success of such Elektra stalwarts as Carly Simon, the Doors and Bread gives the label greater freedom, Harvey points out, to "experiment with unproved artists." In terms of the economy, he visualizes a "light at the end of the tunnel" in terms of music, and the emergence soon of an artist who will prove to be a big traffic builder on the retail level.

A&M's Moss: 'Selectivity' Keys LP Success

NEW YORK — Greater "selectivity" in the marketing of LP product has been a key in greater financial success at A&M.

Jerry Moss, president of the label, made this point as he addressed the New York version of the label's "Listen To Your World" sales meeting last Wed. evening (15) at the Pierre Hotel.

Moss noted that over the past three years, A&M's annual LP output had been 75, 52 and 65, respectively. Less albums, he explained, mean the ability to offer more effort on each release. Moss also cited recent singles success. Over the first eight years of operation, only one single, Herb Alpert's "This Guy's In Love With You," achieved RIAA-certification as a million-seller. Since 1970, the label has had five additional RIAA million-sellers.

Among the artists in the fall LP program—introduced via a film presentation—are Merry Clayton (Ode), Quincy Jones, Marc Benno, Humble Pie, Tim Weisberg, Jim Carroll, David T. Walker, Bill Medley, Gary Wright, Sandy Denny, Billy Preston, Fairport Convention, Cat Stevens and the original soundtrack of "Bless The Beasts & Children." Tape versions, in 8 track and cassette, are by Quincy Jones, Humble Pie, Bill Medley, Billy Preston, Sergio Mendes and Cat Stevens.

Moss also made plaque and record presentations to three distributors, Lenny Silver of Best & Gold, Jerry Cohen of Apex-Martin and Harry Apostelaris of Alpha.

Disks, Tapes Only At GRT

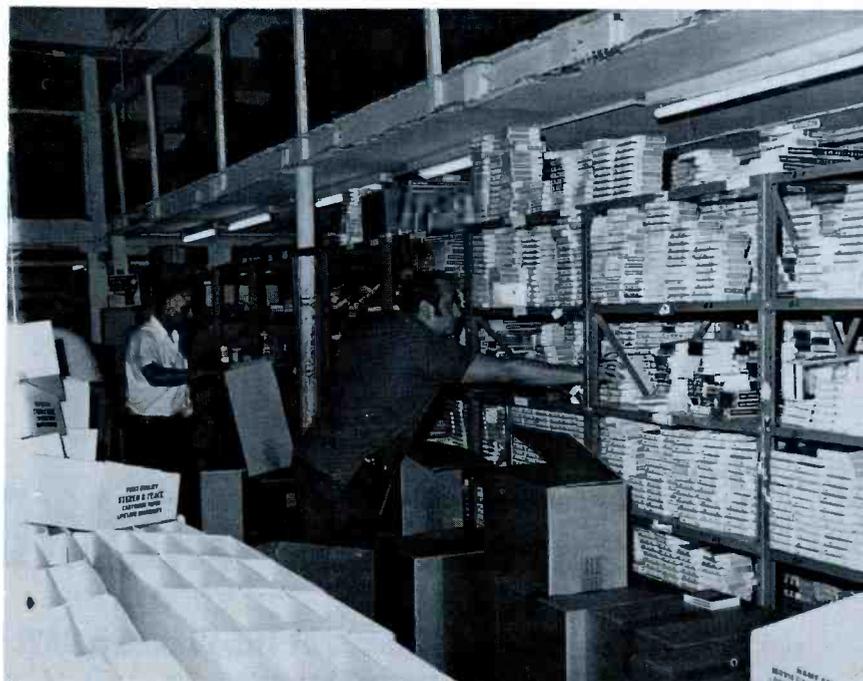
SUNNYVALE, CAL. — GRT Corp. has divested itself of its non-music activities to concentrate on the primary areas of its business—pre-recorded music tapes and records.

Its prerecorded tape division, GRT Music Tapes, is said to have been consistently profitable since 1966; new emphasis has been placed on Chess/Janus Records and GRT of Canada, Ltd., the company's record-tape-publishing firm in Canada.

Alan J. Bayley, president and board chairman of GRT Corp. explained, "we have essentially completed our turnaround problem. GRT has new corporate management in the areas of finance and marketing, has made major reductions in operating costs and, most important, has divested itself of peripheral activities."

A new source of revenue and an important development in its re-emphasis program has been a long-term contract with MGM Records giving GRT exclusive tape distribution rights to all MGM/Verve product.

For the fiscal year ended March 31, and before GRT Corp. put its re-trenchment program in effect, it reported a net loss of \$11,799,035 on sales of \$19,666,167. The loss includes \$4,379,040 from discontinued operations and \$2,877,459 from extraordinary charges. The loss from continuing operations amounted to \$4,542,536 and includes additional reserves and writeoffs of deferred assets amounting to \$1,900,000. The net loss is equal to \$4.14 per share on 2,850,437 average common shares outstanding.



UNREAL RAID—Two New York City Detectives load tape cartridges into cartons for removal to the police department warehouse, all part of the recent raid that resulted in the seizure of \$3 million in allegedly phony tapes. (See story on page 7 of last week's issue.)

Certron Petition Denied Re: SSS

NASHVILLE — In Nashville's Chancery Court, Chancellor Ned Lentz dismissed a petition filed against The Shelby Singleton Corporation by The Certron Corporation of Anaheim, California, and refused to appoint a receiver for the Nashville based company. In answers filed by Harlan Dodson III for The Shelby Singleton Corporation, it was denied that there was any indebtedness to Certron and that in fact, Certron was indebted to Singleton.

In additional litigation, Singleton counter-filed against Certron for \$149,000, which includes amounts owed Singleton distributors and amounts owed Singleton by the California tape duplicating company. The figure also includes \$125,000 in damages allegedly suffered by Singleton in the shipment of defective and below standard tapes to their distributors.

**Seeburg Sale To
New Entity
In CUC
Reorganization
See Coin Machine**

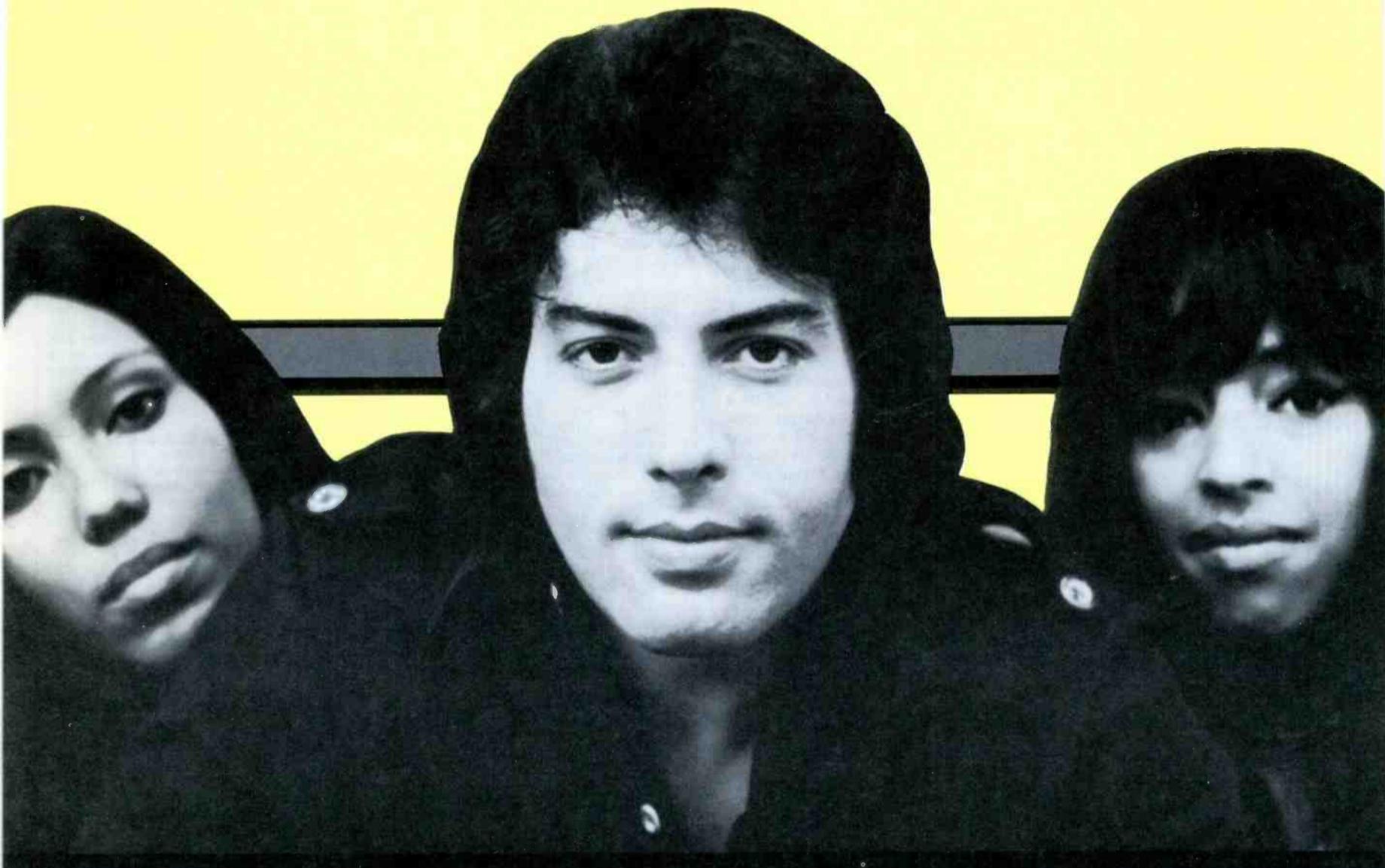
Custom Fidelity Label Under Dain

HOLLYWOOD — Custom Fidelity, in custom record sales for the past 14 years has formed a commercial record division. Bud Dain has been named president of the new operations. Alex Hasaluv has been named vp & A&R head. The label is located at the parent firm headquarters at 7925 Santa Monica. More details next week.

DAWN.



Coming up all over America—thanks to a little reverse English!



From The Top of The British Charts

“WHAT ARE YOU DOING SUNDAY”

recorded by **DAWN**

featuring

TONY ORLANDO

Produced by THE TOKENS & DAVE APPEL

Bell #45-141

BELL RECORDS A Division of Columbia Pictures Industries, Inc.

Major Changes Mark NARAS' Nat'l Trustees Meet In Chicago

Wesley Rose Elected Pres.

NEW YORK—A host of major developments marked the annual meeting of the board of trustees of NARAS, the record academy, at Chicago's Drake Hotel the weekend of Sept. 12.

Among the items concluded at the meet were:

A greater emphasis on a national totality, including chapter expansion into several more cities and more ac-

Lester Forms Music Complex

NEW YORK — Veteran producer Sonny Lester, after fifteen years of successful indie producing for Decca, Capitol and United Artists announced this week the formation of his own recording company, Groove Merchant International, Inc., and a label, G.M.I. Records, Inc.

Lester will also continue to produce for United Artists under a current contract.

The label will be primarily involved in contemporary, blues and jazz product, and debuts with a roster of established acts: organist, Jimmy McGriff; the Thad Jones/Mel Lewis Jazz Orchestra; veteran blues singer, Junior Parker and rock-jazz poll winner, Jeremy Steig. Debuting will be a young guitarist from Baltimore, O'Donel Levy. Negotiations for at least two additional "name" recording acts have been completed with the announcement of signings set for the first of the year. Company has eight LP's completed and set for release in 1971, with five additional albums scheduled for January 1972. Initial release of three singles and four LP's is planned for October.

Negotiations for international distribution have been completed: RCA will handle the line globally in all areas but the U.S. and Canada. Lester also announced plans for an international concert tour of major jazz artists with the Thad Jones/Mel Lewis Orchestra already set for a tour of Russia and Europe in March.

Distribution Set

Domestically, the label will distribute independently with a network currently being set up by Erv Bagley who moves into the company as vice president and general manager, in addition to his posts as vp of Vision Productions, Inc. and their related publishing companies. Bagley, formerly marketing head of the Blue Note division of United Artists, reports that the company in addition to assigning national distribution will maintain regional promotional ties in major areas across the country with New York and Chicago promo offices already set to work on the initial G.M.I. releases. Negotiations are under way for West Coast representation.

The company will headquarter at 16 W. 61st St. and can be reached at (212) 245-1100 where Lester's Minicour Music Publishing offices are jointly housed and owned by Belwin-Mills.

Pop Tops Disk On 'Mammy Blue' First In U.S.

NEW YORK — The first version of "Mammy Blue," the hot European song, to be released in the U.S.—ABC's Pop Tops rendition—has sold 126,000 copies in six days in France. In the U.S., reports Marv Helfer, vp of ABC/Dunhill, the disk is receiving strong Top 40 radio exposure. ABC is currently doing Top 20 Top 100 business with another import, Mac & Katie Kissoon's "Chirpy Chirpy Cheep Cheep."

tive solicitation of younger members; the election of Nashville's Wesley Rose as national president; the affirmation of the Academy's continuing commitments to a strong cultural and educational program; methods of improving the already top-rated Grammy Awards television special; several changes in the Grammy Awards categories and voting procedure, and a strong stand against tape piracy.

The national emphasis focussed on several items: the creation of a national executive committee to facilitate inter-chapter communication; plans for the creations of vice-presidencies for all chapters other than that of the president; increase in financial allocations to the newer chapters; the formation of new NARAS chapters in such cities as Detroit, Memphis, San Francisco, Toronto, London and wherever major recording activity is taking place, and a strong desire to create ways of making membership even more attractive to young recording talent, both in the field and also about to embark upon recording careers.

The election of Rose as national president marks the first time that this office will be held by someone outside the Academy's founding chapters of Los Angeles and New York. The latter's chapter president,

(cont'd on page 29)

Col Sets All-Format Bernstein 'Mass'

NEW YORK — Pierre Bourdain, Columbia Masterworks merchandising director, reports that the first Columbia product to receive an across-the-board stereo and quad re-



SALUTE TO THE BERNSTEIN 'MASS'—Senator Edward Kennedy and his mother, Mrs. Rose Kennedy present Leonard Bernstein a dedicatory medal after the opening performance of Bernstein's "Mass", which he composed especially for the new John F. Kennedy Center for the Performing Arts, in Washington, D.C. Bernstein, an ASCAP composer, collaborated with ASCAPer Stephen Schwartz on additional text. "Mass" (Columbia Records) premiered Wednesday, September 8th. More than 2,000 dignitaries and celebrities attended the opening celebration.

Marcucci Forms Romar Records; MGM To Dist.

HOLLYWOOD — Bob Marcucci, who ran the successful Chancellor label in the late 50's and early 60's, has formed a new label, Romar Records, through MGM distribution.

Singles by three acts will unveil the label operation. They are Griffin and Linda Carr, two former Capitol paeetes, and Girard Belisle, a new "white soul" act. Marcucci may also bring Sidney Jordan, an actress he manages, to the label. Marcucci has also signed a deal with Valjean Productions to serve as associate producer on three TV specials, through Metromedia, by Rona Barrett, the Hollywood gossip columnist also managed by Marcucci.

Romar is located in Hollywood at 858 N. Westborne Drive. Telephone is: (213) 659-1491.

London Unveils 'Today Sound' Fall LP's; Label In 25th Year

NEW YORK — London Records launched its "The Today Sound from London Records" fall album program last week, the same week in which the label celebrated its 25th anniversary.

London home office and field execs. plus the label's six managers got a formal preview of new pop and classical product at a two-day "seminar" gathering last week (13, 14) at the Warwick Hotel in New York. A few days later, sales and promo staffers fanned key markets for local presentations of the new LP's.

Previewed by Herb Goldfarb, sales vp, Walt Maguire, pop A&R vp, and Terry McEwen, classical manager, 18 packages by such London stalwarts as Tom Jones, Mantovani (his 57th for the label), John Mayall, Renata Tebaldi and Joan Sutherland, among others, lead the London family's Fall offerings. In addition, three 2-LP sets carrying a \$7.98 list price debut a new "Bonus Pak" series. The first three feature Frank Chacksfield (on Phase 4), John Mayall (London) and Willie Mitchell (Hi).

Other new product includes "A Tribute to Louis Armstrong with Eric Rogers and the London Festival Band, (Phase 4), Gilbert O'Sullivan's "Himself" (Mam), Thin Lizzy (London), Hildegard Kneff's "From Here On In It Gets Rough" (London), The

Poppy Family's "Poppy Seeds (London).

While there are seven new classics on current release, McEwen said that a total of 24 new classicals would be marketed before the end of the year. Goldfarb, in introducing McEwen, noted that classic sales at London accounted to 15% of the label's volume, and assured the gathering that classics "were here to stay" at the label.

Jones, Mantovani Sets

The Tom Jones package, "Live At Caesar's Palace," is a 2-LP affair carrying an \$11.95 list price. Of special interest in the Mantovani package, "To Lovers Everywhere U.S.A.," is the packaging itself, which consists of a simulated air-mail envelop. The first three "Bonus Pak" sets are Frank Chacksfield's "Ebb Tide and Other Million Sellers," John Mayall's "Thru The Years" and "The Best of Willie Mitchell."

The Mantovani set, incidentally, had been recorded in Paris on the Thursday and Friday before the London meet, and tapes of the set were brought into the U.S. by Tony D'Amato, Phase 4 producer.

Further highlight product includes a Renata Tebaldi Christmas carol set, London's only Yuletide new comer this year, a re-issure of Phase 4's "Fiddler on the Roof," with Robert Merrill, currently touring in the show, and Molly Picon, to be seen in the upcoming film version of the classic musical. Also, the classical front there's a set from Viennese singer Pilar Lorengar.

Among London's merchandising aids for the new sets are an artist press kit, to be a regular London feature for all its new acts, promo LP's display and promo material—including a streamer for the three Bonus Paks—and glossy minis.

Les Reed Label Through London

NEW YORK — London Records has just acquired American distribution rights to the new Greenwich Gramophone Company label, recently formed by British composer and maestro Les Reed. The deal was announced in New York by Walt Maguire, London's vice president for pop A&R. London is also U.S. and Canadian distributor for Reed's Chapter One label.

Greenwich Gramophone, according to Maguire, is expected to focus heavily on progressive underground styled material. Named to supervise creative operations is Tony Reeves, until recently bass guitarist with the jazz oriented British group, Colosseum.

Reeves' initial production for the firm is a rush album release titled "Windy Daze" by the group, Open Road. The unit is composed of two members of the original Open Road and two other players. Reeves also handled production of "Wide Open N-Away," by the Danish band, Day of Phoenix, also tabbed for immediate release.

The initial release of three LP's is rounded out by an album by Samurai, another jazz-influenced group. Albums will all be issued under the GSLP 1000 series and about 15 releases a year are now envisioned. A major and continuing promo effort is planned for the new label.

Ampex 'Purlie' Bows Quad Disks

NEW YORK — Ampex Records will release its first quadraphonic disk next month. The original cast version of "Purlie" will be marketed utilizing the CBS/Sony SQ system. The label expects to add five more quad disks before the end of the year.

lease in all formats will be Leonard Bernstein's "Mass" scheduled for Nov. release.

Bernstein composed his "theatre piece for singers, players and dancers" for the opening of the John F. Kennedy Center for the Performing Arts in Washington, D.C. It will simultaneously be issued as a two-record stereo album, two-cassette stereo album, two 8-track slipcase, a long-play open reel stereo tape, two-record Quadraphonic SQ disk album and three 8-track Quad slipcase. A full libretto will be packaged with the records and will be available to tape buyers as well.

The bulk of the "Mass" is currently being recorded in session at the JFK Center with Bernstein conducting, utilizing the entire cast of approximately 200 performers, including two orchestras.

CBS/Sony Quad System To Be Mfg By Lafayette

NEW YORK — Lafayette Radio, large retailer of electronic equipment, and Columbia Records in conjunction with CBS/Sony, have agreed in principle to a licensing arrangement that will allow Lafayette to manufacture quadraphonic audio equipment under its house banner that will carry the SQ logo.

Lafayette's four-channel stereoquadraphonic equipment will be marketed through both Lafayette retail stores and its mail order operation. The equipment is scheduled to be in the marketplace at the same time major record companies, Columbia and CBS/Sony (Japan) in particular, are planning to release a large selection of quadraphonic records this fall.

The SQ invention developed by CBS Labs for Columbia Records allows four channels of sound encoded onto a disk to be replayed by means of a special matrix decoding circuit, two additional speakers and a supplementary amplifier. Without the additional equipment, the SQ quadraphonic disk reproduces the full richness of stereo sound on existing stereo equipment. This compatibility enables the consumer to still enjoy his stereo record library while building his quadraphonic collection.

Company Financial Reports:

Pickwick Net Up 23% Over Three Months

NEW YORK — Pickwick International, Inc., for the three months ended July 31, saw net income rise 23% over the previous corresponding period to \$831,032 from \$674,275. Net sales increased to \$23,374,327 from \$19,090,509, or 22%. Earnings per share rose to 21 cents as compared with 17 cents. The weighted average number of shares outstanding during this period were 4,015,022 and 3,934,863 in the similar quarter last year, which was adjusted to reflect a 3 for 2 stock distribution effect in July, 1971. The 1970 figures were restated to reflect an acquisition on a pooling of interests basis.

On Aug. 26, Pickwick International, Inc. offered and sold 225,000 shares of common stock. The net proceeds were approximately \$6,925,550.

The three months ended July 31, 1971, marked the 73rd consecutive quarter (18 years plus one quarter) in which Pickwick International, Inc.'s sales and profits exceeded those of the previous comparable period.

"It is a great source of satisfaction", Cy Leslie, chairman, stated, "to once again report continued growth in Pickwick International, Inc.'s corporate activities. It is our belief that the company's forward thrust, coupled with an apparent improvement in general business conditions, indicates continued progress during the balance of the year."

Bright 1st Qtr For Handleman

DETROIT — Handelman Co. has reported increased sales and earnings for the first quarter ended July 31, according to David Handleman, president.

For the first quarter ended July 31, sales rose to \$22,304,000, compared to the \$21,945,000 reported for the same period a year ago. Net income increased to \$1,318,000 or \$30 per share versus the \$1,196,000 or \$27 per share reported last year.

Handleman Co. is one of the largest independent wholesale merchandisers of recorded music in North America, sells records and stereo tapes to retail outlets throughout the continental U.S., Puerto Rico and Canada.

Williams To Head Island's U.S. Wing

HOLLYWOOD—Basing (sic) Street West, which represents Island Records in the U. S., has a new president. She is Liza Williams, succeeding Walter Wanger, Jr., co-founder of the company, who has resigned for reasons of health.

Author of "Up the City of Angels" and a regular columnist in the Los Angeles Free Press, Miss Williams has as an immediate concern the Island group Bronco. Her idea is to launch this British group in the States by concentrating on one major market area at a time, so they are spending two months in California alone, this trip, playing dates at various clubs. (Bronco debuted at the Whisky A Go Go here last week, Sept. 15).

Miss Williams and Mr. Wanger formed Basing Street West last June. After meetings with Island Records board members in London, they secured representation of that label here, with distribution by Capitol. With new offices at 6671 Sunset Boulevard, the company will also look for American talent to offer to Island and will undertake independent production deals with other companies as well.

Columbia Pix Reports Loss

NEW YORK — Columbia Pictures Industries, parent company of Screen Gems/Columbia Music and Bell Records recently reported a loss of \$28,772,000 for the fiscal year ending June 26th. The loss included an unusual year-end pre-tax writedown of \$22 million of its motion picture and TV-film inventory. In fiscal 1970, the company had earnings of more than \$6 million (\$.99/share).

Integrity Entertainment First Full Fiscal Year

TORRANCE, CALIF. — Integrity Entertainment Corp., owner and operator of 13 discount record and tape outlets named "The Wherehouse," has announced audited figures for both sales and earnings for its first full fiscal year ended June 30, 1971. Final net sales were \$3,238,056 with a net income of \$87,620 or \$.08 per share based on 1,123,077 weighted average common shares of stock outstanding. This compares to the partial fiscal period January 12, 1970, when the company was founded, to June 30, 1970, with no sales and a loss of \$8,042 or \$.01 per share.

Leon C. Hartstone, board chairman of IEC, indicated that the company was proceeding ahead of schedule with the continued expansion of its "The Wherehouse" chain. IEC stock is traded over the counter.

Mogull Realigns Cap's AR Forces

HOLLYWOOD — Capitol Records' A&R chief Artie Mogull has restructured his department, in part, along the following lines:

Al Coury, who has been with the label for many years, most recently as head of artist relations, has been made an executive producer.

Stan Silverberg, previously Mogull's assistant in A&R, becomes director of international pop repertoire responsible for all acts coming to Capitol through EMI affiliations, as

Capitol Creates New AR Posts

HOLLYWOOD—Capitol Records' artist relations department has undergone a facelifting operation involving personnel as well as the titles they bear. Bill Valenziano has been named manager of artist development, based at the Tower, while Max Kendrick in the company's New York office becomes artist development manager, East Coast. And Jeannie Schoel has been made artist development coordinator, working with Valenziano.

In their new posts, Valenziano and Kendrick will be responsible for Capitol artist bookings, personal appearances, presentation of Capitol acts for clubs and television shows, and coordination of artist relations. They will work closely with creative services promotion and sales, and will report directly to Brown Meggs, marketing vice president. Miss Schoel will be specifically responsible for coordinating artist support activities with Capitol's promotion and sales personnel nationally.

Valenziano began his Capitol career in 1962 as a sales representative in Chicago. He subsequently served as branch manager in Des Moines and St. Louis, and promotion man in St. Louis and Los Angeles. Early this year, he was named west coast artist relations representative.

Kendrick joined Capitol early this year, coming from Warner Bros.-Seven Arts Music, where he served most recently as manager of special projects, Eastern Division. He is headquartered in Capitol's New York executive offices at 1370 Avenue of the Americas.



DEADLINE MET—It was a \$200,000 day for 3 Dog Night when the rock group delivered the tape of its next ABC/Dunhill album to the label barely an hour before a contractual deadline. One day later and the seven-member group would not have qualified for the six-figure bonus specified by the contract. Dash to deadline was caused by constant interruption of the recording sessions, for various television and concert appearances. Final recordings were completed at 4:30 a.m. deadline morning, the next twelve hours were spent in the mastering lab, and then the tape was delivered to the record company via Brink's armored truck. Thereupon, ABC/Dunhill president Jay Lasker exchanged his \$200,000 check for the tape with manager Bill Utley of Rep Foster Associates. Among those involved in the delivery (from left, kneeling in front): Floyd Sneed, Danny Hutton; (standing, from left): Michael Allsup, Joe Schermie, Brink's guard, Jay Lasker, Brink's guard, Chuck Negron, Bill Utley, Cory Wells, ABC/Dunhill vice president Barry Gross, and producer Richard Podolor.

3 Dog Night Ball Park Tour In '72

HOLLYWOOD — Burt Jacobs, manager of ABC/Dunhill's top-selling act Three Dog Night, has announced that for 10 weeks next summer he will book the group solely into baseball parks across the country. His plans call for concerts in two ball parks every weekend.

While details of the unique tour are presently being set, Jacobs was unable to furnish specific dates at this time, since Three Dog Night bookings will have to be coordinated with local baseball schedules.

Meanwhile, negotiations are now under way for the tour to be kicked off here in Los Angeles with a date at the Dodger's Stadium. No musical act has played the Stadium since the Beatles did back in the mid-sixties. After that Jacobs estimates that he can set up a total of 22 dates throughout the U.S.

Said Jacobs last week, "No one else has ever gone after a tour like this, and in my opinion, no other group today could pull it off."

Ireland CBS Pres

NEW YORK — CBS Chairman William S. Paley announced plans to strengthen the company's top leadership, provide for management transition, and give emphasis to future growth. Frank Stanton, president, will become vice chairman and as such will continue as chief operating officer.

Paley and Stanton jointly announced that effective October 1 Charles T. Ireland, Jr. will become president of the corporation. Ireland comes to CBS from International Telephone and Telegraph Corporation, where he was a senior vp and director.

He became a Director of ITT in 1965 while he was president of Alleghany Corporation. In 1967 he joined ITT as vice president and special assistant to the chairman and president. He was named a senior vp of ITT in 1969. Ireland is a member of Phi Beta Kappa and an Overseer of Bowdoin College.

Distrib Gobble Up Brady Bunch Xmas LP

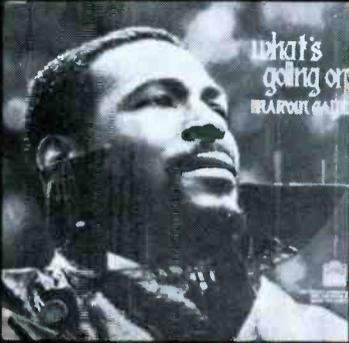
NEW YORK — Does the Brady Bunch have the potential to become another Partridge Family on records?

Gene Block, director for marketing for Paramount Records, got that feeling during the past few weeks while talking to distributors around the country. On behalf of the re-issued "Merry Christmas from the Brady Bunch" LP.

The label originally issued the Brady Xmas LP late last year, too late to do a maximum advertising and promotion job on the album. The company shipped 75,000 albums to distributors in 1970, and took back 35,000 after the holiday selling period.

This year, Block started on a program to re-distribute the 35,000 and see if distributors might want any additional copies, and ended up with orders last Wednesday totaling 147,000 units.

He attributes the demand to the tremendous ratings of the TV show.



(TS-310)

From one man's mind, one man's music,
one man's album
comes "Inner City Blues"
The third million selling single from that same album,
by that same man.

Marvin Gaye.



New Computer System Assists Publishers

BAKERSFIELD, CALIF. — Libra Computer Systems, Inc., has come up with a programming system that should banish the problems music publishers now face as they endeavor to check royalty statements.

Hailed as unique in the country, Libra's development enables publishing houses to check accurately and to compile separately, via computer, sales and dollar figures submitted to them by any label. Buck Owens' Blue Book Music has become the company's first customer.

The computerized system, developed

by Steve Tapley, general manager of Libra, has built-in audit controls to assure that a writer is being paid the correct royalty rate for a particular recording. In addition the system incorporates an auditing facility that takes reported sales by record number and compiles those figures according to the number of albums sold. Libra's system also converts foreign currency to U.S. currency for foreign sales.

Another feature of the system is that it can allocate royalties from a songbook to up to 100 different writers.

Tapley, who has been working on the system for the past six months, said that "it isn't just a system meant to check figures submitted to publishers from another computer. We only use those figures as guidelines. We've set up a separate system including our own song numbers, and we arrive at a final dollar figure through an entirely different computer program."

Tapley pointed out that "you won't find the label's computers making mistakes but figures are fed into it by humans who can make a mistake. Our system is designed to catch those errors and rectify them."

Second Big Band Fest Set For MSG

NEW YORK — An afternoon concert of big bands and vocalists is set for Madison Square Garden, Oct. 24th. Richard Nader, exec producer of the series announced the line-up which will feature: Woody Herman And The Herd, Stan Kenton And His Orchestra, Billy Eckstine, Rosemary Clooney, Tex Beneke And His Orchestra and Ray Eberle and The Modernaires.

The Garden was the scene of the First Big Band Festival on June 16th, which grossed \$68,000. Nader said, "Initially we had a difficult time reaching our market with the usual media, but the advertising campaign for the up-coming performance will do the job: Direct mail, flyers, posters, radio, T.V., and group sales. We also received a great deal of TV coverage and network reviews on the first show."

CRD Applies For Patent On VSC

WESTPORT, CONN — Cambridge Research and Development Group (CRDG) of Westport recently confirmed that it has applied for patent protection for a new electronic method which makes it possible to speed up or slow down recorded speech without distorting tone and pitch.

The method is called "variable speech control" (VSC). The process is accomplished by use of a miniaturized solid-state module which can be used with any sound reproducing equipment. Inventor of VSC is Murray Schiffman, CRDG director of electronic research, and formerly president of Data Technology, Inc., now a division of Allen Bradley Company. The development derives from work originally carried on by Dr. Sanford D. Greenberg of Washington, D.C., in conjunction with CRDG.

Preliminary licensing negotiations are underway by the Cambridge Group with major firms here and abroad for manufacturing and marketing the new speech control method. Licensees are expected to be selected in the near future, according to CRDG officials.

According to CRDG general partners, Kenneth N. Sherman and Lawrence M. Sherman, there are many potential applications for the unique method already successfully tested with the functionally blind, where the most urgent need exists for greater speed in listening equipment.

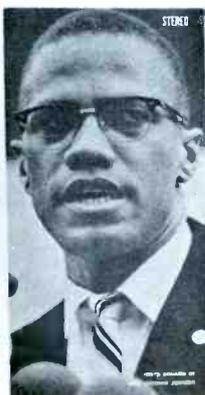


SURPRISE!—Jerry Kellert, newly named v.p. and general mgr. of Schekeryk Enterprises, Ltd., New York, is welcomed to his office by Melanie and a children's band. According to Peter Schekeryk, president, (in doorway with Kellert), the new v.p. will work in the field of management and new-artist development for Neighborhood Records, a division of the firm. New York headquarters are at 1 Gulf & Western Plaza.

The MALCOLM X MEMORIAL

(A TRIBUTE IN MUSIC)

PHILIP COHMAN and the ARTISTIC HERITAGE ENSEMBLE



First musical tribute to MALCOLM X

"Exploring unknown heights in revolutionary music . . ."

Mail check or money order for \$6.95 per record to:

ZULU RECORD CO.

942 E. 75th Street
Chicago, Ill. 60619

tape news report

EVR Checking New Film Stocks Toward Lower Retail Price

NEW YORK — Robert Brockway, CBS's EVR chief, advised members of the Video Tape Producers Assn. last Monday (13) that a variety of experimental film stocks are now in research and development at EVR in an attempt to bring down the cost of the film-video cassette to industry and educational buyers and eventually to give the EVR cassette a much more attractive price to the consumer when that market opens.

Brockway responded to a lengthy series of queries from the VPA members on why he feels a video cassette which will simply play back but not record (except thru their transfer system) will be a viable product on the retail market. "We have decided to market the record album for the eye . . . a professionally recorded film cassette for industry and consumer interested in the efficiency of programming a top quality, professional produced film and not in producing their own," he stated.

Suggesting that the original phonograph had been a recording as well as a playback device, the VPA members were brought the thought that this giant market is solely playback today.

London, Ampex Sign New Deal

NEW YORK — London Records has concluded a new long-term tape duplication deal with Ampex, Cash Box has learned. The new arrangement, involving all configurations, extends a previous three-year deal, and is effective Jan. 1, 1972.

New GRT Promotion

SUNNYVALE, CALIFORNIA — Herb Hershfield, national sales manager for the music tape division of GRT, announced a new incentive program for its distributors. GRT has inaugurated the "GRT Super Music Bowl," a contest which allows distributors to redeem prize points awarded on the basis of sales during a four month period (August 2 to December 3) for valuable merchandise.

