

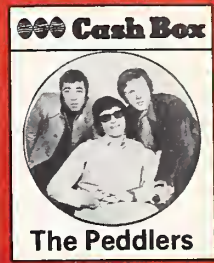
Music Business Economy Is Strong (Editorial) . . . 'Age  
Of Atlantic' Confab Bills \$5.5 Million . . . Plan  
Cotillion's 'Official' Woodstock Fest LP . . . Dunhill  
Sales Meet Product . . . Kapp  
Realignment . . .

January 31, 1970

# Cash Box

75¢

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CHUM Disk Product Stirs Canadian Trade . . .  
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PETER, PAUL & MARY: JET AGE FOLK

INT'L SECTION BEGINS ON PAGE 67







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## The Music Business Economy Is Strong

The music business should not readily fear that a more or less official notice that the U.S. economy is growing at a slower rate will put a damper on its own growth pattern. While there is already evidence that the consumer is reducing his buying power in the area of luxury and/or leisure-time goods (e.g. cars, radios, phonos and color TV) the sales of recordings and tapes are experiencing a continuing boom. Of course, the music business cannot totally disengage itself from a slower growing economy than was the case a year ago, especially when, as the Electronics Industries Association has just reported, November sales of phonos were down 15.4%; radio sales slipped 16.9% and TV sales decreased 19.1%. These leisure-time entertainment units, of course, are bound to cut-in in one way or another on the sale and exposure of pre-recorded product.

The sales of disks and tapes in 1969, however, set new highs, a condition which was reflected in one form in the Recording Industry Association of America's recent tally of gold record awards for the year. The RIAA reported that 93 LP's and 64 singles were certified as gold sellers for a record total of 157 awards. From the standpoint of unit volume, there is a greater flow of albums that sell two million copies and singles that sell above the three million mark. We believe that 1970 will prove another banner year

for the music business even as the Government wages its war against inflation without, hopefully, inducing an economic recession. When the music business catered to an older audience the outlook would have been bleak, indeed, for luxury items such as records and tapes. But, the main market today is younger and more likely to regard the purchase of its favorite acts in pre-recorded form as hardly a luxury but, in their view, very much a necessity. Unless the economy is really crushed, it's likely that today's youngsters will continue to rely heavily on disk and tape purchases as they slice their purchasing power pie. Also of importance is the influence of today's music business in the general area of entertainment. It's no longer a spin-off or somewhat isolated medium of entertainment; far from it, for the impact of the music business is strikingly apparent in the motion-pictures that make money and the apparel that determines the fashions of the day. So much of what succeeds today in show business and other areas has its admitted origins in the world of music. Another important factor is the number of "live" talent packages that constantly expose the talents of disk acts.

At this point, the success of a music business company is more likely to rest on the acceptance of its product rather than on the state of the economy.





# CashBox TOP 100

January 31, 1970

1	<b>VENUS</b>	Shocking Blue-Colossus 108	2	3
2	<b>I WANT YOU BACK</b>	Jackson 5-Motown 1157	1	4
3	<b>RAINDROPS KEEP FALLIN' ON MY HEAD</b>	B. J. Thomas-Scepter SPS 580	3	1
4	<b>THANK YOU</b>	Sly & Family Stone-Epic 10555	13	37
5	<b>SOMEDAY WE'LL BE TOGETHER</b>	Diana Ross & The Supremes-Motown 1156	5	6
6	<b>DON'T CRY DADDY</b>	Elvis Presley-RCA 9768	6	7
7	<b>WHOLE LOTTA LOVE</b>	Led Zeppelin-Atlantic 2690	4	2
8	<b>JINGLE, JANGLE</b>	Archies-Kirshner 5002	8	9
9	<b>WITHOUT LOVE</b>	Tom Jones-Parrot 40045	9	10
10	<b>I'LL NEVER FALL IN LOVE AGAIN</b>	Dionne Warwick-Scepter 12273	10	13
11	<b>EARLY IN THE MORNING</b>	Vanity Fare-Page One 027	11	12
12	<b>ARIZONA</b>	Mark Lindsay-Columbia 45037	18	25
13	<b>WINTER WORLD OF LOVE</b>	Engelbert Humperdinck-Parrot 40044	14	15
14	<b>BLOWING AWAY</b>	Fifth Dimension-Soul City 780	17	21
15	<b>NO TIME</b>	Guess Who-RCA 0300	20	24
16	<b>WALKING IN THE RAIN</b>	Jay & Americans-UA 50605	16	18
17	<b>HEY THERE LONELY GIRL</b>	Ed Holman-ABC 11240	23	30
18	<b>WONDERFUL WORLD, BEAUTIFUL PEOPLE</b>	Jimmy Cliff-A&M 1146	19	20
19	<b>JAM UP, JELLY TIGHT</b>	Tommy Roe-ABC 11247	7	5
20	<b>BABY TAKE ME IN YOUR ARMS</b>	Jefferson-Janus 106	21	23
21	<b>WALK A MILE IN MY SHOES</b>	Joe South-Capitol 2704	26	31
22	<b>LEAVING ON A JET PLANE</b>	Peter, Paul & Mary-WB/7 Arts 7340	12	8
23	<b>MONSTER</b>	Steppenwolf-Dunhill 4221	25	27
24	<b>HONEY COME BACK</b>	Glen Campbell-Capitol 2718	35	50
25	<b>MIDNIGHT COWBOY</b>	Ferrante & Teicher-UA 50554	15	16
26	<b>PSYCHEDELIC SHACK</b>	Temptations-Gordy 7096	34	44
27	<b>LA LA LA (IF I HAD YOU)</b>	Bobby Sherman-Metromedia 150	24	11
28	<b>HOW CAN I FORGET YOU</b>	Marvin Gaye-Tamla 54190	31	34
29	<b>HOLD ON</b>	Rascals-Atlantic 2695	30	33
30	<b>SHE BELONGS TO ME</b>	Rick Nelson-Decca 732550	33	35
31	<b>WHEN JULIE COMES AROUND</b>	Cuff Links-Decca 32592	32	32
32	<b>TRAVELING BAND</b>	Creedence Clearwater Revival-Fantasy 637	45	—
33	<b>RAINY NIGHT IN GEORGIA</b>	Brook Benton-Cotillion 44057	50	62
34	<b>THE THRILL IS GONE</b>	B. B. King-Bluesway 61032	42	58
35	<b>FANCY</b>	Bobbie Gentry-Capitol 2675	36	38
36	<b>SHE CAME THROUGH THE BATHROOM WINDOW</b>	Joe Cocker-A&M 1147	38	39
37	<b>LET'S WORK TOGETHER</b>	Wilbert Harrison-Sue 11	39	43
38	<b>JENNIFER TOMKINS</b>	Street People-Musicor 1365	46	48
39	<b>LOVE BONES</b>	Johnny Taylor-Stax 0055	40	46
40	<b>SHE</b>	Tommy James & Shondells-Roulette 7066	22	19
41	<b>CUPID</b>	Johnny Nash-Jad 220	37	36
42	<b>MOON WALK</b>	Joe Simon-Soundstage 7 2651	51	55
43	<b>EVERYBODY IS A STAR</b>	Sly & Family Stone-Epic 10555	43	47
44	<b>WHO'LL STOP THE RAIN</b>	Creedence Clearwater Revival-Fantasy 637	57	—
45	<b>IF I WERE A CARPENTER</b>	Johnny Cash & June Carter-Columbia 45064	63	74
46	<b>DIDN'T I (BLOW YOUR MIND THIS TIME)</b>	Delfonics-Philly Groove 161	78	83
47	<b>ALWAYS SOMETHING THERE TO REMIND ME</b>	R. B. Greaves-Atco 6726	64	—
48	<b>MY HONEY &amp; ME</b>	Luther Ingram-Ko Ko 2104	53	60
49	<b>OH WHAT A DAY</b>	Dells-Cadet 5663	58	72
50	<b>BREAKING UP IS HARD TO DO</b>	Lenny Welch-Commonwealth United 3004	60	65
51	<b>TRACES/MEMORIES MEDLEY</b>	Lettermen-Capitol 2697	52	56
52	<b>MA BELLE AMIE</b>	Tee Set-Colossus 107	76	89
53	<b>RAPPER</b>	Jaggerz-Karna Sutra 502	66	—
54	<b>ONE TIN SOLDIER</b>	Original Caste-TA 186	56	59
55	<b>LOOK-KA PY-PY</b>	Meters-Josie 1015	62	67
56	<b>TONIGHT I'LL SAY A PRAYER</b>	Eydie Gorme-RCA 0250	54	57
57	<b>LET A MAN COME IN AND DO THE POPCORN PART II</b>	James Brown-King 6275	59	64
58	<b>I'VE GOTTA MAKE YOU LOVE ME</b>	Steam-Mercury 73020	67	—
59	<b>SHE LETS HER HAIR DOWN</b>	Tokens-Buddah 151	61	61
60	<b>IF I NEVER KNEW YOUR NAME</b>	Vic Dana-Liberty 56150	65	75
61	<b>NEW WORLD COMING</b>	Mama Cass-Dunhill 4225	70	—
62	<b>GOT TO SEE I CAN'T GET MOMMY</b>	Jerry Butler-Mercury 73015	79	88
63	<b>SHADES OF GREEN</b>	Flaming Ember-Hot Wax 6907	73	—
64	<b>IF WALLS COULD TALK</b>	Little Milton-Checker 1226	68	76
65	<b>GIVE ME JUST A LITTLE MORE TIME</b>	Chairman Of The Board-Invictus 9074	74	—
66	<b>WHY SHOULD I CRY</b>	Gentrys-Sun 1108	72	—
67	<b>BRIDGE OVER TROUBLED WATERS</b>	Simon & Garfunkel-Columbia 45079	—	—
68	<b>NEVER HAD A DREAM COME TRUE</b>	Stevie Wonder-Tamla 54191	—	—
69	<b>EVIL WAYS</b>	Santana-Columbia 45069	—	—
70	<b>LU</b>	Peggy Lipton-Ode 124	71	78
71	<b>OH ME, OH MY</b>	Lulu-Atco 6722	—	—
72	<b>HE AIN'T HEAVY, HE'S MY BROTHER</b>	Hollies-Epic 10532	—	—
73	<b>A FRIEND IN THE CITY</b>	Andy Kim-Steed 723	82	—
74	<b>HELLO IT'S ME</b>	Nazz-SGC 001	83	—
75	<b>THE TOUCH OF YOU</b>	Brenda & Tabulations-Top & Bottom 401	84	94
76	<b>WON'T FIND BETTER</b>	New Hope-Jamie 1381	77	82
77	<b>YOU GOT ME HUMMIN'</b>	Cold Blood-San Francisco 60	86	—
78	<b>BOLD SOUL SISTER</b>	Ike & Tina Turner-Blue Thumb 104	81	86
79	<b>GUESS WHO</b>	Ruby Winters-Diamond 269	69	77
80	<b>HOUSE OF THE RISING SUN</b>	Frijid Pink-Parrot 341	93	—
81	<b>MORNIN' MORNIN'</b>	Bobby Goldsboro-U. A. 50614	85	90
82	<b>DIG THE WAY I FEEL</b>	Mary Wells-Jubilee 5684	87	—
83	<b>I'M JUST A PRISONER</b>	Candi Staton-Fame 1460	88	—
84	<b>MY ELUSIVE DREAMS</b>	Bobby Vinton-Epic 10576	—	—
85	<b>SUPERSTAR</b>	Murray Head-Decca 732603	89	—
86	<b>IF YOU'VE GOT A HEART</b>	Bobby Bland-Duke 458	—	—
87	<b>SHE'S READY</b>	Spiral Starecase-Columbia 45048	75	79
88	<b>SAVE THE COUNTRY</b>	Thelma Houston-Dunhill 4222	91	97
89	<b>THEN SHE'S A LOVER</b>	Roy Clark-Dot 17355	—	—
90	<b>SHE LETS HER HAIR DOWN</b>	Gene Pitney-Musicor 1384	92	—
91	<b>HOW CAN I TELL MY MOM &amp; DAD</b>	Lovelights-Uni 55181	98	—
92	<b>BACK TO DREAMIN' AGAIN</b>	Pat Shannon-Uni 55191	95	—
93	<b>BARBARA I LOVE YOU</b>	New Colony Six-Mercury 73004	94	93
94	<b>COUNTRY PREACHER</b>	Cannonball Adderly Quintet-Capitol 2698	—	—
95	<b>ANSWER ME, OH MY LOVE</b>	Happenings-Jubilee 5686	96	100
96	<b>YOU ARE MY SUNSHINE</b>	Dyke & Blazers-Original Sound 90	—	—
97	<b>TAKE IT OFF HIM &amp; PUT IT ON ME</b>	Clarence Carter-Atlantic 2702	99	—
98	<b>DO THE FUNKY CHICKEN</b>	Rufus Thomas-Stax 0058	—	—
99	<b>VICTORIA</b>	Kinks-Reprise 0863	—	—
100	<b>THE BELLS</b>	Originals-Soul 35069	—	—

## ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

A Friend In The City (Unart/Joachim—BMI)	73	He Ain't Heavy He's My Brother (Harrison—ASCAP)	72	Look-Ka-Py-Py (Marsaint—BMI)	55	She Lets Her Hair Down (Moon Beam—ASCAP)	59
Always Something There To Remind Me (Blue Seas/Jac/Ann Rachel—ASCAP)	47	Hello, It's Me (Screen Gems/Columbia Music—BMI)	74	Love Bones (East Memphis—BMI)	39	She's Ready (Algee—BMI)	90
Answer Me On My Love (Bourne—ASCAP)	95	Hold On (Slasac, ASCAP)	17	Lu (Tuna Fish—BMI)	70	Someday We'll Be Together	87
Arizona (Kangaroo—BMI)	12	Honey Come Back (Jobete—BMI)	29	Ma Belle Amie (Legacy—BMI)	52	Superstar (Leeds Music—ASCAP)	85
Baby, Take Me In Your Arms (January/Welbeck—BMI)	20	House Of The Rising Sun (Al Gallico Music—BMI)	80	Midnight Cowboy (Unart/Barwin—BMI)	25	Take It Off Him & Put It On Me (Fame Inc.—BMI)	97
Back To Dreamin' Again (MZG Music—ASCAP)	92	How Can I Forget You (Jobete—BMI)	24	Monster (Trousdale—BMI)	23	Thank You (Stone Flower—BMI)	94
Barbara I Love You (New Colony—BMI)	93	How Can I Tell My Mom & Dad (Moo-La—BMI)	28	Moon Walk (Part 1) (Cape Ann—BMI)	42	Then She's A Lover (Russell—Cason Music—ASCAP)	8
Bells, The (Jobete—BMI)	100	If I Never Knew Your Name (Pending—BMI)	26	Mornin' Mornin' (Combine—BMI)	81	The Thrill Is Gone (Feist Grosvenor—ASCAP)	34
Blowing Away (Tuna Fish—BMI)	14	If I Were A Carpenter (Faithful Virtue—BMI)	60	My Elusive Dreams (Tree—BMI)	84	Touch Of You, The (One-Eyed Soul—BMI)	75
Bold Soul Sister (Placid/Rococco—BMI)	75	If Walls Could Talk (Jalynne—BMI)	64	Never Had A Dream Come True (Jobete—BMI)	68	Traces/Memories Medley (Low Sat/Gladys-BMI/ASCAP)	51
Breaking Up Is Hard To Do (Screen Gems/Columbia—BMI)	50	I'll Never Fall In Love Again (Blue Seas/Jac/E.H. Morris—ASCAP)	86	New World Coming (Screen Gems/Columbia Music—BMI)	15	Traveling Band (Jondora—BMI)	32
Bridge Over Troubled Waters (Charing Cross—BMI)	67	I'm Just A Prisoner (Fame—BMI)	10	No Time (Dunbar—BMI)	61	Venus (Fat Zach—BMI)	1
Country Preacher (Zawinul—BMI)	94	I've Gotta Make You Love Me (Little Heather Music Inc./MRC Inc.—BMI)	83	Oh Me Oh My (Noo Track—ASCAP)	71	Victoria (Hill & Range—BMI)	99
Cupid (Kags—BMI)	41	I Want You Back (Jobete—BMI)	19	Oh What A Day (Las Go Round—BMI)	49	Walk A Mile In My Shoes (Lowery—BMI)	21
Didn't I Blow Your Mind (Nickle Shoe—BMI)	46	Jam Up Jelly Tight (Low Twi—BMI)	2	One Tin Soldier (Cents/Pence—BMI)	54	Walking In The Rain (Screen Gems/Columbia—BMI)	16
Dig The Way I Feel (Welwom—BMI)	82	Jennifer Tomkins (Moonbeam—ASCAP)	38	Psychedelic Shack (Jobete—BMI)	26	When Julie Comes Around (Emily/Vanless—ASCAP)	31
Don't Cry Daddy (Gladys/B-n-B—ASCAP)	6	Jingle Jangle (Don Kirshner—BMI)	8	Raindrops Keep Fallin' On My Head (Blue Seas/Jac/20th Fox—ASCAP)	3	Whole Lotta Love (Supernipe—BMI)	7
Do The Funky Chicken (East/Memphis—BMI)	98	La La La (If I Had You) (Green Apple—BMI)	27	Rainy Night In Georgia (Combine—BMI)	33	Who'll Stop The Rain (Jondora—ASCAP)	44
Early In The Morning (Duchess—BMI)	11	Leaving On A Jet Plane (Cherry Lane—ASCAP)	22	Rapper (Sixivus—Revival/Kama Sutra—BMI)	53	Why Should I Cry (Knox—BMI)	66
Everybody Is A Star (Stone Flower—BMI)	43	Let A Man Come In And Do The Popcorn (Pt 2) (Dynamite—BMI)	57	Save The Country (Tuna Fish—BMI)	88	Winter World Of Love (Donna—ASCAP)	13
Evil Ways (Oleta—BMI)	69	Let's Work Together (Sagittarius—BMI)	37	Shades Of Green (Gold Forever—BMI)	82	Without Love (There Is Nothing) (TRO—Suffolk—BMI)	9
Fancy (Larry Shayne—ASCAP)	35			She (Big Seven—BMI)	68	Wonderful World, Beautiful People (Irving—BMI)	18
Give Me Just A Little More Time (Gold Forever—BMI)	65			She Belongs To Me (Warner/7 Arts—ASCAP)	40	Won't Find Better (Dandelion—BMI)	76
Guess Who (Ruler—BMI)	79			She Came Through The Bathroom Window (Maclen—BMI)	36	You Are My Sunshine (Fear Int—BMI)	96
Got To See If I Can't Get Mommy (Chevis/McCoy—BMI)	62					You Keep Me Hummin' (Pronto/East Memphis—BMI)	77



**Jennifer**

**WE'RE NOT  
GONNA  
TAKE IT**  
from "Tommy"

343



**The  
Bards**

**OUR  
LOVE**

344



*4 New  
Potential  
Hits!*



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**SALT  
LICK**

131



**IN THE  
LAND OF  
THE FEW**

*By the*  
**Love  
Sculpture**



342





**This is just  
one more reason  
why Eddie Holland  
named his company  
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## TV Gives Funds, Chambers' Audience For A Free Southern Concert Series

HOLLYWOOD — The Chambers Brothers have turned to television to subsidize a series of free concerts throughout the South, as well as other areas that lack regular live entertainment. The new venture, an off-shoot of major corporation funding of college shows, is being handled by Lawrence-LaMarr Productions, a newly formed firm headed by Chambers Brothers manager Charles LaMarr and TV producer Tony Lawrence.

Initial show of the projected irregular series was held and taped in Fayette, Mississippi last month, before an audience of local people. Although the Chambers Brothers worked free, local acts who were used on the show were paid, because, according to LaMarr "those kids down there need the money."

Although the Brothers have been involved with other televised free concerts, all produced by Lawrence, the new series is specifically designed to "bring the music to the people that helped create it, and now need it most." Additional dates in the series include Bermuda (Mar. 21), Memphis (May 10) and Atlanta (Sept. 7). The

## Mayhew Named To Head Certron's Music Firm

NASHVILLE — Vet music man Aubrey Mayhew has been named to head the newly-established music division of the Certron Corp., a California firm whose primary involvement has been in the blank tape field. Under the new setup, all existing Certron music activities will come under Mayhew's direction and be headquartered in Nashville.

Commenting on the move, Certron president Edwin Gamson said "As general manager, Mr. Mayhew will organize, then administer the new division. It will be a totally integrated music complex ranging from production through manufacture, distribution, racks and one stops, and music publishing."

Mayhew's first move is the establishment of Certron Records, which with various subsids, will be a full-range label, the first major full-range operation to headquarter in Nashville. Already signed to the new label is country star Bobby Helms. Rene & Rene, who have scored with several pop sides, have been moved from one of Certron's Mexican labels (which leased their most recent disks to White Whale) to Certron itself.

### Production Deals

Mayhew is currently in discussions with several producers to provide product, with one, Jack Clement already signed. The firm's publishing subsids, Certron (ASCAP) and Aldrich (BMI) are under the direction of James Klein, former manager of Connie Smith and George Jones. The Companies will function independently of the disk firm, to serve the music business as a whole.

Certron entered the music field in Sept. 1968, with Vivid Sounds, an economy tape line, and followed with the Falcon, Sunglow and Bronco labels, all in the Mexican field, in July 1969. In Sept. of last year, the firm bought Recordland, U.S.A., the San Antonio rack service and distributor (now known as Certron) and also operates a rack and distributorship in Los Angeles. Mayhew will be directly involved in the distribution operation, and will use independent distributors to augment Certron's own facilities.

"We're actively seeking new artists and new writers," Mayhew said. "Since we will be involved in all kinds of music—country, pop, jazz, classical, gospel, R&B, Latin—artists and writers in all fields will be given every opportunity to come with us."

## No Lorber Lawsuit

NEW YORK — There has been no lawsuit commenced against Alan Lorber Productions Inc. by Ian Bruce Douglas as reported last week in **Cash Box**. Alan Lorber Productions Inc. is the producer of *Ultimate Spinach* and has all recording rights to that group.

Brothers will also return to Harlem for shows on June 28, July 12 and July 26.

The Rolling Stones and B.B. King were originally scheduled to do the Fayette show, but rain-caused delays forced the groups to bow out due to previous commitments. Expenses for all acts, including the Staples Singers, were picked up by the Brothers via the projected TV sale. Lawrence is currently negotiating for a network date in late February.

The new project is an extension of the Harlem Cultural Festival, put together by Lawrence's Uganda Productions in cooperation with the city of New York last summer. Coincidentally, at the same time that LaMarr suggested applying the same principles to Mississippi (the Brothers' home state), Mayor Everett of Fayette requested the Brothers, thru Lawrence, for a local show.

"This is more to me than just a TV show, more than just a concert," said LaMarr, "if you were there, seeing black and whites getting together for the first time, you'd know what I felt." Fayette proved the ideal choice, since Mayor Everett was the first black mayor of the city.

## Chappell Reps Sherman Bros. Co.'s

NEW YORK — Chappell & Co. has signed an exclusive long-term agreement with Richard and Robert Sherman to represent the brother songwriting team's Sherbro Music, Goldilocks Music and Mirabelle Music.

Included in the agreement, reports Norm Weiser, vp and general manager of Chappell, is the music for the team's upcoming NBC special, "Goldilocks," starring Bing Crosby. It'll air Tuesday, March 31, with a repeat performance scheduled for Sept.

Weiser said that the association with the Shermans would eventually encompass Broadway, films and the general area of pop music.

The Shermans have penned the music for over 100 Walt Disney musicals, including "Mary Poppins," from which came an Academy Award winning song, "Chim Chim Cheree." They also did UA's "Chitty Chitty Bang Bang." On their agenda is a

## Memphis Banquet To Salute Stax' Al Bell

MEMPHIS — A banquet saluting Al Bell, exec vp of Stax Records, will be held this Sat. (31) at the Albert Pick Motel, this city. Jesse Turner and Harold Whalum are co-chairmen of the event, which is headquartered through Al Bell Salute, Suite 208, 280 Hernando St. in Memphis.



**THE SONG IS MIGHTIER THAN THE SWORD** — and Michael J. Brody Jr. wields his pen at his RCA recording contract. The flamboyant oleo-heir cut his single, "The War Is Over," immediately after the signing. Present were his wife, Renee; Ernie Altschuler (RCA's division vp and executive producer, popular artists and repertoire—second from right); and Dick Etlinger (manager, RCA's business affairs).

During the past several days, the singer-heir has given away thousands of dollars and has captured the intrigued attention of the nation with his pronouncements for peace, his promises of cures for humanity's diseases and his general flambouyance. He has promised to give all the proceeds from the record to peace.

## Kapp Contemporary Look Stressed In Realignment; Musso Named GM

Johnny Musso has been named general manager of Kapp Records, reports Harry Garfield, MCA Music vice president, and the label's executive VP. Musso joins the MCA division following a tenure as general manager of Atlantic Records west coast operation. It's understood that Syd Goldberg, who previously ran Kapp, is leaving the MCA organization.

The move adds additional emphasis to Kapp's plans for the overall construction of virtually a new label, one with a contemporary look, evidenced by the new executive's background in the industry, and further enhanced by firm's newly designed logo.

Musso, who joins Kapp this Monday (26) will operate from new headquarters in the Hollywood area "for easier access" and to encourage an "open door" policy. He will coordinate his activities with Garfield and VP Gil Rodin, both of whom are based in the MCA Tower on the Universal lot, where Musso will be temporarily housed.

"For some time Kapp has been identified with a continuing flow of

prestige recordings, primarily in the area of country and middle-of-the-road," said Garfield. "The record industry of today is chameleon like in nature, thriving best with an abundance of product diversification."

Born in Cleveland, Musso entered the record field with another MCA division, Decca Records, following his discharge from the U.S. Army in 1957. For the next two years he served the firm's branch as a promotion and sales employee.

In late 1959, he accepted an offer from Benart and Concord Distributors in the same city, where he labored feverishly as a local promotion man for three years. During his stay there, he earned an enviable reputation representing such labels as ABC-Paramount, Liberty, and ironically, Atco and Kapp, culminating in his elevation as Sales Manager for the distributorship.

Musso's next move was the establishment of his own independent promotion firm, which blanketed the entire midwest and included many of the leading labels of the day as clients.