Unit Plays Cassettes in 8-Track Players



MINE HILL, N. J. — The Soundsonic Division of Eastern Specialties Corporation has produced an adaptor that plays Cassette Tapes in all 8 Track Tape Players. "It doesn't matter whether the 8 Track Player is a car, home or portable model, since the cassette adaptor is completely self-contained and needs no outside power source," the company stated. "In fact, it does not even need a battery. It is the first mechanical adaptor to operate without batteries. The only power it needs is supplied from the leaf switch of the 8 Track Player," they stated.

The Soundsonic Cassette Adaptor (shown above) is put into use by inserting a cassette tape into it, then plugging it into the 8 track set the same way you would insert a tape.

This Cassette Adaptor is designated model TCA-46 and is an improved model over the old TCA-14's. It is fully solid state and operates on 6 transistors and 7 diodes. With a power input of 11v—25v, it will operate with a wow/flutter of only 0.5% or less. Price is set at \$29.95.

Ampex, GRT Join The ITA

NEW YORK — Larry Finley, executive director of the International Tape Association, was pleased to announce last week that the Ampex Corp. and GRT have both joined his organization of suppliers of software and hardware to the tape cartridge market. ITA now boasts a membership roster of 118.

Finley advised that Ampex's Don Hall and GRT's Allen Bayley have stated they will both be active in association programs.



SUPERSCOPE BREAKS GROUND . . . Ground-breaking ceremonies were held at Robbins Executive Park East in Troy, Michigan, for a new facility to house Superscope, Inc. subsidiary. The 18,000 sq. ft. building, housing offices, service department and warehouse facilities was designed by Campbell Engineering, Inc. of Detroit, Michigan. Shown at the ground-breaking event are (l to r) Ike Sheppard, Sheppard Engineering, architects, his assistant (name unknown), Jim Rasch, Rasch Construction, builder, Jerry Salesin, manager of Superscope Detroit, and the developers, Dan Andrews of Campbell Engineering, Inc. and Doug Miller, representing Robbins Executive Park East.

FROM THE No. 1 BESTSELLER!

The way to bec

The Sens W

The first *HOW-TO*
female who yearns to

OUT THIS WEEK!





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. Only You Know & I Know—Delaney & Bonnie & Friends—Atco			49%	90%
2. What Are You Doing Sunday Morning—Dawn—Bell			47%	47%
3. Freedom Comes, Freedom Goes—Fortunes—Capitol			45%	45%
4. Peace Train—Cat Stevens—A&M			42%	89%
5. I'd Love To Change The World—Ten Years After—Columbia			39%	55%
6. Gypsys, Tramps & Thieves—Cher—Kapp			36%	96%
7. Roll On—New Colony 6—Sunlight			33%	80%
8. Long Ago & Far Away—James Taylor—W.B.			31%	31%
9. Theme From Shaft—Isaac Hayes—Enterprise			29%	58%
10. I'm Coming Home—Tommy James—Roulette			28%	91%
11. Imagine—John Lennon—Apple (L.P. Cut)			25%	48%
12. Birds Of A Feather—Raiders—Columbia			22%	97%
13. The Love We Had—Dells—Cadet			19%	19%
14. Mac Arthur Park—4 Tops—Motown			18%	98%
15. Some Of Shelly's Blues—Nitty Gritty Dirt Band—U.A.			16%	75%
16. Never My Love—5th Dimension—Bell			15%	98%
17. Your Move—Yes—Atlantic			13%	13%
18. She's All I've Got—Freddie North—Mankind			12%	12%
19. Charity Ball—Fanny—Reprise			12%	12%
20. It's For You—Springwell—Parrot			11%	28%
21. Rub It In—Layne Martine—Barnaby			10%	10%
22. Lord Have Mercy—Black Oak Arkansas—Atco			9%	37%
23. Midnight Man—James Gang—ABC			8%	8%
24. It's A Crying Shame—Gayle McCormick—Dunhill			7%	21%



Radio-TV News Report

First Edition TV Series Rolling

NEW YORK—Reprise recording artists Kenny Rogers and The First Edition are currently completing taping of their weekly half hour TV series "Rollin' On The River." Produced by Winters/Rosen Productions and Glen-Warren Productions in association with the CTV Television Network, "Rollin' On The River" has a first run syndication lineup that totals 145 markets, plus the CTV outlets in Canada and the Armed Forces Television Network.

Kenny Rogers and The First Edition have had a string of hits that includes "Just Dropped In To See What Condition My Condition Was In," "But You Know I Love You," "Ruby, Don't Take Your Love To Town," "Reuben James" and "Something's Burning." Their latest Reprise album is "Transition."

The group is joined on "Rollin' On The River" by such guest performers

as Merle Haggard, Roger Miller Gladys Knight & The Pips, B.B. King Kris Kristofferson, The Raiders, Barbara McNair, Tommy Smothers, Karen Black, Alex Harvey, Jason Robards Jr., Tony Joe White, John Stewart and George Kirby.



STATION BREAKS:

Richard Kimball has been appointed music director of KMET-Los Angeles . . . New sales mgr. of WLS-Chicago is Wally Rank, formerly the general sales mgr. of WRTH-St. Louis . . . Jerry Hahn named assistant director of operations of KSRF-Hollywood. He was previously with KLFM-Long Beach.

Louis Torres named editorial dir. of KLOS-Los Angeles . . . Greg Evans, known to audiences on the East Coast as Chuck Williams, will do the nine to midnight show on KFRC-San Francisco . . . Thomas Baker is WWDC-Washington's newest account executive moving over from WHPC-Winchester, Va.

Julian Breen, former assistant program mgr. at WABC-New York, named KYA-San Francisco program dir. Joining the news dept. there is Roy Storey . . . Nancy Salzman to the sales dept. of WPIX-FM, New York as account exec . . . Don Buday named critic at large for KMET-Los Angeles.

Jerry Stevens will host seven to midnight show on WOAI-San Antonio, replacing the Allan Dale talk show . . . Reb Foster to do four hour Sunday stint for KRLA-Los Angeles . . . Betty Wright to co-host WPLG-Miami's "Now Explosion" program . . . Betty Breneman has rejoined RKO Radio as music coordinator/counselor.

SOMEONE SAID CHEESE—Peter Kelley visited the offices of Bob Hamilton's Radio Report recently and presented Beverly Magid with a copy of his new Sire LP, "Dealin' Blues." Sire is distributed by Polydor, Inc.

Minority Training Begins At KQEC

SAN FRANCISCO—An unusual television training program for minorities and women will be initiated next month at public tv station KQEC, channel 32 here.

Classes in all aspects of tv production will start in mid-October on a five day a week, eight hours a day schedule. They will include instruction in camera work, audio techniques, lighting, staging, editing, switching, direction and producing.

The program represents a step toward professional training, and eventually jobs and programming at KQEC. Students will be paid \$100 per week and the Bay Area Educational Television Association has secured funding for five trainees for the first semester. Directing the program are KQEC staffers Don Roman and Cliff Roberts.



IMAGINE—John Lennon and Yoko Ono are congratulated by Dick Cavett after taping of the show to be aired Tuesday, Sept. 21. They are flanked by Allan Klein, president of Abkco Industries, and Pete Bennett, director of promotions. John sang "Imagine," from the album of the same name, while Yoko performed "Mrs. Lennon," from her soon to be released LP, "Fly."



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CHART ACTIVITY

(Jan. 2 - Sept. 11)

POP-TOP 100

- | | |
|--|---|
| 1 SPANISH HARLEM
Aretha Franklin
Atlantic | 40 LIFE
Elvis Presley
RCA |
| 13 I REALLY DON'T WANT TO KNOW
Elvis Presley
RCA | 65 HELP THE POOR
B. B. King
ABC |
| 24 WHERE DID THEY GO, LORD
Elvis Presley
RCA | 70 GET IT WHILE YOU CAN
Janis Joplin
Columbia |
| 36 I'M LEAVIN'
Elvis Presley
RCA | 93 STANDING HERE WONDERING
WHICH WAY TO GO
Marion Williams
Atlantic |
| 99 LEAVE MY MAN ALONE
Raelettes
Tangerine | |

COUNTRY-TOP 65

- | | |
|---|---|
| 1 I CAN'T BELIEVE THAT YOU'VE
STOPPED LOVING ME
Charlie Pride
RCA | 23 FADED LOVE
Tompall and the Glaser Bros.
MGM |
| 1 DREAM LOVER
Billy "Crash" Craddock
Cartwheel | 27 DON'T LET HIM MAKE A MEMORY
OUT OF ME
Billy Walker
MGM |
| 2 TOUCHING HOME
Jerry Lee Lewis
Mercury | 40 SHE'S AS CLOSE AS I CAN GET
TO LOVING YOU
Hank Locklin
RCA |
| 3 SOLDIER'S LAST LETTER
Merle Haggard
Capitol | 46 WHAT AM I LIVING FOR
Conway Twitty
MGM |
| 5 SHE WAKES ME WITH A KISS
EVERY MORNING
Nat Stuckey
RCA | 48 I GOT A WOMAN
Bob Luman
Epic |
| 7 PADRE
Marty Robbins
Columbia | 55 JIM DANDY
Lynn Anderson
Chart |
| 7 WHEN HE WALKS ON YOU
Jerry Lee Lewis
Mercury | 58 BUBBLES IN MY BEER
Ray Pennington
Monument |
| 60 GREYSTONE CHAPEL
Glen Sherley
Mega | |

Col Declares Oct. Douglas Month

NEW YORK — Columbia Records has designated the month of October for special concentration on product from Douglas Records, a Columbia custom label. Rick Blackburn, Epic/Columbia custom label national sales director, announced that effort will be centered on nine albums to be released or re-serviced during that month.

Douglas Records is a division of Douglas Communications Corporation, a multi-media company whose aim is to establish commercial outlets for ideas and product created by, and directed to, the "new consciousness." Douglas Books has published such titles as "Getting Busted," "Movie People," and Timothy Leary's "Jail Notes." The company is responsible for the Broadway production "Lenny," and Douglas Films produced Alexander Jodorowsky's "El Topo," which will go into above-ground release nationally, opening Oct. 15th at the Trans-Lux East Theatre in New York City.

Concentration Titles

The Douglas albums selected for October's concentration are: "What I Was Arrested For," by Lenny Bruce, which includes the performances that led to his precedent-setting obscenity trials; "The Last Poets" and "This is Madness" by the Last Poets, the award-winning trio of Harlem street poets; "My Goal's Beyond," by guitarist Mahavishnu John McLaughlin; "By Any Means Necessary," a collection of historic and humorous speeches of Malcolm X; "Hooteroll?" by Grateful Dead guitarist Jerry Garcia and San Francisco organist Howard Wales; "Iron Man," by Eric Dolphy, recorded just a few months before the legendary jazz saxophonist died in 1964; "Steel," produced by Stefan Bright of Douglas a&r for release on the Epic label, the rock group features former members of Buddy Miles and Manfred Mann's groups; and music from "El Topo" performed by Shades of Joy, one of the new organic San Francisco groups, led by saxophonist Martin Fierro.

Promo Plan

In support of this product, Columbia has planned extensive advertising on radio and in print, both underground and straight publications, plus a campaign of dealer co-op ads. In-store displays are also planned. Since Douglas product covers such a wide range of interest, publicity efforts will be directed to a broad spectrum of special interest press.

As a marketing aid to demonstrate the line's broad scope, as well as its basic cohesiveness, a sampler LP of excerpts from each album has been prepared. It will be mailed nationally to radio stations, retail and sub-distributor outlets, one-stops, college newspapers and stations, and selected members of the press. Douglas has also produced a special newspaper spotlighting the albums, with commentary from leading music critics and the artists themselves, which will be sent with the sampler.

More Denver Gold

NEW YORK — RCA Records' John Denver has received his second gold record award in a little over a month. The award is for his album "Poems, Prayers and Promises," certified gold by the Recording Industry Association of America.

Last month, Denver was awarded a gold single for "Take Me Home, Country Roads," a number one single out of the "Poems, Prayers and Promises" LP.

Denver is currently recording his next album for RCA in the company's New York Studios. Following completion of the studio work, he leaves on a wide ranging tour of college dates.

Interstate To HQ In Nashville

NASHVILLE — Bill Sizemore, Interstate Talent Agency prexy, has established agency offices in Nashville. Interstate's roster boasts artists Ronnie Dove, Bobby Vee, and Ray Peterson.

Soul singer Ruby Winters is represented by ITA as well as Gigi and Gerri Jackson, a sister act, which is a segment of the Ronnie Dove Revue.

Simultaneously, Sizemore stated that Bearpaw Music, which he also heads, will maintain Nashville offices. Frank Myers has been appointed professional manager.

ITA and Bearpaw Music were previously located in Baltimore, Maryland. The Nashville offices are located in Suite 216, 806 Sixteenth Avenue South Building.

Looking Ahead

- 1 **FREEDOM COMES, FREEDOM GOES**
(Maribus—BMI)
Fortunes—Capitol 3179
- 2 **SOLO**
(Goldforever—BMM)
Billy Sans—Invictus 9102
- 3 **HOT PANTS, I'M COMING, COMING, COMING**
(Dynatone—BMI)
Bobby Byrd—Brownstone 4203
- 4 **GOT TO GET OVER THE HUMP**
(Cachand/Tecbob—BMI)
Simtek & Wiley—M. Chand 8005
- 5 **LORD HAVE MERCY**
(Marlu-Far Fetched—ASCAP)
Black Oak Arkansas—Atco 6829
- 6 **YOUR MOVE**
(Cotillion—BMI)
Yes—Atlantic 2819
- 7 **DAY BY DAY**
(Valando, Cadenza—BMI)
Holly Sherwood—Carousel 1038
- 8 **OLENA**
(Dearwood—BMI)
Don Nix—Elektra 746
- 9 **MONKEY SPANNER**
(Interglobal—ASCAP)
Dave & Ansel Collins—Big Tree 125
- 10 **PIN THE TAIL ON THE DONKEY**
Newcomers—Stax 0099
- 11 **A SONG FOR YOU**
(Skyhill Music—BMI)
J. P. Morgan—Beverly Hills 9367
- 12 **SHE'S ALL I'VE GOT**
(Jerry Williams, Excelforec—BMI)
Freddie North—Mankind 12004
- 13 **KEEP IT IN THE FAMILY**
(Trousdale/Soldier—BMI)
Road House—Dunhill 4285
- 14 **I CAN GIVE THE LOVE**
(Jobete—BMI)
Vikki Carr—Columbia 45454
- 15 **I KNOW I'M IN LOVE**
(Kama Sutra/James Boy/Tab Tab—BMI)
Chee Chee & Peppy—Buddah 225
- 16 **SUMMER SIDE OF LIFE**
(Early Morning—ASCAP)
Gordon Lightfoot—Reprise 1035
- 17 **FRIENDS OF MINE**
(Gallager & Lyle)
McGuinness Flint—Capitol 3186
- 18 **THANK YOU FOR THE LOVE**
(Su-Ma—BMI)
Bad Habits—Paula 353
- 19 **I'M AN EASY RIDER**
(Jobete—BMI)
Friends—Rare Earth 5036
- 20 **GIRL I'VE GOT NEWS FOR YOU**
Cherokee—Dunhill 11304

Williams' Sweet 16th Gold Album

NEW YORK—The Recording Industry Association of America has certified "Andy Williams' Greatest Hits" (Columbia) as having achieved more than one million dollars in sales. The gold album, Williams' sixteenth, contains songs closely associated with his career, including "Moon River," "Days of Wine and Roses," "Almost There," and "The Hawaiian Wedding Song."

Andy's previous gold records, all on Columbia, were "Moon River and Other Great Movie Themes" and "Days of Wine and Roses" (1963); "The Wonderful World of Andy Williams," "Call Me Irresponsible" and "The Andy Williams Christmas Album" (1964); "Dear Heart," and "Great Songs of My Fair Lady" (1965); "The Shadow of Your Smile" (1966); "Born Free" (1967); "Love, Andy," "Merry Christmas" and "Honey" (1968); "Happy Heart" (1969); "Get Together" (1970); and "Love Story" (1971).



TIME OUT ON CONNIFF TOUR—Ray Conniff found time on his recent promotion trip to St. Louis for lunch at Stadium Club. Norman Wienstroer and Beki Vinson of Musical Isle are pictured here with Ray and his wife Vera. The new Conniff "Great Contemporary Instrumental Hits" album is a feature in the Musical Isle Columbia records promotion during Sept.

Jackson 5 Bow Motown Coast Month

LOS ANGELES — The Jackson 5 kicked off a special Motown month here, and in surrounding Southern California areas, when their weekly animated TV series debuted on the ABC-TV Network Sept. 11. Though televised nationally, the show is the first of several outings that Motown artists will be making in Los Angeles area during the month.

Among those scheduled to appear

live on stages throughout the city are Smokey Robinson and the Miracles and the Four Tops, who shared billing for a week-long engagement at the Greek Theatre last week. And on Thursday, Sept. 16, Stevie Wonder made his first Los Angeles nightclub appearance in several years at P. J.'s. The same evening the Supremes returned to the Frontier Hotel in Las Vegas, which will be their last major club date before heading to Europe for an extensive tour.

Martha Reeves and the Vandellas wind up Motown month in the area when they open at the Las Vegas Hilton International, Sept. 22.

'Windy' Achieves 1 Mil Performances

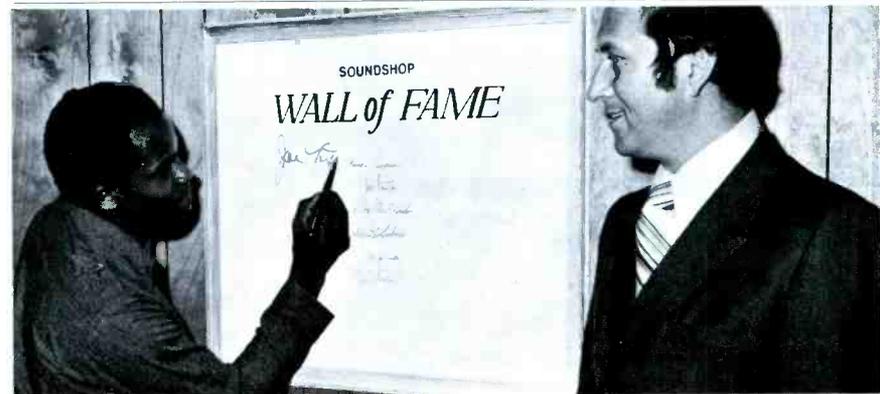
HOLLYWOOD — Ruthann Friedman, performer and author of "Windy," was given the BMI Award in Los Angeles for "Windy" having been played on the air over one million times. The song was originally a hit for The Association and has since been recorded over 25 times.

Gleit To Win

NEW YORK — Sol Gleit, former vp with Merco Enterprises has joined Win Records Inc. and will be involved in all phases of the company's distributing operations.

- | | |
|---|--|
| SPANISH HARLEM
ARETHA FRANKLIN | Atlantic
Hill & Range
Trio Music |
| GET IT WHILE YOU CAN
JANIS JOPLIN | Columbia
Hill & Range
Ragmar |
| WHEN HE WALKS ON YOU
JERRY LEE LEWIS | Mercury
Hill & Range
Blue Crest |
| DREAM LOVER
BILLY "CRASH"
CRADDOCK | Cartwheel
Hill & Range
Fern |
| DON'T LET HIM MAKE A
MEMORY OUT OF ME
BILLY WALKER | MGM
Hill & Range
S-P-R Music |
| TONIGHT
THE NEW SEEKERS | Elektra
Anne-Rachel
Tiffis Tunes |
| WHEN TOMORROW TURNS
TO YESTERDAY
I DON'T DESERVE THIS
BRYAN ST. THOMAS Nickels & Dime
Bennie Benjamin Music | |

THE ABERBACH GROUP
241 West 72 Street, New York, N.Y.



"WILL YOU SIGN IN PLEASE . . ."—Dial Recording artist Joe Tex signs in at Nashville's Soundshop studios as his producer, Buddy Killen, looks on. Joe was in Nashville to finish work on a new single which will be released shortly.

IN SEPTEMBER

THE BAND

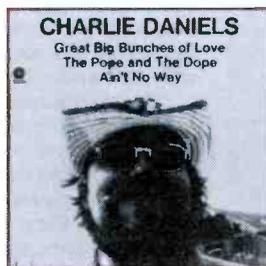


THE BLUES PROJECT



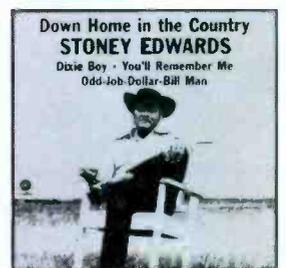
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NIELS

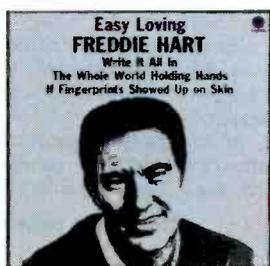


STON

EY EDWARDS



FREDDIE HART



JOY OF COOK

insight&sound

NEW YORK—THE ROCK MANAGER INTERVIEWS: PETER RUDGE, PART TWO (PREFACE: Peter Rudge is, in actual fact, president of Track International, an organization headed by Kit Lambert, Chris Stamp, and Pete Kameron. (There's also a Track label in England.) These gentlemen are the Who's managers but it is Pete's job to book the group's usually mammoth tours. He does this on his own in Britain and with the help of Frank Barcelona, president of Premier Talent, in this country. Further, Pete travels with the Who on all their dates, overseeing the numerous logistical problems in moving vast tons of equipment, the road entourage, and four Who's. It is on this note that I opened the interview.—evl.)



CB: What's The Who entourage like; there are a lot of people in it aren't there?

P.R.: Yeah, there are probably too many at the moment. We have, in fact, a total of ten extras traveling with the group; you know, that's the four road managers from England who work with them. One's a sound engineer, **Bobby Pridden**. One's **John Wolfe**, and they've both been with The Who six years; they're the fifth and sixth members, they work totally for the group. I mean not just on the road, but when the group is off, in the recording studio. And there are two others, who are the truck drivers. This time we had to hire four more because the volume of equipment is so much. An advance party goes into the town the night before so that they're at the hall the next morning at 8:00 at which time the truck is driven over, and they're there to meet the two guys who drive the truck so they can sleep, and they take over. The other four fly in early in the morning. It takes about ten people. It takes 12 hours to get it set up, basically because of the lights. We travel with about 50 lights, each one having to be put up individually, and it's a lark, you know it's been like a circus on the road. We've got a 40 foot articulated lorry which has already broken down about five times.

CB: That's very rough!

P.R.: We started off with two trucks and now we've five, now we've got this big one.

CB: What's the trouble with it?

P.R.: It's so hair raising, nothing more than mechanical problems, it's just that there are tons of equipment around which isn't easy and they have to drive it at quite fast speeds through the night to get there, so it takes a lot of stick . . . it's a rented truck, so it's not always in the best condition. And when it doesn't show until mid-day some days, we've really got problems, because you have to work with the union guys at the halls, which is really one of the major problems.

CB: Why is that?

P.R.: Well, union men don't know the equipment that's there and they're phenomenally expensive. I mean there's a minimum of an eight hour call. You just can't get off any cheaper. You have to quote a minimum number of men, and like everywhere else they are very difficult to handle. I mean there are ways to deal with them, but they don't go out of their way to help you. We got into Boston this tour the first night and we had an English piano which we brought over, and we were having some problems with it, basically because of the rain on the first night in Forest Hills; it got into the equipment. We've been having for the past twelve months a p.a. built by Sunn over here and it was ready to be used in Boston on a Tuesday, so all we wanted to do was take down the old one and put up the new one, but we couldn't. We had to bring in the union men, and for two hours work it cost us \$600, and they wonder why they can't get along with us, and why we scream and shout and nothing is done.

CB: What's this tour been like compared with the last one?

P.R.: There's been far, far more pressure, because we've sold out everywhere at least a week in advance, and some of the towns we are playing like Rochester, and Pittsburgh, notorious underdoor towns, especially on a tour like this, normally the show is never, ever sold out until the night, so kids never even bother to buy tickets and they congregate in the lobby and we were very scared. There is the other problem, that the halls are huge, the majority of them at least. The kids in the back get a very unfair view, so what they obviously do is rush down to the front. So the back of the hall is literally bare and there are 3,000 kids that have packed themselves down at the front. You get everybody at the front, you have terrible pressure, the barriers are useless really. I mean . . . we always avoid having police in the hall whenever possible. If the authorities insist on having police, then we hide them, we put them at the side. It's like giving a red robe to a bull putting police in front of the stage, it's not right, it's terrible! There

(cont'd on page 22)

HOLLYWOOD—

Richard Perry has just put the finishing touches, i.e., the final mix, on his latest album project, the upcoming Harry Nilsson LP "Nilsson Schmilsson," which RCA will be releasing sometime early next month. Working over at Elektra's studios on La Brea, last week, Perry characterized the whole outing as something markedly new for Nilsson, "the first time his music has been put against a rock base, or a strong rhythmic foundation such as rock provides." Nilsson, as usual, plays piano on most cuts, but he comes across, as Perry pointed out, as very much the performing musician playing with other performing musicians (and a strong group of them, at that), creating a kind of big sound that for Nilsson is unusual. It's all Perry's doing. He's created here a contemporary setting, as he has for artists like **Barbra Streisand** and **Johnny Mathis** in their new albums, that can surely keep these artists with-it and on top.

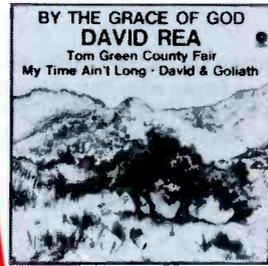
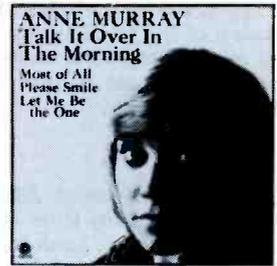
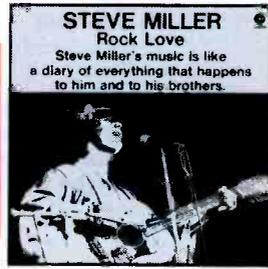
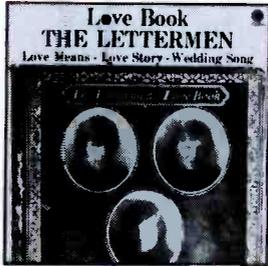
"Nilsson," said Perry, "has always had a strong following, a more adult one maybe, but there is another audience out there he hasn't been reaching. I expect this album—his best to date, I think, and certainly my best—to get heavy FM exposure as well as top 40." (Try "Down," an original with a nice stride tempo. A terrific single. Another is "Without You," with charts by **Paul Buckmaster**, who has arranged **Elton John's** material. "A really compelling performance, a natural for a single," according to Perry. "It reaches out to everybody.")

Richard Perry, mid-twenties, bright, articulate, one of the hottest producers around, recorded Nilsson in London, brought the tapes here to mix down in RCA's Hollywood studios, found that the new board they had installed did

(cont'd on page 22)

The Who: perpetual motion
Townshend, Moon, Entwistle, Daltry
Richard Perry, Harry Nilsson

**ING LETTERM
EN STEVE MIL
LER BAND AN
NE MURRAY
DAVID REA SE
ATRRAIN JEAN
SHEPARD
ON CAPITOL**



cashbox/singles reviews

Picks of the Week

CHICAGO (Columbia 45467)

Questions 67 And 68 (3:25) (Aurelius Music, BMI—R. Lamm)

Released some three years ago before the group rose to superstardom, re-issued single takes on a new look and a new meaning. Now with another flip side, programmers and Chicago addicts have new material to dip into. Needless to say, this will become another hit for the group. Flip: "I'm A Man" (3:27) (TRO/Cheshire Music, BMI—Winwood, Miller)

JAMES TAYLOR (Warner Bros. 7521)

Long Ago And Far Away (2:17) (Blackwood/Country Road Music, BMI—Taylor)

Once again Taylor dips into his "Mud Slide Slim" album for another musical gem certain to top the charts in both the pop and MOR markets. Simple tune rings with sincerity and sparkle with the fine Peter Asher production touch. Flip: no info. available.

MARVIN GAYE (Tamla 54209)

Inner City Blues (2:58) (Jobete, BMI—Gaye, Nyx)

Single culled from artist's "What's Going On" album has been getting heavy airplay in many underground stations, and with its release is certain to soar right to top of the pop and r&b charts. Flip: no info. available.

VAN MORRISON (Warner Bros. 7518)

Wild Night (3:29) (New Caledonia Soul Music/WB Music, ASCAP—Van Morrison)

From Van's forthcoming album comes this intriguing self penned composition. Electrifying vocal and musical performance will set this one apart from his former releases. Will do exceptionally well in both pop and r&b markets. Flip: no info. available.

THE BAND (Capitol 3199)

Life Is A Carnival (3:38) (Canaan Music, ASCAP—J. R. Robertson)

Culled as a preview of the Band's soon to be released "Cahoots" album, single will give both AM and underground audience a taste of groups new material. In typical Band fashion, lyrics are of utmost importance. Flip: "The Moon Struck One" (4:09) (same credits)

KING CURTIS (Atco 45-6834)

Changes (part 1) (2:40) (Miles Ahead, ASCAP—B. Miles)

Scorching remake of the Buddy Miles tune that refuses to let up will once again put the King in chart contention. Look for this one to make its mark on both pop and r&b audiences. Flip: no info. available.

DAVY JONES (Bell 45-136)

I Really Love You (2:54) (Language Of Sound/Leslie Ann Gary Music, ASCAP)

Immediately identifiable, Davy Jones who has managed to go it alone, continues to pave a way to the top of the charts. Following up "Rainy Jane", Jones is certain to have equal success with his latest ballad offering. Flip: no info. available.

MATTHEWS' SOUTHERN COMFORT (Decca 32874)

Tell Me Why (2:03) (Cotillion/Broken Arrow Music, BMI—N. Young)

Matthews' Southern Comfort, fresh off their huge Woodstock single, tackle a classic Neil Young tune and set it on a course headed right for the national charts. Flip: "To Love" (4:35) (Screen Gems/Columbia, BMI-Goffin, King)

Z. Z. HILL (Mankind 12007)

Chokin' Kind (3:00) (Wilderness Music, BMI—H. Howard)

The Harlan Howard classic is brilliantly redone in contemporary fashion and carries with it much r&b appeal. Record will also soar into pop charts with a burst of energy. Flip: "Hold Back" (3:05) (Four Star Music, BMI-Monda, Burns)

THE EBONYS (Phila. Int'l 3510)

Determination (2:21) (Assorted Music, BMI—Gamble, Huff)

Follow up to groups most recent smash was taken from the pens of Gamble & Huff, and is likely to repeat by becoming their second top 10 record. Will do extremely well in all r&b markets with more than enough of a boost to carry well into pop fields. Flip: "Do It" (2:47) (Assorted Music, BMI—Sigler—Hurtt)

ARCHIE BELL & THE DRELLS (Atlantic 2829)

Archie's In Love (2:46) (Muscle Shoals/Cotillion Music, BMI—Mitchell)

Archie's love life is the subject of this potential smash by one of the most consistent hitmakers around. Certain to cause quite an r&b sensation. Flip: no info. available.

MICHAEL NESMITH & FIRST NATIONAL BAND (RCA 0540)

I've Just Begun To Care (2:58) (Screen Gems/Columbia, BMI—Nesmith)

One of the most underrated artists, Nesmith delves into his masterpiece album, "Nevada Fighter" for the brilliant "I've Just Begun To Care" which should really strike at the hearts of his many followers. Record is deserving of much exposure, as it's one of his finest releases to date. Flip: "Only Bound" (3:23) (same credits)

THE INTRIGUES (Yew 1013)

To Make A World (2:32) (Van McCoy Music, BMI—Cobb, McCoy)

Newcomer group who hit it big with their initial single is likely to repeat with this r&b effort. Group has already established quite a pop following, so record should become another across the boards smash. Flip: "Mojo Hanna" (2:29) (Jobete, BMI—Hale, Paul, Paul)

THE STAPLE SINGERS (Stax 0104)

Respect Yourself (3:30) (Memphis/Klondike Music, BMI—Rice, Ingram)

Funky outing from Staples whose "Heavy Makes You Happy" disk went over the top, reveals lyrical message that must be given close attention. Single should carry well in r&b and top 40 markets. Flip: no info. available.

SOLOMON BURKE (MGM 14302)

The Night They Drove Old Dixie Down (2:53) (Canaan Music, ASCAP—J. R. Robertson)

One of the finest songs ever written by Band leader Robertson makes a dramatic entry into r&b consideration via the excellent performance given it by Solomon Burke. No newcomer to the business, Burke's mighty delivery will carry the tune to new heights. Flip: "PSR 1983" (3:10) (The Kid's Music, BMI—S, M, M&E Burke)

MARTHA REEVES & THE VANDELLAS (Gordy 7110)

Bless You (2:58) (Jobete, BMI—Corporation)

Gallant release will please group's many admirers as well as return them to national prominence. Martha and company base their superb vocals around a fine musical framework guaranteed to score. Flip: no info. available.

Newcomer Picks

TONY ROLAND (SSS 849)

Get Me Some Help (3:13) (Shelby Singleton Music, BMI—Bly, Vanguarde)

Already getting lots of airplay, Tony Roland could very well blossom into a commercial hitmaker via this powerfully delivered outing that spotlights Roland's soaring vocals. Flip: "Once Upon A Time (at home where I come from)" (3:15) (Shelby Singleton Music, BMI—J. M. Morales)

JOEY GREGORASH (Lionel 3219)

Down By The River (2:57) (Cotillion/Broken Arrow Music, BMI—Young)

Canadian favorite Joey Gregorash has imported his talents to the states via his remake of the Neil Young classic certain to attract much AM attention in the future. Single should serve to break artist in this country. Flip: "Don't Let Your Pride Get You Girl" (3:17) (Dollar Bill Music, BMI—Gregorash, La, Pe)

EDDIE BO (Bo-Sound 5551)

Check Your Bucket (part 1) (2:37) (Cotillion/Boville, BMI—Bocage)

Interesting approach to the always topical problems of lovemaking done up in funky, r&b fashion, and destined for top chart honors in the weeks to come. Chunky rhythms coupled with down to earth lyrics make for a definite hit record. Flip: Part 11 (2:33) (same credits)

Choice Programming

Choice Programming selections are singles which, in the opinion of our reviewing staff, are deserving of special programmer consideration.

YOUNG (Ampex 11033)

We Got Time (2:26) (Deer Patch, ASCAP—Plomish, MacDougall)

Electrifying performance by newcomer group is certain to find its place amongst top 40 chart material in a matter of weeks. Commercial appeal adds to single's sales potential. Flip: no info. available.