In January of 1966, he accepted a lucrative offer from Imperial Records, to move to the West Coast as National Promotion Director. A number of major performers broke through for Imperial due, in part, to Musso's promotional prowess. They included The Hollies, Cher, Johnny Rivers and Jackie DeShannon.

Atlantic retained him in February, 1968, to helm their west coast operation as General Manager. His responsibilities included the coordination of local and regional promotion. At last month's Gavin convention, Musso was named west coast promotion Man Of The Year, resulting from his efforts in behalf of the Atlantic labels.



and Gil Rodin with new logo.

## Epic Singles Score In Pop & Country

NEW YORK — Epic Records is offering a varied bill-of-fare in chart singles. Sly & the Family Stone are in the top 10 with "Thank You," while the Hollies are back in the chart swing of things with "He Ain't Heavy, He's My Brother," which started off slowly in this country, but has come on strong thanks to Epic's faith in the disk. Bobby Vinton continues his chart sounds with a revival of the country-pop hit, "My Elusive Dreams." In the country area, Epic is strong with newcomer Tommy Cash's "Six White Horses" and David Houston's "Baby Baby." Tommy is the brother of Johnny Cash.

One way in which Epic hopes to build for the future is its recent signings spree under the direction of A&R director Larry Cohn, who toured the nation, Canada and Europe to uncover artists, writers and indie producers.



## Capitol Ind. Net Is \$5-Mil Over 6 Mos.

LOS ANGELES — For the fiscal first half year ended December 31, 1969, Capitol Industries, Inc. earned a net income of \$5,371,000 or \$1.22 per common share, on sales of \$95,483,000.

During the comparable period last year, the firm earned a net income of \$3,788,000 or 91¢ per share, on sales of \$84,033,000.

The average number of shares outstanding during the six months ended December 31, 1969, was 4,390,000 against 4,168,000 during the comparable period last year.

Earnings for the fiscal year ended June 30, 1969, were \$6,312,000, or \$1.51 per share, on sales of \$153,104,000.

Capitol Industries, headquartered in Los Angeles, is traded on the American Stock Exchange. The firm's major subsidiaries are Capitol Records and Audio Devices.

## Viewlex Sales, Income Show 6 Month Increase

NEW YORK — Sales and earnings increased for Viewlex, Inc. for the six month period ending Nov. 30, 1969, reports Ben Peirez, president and chairman of the board.

The company, which operates the Buddah disk and publishing operation, had net sales of \$17,780,000 compared to \$13,331,000 a year earlier. Net income was \$1,465,000 compared to \$1,283,000. For the three month period from Sept. 1 to Nov. 30, net sales were \$9,568,000 compared to \$6,491,000. Net income over this period rose to \$730,000 from \$567,000.

## Holiday Inns Forms Klondike Label, Name B. B. Cunningham Pres.

NASHVILLE — The Holiday Inns of America, Inc., headquartered in Memphis, has again sounded the call of the Klondike with the forming of its new, wholly-owned subsid Klondike Records.

Kemmons Wilson, Chairman of the Board of Holiday Inns, has appointed B. B. Cunningham, Sr. president of the new label. Cunningham has also assumed full responsibility of all publishing companies owned by Holiday Inns.

Cunningham is not a stranger to the music industry, having been active in all facets of entertainment. After spending three years with the military in the Pacific as Special Service Entertainment Director, he traveled for some time with a number of the "big bands". Known as "Buddy Blake", his biggest recording was "Angels in the Sky" for the Decca label. A TV show, "Down Home With Buddy Blake", followed and then extensive record promotion and public relation activity led to the formation of his own record label, Cover Record Company, and subsidiary publishing firms.

Cunningham, a "southpaw", who threw his arm away pitching for three years in the American League has nine boys. His eldest, B. B., Jr., started in Memphis with the Daytonas and is now with the Hombres. He is a musician (nine instruments) and writer, having "Let It All Hang Out" plus many others to his credit.

Bill, the younger son, and one of the original Boxtops, has just left the group to resume his education with an earned scholarship at Memphis State and has been accepted by Julliard.

## Handleman Goes Up In Income, Sales

DETROIT — The Handleman Co., the giant rack operation, increased its net income 27.7% over the six month period ending Oct. 31, 1969. In addition, David Handleman, president, noted that sales for period increased 30.1% over the previous year. Net income reached \$2,267,545, or 54¢ a share, as compared with \$1,775,039, or 43¢ a share; sales were \$44,459,420 compared to \$34,157,784.

In a report of second quarter net and sales for a period ending Oct. 31, net income was \$1,340,376, or 32¢ a share, compared to \$1,012,724, or 24¢ a share. Sales for the period climbed to \$25,282,571 compared to \$18,718,127 a year earlier.

Handleman noted that "it would appear that in recent months the national economy generally, including retail sales, has registered a slowdown which is expected to continue into the year 1970." Notwithstanding this, Handleman said, the company "fully expects to show continued substantial growth in both sales and earnings during the balance of the current fiscal year."

## 3 Brun Directors Hold Bruno Posts

NEW YORK — Richard J. Harris, Arthur Sarnoff and Jack Silverman remain directors of Bruno-New York as well as sitting on the board of directors of Brun International Recotape Corp., the newly-established wholly-owned subsid of Sam Goody, Inc. Brun, now a distributor of RCA Records, acquired the assets of the disk and tape division of Bruno-New York. A story in last week's issue mistakenly indicated that Harris, Sarnoff and Silverman were no longer associated with Bruno-New York.

## 2 Ed-Comm Execs Named With Novo

NEW YORK — Novo Corp. has made two new appointments in its education-communications division. They are Ira Stevens, named vp of the division, and Fred Hyman, appointed vp of marketing. Hyman is also president of Americom, a Novo unit that produces the Pocketdisc. Stevens is president of Bonded Services, another Novo affiliate that engages in film storage and distribution for movies and TV. Chester M. Ross, president and chief exec officer of Novo, said the appointments were part of an "expanding effort in the educational/communications field."

## F.O.R.E. Advisory Board

SAN FRANCISCO — The Fraternity of Recording Executives (F. O. R. E.) is completing the membership of its Honorary Advisory Board, according to Warren Lanier, national chairman. Members confirmed so far include Stan Gortikov, Jerry Wexler, Don Robey, Jerry Purcell, Shelby Singleton, Hal Neely, Marty Ostrow and Mort Nasatir. In another development, the association, through Hosea Wilson, entertainment chairman, will put together and present a fund raising show sometime in March in a city yet to be decided upon.

## Cordell Is Acting Gen. Mgr. Of NATRA

NEW YORK — Lucky Cordell, assistant general manager of radio station WVON-Chicago, has been voted acting executive secretary of the National Association of Television & Radio Announcers (NATRA). He replaces Del Shields, who has resigned from the organization.



**HEAVY GOLD** — for the heavy, Latin-rock group, Santana, was presented to them at a recent Fillmore concert in the form of their first Gold album. Making the presentation backstage at the sell-out concert was Clive Davis, president of Columbia Records, which recorded their LP "Santana." The album is close to the million-unit mark and their second single "Evil Ways" is moving quickly. Group members are (l. to r.) Gregg Rolie, Jose Areas, Mike Shrieve, David Brown, Carlos Santana and Mike Carrabello.

## Roger Hall Heads N.C. Arts School

WINSTON-SALEM, N.C. — Roger Hall, currently manager of Red Seal A&R for RCA Records, has accepted the post of President of the North Carolina School of the Arts Foundation, Inc., effective March 1, according to Dr. James Semans, chairman ex-officio of the Foundation, and R. B. Crawford, who has served the Foundation as its President for the past five years. Simultaneously, Robert Ward, President of the North Carolina School of the Arts, announced that Hall has been appointed Executive Director of the school. In this capacity he will be involved in the management of the school's touring activities, its major public performances, foreign programs and public relations.

Since he joined RCA Records in 1963, Roger Hall has been the director of all RCA's classical recordings. Hall has been responsible for the recording careers of such artists and ensembles as Artur Rubinstein, the Boston Symphony, Arthur Fiedler and the Boston Pops, Van Cliburn, Jascha Heifetz, Leontyne Price, Julian Bream and Robert Shaw.

During his tenure, he brought to the Red Seal label many important artists including Eugene Ormandy and the Philadelphia Orchestra, Seiji Ozawa, Andre Previn, the Guarneri Quartet, Montserrat Caballe, Sherrill Milnes and Luciana Berio. He has further emphasized RCA's position as a total record company with numerous recordings of contemporary works and such highly acclaimed productions as the New York City Opera's "Julius Caesar," by Handel.

He began his career in the music profession in 1947 as the director of publicity and advertising for a division of Columbia Artists Management in New York.

The North Carolina School of the Arts was established by an act of the 1963 state legislature. It is now in its sixth year of operation, and it is the first state supported school for all of the performing arts in the country. The school was established for the purpose of giving professional training to exceptionally talented students in the arts. They major in dance, drama, music, design and production and creative writing.

Students are accepted by audition. An arts faculty is composed almost entirely of artists who are or have been outstanding professional performers.

Ages of students range from junior high school through college levels. An intensive academic curriculum is combined with professional training. The academic program leads to high school diplomas and bachelor of music and bachelor of fine arts degrees.

## Hillman To Roulette In New Creative Post

NEW YORK — Mort Hillman has joined Roulette Records in the newly created post of director of creative merchandising and packaging. He leaves Audio Fidelity Records as sales vp to join the label.

Morris Levy, Roulette president, said Hillman will direct all advertising and public relations for the trade and consumer press and the creation of new merchandising and packaging techniques. He'll work closely with Sonny Kirshen, director of national sales and marketing, and Juggy Gayles, promo chief. Hillman reports directly to Levy.

## Shain Leaves Tetra To Form Own Label

HOLLYWOOD — Don Shain has left his post as director of A&R for Tetragrammaton Records to form his own label, as yet unnamed. Shain is currently in negotiations for major label distribution.

As assistant to former Tetra president Artie Mogull, Shain was active in all phases of the company, from contract negotiations to production and promotion. Ganja and Peyotl Music, the publishing arm of Tetra, was also under his direction.

While with the company, he produced two albums, "Music Fom, Che," composed and conducted by Lalo Schifrin, and the soundtrack from "The Chairman," composed and conducted by Jerry Goldsmith. Shain currently has two artists under personal contract.

## 1st From AI Records

HOLLYWOOD — First release from newly-formed American International Records will be Les Baxter's arrangement of "Strange Sounds From Dunwich," from the original soundtrack to AIP's "The Dunwich Horror."

The LP, sub-titled "Music of the Devil God Cult," will be released in early February through Transcontinental Entertainment Corp. distributors.

## Pair Form Dionysian

HOLLYWOOD — Dionysian Records has been formed here by former TV producers John Kaye and Neil Andersen, along with Appolinian Music (BMI) as a publishing subsid. First act signed to the new label is the Legend, a new rock group who the pair manage.

Kaye and Andersen, who formerly produced the L. A.-based Lohman & Barkley television show for NBC, also plan to produce a feature, "Marcus Stone Begins," later this year.



THERE'S  
ONLY ONE  
"CONVERSATIONS"  
WORTH  
LISTENING  
TO!

"CONVERSATIONS"  
732619  
FLORENCE  
HENDERSON

Produced by:  
John Walsh  
Published by:  
Maribus Music, Inc.

INCREDIBLE NEW  
EXCITEMENT  
ON DECCA  
RECORDS







THE DELLS

# OH, WHAT A DAY

CADET 5663

ETTA JAMES

# TIGHTEN UP YOUR OWN THING

CADET 5664

LITTLE MILTON

# IF WALLS COULD TALK

CHECKER 1226

ROTARY CONNECTION

# WANT YOU TO KNOW

CADET CONCEPT 7018

BILLY STEWART

# BY THE TIME I GET TO PHOENIX

CHESS 2080

**CHESS**  
RECORDS



## 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.

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
86%	Bridge Over Troubled Waters	Simmon & Garfunkel	Columbia	86%
43%	Travelin' Band	Creedence Clearwater Revival	Fantasy	93%
41%	Never Had A Dream Come True	Stevie Wonder	Tamla	41%
38%	I've Gotta Make You Love Me	Steam	Fontana	46%
35%	Who'll Stop The Rain	Creedence Clearwater Revival	Fantasy	83%
33%	The Thrill Is Gone	B.B. King	Bluesway	93%
30%	Always Something There To Remind Me	R.B. Greaves	Atco	83%
20%	He Ain't Heavy, He's My Brother	Hollies	Epic	39%
28%	Ma Belle Amie	Tee Set	Colossus	56%
26%	Evil Ways	Santana	Columbia	26%
25%	Didn't I Blow (Blow Your Mind This Time)	Delfonics	Philly Groove	41%
24%	Shades Of Green	Flaming Ember	Hot Wax	50%
23%	Pyschedelic Shack	Temptations	Gordy	97%
22%	The Rapper	Jaggara	Kama Sutra	96%
21%	Heartbreaker	Grand Funk Railroad	Capitol	21%
20%	Something's Burning	Ken Rodgers & 1st Edition	Reprise	20%
19%	New World Coming	Mama Cass	Dunhill	62%
18%	Honey Come Back	Glen Campbell	Capitol	96%
17%	My Elusive Dreams	Bobby Vinton	Epic	36%
16%	Good Guys Only Win In The Movies	Mel & Tim	Bamboo	25%
15%	Oh What A Day	Dells	Cadet	22%
15%	Rainy Night In Georgia	Brook Benton	Cotillion	96%
14%	House Of Rising Sun	Frijid Pink	Parrot	21%
13%	Walkin' Thru Country	Grass Roots	Dunhill	13%
12%	Won't Find Better	New Hope	Jamie	23%
11%	A Little More Time	Chairmen Of The Board	Invictus	49%
10%	Breaking Up Is Hard To Do	Lenny Welch	Commonwealth United	80%

LESS THAN 10% BUT MORE THAN 5%		TOTAL % TO DATE	
Got To See If I Can't Get Mommy Back — Jerry Butler — Mercury	26%	Moon Walk — Joe Simon — Soundstage 7	54%
God Only Knows — Vogues — Warner Bros/7 Arts	9%	Shilo — Neil Diamond — Pang	24%
The Bells — Originals — Soul	9%	Won't Find Better — New Hope — Jamie	33%
		If I Never Knew Your Name — Vic Dana — Liberty	19%
		Keep On Doing — Isley Bros. — T Neck	8%



*Boy meets girl. They fall in love.  
They are very happy. But then  
they quarrel. They part. And they are  
sad. Still, there are other boys  
(and girls) to meet . . . and  
to love . . . and wild is love!*



*Wild Is Love  
Patti Drew*

Side One  
Introduction :21  
Wild Is Love 2:25  
Hundreds and Thousands of Guys 3:37  
It's a Beautiful Evening 2:46  
Tell Her in the Morning 4:13  
Are You Disenchanted? 3:04  
Pick-Up 2:52

*A story in songs. Patti Drew sings  
them, with feeling; with the excitement  
that she brings to music. Capitol has  
planned extensive merchandising and  
advertising for Patti, and her album . . .  
. . . for a happy ending.*





# Dinner Event To Mark NARM's Scholarship Presentations

PHILADELPHIA — The NARM Scholarship Foundation has announced the receipt of three additional contributory scholarships, which will be presented at the Foundation Dinner on Monday, March 23, during the association's Convention in Bal Harbour, Fla. They will be among the group of 10 NARM Scholarships to be awarded in 1970. The scholarships are the Marvin G. "Mac" Dermott Memorial Scholarship; the Ranwood Records Scholarship; and the Billboard Scholarship. A previously announced scholarship which will be presented this year in the Virginia Jaffe Morrison Memorial Scholarship.

The Transamerica companies, Liberty/UA Records and Musical Isle of America, have established the McDermott Memorial Scholarship, in memory of Mac McDermott, a veteran of the record business who died this fall. Al Bennett, president of Liberty/UA, a personal friend and long time business associate of McDermott's chose this way of honoring his memory. Other memorial scholarships in the Foundation are the Ike Klayman Memorial Scholarship (The Klayman Family, donors); The Harry Schwartz Memorial Scholarship (Schwartz Family, donors); The Jake Friedman Memorial Scholarship (Friedman Family, donors); Al Green Memorial Scholarship (Irving B. Green, donor); Virginia Joffe Morrison Memorial Scholarship (Morrison Family, donors); and the Gus Arieta Memorial Scholarship.

Randy Wood, president of Ranwood Records, has presented the Ranwood Records Scholarship. The Lois and Randolph Wood Foundation is the scholarship donor.

The Ranwood Records Scholarship is added to the growing number of record company scholarships already established by ABC Records, A&M Records, Capitol Records, and the Mercury Record Corporation.

In addition to those mentioned above, two family scholarships have been presented: the Grossman-Rossman Scholarship (Jack Grossman and Warren Rossman, donors), and the Blaine Family Scholarship (Jerry Blaine, donor).

The NARM Scholarship Foundation

Dinner, will mark the first time the annual scholarship presentations will be made at an evening dinner function.

Following the announcement of the scholarship award winners, Dionne Warwick, Scepter Records recording star, and Burt Bacharach, composer-conductor, and an A & M Records recording artist, will join in a special concert performance. The concert ensemble will include a 31 piece orchestra and a group of singers.

The Foundation Dinner will see the presentation of the first two scholarships to be awarded by the endowment funds established by ABC Records and Capitol Records. The ABC scholarship honors and is named for Leonard Goldenson, president of the American Broadcasting Company. The Capitol Records Scholarship will be presented to a disadvantaged black student who is affiliated either as an employee or the child of an employee of a company in the music industry, or related to the music industry.

## Wagner, Merenstein To Ampex Disk Promo

NEW YORK — Ampex Records has named two promo execs. Jerry Wagner has been named promo coordinator, to be responsible for east coast promo and national coordination for all Ampex disks. Ron Merenstein has been named west coast promo director. Both execs report to Larry Harris, president of Ampex Records. Wagner comes to Ampex from RCA Records, where he was southern promo manager out of Atlanta. Before joining Ampex, Merenstein was artist relations director for MGM Records in Hollywood and handled national promo for Dunhill Records in New York for five years.

## Smedresman To TMA As Creative Dir.

NEW YORK — Len Smedresman has been named creative director at The Music Agency, Ltd. He will supervise and coordinate creative functions for all accounts including creation and production of radio spots, record covers, trade ads, merchandising presentations and other promotional vehicles. He will also be involved with underground and college press and radio media. He will report directly to Jay Leipzig, president of The Music Agency, Ltd.

Smedresman formerly served as assistant director of public relations for ASCAP, where he was instrumental in creating a younger image for the old-line performing rights organization.

Smedresman comes to The Music Agency from Ampex Stereo Tapes, where he was assistant ad and sales promo manager.

The Music Agency, Ltd., located at 888 Eighth Ave., functions as an ad and promo agency for several major record and publishing accounts.



**NO RAIN ON THIS PARTY** — A three-fold RIAA gold award presentation was made by Florence Greenberg, president of Scepter Records, who has the two million-seller hit, "Raindrops Keep Falling on My Head," on that label. Holding their awards are the song's writers Burt Bacharach and Hal David (left and center), and singer B.J. Thomas. Also pictured are (second left) Steve Tyrell (Scepter vp) and Sam Goff (Scepter's executive vp — behind David).

## Valando Moves Up At Metromedia

NEW YORK — Arthur Valando has been appointed west coast general manager of metromedia music. In this new capacity he will retain his present duties and responsibilities as west coast general professional manager of Metromedia Music Publishing firms, which include Valando Music, Inc., and Sunbeam Music, Inc., and will assume the additional responsibility for Metromedia Records as west coast A&R administrator. In the latter capacity, Valando will be the record division's west coast representative for all master purchase evaluations as well as the auditioning of new talent for the label.

Julio Aiello will assist Mr. Valando as well as retain his present position as western regional sales and promotion manager.

## Sherman Single Turns to Gold

NEW YORK — "La La La" by Metro-media's Bobby Sherman has been certified as a million seller single by the R.I.A.A. This is his second gold single and comes only two months after the certification of "Little Woman," his debut single for Metromedia.

The LP, "Bobby Sherman," currently riding high on the charts, is fast approaching the million dollar level required for RIAA's nod for a gold album.

Sherman, the star of ABC-TV's "Here Comes The Brides," with two gold singles and his hit LP together with his concert appearances, is very much in favor with America's teen populace. Also, his new single, "Easy Come, Easy Go," ships this week and a second LP is being prepared for late February release by his record producer, Jackie Mills of Wednesday's Child Productions.

## Changing Partners

HOLLYWOOD — In a unique label swapping arrangement, London Records will borrow Andre Previn from RCA to record the Rachmaninoff piano concertos, while RCA borrows London artist Zubin Mehta, conductor of the Los Angeles Philharmonic, to conduct a "Travatore" album.

## Larry Cohen's Wife Dies

PHILADELPHIA — Linda Cohen, wife of Larry Cohen, national sales and promotion manager of Jamie/Guyden Records, died here last week of cancer at the age of 22. The couple had been married a year. Funeral services were held in Philadelphia this past weekend.

## Kenton To Mail-Sell Deleted Capitol LPs

HOLLYWOOD — In an unusual deal, Capitol Records has given Stan Kenton mail-order rights to Kenton product that has been deleted from the catalog.

Kenton, feeling that rack jobbers are not interested in stocking product which is not catering to the mass tastes (Kenton's albums were always aimed at the sophisticated, discriminating audience), but noting that he gets worldwide mail requests for his old product, has formed The Creative World Of Stan Kenton to re-issue and market his unavailable albums.

Initial albums now available include "Kenton's Christmas," "Modern World and City Of Glass," "New Concepts Of Artistry In Rhythm," "Contemporary Concepts," "West Side Story," "Kenton In Stereo" and "Lush Interlude." Information can be obtained from "The Creative World of Stan Kenton," P.O. Box 35216, L.A., Calif. 90035.

## Alperin To New Liberty/UA Post

HOLLYWOOD — Liberty/UA has named Howard Alperin as manager of sales for all deleted Liberty/UA product. In addition, Alperin will also handle other duties assigned by firm vice president Ron Bledsoe, to whom he reports.

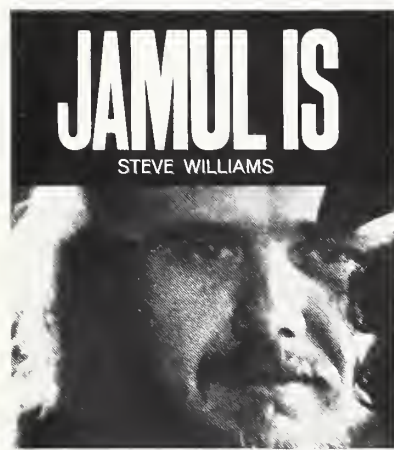
Alperin is a 16 year industry veteran, ten of which were spent handling all phases of sales and production for Jules Bihari's Custom Record Manufacturing. He was also national sales manager for the Alshire label, until he joined Liberty/UA in 1966 as national sales manager for the company's Sunset division.

## New Chess Distrib

Chess Records has added A. & I. Record Distributing Co., Inc., out of Cincinnati, Ohio as a distributor. The Chess Record group includes the Chess, Checker, Cadet, Cadet/Concept, Head and Neptune labels.

## Jackson Joins Buddah

NEW YORK — Buddah Records has added Robert Jackson to Siddhartha Press, the company's internal publicity department. His responsibilities will include planning and coordinating all publicity and promotion materials and campaigns for artists and labels distributed by Buddah. Formerly Jackson was press agent for Fillmore East, via Gifford-Wallace.



## IN MEMORIUM

# LEONARD BOOK

FROM SAM WEISS AND THE STAFF  
OF STEADMAN ONE-STOP AND WIN RECORDS



# We're pleased to report that The Exiles have found a home.

"Louisville smash now a hit in Milwaukee."

That's what Bill Gavin said, and now it's gone  
from Top 10 in Milwaukee to Top 10  
in Washington.

Kal Rudman—Friday Morning Quarterback—  
says, "King of the Secondary Markets—Sleeper!"

**"Church St. Soul Revival."** (4-44972)

Produced by Tommy James and Ritchie Cordell.  
Coming your way next.



On Columbia Records®



# Capitol, ABC Set Oldie Push

HOLLYWOOD — Capitol Records and ABC Records, taking note of the renewed interest in old rock hits, have each announced plans for a 'golden oldie' singles series.

Under the title "Super Oldies," Capitol is adding 40 singles to its Starline series on Jan. 26. A special counter merchandiser, equipped with divider cards, has been designed to hold as many as 130 of these "Super Oldies." The package, which will be supported by trade publication ads and numerous in-store displays, includes such classics as the Beach Boys' "Good Vibrations," the Seekers' "Georgy Girl," Kyu Sakamoto's "Sukiyaki," and disks by Peter and Gordon, the Band, the Lettermen, Jody Miller and Dakota Staton.

The ABC series, being issued on the ABC/Treasure Chest label, includes such gold disks as Ray Charles' "I Can't Stop Loving You" and "Crying

Time," Tommy Roe's "Sheila," "Sweet Pea" and "Dizzy," Lloyd Price's "Stagger Lee" and "Personality" and Danny and the Juniors' "At The Hop." Also in the new line, which will feature back-to-back hits, are disks by the Royal Teens, Barry Mann, the Impressions, Brian Hyland, Steve Lawrence, the Elegants and B. B. King.

## Casady Joins Amos As Promo Director

LOS ANGELES — Bill Casady has joined Amos Records as national promotion director. In his new post, he will be coordinating all record-artists promotional activities for the label with the local promotion managers and distributors as well as selected independent regional personnel. He will also function in the areas of artists relations and press and publicity activities.

Prior to joining Amos, Casady was head of national promotion for Warner Bros.-Seven Arts and Reprise Records.

In addition to his duties at Amos Records, Casady will also be responsible for the national promotion of the LHI label and its artists, which Amos administrates. Casady will also function in the area of promotion and publicity in behalf of Amos Productions-owned artists, such as Kenny Rogers, Terry Williams and The First Edition, Duane Eddy.

Casady will soon begin a nationwide promotion tour which will include meeting all of Amos' distributors and key promotional personnel. Coinciding with the tour, Casady will kick-off a national campaign for Frankie Laine's debut single for the label.