PAUL EVANS (Laurie 3581)

Here We Go Round Again (2:50)

(September Music, ASCAP—Evans, Parnes) Polished effort with most important message is delivered expertly by Evans and chorus. Pay special attention to lyrics and watch record move. Single is worthy of extra spins. Flip: "The Man In A Rowboat" (2:47) (September Music, ASCAP—Evans)

SISTERS LOVE (A&M 1292)

The Bigger You Love (2:59) (Almo Music, ASCAP—Marcellino, Larson)

Dramatic rhythm and blues effort by the good sisters is likely to spark much listener reaction amongst both r&b and pop markets. Flip: "And This Is Love" (3:25) (Jobete, BMI—Long, Moy)

BRENDA JO HARRIS (Better Records 101)

She'll Snatch Him (3:00) (Mable Music, BMI—J. Stewart, Jr.)

New artist debuts with a fiery r&b effort certain to establish her as a vocalist to be reckoned with in the coming years. Flip: "The Other Side Of Love Is Hate" (2:50) (Formation Music, BMI—Evans, Augustus)

JACKIE MOORE (Atlantic 2830)

Cover Me (2:44) (Pronto/Quinvy Music, BMI—Green, Hinton)

Enticing r&b effort will establish Jackie Moore as an artist to be reckoned with in the future. Surging outing will spark much sales action in both r&b and pop markets. Flip: no info. available.

THE STREET CHRISTIANS (Pip 8926)

Think A Jesus Thought (Distinctive Music, ASCAP—B. Dean) Galloping effort in a most commercial vein reveals slight religious overtones yet, is likely to rocket straight on to pop charts. An exceptionally well done release in every respect! Flip: "Touching Hands" (2:25) (same credits)

CHEECH & CHONG (Ode X1)

Blind Melon Chitlin'/Wink Dinkerson (4:20, 2:57) (India Music, ASCAP—Cheech & Chong) Produced by Lou Adler, the hard driving comedy team of Cheech and Chong get off on the right track with some contemporary and original material. AM formats will probably go with the shorter of the two selections, but both will be getting lots of attention. Flip: "Waiting For Dave/Dave" (5:03, 1:34) (same credits)

PATTI YORK (United Artists 50824)

Looking For The Guy (2:25) (UA/-Briggsville, Taylortown/Maxfi Music, ASCAP—J. Briggs) Pretty pop/MOR ballad coupled with expert production and arrangement should blaze a trail right to AM programmers who shouldn't pass this one up. A great first outing. Flip: "He's Coming In The Morning" (2:12) (same credits)

LOS PEKENIKES (Avalanche 36002)

Bucaramanga (2:17) (Barnegat Music, BMI—Calberon, Amoros, Luz) Throbbing rhythms should set dance crowds stirring as instrumental with strange magnetic appeal sweeps across the country. Record stands an excellent chance of breaking nationwide. Flip: "Aladino" (2:50) (Barnegat Music, BMI—Sequeros, Amoros)

SEPTEMBER 5, 1971

THOUSANDS HEAR MELANIE PREVIEW NEW SINGLE* AND ALBUM** AT THE SARATOGA PERFORMING ART CENTER

cash box / talent on stage

Talent In Action

MELANIE

Saratoga Springs, N.Y.

Without reservation, Melanie is the most creative, most magnetic young female performer embracing the folk-rock scene today. Her concert performance Sept. 5 at the Saratoga Springs Performing Arts Center was enchanting for its style, simplicity and taste. In addition, her self-composed songs are filled with deep feelings and melodic architecture which are far above the hollow wastelands and surface noise produced by most other youthful artists.

All her attributes, the haunting wails, the inner storm she creates with her strong strumming on acoustic guitar, the powerful lyrics, which are full of fantasy/realism and hold out pertinent messages and meanings to youth, enraptured the audience with one outpouring after another. Tune after tune, "Beautiful People," "Good-bye Ruby Tuesday," "Tuning My Guitar," "Lay Down (Candles in the Rain)," among her oldies, rang with finality of perfection.

The near-overflow audience of predominately college students echoed and mirrored her total involvement in the themes of pain, love, hope, peace, with a communication of their own. Stamping, stomping, applauding, yelling, and by rushing to the stage, they paid her homage in a scene so reminiscent of the Garland phenomena, and made her sing encore after encore. And her newer tunes, heard in public for the first time, created a similar impact. These included "A Brand New Key," "A Little Bit of Me" and "Living Bells." All have hit potential, and are cuts from her debut LP on Scherkeryk Enterprises-owned Neighborhood Records, company she owns and which is distributed by Famous Music. The album, "Gather Me," will be released in about a month. **ROBERT SOBEL**

Melanie

SARATOGA, N. Y. — When a crowd applauds unrecorded, just written material before the first full phrase is uttered, an explanation is in order. It seems that Melanie's fans couldn't wait for the evening show—they sat in on her soundcheck and dutifully learned each tune from her forthcoming Paramount-distributed Neighborhood LP inside and out.

Yet come concert time, Melanie was still hesitant about revealing the songs, even after crowd reaction showed total approval. No one can call her over-confident, but timidity is a large part of her charm. "Steppin' Out With My New Man Tonight" seemed to indicate that charm is changing form, however: it's her first woman-in-the-raw-badmouthin'-herman song, but a most successful attempt at changing a dreamy-eyed child into a vamp about town. The child has become an internationally acclaimed singer and no doubt the grown-up side will follow suit.

Shouts for "Carolina," "Ruby Tuesday," "Alexander Beale" and countless others were answered in kind song during a two-hour plus set which continued out backstage when she was cajoled into signing autographs and granting less specific audiences to the throngs who just would not leave. And it's still good to know that she's more comfortable in the role of chanteuse than of Pope. Somehow, it works better that way.

r.a.

September 18, 1971



CONCERT REVIEW

Melanie Reveals New Maturity

■ SARATOGA, N. Y.—Melanie, the big-eyed, beautiful lady who is one of the most charismatic performers around, charmed her audience once again on Sunday, Sept. 5, at the Saratoga Performing Arts Center.

The Neighborhood artist sang tunes from her forthcoming album, as well as ones from past Buddah label recordings. The crowd, nearly 10,000 strong, were captivated by such stand-outs as "Beautiful People," "Nickel Song," "Brand New Key," "Ring the Living Bell," "Lay Down (Candles in the Rain)" and her heart-tugging rendition of the Stones' classic, "Ruby Tuesday."

Throughout the performance, as always, she touched the audience with feelings of empathy and love, but at this concert there was a marked difference. For the first time, her fans saw Melanie as a woman, not a girl; and her new works reflect her growth nicely.

Fred Goodman

RECORD WORLD SEPTEMBER 18, 1971

SEPTEMBER 18, 1971, BILLBOARD

*SINGLE: "BRAND NEW KEY" NRA4201
**ALBUM: "GATHER ME" NRA47001

NEIGHBORHOOD RECORDS
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FAMOUS MUSIC CORP., N.Y., N.Y.
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NEW YORK (cont'd from page 18)

is that pressure. What we are working on for the next tour and we are trying out as an experiment in this tour in Minneapolis, is taking the seats out and charging one price of say \$5.00, general admission, first come, first served, so the kids can come down and there's no nastiness. Because they're buying \$3.50 tickets knowing that they can get down in front and, in fact, obstruct the view of the \$5.50 kids which causes a great deal of trouble. I mean **The Who**, are a professional group who can deal with it. If anyone gets too near the stage, **Pete** or **Roger** usually have a little word with them. But why have it at all? This is what they are going to have to do with the big groups. **The Who** come over very rarely, and they are very, very strong. The kids haven't seen them for two or three years. For example, we never played Rochester before, and they went crazy, did anything to get near. It's not so much becoming a concert, it's just becoming "Something." You have the gate crashers at **The Who** or the **Stones** concerts, it's become a thing to get in. Whether they like **The Who** or not, they've got to be there.

CB: Do you think it's because the group has been elevated to such a level?

P.R.: **The Who** have always been very cautious. We'd always insist on playing the small halls, and we became known for quality rather than quantity. We never went for the big money, but we decided we were going to have to play the big halls purely because of volume. We'd love to still play the small halls, but you can't, when there is a demand for 30,000 tickets and there are only 4,000 to be sold; you're asking for trouble. The group have become, in their own way, legends. The kids know if they don't see **The Who** this time they're not going to see them for another two years; it's not the kind of American group that comes every six months. They release an album every two years and tour every two years, that's the way it has been and that's the way it is going to be. Look, the group has been in existence for ten years now, and it's really been a long haul for them.

CB: Do you feel that **Tommy** really broke them in this country?

P.R.: Undoubtedly. Until **Tommy** they were really still regarded as an underground, a cult group. Now they are a household name. In fact, we were in a plane the other day and an air hostess came over and said 'who are you,' and we said 'The Who,' and she said, 'What have you done,' and we said, 'Tommy.' 'Oh, you're the group Tommy, are you,' and we said 'no, we're The Who.' 'No, you're Tommy, there's a group called Tommy, right?' It's become like that, I mean that album sold; it was the one that broke them on the wide level. We got more pressure, did a lot more work on the tour, built it up tremendously.

CB: That was just after **Tommy**?

P.R.: Well, no. They did the tour between the release of **Tommy** and the last tour. **Tommy** had been on the charts for 50 weeks and they'd done a tour. Last tour brought **Tommy** up to one or two, right? That was the tour where we went with all guns firing. They hadn't been here for 18 months until then and we did a coast to coast tour in four weeks which was about 23 dates. It was quite a tour. And this one is now just amazing, we've never had a response like this, I've never known anything like it. It's frightening.

CB: Have there been very few days off?

P.R.: Yeah, there have been too few days off. In fact tonight is the beginning of an eight day ride until the end of the tour, which is just too much without a break. Next tour we are going to work it four days on and one day off. That's what the group wants. It's not so much booking the group, it's booking the halls. I mean they're getting impossible to get a hold of; there are so many restrictions. You know the bigger you get, the more difficult it becomes to play places. The reason I was late today is that I spent three hours on the phone with a promoter in Denver, who was asking for three dates instead of two.

CB: But aren't you going to find now that it's going to be very hard to play one nighters.

P.R.: Very, very difficult. The Spectrum wanted two days, Cleveland wanted two days, Detroit wanted two days. I mean when you sell out in four days—13,000 seats in Detroit without an ad—you're not exactly going to have to work on the second day. This is the vicious circle. The group wants to come in less. They don't want to work as hard as they used to. The demand is now quadrupled. The halls are getting smaller and smaller in proportion and you're finding it's getting tougher and tougher all the time. So what we're going to have to do is make shorter tours and try and cover less geographical area: come in two or three times a year for say two weeks and cover a specific area. It's impossible to work three and four days in one place, especially in a place like Denver. And we could probably have done three shows in Forest Hills; but you can't do it. I mean, in Boston, this time, we did four days in the small hall because we knew we didn't want to do the big one. Wherever possible we won't play the big hall, but it won't always work out, because when a group gets over here on tour, they've got to stop four days in one Holiday Inn, and it gets a little boring.

CB: Is that the reason you want to keep them moving?

P.R.: You've got to keep them moving. I think that's what it's all about. You've got to get up and go, get up and go, because if you just sit back in a hotel room, it gets to be a real bore and you get very frustrated.

CB: That's what one of John's [Entwhistle] songs sounds like, "What Are We Doing Here?"

P.R.: Yeah, that's right. I mean **The Who** like touring but . . . I always say that an agent, before he ever books a date, should travel with a group for like four weeks, and just see how hard it is, you know. You haven't got a clue sitting in that office in Manhattan.

CB: I know cause I've toured with **Mountain** . . .

P.R.: Right; exactly those problems are thrown up. I mean the money's one thing, but you must take for granted that there are problems at these halls: the tenseness, the pressure. Fortunately, I'm in a good position with **The Who**, we can pick our promoters. We don't have to take chances. There are still a lot of bad promoters around but the good ones are getting better. I've never been to the States until last tour, where I was thrown totally into the deep end. I've only been out of college three years. And I used to put on shows, up at Cambridge. I had a little agency so I met a lot of people. And then I got involved with **Track**, the record label over there. I really joined them to tighten up on

HOLLYWOOD (cont'd from page 18)

tricky unwanted things to the sound (it just hadn't been fully integrated technically), so was doing it all over at Elektra. Frustrating, but what-the-hell. He has other things to think about now. One of them is **Bobby Hatfield**, former **Righteous Brother**, who hasn't done any very serious recording in three years. Perry has just finished three singles with him and is negotiating for a label. He's also got a four-man group, **Bones**, out of Redlands, California, currently holed up in Malibu: "extremely commercial and prolific writers—their musical strength is that they're a tremendously cohesive group, like a basketball team, the Boston Celtics."

Then there's **Fanny**. Perry met the girls in April, '69, worked with them for a year and a half (through some inevitable changes in personnel), got them together with their present manager, **Roy Silver**, and has put them "just on the crest of happening with 'Charity Ball.'"

All of this might sound like the basis for the beginnings of an independent producing company, and that's what Perry is indeed looking forward to. He likes to cross-ruff on the talents of the people he works with: **Fanny** and **Bones** both being writers, he likes to expose their songs to solo artists (**Fanny** writing for **Hatfield**, for instance) and use them for back-up on dates (with **Streisand**, for instance). "I'm aiming for a cohesive organization," says Perry, "building a house for everybody to live in. Maybe it's because I come from a large family myself."

WEST COAST GIRL OF THE WEEK—**Kathie Vincent**, who has just been made **Buck Owens'** director of publicity—or more properly, publicity director for **Buck Owens Enterprises**, which is the parent company for a host of things in which the country star has an interest.

In her new job, **Kathie** will serve as **Buck's** publicity liaison with **Capitol Records**, which means she'll be handling him as well as the **Hagers**, the **Buckaroos**, **Susan Raye**, **Buddy Allen** and the rest, all of whom record for **Capitol** under **Buck's** aegis. She'll also be representing **Buck's** new studios in **Bakersfield**, **Blue Book Music** and **Blue Book Records**, **OMAC Artist Corp.**, and radio stations in **Phoenix** and in hometown **Bakersfield**. Which sounds like a big order, but that chair she's got herself installed in looks sturdy enough, and those eyes candid enough, to meet any ploy or problem.



Kathie is a graduate of **Ithaca (N.Y.) College**. She worked in **Buffalo** for a while as a copywriter for **Haston Associates** and as director of traffic and continuity for that city's station **WUFO**. But then she came **West**. She was a copywriter again, for **Walter F. Bennett Advertising** here in **L.A.**, and for the past three or four years, just before joining **Owens** in **Bakersfield**, was a staffer in **Capitol's** creative services department. christie barter

the agency side, 'cause they were using outside agents, and in Britain you don't have to; there's not that kind of monopoly thing over there. So we decided to do it all ourselves. Finally they said, "Go to America and work with **Frank [Barcelona of Premier Talent]**. I knew nothing about America; and I had to learn fast. And to build up in the cities you play. It's the dilemma **Rock** seems to be in at the moment. It seems to be killing itself. A great deal of the problem is that the kids have been encouraged by a lot of irresponsible underground papers, not every one, but some have said: **Rock** should be free. But you turn around and say: Sell your paper free, and it's a different matter.

CB: What goes into your thinking when you book a tour?

P.R.: We try to cover the thirty major American cities once every two years. But it's a very easy thing to slip into playing only the cities where you'll sell out. And that's not fair. You've got to let everybody see the group as much as possible. We're having trouble in **Baltimore**. We tried to play there this tour. We can't. I was on the phone with them this morning for two hours, trying to get the hall for next tour. I can't do that either.

CB: What's the problem?

P.R.: They're telling us that they have the **Carpenters** in there the week before, so **The Who** can't play the week after. It's crazy. Obviously, they just don't want **The Who**. So we won't play **Baltimore** until the tour after next, what, in 2½ years?, and there's gonna be tremendous pressure to see them so the hall will finally say, 'come and play here.' And we're going to go in, sell 15,000 tickets and 30,000 kids are going to want to see them. And they're going to go crazy because the kids are going to batter the door down. In which case, they're going to turn on us and say, it's the group that's attracting a bad audience. We're going to play the **South** and **West** this **November** and it's been really difficult booking the halls because you've got circuses, rodeos, football, hockey, basketball matches. The halls make it very tough for the promoters these days.

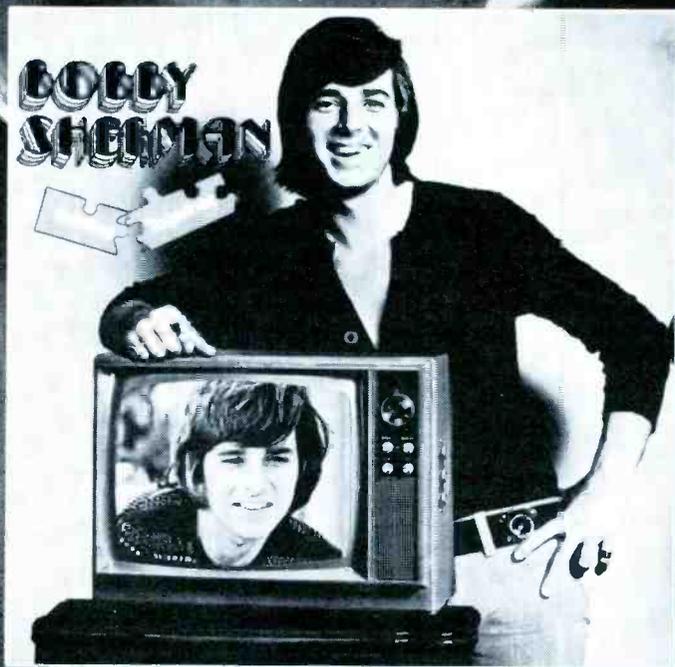
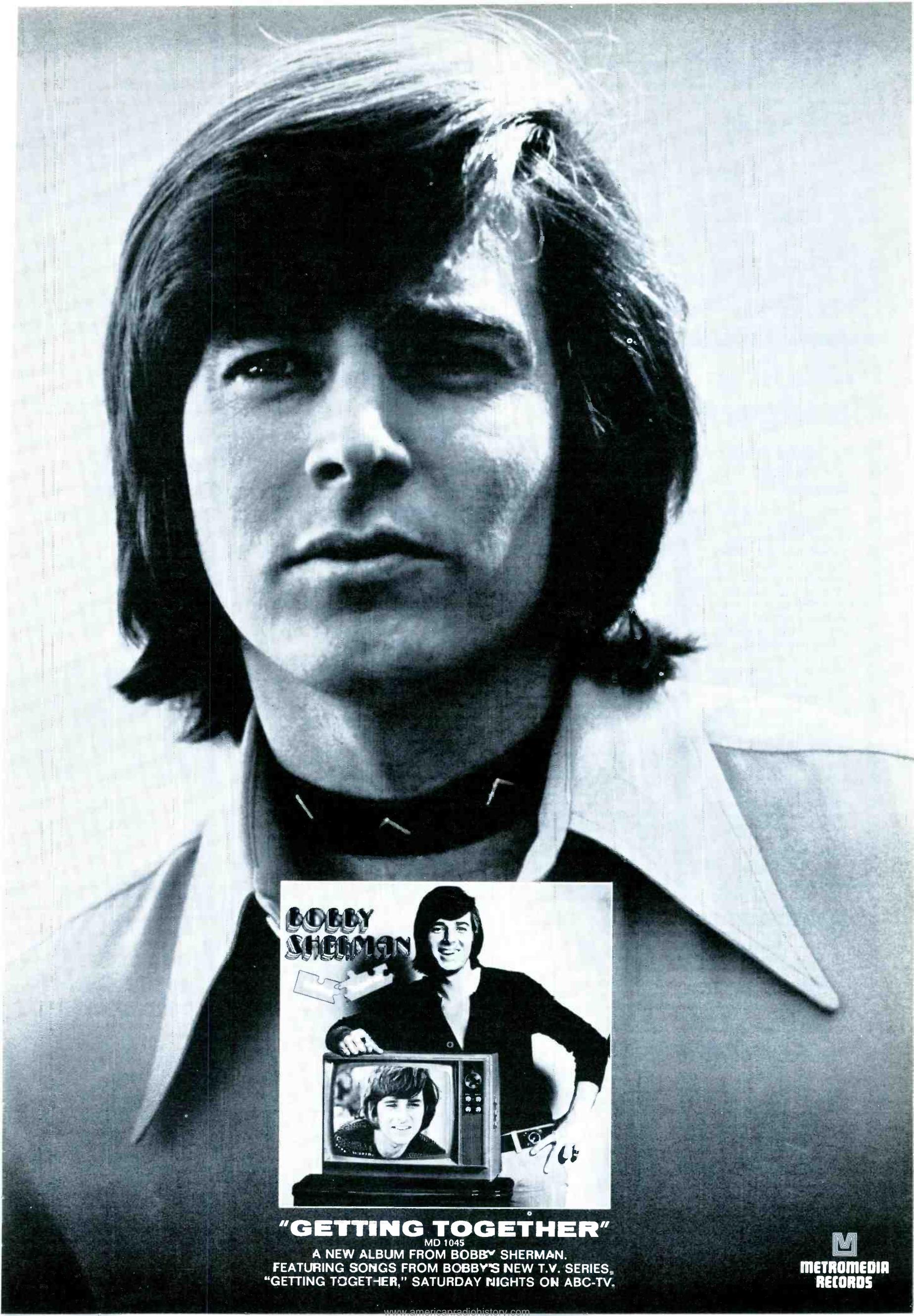
CB: So you won't be back in **New York** until when?

P.R.: There's a good chance it won't be until 1973. We might take the whole of next year off . . .

CB: Involved in the film . . .

P.R.: Yeah. But, you see, **The Who** have reached the point where they can go on making albums, going on tours, but who's kidding who? I mean, if groups like **The Who** don't take the initiative, and experiment, then the **Rock** industry is going to stagnate. Because what it really needs, at the moment, is a kick up the ass. It's falling into amazing complacency. Suddenly the business element is becoming all-important; musicians are becoming hard-headed businessmen. And that thing the **Beatles** started almost ten years ago, the record/stage cycle, has almost turned full circle. We've got to have something else. And now **The Who** have become larger than life, and it's an unnerving feeling. It's bad because it's become unreal. You sometimes feel that if a guy ran across the stage with a sign saying "Applaud," they'd all clap. It's become artificial. So the groups have to start giving a lot more, getting into things. eric van lustbader

NEXT WEEK: THE ROCK MANAGER INTERVIEWS, PART THREE. **Pete Rudge** talks about **The Who** at the **Met**; **Tommy**; **The Who Film**; the evolution of the stage act in **Rock**; cops; and much, much more. Be here.



"GETTING TOGETHER"

MD 1045

A NEW ALBUM FROM BOBBY SHERMAN.
FEATURING SONGS FROM BOBBY'S NEW T.V. SERIES,
"GETTING TOGETHER," SATURDAY NIGHTS ON ABC-TV.


**METROMEDIA
RECORDS**

Additions To Radio Playlists — Primary Markets

A broad view of the titles many of radio's key Top 40 stations added to their "Playlists" last week

WABC—NEW YORK
The Story—Moody Blues—Threshold
So Far Away—Carole King—Ode

WLS—CHICAGO
I've Found Someone—Free Movement—Decca
If You Really—Stevie Wonder—Tamla
Charity Ball—Fanny—Reprise
One Fine Morning—Lighthouse—Evolution
Smackwater Jack—Carole King—Ode
Talk It Over—Anne Murray—Capitol
Never My Love—5th Dimension—Bell

WMEX—BOSTON
Birds Of Feather—Raiders—Columbia
If You Really—Stevie Wonder—Tamla
Never My Love—5th Dimension—Bell
Tell Me Why—Matthew's Southern Comfort—Decca
Gypsys, Tramps & Thieves—Cher—Kapp
Only You Know—Delaney & Bonnie—Atco
Tonight—Move—Capitol

WKLO—LOUISVILLE
Got To Be Alright—Exiles—S.S.S.
One Fine Morning—Lighthouse—Evolution
I'd Love To Change—Ten Years After—Columbia

WOKY—MILWAUKEE
I Don't Need No Doctor—Humble Pie—A & M
Never My Love—5th Dimension—Bell
It's For You—Springwell—Parrot
Only You Know—Delaney & Bonnie—Atco
New Jersey—New England Don & John—A & M
Monkey Spanner—Dave & Ansil Collins—Big Tree

WMAK—NASHVILLE
Imagine—John Lennon—Apple
Birds Of A Feather—Raiders—Columbia
I'm Coming Home—Tommy James—Roulette
One Tin Soldier—Coven
Do I Love You—Paul Anka—Buddah

WKBW—BUFFALO
So Far Away—Carole King—Ode
Imagine—John Lennon—Apple

WQAM—MIAMI
So Far Away—Carole King—Ode
Birds Of Feather—Raiders—Columbia
One Fine Morning—Lighthouse—Evolution
Stagger Lee—Tommy Roe—ABC
Theme From Shaft—Isaac Hayes—Entrance
Never My Love—5th Dimension—Bell

WTTX—NEW ORLEANS
Midnight Man—James Gang—ABC
Do You Know—Le4 Michaels—A & M
Raindrop Love & Sunshine—Robert John—A & M
Stop, Look & Listen—Stylistics—Avco
Wedding Song—Paul Stookey—W.B.
A Natural Man—Lou Rawls—MGM

KXOK—ST. LOUIS
Birds Of Feather—Raiders—Columbia
Loving Her—Kris Kristofferson—Monument
MacArthur Park—4 Tops—Motown
The Love We Had—Dells—Cadet
Breakdown—Rufus Thomas—Stax
I'm Coming Home—Tommy James—Roulette

WFIL—PHILADELPHIA
Love—Letterman—Capitol
Long Ago & Far Away—James Taylor—W.B.
Loving Her—Kris Kristofferson—Monument
Theme From Shaft—Isaac Hayes—Enterprise
Keep Me—Originals—Soul

WMPS—MEMPHIS
Some Of Shelly's—Nitty Gritty—U.A.
Touch—Supremes—Motown
I Do All My Crying—Sounds Of Sunshine—Ranwood

CKLW—DETROIT
Gypsys, Tramps & Thieves—Cher—Kapp
She's All I've Got—Freddie North—Mankind
Birds Of Feather—Raiders—Columbia
What Are You Doing—Dawn—Bell

WIXY—CLEVELAND
Peace Train—Cat Stevens—A & M
Some Of Shelly's—Nitty Gritty—U.A.
Never My Love—5th Dimension—Bell
I'm Coming Home—Tommy James—Roulette
Woman's Love Rights—Laura Lee—Hot Wax

WSAI—CINCINNATI
K-Jee—Nite Liters—RCA
You Brought The Joy—Freda Payne—Invictus

KILT—HOUSTON
Long Ago & Far Away—James Taylor—W.B.
Gypsys, Tramps & Thieves—Cher—Kapp
One Tin Soldier—Coven—W.B.
What Are You Doing—Dawn—Bell

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THE BIG THREE

1. Only You Know & I Know—Delaney & Bonnie & Friends—Atco
2. What Are You Doing Sunday Morning—Dawn—Bell
3. Freedom Comes, Freedom Goes—Fortunes—Capitol

KHJ—HOLLYWOOD
Two Divided By Love—Grass Roots—ABC
Wild Night—Van Morrison—W.B.
I'd Love To Change—Ten Years After—Columbia

KYA—SAN FRANCISCO
Wedding Song—Paul Stookey—W.B.
I Hear Those—Dusk—Bell
Only You Know—Delaney & Bonnie—Atco

KFRC—SAN FRANCISCO
Gypsys, Tramps & Thieves—Cher—Kapp
What Are You Doing—Dawn—Bell
Only You Know—Delaney & Bonnie—Atco

KYNO—FRESNO
What Are You Doing—Dawn—Bell
Go Away Little Girl—Donny Osmond—MGM
Peace Train—Cat Stevens—A & M
Tired Of Being—Al Greene—Hi
So Far Away—Carole King—Ode

KGB—SAN DIEGO
Peace Train—Cat Stevens—A & M
So Far Away—Carole King—Ode
What Are You Doing—Dawn—Bell
Gypsys, Tramps & Thieves—Cher—Kapp
MacArthur Park—4 Tops—Motown

KJR—SEATTLE
Gypsys, Tramps & Thieves—Cher—Kapp
Echo Valley 2-6809—David Cassidy—Bell
Only You Know—Delaney & Bonnie—Atco
Mammy Blue—Pop Tops—ABC
Country Road—Tpm Sparks—A & M

KNDE—SACRAMENTO
Peace Train—Cat Stevens—A & M
Tell Me Why—Matthew's Southern Comfort—Decca
Only You Know—Delaney & Bonnie—Atco
Banks Of Ohio—Olivia Newton John—Uni

KLIF—DALLAS
Fallen Lady—Punch—A & M
Freedom Comes—Fortunes—Capitol
K-Jee—Nite Liters—RCA
Love—Letterman—Capitol

WRKO—BOSTON
Only You Know—Delaney & Bonnie—Atco
Gypsys, Tramps, & Thieves—Cher—Kapp
Inner City Blues—Marvin Gaye—Tamla
Long Ago & Far Away—James Taylor—W.B.
I Know I'm Losing You—Rod Stewart—Mercury

WHB—KANSAS CITY
Do You Know—Lee Michaels—A & M
Is That The Way—Tin Tin—Atco
Wedding Song—Paul Stookey—W.B.
I've Found Someone—Free Movement—Decca

WCAO—BALTIMORE
What Are You Doing—Dawn—Bell
Glory Glory—Byrds—Columbia
I'd Love To Change—Ten Years After—Columbia
Thin Line Between—Persuaders—Atco
Only You Know—Delaney & Bonnie—Atco

WAPE—JACKSONVILLE
Make It Funky—James Brown—Polydor
Thin Line Between—Persuaders—Atco
The Love We Had—Dells—Cadet
Annabella—Hamilton, Joe Frank—Dunhill
Theme From Shaft—Isaac Hayes—Enterprise

WKNR—DETROIT
I've Found Someone—Free Movement—Decca
Imagine—John Lennon—Apple
She's All I've Got—Freddie North—Mankind
I'm Coming Home—Tommy James—Roulette
Make It Funky—James Brown—Polydor
Baby Won't Let You—Ten Years After—Columbia

WIBG—PHILADELPHIA
Bless You—Martha Reeves & Vandellas—Gordy
Gypsys, Tramps & Thieves—Cher—Kapp
One Fine Morning—Lighthouse—Evolution

KQV—PITTSBURGH
Tired Of Being—Al Greene—Hi
Besiderata—Les Crane—W.B.
Trapped By A Thing—Denise LaSalle—Westbound

WAYS—CHARLOTTE
Birds Of Feather—Raiders—Columbia
One Fine Morning—Lighthouse—Evolution
A Natural Man—Lou Rawls—MGM
She's All I've Got—Freddie North—Mankind
Long Ago & Far Away—James Taylor—W.B.
You Think Your Hot Stuff—Jean Knight—Stax
I'd Love To Change—Ten Years After—Columbia
That's The Way—Messengers—Rare Earth
Gimme Some Loving—Traffic Etc.

WDGY—MINN
Girl I've Got News—Cherokee—Dunhill
The Love We Had—Dells—Cadet
Loving Her—Kris Kristofferson—Monument
If You Really—Stevie Wonder—Tamla
Freedom Comes—Fortunes—Capitol
I've Found Someone—Free Movement—Decca
It's A Crying—Gayle McCormick—Dunhill
Do I Love You—Paul Anka—Buddah
Women's Love Rights—Laura Lee—Hot Wax

Benton Single To Aid Battle

Re: Sickle Anemia

NEW YORK—A new single by Brook Benton, "A Black Child Can't Smile," will realize funds to combat sickle cell anemia, which afflicts mostly blacks.

Benton, who wrote the song with Gerald Deas, will deliver all his royalties from the performance and sale of the song to the cause. All profits from the Atlantic disk also go to fight the disease.



WHAT THEY'RE GONNA DO — Donna Theodore has been signed to a long-term contract with MCA Records' Uni label via a production agreement with Steve Tyrell Enterprises. Her first single release will be Carole King's "What Am I Gonna Do?" Flanking the thrush for the "traditional" contract signing photo are, from left, Tyrell, Russ Regan—v.p. and general manager of Uni, and John Demanian, v.p. of Tyrell Enterprises.

Perception In Heavy LP Push

NEW YORK — Perception Records has embarked on the most extensive release schedule in its short history. In release presently are "Portrait of Jenny" by Dizzy Gillespie, "We Can Be Everything" by John Simon, "Black Ivory" by Wanda Robinson, and "The Giants" which features Dizzy Gillespie, Bobby Hackett, and Mary Lou Williams. In addition, a specially-priced jazz double-pack has been prepared which features an album by James Moody and an album by Dizzy Gillespie.

Slated for release within the next six weeks are "And Proud Of It" by J. J. Jackson, "Bartel" by John Bartel, "Heritage Hum" by James Moody, "Pendulum," "The Brockingtons" and "Would" by groups bearing those names, "Our Future" by Lucky Peterson, whose current single is "1-2-3-4" and "The Ebony Godfather" by Joe Thomas.

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Additions To Radio Playlists Secondary Market

A broad view of the titles many of radio's key Top 40 stations added to their "Playlists" last week.