## Sky Flies Capitol

NEW YORK — Capitol Records has just penned singer/songwriter Patrick Sky to an exclusive recording contract. Sky formerly recorded for Vanguard and Verve/Forecast. He has played concerts at Town Hall and Carnegie Hall. He has just completed his second tour of England and was the only American performer invited to the Cambridge Folk Festival.

## Famous Names Silk

NEW YORK — Famous Music Corp. has appointed Stanley Silk as production manager. He will be responsible for coordinating all facets of production involving both record and tape product.

Silk joins the company after 12 years in production management at Kapp Records. Prior to that he was associated with both Decca and Warner Bros. in production as well as other service areas in record manufacturing.

## 'Pretenders' Paperback To Push Album By Rene

NEW YORK — Joe Rene has concluded negotiations with N.A.L., the large paperback company, for an April 1 release of the paperback edition of the best-seller, "The Pretenders," in conjunction with a new campaign for Rene's album, "Music to Read the Pretenders By." As president of Discobook, the composer-arranger-conductor-producer has secured the back cover of the paperback to publicize the LP on the Philips label. Initial printing of the paperback is 1 million copies. Rene has also re-serviced a single from the LP, "If You Pretend," by the Joe Rene Complex.



# CashBox Looking Ahead

### 1 GOOD GUYS ONLY WIN IN THE MOVIES

(Cahand/Patchal — BMI)  
Mel & Tim (Bamboo 109)

### 2 SHILO

(Tallyrand — BMI)  
Neil Diamond (Bang 575)

### 3 JOHNNY B. GOOD

Johnny Winter  
(Columbia 4-45058)

### 4 TICKET TO RIDE

(Maclen — BMI)  
The Carpenters (A&M 1142)

### 5 HEART BREAKER

(Storybook — BMI)  
Grand Funk Railroad (Capitol 2732)

### 6 MR. LIMOUSINE DRIVER

(Storybook — BMI)  
Grand Funk Railroad (Capitol 2691)

### 7 MY CHERIE AMOUR

Ramsey Lewis (Cadet 5662)

### 8 COME SATURDAY MORNING

(Famous — BMI)  
Sandpipers (A&M 1134)

### 9 OH WELL (Pt. 1)

(Fleetwood — BMI)  
Fleetwood Mac (Reprise 0883)

### 10 MALTESE MELODY

(Roosevelt — BMI)  
Herb Alpert & Tijuana Brass (A&M)

### 11 TAKE HER BACK

(Peanut Butter — BMI)  
Jemini (Forward 129)

### 12 I LOVE YOU

(Cents & Pence — BMI)  
Country Store (TA 189)

### 13 NEVER GOIN' BACK TO GEORGIA

(Cordon — BMI)  
Blues Magoos (ABC 11250)

### 14 CHURCH STREET SOUL REVIVAL

(Big Seven — BMI)  
The Exiles (Columbia 44972)

### 15 A THING CALLED LOVE

(Vector — BMI)  
Ed Ames (RCA 0296)

### 16 KEEP ON DOIN'

(Triple 3 — BMI)  
Isley Bros. (T-Neck 914)

### 17 IN & OUT OF LOVE

(Cinco — BMI)  
Bobby Vee (Liberty 56149)

### 18 SHE LETS HER HAIR DOWN

(Moonbeam — ASCAP)  
Don Young (Bang 574)

### 19 WABASH CANNONBALL

(Peer Int'l — BMI)  
The Nashville Brass (RCA 9785)

### 20 JE T'AIME

(Monday Morning — BMI)  
Jane Birkin & Serge Gainsburg

### 21 HE MADE A WOMAN OUT OF ME

(Green Isle — BMI)  
Betty LaVette (Silver Fox 17)

### 22 IT'S BEEN A LONG TIME

(Parabut/Assorted — BMI)  
Betty Everett (Uni 55174)

### 23 ROCK & ROLL MUSIC

(Early Frost — BMI)  
The Frost (Vanguard 3510)

### 24 COME & GET IT

(Maclen — BMI)  
Badfinger (Apple 1815)

### 25 JUST A MATTER OF TIME

(Eden — BMI)  
Sonny ames (Capitol 2700)

### 26 HOLLY GO SOFTLY

Cornerstone (Liberty 56149)

### 27 CRAZY ANNIE

(Blackwood — BMI)  
Evie Sands (A&M 1157)

### 28 I'LL BE WITH YOU

The Saints (Decca)

### 29 GOD ONLY KNOWS

(Irving — BMI)  
Vogues (Reprise 0887)

### 30 SPIRIT IN THE SKY

(Great.Honesty — BMI)  
Norman Greenbaum (Reprise 0885)

### 31 COMING HOME

(Throat Delbon/Cotillion — BMI)  
Delanie, Bonnie & Friends (Atco 6725)

### 32 I'VE GOTTA HAVE YOU

(Bending Well — ASCAP)  
Horatio (Event 3306)

### 33 STAY AWHILE

(Regent — BMI)  
Jerry Vale (Columbia 45043)

### 34 BABY, MAKE IT SOON

Flying Machine (Congress)

### 35 THERE YOU GO

(AMPSCO — ASCAP)  
Frummoy (Probe 470)

### 36 MR. BUS DRIVER

(Earl Barton Music — BMI)  
Neal Dover (Diamond 270)

### 37 OKIE FROM MUSKOGEE

(Blue Book — BMI)  
Merle Haggard (Capitol 2626)

### 38 LOVE IS FOR THE TWO OF US

(Gil — BMI)  
Rene & Rene (WW 327)

### 39 GAMES PEOPLE PLAY

(Lowery — BMI)  
Della Reese (Avco-Embassy 4515)

### 40 DOWN IN THE ALLEY

(Progressive — BMI)  
Ronnie Hawkins (Cotillion 44060)

### 41 TO THE OTHER WOMAN

(Williams, No Exit, Roka — BMI)  
Doris Duke (Canyon 28)

### 42 CATWALK

(Arden — BMI)  
Village Soul Choir (Abbott 2010)

### DON'T CRY DADDY

ELVIS PRESLEY .....RCA  
Elvis Presley Music  
B-n-B Music

### WITHOUT LOVE (THERE IS NOTHING)

TOM JONES .....PARROT  
Progressive Music  
Suffolk Music

### MEMORIES/TRACES MEDLEY

LETTERMEN .....CAPITOL  
Elvis Presley Music

### (THERE'S) ALWAYS SOMETHING THERE TO REMIND ME

R. B. GREAVES .....ATCO  
Ann-Rachel Music  
Blue Seas Music  
Jac Music

### (I'M SO) AFRAID OF LOSING YOU AGAIN

CHARLIE PRIDE .....RCA  
Hill & Range Songs  
Blue Crest Music

### CAMELIA

MARTY ROBBINS .....COLUMBIA  
Noma Music  
Weedville Music

### RUBBERNECKIN'

ELVIS PRESLEY .....RCA  
Elvis Presley Music

### (CALL ME) NUMBER ONE

THE TREMELOES .....EPIC  
Noma Music

### REFLECTIONS OF MY LIFE

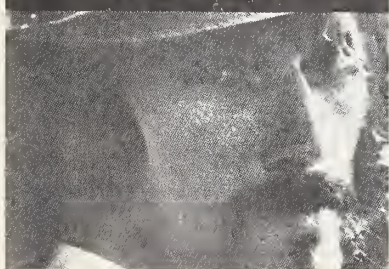
THE MARMALADE .....LONDON  
Noma Music

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Herb Alpert and the Tijuana Brass  
A & M #1159  
From “The Brass Are Coming”  
SP #4228



A PRODUCT OF THE A & M PHONOGRAPH RECORD COMPANY



# New Additions To Radio Playlists

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

**WEAM — Washington, D. C.**  
Who'll Stop/Travelin' Band—Creedence Clearwater—Fantasy  
He Ain't Heavy—Hollies—Epic  
Never Had A Dream—Stevie Wonder—Tamla  
Gimme Just A Little—Chairmen—Invictus  
Shades of Green—Flaming Ember—Hot Wax  
Always Something—R. B. Greaves—Atlantic  
Thrill Is Gone—B. B. King—Bluesway

**WMEX — Boston**  
Psychedelic Shack—Temptations—Gordy  
Bridge Over—Simon & Garfunkel—Columbia  
God Only Knows—Vogues—Reprise  
Superstar—Murray Head—Decca  
Always Something—R. B. Greaves—Atlantic  
Something's Burning—Rodgers & 1st Edition—Reprise  
If I Were Carpenter—Cash & Carter—Columbia  
How Can I Forget—Marvin Gaye—Tamla  
Heartbreaker—Grand Funk RR—Capitol  
One Tin Soldier—Original Caste—TA  
Hey There Lonely Girl—Eddie Holman—ABC  
Got Me Hummin'—Cold Blood—Atlantic

**CKLW — Detroit**  
Bridge Over—Simon & Garfunkel—Columbia  
Ma Belle Amie—Tee Set—Colossus  
Never Had A Dream—Stevie Wonder—Tamla

**WIXY — Cleveland**  
Give Me Just A Little—Chairmen—Invictus  
Bridge Over—Simon & Garfunkel—Columbia  
Gotta Make You Love Me—Steam—Fontana  
Oh What A Day—Dells—Cadet  
New World Coming—Mama Cass—Dunhill  
Can't Help Falling In Love—Al Martino—Capitol

**WFIL — Philadelphia**  
Bridge Over—Simon & Garfunkel—Columbia  
Ma Belle Amie—Tee Set—Colossus  
Oh Me, Oh My—Lulu—Atlantic  
Psychedelic Shack—Temptations—Gordy  
Who'll Stop/Travelin' Band—Creedence Clearwater—Fantasy

**WSAI — Cincinnati**  
Bridge Over—Simon & Garfunkel—Columbia  
Thrill Is Gone—B. B. King—Bluesway  
Travelin' Band/Who'll Stop—Creed Clearwater—Fantasy  
Mississippi Mama—Owen B.—Janus  
Come And Get It—Badfinger—Apple  
Oh What A Day—Dells—Cadet

**KILT — Houston**  
Bridge Over—Simon & Garfunkel—Columbia  
Breaking Up—Lenny Welch—Comm. United  
Psychedelic Shack—Temptations—Gordy  
Something's Burning—Ken Rodgers & 1st Edition—Reprise  
If You've Got A Heart—Bobby Bland—Duke  
Down In The Alley—Ronnie Hawkins—Cotillion

**WABC — New York**  
Psychedelic Shack—Temptations—Gordy  
Arizona—Mark Lindsay—Columbia  
Evil Ways—Santana—Columbia  
Walk A Mile—Joe South—Capitol

**WQAM — Miami**  
Bridge Over—Simon & Garfunkel—Columbia  
If I Never Knew—Vic Dana—Liberty  
Catwalk—Village Soul Choir—Abbott

**WLS — Chicago**  
Rainy Night In Ga.—Brook Benton—Cotillion  
Rapper—Jaggerz—Kama Sutra  
He Ain't Heavy—Hollies—Epic  
Thrill Is Gone—B. B. King—Bluesway  
Bridge Over—Simon & Garfunkel—Columbia

**WOKY — Milwaukee**  
Cause I Love You—J. Cash & June Carter—Columbia  
I Gotta Make You Love Me—Steam—Fontana  
He Ain't Heavy—Hollies—Epic  
Rapper—Jaggerz—Kama Sutra  
Jennifer Thompkins—Street People—Musicor  
Travelin' Band—Creedence Clearwater—Fantasy

**KXOK — St. Louis**  
Always Something—R. B. Greaves—Atlantic  
Bridge Over—Simon & Garfunkel—Columbia  
Got Me Hummin'—Cold Blood—Atlantic  
Just A Prisoner—Candi Staton—Fame  
Got To See Mommy—Jerry Butler—Mercury  
House Rising Sun—Frijid Pink—Parrot  
Friend In City—Andy Kim—Steed  
Hello, It's Me—Nazz—SGC  
Rapper—Jaggerz—Kama Sutra  
Shades of Green—Flaming Ember—Hot Wax  
Ma Belle Amie—Tee Set—Colossus  
Walkin' Thru Country—Grass Roots—Dunhill

**WMAK — Nashville**  
Rainy Night In Ga.—Brook Benton—Cotillion  
She's Ready—Spiral Starecase—Columbia  
Music To My Heart—Obsession—Happy Tiger  
Always Something—R. B. Greaves—Atlantic  
Never Had A Dream—Stevie Wonder—Tamla

**WKBW — Buffalo**  
Gimme Just A Little—Chairmen—Invictus  
Thrill Is Gone—B. B. King—Bluesway  
Love Story—Peggy Lee—Capitol  
New World—Mama Cass—Dunhill  
Breaking Up—Lenny Welch—Comm. United  
Moonwalk—Joe Simon—Monument  
God Only Knows—Vogues—Reprise  
LP—American Woman—Guess Who—RCA  
LP—The Jackson Five—Motown

**WTIX — New Orleans**  
California Girl—Eddie Floyd—Stax  
New World—Mama Cass—Dunhill  
Walk A Mile In My Shoes—Joe South—Capitol  
Honey Come Back—Glen Campbell—Capitol

**WDGY — Minneapolis**  
Hey There Lonely Girl—Eddie Holman—ABC  
One Tin Soldier—Orig. Caste—TA  
Traces/Memories—Lettermen—Capitol  
Honey Come Back—Glen Campbell—Capitol  
Bridge Troubled Waters—Simon & Garfunkel—Col.  
Breaking Up—Lenny Welch—Comm. United  
Hold On—Rascals—Atlantic  
Can't Help Falling In Love—Al Martino—Capitol  
He Ain't Heavy—Hollies—Epic  
Always Something There—R. B. Greaves—Atlantic  
Rainy Night In Ga.—Brook Benton—Cotillion

**WMCA — New York**  
Never Dream Come True—Stevie Wonder—Tamla  
Elusive Dreams—Bobby Vinton—Epic  
Bridge—Simon & Garfunkel—Columbia  
Honey Come Back—Glen Campbell—Capitol  
New World Coming—Mama Cass—Dunhill  
Good Guys Movies—Mel & Tim—Bamboo  
Shades of Green—Flaming Embers—Hot Wax  
Gotta Make You Love Me—Steam—Fontana  
Bells—Originals—Soul  
Walking Thru Country—Grass Roots—Dunhill  
House Rising Sun—Frijid Pink—Parrot

**WQXI — Atlanta**  
Keep On Doing—Isley Bros.—T Neck  
Good Guys Movies—Mel & Tim—Bamboo  
Mom & Dad—Lovellites—Uni  
Oh What A Day—Dells—Cadet  
Heartbreaker—Grand Funk RR—Capitol  
Evil Ways—Santana—Columbia  
Bridge Over—Simon & Garfunkel—Columbia

**WDRG — Hartford**  
Didn't I—Delphonics—Philly Groove  
Gotta Make You Love Me—Steam—Fontana  
Always Something—R. B. Greaves—Atlantic  
Oh What A Day—Dells—Cadet  
Shades of Green—Flaming Embers—Hot Wax  
Rapper—Jaggerz—Kama Sutra

**WKNR — Detroit**  
Honey Come Back—Glen Campbell—Capitol  
Monster—Steppenwolf—Dunhill  
I'll Never Fall In Love—Dionne Warwick—Scepter  
Honky Tonk Women—Ike & Tina—Blue Thumb  
If I Never Knew—Vic Dana—Liberty  
Something's Burning—First Edition—Reprise  
Rock & Roll Music—Frost—Vanguard  
Bathroom Window—Joe Cocker—A&M  
Bridge Over—Simon & Garfunkel—Columbia  
Breaking Up—Lenny Welch—Comm. United  
Didn't I—Delphonics—Philly Groove  
Never Had A Dream—Stevie Wonder—Tamla  
Who'll Stop Rain—Creed Clearwater—Fantasy  
He Ain't Heavy—Hollies—Epic  
Jennifer Thompkins—Street People—Musicor  
Rapper—Jaggerz—Kama Sutra

**WAYS — Charlotte**  
Didn't I—Delphonics—Philly Groove  
Over & Over—Bobby Vinton—Epic  
All I Have To Do Is Dream—Bobbie Gentry & Glen Campbell—Capitol

**WIBG — Philadelphia**  
Bridge Over—Simon & Garfunkel—Columbia  
Rapper—Jaggerz—Kama Sutra  
He Ain't Heavy—Hollies—Epic  
Elusive Dream—Bobby Vinton—Epic

**KQV — Pittsburgh**  
Bridge—Simon & Garfunkel—Columbia  
Mr. Bus Driver—Neil Dover—Diamond  
Ma Belle Amie—Tee Set—Colossus  
Can't Help Falling In Love—Andy Williams—Columbia  
Night Play:  
He Ain't Heavy—Hollies—Epic  
Gimme Just—Chairmen—Invictus  
Rainy Night—Brook Benton—Cotillion  
Keep On Doing—Isley Bros.—T Neck

**WHBQ — Memphis**  
Thrill Is Gone—B. B. King—Bluesway  
Rapper—Jaggerz—Kama Sutra  
Never Had A Dream—Stevie Wonder—Tamla  
Bridge Over—Simon & Garfunkel  
Down In The Alley—Ronnie Hawkins—Cotillion  
Hey There Lonely Girl—Eddie Holman—ABC  
Oh Me, Oh My—Lulu—Atlantic  
Didn't I—Delphonics—Philly Groove  
Travelin' Band/Who'll Stop—Creed Clearwater—Fantasy  
Honey & Me—Luther Ingraham—Koko  
One Tin Soldier—Orig. Caste—TA

**WCAO — Baltimore**  
Elusive Dreams—Bobby Vinton—Epic  
Always Something—R. B. Greaves—Atlantic  
Johnny B. Goode—Johnny Winter—Columbia  
Why Should I Cry—Gentrys—Sun  
Ma Belle Amie—Tee Set—Colossus  
Moonwalk—Joe Simon—Monument  
Rapper—Jaggerz—Kama Sutra  
New World Coming—Mama Cass—Dunhill  
Freight Train—Duane Eddy—Congress  
Bridge Over—Simon & Garfunkel—Columbia

**WRKO — Boston**  
Hey There Lonely Girl—Eddie Holman—ABC  
Victoria—Kinks—Reprise  
Elusive Dreams—Bobby Vinton—Epic  
Gotta Make You Love Me—Steam—Fontana  
Won't Find Better—New Hope—Jamie  
Bridge Over—Simon & Garfunkel—Columbia  
Travelin' Band—Creed Clearwater—Fantasy

**KRLA — Pasadena**  
Why Should I Cry—Gentrys—Sun  
Evil Ways—Santana—Columbia  
Victoria—Kinks—Reprise  
Gotta Make You Love Me—Steam—Fontana

**KHJ — Hollywood**  
Won't Find Better—New Hope—Jamie  
Bridge Over—Simon & Garfunkel—Columbia  
Evil Ways—Santana—Columbia  
Never Had A Dream—Stevie Wonder—Tamla  
Can't Help Falling—Al Martino—Capitol

**KFRC — San Francisco**  
Psychedelic Shack—Temptations—Gordy  
Oh Me, Oh My—Lulu—Atlantic  
Shilo—Neil Diamond—Bang

**KLIF — Dallas**  
Just 17—Revere & Raiders—Columbia  
Never Had A Dream—Stevie Wonder—Tamla  
Church St. Soul Revival—Exiles—Columbia  
Heartbreaker—Grand Funk RR—Capitol  
Bridge—Simon & Garfunkel—Columbia

## Ampex Group On Promo Film

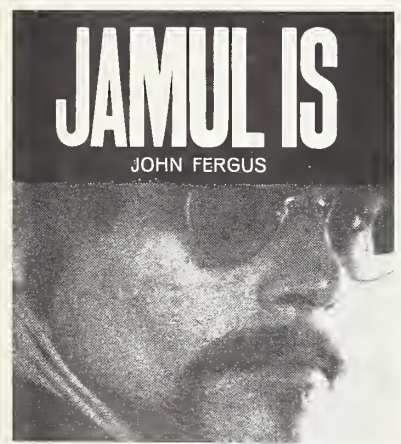
NEW YORK — A color film introducing The American Dream and the group's first single for Ampex Records has been aired over independent television stations across the country. The 3-minute promotion film, which features the single, "I Ain't Searchin'," has already been seen in 15 markets and distributed to 175 tv outlets.

The movie was produced by Gene Weed of The Film Factory in Los Angeles. The American Dream has been appearing in the Philadelphia area for the past two years.

## Moman Produces Lee

NASHVILLE — Chips Moman will produce the next single and album sessions for Brenda Lee.

The sessions will take place in Memphis the week of February 2nd and Brenda's first Moman produced release will follow after on Decca.



## MASTERS MAJOR RECORD CO. SEEKS 45's & LP's

Plus we are interested in name acts who have had "hits" five years ago.

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## NOW GETTING CHART ACTION Sandy Castles by "The Clouds" on Northland Records

Dee Jays write:  
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Bookings write:  
Spencer Stein  
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# The Raiders' new single is either their first or their thirteenth.

It's called "Just Seventeen."<sup>(4S-45082)</sup>

A song written and produced by Mark Lindsay. With a sound so totally different from anything they've ever done before that it will probably make everyone start counting all over again.

On Columbia Records 





## Four Step Up At NMC Corp.

NEW YORK — Four executive promotions have been made at NMC Corporation in a step to keep pace with its expanding activities in the entertainment industry. NMC, of Oceanside, New York, is a leading rack jobber and distributor of phono records, tapes and accessories, and owner of several record labels.

Maxwell Friedberg has been elevated from the post of vp to executive vice president. His responsibilities include the coordination and overall supervision of all NMC operations. Friedberg has been with NMC since its inception.

Ted Shapiro, who joined NMC in April 1969 as treasurer, will also hold the additional post of vice president-national racks. He will be responsible for NMC's rapidly expanding record rack jobbing business.

Before joining NMC, Shapiro served as assistant to the president of ABC Records. His entertainment industry experience also includes nine years as assistant treasurer and director of international operations of Kapp Records.

Carl Post, formerly national sales manager, has been appointed vice president-national promotions. His responsibilities include national record and tape promotions to NMC racks and non racked accounts. Post has been with NMC since its inception. He has also been associated in sales positions with Capitol Records, Crown Records, and Starday Records.

Sam Kline has been promoted to vice president-special products and international operations.

Rounding out the management team, Gertrude Schwartz retains the position of controller.

## London Preps For New British Wave

NEW YORK — London Records is gearing for another multi-artist invasion from England and has already set in motion a series of ambitious tie-in promo efforts. Artists on the London family of labels about to swoop down on American shores include Ten Years After, on Deram; The Moody Blues, on Threshold; Savoy Brown, on Parrot; Tom Jones and Engelbert Humperdinck, both on Parrot; Keef Hartley, on Deram; and John Mayall, on London, who has a large amount of previously unreleased material in the catalog.

Ten Years After commences its latest U. S. tour with a series of major college concerts, beginning February 13 at Bowdoin College in Maine. Fillmore East is also on the docket for February 27-28 in the tour which runs through April 2. The Moody Blues open

## London Sets Push For Satie Package

NEW YORK — London Records has blueprinted a special merchandising campaign on the new album, "The Velvet Gentleman—The Music of Eric Satie", which is being given worldwide release on the London-distributed Deram label.

The performance of the music of the late Eric Satie, an early 20th century composer, is by the Camarata Contemporary Chamber Group. This marks the Deram debut for West Coast arranger-conductor, Tutti Camarata, whose earlier discings have appeared on London's phase 4 stereo line as well as his own Coliseum label.

The album contains a specially written narration along with selections of Satie's works and is believed to be the first LP ever issued to be completely devoted to the music of Eric Satie.

College radio, FM stations and underground newspapers and magazines are the target of the special advertising campaign now being prepared. On the merchandising side, a 24 by 30 inch wall poster, with a reproduction of the LP cover, is being distributed to a wide selection of dealers and rack outlets, along with assorted other promo materials. In addition, a special seven-inch, 33 rpm selection of excerpts is being mailed to distributors, dealers, critics and radio people to provide an informative introduction to the world and music of Satie. The disc, reveals intimate details of the composer's early life, attitudes and idiosyncrasies. It is not designed for airplay.

## Audio Fidelity To Record Moog Concert

NEW YORK — Audio Fidelity Records, Inc., will spend a minimum of \$40,000.00 to record the world debut of the Moog Quartet, at Carnegie Hall on Friday, January 30th. The program will include jazz, rock, classical and pop selections. Audio Fidelity is planning a major advertising campaign to promote the album which will be released shortly after the concert.

The Moog, named after its inventor Robert A. Moog, is an electronic "synthesizing machine" which can produce nearly every cosmic sound imaginable, from musical instruments and voices to wind and even traffic jams.

February 27-28 at Philadelphia's Academy of Music, carrying through for a minimum of four weeks with appearances at the Boston Garden, March 5; Fillmore East, March 6-7; Keil Auditorium, St. Louis, March 8th and other dates on the West Coast, to be announced shortly.

Savoy Brown, which will be making their first major U. S. tour, opens at Fillmore East February 20-21, with other dates to be disclosed shortly. The Mayall tour begins in February, as does Keef Hartley's second U. S. junket in recent months. Hartley is a former Mayall drummer.

Tom Jones returns to the U. S. for his annual Copa date on April 2, following which he'll be accorded a special testimonial dinner by the Friars Club on Friday, April 17th. Beginning April 20, he'll open his debut four-week date at the International Hotel in Las Vegas.

Humperdinck's tour plans call for a date at The Riviera Hotel, Las Vegas, May 18 to June 14, and the Latin Casino, Camden, N. J. June 19 to July 2. This will be Humperdinck's first series of dates in America since he commenced his own TV show for ABC-TV this month.

## Increase Records Formed By Watermark

HOLLYWOOD — Increase Records has been formed as a division of Watermark, the L. A. — Hawaii entertainment and media development organization headed by Tom Rounds. Firm will produce and release non-music concept albums.

First project for the new label is a seven album pop-music historical documentary series developed by Watermark executive producer Ron Jacobs, along with Pete Johnson and Ellen Pelissero. The trio recently produced, wrote and directed the highly successful and widely acclaimed "History Of Rock and Roll" for RKO General Radio. The albums, set for simultaneous release at the end of March, will be distributed by Chess, using the Increase logo, as part of a non-Chess exclusive deal. GRT has tape rights to the series.