WDRC—HARTFORD
Long Ago & Far Away—James Taylor—W.B.
Tired Of Being Alone—Al Greene—Hi
Only You Know—Delaney & Bonnie—Atco
Peace Train—Cat Stevens—A & M
Never My Love—5th Dimension—Bell
Freedom Comes—Fortunes—Capitol
Gypsy, Tramps, Thieves—Cher—Kapp

WKWK—WHEELING
That's The Way I Want To Live—Percy Sledge
Baby I'm Yours—Jodi Miller—Capitol
Thin Line—Persuaders—Atco
Just Can't Forget That Boy—Rna Scott—Epic
Valerie—Cymarron—Entrance
Charity Ball—Fanny—Reprise
Solo—Billy Sands—Invictus

WJET—ERIE
Imagine—John Lennon—Apple
I'd Love To Change—Ten Years After—Columbia
Take Me Girl—Jr. Walker—Soul
Rub It In—Laynege Martine—Barnaby
Charity Ball—Fanny—W.B.
One Fine Morning—Lighthouse—Evolution
Midnight Man—James Gang—ABC

WIFE—INDIANAPOLIS
That's The Way—Messengers—Rare Earth
Birds Of A Feather—Raiders—Columbia
MacArthur—4 Tops—Motown
Talk It Over—Anne Murray—Capitol
I've Found Someone—Free Movement—Decca
Never My Love—5th Dimension—Bell

WBAM—MONTGOMERY
Touch—Supremes—Motown
One Fine Morning—Lighthouse—Evolution
I've Found Someone—Free Movement—Decca
Freedom Comes—Dells—Capitol

WLOR—ORLANDO
Easy Loving—Freddie Hart—Capitol
Gypsy, Tramps & Thieves—Cher—Kapp
Saunders Ferry Lane—Clare—A & M
Looking Back—Bob Sieger—Capitol
Gypsy, Tramps & Thieves—Cher—Kapp

WBBQ—AUGUSTA
Easy Loving—Freddie Hart—Capitol
Freedom Comes—Fortunes—Capitol
Woman's Love Rights—Laura Lee—Hot Wax

WLAV—GRAND RAPIDS
Only You Know—Delaney & Bonnie—Atco
It's For You—Springwell—Parrot
I'm Coming Home—Tommy James—Roulette
Charity Ball—Fanny—Reprise
Thin Line Between—Persuaders—Atco
Chirpy Chirpy—Mac & Katie—ABC

KLEO—WICHITA
Yo Yo—Osmond Bros.—MGM
Rub It In—Laynege Martine—Barnaby
Easy Loving—Freddie Hart—Capitol
Gypsy, Tramps & Thieves—Cher—Kapp

WING—DAYTON
Thin Line Between—Persuaders—Atco
Touch—Supremes—Motown
Birds Of Feather—Raiders—Columbia
Midnight Man—James Gang—ABC
Only You Know—Delaney & Bonnie—Atco

WGSN—BIRMINGHAM
Roll On—New Colony 6—Sunlight
The Story—Moody Blues—Threshold
Gypsy, Tramps & Thieves—Cher—Kapp

WCOL—COLUMBUS
I'm Coming Home—Tommy James—Roulette
Wild Eye—Van Morrison
Rub It In—Laynege Martine—Barnaby
One Tin Soldier—Coven—W.B.
Thin Line Between—Persuaders—Atco
What Are You Doing—Dawn—Bell

WIRL—PEORIA
California Kid—Lobo—Big Tree
Used To Be—Just Us—Atlantic
Your Move—Yes—Atlantic
Solo—Billy Sans—Invictus
Loving Her—Kris Kristofferson—Monument
Get Me Some Help—Tony Ronald—S.S.S.

KIOA—DES MOINES
Yo Yo—Osmond Bros.—MGM
Stick Up—Honey Cone—Hot Wax
Freedom Comes—Fortunes—Capitol
Gypsy, Tramps & Thieves—Cher—Kapp

WHLO—AKRON
Rub It In—Laynege Martine—Barnaby
Roll On—New Colony 6—Sunlight
Theme From Shaft—Issac Hayes—Enterprise
What Are You Doing—Dawn—Bell
Annabella—Hamilton, Joe Frank & Reynolds—Dunhill

WPRO—PROVIDENCE
Imagine—John Lennon—Apple
One Fine Morning—Lighthouse—Evolution
Rain Dace—Guess Who—RCA
Yo Yo—Osmond Bros.—MGM

WGLI—BABYLON
Peace Train—Cat Stevens—A & M
I'm Coming Home—Tommy James—Roulette
Woman's Love Rights—Laura Lee—Hot Wax
Stop, Look & Listen—Stylistics—Avco
Theme From Shaft—Isaac Hayes—Enterprise
Joy You Gave Me—Freda Payne—Invictus

WAVZ—NEW HAVEN
Long Ago & Far Away—James Taylor—W.B.
Touch—Supremes—Motown
Peace Train—Cat Stevens—A & M
What Are You Doing—Dawn—Bell

WPOP—HARTFORD
Reason To Believe—Rod Stewart—Mercury
Long Ago & Far Away—James Taylor—W.B.
Theme From Shaft—Isaac Hayes—Enterprise
Mammy Blue—Pop Tops—ABC
Charity Ball—Fanny—Reprise

Thompson, McNeely Form Production Co.

HOLLYWOOD—Bill Thompson, president of the Beautiful People Company and personal manager of Capitol recording artist Larry McNeely, has announced the formation of Sunstoned Productions in conjunction with McNeely. The new organization will devote its energies and talent in the areas of independent record production, the development of new artists, independent television program development and production, independent road management and concert production.

In recent years Thompson has been road manager for the First Edition, manager and road manager for the Smothers Brothers and was most recently road manager and producer of Glen Campbell's concerts including his last engagement at the International Hotel in Las Vegas and the Greek Theater in Los Angeles. Additionally, Thompson was associate producer of "The Glen Campbell Goodtime Hour" TV show in 1968 and held the same position for "The Smothers Brothers Summer Show" in 1970 for the ABC-TV network. Thompson will continue as president of the Beautiful People Company and McNeely's personal manager.

Esty Pub Co.

LANCASTER, PA.—Robert M. Esty II, composer-arranger and director, has formed a new publishing firm, Estyrock Music, which is associated with BMI.

Esty, who served as arranger and musical director of the off-Broadway show "Lyle", recently directed a series of industrial shows and is now serving as musical director of summer stock theater in Lancaster, where his new firm is headquartered.

The firm recently published "Call It Lonely", soon to be released on Store Records, a new Florida-based label.

Estyrock is seeking new material for young performers in the contemporary music field.

Kool & Gang Wax New Sides

NEW YORK—De-Lite recording artists, Kool and the Gang, were in New York recently to record some new sides, reports label president Fred Fioto. The group is preparing to leave on a month-long tour of the east coast; their current single is "The Penguin."

Fioto also advised that later this year, a new album will be released entitled "Kool and the Gang Live At PJs," featuring the group in a performance that was recorded at the popular Los Angeles night spot during their recent engagement this summer.

RCA Signs Everlys At Elektra Office

NEW YORK—In an incident which recently demonstrated the ever-increasing comradeship between record companies, RCA recording artists the Everly Brothers and RCA vp in charge of a&r, Dennis Katz, used the office of Mickey Kapp, Elektra's west coast general manager, to shoot their signing pictures for the industry's trade press. The west coast Elektra studios are currently the site for Paul Rothchild's production of the Everlys' upcoming release for RCA.

Elektra's West Coast studio, which has been used by such Elektra artists as Bread, The Doors, and Crabby Appleton, is host this week to RCA's Harry Nilsson, being produced by Richard Perry for RCA.

Vital Statistics

#57*
Peace Train (3:40)
Cat Stevens A&M 1291
1416 N. La Brea, Hollywood Calif 90028
PROD: Paul Samwell-Smith
c/o A&M
PUB: Irving Music Inc BMI
c/o A&M
WRITER: Cat Stevens
FLIP: Where Do The Children Play?

#69*
Only You Know and I Know (3:29)
DeLaney & Bonnie
ATCO-6838
1841 B'way N.Y.C.
PROD: DeLaney & Bonnie
c/o ATCO
PUB: Irving Music BMI
1416 N. LaBrea, L.A. Calif.
WRITER: Dave Mason
FLIP: God Knows I Love You

#71*
Spill The Wine (2:40)
Isley Bros T-Neck 932
c/o Buddah 810 7th Ave. N.Y.C.
PROD: R.O.R. Isley
1650 B'way, N.Y.C.
PUB: Far Out ASCAP
WRITERS: Miller, Scott, Dickeson, Jordan, Brown & Oskar
FLIP: Take Inventory

#76*
Charity Ball (2:31)
Fanny—Reprise—Rep 1033
4000 Warner Blvd Burbank, Calif.
PROD: Richard Perry
8751 Wonderland Park Ave., Hollywood
PUB: Braintree Music—Tinkle Time BMI
211 S. Beverly Dr. Beverly Hills, Calif
WRITER: Millington-Millington-Debuhr
FLIP: Place In The Country

#78*
Midnight Man (2:40)
James Gang-ABC 11312
8255 Beverly Blvd, LA 90048
PROD: James Gang Bill Szymczyk
c/o ABC
PUB: Pamco Music Inc—Home Made Music—BMI
c/o ABC
WRITER: J. Walsh
FLIP: White Man-Black Man

#81*
What Are You Doing Sunday? (2:34)
Dawn-Bell 141
1776 B'way NYC 10019
PROD: Three Dimension Man
PUB: Pocket
WRITER: Tony Wine & Levine
ARRANGER: Norman Bergen
FLIP: The Sweet Soft Sounds of Love

#87*
You Brought The Joy (2:57)
Freda Payne-Invictus 9100
1800 Argye-Hollywood 90028
PROD: Holland-Dozier-Holland Production Inc.
(Staff)
c/o Invictus
PUB: Gold Forever Music Inc BMI
2501 Cadillac Towers, Detroit Mich 48200
WRITER: Holland-Dozier
FLIP: Suddenly Its Yesterday

#91
Do I Love You (3:06)
Paul Anka-Buddah 252
810 7th Ave. N.Y.C.
PROD: David Van De Pitte/Bruce Miller
PUB: Spanka—BMI
WRITERS: Anka, Rolot, Le Goric, Pe Loy
FLIP: So Long City

#92
It's A Cryin' Shame (2:52)
Gayle McCormick-Dunhill 4288
8255 Beverly Blvd LA 90048
PROD: Dennis Lambert/Bryan Potter
c/o Dunhill
PUB: Ironsdale Music Pub Inc. Soldier Music Inc BMI
WRITERS: Dennis Lambert & Bryan Potter
ARRANGER: Dennis Lambert & Jimmie Haskell
FLIP: If Only You Believe

#96
Baby, I'm Yours (3:09)
Jody Miller—Epic 10785
51 West 52nd St. NYC
PROD: Bill Sherrill
PUB: Blackwood Music
WRITER: V. McCoy
FLIP: Good Lovin' Makes It Right

#97
I Want To Pay You Back (2:56)
Chi-Lites—Brunswick 55458
888 7th Ave
PROD: Eugene Record
c/o Brunswick
PUB: Julio-Brian Music Inc. BMI
c/o Brunswick
ARR: Tom Tom, Sunny Sanders & Eugene Record
FLIP: Love Uprising

#98
CO-CO (3:12)
Sweet—Bell 126
1776 B'way NYC 10019
Phil Wainman, New Dawn Prod Ltd.
Chinnichap/Rak
WRITERS: Chinn & Chapman
FLIP: You're Not Wrong For Loving Me

#99
You Send Me (3:10)
Ponderosa Twins Plus 1
Horoscope—102
c/o All Platinum, 106 W. Palisades Ave., Englewood NJ
PROD: B. Massey
c/o Horos
PUB: Higuera Pub. BMI
WRI: C. C. Cook
FLIP: "Hey Girl"

SPANISH HARLEM
ARETHA FRANKLIN Atlantic
Hill & Range
Trio Music

GET IT WHILE YOU CAN
JANIS JOPLIN Columbia
Hill & Range
Ragmar

WHEN HE WALKS ON YOU
JERRY LEE LEWIS Mercury
Hill & Range
Blue Crest

DREAM LOVER
BILLY "CRASH"
CRADDOCK Cartwheel
Hill & Range
Fern

**DON'T LET HIM MAKE A
MEMORY OUT OF ME**
BILLY WALKER MGM
Hill & Range
S-P-R Music

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cash box/talent on stage

Sly & The Family Stone Rare Earth Ruth Copeland

MADISON SQUARE GARDEN, NYC—How good or how bad (depending on how you view things) Sly was at the Garden, depended entirely on what night you happened to catch him. Wednesday, opening night, was pretty much a disaster, as practically all of the local papers reported (and it may, in part, been these reviews, that got Sly somewhat more together for the next shows). It was difficult, if not impossible, to ignore the fact that Slyvester was near zonko when he made his entrance, and the music bore this out. It was sloppy, noncohesive, and leaderless. Without Sly, there's just no music at all.

Yet at it's best (Friday night), Sly's music is still rather formless, built almost entirely on a relentless unchanging rhythmic surge, surrounded by barely seen, flirting ghosts of melody and lyric. Going to see Sly becomes, then, less a concert for the ears and more an hypnotic, psychedelic trance for the mind. One could perceive little variance in crowd reactions from night to night (although Thursday's audience seemed somewhat cooler). Near hysteria reigned from the moment Sly walked on, and seemed neither to ebb or to increase as the set progressed; much frenzied dancing and vacant stares prevailed. But it's hard to fault Sly. Obviously, he's a major force in Rock; there are not many stars around today who could sell out MSG for three straight nights (over 60,000 seats), after being totally absent

Oliver

MISTER KELLY'S, CHICAGO—Somehow, to merely say that Oliver gave a great performance at Mister Kelly's just isn't telling it right—maybe it's because he's so completely unaffected, such a warm, simple individual (and these attributes are reflected in his performance) that the use of superlatives just seems out of place. Suffice it to say the audience was impressed enough with his low-key delivery to call him back for three encores, and there's poignancy in the fact that Mister Kelly's audience is of the night club type—credit card carrying variety, and not the young hip set you'd expect to appreciate him. The latter, incidentally, is being accommodated with a special added show (no cover and no minimum) which the club instituted for Oliver's engagement.

At any rate—he did a variety of tunes during the performance we attended. Some country material, three or four originals, "Jean," of course, and "Good Morning Starshine". The very beautiful "If You Go Away", done with such profundity, was our favorite of the evening.

Oliver is assisted on stage by two excellent musicians, J. Christopher Brooks (lead guitar) and Joe Julian (bass).

C.C.

Christopher Milk

WHISKY A GO GO, L.A.—Readers of Mr. Mendelsohn's work are no doubt aware that his idols include, or used to include, performers like the Who, the Bonzo Dog Band, the Kinks, the Move and David Bowie. And somebody who had never read a word of his would have no trouble at all figuring out his influences. Which seems to be the root of about half of the trouble with this promising group.

What they lack now is a bit of basic knowledge. And that it takes more than waving your arms in the air and dropping to one knee to deliver an effective "tribute" to Peter Townshend. But the members of the band are at least passable musicians. Mendelsohn, in fact, is a pretty good

from recording (or much of anything else—he's been a notorious no-show on some previous concert dates). In addition there's no doubt whatsoever that he's giving the kids what they want.

Aesthetically speaking, the tunes that seemed the most interesting were those few he performed from his new album, as yet unreleased.

Rare Earth certainly set the mood for Sly by pounding out about fifty minutes of the most stultifying percussive music. They play in Sly's tradition, basing their act on long rhythmic segments, but whereas it's almost always interesting to watch Sly himself and listen to what he's saying on the electric piano, there's no such personality in Rare Earth. Rather the group relies on extended numbers during which most members get a chance to take a lead against the heavy percussion backdrop. Unfortunately there's no one strong enough to handle such a task, and the group soon slips into a boring rut.

Invictus' Ruth Copeland opened the evening. I've already raved at length over her, so there's not much point in belaboring the issue. Since everyone's performance was off Wed., it was unfortunate that most critics saw her that night. Friday was a real triumph for her. She grabbed the crowd from the first number and didn't let go 'till the last, and considering the nature of the audience, that was quite an accomplishment.

e.v.l.

The Bee Gees Tin Tin

PHILHARMONIC HALL, NYC—The brothers Gibb are showmen of the first order who quietly demand and vociferously get audience participation in their act, and yet there ain't no misbehavin' whatsoever when the lights come on to indicate they have encored their last chord.

Not a tune was sung from their latest LP, "Trafalgar" save for the hit single "How Can You Mend A Broken Heart?" which just about tore everyone's treads. Many songs came from an earlier Atco disk, "Idea," but just about every LP was touched upon save the mammoth "Odessa." Most widely acclaimed were "I Can See Nobody," "Get A Message To You" and "Lonely Days." Dare we compare their impact to the Beatles this strangely magical night? Yea, we must. The glow was unmistakable, the feeling almost holy. The masters of confusing the concert with the recording art (carrying their own twenty-some piece orchestra merrily on their coattails) have conquered again.

The Bee Gees are also producers of flattery in their own image in the guise of Tin Tin. Tin Tin has a smaller string section, but they could easily do without it entirely and thus truly devise an identity of their own. One guitarist is classically bent and his solo pointed to a direction the Atco group should consider traveling. "Toast and Marmalade" was browned and spread just right and the trio seemed extremely comfortable under the lights. They sound that way too.

f.a.

drummer. The second lead vocalist, known as Mr. Twister, is the spitting image (and I choose my words carefully!) of Iggy Stooze, which should guarantee Milk's reception in Ann Arbor anyway.

The idea of Christopher Milk is a good one: the groups upon which it is modeled have done quite well. With a lot more careful editing of material, and more opportunities to take their act before a live audience, they might indeed have a chance to make it.

t.e.

Engelbert Humperdinck

ROYAL BOX, AMERICANA HOTEL, N.Y. — From the older teenager to the women in their eighties (and being married makes no difference) Engelbert is probably America's biggest sex symbol. They throw undergarments at him, run up on stage to kiss him, (two women bit his lip) and in general are experiencing sexual pleasure. And while all this is happening, Engelbert has the amazing task of having to sing well . . . and he does. He also looks great in his tight pants. ("If he had a quarter in his pocket you could tell whether it was heads or tails," said one customer).

His material is basically the same, strong romantic stuff including his hits, Last Waltz, Way It Used To Be, Belsize, his current London charter "Another Time, Another Place;" Spanish Eyes, and, of course, "Release Me." His "Bump, Bump" number during which he sings and dances up to a girl he brings onto stage, turns the whole room on. All the adoring females in the room probably see themselves in the shoes of the girl on stage.

New material includes "Help Me Make It Thru the Night," and "I Feel The Earth Move." This is the show he did at the Riviera in Las Vegas, and it's going to be the material in his next LP "Engelbert Humperdinck Live in Las Vegas," coming out in October.

There's no doubt about Engelbert's ability to reach the female's sex nerve.

The Lettermen

VENETIAN ROOM, FAIRMONT HOTEL, S.F.—John Steinbeck won the Nobel Peace Prize in '61, "Moon River" (from "Breakfast at Tiffany's") was the Academy Award song, there was an earthquake in Iran, Budd Dolinger was named sales and promotion manager for Cadence Records, and the Lettermen recorded their first major chart record, a Jerome Kern standard from a '36 flick starring Fred Astaire and Ginger Rogers. "The Way You Look Tonight" resurrected recollections of Fred tinkling a Steinway while Ginger shampooed her hair. And a star trio was born.

Gary Pike has replaced Bob Engemann. Brother Jim and Tony Butola are still a part of the most enduring vocal trio on records (excepting, of course, the Mills Bros., originally a quartet). Hardly a week has gone by in the past decade when they have not been represented on the national charts with either a single or album. The secret of their continuous prosperity? Simplicity, perhaps. A devotion to the principle that a good tune deserves to be offered with the same melodic resolution intended by its composer.

Last week at the Fairmont they were as harmonious as ever. The repertoire, predictable. It has changed little over the years: "Up Up and Away" for openers. Then Tony with a jazz-styled solo on "Too Late Baby" and the tempo slowing for a perennial "Love Is a Many Splendored Thing." Audience participation, a request segment. Solos by Gary and Jim. A new song recently added to the act—"MacArthur Park," a superb highlight. An intensive backdrop supplied by conductor-arranger Vince Martin. "Goin' Out of My Head/Can't Take My Eyes" the obvious and stunning closer. And along the way: "Windy," "Light My Fire," "It's Impossible," "More," "Love Story" and "It's a Sin to Tell a Lie."

Proving again why Gary, Jim and Tony are without peer among white male vocal groups.

h.g.

Jackson 5

ED'S WAREHOUSE, TORONTO—Tamala Motown's Jackson 5 hit Toronto August 31st the day prior to their appearance on the giant grandstand of the Toronto Fair and due to the efforts of Ampex, distributors of the line in Canada, who pre-conditioned press, radio and retailers at a posh reception at Ed's Warehouse in downtown Toronto. Joe Pariselli, national sales manager for Ampex, laid on a hefty routine of interviews for the visiting team through his Ontario promotion manager, Skip Fox who was enthusiastically supported by the complete sales staff.

There was no need for the gentle booze and food hype however, the press couldn't have been more pleased with the performance of this top Motown act. There are times when one must compare acts similar in their makeup and delivery. The night before the Jackson 5 performed at the grandstand, the Osmond Brothers held the spotlight on this famous open air stage. Unlike the Osmonds, the Jackson 5 had an intense feeling for the audience. They played to the back row, and with such professionalism one couldn't help but feel they were sitting in on one of the most dynamic new acts in the business. They were on—in voice, movement and that soft friendly approach to the audience. Their gimmick, if you'll pardon the expression, is the youngest member of the group, Michael, who all but stole the show. At the tender age of 12 he has adapted his soprano voice into a bluesy delivery that's almost frightening when one thinks of the potential of this young giant. Although Michael stands out front he wears the beautiful protective voices of his brothers extremely well which makes for a highly talented family affair.

Freda Payne

COPACABANA, NYC—Whew! After countless nights at the Fillmore, Capitol, and Carnegie, not to mention the Bitter End and the Gaslight, it's certainly a revelation to return to the posh world of the Copa. I hadn't been there since the Temps opened and David Ruffin was still their lead singer (you can see that's some time ago), so I'd quite forgotten what it was like.

Happily the unpleasant trauma of the rather florid ambience was more than overshadowed by a first-rate act by Invictus star Freda Payne. She moved smoothly and effortlessly through her two smash singles, "Band Of Gold" and "Bring The Boys Home," a rapid Beatles medley which included "We Can Work It Out," "Yesterday" (somewhat too uptempo for my taste), and "Hey Jude" (a real surprise, this; my least favorite Beatle tune arranged and sung with much verve), and a song from Broadway's "Purlie."

Interestingly, the absolute standout of the act was Freda's ballad version of "One Less Bell To Answer," which becomes, from her capable throat, a moving and memorable statement. Sad that there weren't more ballads that night (Freda later told me that for one reason or another the other ballads had been cut for that performance), because this really is her strongest point. Her voice isn't the strongest or the best in the business and to her credit she knows it, and the act is built accordingly. Only her version of Neil Diamond's "Sweet Caroline," which Freda has switched to "Sweet Love Of Mine," lacks the necessary punch.

Visually Freda is stunning, always a pleasure to watch, and the choreography is nicely un-intricate, so that the Las Vegas Revue-type atmosphere is kept to a bare minimum. There's very little plastic to Freda Payne's act, and for a night club act especially, that's saying quite a bit.

e.v.l.

NARAS Trustees Meet

(Cont'd from p. 9)

Phil Ramone, was elected first vice-president of the national organization, Atlanta's Bill Lowery second vice-president, Chicago's Paul Roewade secretary, and Los Angeles' John Scott Trotter treasurer. David Leane was officially designated as national executive director. He had been serving as national administrator. Rose issued the following statement at the conclusion of the meeting of the National Board of Trustees:

"Being elected to the presidency of NARAS is, of course, quite an honor for this is one of our most progressive organizations, consisting of talented creators in the music and recording fields.

"I believe that NARAS is now a truly national organization, wherein its aims are uniform for all parts of the country. Its future is unlimited. I believe we have just scratched the surface as to its potential. Also, we are very proud of the NARAS Institute, a unique innovation, until now sadly lacking in the music and recording fields."

The Academy's increased involvement in educational and cultural affairs was underscored by its earmarking of \$32,500 for the further implementation of its NARAS Institute program. Included in this amount are sums for additional teaching aids and the development of courses in the various chapters, plus the hiring of a full-time director and secretary, and permanent office space.

Some of the funds for the Institute will be coming from the Academy's annual television show, which last year topped all of ABC TV's specials, placing seventh in the over-all national rankings, and even outrating the Emmy Awards. A new NARAS TV committee was appointed to work in program planning with Coburt Productions, packagers of the one and a half hour show, scheduled to emanate next spring not from one, but from three chapter cities. As-Ramone, Lowery and Roewade, along with Los Angeles chapter president Lee Young, Sr., and Nashville's Glenn Snoddy.

Category Changes

In connection with the Grammy Awards, themselves, the trustees continued their emphasis on culture by assigning additional categories to the jazz and classical fields. At the same time, they changed the wording of the "Contemporary" categories to "Pop, Rock and Folk," and eliminated "Contemporary Song of the Year" because of numerous past duplications among nominations with "Song of the Year." They extended to the arranging categories the committee nominating procedure now in effect in the engineering, album cover and album notes categories, and confirmed October 16, 1970 through October 15, 1971 as the cut-off dates for this year's Grammy Awards eligibility period.

On Tape Piracy

During discussion of the tape piracy situation, the trustees vowed to lend their individual efforts to the elimination of the practices involved and instructed executive director Leane to work closely with other groups combatting what they consider to be the industry's prime evil. Trustee Danny Davis added an ironic note when he revealed that during a recently-completed State Fair engagement he had followed his appearance with a walk through the fair grounds to discover two booths offering bootlegged tapes of his RCA recordings.

Recognizing the need for additional funds to finance the Academy's expanded activities, the Trustees voted to investigate thoroughly the possibility of a premium record built around past Grammy Winners, and formed a new fund-raising committee of Atlanta's Bill Lowery, Chicago's Dick Schory, Los Angeles' Dave Pell, Nashville's Mary Reeves Davis and

New York's John Hammond. They also appointed members to the already-existing finance committee. Included are Atlanta's Meurice LeFevre, Chicago's Loren Binford, Los Angeles' Bill Cole, Nashville's Bill Denny, and New York's F.M. Scott, III. Both Cole and Scott are former national treasurers.

The trustees also agreed to the publication of a Grammy Awards Book that will list all past winners and nominations, the number of Grammys won by each, plus additional data of interest to members of the Academy and the media that publicizes the awards. They instructed the various chapters to submit samples for a new, modernized logo, which would then be used on standardized application forms and stationery.



NARAS elects National Officers. The National Academy of Recording Arts and Sciences, meeting at the Drake Hotel in Chicago, elected five men to new National posts. They are (l. to r.) Robin McBride, Chicago, Secretary; Phil Ramone, New York, 1st Vice President; Wesley Rose, Nashville, President; Bill Lowery, Atlanta, 2nd Vice President; and John Scott Trotter, Los Angeles, Treasurer.

WB 'Grateful' Month In Oct.

NEW YORK — Warner Bros. Records has designated Oct. as Grateful Dead month, with a major merchandising, advertising, promotion and publicity campaign. Push focuses on the Dead and their entire Warner Bros. catalog of six albums—plus their seventh and newest, "Grateful Dead," a double pocket album taken from live recordings at Winterland, Manhattan Center and the Fillmore East. "Grateful Dead" was released last week (15).

"Grateful Dead month is being planned to emphasize the tremendous importance and influence the Dead have had upon the entire spectrum of contemporary music," said Warner Bros. president Mo Ostin.

Warner Bros. will be supplying retail record stores with extensive in-store displays that include a clothesline hung with Grateful Dead baseball shirts, black and white posters of the Dead for wall and window display, and slicks of their albums: "The Grateful Dead," "Anthem of the Sun," "Aoxomoxoa," "Live Dead," "Workingman's Dead," "American Beauty" and the new "Grateful Dead."

In conjunction with its eight branches across the country, Warner Bros. will launch a comprehensive advertising campaign that will feature two different scripts for AM and FM radio spots. Print advertising in the form of dealer ads will be purchased in major markets across the country. Extensive personal appearances by the Dead will be coordinated with these merchandising efforts throughout Oct.

Finkelstein To Polydor

NEW YORK—Lloyd Gelassen, director of press, public and artists relations for Polydor and Deutsche Grammophon, has named Ronnie Finkelstein to the public relations department as a publicist and copywriter. Finkelstein was formerly editor of Circus Magazine, a post he held for nearly three years.

Motorola EVR Gains FCC Approval

CHICAGO—The Federal Communications Commission has granted Motorola Systems Inc. a waiver to resume shipment of the Motorola EVR Teleplayer units.

After extensive testing, the commission stated that the Motorola unit meets technical standards proposed by the FCC.

Lloyd Singer, vice president of Motorola Systems Inc., termed the FCC action "the last hurdle that needed to be cleared before full-scale marketing."

Skepner Named MCA Artist Relations Exec.

UNIVERSAL CITY—David Skepner, who has been with various divisions of MCA over the past ten years, has been made director of artist relations of MCA Records. As head of this recently revitalized wing of the company, Skepner will report to Joe Sutton, vice president for artist acquisitions and development.

Reorganized functions of the artist relations department include the securing of wide television exposure for Decca, Uni and Kapp artists and the coordination of all personal and promotional appearances of these artists with MCA's national field men. Skepner's office will also coordinate all concert tours and artist-related publicity.

Savoy's Lubinsky Reaches Age 75

NEW YORK — Herman Lubinsky, president of Savoy Records, celebrated his 75th birthday on Aug. 30, an occasion honored with a Friends of Herman Lubinsky Celebration. Lubinsky, of course, is still very much a part of the disk scene as head of the label he formed in 1939. He started in record retailing in 1933, as a retailer, he received many requests for R&B and gospel music, a largely untapped field in records. He decided to form his own label, Savoy Records, now a leading outlet for the sound of R&B and gospel.

One of Lubinsky's most recent projects was recording Sarah Jordan Powell at the recent Gospel Workshop of America, held in Dallas. More than 8000 attended the event.

Bob Annear To Retire

NEW YORK — Bob Annear, San Francisco regional manager for London Records, will retire from the business, effective in Jan. Annear, 65, started in the record business in 1926 when he joined Brunswick Records. He opened the Decca branch in Los Angeles in 1934, and in 1939 headed the RCA branch in the city. He joined London in 1947 in San Francisco.

WB Reorder

(Cont'd from p. 7)

Boys album from Brother/Reprise exceeded initial production necessitating the packaging of over 58,000 copies of the album in five days.

Other recent releases accounting for the Warner/Reprise performance include "Paul And," Paul Stookey's first solo album, as well as John Sebastian's "The Four of Us," "Live at Fillmore East" by the Mothers, and "Randy Newman—Live." Earlier releases continuing to rack up huge sales include James Taylor's "Mud Slide Slim" "Aqualung" by Jethro Tull and Black Sabbath's "Paranoid" albums.

With an upcoming release that includes the two record "Grateful Dead" album, Jimi Hendrix' "Rainbow Bridge" and the soundtrack from "Medicine Ball Caravan," Warner Bros. is expecting another top grossing month in Sept.

During the recent negotiating period with the FCC, Motorola has been able to continue to ship EVR Teleplayers to foreign markets, under terms of its worldwide license with the CBS/EVR Partnership.

ITA Pledges Total War On Bogus Tape Makers

NEW YORK—With the New York County District Attorney's capture of over \$3 million in counterfeit cartidges last week, The International Tape Association's behind the scenes role in supplying research and information leading to that capture came to light via the mass media and trade publications. ITA director Larry Finley advised last week that over three months of quiet, methodical work by his office, assisting the DA's investigating team, was only one of many steps the organization has been taking to fight the critical problem.

"We've been very actively assisting the FBI and many local crime fighting organizations for some time now," Finley advised last week. "It's cost us a goodly amount both in time and money but with the war chest we're now building, our work will be much more effective and much more public in the weeks and months ahead."

"Jules Yarnell at RIAA and our own people have stood shoulder to shoulder in this mutual fight and you can rest assured, the battle has really just begun. The industry, thru its associations, is on the offensive now and there'll be more arrests made shortly. I don't mean next year, I mean shortly," he declared.

Funk Oct. Tour Gross To Reach \$1.5 Million

NEW YORK — Grand Funk Railroad will start a 31 day coast-to-coast U.S. tour in Oct. which will gross more than \$1.5 million for the Capitol Records' trio, according to the group's manager-producer, Terry Knight.

Set to open on Oct. 2 when Grand Funk will make their first appearance of the tour from second base of the 65,000 seat Atlanta Braves Stadium, the group will move on to make 22 appearances in 21 states including a festival-type concert under the stars in the 85,000 seat Cotton Bowl.

Grand Funk and their five tons of equipment will fly city-to-city in their recently acquired Executive Elektra which is equipped with private bedrooms, showers, TV and lounge chairs plus typewriters and ship-to-shore telephones for the group's management.

According to Knight, the trio will have been seen by more than 500,000 people by the time the tour ends in Pittsburgh on Nov. 1.

The complete Grand Funk tour itinerary is as follows: Oct. 2, Atlanta Braves Stadium; (3) Boston Gardens; (4) Milwaukee Civic Arena; (7) Detroit Olympia Stadium; (8) Buffalo Memorial Auditorium.

They continue Oct. 9 at Tornoto's Maple Leaf Gardens; (10) Cincinnati Gardens; (13) Memphis Mid-South Coliseum; (15) Hollywood Florida Sportatorium; (16) Sam Houston Coliseum.

Next comes the Oct. 17 appearance in Dallas at the Cotton Bowl followed by (18) Oklahoma City Fairgrounds Coliseum; (20 and 21) Los Angeles Forum; (23) Salt Lake City Salt Palace; (24) Oakland Coliseum.

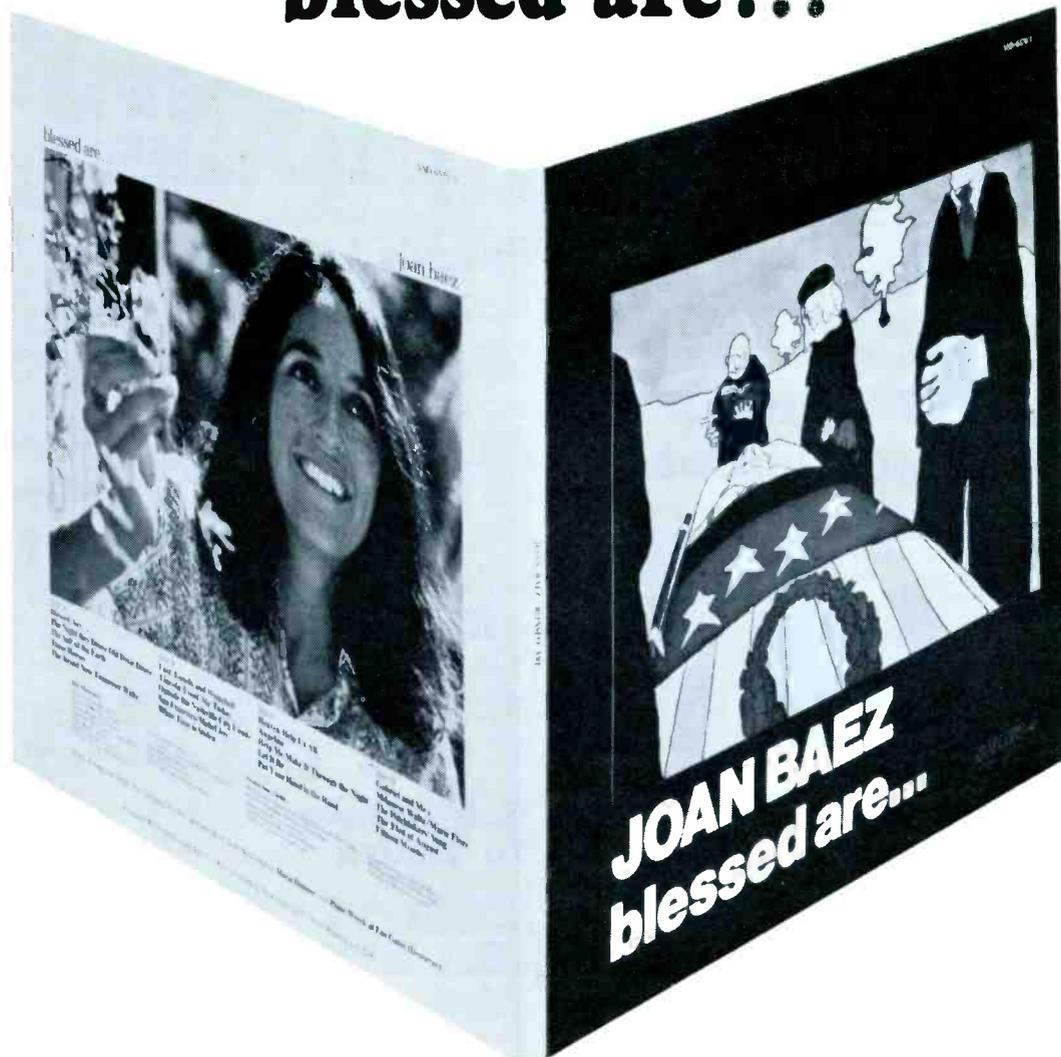
Continuing, (26) Seattle Coliseum; (27) Minneapolis Sport Center; (28) Lincoln, Neb. Memorial Auditorium; (30) Cleveland Public Auditorium; (31) Chicago Amphitheatre.

The tour will close Nov. 1 at the Pittsburgh Civic Auditorium.

Joan Baez'

superb new Vanguard album

"blessed are..."



INCLUDES THE SMASH SINGLE

"THE NIGHT THEY DROVE OLD DIXIE DOWN"

and 21 additional songs by

Joan Baez, Mick Jagger, Kris Kristofferson, Lennon-McCartney, Mickey Newbury, Jesse Winchester & others.

2 record album (plus 7" bonus disk) Recorded In Nashville VSD 6570/1

Produced by Norbert Putnam, co-produced by Jack Lothrop.



VANGUARD

Available in all tape configurations from

AMPEX



TOP 100 Albums

BOTTOM NO. INDICATES 8 TRACK AND CASSETTE

Cash Box—September 25, 1971

- | | | | | | | | | |
|-----------|---|----|-----------|---|-----|------------|--|-----|
| 1 | EVERY PICTURE TELLS A STORY
ROD STEWART (Mercury SRM 1-609)
(MC8 1-609) (MCR4 1-609) | 2 | 34 | INDIAN RESERVATION
RAIDERS (Columbia C 30768)
(CA 30768) (CT 30768) | 32 | 68 | GIVE MORE POWER TO THE PEOPLE
CHI-LITES (Brunswick BL 754170) | 91 |
| 2 | TAPESTRY
CAROLE KING (Ode 77009) | 1 | 35 | HOMEMADE
THE OSMONDS (MGM SE 4770)
(8130-4770) (5130-4770) | 36 | 69 | FREEDOM MEANS
DELLS (Cadet CA 50004) | 72 |
| 3 | EVERY GOOD BOY DESERVES FAVOR
MOODY BLUES (Threshold THS 5) | 3 | 36 | JAMES GANG LIVE IN CONCERT
(ABC 733) | 75 | 70 | GODSPELL
ORIGINAL CAST (Bell 1102) | 73 |
| 4 | WHO'S NEXT
THE WHO (Decca DL 79182)
(6 79182) (73 79182) | 4 | 37 | HOT PANTS
JAMES BROWN (Polydor PD 4054)
(8F 4054) (CF 4054) | 46 | 71 | BARBRA JOAN STREISAND
(Columbia KC 30792) (CA 30792) (CT 30792) | — |
| 5 | RAM
PAUL & LINDA McCARTNEY (Apple SMAS 3375)
(8XT 3375) (4XT 3375) | 5 | 38 | CHASE
(Epic E 30472)
(CA 30472) (CT 30472) | 33 | 72 | KING CURTIS LIVE AT FILLMORE WEST
(Atco SD 33-359) | 81 |
| 6 | CARPENTERS
(A&M SP 3502)
(8T 3502) (CS 3502) | 6 | 39 | SO LONG BANNATYNE
GUESS WHO (RCA LSP 4574)
(P8S 1) (PK) | 39 | 73 | I DON'T KNOW HOW TO LOVE HIM
HELEN REDDY (Capitol ST 752)
(8XT 762) (4XT 762) | 71 |
| 7 | SHAFT
ORIGINAL SOUNDTRACK (Enterprise EN 2 5002)
(EN 25002) (ENC 25002) | 8 | 40 | PARANOID
BLACK SABBATH (Warner Bros. WS 1887)
(M8 1887) (M5 1887) | 49 | 74 | ARETHA'S GREATEST HITS
ARETHA FRANKLIN (Atlantic SD 8295) (TP 8295)
(CS 8295) | — |
| 8 | MASTER OF REALITY
BLACK SABBATH (Warner Bros. WS 2562)
(8 2562) (5 2562) | 12 | 41 | SURRENDER
DIANA ROSS (Motown MS 723)
(M8 1723) (M75 723) | 41 | 75 | ISLE OF WIGHT
VARIOUS ARTISTS (Columbia G3X 30805) | 84 |
| 9 | MUD SLIDE SLIM
JAMES TAYLOR (Warner Bros. WS 2561)
(8 2561) (5 2561) | 7 | 42 | THE UNDISPUTED TRUTH
(Gordy G 955)
(G8 1955) (G75 955) | 44 | 76 | RAY STEVENS' GREATEST HITS
(Barnaby Z 30770) (CA 30770) (CT 30770) | 68 |
| 10 | SOUND MAGAZINE
PARTRIDGE FAMILY (Bell 6064)
(8 6004) (5 6064) | 11 | 43 | UP TO DATE
PARTRIDGE FAMILY (Bell 6059)
(8-6059) (5-6059) | 34 | 77 | FILLMORE EAST, JUNE 1971
MOTHERS (Bizarre MS 2042)
(M8 2042) (M5 2042) | 80 |
| 11 | BARK
JEFFERSON AIRPLANE (Grunt FTR 1001)
(P8FT 1001) (PKFT 1001) | 70 | 44 | WHAT YOU HEAR IS WHAT YOU GET
IKE & TINA TURNER (United Artists UAS 9953) | 37 | 78 | FOR LADIES ONLY
STEEPENWOLF (Dunhill DSX 50110) (8-50110) (4-50110) | — |
| 12 | JESUS CHRIST SUPERSTAR
(Decca DXSA 7206)
(6-6000) (73-6000) | 9 | 45 | YOU'VE GOT A FRIEND
ANDY WILLIAMS (Columbia KC 30797)
(CA 30797) (CT 30797) | 45 | 79 | MR. BIG STUFF
JEAN KNIGHT (Stax STS 2045)
(ST 8-2045) (STC 2045) | 61 |
| 13 | AQUALUNG
JETHRO TULL (Reprise MS 2035)
(8 2035) (5 2035) | 14 | 46 | SURF'S UP
BEACH BOYS (Brother RS 6453)
(8 6453) (5 6453) | 77 | 80 | DEATH WALKS BEHIND YOU
ATOMIC ROOSTER (Elektra EKS 74094)
(8F 4094) (54094) | 78 |
| 14 | STICKY FINGERS
ROLLING STONES (Rolling Stone COC 59100)
(TP 5910) (CS 5910) | 10 | 47 | ANOTHER TIME, ANOTHER PLACE
ENGELBERT HUMPERDINCK (Parrot 71048) | 60 | 81 | SOUL TO SOUL
ORIGINAL SOUNDTRACK (Atlantic SD 7207) | 98 |
| 15 | L. A. WOMAN
DOORS (Elektra EKS 75011)
(8T 5011) (55011) | 15 | 48 | THE BEST OF GUESS WHO
(RCA LSPX 1004)
(P8S 1710) (PK 1710) | 38 | 82 | CHICAGO TRANSIT AUTHORITY
(Columbia GP8) | 82 |
| 16 | WHAT'S GOING ON
MARVIN GAYE (Tamla TS 310)
(T8 1310) (M75 310) | 17 | 49 | PAUL AND
PAUL STOOKEY (Warner Bros. WS 1912)
(8-1912) (5-1912) | 69 | 83 | ONE FINE MORNING
LIGHTHOUSE (Evolution 3007) | 89 |
| 17 | THE DONNY OSMOND ALBUM
(MGM SE 4782)
(8130-4782) (5130-4782) | 19 | 50 | BLESSED ARE
JOAN BAEZ (Vanguard VSD 6570/1) | 92 | 84 | I'M JUST ME
CHARLEY PRIDE (RCA LSP 4560)
(P8S 1730) (PK 1730) | 54 |
| 18 | THE SILVER TONGUED DEVIL AND I
KRIS KRISTOFFERSON (Monument A 30679) | 18 | 51 | GOLDEN BISQUITS
3 DOG NIGHT (Dunhill DS 50098)
(8-50098) (5-50098) | 40 | 85 | THE LONDON HOWLIN' WOLF SESSIONS
(CHESS 60008) | 88 |
| 19 | ARETHA LIVE AT FILLMORE WEST
ARETHA FRANKLIN (Atlantic SD 7205)
(TP 7205) (CS 7205) | 22 | 52 | SKY'S THE LIMIT
TEMPTATIONS (Gordy GS 957)
(G8 1957) (G75 957) | 51 | 86 | HAMILTON, JOE FRANK & REYNOLDS
DUNHILL (DS 50103) | 55 |
| 20 | FIREBALL
DEEP PURPLE (Warner Bros. BS 2564)
(8-2564) (5-2564) | 24 | 53 | SURVIVAL
GRAND FUNK (Capitol SW 764)
(8XT 764) (4XT 764) | 42 | 87 | NATURALLY
THREE DOG NIGHT (Dunhill DSX 50088) | 62 |
| 21 | ONE WORLD
RARE EARTH (Rare Earth RS 520)
(R8 1520) (R75 520) | 20 | 54 | CLOSE TO YOU
CARPENTERS (A&M 4271)
(8T 4271) (CS 4271) | 58 | 88 | SLY & THE FAMILY STONE GREATEST HITS
EPIC (KE 30325) (CA 30325) (CT 30325) | 64 |
| 22 | A SPACE IN TIME
TEN YEARS AFTER (Columbia KC 30801)
(CA 30801) (CT 30801) | 25 | 55 | WHAT THE WORLD NEEDS NOW IS LOVE
TOM CLAY (Mowest 103-L)
(MW 103-T) (MW 103-C) | 50 | 89 | 11-17-70
ELTON JOHN (Uni 93105)
(8-93105) (2-93105) | 56 |
| 23 | TEA FOR THE TILLERMAN
CAT STEVENS (A&M SP 4280)
(8T 4280) (CT 4280) | 21 | 56 | BRYDMANIAX
BYRDS (Columbia KC 30640)
(CA 30640) (CT 30640) | 43 | 90 | RAINBOW FUNK
JR. WALKER & ALL STARS (Soul S 732)
(S8 1732) (S75 732) | 86 |
| 24 | STEPHEN STILLS 2
(Atlantic SD 7206)
(TP 7206) (CS 7206) | 16 | 57 | NEW RIDERS OF THE PURPLE SAGE
(Columbia C 30888) (CA 30888) (CT 30888) | 113 | 91 | STEEPENWOLF GOLD
(Dunhill DS 50099)
(8-50099) (5-50099) | 66 |
| 25 | B, S, & T; 4
BLOOD SWEAT & TEARS (Columbia KC 30590)
(CA 30590) (CT 30590) | 13 | 58 | SONG FOR BEGINNERS
GRAHAM NASH (Atlantic SD 7204)
(TP 7204) (CS 7204) | 47 | 92 | MAYBE TOMORROW
JACKSON 5 (Motown MS 735)
(M8 1735) (M75 735) | 57 |
| 26 | BLUE
JONI MITCHELL (Reprise MS 2038)
(8 2038) (5 2037) | 23 | 59 | CARLY SIMON
(Elektra EKS 74082)
(T8 4082) (54082) | 48 | 93 | VIKKI CARR'S LOVE STORY
(Columbia C 30662) (CA 30662) (CT 30662) | 76 |
| 27 | 4 WAY STREET
CROSBY, STILLS, NASH & YOUNG (Atlantic SD 2-902) (T 8902) (S 2-8902) | 27 | 60 | LOVE IT TO DEATH
ALICE COOPER (Warner Bros. WS 1883)
(8-1883) (5-1883) | 65 | 94 | SWEET BABY JAMES
JAMES TAYLOR (Warner Bros./7 Arts (WS 1843)
(8 WM 1843) (CWX 1843) | 83 |
| 28 | TARKUS
EMERSON, LAKE & PALMER (Cotillion SD 9900)
(TP 9900) (CS 9900) | 26 | 61 | OSIBISA
(Decca DL 75285)
(6-75285) (73-75285) | 52 | 95 | CHICAGO III
(Columbia CT 30110)
(CA 30110) (CT 30110) | 59 |
| 29 | THE ALLMAN BROTHERS BAND AT FILLMORE EAST
(Capricorn SD 2-802) | 28 | 62 | TRAFALGAR
BEE GEES (Atco SD 7003) (TP 7003) (CS 7003) | — | 96 | THE PARTRIDGE FAMILY ALBUM
ORIGINAL TV CAST (Bell 6050) (8-6050) (5-6050) | 90 |
| 30 | POEMS, PRAYERS AND PROMISES
JOHN DENVER (RCA LSP 4499)
(P8S 1711) (PK 1711) | 29 | 63 | BURT BACHARACH
(A&M SP 3501)
(87 3501) (CS 3501) | 53 | 97 | THIRDS
JAMES GANG (ABC ABCX 721) | 85 |
| 31 | JUST AS I AM
BILL WITHERS (Sussex SXBS 7006) | 30 | 64 | ABRAXAS
SANTANA (Columbia KC 30130)
(CA 30130) (CT 30130) | 63 | 98 | MAGGOT BRAIN
FUNKADELIC (Westbound WB 2007) | 112 |
| 32 | LEE MICHAELS V
(A&M SP 4302)
(8T 4302) (CS 4302) | 35 | 65 | IMAGINE
JOHN LENNON (Apple SMAS 3379) (8XT 3379) (4XT 3379) | — | 99 | THE LAST TIME I SAW HER
GLEN CAMPBELL (Capitol SW 733)
(8XT 733) (4XT 733) | 95 |
| 33 | LEON RUSSELL & THE SHELTER PEOPLE
(Shelter SW 8903)
(8XT 8903) (4XT 8903) | 31 | 66 | CHAPTER 2
ROBERTA FLACK (Atlantic 1569)
(TP 1569) (CS 1569) | 67 | 100 | YOU'VE GOT A FRIEND
JOHNNY MATHIS (Columbia C 30740)
(CA 30740) (CT 30740) | 101 |
| | | | 67 | CURTIS/LIVE
CURTIS MAYFIELD (Curton CRS 8008) | 74 | | | |



TOP 100 Albums

101 TO 150

101	WORLD WIDE GOLD AWARD HITS VOL. 2 ELVIS PRESLEY (RCA LPM 6402)	105	116	ROCK ON HUMBLE PIE (A&M SP 4301) (8T 4301) (CS 4301)	94	134	SHA NA NA (Kama Sutra 2034)	122
102	ME & BOBBY McGEE KRIS KRISTOFFERSON (Monument Z 30817)	110	117	YES ALBUM (Atlantic SD 8283) (TP 8283) (CS 8283)	125	135	I WON'T MENTION IT AGAIN RAY PRICE (Columbia C 30510) (CA 30510) (CT 30510)	129
103	AFTER THE GOLD RUSH NEIL YOUNG (Reprise RS 6383) (8RM 6383) (CH 6383)	111	118	MANCINI CONCERT HENRY MANCINI (RCA LSP 4542) (P8S 1754) (PK 1754)	107	136	FOUR OF US John Sebastian (W. B. MS 2041)	—
104	SUMMER OF '42 ORIGINAL SOUNDTRACK (Warner Bros. WS)	115	119	TOMMY THE WHO (Decca DXSW 7205) (6-2500) (73-2500)	116	137	SOMEDAY WE'LL LOOK BACK Merle Haggard (Capitol ST 835) (8XT 835) (4XT 835)	—
105	BOOKER T & PRISCILLA (A&M SP 3540) (8T 3504) (CS 3504)	104	120	HOME GROWN JOHNNY RIVERS (United Artists UAS 5532)	126	138	DEJA VU CROSBY, STILLS, NASH & YOUNG (Atlantic SD 7200) (TP 7200) (CS 7200)	134
106	CHRISTIAN OF THE WORLD TOMMY JAMES (Roulette SR 3001)	109	121	TRUTH IS ON ITS WAY NIKKI GIOVANNI (Right Cn 05001)	118	139	LIVE AT THE REGAL B. B. KING (ABC 724) (8-724) (5-724)	—
107	MESSAGE TO THE PEOPLE BUDDY MILES (Mercury SR 1-608) (MC8 1-608) (MC4 1-608)	114	122	WRITER CAROLE KING (Ode 77006)	97	140	SECOND MOVEMENT EDDIE HARRIS & LES McCANN (Atlantic SD 1583) (TP 1583) (CS 7205)	144
108	GRAND FUNK LIVE (Capitol SWBB 633)	93	123	EMERSON, LAKE & PALMER (Cotillion SD 9040)	100	141	SIGNS FIVE MAN ELECTRICAL BAND (Lionel LRS 1110)	142
109	GREAT CONTEMPORARY INSTRUMENTAL HITS RAY CONNIFF (Columbia C 30755) (CA 30755) (CT 30755)	106	124	PEARL JANIS JOPLIN (Columbia KC 30322) (CA 30322) (CT 30322)	99	142	POTLATCH REDBONE (Epic E 30109)	130
110	IF I WERE YOUR WOMAN GLADYS KNIGHT & THE PIPS (Soul SS 731) (S8 1731) (S75 731)	79	125	EVERYTHING IS EVERYTHING DONNY HATHAWAY (Atco SD 332)	133	143	WOODSTOCK ORIGINAL SOUNDTRACK (Cotillion SD3-500) (TP 33-500) (CS 33-500)	143
111	HOW HARD IT IS BIG BROTHER (Columbia C 30738) (CA 30738) (CT 30738)	102	126	SUMMER SIDE OF LIFE GORDON LIGHTFOOT (Reprise MS 2037) (8 2037) (5 2037)	123	144	COSMO'S FACTORY CREEDENCE CLEARWATER REVIVAL (Fantasy 842)	147
112	YOU'RE MY MAN LYNN ANDERSON (Columbia C 30793) (CA 30793) (CT 30793)	103	127	WAR WAR WAR COUNTRY JOE McDONALD (Vanguard VSD 79315)	119	145	WHERE I'M COMING FROM STEVIE WONDER (Tamla TS 308) (TS 1308) (T75 308)	136
113	GASOLINE ALLEY ROD STEWART (Mercury SR 61264) (MC8 61264) (MCR4-61264)	—	128	C'MON EVERYBODY ELVIS PRESLEY (RCA Camden 2518)	96	146	SHE'S A LADY TOM JONES (Parrot XPAS 71046) (M 79846) (M 79846)	137
114	SOMETIMES I JUST FEEL LIKE SMILIN' BUTTERFIELD BLUES BAND (Elektra EKS 75013)	117	129	SINFONIAS ALDO DE LOS RIOS (United Artists UAS 6802)	120	147	BRIDGE OVER TROUBLED WATER SIMON & GARFUNKEL (Columbia KCS 99-14) (18 10 0750) (14 10 0750) (16 10 0750)	145
115	LOVE LETTERS FROM ELVIS ELVIS PRESLEY (RCA 4530) (P8S 1748) (PK 1748)	87	130	TUMBLEWEED CONNECTION ELTON JOHN (Uni 73096)	128	148	BLACK IVORY WANDA ROBINSON (Perception PLP 18)	149
			131	8TH DAY (Invictus ST 7306) (8XT 7306) (4XT 7306)	131	149	STREET CORNER TALKING SAVOY BROWN (Parrot XPAS 71047) (M 79847) (M 79647)	—
			132	NATURAL MAN LOU RAWLS (MGM SE 4771)	140	150	ELTON JOHN (UNI 73090) (8 73090) (2 73090)	146
			133	MARY MARY TRAVERS (Warner Bros. WS 1907) (8 1907) (5 1907)	135			



R & B TOP 60

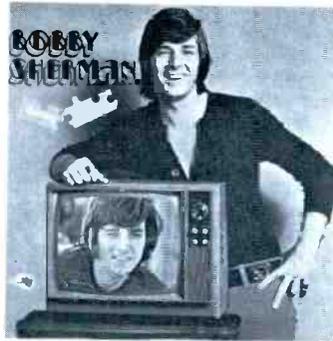
1	STICK UP Honey Cone (Hot Wax 7106)	2	16	SPANISH HARLEM Aretha Franklin (Atlantic 2817)	13	31	NEVER MY LOVE 5th Dimension (Bell 134)	44	46	MACARTHUR PARK Four Tops (Motown 1189)	—
2	BREAKDOWN Rufus Thomas (Stax 98)	3	17	SHE'S ALL I'VE GOT Freddie North (ManKind 12004)	19	32	1-2-3-4 Lucky Peterson (Today 1503)	27	47	S.O.S. Winfield Parker (Spring 116)	51
3	IF YOU REALLY LOVE ME Steve Wonder (Tamla 54208)	4	18	TAKE ME GIRL Junior Walker (Soul 35084)	17	33	A NATURAL MAN Lou Rawls (MGM 14262)	37	48	YOU BROUGHT THE JOY Freda Payne (Invictus 9100)	—
4	AIN'T NO SUNSHINE Bill Withers (Sussex 219)	1	19	CALL MY NAME, I'LL BE THERE Wilson Pickett (Atlantic 2824)	21	34	I WASN'T THERE Roy C. (Alga—AL 1007-A)	36	49	THAT'S THE WAY I WANT TO LIVE MY LIFE Percy Sledge (Atlantic 2826)	52
5	TIRED OF BEING ALONE Al Greene (Hi 2194)	5	20	GHETTO WOMAN B. B. King (ABC 11310)	32	35	FRIENDS BY DAY What Nauts (Stang 5030)	34	50	GROOVING OUT ON LIFE Frederick The II (Vulture 5002)	55
6	THE LOVE WE HAD Dells (Cadet 5683)	6	21	FEEL SO BAD Ray Charles (ABC 11308)	22	36	I'M SO GLAD Fuzz (Calla 179)	48	51	WALK EASY MY SON Jerry Butler (Mercury 73241)	—
7	MAKE IT FUNKY James Brown (Polydor 14088)	7	22	SLIPPED TRIPPED AND FELL IN LOVE Clarence Carter (Atlantic 2818)	20	37	GOT TO GET OVER THE HUMP Simtek & Wiley (Mr. Chand 8005)	38	52	HOT PANTS, I'M COMING, COMING, COMING Bobby Byrd (Brownstone 45-4203)	60
8	A THIN LINE BETWEEN LOVE AND HATE Persuaders (Atco 6822)	11	23	BLACK SEEDS KEEP ON GROWING Main Ingredient (RCA 740517)	29	38	A NICKEL & A NAIL O. V. Wright (Black Beat 602)	40	53	ALL MY HARD TIMES Joe Simon (Spring 118)	58
9	TRAPPED BY LOVE Denise LaSalle (Westbound W182)	12	24	SURRENDER Diana Ross (Motown 1188)	28	39	SPILL THE WINE Isley Bros. (T-Neck 932)	54	54	FUNKY RUBBER BAND Popcorn Wylie (Soul 35087)	—
10	WEAR THIS RING Detroit Emeralds (Westbound 181)	9	25	WHAT YOU SEE IS WHAT YOU GET Dramatics (Volt 3058)	23	40	ALL DAY MUSIC War (U.A. 50815)	41	55	CAN YOU GET TO THAT Funkadelic (Westbound 185)	57
11	HIJACKING LOVE Johnnie Taylor (Stax—ST 0096)	16	26	UNTIL THEN I'LL SUFFER Barbara Lynn (Atlantic 2812)	8	41	GIVE THE BABY ANYTHING THE BABY WANTS Joe Tex (Dial 1008—Dist. Mercury)	45	56	MONKEY TAMARIND The Beginning of the End (Alston 4599)	—
12	A PART OF YOU Brenda & The Tabulations (Top & Bottom 408)	14	27	YOU'VE GOT TO CRAWL 8th Day (Invictus 9098)	43	42	THAT'S THE WAY A WOMAN IS Messengers (Rare Earth 5032)	52	57	IF YOU WANT ME TO KEEP ON LOVING YOU Sonny Green (U.A. 50836)	59
13	WOMEN'S LOVE RIGHTS Laura Lee (Hotwax 7105)	15	28	SMILING FACES SOMETIMES Undisputed Truth (Gordy 7180)	24	43	IT'S IMPOSSIBLE New Birth (RCA 74-0520)	53	58	I WANT TO PAY YOU BACK Chi-Lites (Brunswick 55458)	—
14	K-JEE Nite Liters (RCA 0461)	10	29	LUCKY ME Moments (Stang 5031)	25	44	PIN THE TAIL ON THE DONKEY Newcomers (Stax 0099)	—	59	LOOK WHAT WE'VE DONE TO LOVE Glass House (Invictus 9097)	56
15	YOU SEND ME Ponderosa Twins Plus 1 (Horscope 102—All Platinum)	18	30	BREEZIN' Gabor Szabo (Bluethumb 200)	42	45	DO IT (THE FUNKY DANCE) Dave "Baby" Cortez (Sound-Pak SPM 1002)	49	60	TRY ON MY LOVE FOR SIZE Chairmen of the Board (Invictus 9099)	—

cash box/album reviews

Pop Picks

GETTING TOGETHER—Bobby Sherman—Merromedia MD 1045

Bobby's recent single hit "Waiting At The Bus Stop" and eleven equally delightful tunes—that's what this album is all about. "Blame It On The Pony Express," a large hit in England gets the Sherman touch, as do "Jennifer" and "It Boggles The Mind," a couple of nice songs from the pen of Peter Allen. Some more fun on "Goodtime Song" and "Where Did That Little Girl Go." Lots of potential singles here but as an LP it is extremely likeable. Another smash for Bobby.



BUDDY MILES LIVE—Mercury SRM-2—7500

A single release from Buddy Miles means excitement. A double album is an event indeed. And when that album happens to be recorded live, well, that's extra special. Buddy Miles live has always been a unique experience. These sets were recorded in Seattle, Santa Monica and Bakersfield and they feature the Miles aggregation on some of their choice material ("Down By The River," "Them Changes") as well as some less familiar things. Any track you choose, there's bound to be something cooking. This will probably be Miles' biggest selling record.

FOR LADIES ONLY—Steppenwolf—Dunhill DSX 50110

If Steppenwolf is not always appreciated for being a remarkably tight rock and roll band, it's probably because their abilities have come to be taken for granted. They just keep coming up with good records. Their latest includes "Ride With Me," a funky song entitled "Jaded Strumpet" and a title track that's as hard and biting as anything they've done before. This is a high energy group and they create high velocity. One of their strongest efforts to date. It's already on the chart and should prove a formidable seller.

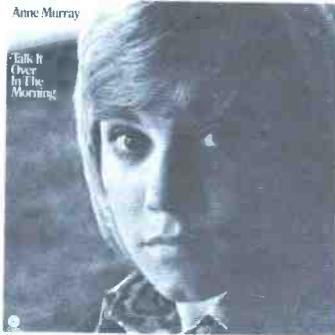


CLOSER TO HOME—Joy Of Cooking—Capitol SMAS-828

Album is a joy to cook, eat, dream or live by. The group's second LP is even finer than their first—and that's making great greater. Quintet is dominated by the female lead singers, this time with a distinct Carole King influence mellowing the terrain. But there are many moods here: from the funky title track to the almost Murmaid-ish "A Thousand Miles"—kind of a "Popsicle And Icicles" for the seventies. Toni Brown's keyboardmanship as well as her vocal prowess help make the album a totally unique journey into music where many travellers are bound to linger for a long long time.

TALK IT OVER IN THE MORNING—Anne Murray—Capitol ST-821

Smehow it's appropriate that an Anne Murray record comes to us in fall 'cause in her voice is the warmth of early morning coffee on the first frosty morning. Whether it's the old Barbara George song, "I Know," sounding brassy as can be, or the Lightfoot portrait of "Cotton Jenny," Anne always sounds fresh and sincere. "You've Got A Friend," "Destiny," and "Night Owl" are also included. Album was produced and arranged with taste by Brian Ahern. Should be a natural for MOR programmers.



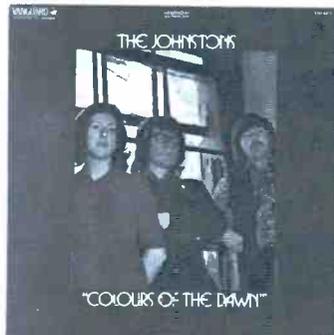
THE SUN, MOON & HERBS—Dr. John, The Night Tripper—Atco SD 33-362

How much more exciting is the name "Dr. John" than his given moniker, Mac Rebennack! And how much more exciting is his latest disk, than many of his earlier efforts. On this one, we fully sense the intensity that has made Delaney & Bonnie and Leon Russell so successful and two tracks in particular, "Craney Crow" and "Zu Zu Mamou" will doubtlessly intrigue FM programmers for their stealth. Dr. John has proved himself to be no musical quack, but rather a brain surgeon of the unconscious.

Newcomer Picks

COLOURS OF THE DAWN—The Johnstons—Vanguard VSD-6572

An extremely successful compromise between the barroom rough-housing Irish folk tradition and the more sedate Judy Collins-Fairport Convention school. The Johnstons are a trio who make music which is both distinct and discerning. Their understated power could even see them through a hit single, perhaps with "Crazy Anne," an original tune by Chris McCloud who contributed much to the album's general excellence. "Angela Davis" track will no doubt stir up some controversy, but this is no C Company cashing in on headlines. Listening to ten seconds of Leonard Cohen's "Seems So Long Ago, Nancy" is all the proof you need. FM airplay and group's current successful U.S. tour should spark sales.



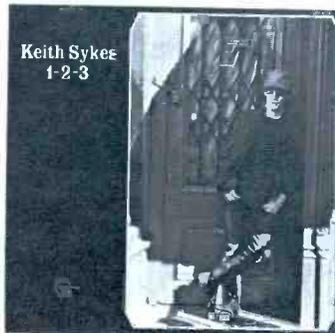
WACKERING HEIGHTS—The Wackers—Elektra EKS-74098

Recipe: one jigger Crosby, Stills, Nash & Young; one tablespoon harmonic extract of Bee Gees; two shakes of Who Weltanschauung and two quarts secret ingredient, Wackery. Mix carefully in a recording studio and with proper exposure, a hit LP will emerge from your oven. "Don't Put Down The Singer" is a "Who Put The Bomb" for the seventies; "I Like" a simple yet philosophical treatise on the place of music in the cosmos. A tasty dish to set before any music lover; thick yet cushioned with softness. Gastronomes should be storming the doors shortly.

Pop Best Bets

1-2-3—Keith Sykes—Vanguard VSD-6574

Keith Sykes has been a one man house band for Greenwich Village coffee houses and has already put out one excellent LP on Vanguard. His second effort actually surpasses the first. Keith's songs combine humor with a seriousness born of traveling and viewing the passing parade. His voice, just this side of being familiar, is ideally suited to the twelve selections, best of which are "Truck Driver Blues," "About Her Eyes," "Like A Candle" and "Tell Me 'Bout College." Keith is the real thing; may his tribe increase!

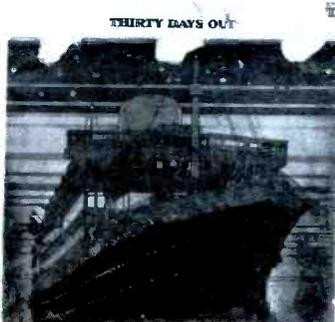


MADURA—Columbia G 30794

Columbia launched Chicago off with a two-LP set and here they try the same trick with Madura, produced by James William Guercio. Group is a trio relying heavily on drums and electric guitar. They are at their best on a jazzy-laid-back version of Chuck Berry's "Johnny B. Goode" and a beautifully orchestrated "Talking To Myself" from their "Reflections" suite; these tracks should be getting heavy FM airplay. Heavy promotional backing makes this a must-stock item with chart potential.

THIRTY DAYS OUT—Reprise 6450

Thirty Days Out is a new quartet with a lot going for them—not the least significant of which is their unabashed devotion to playing good ole rock and roll. That's what songs like "Holy Hannah!" and "Everybody's Looking For Someone" are about. A more gentle touch is applied to "Living Like One" and "Forever." It makes for a solid set of original material. Group is at its best on longer tracks such as "Doing The Best That I Can." A noteworthy debut.



LOVE SONGS . . . FOR THE GOOD TIMES—The Gordon McLendon Singers—MGM SE-4776

The best of today's songs done up in lush fashion with plenty of strings and a large chorus—that's the formula employed by the Gordon McLendon Singers and it works. So "Rainy Night In Georgia," "For The Good Times" and "Close To You" get the full treatment. Then the assemblage turns to some old favorites such as "Cocktails For Two" and "Manhattan," and these sound good as new. It all makes for a pleasant listening experience.



Country Roundup



GLENN SNOW

And The COUNTRY AMERICANS
Have a Hit. and it's

"MADE IN U.S.A."

... a left field smash!

(Cash Box-Sept. 4, 1971)

★ Best Bets ★

GLENN SNOW (Kangaroo 40)
Made in U. S. A. (1:47) (Les Kangas Music, BMI—L. Kangas) Record may prove to be a left field smash because of Nixon's new economic policies. A short but pointed plea to "buy U.S." Will stations log this one as a public service announcement? Flip: "It's Wise To Advertise" (2:26) (same credits).

★

D.J.s Write:

KANGAROO RECORDS

302 East Dewey Avenue
San Gabriel California 91775
Phone: (213) 288-5435

Little Jimmy Dempsey says, "We've only just begun" . . . Shelter Records' artist J. J. Kale has signed an exclusive writing contract with Moss Rose Publications, according to Audie Ashworth, exec vp. Ashworth reports Kale's new LP, which contains all self-written material, is slated for October release and includes Kale's "After Midnight" which was recently a hit for Eric Clapton . . . LeRoy Vandyke, exclusively booked by the Hubert Long Agency, has been inked as one of the headliners in the main room of Las Vegas' Fremont Hotel Oct. 22-Nov. 4th. The Vegas stint follows an extremely busy tour of fair dates for Vandyke . . . Thurston Moore's 1972 Country Music Birthday Calendar is hot off the press. Thurston reports he is looking for any interviews any DJ's, or anyone, might have made with the late Hank Williams.