Increase A&R director Jere Brian has outlined an initial release, separate from the GRT deal, of six albums by April, including a sophisticated stereo radio-style production of the Jack Margolis, Richard Clorfene book, "A Child's Garden Of Grass." This is the first property acquired under an unusual long-term arrangement with Southern California publishing company, Contact Books.

Another recently formed Watermark subsidiary is Mitchell Fisher Associates, a personal management firm handling clients in all entertainment fields. Initial disk act is Seals Crofts, who've just had their first album released by Talent Associates.

## Frost Heads Northeast

NEW YORK — The itinerary has been set for Vanguard recording group Frost's tour of the northeast. The four member hard rock group hails from Detroit. Beginning in New York, they will play at Ungano's on Jan. 26 and 27 and the Electric Circus on the 30th and 31st. February dates will include the Warehouse in Providence, R. I. on the 13th and 14th and the Hawk's Nest in Toronto on the 20th and 21st. On March 1 they will share a bill with The Association, The Byrds and Sha-Na-Na at New York's Madison Square Garden. Other March dates will be in Massachusetts, at the Woodrose Ballroom in Springfield on the 13th and the Commodore Ballroom in Boston on the next night. An earlier March date will be in Chicago on the 6th and 7th at the Kinetic Playground.

They were booked through Universal Attractions by Dennis Arfa.

## Bethea With Musicor

NEW YORK — Dynamo recording artist, Bethea the Masked Man, will release all future recordings on the Musicor label. The move, according to Art Talmadge, Musicor president, will permit him a wider use of his voice and talents in all markets.

Well known for his hit recording of "One Eye Open," Bethea will now be billed under his full name, Harmon Bethea, since the group who used to be with him started calling their act Bethea and the Masked Men.

His new Musicor single will be on the market this week titled "Do You Want Meat." Harmon Bethea is also recording a new album at Groove Sound Studios in New York co-produced by himself and Jimmy Burston, which is scheduled for release within the next month.

## 'Joy' Comes To Marks

NEW YORK — The score of the Oscar Brown, Jr. musical show "Joy" has been acquired by Edward B. Marks Music. The show opened here at the New Theatre on Jan. 27 following its success in San Francisco at the On Broadway Theatre last summer, where it opened to overwhelming praise of the local press.

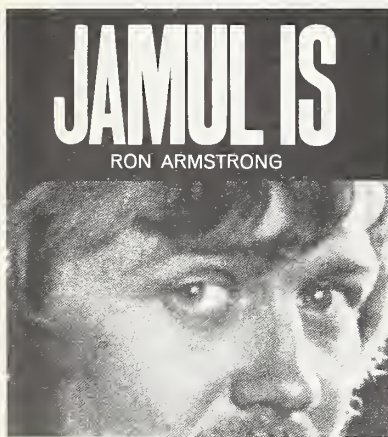
E. B. Marks Music is rushing to print a folio of the show's vocal score and RCA Records will soon release its original cast LP.

A swinging musical revue, "Joy" utilizes sixteen songs, most of them newly composed by Oscar Brown, Jr. and his associate Sivuca. The musical features Oscar Brown himself, singer-dancer Jean Pace and the accordion and guitar player Sivuca, who once accompanied Miriam Makeba.

## Leonetti To RCA

HOLLYWOOD — RCA Records has signed singer Tommy Leonetti to a world-wide pact as an artist and producer. Initial project from Leonetti will be production of the soundtrack album of "Squeeze A Flower," for which he wrote the score.

Leonetti also has plans to produce singles and albums for himself and other artists out of Sydney, Australia, where he hosts television and radio shows. He formerly was signed to Decca.



## DORSEY BURNETTE

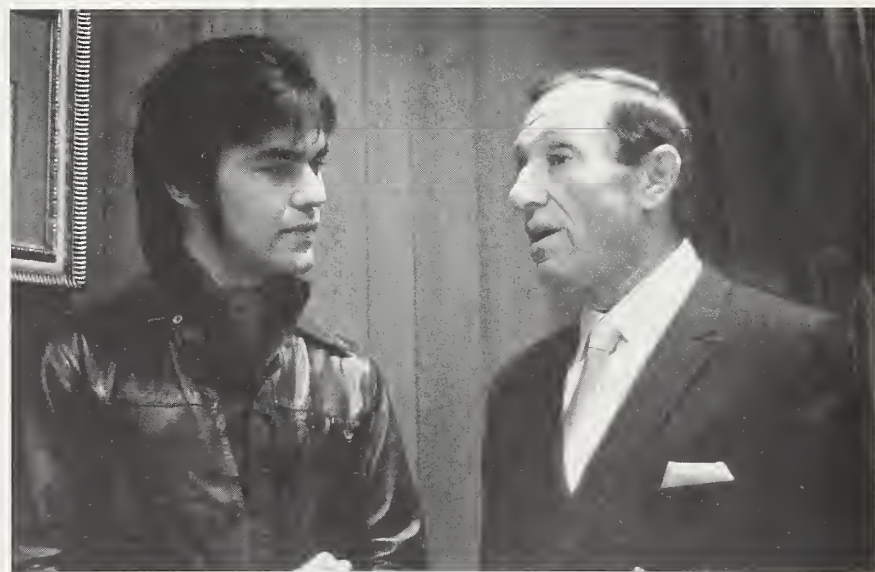
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WHEN IN NEW YORK — a performer like John Rowles could do a little radio, maybe some TV (David Frost, Mike Douglas and Tonight Shows), or visit the trades. On his recent visit, he did all these. The British pop singer is pictured with Cash Box' president and publisher George Albert, when he dropped by at the end of his national ten-day prepromo tour for his four week engagement at the Flamingo Hotel in Las Vegas on April 8. It was the Kapp recording artist's first trip to the U. S.



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# Mercury-Fountain Pact Boosts Chi Acts

CHICAGO — Mercury Records and Jerry Butler's Fountain Record Production, Inc. have signed a production agreement calling for the production by Fountain and released by Mercury (on the Mercury label) of recordings by five Fountain acts.

Among the first performers involved are Butler's brother Billy; a Billy Butler group called Infinity, and female vocalist Jackie Ross. The Fountain organization will also produce several Mercury acts, the first of which will be San Franciscan Joyce Dunn, who has already released one Mercury single.

"I certainly hope," said Butler, who continues as an exclusive Mercury artist, "that within three or four months we will be able to see real progress by Chicago artists as a group toward putting this city into a position of national prominence in the Music Industry."

To keep the Fountain-Mercury effort at peak efficiency, Butler has organized a music writers' workshop which will feed local artists into the co-ordinated production effort.

Involved with Butler will be writers James Blumenberg, Johnny Jones, Larry Wade, Frank Willis and Clarence Collier. "By putting all our apples in one barrel, so to speak," said Butler, "we hope to come up with a much better distribution and production situation than we've had in the past."

Fountain as a corporation will continue as a separate entity. The firm was formed by the Butlers three years ago and produced such artists as Fontella Bass.

The first release by Infinity will be the single "Get On The Case" which was previously released by Fountain and the first Jackie Ross record is scheduled to be the single "Showcase".

The Fountain production team will revolve around Jerry and Billy but include other personnel for each release. The Mercury-Fountain agreement also includes the purchase by Mercury of masters from Infinity and Jackie Ross.

While much of Fountain's material will be released on Mercury, Fountain will continue to operate as a label and will release some of its own product.



**GOODBYE AND HELLO** — Diana Ross and The Supremes performed together for the last time when they closed recently at the Frontier Hotel in Hollywood. Diana Ross introduced Jean Terrell (second right), her replacement, on stage following their last song, "Some Day We'll Be Together." Cindy Birdsong (left), Mary Wilson (second left) and Terrell will retain the name The Supremes while Ross carves out an independent singing career.

## Garner's Concert By Sea In Stereo

NEW YORK — Erroll Garner's famed "Concert by the Sea" LP, a mono recording since it was cut in 1956, has been released by Columbia in a stereo version. Garner's jazz piano album has become a classic among people in the jazz and pop fields and has built up very high critical acclaim over the years.

"Concert by the Sea" in its mono version has never been out of print since it was originally released by Columbia Records. With the virtual elimination of most mono recordings in recent months, Columbia engineers undertook the work of creating a stereo recording from "Concert by the Sea" as it was recorded by Garner at the Carmel, California concert. By applying modern and advanced engineering techniques, a new depth and immediacy was added without affecting the integrity of the music. Every-one who has known "Concert by the Sea" since it was first recorded will now be able to hear the album with the extra dimension of stereo. The stereo version will also appeal to a new generation of music listeners who has grown up since the LP was first released.

## Major Crewe Push On British "Fox"

NEW YORK — Crewe Records is launching a major promotional effort, incorporating an unusual album package concept, in connection with the U.S. LP debut of the British group, The Fox. The Fox release is the first of a multi-production deal just signed by the Crewe interests with Panda Productions, operated by Adrian Miller and Pat Mehegan in London. Panda will produce 24 LPs for release on Crewe over the next three years, according to Neil Galligan, a. & r. vice president for Crewe.

The Fox album includes a wrap-around poster of a multi-color drawing of a fox. The poster can be torn off the LP along a perforation. Additional color drawings appear on one side of the main jacket providing a second cover for the album after the poster has been removed.

The promotion involves a calendar incorporating a fox artwork motif, which is to be given wide distribution among dealers and stations. Other promo devices are also being prepared for in-store and window displays.

On the radio side, a special stereo commercial has been prepared for FM radio spots. Following the initial FM phase, the spots will also be aired on key AM outlets. Mailings will also be employed, along with ads spotted in numerous underground sheets as well as the programs for the Fillmore East and West.

All songs in the LP, which were written by members of The Fox, are being published in the U.S. by Saturday Music, Crewe pubbing affiliate. A debut promo tour of America is also in the discussion stage for the group. The entire campaign is being coordinated through Tom Rogan national promotion manager.

## Gersh Names Anderle

NEW YORK — Richard Gersh Associates has announced the promotion of Virginia Anderle to the newly created position of office manager. Previously, she served as assistant to Gersh, who cited "recent major expansions in our operation" as the reason for the creation of the post.

## Lutz Disk Promo Is In Full Swing

HOLLYWOOD — Herbert Lutz, a south-eastern indie promo rep who recently moved to the west coast, is in full swing at 1865 N. Fuller Ave. in Hollywood. Telephone is: (213) 876-9733.

## Doors Open Tour, Fifth LP Ready

NEW YORK — The Doors are currently on a national tour following their four record-breaking concerts at the Madison Square Garden Felt Forum in New York last week. On tap are dates at Winterland in San Francisco on Feb. 5 and 6; at the Long Beach Arena in California on the 7th; in Cleveland on Feb. 13; in the Chicago Auditorium on the 15th; and Boston, on April 17.

Elektra Records will release the group's fifth album on Feb. 1st in the midst of the Doors tour. Advance orders indicate that the LP, which features eleven new songs composed by lead singer Jim Morrison and the group, will become a million-seller almost immediately upon release. All other Doors albums are gold records.

Jim Morrison, the group's multi-talented leader, has several projects scheduled for the new year in addition to his work with the Doors. This spring, Simon and Schuster will release a book of Morrison's poetry, titled "The Lords And The New Creatures." In addition, a film created by and starring Morrison, titled "Hiway," is being made available for national exhibition by the underground cinema.

## Infinity Inks Disciple

NEW YORK — Michael Earle, a producer for Infinity, Inc., has announced the recent signing of Disciple. The five-piece rock group, led by a girl, Sandy, has been performing in a number of clubs in the New York area.

The Disciple, managed by Apostol Enterprises, makes its first New York City appearance at the Electric Circus Wednesday, Jan. 28.

## Colanzi Returns From Promo Trip

NEW YORK — Audio Fidelity Records' national promotion director, Dick Colanzi, has returned from a 9-day trip to several of the label's distributors. Emphasis on the trip was on Audio Fidelity's two new singles, "Diane," by The Golden Gate, and "Listen Here," by Jay Jackson And The Heads Of Our Time. The latter is on Mr. G Records, a new subsidiary of Audio Fidelity. Colanzi met with sales and promotion people in Philadelphia, Atlanta, Memphis, Cleveland and Jacksonville, Fla.



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**DOWNSTATE GIGGING** — for Upstate talent. So it was when Rochester's Bat McGrath and Don Potter played New York's Gaslight Cafe last week. The Epic recording artists gave a special performance for the press, dj's and members of the Epic organization. Their album is getting favorable eastern sales and their new single "Mr. Cadillac" has been rush released. McGrath and Potter write and perform their own work. Shown left to right are Bat McGrath; Mort Hoffman, vice president, Epic and Custom labels, sales and distribution; Don Potter; and Saul Glatzer of the branch.





THE NEWSPAPER



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The Sons  
Joe South  
Steve Miller Band  
John Stewart

(SNP-6)

### Angel:

Augustin Anievas  
Daniel Barenboim  
Serge Baudo  
Grace Bumbry  
Aldo Ciccolini  
Jacqueline du Pré  
Mirella Freni  
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(SNP-7)

Now together on two low priced New Spirit albums.