Grace Williams has signed to do several records for the Recordit label of Minneapolis . . . Her first will be made this month, and is promoted by Brite Star of Nashville . . . Judy Lynn's promotional director, Pat Kelly, having just returned from the East, reports Judy's current single, "When The Love Starts To Come" is breaking for the Amaret label. Ampex has just put out the album from which the single is from, "Parts of Love" on 8-track stereo tapes and cassettes . . . George Hamilton IV reports being on tour in Canada since July 23rd, playing fairs and various concerts from Northern Ontario and the Maritime Provinces thru to Western Canada. His recent RCA "Countrified" single has held at number one spot for five straight weeks in Canada's national country music chart. George IV's current RCA single is "West Texas Highway".

Bill Anderson and the Po' Boys recently taped a guest shot on the syndicated "Johnny Bench—MVP" show in Cincinnati. Anderson sang his current hit song, "Quits", and was joined by Bench for a duet rendition of another of his songs, "Cincinnati,

Ohio" . . . Charlie Walker instituted a first for country music when he became the first C&W act to play Pittsburgh's 100 year old Oakmont Country Club. As Don Evans of Pittsburgh's WEEP Radio emceed, Walker and his group entertained the crowd and then played for the western motif dance . . . Epic artist David Houston is staying in high gear these days by following his "David Houston Month" of June with his new single of "Home Sweet Home," his "David Houston's Greatest Hits, Vol. II" album and a new single with Barbara Mandrell entitled "We've Got Everything But Love," all going great for him.

Billy "Crash" Craddock and Barbara Mandrell head up the Tennessee State Fair's Grandstand show its two opening days. Craddock who's current Cartwheel LP is "Knock Three Times" and Roy Drusky, who's new Mercury single is set for early release, just returned to Music City from a three day sellout tour with Merle Haggard in Cincinnati, Dayton and Akron. . . . Tiny Harris is scheduled to follow his new Stop release of "When" b/w "I'll Never See Another Sun" with an LP in ten days. . . . Julian Breen, KYA's new program director, comes to San Francisco after a three year association with WABC, New York as assistant program manager.

Judy Lynn is taking a ten day vacation at this time at her Sunset Ranch in Las Vegas, as a large arena is under construction pending her approval. While there, the two champion Welsh ponies and surrey she purchased from "Nudie of Hollywood" will be delivered . . . New offices of Jim Ed Brown Enterprises were officially opened this week at 1314 Pine Street, off Music Row. The new facilities house Jim Ed's expanded music publishing business, the new, national "Jim Ed Brown Booster Club", and Becky Pritchett, his Gal-Friday and Jack-of-all-music trades . . . Dot's Tommy Overstreet goes back to Jack Music's studios the last of September for album cutting. . . . Stan Hitchcock will miss both golf and dj activity in October, due to a two-week long Hawaiian Isle tour ar-

ranged by his Top Billing Booking Agency.

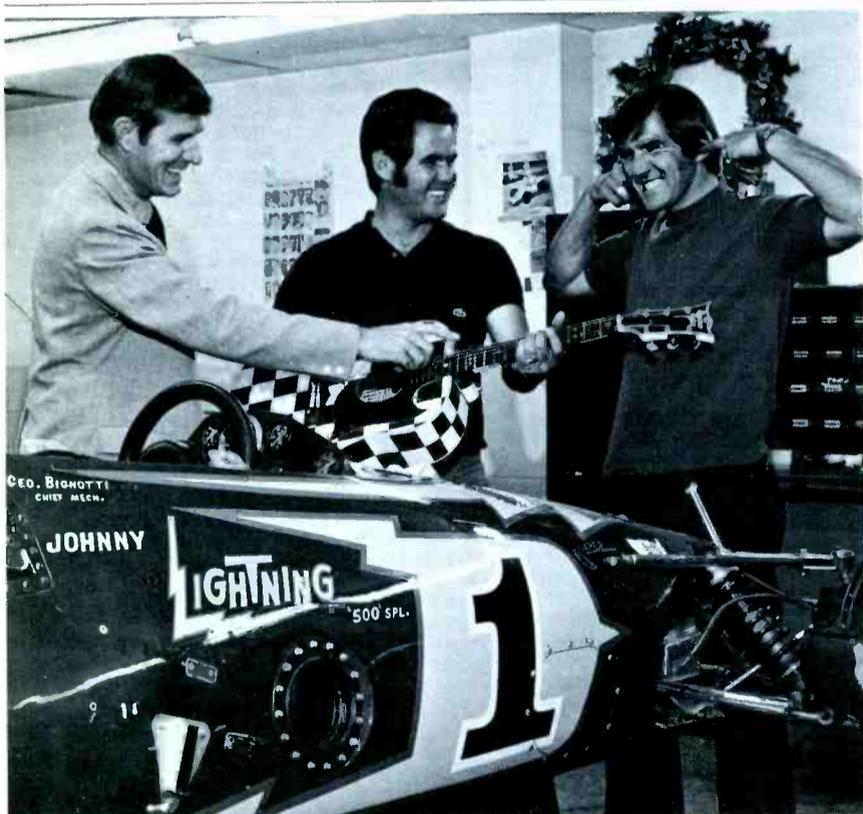
Jamey Ryan to record her first session locally for the Air Force network . . . Crystal Gayle back in Music City from her honeymoon to record at Decca, with Owen Bradley producing . . . Buddy Lee Attractions, Inc. is now representing well known United Artists recording artist, Slim Whitman for bookings. His recorded styling of the standard "Indian Love Call" sold in the millions and established Whitman as a country music super star in the 50's; his continuing releases have earned enviable chart positions. In addition to his large following of hard-core US. fans, Slim Whitman's tenor yodeling style has made him a popular favorite and major record seller in the British Isles and other areas of Europe. Slim's latest United Artists release is "It's A Sin To Tell A Lie" . . . The Oak Ridge Boys, known as the super-gospel group have just signed confirmations for twenty dates in 1972 with promoter Lloyd Orrell. Orrell, a native Tennessean, has been promoting gospel music for over thirty years, and is now getting an assist from his son, Larry. Larry Orrell, aside from working with his dad, heads up The Orrells, a gospel trio of men in their mid-twenties.

Famous entertainers who call Tennessee home are joining Governor Winfield Dunn in an extensive campaign to incite Tennesseans to see more of their state's autumn beauty. The group includes country music greats Eddie Arnold, Chet Atkins, Pat Boone, Tennessee Ernie Ford, Porter Wagoner and Dolly Parton, opera soprano Marguerite Piazza as well as r&b singers Rufus Thomas and Issac Hayes. All are either Tennessee natives or have close ties with the state. The invitations, accompanied by voices singing "spend some time in your own backyard", are being extended via public service announcements being broadcast over the state's radio and television stations.

Tom T. Hall reports his 11-month old Basset hound, "Dixie's Ain't Misbehavin'," took Best In Show at the Louisville Dog Show, coming home with five trophies. Meanwhile, Tom T. is coming home with top honors with his Mercury release of "The Year That Clayton Delaney Died" . . . One Neters' artist Dickey Lee and Sue Richards made a dual debut on Nashville's Friday night Grand Ole Opry, each presenting their latest record releases. Dickey is currently hot with RCA's "Never Ending Song Of Love", while Sue Richards has "I'll Leave Your Bags At The Honky Tonk" on Epic. . . . Bobby Bare just be heading north for shows in Pennsylvania, Virginia, and Maryland. off a tour of the Southeast, will next Bare ends up the month of September with shows in Alaska. Bobby's current Mercury release is "Short and Sweet" . . . Roy Bayum's new Rice release is "We Lose A Little Ground," a song he also wrote.

Jeff Young, artist and writer for Newkeys Music and Rice Records has had his first release: "Minnesota Flatwoods Farm Boy," penned by the singer. . . . WMTS, Murfreesboro, Tennessee, presents "The History of Country Music" in a complete run in October during Country Music Month: 4 hours per day, Mon.-Sat. (2-4 PM on AM, 8-10 PM on FM). The "History", a 36 hour radio documentary, is a concise, sequential chronology of the history of country music often in the words of its participants. Utilizing more than 250 voice inserts and 800 recordings, it was written and narrated by Hugh Cherry.

"Coat of Many Colors", a song written by Dolly Parton and set for Sept. 21 release by RCA, is based on an actual childhood experience. She has performed it several times on the Porter Wagoner TV show, on which she is a special featured star.



WINNER UNSER, NOW FRETTING—Al Unser, (center), winner of the famed Indianapolis '500' race is shown with a custom made Grammer Guitar fashioned in the design of the checkered flag given to the race winner. Bill Robinson (left), program director and morning personality for WIRE Radio, Indianapolis, made the presentation of the guitar on behalf of the country music station. WIRE has itself been the "Indy Winner" since they switched to country full-time in 1966. Unser calls Albuquerque, New Mexico home, but also maintains a residence in Indianapolis to be near the Vels-Parnelli Jones garages where his chief mechanic George Bignotti builds all of Al's racing cars. The race driver is a big country music fan and Al told Bill he wanted to learn how to play his new "trophy." Shown at right is one of Al's mechanics.

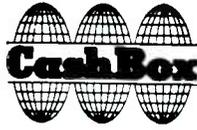
Turner Succeeds In Music Industry

ORLANDO — Every Saturday night, the five-hour Sharekropper Shindig is broadcast live over Radio WHOO, Orlando featuring stars of radio and television and guests from the Grand Ole Opry, originating from the Koscot auditorium on Sandlake Road in Orlando, Florida. The show is only one phase of the world of Glenn W. Turner, mastermind behind the Koscot empire.

Termed as "Sinner or Saint," (the title of a recent book about Turner), Koscot has entered the music world under the corporate name of Souncot. With Bobby Lee Trammell as president of the music oriented endeavors, Souncot encompasses a tape division, TV series division, acts as talent and booking agents, holds publishing firms, designers for jackets and promotional materials, and advisors in motion pictures and point-of-sale.

There are fifteen artists currently on the label covering country, rock, and gospel. Among the artists is Koscot's own Glenn W. Turner, whose album, "Dare To Be Great" sold over 600,000 copies. Bobby Lee Trammell and the Crist Sisters are among others on the new label.

The youthful and controversial Glenn Turner's most recent album release is "He's Done It Again", which sold over 100,000 copies in one day at \$5.95 each, with payment in advance and no returns. According to Trammell, the music division is slated for extended expansion including pressing facilities.



Country Music Association Nomination For Annual Awards

NASHVILLE — The members of the Country Music Association have selected, via secret written ballot, the top five nominees in ten categories of excellence for the past year. The name of the winner in each category will be revealed on Sunday Oct. 10th, when CMA's Fifth Annual Awards Show will be presented live over NBC television. The nominees in contention for the coveted CMA Awards are:

Entertainer of the Year: Merle Haggard, Loretta Lynn, Charley Pride, Jerry Reed, Conway Twitty.

Single Record (Award to artist, plaque to producer): "Amos Moses," Jerry Reed, RCA; "Easy Loving," Freddie Hart, Capitol; "Help Me Make It Through The Night," Sammi Smith, Mega; "When You're Hot 'Rose Garden," Lynn Anderson, Columbia.

Album of the Year (Award to artist, plaque to producer): "Help Me Make It Through The Night," Sammi Smith, Mega; "I Won't Mention It Again," Ray Price, Columbia; "A Tribute To The Best Damned Fiddle Player In The World," Merle Haggard, Capitol; "When You're Hot You're Hot," Jerry Reed, RCA; and "Rose Garden," Lynn Anderson, Columbia.

Song of the Year (Award to composer): "Coal Miner's Daughter," Loretta Lynn; "Easy Loving," Freddie Hart; "Put Your Hand In The Hand," Gene MacLellan; "I Remember The Year Clayton Delaney Died," Tom T. Hall; and "When You're Hot You're Hot," Jerry Reed.

Female Vocalist: Lynn Anderson, Loretta Lynn, Dolly Parton, Sammi Smith, and Tammy Wynette.

Male Vocalist: Merle Haggard, Ray Price, Charley Pride, Jerry Reed and Conway Twitty.

Vocal Group: Carter Family, Hager Brothers, Osborne Brothers, Stadler Brothers and Tompall and the Glasers.

Vocal Duo: Johnny Cash and June Carter; Charlie Louvin and Melba Montgomery; Porter Wagoner and Dolly Parton; Conway Twitty and

Loretta Lynn; Tammy Wynette and George Jones.

Instrumental Group: Buckaroos, Danny Davis and the Nashville Brass, Po Boys, The Strangers, and The Wagonmasters.

Instrumentalist: Chet Atkins, Roy Clark, Floyd Cramer, Boots Randolph and Jerry Reed.

The winner of the greatest honor awarded in the country music industry, the Hall of Fame Award, will also be named on the network show. The top five nominees, who are selected by a group of 200 members of the panel of electors, for 1971 are: Chet Atkins, Owen Bradley, Jimmie Davis, Art Satherly, and Kitty Wells.

Tennessee Ernie Ford will for the third year host the Awards Show which will be presented by Kraft Foods from the Grand Ole Opry House. Presenters and/or performers on the show will be: Bill Anderson, Lynn Anderson, Chet Atkins, Glen Campbell, Johnny Cash, Roy Clark, Merle Haggard, Jan Howard, Sonny James, Loretta Lynn, Bill Monroe, Dolly Parton, Charley Pride, Jerry Reed, Jeannie C. Riley, Earl Scruggs, Ben Smathers & The Stoney Mountain Cloggers, The Stonemans, Conway Twitty and Porter Wagoner.

The show will contain two special production numbers. One will pay tribute to bluegrass music, and will feature Bill Monroe, Earl Scruggs, The Stonemans and Ben Smathers and the Stoney Mountain Cloggers. Porter Wagoner and Dolly Parton, Bill Anderson and Jan Howard and Conway Twitty and Loretta Lynn will perform in a special number highlighting famous vocal duos.

The third and final ballot in the elections will be mailed by the accounting firm of Ernst & Ernst Sept. 23rd. At that time, each member of CMA will vote for one choice in each category. The ballots must be returned to Ernst & Ernst no later than Oct. 5th: no one except the accounting firm will have knowledge of the winners until the announcement is made on the television show.

RCA Renews Option On Jamboree USA

WHEELING, W. Va. — Larry Davidson, general sales manager of WWVA, and Elroy Kahanek, national promotion manager, c&w music for RCA Records, have jointly announced that RCA will renew their option for advertisement of product over Jamboree U.S.A.

Under the initial contract, RCA agreed to co-sponsor Jamboree U.S.A. for 13 weeks, with an option for renewal. Davidson indicated that the RCA renewal has made Jamboree U.S.A. almost a complete sellout for the coming year.

"Response to our initial advertisement over Jamboree U.S.A. was so fantastic that we not only decided to renew for the agreed 13 weeks, but instead, decided to buy the entire year. Product sales for entertainers that we have promoted on Jamboree U.S.A. have been fantastic", according to Kahanek.

Nearly 100,000 people per year are exposed to product via merchandising in the Capitol Music Hall and additional millions listen faithfully to Jamboree U.S.A. in the WWVA night-time coverage area, which includes 18 eastern states and six Canadian provinces. Jamboree U.S.A., now in its 38th year, is broadcast every Saturday night over 50,000 watt WWVA.

ored as "Arizona's Man Of The Year" and "Rodeo Man Of The Year." Rex and Bonnie Allen recently celebrated their 25th Wedding anniversary.

Country Artist of the Week:

PORTER WAGONER & DOLLY PARTON



THE RIGHT COMBINATION—Porter Wagoner and Dolly Parton's current hit RCA album says it perfectly . . . they have "The Right Combination" Alone or together, they are masters of their profession: writers, recording artists, stage and television personalities, and astute executives

A native of Missouri, Porter Wagoner is a veteran of some twenty successful music-oriented years. A Grammy Award winner and star of his own TV-syndicated "The Porter Wagoner Show," he is seen weekly in over 100 markets, with a viewing audience in excess of 45 million people. Recording for RCA since the early 50's, he has chalked up hits such as "A Satisfied Mind," "Carroll County Accident," and his current chart climbing single, "Be A Little Quieter."

From the hills of East Tennessee, and one of a dozen children from a musical family, Dolly Parton had a successful history of TV and recording work when Porter Wagoner asked her to join "The Porter Wagoner Show." Grand Ole Opry regulars, the team has become a musical and recording partnership that is a major attraction. Dolly's hit singles include "Joshua," and "Mule Skinner Blues," with "My Blue Tears" currently on the charts. Record producer of the Wagoner/Parton team is Bob Ferguson, with booking by Top Billing, Inc.

20 Songwriters To Hall Of Fame

NASHVILLE — The Nashville Songwriters Association will induct twenty new members into its Hall of Fame at the Second Annual NSA Hall of Fame Banquet and Presentation Ceremony to be held Oct. 11th at the Ramada Inn North, 1412 Brick Church Pike. Cocktails will be served at 7 P.M. and the ceremonies will begin at 8 P.M.

In keeping with NSA's efforts to honor the pioneers of country music first, the new inductees will be writers whose songs originally reached popularity prior to the 1950's. To be inducted are: Smiley Burnette (Ridin' Down The Canyon); Jenny Lou Carson (Jealous Heart); Wilf Carter (Rye Whiskey); Zeke Clements (Just A Little Lovin'); Jimmie Davis (Nobody's Darlin'); Alton and Rabon Delmore (Blues Stay Away From Me); Al Dexter (Pistol Packin' Mama); Vaughn Horton (Mockingbird Hill); Bradley Kincaid (Little Rosewood Casket); Bob Nolan (Cool Water); Bill Monroe (Kentucky Waltz); Tex Owens (The Cattle Call); Tex Ritter (Dear John); Carson J. Robinson (Life Gets Teejus); Tim Spencer (Roomful of Roses); Wiley Walker and Gene Sullivan (When My

Hag Re-Signs With Capitol

HOLLYWOOD — Ken Nelson, Capitol vp, a&r, announced that Merle Haggard has signed a new long-term contract with the label, calling for five albums and six single releases in each two-year period.

"We don't feel he's yet reached his potential as a star," said Nelson, "and we're sure his career will continue to grow." Haggard joined Capitol in 1965; his recordings of "Okie From Muskogee" and "Fighting Side Of Me" have been certified gold by the RIAA. He is currently represented on the charts with his single and LP, "Someday We'll Look Back." His next LP, "Land Of Many Churches" is set for release later this year; it was recorded in various churches around the country including the chapel at San Quentin. His latest single release is "Daddy Frank."

Blue Moon Turns To Gold Again); Jimmy Wakely (Too Late) and Scotty Wiseman (Have I Told You Lately That I Love You).

Tickets to the affair may be purchased from any NSA board member, and reservations are now being taken. Tickets are \$7.50 each, and the seating capacity is 350.

'Hee Haw' Chuckles Off To New Season

NASHVILLE — Saturday, Sept. 18th marked the start of this season's new series of the popular "Hee Haw" show. Beamed directly from the studios of WLAC-TV in Nashville to the 189 nationwide stations carrying the show, "Hee Haw" is the only TV show to originate direct from Music City U.S.A.

Sam Lovullo, co-producer, said the Yongestreet Productions Inc. unit is expected to return to Nashville in late October to begin taping at WLAC-TV for the second 13 shows in the series.

Autry Names Cotner To Head Music Complex

HOLLYWOOD — Carl Cotner, Gene Autry's long-time music director and arranger has been named new head of Republic Records and Autry's music publishing complex, replacing Charlie Adams. Cotner is also producer of TV's "Melody Ranch."

Republic Records has moved to new quarters at 6223 Selma Avenue.

Mr. Cowboy Returns To Ariz. Home Town

SHERMAN OAKS, CAL. — Arizona's Governor Jack Williams, Senators Barry Goldwater and Paul Fanin are among the dignitaries expected to attend the annual "Rex Allen Days" in Willcox, Arizona in mid-October.

Allen's home town hosts the yearly fete for the singer who has been hon-



C & W Singles Reviews

Picks of the Week

MERLE HAGGARD AND THE STRANGERS (Capitol 3198)

Daddy Frank (The Guitar Man) (3:10) (Blue Book Music, BMI—M. Haggard)

Merle's next smash is his version of "Daddy Sang Bass" and should prove to be instantly accepted as the classic it will become. Ken Nelson's production keeps the family spirit alive while providing a commercial basis for Hag to do it again. Flip: "My Heart Would Know" (2:53) (Acuff-Rose, BMI—H. Williams)

BILL ANDERSON & JAN HOWARD (Decca 32877)

Dis-Satisfied (3:00) (Stallion Music, BMI—B. Anderson, J. Howard, C. Howard)

Who needs poetry when simple, down-to-earth language will get you there just the same? Song shines with both lyrical and musical straightforwardness and as such will hit every country fan right between the eyes. Flip: "Knowing You're Mine" (2:42) (Stallion, BMI—Anderson)

DALE VAN HORNE (Monument 8526)

Jody And The Kid (3:53) (Buckhorn Music, BMI—K. Kristofferson)

Pop-country arrangement of one of Kristofferson's most poignant tunes should make a substantial chart dent on both lists. Fine Bill Justis orchestration. Flip: "Make It Beautiful" (2:20) (Combine, BMI—D. V. Horne)

BOBBY BOND (Hickory 1610)

If You're Goin' Girl (3:11) (Acuff-Rose, BMI—B. Bond)

Self-penned masterpiece is exquisitely set by producer Don Gant. A builder of the first order, tune impresses immediately. Flip: "Put Me On The Road To The Country" (1:55) (Same credits)

ANITA CARTER (Capitol 6313)

A Whole Lotta Lovin' (2:58) (Al Gallico/Playback Music, BMI—B. Peters, G. Richey)

Anita comes up with her most successful outing to date: a catchy up-tempo tune which should meet with strong buyer approval. Excellent programming item: you just can't help joining her on each chorus. Flip: "Loving Him Was Easier" (2:47) (Combine Music, BMI—K. Kristofferson)

LESTER FLATT (RCA 74-0541)

Don't Take It So Hard Mr. Webster (2:30) (Lonzo & Oscar Music, BMI—K. Jones, T. Gann)

Hard-line anti-youth tune which should raise a few eyebrows and come in for considerable debate. Musically, Flatt is as sharp as ever and Bob Ferguson's production has a cutting edge too. Flip: "Father's Table Grace" (2:48) (Valley, BMI—O. Jones, H. Sewell)

Best Bets

WILLIE NELSON (RCA 74-0542)
Yesterday's Wine (3:12) (Willie Nelson Music, BMI—W. Nelson) Culled from his LP of the same name, song of remorse and reminiscing should be in for some solid airplay and from there potential chart action. Flip: "Me And Paul" (3:48) (Same credits)

ILA JEAN MEYERS (Mallard 6)
Charlie's Wife (2:28) (Big Country Boy/Dusty Rhodes, ASCAP—I. J. Meyers) Tune deals with mistaken identity over the telephone and infidelity. Tried-and-true theme is mastered by the singer-songwriter who could start the ripples of a career with this up-beat number. Flip: "Mrs. John David Montigau" (2:07) (same credits)

JUNE STEARNS (Decca 32876)
Your Kind Of Lovin' (2:24) (Wilderness Music, BMI—H. Howard) Fine Harlan Howard tune is gently romped through by June who's been looking for just that right record for some time. This could be it: considerable programming appeal here. Flip: "Another" (2:48) (Moss Rose, BMI—V. McAlpin, R. Drusky)

GEORGE HAMILTON (Uni 55303)
Evel Kneivel (3:25) (Irod Music, BMI—S. Phillips, B. Stone) This is the actor, not the singer who uses "IV" after his name. But the subject matter of the tune coupled with an interesting country arrangement could put another Hamilton on the charts. Evel's done a daring thing or two before. Flip: "Boy From The Country" (3:50) (Screen Gems/Columbia, BMI—M. Murphy)

RANDY COLLIER (Caprice 727)
One Way Ticket To Dallas (2:49) (Buzz Carson, ASCAP—R. Collier) Bright, breezy and friendly sound should make a lot of new acquaintances shortly, thanks to the care given by this singer-composer. Flip: "These Hands Of Love" (2:28) (Buzz Cason, ASCAP—D. Lewis)

JIM KANDY (Edsel 922)
The Power Of The Neon (2:17) (Jack Music, BMI—K. Westberry, H. Harbour) Turn-on, country-style. Song about big city evils should please programmers and buyers alike. Strong lyric and delivery. Flip: "You Can't Take It With You" (2:35) (Passkey Music, BMI—J. Kandy, H. Bynum)

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Country Top 65

- 1 THE YEAR THAT CLAYTON DELANEY DIED
Tom T. Hall (Mercury 73221) 3
(Newkeys—BMI)
- 2 EASY LOVING
Freddie Hart (Capitol 3115) 1
(Blue Book—BMI)
- 3 GOOD LOVIN' (MAKES IT RIGHT)
Tammy Wynette (Epic 10759) 2
(Algee—BMI)
- 4 QUITS
Bill Anderson (Decca 32850) 4
(Stallion—BMI)
- 5 PITY, PITY, PATTY
Susan Raye (Capitol 3129) 5
(Blue Book—BMI)
- 6 I'D RATHER BE SORRY
Ray Price (Columbia 45425) 9
(Buckhorn—BMI)
- 7 YOU'RE LOOKING AT COUNTRY
Loretta Lynn (Decca 32851) 8
(Sure Fire—BMI)
- 8 BRAND NEW MISTER ME
Mel Tillis & The Statesiders (MGM 14275) (Sawgrass—BMI) 11
- 9 LEAVIN' AND SAYIN'
Faron Young (Mercury 73220) 13
(Tree—BMI)
- 10 HOW CAN I UNLOVE YOU
Lynn Anderson (Columbia 45429) 16
(Lowery—BMI)
- 11 WHEN HE WALKS ON YOU
Jerry Lee Lewis (Mercury 73227) 7
(Blue Crest/Hill & Range—BMI)
- 12 I DON'T KNOW YOU (ANYMORE)
Tommy Overstreet (Dot 17387) 19
(Shenandoah, Terrace—ASCAP)
- 13 CEDARTOWN, GEORGIA
Waylon Jennings (RCA 1003) 15
(Tree—BMI)
- 14 HERE I GO AGAIN
Bobby Wright (Decca 32839) 14
(Contention—SESAC)
- 15 ROLLIN' MY SWEET BABY'S ARMS
Buck Owens & The Buckaroos (Capitol 3146) (Blue Book—BMI) 21
- 16 PICTURES
Stallion Bros. (Mercury 73229) 30
(House of Cash—BMI)
- 17 THE MARK OF A HEEL
Hank Thompson (Dot 17385) 18
(Central—BMI)
- 18 DREAM LOVER
Billy "Crash" Craddock (Cartwheel) 10
196 (Hudson Bay, Hill & Range Screen Gems/Columbia—BMI)
- 19 I'M JUST ME
Charlie Pride (RCA 9996) 12
(Tree—BMI)
- 20 IT'S A SIN TO TELL A LIE
Slim Whitman (United Artists UA 50806) (Bregman, Vocco & Conn—ASCAP) 29
- 21 SOMEDAY WE'LL LOOK BACK
Merle Haggard (Capitol 3112) 6
(Blue Book—BMI)
- 22 FLY AWAY AGAIN
Dave Dudley (Mercury 73225) 41
(Addel—BMI)
- 23 LOVING HER WAS EASIER (THAN ANYTHING I'LL EVER DO AGAIN)
Roger Miller (Mercury 73230) 27
(Combine—BMI)
- 24 BE A LITTLE QUIETER
Porter Wagoner (RCA 1007) 32
(Owepar—BMI)
- 25 GOOD ENOUGH TO BE YOUR WIFE
Jeannie C. Riley (Plantation 75) 17
(Belwin Mills—ASCAP)
- 26 SATURDAY MORNING CONFUSION
Bobby Russell (United Artists 50788) 24
(Pix Russ—ASCAP)
- 27 THE LAST TIME I SAW HER
Glen Campbell (Capitol 3123) 20
(Warner/Tamerlane—BMI)
- 28 I WONDER WHAT SHE'LL THINK ABOUT ME LEAVING
Conway Twitty (Decca 32842) 22
(Blue Book—BMI)
- 29 NO NEED TO WORRY
Johnny Cash & June Carter (Columbia 45431) (J. M. Henson—SESAC) 39
- 30 AFTER ALL THEY USED TO BELONG TO ME
Hank Williams Jr. (MGM 14277) 34
(Hank Williams Jr.—BMI)
- 31 THERE MUST BE MORE TO LIFE THAN GROWING OLD
Jack Blanchard & Misty Morgan (Mega 0031) (Hall-Clement, Birdwalk—BMI) 23
- 32 MY BLUE TEARS
Dolly Parton (RCA 9999) 25
(Owepar—BMI)
- 33 BACK THEN
Wanda Jackson (Capitol 3143) 37
(Duchess—BMI)
- 34 THE PHILADELPHIA FILLIES
Del Reeves (United Artists 50802) 26
(Milena—ASCAP)
- 35 COUNTRY GIRL WITH HOT PANTS ON
Leona Williams (Hickory 1606) 35
(Milena—ASCAP)
- 36 ONE NIGHT OF LOVE
Johnny Duncan (Columbia 45418) 31
(Pi-Gem—BMI)
- 37 LOVE'S OLD SONG
Barbara Fairchild (Columbia 45422) 40
(Duchess—BMI)
- 38 KOKO JOE
Jerry Reed (RCA 1011) 50
(Vector—BMI)
- 39 THE MORNING AFTER
Jerry Wallace (Decca 32859) 43
(4 Star—BMI)
- 40 HERE COMES HONEY AGAIN
Sonny James (Capitol 3174) —
(Marson—BMI)
- 41 HANGING OVER ME
Jack Greene (Decca 32863) 51
(Tree—BMI)
- 42 WHAT A DREAM
Conway Twitty—(MGM 14274) —
- 43 IF THIS IS OUR LAST TIME
Brenda Lee (Decca 32848) 44
(Blue Crest—BMI)
- 44 A SONG TO MAMA
Carter Family (Columbia 45428) 55
(House of Cash, Oak Valley—BMI)
- 45 THE NIGHT MISS NANCY ANN'S HOTEL FOR SINGLE GIRLS BURNED DOWN
Tex Williams (Monument 8503) 47
(House of Cash—BMI)
- 46 HONKY-TONK STARDUST COWBOY
Bill Rice (Capitol 3156) 49
(Jack & Bill—ASCAP)
- 47 OPEN UP THE BOOK (AND TAKE A LOOK)
Ferlin Husky (Capitol 3165) 53
(Lowery—BMI)
- 48 RINGS
Tompall & The Glaser Bros. (MGM 14291) (Unart—BMI) 59
- 49 IF YOU THINK IT'S ALL RIGHT
Johnny Carver (Epic 10760) 46
(Green Grass—BMI)
- 50 I'M GONNA ACT RIGHT
Nat Stuckey (RCA 1010) 52
(Cedarwood—BMI)
- 51 LEAD ME ON
Loretta Lynn & Conway Twitty (Decca 32873) (Shade Tree—BMI) —
- 52 EARLY MORNING SUNSHINE
Marty Robbins (Columbia 45442) —
(Mariposa—BMI)
- 53 I'LL FOLLOW YOU (UP TO OUR CLOUD)
George Jone (Musicor 1446) 54
(Glad Music—BMI)
- 54 WE'VE GOT EVERYTHING BUT LOVE
David Houston & Barbara Mandrell (Epic 10779) (Algee—BMI) 46
- 55 WEST TEXAS HIGHWAY
George Hamilton IV (RCA 276) —
(Wren, Heavy—BMI)
- 56 I WILL DRINK YOUR WINE
Buddy Alan (Capitol 3146) 58
(Blue Book—BMI)
- 57 DON'T LET HIM MAKE A MEMORY OUT OF ME
Billy Walker (MGM 14268) 33
(Hill & Range SPR—BMI)
- 58 DON'T HANG NO HALOS ON ME
Connie Eaton (Chart 5138) —
(Rose Bridge—BMI)
- 59 FOR THE KIDS
Sammi Smith (Mega 0039) 62
(Evil Eye Music—BMI)
- 60 NEVER ENDING SONG OF LOVE
Dickey Lee (RCA 1013) —
(Metric—BMI)
- 61 RED DOOR
Carl Smith (Columbia 45436) —
(Acuff-Rose—BMI)
- 62 THE CHOKIN' KIND
Diana Trask (Dot 17384) 42
(Wilderness—BMI)
- 63 MUDDY BOTTOM
Osborne Bros. (Decca 32864) 63
(House of Bryant—BMI)
- 64 LOVING HER WAS EASIER
Kris Kristofferson (Monument 8525) —
(Combine—BMI)
- 65 JUST AS SOON AS I GET OVER LOVING YOU
Jean Shepard (Capitol 3153) —
(Al Gallico—BMI)

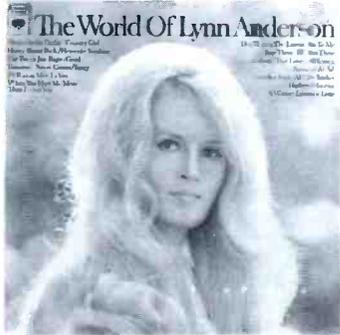


Country LP Reviews



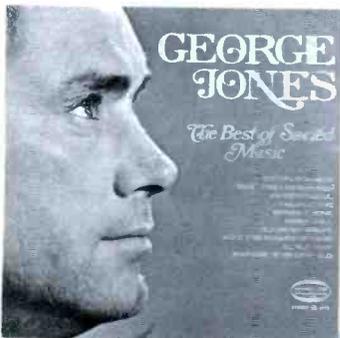
RECORDED LIVE AT THE SAM HOUSTON COLISEUM, HOUSTON, TEXAS—Mel Tillis & The Statesiders—MGM SE-4788

Mel is probably the only guy who can speak of one of his songs, saying "It went number one, and it should have," and still come off the remark a humble soul. This live LP, stammers and all, gives the record-buyers the most genuine taste of Tillis around on disk. His hits are here: "Commercial Affection," "Heaven Everyday" and "Ruby, Don't Take Your Love To Town" in addition to his stories which take up almost half the wax. Damn, he's lovable!



THE WORLD OF LYNN ANDERSON—Columbia G 30902

Lynn had two fine LPs out before "Rose Garden" and this is a re-packaging of them— attractive both to the eye and the pocketbook. Tunes range from country classics like Cowboy Copas' "Alabam" and Conway Twitty's "Hello Darlin'" to pop winners in a definitely country manner: The Bee Gees' "Words" and Ian & Sylvia's "Someday Soon." Lynn is a lady who happily confuses country with pop success and yet never sounds the least bit mixed-up. Listen to "Fancy" to find out just how a girl can keep a level head.



THE BEST OF SACRED MUSIC—George Jones—Musicor MS 3203

Sacred albums by big-name country acts always seem to be both immediate and long-term sales items and this should be no exception. George who generally brings a touch of holiness to his secular tunes here excels on both his original religious numbers ("Cup Of Loneliness," "Wandering Soul") and his arrangements of traditional tunes, the strongest of which is "I'll Fly Away." Disk should be a strong companion to his Leon Payne tribute LP released to warm reception just a few weeks ago.



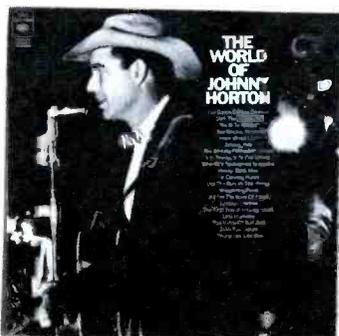
ME AND YOU AND A DOG NAMED BOO—Stonewall Jackson—Columbia C 30924

Stonewall had a brilliant idea when he decided to cut the pop hit which is this LP's title track, restoring it to its country intent and creating a giant single in the process. Album should follow up the charts and keep the Jackson name victorious. LP contains much interest for radio programmers: David Houston's "Nashville," "Joy To The World" and a song that Hank Locklin made so famous, "Please Help Me I'm Falling." Who ever said old Stonewalls can't bend with the breezes of changing times?



JUST AS SOON AS I GET OVER LOVING YOU—Jean Shepard—Capitol ST-815

Every cut on this excellent LP is a programmer's dream, but then again, so is Jean. Her style is so mellow and distinctive, just about everything she does just has to succeed. Of special note are "Look Of Lovin'" (a middle-aged love poem which should cause quite a few nods of listener self-recognition) "My Name Is Woman" and Red Lane's "A World Needs A Melody." Title cut is her latest single, and it's also a beauty.



THE WORLD OF JOHNNY HORTON—Columbia G 30884

Specially-priced two-record set is a fitting tribute to the memory of a country giant who died in late 1960, leaving us a legacy of music enough to last for a long, long time. "The Battle Of New Orleans," "North To Alaska" and "Sink The Bismarck" were his biggest hits, pop and country; but somehow his ballads seem all the more brilliant now: "All For The Love Of A Girl" and "Whispering Pines" especially. Album is a welcomed collection of styles varying from rockabilly to wild-growin' country and sales figures should reflect the artists tremendous following years after his untimely passing.



Top Country Albums

1	THE SENSATIONAL SONNY JAMES (Capitol ST 804)	2	15	TODAY Marty Robbins (Columbia C 30816)	29
2	RUBY Buck Owens & The Buckaroos (Capitol ST 795)	1	16	PITTY, PITTY, PATTY Susan Raye (Capitol ST 807)	28
3	SOMEDAY WE'LL LOOK BACK Merle Haggard & The Strangers (Capitol ST 335)	5	17	JEANNIE C. RILEY'S GREATEST HITS (Plantation PLP 13)	13
4	YOU'RE MY MAN Lynn Anderson (Columbia C 30793)	3	18	IN SEARCH OF A SONG Tom T. Hall (Mercury SR 61350)	27
5	THE LAST TIME I SAW HER Glen Campbell (Capitol SW 733)	7	19	ROSE GARDEN Lynn Anderson (Columbia C 30411)	19
6	I WONDER WHAT SHE'LL THINK ABOUT ME LEAVING Conway Twitty (Decca DL 75292)	11	20	THE INCREDIBLE ROY CLARK (Dot DOS 25990)	14
7	THE BEST OF PORTER WAGONER & DOLLY PARTON (RCA LSP 4556)	4	21	I'VE GOT A RIGHT TO CRY Hank Williams Jr. (MGM SE 4774)	26
8	I'M JUST ME Charley Pride (RCA LSP 4560)	3	22	LONESOME Sammi Smith (Mega M 31)	18
9	SINGS LEAVIN' AND SAYIN' GOODBYE Faron Young (Mercury SR 61354)	9	23	ONLY A WOMAN LIKE YOU Nat Stuckey (RCA LSP 4559)	17
10	I WON'T MENTION IT AGAIN Ray Price (Columbia C 30510)	12	24	HE'S SO FINE Jody Miller (Epic E 30659)	24
11	MAN IN BLACK Johnny Cash (Columbia C 30550)	8	25	WHEN YOU'RE HOT YOU'RE HOT Jerry Reed (RCA LSP 4506)	22
12	TAMMY'S GREATEST HITS VOL. II Tammy Wynette (Epic E 30733)	15	26	KO-KO JOE Jerry Reed (RCA 4596)	—
13	PICTURES OF MOMENTS TO REMEMBER Statler Bros. (Mercury SR 61349)	25	27	SONGS OF LEON PAYNE George Jones (Musicor 3204)	—
14	TOUCHING HOME Jerry Lee Lewis (Mercury SR 61343)	10	28	NEXT TIME I FALL IN LOVE (I WON'T) Hank Thompson (Dot DOS 25991)	21
			29	LIVE AT THE SAM HOUSTON COLISEUM Mel Tillis (MGM 4788)	—
			30	SUPER COUNTRY Danny Davis (RCA 4571)	—

RCA Console Now At CMA Museum

NASHVILLE — RCA Records donated the original Studio B console to the Country Music Hall of Fame in ceremonies at the Museum recently. The console had been used for two decades to produce hundreds of country music hit records.

Harry Jenkins, divisional vp and head of RCA N.Y. country division, Chet Atkins, divisional vp of RCA, Nashville and Wally Cochran, manager-artists relations and operations, Nashville, represented RCA at the presentation. Chairman of the Country Music Foundation, Frank Jones and exec Director, Jo Walker, expressed gratitude to the RCA officials for the generous contribution of the console which is valued at approximately \$75,000.

Hall of Fame members Eddy Arnold and the late Jim Reeves, RCA artists, recorded many of their biggest hit records through the renowned "board." The console also claims all but two of Elvis Presley's million sellers, and hundreds of others by such artists as Jerry Reed, Al Hirt, Charley Pride, Dottie West, Porter Wagoner, Dolly Parton, Hank Snow and Bobby Goldsboro's "Honey." "The late Steve Sholes, also a Hall of Fame member, was the original driving force behind RCA's push into country music," stated Walker. "We know he would be very proud and grateful, as we are, that Chet Atkins, Harry Jenkins and RCA have chosen the Hall of Fame as the permanent depository for this equipment which has played an instrumental role in the development of country music and the Nashville Sound."

Country & Folk At 'Y'

GLEN OAKS, N. Y. — The McBurney YMCA will sponsor a program of country and folk concerts beginning Sept. 26th with two shows spotlighting Lester Flatt & The Nashville Grass at 3 and 8 PM. Jim & Jesse are slated for Nov. 7th. Jean Redpath and The Holy Modal Rounders are scheduled for Oct. 9th and 17th respectively.

Govt. & Public Hops To Kangaroo Tune

SAN GABRIEL, CAL. — Just one week before President Nixon made his dramatic announcement about his new economic policies, Kangaroo Records released Glenn Snow's "Made In U. S. A." Its message to "buy American" has since come in for some praise from high government officials as a result.

Nixon himself sent a letter to Leslie Kangas, general manager of Kangaroo, thanking him for calling his attention to the disk. Rep. Wilbur Mills, Chairman of The House Ways And Means Committee and a long-time advocate of import taxes on foreign-made goods also sent a letter of congratulations.

The Kiwanis Club is using the lyrics of "Made In U. S. A." as part of their "Freedom Is Up To You" campaign. Larry Parsons at Bakersfield's KPMC has been receiving calls from seven western states as a result of playing the record on his program, many callers mentioning that the words have stimulated them to be more conscious of buying American goods.

Glenn Snow has just purchased a red, white and blue trailer with the song title in seven inch letters across its back. Snow is readying a promo tour with The Country Americans.





SHOCK TREATMENT—Dutch rock group, The Shocking Blue were awarded by Nippon Grammophon Co., Ltd., Tokyo, 2 golden records for their million sellers in Japan: "Venus" and "Never Marry A Railroad Man" at a press meeting held prior to their recent concert tour. They gave 10 concerts in Japan, and enjoyed tremendous success. Their live concert LP is expected to be issued in October. Picture shows from left to right (seated) Mariska Veres, Robby van Leeuwen, (standing) Klassje van der Wall and Cornelia van der Beek.

EMI Sales Meet

(cont'd from page 39)

the Beach Boys under their direct deal with EMI, a "Best Of Ray Charles" collection to coincide with his 25th anniversary in the business, and LPs from Marvin, Welch and Farrar, new Capitol signing Jackie de Shannon, Gallagher and Lyle, breakaway members of McGuinness Flint, "Godspell," the American rock musical based on St. Matthew's gospel to be staged in London, and the Partridge Family, whose TV series starts on BBC from Sept. 17.

There were recaps on the functions of the new EMI Records album promotion team under Terry Walker which will concentrate on the university and college campus circuits, and the debut of the Purple label, both previously reported in Cash Box.

Middle market repertoire manager Vic Lanza introduced a "Treasure Island" presentation of forthcoming product in this sector. Amongst the album artists figuring in future releases are Wout Steenhuis, Enoch Light, the Goons, Geraldo, Nancy Wilson, Jean Sablon and Django Reinhardt, Edith Piaf, Pepe Jaramillo and Manuel. There will be a catalog drive around Glen Campbell, and French arranger-conductor Franck Pourcel will be the subject of a November promotion campaign along the lines of the successful Manuel boost back in the spring. There is also an album of "Instant Music" featuring Rolf Harris using the Stylophone, and the LP has a companion booklet of playing instructions published by Keith Prowse and illustrated by Harris.

The Starline reissue series has a strong line-up of stars for the fall, including Shirley Bassey, Frank Sinatra, Dean Martin, Nina and Frederik, the Hollies, Peggy Lee, and the Dave Clark Five. There will also be a three-LP "Nat King Cole Collection", and soundtrack releases of "The Red Tent" and "Willy Wonka And The Chocolate Factory."

Roy Featherstone reminded the conference that the bulk of EMI Records product was now also available in tape form, and great developments were taking place in this field. Non-record outlets were being exploited for tape sales, and big exhibitions such as the Motor, Ideal Home and Boat Shows had proved to be ideal sales vehicles.

Featherstone went on to the subject of Quadrophonic Sound, about which much was being said and written, and added that EMI led the British recording industry in the development of Quad sound. Few playback machines existed yet in the UK, and the predominant system for the sound-record, cartridge or reel-to-reel had

not been decided, but EMI's engineers were in close touch with the situation. A special cartridge using sound effects and Ron Goodwin's recording of "The Magnificent Seven" was played to demonstrate the Quad sound.

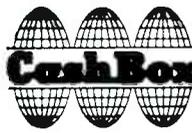
A brief presentation about EMI record tokens, their considerable contribution to sales and turnover, and new point of sale and advertising boosts preceded a Tamla Motown presentation tagged "The Second Decade." It recapped on the label's hit-studded history to date, and then previewed the new product by artists including the Jackson Five, Diana Ross, Marvin Gaye, the Supremes and Four Tops, Junior Walker, Edwin Starr, and Rare Earth debut material in the UK.

The kingpin of EMI's classical activities in the fall outlined by the classical executive team of Leonard Smith, Doug Pudney, John Whittle and Bill Simmonds is the release of a complete recording of Richard Wagner's "Der Meistersinger Von Nurnberg" conducted by Herbert von Karajan. The contract with the Russian Melodiya label has been renewed for several years, and a sampler LP called "Introducing HMV Melodiya" would be released. A new series called HMV Legacy was being introduced with famous artists such as Dennis Brain, Kathleen Ferrier, Albert Schweitzer and Sir Edward Elgar figuring in the first release.

'Box 13'

EMI Records pop product executive Colin Burn opened "Box 13," which contained details of a special promotion campaign being mounted internationally by EMI through all its branches and associates behind the American group Seatrain produced by George Martin, and the group will make a European tour being set up by Capitol. Burn told the conference that an artist needed to sell 75,000 copies or more of an album to qualify for star status, and it was confidently felt that Seatrain have star quality.

There was an Apple presentation with extracts from new LPs by Mary Hopkin and John Lennon, and a film clip from George Harrison's Bangla Desh benefit concert at Madison Square Garden. The conference concluded with a contemporary presentation of product by acts like Ashton, Gardner and Dyke, Ralph McTell, Three Dog Night, and the James Gang, and "Harvest Bag," with excerpts from forthcoming albums by artists on EMI's progressive Harvest label including Climax Chicago, Move, East of Eden and Pink Floyd.



Great Britain

Adverse trading conditions in the American disk market have affected the Decca group profits in the same way as they have contributed to Capitol's troubles. For the year ended March 31st last, the Decca profit total before tax was £3,004,000, a dip of over £2 million compared with the 1970 figure of £5,339,000. Results in the consumer sector of the group's activities, including its U.S. disk interests, sagged by 29% on the year to a total of £3.27 million. Difficult market conditions in the American record industry are cited by the Decca directors in their report, contributing to a substantial decline in turnover during the second half of the year and to a much reduced profit. American disk sales to date have been at a lower level still than the year under review, but there were signs of a recovery during August. Decca's consumer goods turnover for the year in the UK totalled £16,300,000 compared to £11,500,000 in 1970. But this domestic climb was not matched in the overseas results, whose turnover figure was £21,100,000 as opposed to the 1970 level of £22,500,000.

Liberty-United Artists Records has formed a field marketing division to improve the company's representation and turnover in dealers' stocks, and named Richard Jakubowski as promotion manager and Dave Terrett as representative for sales. Computer sales statistics will be enlisted to aid dealers in carrying stocks of high sales ratio in the same fashion employed by the EMI Music Center scheme, and there will be an initial limited returns concession for dealers to encourage them to experiment in stocking product which they normally might not risk. Jakubowski has been in charge of the Liberty-UA tape activities since he joined the company in March 1970, and will continue to be closely associated with the tape sector as well as being responsible in his new post for channeling tape repertoire through non-record outlets. He and Terrett, who takes up his new job after handling Liberty-UA van sales in the West End of London, will be visiting top-grade dealers in the Home Counties area of Kent, Surrey, Sussex and Hampshire prior to extending the field marketing campaign to other regions of the UK.

Transatlantic Records is launching a large-scale three-month consumer and dealer drive next month in conjunction with Rolling Stone Magazine. Tagged "Freebies," the campaign comprises three competitions in all, and free copies of the magazine

together with competition details and entry forms are being given away with every Transatlantic album purchased. The main competition scheduled for Christmas carries a top prize of a £200 stereo system, an interim competition has an £80 system for the winner, and those successful in monthly contests will get £20 disk vouchers. Each entry form has to be endorsed by a dealer, and those endorsing the highest number will receive a crate of champagne. Advertising has been planned to support the campaign, which is designed to be of mutual benefit to Transatlantic sales and the Rolling Stone circulation figure. The magazine has been distributed through the Transatlantic van service since May.

Although some quarters predicted and possibly hoped that mammoth outdoor pop festivals are dead, the phenomenon refuses to lie down. One was scheduled to take place on September 11th at a Sussex farm, and perhaps the most intriguing development of all is news of another planned for September 18th at a most unlikely venue. The latter is the Surrey County Cricket Club's ground at the Oval in south London, and associated with the promotion of this event is Rikki Farr, who was part of the Fiery Creations team that staged the ill-starred Isle of Wight jamboree in the summer of last year. Cricket generally is in the financial doldrums, and this is believed to be the main reason why permission for such a startling event has been granted by the Surrey club. High blood pressure is expected from the staunch but dwindling corps of cricket lovers, including a proportion of retired military gentlemen, at this alien invasion of hallowed turf, and the association of what used to be England's national game with sounds and activities which are definitely not cricket.

Quickies: RCA's UK disk division to have classical promotion department for the first time by the end of the year . . . Bill Martin and Phil Coulter running their Mews Music enterprise independently following the end of the administration deal with Screen Gems-Columbia . . . two-LP album of Les Reed songs called "Color Me" featuring his orchestra released on his Chapter One label . . . The film "Friends" for which Elton John and Bernie Taupin wrote the title song premiered in London this week with soundtrack issued on Paramount . . . With their Stateside success still ringing in their ears Osibisa booked for return in October . . .

Argentina's Best Sellers

This Week	Last Week	
1	2	Socorro, Ayudame Tony Ronald (Music Hall); Flash (CBS)
2	1	*Estoy Hecho Un Demonio (Melograf) Safari (CBS)
3	15	*Una Noche Excepcional (Relay) Raul Padovani (RCA)
4	4	Caramelitos De Cafe (Fermata) Jade and Pepper (EMI)
5	14	*Quiero Gritar Que Te Quiero (Relay) Quique Villanueva (RCA)
6	7	Tu Puedes Conseguirlo Desmond Decker (Odeon)
7	6	*Estoy Metido Contigo Abzacadabra (Disc Jockey)
8	3	Sing Sing Barbara Laurent & Mardi Gras (Pagoda-Music Hall)
9	5	La Orilla Blanca, La Orilla Negra Iva Zanicchi (RCA)
10	8	Indian Reservation Raiders (CBS)
11	9	*He Tratado De Olvidarte (Pamsco-Kleinman) Sabu (Music Hall)
12	10	Co Co The Sweet (RCA)
13	17	No Me Des Tu Amor Mi Amor Los Cuatro Soles (Odeon)
14	12	*Yo Quiero Dibujarte (Korn) Elio Roca (Polydor)
15	11	*La Chica De La Boutique (Relay) Heleno (RCA)
16	13	Dulce Viajera Creedence Clearwater Revival (United Artists-EMI)
17	16	*Yo Quiero A Lola (Clanort) Palito Ortega (RCA)
18	—	*Cancion Del Te Quiero (Edifon) Carlos Torres Vila (Microfon)
19	—	Anonimo Veneziano Stelvio Cipriani (CBS)
20	—	Tirando La Linea Tommy James (Music Hall)

*Local

EMI 'Up Your Sales' Meet Hears Upbeat Read Address

LONDON — EMI Group chief executive John Read congratulated the assembled sales force and disk store staff of the EMI Records division of the Group for their "great efforts" during the past year when he addressed the 1971 marketing conference at the May Fair Hotel Theater on Sept. 6. It was the first time that the EMI Group exec. had attended the conference as opposed to the evening jollifications afterwards, and Read stopped off on his way to London Airport and an overseas business trip.

He said the record company had done a great job in the UK during the year, and sales were up by 23%. EMI was conducting disk business in no less than 34 countries, including the States through Capitol, and Read refuted comments and speculation that EMI might shed its Capitol stake in view of its currently poor results. He declared them to be absurd comments. Capitol had been undergoing difficulties, but was now well on the road to recovery under its present management team headed by Bahaskar Menon.

"The U.S. market is the biggest in the world for disks and tapes," Read concluded, "and it would be quite ludicrous for us to contemplate coming out of it."

EMI Records managing director Philip Brodie welcomed the delegates to the conference, whose 1971 slogan was "Up Your Sales!" Among those present were 23 representatives from EMI or associate companies in fourteen different countries ranging from Singapore to Finland, and 22 managers from the HMV chain of retail stores.

Uttal To Orient; Meets Licensees

NEW YORK — Larry Uttal, president of Bell Records, currently in Los Angeles meeting with Bell's west coast staffers, will be meeting with the heads of Bell Records' licensees in Tokyo, Hong Kong and Singapore. From Los Angeles, he flies to the Orient for a three week schedule of meetings and tours at CBS/Sony Records, Inc. (Tokyo), Electric & Musical Industries, Ltd. (Hong Kong), EMI Records Private, Ltd. (Singapore) and other Far East cities.

Uttal will discuss various techniques of marketing, distribution and promotion in each country and explore possible routes for the further expansion of Bell Records in the Orient.

Commenting on the pace of the record industry's growth in the Orient, Uttal stated, "It is generally known that Japan has the fastest growing record market in the world and that there is tremendous potential in all of these countries. We have found through our extremely successful experience in Europe that nothing replaces personal contact. Meeting people in their own territory, you get a real understanding of what they need and what their problems are. By the same token, personal meetings permit us to explain our needs, our problems and our corporate philosophies at first hand. We see a great future for Bell Records in this part of the world."

Brodie gave details of the impending move of the EMI Records plant at Hayes, Middlesex. After 61 years on its present site in Blyth Road, it was to move to another location in the Hayes area. The new site had 400,000 square feet of floor space in two inter-connected buildings, compared with the present seven in Blyth Road, and new automatic presses in air-conditioned premises would ensure the most efficient production possible of high quality records, increased capacity and better working conditions. The new plant site represented a £4 million investment, and "a massive vote of confidence in the future of our industry."

Both assistant managing director Ron White and marketing manager Roy Featherstone stressed the strong emphasis on LP's in the coming months, and both declared that EMI must get a larger share of the album market. "We've had a very good year," White remarked, "but the new financial year is going to be the most challenging for a long time."

New Product

A "Pop Pourri" presentation provided details of forthcoming product, including an album from the re-formed Mamas and Papas, a debut LP from ex-Smith singer Gayle McCormick, the second album from

(cont'd on page 38)

Capitol (Can.): Wholesale Retail Gains

TORONTO — Arnold Gosewich, president Capitol Records (Canada) Ltd., has issued an interim report showing a 20% increase in sales (wholesale) for the first two months of the fiscal year (end of June).

Company's retail outlets (Sherman) also show gains which Gosewich feels is an indication that "consumers are coming back to record stores to buy records where they can receive personalized service."

The 20% gain in the wholesale end is rather significant being that the label is not only over last year's quota but 20% over sales goal for the month of August, better than 40% over quota for the year.

Capitol maintains its own tape duplicating operation which is running at full capacity. Gosewich reports tapes sales for the month of August as being 5% over quota.

Gosewich, regarded by many as a maverick, has brought his company to the forefront as the leader in the field for Canadian content. The label was roundly criticized when it introduced its Sounds Canadian campaign for which it dropped a large sized bundle. But out of it came Anne Murray, who has more than made up for any loss the label may have suffered. This campaign also paved the way for the label to pick up the cream of the Canadian crop (writers and performers).

Gosewich fought for and finally received the nod from the parent company insofar as U.S. releases of Cancon product was concerned, and their batting average hasn't been too bad. In keeping with this method of pushing for international recognition of his artists, Gosewich sent his A&R chief, Paul White, to the UK and continental Europe to negotiate for releases of single and album product. At last report White has been successful in having three French Cana-

CBS 'Greatest' Product Confab

"The Greatest Hits Are On CBS" was the slogan of the CBS sales conference held this year at the Europe Hotel, Killarney, Sept. 9 thru 10.

Managing director Richard Robinson opened the conference—in complete darkness owing to an electricity power cut!—with a review of past CBS activities, spoke of the strength of the current CBS product and outlined future company policy. He talked about the new distribution deal with Kinney and, on the executive side, praised the work of Harvey Schein, formerly in charge of CBS International Division and now group president in charge of direct mail, musical instruments and diversification. He spoke highly of Clive Davis, formerly president of CBS Records U.S. and now in charge of music operations world wide.

Roger St. Pierre of Bamboo Records, the reggae label, opened his talk with a film of all groups on the label and announced that six albums plus six to eight singles would be issued before Christmas. He told delegates that Junior Lincoln was currently in the States signing new talent to the label.

The film "Bedknobs and Broomsticks" was a light relief introduction to the Disney product, and managing director Frank Weintrop said that the film would be premiered in London in Oct. coincidental with the release of the soundtrack. Soundtrack of "Scandalous John" will also be released at that time and a track "Pastures Green" will be issued as a single. Weintrop stressed the impor-

tance of selling tactics between October and January—the period which accounts for 80% of the year's turnover. The Budget label Castle Series will be issuing a total of eight albums including such Christmas perennial as "Peter Pan", "Cinderella" etc. A new series, "Disney Doubles", comprising mainly soundtrack material on both sides would be launched in October retailing at only 32P.

Nippon Columbia Reports Finances

TOKYO — Nippon Columbia held its national sales meeting on Sept. 3-4 and gave a report of its sales results for the six months ends Sept. 20.

The total sales were over 6 billion yen (20% over the previous term), 1 billion yen lower than the sales target. The percentage of phonograph records to pre-recorded tapes was 70% to 30%. The reasons cited for its failure to reach the sales target were a temporary depressing from April to May. Hit albums including a 3-LP opera album, "Carmen", and 4-channel records were released in a later period.

Nippon Grammophon Near Sales Target

TOKYO — Nippon Grammophon Record held its national sales meeting on Sept. 2-3 and announced sales results for the first half of this year, which ends Sept. 30.

According to the announcement, sales have reached 2.6 billion yen which was 94-95% of the sales target of 2.76 billion yen. The percentage of domestic products to overseas products was 40% to 60% and 80% of the whole sales were sales of phonograph records and 20% were in sales of pre-record tapes. Though the depression, which took place in April to May, gave unfavorable results, the sales are increasing rapidly from July.

The company expects that the sales will reach the sales target with the popularity of the single, "Aoi Ringo," by its new singer Goro Noguchi.

RPM A&M Licensee

NEW YORK — RPM has been named sole licensee for A&M Records and its subsidiary labels in South Africa, effective Nov. 1, reports Jerry Moss, A&M President.

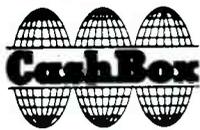
Teal records formally handled the label's account.

Preliminary groundwork for the RPM representation was formulated by Matt Mann, and Stan Hurwitz, directors of RPM, and Phil Kurmit, RPM's lawyer representative in New York City.

The agreement was finalized by Dan Hill, director of RPM, Mann and J Moss, and Dave Hubert, international director for A&M.



Moss, Hill



Canada

The Stampeders, now being programmed by more than 97% of U.S. radio stations, returned to their hometown of Calgary (Sept. 5) after an absence of 7 years. They put on one of the most professional shows capable, but to half a house at the Jubilee Auditorium. Mel Shaw, manager of the group, set elaborate plans for a press reception before the show and an after the show party, at the International Hotel. Not one reporter from any of Calgary's papers, nor was there one radio personality from any of the local stations in attendance, although CKXL boasts as being one of the prime boosters of Canadian talent. What made Calgary radio look even worse was radio station CFRN sending a crew in from Edmonton to cover the press conference, show and party. They taped interviews with all three members of the Stampeders and the station sang its praises of the group both the day of the performance and day after. Saskatoon also made Calgary look bad. Radio station CFOM went all out in the airing of the Stampeders' current hit "Sweet City Woman" as well as leaning heavy on cuts from their album, "Against The Grain".

Edwards & Harding came into their own while touring with The Stampeders. This dynamic young duo worked feverishly during their sets which won audience approval. They are that rare breed of commercial folk performer who can fit in with a coffee house crowd or on the same stage as a pop commercial group such as the Stampeders. They have released an album on Celebration which was followed up by a single, "Piddle".

Jules Rabkin, one of those who stood by Bobby G. Griffith through his label problems, has negotiated for what could be the big deal for Griffith. The deal involves Brook Benton and his manager/partner Alfred Rosenstein—giving split management with Rabkin for Griffith. Rabkin has had Griffiths into Toronto Sound Studios for a session produced by Doug Riley. "In Her Loving Way" and "Run" both Griffith penning, will be released shortly on the Polydor label.

Columbia rolled out the red carpet (Sept. 9) for their French Canadian star, Andre Gagnon. This noted pop pianist is scheduled for a Sept. 18 appearance at Toronto's Massey Hall. "Butterfly" has been culled from Gagnon's new album release as a single. This cut first came to the attention of Toronto listeners through George Wilson who broke the cut on his powerful CFRB pop show. Bill Eaton, national promotion and publicity for Columbia, will shortly lay on a heavy promotion to get Gagnon known nationally.

The Toronto Fair is over for another year and although press reports have it as not the usual great success, the Fair officials continue to claim it their best. It has become quite obvious that the Toronto once a year happening has been overshadowed by the bigger and much more successful Man and His World in Montreal. One of the problems with the Toronto Fair has been their public relations which, in fact, there was none. One official to take the brunt of this lack of press cordiality was Jack Thompson, who produced the Grandstand shows for the Fair. Most record companies agreed that Thompson was more than fair in his dealing with them.

London's national promotion manager Mike "fantastic" Doyle has set in motion a national promotion campaign for the album and single release by Brahman on the Mercury label. Their single, "Build A Tower" has already felt the pressure of this promotion and is now showing signs of a national breakout. This Vancouver group cut their session in Chicago.

Unlike Calgary government officials (city), Ontario's youth-oriented premier Will Davis, sporting a Lighthouse tee shirt, presented the popular GRT group with their Canadian Gold Leaf Award. The Gold was for the group's "outstanding sales" of their "One Fine Morning" album. The titler from this set has already shown giant strides up the Cash Box 100.

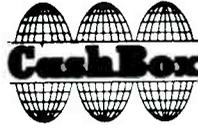
Belgium's Best Sellers

This Week	Last Week	
1	1	Borriquito (Peret—Supreme—Ho-Bel-Music).
2	2	Aan Mijn Darling (Will Tura—Palette—Belmusic/Jean Kluger).
3	5	One Way Wind (The Cats—Imperial—Apollo/Ardmore Beechwood).
4	3	Sweet Hitch-Hiker (Creedence Clearwater Revival—U.A.—Essex).
5	4	The Fool (Gilbert Montagne—CBS—A. A. Music).
6	9	Manuela (Jacques Herb—Elf Provincien—Basart).
7	6	Get It On (T. Rex—Stateside—Essex).
8	8	High Time We Went (Joe Cocker—RCA—T. R. O. Andover Music).
9	7	Listening To Mozart (Walter Scott—Biram—Kluger International).
10	10	Jesus (Jeremy Faith—Decca—Bospel Music).

Australia's Best Sellers

This Week	Last Week	
1	1	*L. A. International Airport—Susan Raye—Castle—Capitol.
2	2	Eagle Rock—Daddy Cool—Daddy Cool—Sparmac.
3	4	Daddy Cool—Drummond—Paling—Fable.
4	3	I Did What I Did For Maria—Tony Christie—April—MCA.
5	6	I Don't Know How To Love Him—Helen Reddy—Leeds—Capitol.
6	8	He's Gonna Step On You Again—John Kongos—Essex—HMV.
7	5	I Hear Those Church Bells Ringing—Dusk—Essex—Bell.
8	7	It's Too Late—Carol King—Screen Gems—Columbia—A&M.
9	10	How Can You Mend A Broken Heart—Bee Gees—Penjane—Spin.
10	—	Sweet Hitch Hiker—Creedence Clearwater Revival—Palace—U.A.

*Local



Germany

There are some movements in the German trade at present. Stars and artists changes from one firm to the other. Most of all the new BASF-Musikproduktion is very active to engage stars for their repertoire. They have just taken under contract Hildegard Knef and the hit-singer Manuela, both until now with Teldec. It is said that BASF also wants to engage in the coming year other top stars as Peter Alexander and Heintje. The female singer Peggy March will change from Teldec to Ariola in Munich...

The Public Relations Department within the international head office of Deutsche Grammophon GmbH (as of January 1, 1972: Polydor International GmbH) has recently made the following additions to its staff: Nancy Louise Dreher, an American and former editor with the news agency Associated Press in Frankfurt/Main, as assistant to the PR manager, as of August 1, 1971; Peter Alexander (not to be confused with the Austrian singer), a Briton and former Vice-Consul in Munich and information officer for the British government in Nicosia, as PR adviser and editor, as of September 1, 1971; and Michael Mies, formerly a member of the Editorial Department of the record company Electrola, as head of the Documentation Section, as of September 1, 1971...

Kinney music production in Hamburg announced that their production chief Gibson Kemp has to leave the firm because of his poor health... Deutsche Grammophon Gesellschaft mbH is to open in mid-September a new A&R branch office in Vienna to facilitate the operation of recording projects taking place in the Austrian

capital. Gabriele Taut, the former long-experienced secretary of Wieland Wagner in Bayreuth, will operate the office...

Montana chief Hans R. Beierlein concluded an exclusive contract with Danyel Gerard for all European countries, with the exception of France, Italy and Spain... The PR firm of Dieter Weidenfeld in Munich is responsible till now for the promotion of Hildegard Knef, Manuela, Christian Anders and the Love Generation. Soprano Gundula Janowitz, Austria's youngest "Kammersaengerin", is to appear in the 1972 Salzburg Festival as "Fiordiligi" in a new production of Mozart's "Così fan tutte" conducted by Karl Boehm. She was acclaimed for her part as "Countess" in "Le Nozze de Figaro", also under Karl Boehm, at this year's Festival. In addition to her return to Salzburg, Gundula Janowitz also has a rigorous schedule of appearances for the upcoming season. Beginning with performances in Vienna in September, she is also set to make appearances at La Scala in Milan, Rome, Brussels, Barcelona, and several German and French cities. In May, 1972, she will tour Japan and later in the year the Soviet Union...

The award of the "Golden Lions" of Radio Luxemburg to Roy Black, Freddy and Vicky will take place on September 25 in Essen. About 9,000 visitors are expected. The following artists are engaged for this festival: Severine, Joe Dolan, Danyel Gerard, Olivia Molina, Wolfgang, Michael Schanze, Demis Roussos and the groups Les Humphries Singers and Middle Of The Road...

Great Britain's Best Sellers

This Week	Last Week	
1	1	I'm Still Waiting—Diana Ross—Tamla Motown—Jobette/Carlin
2	4	Hey Girl Don't Bother Me—Tams—Probe—Lowery
3	3	What Are You Doing Sunday—Dawn—Bell—Shapiro Bernstein
4	2	Never Ending Song Of Love—New Seekers—Philips—U A
5	6	Let Your Yeah Be Yeah—Pioneers—Trojan—Island
6	8	Soldier Blue—Buffy St. Marie—RCA—Cyril Shane
7	13	Back Street Luv—Curved Air—Warner Bros.—Blue Mountain
8	16	Did You Ever—Nancy Sinatra & Lee Hazelwood—Reprise—London Tree
9	7	It's Too Late—Carol King—A & M—Screen Gems
10	17	Nathan Jones—Supremes—Tamla Motown—Jobette/Carlin
11	5	In My Own Time—Family—Reprise—Bern
12	12	*Bangla Desh—George Harrison—Apple—Harrisons
13	11	Move On Up—Curtis Mayfield—Buddah—Camad
14	9	*Get It On—T. Rex—Fly—Essex Int.
15	—	Reason To Believe—Rod Stewart—Mercury—MRC
16	10	Devil's Answer—Atomic Rooster—B & C—GH/Sunbury
17	—	*I Believe (In Love)—Hot Chocolate—Rak—Screen Gems
18	14	Tom Tom Turnaround—New World—Rak—Chinnichap/Rak
19	—	You've Gotta Friend—James Taylor—Warner Bros.—Screen Gems
20	18	Heartbreak Hotel—Elvis Preslev—RCA—Mills

*Local Copyright

Top Twenty LP's

- 1 Every Good Boy Deserves Favour—Moody Blues—Threshold
- 2 Bridge Over Troubled Water—Simon & Garfunkel—CBS
- 3 Tapestry—Carol King—A & M
- 4 Every Picture Tells A Story—Rod Stewart—Philips
- 5 Ram—Paul McCartney—Apple
- 6 Master Of Reality—Black Sabbath—Vertigo
- 7 Who's Next—Who—Polydor
- 8 Mud Slime Slim—James Taylor—Warner Bros.
- 9 Blue—Joni Mitchell—Reprise
- 10 Sticky Fingers—Rolling Stones—Rolling Stones
- 11 Tamla Motown Chartbusters Vol 5—Various Artistes—Tamla Motown
- 12 Top Of The Pops Vol 18—Various Artistes—Hallmark
- 13 C'mon Everybody—Elvis Preslev—RCA
- 14 Tarkus—Emerson Lake & Palmer—Island
- 15 Andy Williams Greatest Hits—Andy Williams—CBS
- 16 Love Story—Andy Williams—CBS
- 17 Sweet Baby James—James Taylor—Warner Bros.
- 18 Experience—Jimi Hendrix—Ember
- 19 Hot Hit Vol 6—Various Artistes—MFP
- 20 Everything Is Everything—Diana Ross—Tamla Motown



Argentina

Fermata's Mauricio Brenner has decided to start a massive campaign in behalf of a group of artists, recently contracted, and covering several aspects in the teen music field. The names are Osmar Alvarez, whose first single has been already marketed, duet Etelvina y Mariano, who have waxed "Ha Llegado aquel Famoso Tiempo de Vivir", Eduardo Fazzari, who has been popular lately in the Spanish-speaking U.S. market, and Laura Tejada, a teenager that won the recent Necochea Song Festival. Brenner calls his artists "The Fermata Clan", and has provided strong press and radio coverage for their activities.

Phonogram's Gustavo Leguizamon has been invited by the Buenos Aires Municipal Theater to appear, with artists Duo Salteno and poet Manuel J. Castilla, at the main stage of the theater with their musical show "El Canto de Salta", which has been touring recently the Northern provinces. Leguizamon is also a well known serious music composer, and one of his latest works, "Preludio y Jadeo", will be premiered by the Tucuman Symphonic Orchestra and afterwards presented at an Austrian Music festival.

CBS' Hugo Piombi has finished the recording of a new LP by folk star Jorge Cafrune, with a selection of the best evergreen "guaranias". This music comes from the Eastern part of Argentina and Paraguay, and is found to be of value for international use, since its melody and rhythm is of easy understanding. Cafrune was backgrounded by a 20-piece orchestra, and the album is expected to appear very soon.

Music Hall's Calvo is happy with the success of Tony Ronald's "Help,

Give Me Some Help", which appears this week heading the charts after a smash entry. The diskery is also promoting strongly its local beat music, through Sabu's "Cuando Necesito Amor" and "Quiero Ser Yo Como el Viento", by group Luz de Mercurio. There is also a very good LP released by MH, featuring Billy Bond and several artists from the "local acid rock" golden era, which appears to be a collector's item for the future.

RCA's Garbarino reports excellent results for the first records by Raul Padovani, "Una Noche Excepcional", and Quiero Villanueva, "Quiero Gritar Que Te Quiero". Both are appearing high in the current charts, and the diskery has been backing them through its "Alta Tension" TV'er, on Channel 13, and radio plugs. The new "Alta Tension" selection LP, "Spring", is also a sure winner, and has been delivered this week to dealers; in no time it is expected to reach the top of the LP charts.

Odeon's press man Rodriguez Fudickar sends word about the launching of a new group, The Tasaday, based on afro rhythms and teen appeal; there is also a single by chantress Ornella Vanoni (previously represented by CBS and Fermata), with the main tune from "Anonimo Veneziano", the Enrico Maria Salerno film, and one more by local beat music group Trebol.

Trova's Radoszynski reports the outing of an LP by Marian Farias Gomez, onetime member of the Huanca Hua ensemble, and another LP by Opus Cuatro, whose first album was very well received by the trade and critics. There are also albums by Los Nocheros de Anta and Quinto de Cantares on the way, and plans for further increases in local production.



Australia

With their "Eagle Rock" record still going on the nation's charts, the Melbourne-based group Daddy Cool are attracting attention via their follow-up Sparmac single "Come Back Again".

Recently signed in America to Warner Brothers, the group will reportedly tour there mid-October with Deep Purple and other top English attractions.

Sydney's Associated Music have appointed well-known music man Frank (Rocky) Thomas to the newly-created position of professional manager. In the early '60's Thomas worked with many visiting disk names before he joined Tom Jones and fellow-Australian Trisha Noble as musical director.

Recent Aussie hit "Soft Delights" by the New Dream has achieved international release via Teldec throughout Europe and King Records in Japan. The Dreams new single "Candy Love" is issued here through Festival.

At a recent ceremony in Paris, Phonogram Recordings (Australia) artiste Nana Mouskouri was presented with an Aussie gold record specially flown from Sydney to signify over 10,000 copies-sold for the album "Over And Over". The LP has since passed the 20,000 mark and thereby qualifies for a second award. An additional gold award will be made for her recent LP "The Exquisite Nana Mouskouri".

Entrepreneur Harry M. Miller has secured rights to stage the rock opera Jesus Christ Superstar here and will open with it at the Adelaide Festival Of Arts early next year.

In the meantime, Neville Smith, general manager of Astor Records, reports runaway success with the MCA album of the opera.

Neville is just back from visiting his companies numerous affiliates overseas.

Music For Pleasure, the people who market budget-priced records

have reported sales of over 6,000,000 since their inception in 1968. Their latest venture "Special Award Series" which retails LP's at \$2.55 has exceeded sales of 250,000 in five months.

MFP's "Gold Edge" label with five albums released to date, has sales in excess of 575,000, representing a retail turnover of \$995,000.Aust. The first LP under the Gold Edge label sold 125,000 copies in three weeks, and the company reports strong action on the latest set by Robert Goulet. Recently in Australia, Goulet is reportedly recording a local Bob Young-Ted Ottley song "As Long As Life Goes On" from the Columbia movie "The Demonstrator".

One of the newest independent labels here, M-7 Records has issued a magnificent effort by The Southern Contemporary Rock Assembly headed up by Peter Martin. The album introduces a new concept in the blending together of rock music and jazz.

The Australian Record Company have something right out of the box in their CBS showcase of Sydney guitarist Dave Bridge. Tracks include Airport Love Theme, Classical Gas, El Condor Pasa. Overseas release of the set must be a distinct possibility.

Australia continues to be represented on charts overseas. Latest success is "Tom Tom Turnaround" by the New World Trio on English best seller lists. The trio consisting of John Kane, Mel Noonan and John Lee will return home following a summer variety season at Great Yarmouth.

Allan Hely, managing director of Festival Records has announced his company's entry into the Music Cassette field. Mr. Hely told Cash Box: "Festival's delayed entry into the cassette field was deliberate. We explored every avenue in order to obtain the highest quality materials and our engineering division has produced the sound quality which is more than equal to any pre-recorded stereo cassette on the market".

Italy's Best Sellers

This Week	Last Week	Title
1	4	Tanta Voglia Di Lei—Pooh (CGD)—Tevere
2	5	We Shall Dance—Demis (Philips)—d.r.
3	1	Pensieri E Parole—Lucio Battisti (Ricordi)—Numero Uno
4	3	Amor Mio—Mina (PDU)—Acqua Azzurra/PDU
5	2	La Riva Bianca La Riva Nera—Iva Zanicchi (RiFi)—RiFi Music
6	6	Tweedle Dee Tweedle Dum—Middle of the Road (RCA)—AdD
7	10	Eppur Mi Son Scordato Di Te—Formula Tre (Numero Uno)—Acqua Azzurra
8	7	Donna Felicita'—Nuovi Angeli (Car Juke Box)—Chappell
9	8	Casa Mia—Equipe 84 (Ricordi)—Ricordi
10	14	Amore Caro Amore Bello—Bruno Lauzi (Numero Uno)—Acqua Azzurra
11	15	Vendo Casa—Dik Dik (Ricordi)—Acqua Azzurra
12	11	Sempre Sempre—Peppino Gagliardi (King)—Indios/Usignolo
13	9	Era Il Tempo Delle More—Mino Reitano (Durium)—Fiumara
14	—	Dio Mio No—Lucio Battisti (Ricordi)—Acqua Azzurra
15	23	Sinfonia N 40—Waldo de los Rios (Carosello)
16	13	Susan Dei Marinai—Michele (RiFi)—RiFi Music
17	12	Ballata Di Sacco E Vanzetti—Joan Baez (RCA)—RCA
18	—	Il Dio Serpente—Soundtrack (Cinevox)—Bixio
19	18	Una Storia Come Questa—Adriano Celentano (Clan)—Margherita
20	17	Ho Visto Un Film—Gianni Morandi (RCA)—RCA
21	—	Put Your Hand In The Hand—Ocean (Kama Sutra)—VdP
22	16	Love Story—Soundtrack (Paramount)—Chappell
23	20	Tuta Blu—Domenico Modugno (RCA)
24	—	Era Bella—Profeti (CBS)—April Music
25	19	Per Un Flirt—Michel Delpech (Barclay)—Fragola Blu

Germany's Best Sellers

This Week	Last Week	Title
1	1	Co-Co—The Sweet—RCA Victor—Melodie der Welt
2	2	Butterfly—Danyel Gerard—CBS—April
3	3	Monika—Ulli Martin—Philips—Discoton
4	6	I Am . . . I Said—Neil Diamond—UNI—Accord
5	5	Get It On—T. Rex—Ariola—Essex/Gerig
6	4	I Did What I Did For Maria—Tony Christie—MCA (Teldec)—Global
7	8	Chirpy Chirpy Cheep Cheep—Middle of the Road—RCA Victor—Capriccio
8	12	Sweet Hitch-Hiker—Creedence Clearwater Revival—Bellaphon—Burlington/Arends
9	7	Schoene Maid—Tony Marshall—Ariola—Young Music/Intro
10	11	Fremder Mann—Marianne Rosenberg—Philips—Tele/Intro

Japan's Best Sellers

This Week	Last Week	Title
1	1	Watashi No Jookamachi—Rumiko Koyanagi (Warner Bros.—Pioneer) Pub: Watanabe
2	2	17 Years Old—Saori Minami (CBS-Sony) Pub: Nichion
3	4	Sayonara O Mooichido—Kiyohiko Ozaki (Philips/Phonogram) Pub: Nichion
4	3	Melody Fair—The Bee Gees (Polydor/Nippon Grammophon) Sub-Pub:—
5	5	Saraba Koibito—Masaaki Sakai (Columbia) Pub: Nichion
6	6	Kinoo, Kyo, Ashita—Junji Inoue (Philips/Phonogram) Pub: P.M.P.
7	7	Summer Creation—Joan Shepherd (Liberty/Toshiba) Sub-Pub:—
8	8	Butterfly—Danyel Gerard (Polydor/Nippon Grammophon) Sub-Pub: Watanabe
9	10	Manatsu No Dekigoto—Miki Hirayama (Columbia) Pub: Takarajima Pub
10	17	Ame No Ballad—Masayuki Yuhara (Union/Teichiku) Pub: J.C.M.—Nichion
11	9	Otoko—Kooji Tsuruta (Victor) Pub: Oriental Music
12	11	Yokohama Tasogare—Hiroshi Itsuki (Minoruphon) Pub: Yomiuri Pack
13	16	Sasurai No Guitar—The Ventures (Liberty/Toshiba) Sub-Pub: Victor Pub
14	14	Natsu No Yuwaku—Four Leaves (CBS-Sony) Pub: NTV Music
15	—	Don't Pull Your Love Out—Hamilton, Joe Frank & Reynolds (Dunhill/Toshiba) Sub-Pub: Toshiba Pub
16	12	Indian Reservation—The Raiders (CBS-Sony) Sub-Pub: Shinko Music
17	13	Biwako Shuukoo No Uta—Tokiko Kato (Polydor/Nippon Grammophon) Pub: Stone Wales
18	15	Sasurai No Guitar—Rumi Koyama (Union/Teichiku) Pub: Victor Pub
19	—	Minato No Wakareuta—Hiroshi Uchiyamada To Cool 5 (RCA-Victor) Pub: Uchiyamada Pub
20	—	Polshko Polye—Masami Naka (Victor) Pub:—

Top 5 LP's

1	1	Mata Au Hi Made—Kiyohiko Ozaki 2 Album (Philips/Phonogram)
2	2	Simon & Garfunkel's Greatest Hits II (CBS-Sony)
3	5	Melody Fair—The Bee Gees (Polydor/Nippon Grammophon)
4	3	Otoko/Kizudarake No Jinsei—Kooji Tsuruta, Otoko No Sekai (Victor)
5	—	All About Simon & Garfunkel (CBS-Sony)

Journal Sees Seeburg Separating from C.U.

CHICAGO — According to a story in the Sept. 14th Wall Street Journal, Commonwealth United Corp. has come up with a plan it hopes will keep it out of bankruptcy proceedings. C.U. and Allen & Co., a New York investment banking firm, have worked out a plan of reorganization that has been tentatively agreed to by Commonwealth's major secured creditors, by selling the Seeburg Corp. of Delaware (Commonwealth's biggest and most profitable division) to a new entity Seeburg Industries Inc. Included in the transaction will be the vending, phonograph, musical instruments, hearing aid and amusement game (Williams Electronics) divisions of Seeburg Corp.

"The reorganization plan provides as fair and equitable an opportunity as possible for all Commonwealth creditors and shareholders to participate in the revitalization of Commonwealth into a viable on-going company," Lou Nicastro, C.U. chairman, was quoted. The alternative, he said, would be to file for court protection under Chapter 11 of the Bankruptcy Act. The reorganization plan will be submitted to Securities and Exchange Commission, "within the next six weeks", Nicastro said. Assuming it meets SEC requirements, it will be presented to shareholders for approval at a special meeting to be held before Dec. 31st when a moratorium agreement with CU debtors expires.

The sole assets of the newly-formed company will be Seeburg Corp. which had net assets as of Dec. 31, 1970 of approximately \$35.6 million including over \$10 million in intangibles, Nicastro said. Under the plan, Seeburg Industries will pay Commonwealth approximately \$2.8 million in cash and will issue approximately 1.5 million shares of voting and non-voting common stock plus seven year warrants to purchase approximately 290,000 shares of common stock at a price of \$17.50 a share. In recent over-the-counter trading, CU common ranged from 20c bid to 35c asked.

An additional condition of the plan is for the continuation of the present management of Seeburg. Nicastro and certain key management personnel are to enter into employment contracts for at least three year terms with Nicastro serving as chairman and chief executive of both Seeburg Industries and Commonwealth United.

The initial required capital of the new company is to be obtained by selling 550,000 shares of common stock at \$5 a share. Nicastro, other key Seeburg personnel and certain secured creditors are to subscribe to the shares. In addition, Allen & Co. and others who assist in the reorganization may acquire up to 40,000 shares in Seeburg Industries at \$1 a share.

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EDITORIAL

The Investment Tax Credit

The U. S. House Committee on Ways and Means is currently hearing testimony for and against passing Pres. Nixon's proposed return of the investment tax credit to industry. Clearly, executives of just about every industry are for it 100%, and were it not for the barrage of complaints from organized labor, accusing the administration of favoring the "employer over the employee," it might have been approved already.

Nixon is calling the proposed 10% tax credit (allowable on the purchase of equipment for business) a "Job Development Tax Credit". He wants the public to believe that a financial blessing to industry will breed more jobs for the working class because additional purchases of hardware will require more people to make and run that hardware. Sounds feasible enough, but we are far more interested in **anything** that will help small businessmen such as operators . . . **any** small businessman for that matter, for these men take the greater risk with the least guarantee for success. There is no welfare for business to fall back on when it goes bad, remember?

No, the public should be told of businesses such as ours . . . companies which must make regular purchases of expensive equipment to earn their profits. The man on the street must become aware of what it means to "go into business for yourself," with no secure paycheck each week regardless of the solvency of the employer; with notes to meet and with employees like man on the street to pay regularly.

It's becoming fashionable in this country to bad-mouth men in industry . . . from corporation presidents on down to the small shop owner. They believe, it seems, that such people have been blessed while they have been consigned to lives of dull gainful employment. If they don't see the value of living in a free enterprise society, if they can't figure why the businessman commands respect for reaching out, with great risk, for a star, then they can always go elsewhere where everybody works for the same employer . . . the state.

No, it's time for Washington to speak out vigorously in favor of returning the tax credit. And it's time to tell the public **why** it's vitally important to help the small businessman at this time.

Nutting Ind. Becomes Milwaukee Coin Ltd.

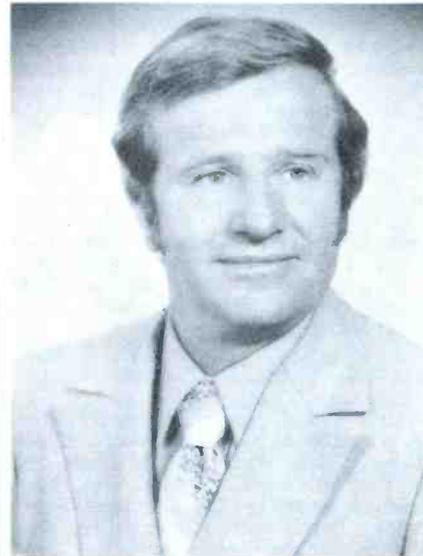
MILWAUKEE — A brand new company has joined in the amusement machine industry, but it is really four years old: Nutting Industries Ltd., has changed its name to Milwaukee Coin Industries, Ltd.

"We changed our name to MCI," said Dave Nutting, MCI's president, "to reflect our new position in the industry. When we created the I.Q. Computer, Nutting Industries was a diversified manufacturing group, designing and manufacturing educational training systems as well as coin operated games."

Now MCI plans to concentrate all its energies on coin games. The Super Red Baron was their first entry into the field. "We have a pilot run of Super Red Barons in over 100 locations and the earnings are fantastic," Nutting declared.

Asked about MCI's future plans, Nutting said: "I can't tell you what's going on in our R & D."

Man of The Year



HERB STERNBERG

NEW YORK — Meet Herb Sternberg, executive vice president of ARA Services, who has been named Man of the Year by the coin division of greater New York City United Jewish Appeal. Herb is to be toasted at a gala dinner to be held November 13th at the New York Hilton.

At the Sept. 9th meeting at UJA headquarters, Al Denver (Lincoln Amusement) stated that the campaign is in high gear and dinner reservation forms have been mailed to the local industry. Ben Chicofsky announced that pledged contributions are over the \$12,000 mark and indications are good that it will be a banner campaign. The next committee meeting is scheduled for Sept. 30th at N.Y. UJA headquarters at which time the entertainment program and guest speaker will be announced.

The reservation and contribution cards are to be returned to: Al Denver, Chairman Emeritus, Coin Machine Division, United Jewish Appeal of Greater New York, 220 W. 58th St., New York, N.Y. 10019.

Owens To MOA'er

CHICAGO — MOA executive vice president Fred Granger was pleased to announce last week that famed country artist Buck Owens, his Buckaroos and a variety of other artists in his company, will perform their revue at the Oct. 17th MOA Expo Seventy-One banquet show. Accompanying Owens will be Miss Susan Raye, who has shared hits with Owens and scored a few hits on her own.



Shown with the Super Red Baron (from left to right) Dan Winter, director of manufacturing; JoAn Mason, sales co-ordinator; David Nutting, president.

cashbox/ Round The Route

EASTERN FLASHES

IT'S ALWAYS THERE—Sometimes you will find it sitting near the front door. Sometimes its off to the side. Occasionally its given a prominent position and many times it is a planned part of the establishment. In the background; but there just the same, and more often than not, hardly noticed. It's always there (you know what I mean) remember the malt shop; or was it the corner drugstore—in our growing up years or adult years. The coffee shop on the way to work, the luncheonette, the restaurant, the tavern for a quick one before making the last few steps home. And, now how about the pizza parlors where you and your buddy smoked your first cigarettes and dug around in the pockets for the dime and/or quarters to play the latest pop sounds. Of course, we are speaking of the jukebox. The jukebox is more and more a part of our lives.

The music operator, in many respects, has been responsible for the remarkable growth of the jukebox industry. The op has continually worked to find new markets. There is barely a business that you can enter that does not have juke type music. The outstanding feature of the juke is that the customer sort of takes it for granted and never has any problem in locating it for the selections he wants to play. Throughout the country, the juke is as much a part of tavern and pub activity as apple pie and hotdogs or hamburger. The average customer considers it as something that always performs and considering the amount of hours and the countless locations a jukebox is found, the performance standard has to be remarkably high.

Again, we wish to take our hats off to the juke manufacturers who have toiled up for the exciting 1972 models that will be on display at the MOA show.

UPSTATE ITEMS—Hear that Tommy Greco is in Kingston City Hospital (Kingston, N. Y.) recovering from gall blatted surgery. Tommy, according to brother Jack, suffered some serious complications after the surgery but by last Wed. was recovering pretty well. Send him your cards and get well wishes. . . . Seymour Pollak, secretary of the Westchester Operators Guild, reports association held its Sept. meeting last Tuesday, enjoying good attendance from members. . . . Chatted a while with Millie McCarthy over the phones last week. Route activity is brisk these days, says Millie. She's been using some Cameron component jukeboxes with good success as "location openers," finding the locations are interested in a music box that knocks down into separate speakers, selection panel and hideaway.

GOING SOUTH—The FAMA guys met in Jacksonville this weekend for their annual convehc. Story next week. . . . Joe Barton, Rowe sales chief, held meeting of the firm's branch managers at his new office in Miami last week, discussing marketing plans for their new music machine, which is just about to hit the market. . . . Gene Lipkin at Allied Leisure, dropped by to say hello to the Rowe people during their meeting. Many of the Rowe dealers are also Allied distributors. Gene's also awaiting arrival of the Rock-Ola bunch to their Boca Raton meeting. The Drag Races game continues pulling orders from the field with gusto and the production line at Allied is still busy, busy, busy!

HERE AND THERE chatted LD with old pal Howard Reinhart, legendary inventor of the BRAD cue stick tip. Howard's about to introduce a brand new product to the billiard accessories industry which has been under development for some time. A revolutionary new tip, natch. Details shortly; meanwhile Howard'll take a much needed break from the drawing boards and shoot off for four week trip to the orient, which will include stops in Hong Kong, Singapore, Tokyo and points in between. Enjoy!

Speaking of enjoying, annual sales meetings of three jukebox factory reps and distributors are slated this month and next. The Rowe AMI gang will be off to Grand Rapids, Mich. for two days of talks and new product presentations (Grand Rapids is the home factory of the Rowe AMI music boxes). Rock-Ola's people will be jetting to Boca Raton, Florida for their annual sales confab. Wurlitzer's dealers will be off to Hawaii, with an out-island trip slated after the sales presentations have concluded.

Johnny Bilotta into New York's Warwick Hotel last Monday for meeting with the American Soccer League and some pretty lively negotiations on the subject of treating a big league soccer team in Miami. Johnny was off to Albany following morning for very interesting meeting with some industry heavies (big story will break shortly from up John's way).

Len Schneller of U.S. Billiards already laying plans for the firm's MOA Expo exhibit (info's something new will probably bow at the show). Len will be bringing his charming wife Reba to the show this year, as they expect a visit from their son Stu from Marquette University in Milwaukee, where he's studying medicine. Len and Reba's other son Steve will be tying the matrimonial knot Dec. 6th with Miss Lois Kaplan.

JERSEY JOTTINGS—Arthur B. Brennan of Interstate United Corp. has been named sales manager for northern New Jersey. The appointment was announced by Edward A. Wiler vice president of marketing for the business and industry group of Interstate. Wiler also announced that Michael J. Sacchitella formerly a sales representative with ARA Services, Inc. has been selected as sales manager for the southern New England area. . . . We had an opportunity to talk to Barry Feinblatt at United Billiards headquarters in Union, New Jersey. Barry reports that things are moving very well and there has been a steady stream of foreign visitors who are shopping for equipment to be exported. Rush orders are the rule of the day because of an impending dock strike, says Barry. Barry mentioned that they are looking forward to the MOA show. An exciting and tremendously innovative pool table feature is going to be one of the surprises in store for the visitor at the United booth. A new game is also going to be permitted. That is all we could get out of Barry at this time, so we will have to wait until the show opening to get the full picture. United Amusements, Int'l Inc., under the United Billiards aegis will be represented and will be sharing a booth with United. Sounds to us like a top attraction for the MOA from the United front.

Sales manager **Joe Strongoli** of Ace Automatic Novelty in Belmar, New Jersey reports that the cigarette and music end of the business was exceptionally good throughout the summer. The seasonal stops, says Joe, were way above what had been expected. The first of the seasonal locations are beginning to close and, of course, this necessitates some equipment moves. Joe also informed us that **Anthony De Gano** (Ace Automatic Novelty) is temporarily laid up in the hospital. We understand Anthony had to have an operation on his foot. Anthony will have a cast on his foot, but should be out of the hospital by the time this issue hits the stands. . . . Bruce Kawut (Bruce Amusements Corp.) of Fords, New Jersey says that the Allied Leisure "Drag Races" turned out to be one of the top location pieces. Bruce says that the customer reports the game is highly imaginative.

JUKEBOX PROGRAMMING GUIDE

Pop

JAMES TAYLOR
LONG AGO AND FAR AWAY (2:17)
No Flip Info. Warner Bros. 7521

VAN MORRISON
WILD NIGHT (3:29)
No Flip Info. Warner Bros. 7518

THE BAND
LIFE IS A CARNIVAL (3:38)
b/w The Moon Struck One (4:09)
Capitol

DAVY JONES
I REALLY LOVE YOU (2:54)
No Flip Info. Bell 136

MATTHEW'S SOUTHERN COMFORT
TELL ME WHY (2:03)
b/w To Love (4:35) Decca 32874

MICHAEL NESMITH & FIST NATIONAL BAND
I'VE JUST BEGUN TO CARE (2:50)
b/w Only Bound (3:23) RCA 0540

R & B

KING CURTIS
CHANGES (PART 1) (2:40)
No Flip Info. Atco 6834

THE EBONYS
DETERMINATION (2:21)
b/w Do It (2:47) Phila Int'l 3510

ARCHIE BELL & THE DRELLS
ARCHIE'S IN LOVE (2:46)
No Flip Info. Atlantic 2829

THE INTRIGUES
TO MAKE A WORLD (2:32)
b/w Mojo Hanna (2:29) Yew 1013

C & W

MERLE HAGGARD
DADDY FRANK (THE GUITAR MAN) (3:10)
b/w My Heart Would Know (2:53)
Capitol 3198

BILL ANDERSON & JAN HOWARD
DIS-SATISFIED (3:00)
b/w Knowing You're Mine (2:42)
Decca 32877

DALE VAN HORNE
JODY AND THE KID (3:53)
b/w Make It Beautiful (2:20) Monument 8526



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CHICAGO CHATTER

NOTES FROM THE LOCAL MOA OFFICE: Fred Granger received word that RCA exec **Mort Hoffman** will be coming into Chicago from Nashville to attend the MOA banquet and accept the "artist of the year" award for **Charley Pride** . . . **Bill Farr**, veepee-planning and diversification for Columbia Records, will be commentator during the country and western portion of Friday's (15) seminar. Farr's subject "The Importance Of Country Music To The Juke Box Operator" will be discussed (with audience participation encouraged) following the presentation of the country film, in the first half of the seminar session . . . Record companies are very obviously showing much more enthusiasm for this year's show than in the recent past, as noted by Granger. He has received numerous letters regarding Expo from the various labels, including one from **Ron Braswell** (juke box product coordinator for Columbia), who is "looking forward to attending the convention" . . . Getting back to Friday's seminar, the second portion of the program will be devoted to "Security" and MOA's seminar committee has arranged for a leading authority on the subject, **Mr. Bob Curtis**, to be among the panelists. Curtis has been in the security field since 1939, established his own consulting service in 1962, is a security consultant for NAMA, and was selected "security man of the year" by the worldwide secret service association. He has also served on the President's commission on law enforcement and administration. The MOA seminar always attracts a packed house and is annually one of the highlights of the whole convention—this year's should be no exception!

WHAT'S HAPPENING AT CHICAGO DYNAMIC INDUSTRIES? PLENTY! To begin with, the "Defender" machine gun has been exceeding all expectations in sales! A very hot item! Chatted with the firm's marketing manager **Charles Arnold** and learned that a new production run on the dynamic "Hi Score Pool" will commence the first week of October. This one, needless to say, has also been a very big seller out there! Firm has just begun producing its new shuffle called "Caprice". Watch for it! Might also mention that **ChiCoin** is keeping under wraps something very new and very exciting—to be unveiled at MOA Expo! . . . **Ed Shaeffer** of Shaeffer Sales in Ohio was in Chicago for a few days last week. We caught him during his visit at Chicago Dynamic Industries.

WGN'S WALLY PHILLIPS, kingpin of early morning radio here in town, recently interviewed actor **Gary Merrill**. In the course of the interview Merrill revealed that he had just purchased a surplus lighthouse and Phillips kiddingly recommended that he outfit it with a round pool table, assuming it was a rather far-out suggestion. Not so, however, after numerous calls all over the country Phillips made contact with **Arnold Kamikow** of General Vending in Baltimore who assured him said table could be supplied! Result? Merrill's lighthouse will indeed have a round pool table in it.

THE GAMES DEPARTMENT at World Wide Dist. is exceptionally busy these days. **Fred Skor** and **Howie Freer** are having quite a time trying to keep up.

MILWAUKEE MENTIONS

For the 16th consecutive year WEMP-radio will broadcast the season's series of University of Wisconsin football games, with **Earl Gillespie** at the play-by-play mike.

A NEW NAME: Nutting Industries Ltd. will now be known as Milwaukee Coin Industries Ltd.—or MCI. Announcement was made by the firm's president **Dave Nutting**, (see separate story). The firm will continue to produce Super Red Baron which will be displayed (along with a few surprises, perhaps) at the upcoming MOA Expo '71 in Chicago.

TELEVISION CAMERA AND CREW were on hand in Waupaca last week to interview **Ruby Jenner** and her son, **Rick**, who are ranked among the top trap-shooting champions in the nation. Ruby has received numerous awards for her achievements in the women's division and national championship competition. It looks as if Rick will be following in her footsteps. Proud husband (and father) is Waupaca operator **Ray Jenner** of Jenner Amusement.

UPPER MID-WEST

The showing of the New Seeburg "Firestar" at Lieberman Music Company Sept. 1-2 Wed.-Thur. was a huge success. According to **John Zeglin** and **Solly Rose** this was the largest turnout they had ever seen at a showing. Weather conditions were beautiful and so many operators came from long distances to see the new "FIRESTAR." Also, business was never better according to the orders written the two days. There were plenty of refreshments served during the two day showing . . .

Operators seen at the showing were from Minneapolis and St. Paul, **Fred Dahlin** and son **Danny**, **Benny** and **Eddie Mischel**, **Dave Chapman** and **Marv. Doer**, **Frank Kuntz**, **Bob Leonard**, **Phil** and **Perry Smith**, **Ken Ahern**, **Dick Benson**, **Harry Adkins**, **Mort. Phillips**, **Harold** and **Greg Theisen**, **Harold** and **Don Awe**, **Marv. Huber**, **Les Brunning**, **Loren Beaudoin**, **Walter** and **Gary Witt** . . . Out of town guests were: **Earl Porter**, **Mitchel**, **So. Dakota**, **Jack Godfrey**, **Chaska**, **Clayton** and **Fred Norberg**, **Mankato**, **Hank Krueger**, **Fairfax**, **Ralph Sanders**, **Maurice Anseau**, **Arndt Peterson**, **Mr. & Mrs. Russell Gherty**, **Bob Kervina**, **Mr. & Mrs. Lawrence Sanford**, **Joe Van Gough**, **Yankton**, **Mr. & Mrs. Gordon Runnberg**, **Mr. & Mrs. Wayne Anderson**, **Lloyd Williamson**, **Joe Topic Jr.** **Mac Hasvold**, **Ron Scheuble**, **Waconia**, **Bob Keese**, **Gabby Cluseau**, **Charley Sersen**, **St. Cloud**, **Don Hazelwood Jr.**, **Andrew Markfelder**, **Clem Kaul**, **Mr. & Mrs. L. Sieg**, **Mr. & Mrs. Johnny Galep**, **Mr. & Mrs. Darwin Leslie**, **Mr. & Mrs. Dennis Weber**, **Emil** and **Larry Polensky**, **Flasher**, **N. D.** **Mr. & Mrs. Vern Ness**, **Mr. & Mrs. Bob Bender**, **Red Kennedy**, **Nik**, **Bob**, **Chris**, **Berquist**, **Mr. & Mrs. Frank Mager**, **Hal Williamson**, **Glen Addington** and **Mrs. Addington**, **Bismarck**, **Morley Waltman**, **Martin Kallsen**, and **Mr. & Mrs. Rod Clennon** . . .

Everyone at Lieberman Music Co. was very impressed with the turnout and it was a very enjoyable two day event . . .



MEET THE JUKEBOX INDUSTRY

at

Expo Seventy-One



EXPOSITION

OCT. 15, 16, 17

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12:00 Noon—Ladies Luncheon
3:30 PM to 6:00 PM—MOA Industry Seminar
Hospitality Suites Open in Evening

Saturday, October 16

10:00 AM to 6:00 PM—Exhibits Open
11:30 AM to 1:00 PM—
MOA Brunch and Membership Meeting
Hospitality Suites Open in Evening

Sunday, October 17

10:00 AM to 2:00 PM—Exhibits Open
6:00 PM to 7:00 PM—Cocktail Hour
7:00 PM to 1:00 AM—
Gala Banquet and Stage Show

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HUMOR

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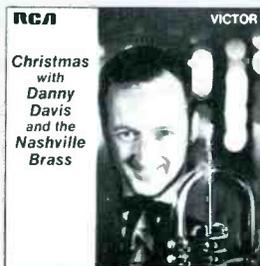
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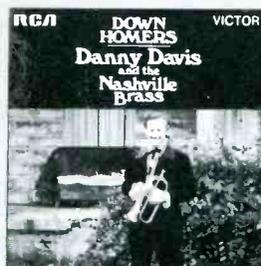
Super Country

That's where you get to when you pick up on the new album of that same name by Danny Davis & The Nashville Brass—or any other album by Danny Davis & The Nashville Brass, for that matter. Eight albums worth of a country catalogue from Danny and the Brass—tunes of every imaginable description and diversification, but all solid country brass. Super Country—from a super catalogue.

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LSP-4377; P8S-1605; PK-1605



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LSP-4318; P8S-1563; PK-1563



LSP-4232; P8S-1501; PK-1501



LSP-4176; P8S-1470; PQ8-1470; PK-1470



LSP-4059; P8S-1439; PK-1439; TP3-1018



LSP-4476; P8S-1692; PK-1692



LSP-4334; P8S-1568; PQ8-568; PK-1553

LSP-4571; P8S-1788; PK-1788

October is Country music month.

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