# Vital Statistics

DETAILED INFORMATION ABOUT TITLES ON THE CASH BOX TOP 100 THIS WEEK

## \*New To The Top 100

**#1**  
**VENUS (3:05)**  
**Shocking Blue-Colossus 108**  
1855 Bway, NYC.  
PROD: Robert van Leeuwen c/o Colossus  
PUB: Fat Zach BMI  
162 W 56 St. NYC.  
WRITER: Robert van Leeuwen FLIP: Hot Sand

**#2**  
**I WANT YOU BACK (2:44)**  
**Jackson 5-Motown 1157**  
2457 Woodward Ave, Detroit, Mich.  
PROD: The Corporation c/o Motown  
PUB: Jobete BMI (same address)  
WRITERS: The Corporation ARR: The Corporation  
FLIP: Who's Lovin' You

**#3**  
**RAINDROPS KEEP FALLIN' ON MY HEAD (3:02)**  
**B.J. Thomas-Scepter 12265**  
254 West 54 Street, NYC.  
PROD: Burt Bacharach-Hal David  
c/o Fred E Ahlert Jr. 15 E 48 St. NYC.  
PUB: Blue Seas ASCAP/Jac ASCAP/20th Century  
ASCAP  
c/o Fred E Ahlert Jr.  
WRITERS: Burt Bacharach-Hal David  
ARR: Burt Bacharach  
FLIP: Never Had It So Good

**#4**  
**THANK YOU (4:47)**  
**Sly & Family Stone-Epic 10555**  
51 West 52 St. NYC.  
PROD: Sly Stone For Stone Flower  
700 Urbano St. San Fran. Calif.  
PUB: Stone BMI (same address)  
WRITER: S. Stewart  
FLIP: Everybody Is A Star

**#5**  
**SOME DAY WE'LL BE TOGETHER**  
**Supremes-Motown 1156**  
2457 Woodward Ave., Detroit, Mich.  
PROD: Johnny Bristol c/o Motown  
PUB: Jobete BMI (same address)  
WRITERS: Beaver-Bristol-Johnson  
ARR: Wade Marcus  
FLIP: He's My Sunny Boy

**#6**  
**DON'T CRY DADDY (2:43)**  
**Elvis Presley-RCA 9768**  
1133 Ave of the Americas, NYC.  
PUB: Gladys ASCAP 1619 Bway, NYC.  
WRITER: Scott Davis FLIP: Rubberneckin'

**#7**  
**WHOLE LOTTA LOVE (5:33)**  
**Led Zepplin-Atlantic 2690**  
1841 Bway, NYC.  
PROD: Jimmy Page c/o Atlantic  
PUB: Superhype ASCAP 444 Madison Ave, NYC.  
WRITERS: Jimmy Page-Robert Plant  
John Paul Jones-John Bonhom  
FLIP: Living Loving Maid (She's Just A Woman)

**#8**  
**JINGLE JANGLE (2:45)**  
**Archies-Kirshner 5002**  
665 Madison Ave, NYC.  
PROD: Jeff Barry c/o Kirshner  
PUB: Don Kirshner BMI (same address)  
WRITERS: Jeff Barry-Andy Kim FLIP: Justine

**#9**  
**WITHOUT LOVE (There Is Nothing) (3:42)**  
**Tom Jones-Parrot 40045**  
539 W 25 St. NYC.  
PROD: Peter Sullivan for Gordon Mills  
24-25 New Bond St. London W1 England.  
PUB: Tro Suffolk BMI 10 Col. Circle, NYC.  
WRITER: Small ARR: Charles Blackwell  
FLIP: The Man Who Knows Too Much

**#10**  
**I'LL NEVER FALL IN LOVE AGAIN (2:52)**  
**Dionne Warwick-Scepter 12273**  
254 W 54 St. NYC.  
PROD: Burt Bacharach-Hal David  
c/o Fred E Ahlert Jr. 15 E 48 St. NYC.  
PUB: Blue Seas/Jac ASCAP  
c/o Fred E. Ahlert Jr.  
WRITERS: Bacharach-David  
ARR: Bacharach-Larry Wilcox  
FLIP: What The World Needs Now Is Love

**#11**  
**EARLY IN THE MORNING (2:52)**  
**Donny Osmond-Fare-Page One 21027**  
Bell Records 1776 Bway, NYC.  
PUB: Duchess BMI 445 Park Ave, NYC.  
WRITERS: Roger Easterby & Des Champ  
ARR: M Leander-Seago  
FLIP: You Made Me Love You

**#12**  
**ARIZONA (3:06)**  
**Mark Lindsay-Columbia 45037**  
51 W 52 Street, NYC.  
WRITER: Jerry Fuller c/o Columbia  
PUB: Kangaroo BMI 225 E 63 St. NYC.  
ARR: Kenny Young ARR: Artie Butler  
FLIP: Man From Houston

**#13**  
**WORLD OF LOVE (3:20)**  
**Englebert Humperdinck-Parrot 40044**  
539 W 25 St. NYC.  
PROD: Peter Sullivan for Gordon Mills  
c/o EMI Hays Middlesex London W1 England  
PUB: Donna ASCAP WRITERS: Reed-Mason  
ARR: Les Reed FLIP: Take My Heart

**#14**  
**BLOWING AWAY (2:30)**  
**5th Dimension-Soul City 780**  
6290 Sunset Blvd., L.A., Calif.  
PROD: Bones Howe  
8833 Sunset Blvd., L.A., Calif.  
PUB: Tuna Fish BMI 1650 Bway., NYC  
WRITER: Laura Nyro  
ARR: Bones Howe-Bob Alcivar-Bill Holman  
FLIP: Skinny Man

**#15**  
**NO TIME (3:44)**  
**Guess Who-RCA 0300**  
1133 Ave of the Americas, NYC.  
PROD: Nimbus 9-Jack Richardson  
PUB: Dunbar BMI 1650 Bway, NYC.  
WRITERS: Bachman-Cummings FLIP: Proper Stranger

**#16**  
**WALKING IN THE RAIN (2:49)**  
**Jay & The Americans-U.A. 50605**  
729 7th Ave, NYC.  
PROD: Sandy Yaguda-Thomas Kaye  
for Jata 1619 Bway, NYC.  
PUB: Screen Gems/Columbia BMI 711 5th Ave, NYC.  
WRITERS: P. Spector-B. Mann-C. Weil  
ARR: T. Kaye FLIP: (I'd Kill) For The Love Of A Lady

**#17**  
**HEY THERE LONELY GIRL (3:01)**  
**Eddie Holman-ABC 11240**  
8255 Beverly Blvd. L.A. Calif.  
PROD: Peter De Angelis c/o ABC  
PUB: Famous ASCAP 6290 Sunset Blvd. L.A. Calif.  
WRITERS: E. Shuman-L. Carr ARR: P. De Angelis  
FLIP: It's All In The Game

**#18**  
**WONDERFUL WORLD, BEAUTIFUL PEOPLE (3:11)**  
**Jimmy Cliff-A&M 1146**  
1416 N La Vrea, L.A. Calif.  
PROD: Larry Fallon-Leslie Cong c/o A&M  
PUB: Irving BMI c/o A&M  
WRITER: J. Cliff ARR: L. Fallon  
FLIP: Water Fall

**#19**  
**JAM UP JELLY TIGHT (2:21)**  
**Tommy Roe-ABC 11247**  
8255 Beverly Blvd. L.A. Calif.  
PROD: Steve Bari c/o ABC  
PUB: Low Twi BMI c/o Bill Lowery  
P.O. Box 9687 Atlanta, Ga.  
WRITERS: T. Roe-F. Waller  
FLIP: Moon Talk

**#20**  
**BABY TAKE ME IN YOUR ARMS (2:43)**  
**Jefferson-Janus 106**  
1700 Bway, NYC.  
PROD: John Schroeder c/o Janus  
PUB: January/Welbeck BMI 25 W 56 St. NYC.  
WRITERS: T. MacAuley-J. MacLeod  
ARR: Lew Warbinton FLIP: I Fell Flat On My Face

**#21**  
**WALK A MILE IN MY SHOES (2:42)**  
**Joe South-Capitol 2704**  
1750 N Vine, L.A. Calif.  
PROD: Joe South c/o Capitol  
PUB: Lowery BMI P.O. Box 9687 Atlanta, Ga.  
WRITER: J. South FLIP: Shelter

**#22**  
**LEAVING ON A JET PLANE (3:27)**  
**Peter Paul & Mary-WB/7 Arts 7340**  
4000 Warner Blvd. Burbank, Calif.  
PROD: Albert B Grossman-Milt Okun  
142 E 34 Street, NYC.  
PUB: Cherry Lane ASCAP 15 E 48 St. NYC.  
WRITER: John Denver  
FLIP: The House Song

**#23**  
**MONSTER (3:55)**  
**Steppenwolf-Dunhill 4221**  
PROD: Gabriel Mekler c/o Dunhill  
PUB: Trusdale BMI c/o Dunhill  
WRITERS: John Kay-Jerry Edmonton  
FLIP: Berry Rides Again

**#24**  
**HONEY COME BACK (3:00)**  
**Glen Campbell-Capitol 2718**  
1750 N Vine, L.A. Calif.  
PROD: Al De Lory c/o Capitol  
PUB: BMI (pending)  
WRITER: Jimmy Webb  
ARR: Al De Lory FLIP: Where Do You Go

**#25**  
**MIDNIGHT COWBOY (3:20)**  
**Ferrante & Teicher-U.A. 50554**  
729 7th Ave., NYC.  
PROD: George Butler c/o U.A.  
PUB: U.A. ASCAP 729 7th Ave., NYC.  
Barwin ASCAP  
WRITER: J. Barry  
ARR: Ferrante & Teicher  
FLIP: Poppi

**#26**  
**PSYCHEDELIC SHACK (3:53)**  
**Temptations-Gordy 7096**  
2457 Woodward Ave, Detroit, Mich.  
PROD: Norman Whitfield c/o Gordy  
PUB: Jobete BMI (same address)  
WRITERS: N. Whitfield-D. Strong  
FLIP: That's The Way Love Is

**#27**  
**LA LA LA (If I Had You) (2:44)**  
**Bobby Sherman-Metromedia 150**  
1700 Bway, NYC.  
PROD: Jackie Mills  
6430 Sunset Blvd. L.A. Calif.  
PUB: Green Apple BMI c/o Jackie Mills  
WRITER: D. Janssen ARR: Al Capps  
FLIP: Time

**#28**  
**HOW CAN I FORGET (2:04)**  
**Marvin Gaye-Tamla 54190**  
2457 Woodward Ave, Detroit, Mich.  
PROD: Norman Whitfield c/o Tamla  
PUB: Jobete BMI (same address)  
WRITERS: Whitfield-Strong  
FLIP: Gonna Give Her All The Love I've Got

**#29**  
**HOLD ON (3:33)**  
**The Rascals-Atlantic 2695**  
1841 Bway, NYC.  
PROD: The Rascals with Arif Mardin  
c/o Atlantic  
PUB: Slacсар ASCAP  
444 Madison Ave, NYC.  
WRITER: Felix Cavaliere FLIP: I Believe

**#30**  
**SHE BELONGS TO ME (2:55)**  
**Rick Nelson-Decca 732550**  
445 Park Ave., NYC.  
PROD: Chas. Bud Dant c/o Decca  
PUB: Warner Bros/7 Arts ASCAP  
4000 Warner Blvd. Burbank, Calif.  
WRITER: Bob Dylan  
FLIP: Promises

**#31**  
**WHEN JULIE COMES AROUND (2:44)**  
**Cuff Links-Decca 32592**  
445 Park Ave, NYC.  
PROD: Paul Vance-Lee Pockriss  
160 West 73 St. NYC.  
PUB: Emily ASCAP c/o Lee Pockriss  
Vanlee ASCAP 101 W 57 St. NYC.  
WRITERS: Paul Vance-Lee Pockriss  
ARR: L. Pockriss FLIP: Sally Ann

**#32**  
**TRAVELING BAND (2:05)**  
**Credence Clearwater Revival-Fantasy 637**  
1281 30 St., Oakland, Calif.  
PROD: John Fogerty c/o Fantasy  
PUB: Jondora-BMI c/o Fantasy  
WRITERS: John Fogerty  
ARR: John Fogerty FLIP: Who'll Stop The Rain

**#33**  
**RAINY NIGHT IN GEORGIA (3:29)**  
**Brook Benton-Cotillion 44057**  
1841 Bway, NYC.  
PROD: Arif Mardin c/o Cotillion  
PUB: Combine BMI 530 W Main St.  
Hendersonville, Tenn.  
WRITER: Tony Joe White ARR: A. Mardin  
FLIP: Where Do I Go From Here

**#34**  
**THE THRILL IS GONE (3:53)**  
**B.B. King-Bluesway 61032**  
8255 Beverly Blvd. L.A. Calif.  
PROD: Bill Szymczyk c/o Bluesway  
PUB: Feist-Grosvenor ASCAP  
P.O. Box 1563 Hollywood, Calif.  
WRITERS: Arthur H. Benson-Dale Pettite  
ARR: Bert DeCoteaux FLIP: You're Mean

**#35**  
**FANCY (4:01)**  
**Bobbie Gentry-Capitol 2675**  
1750 N Vine L.A. Calif.  
PROD: Rick Hall 603 E Avalon, Muscle Shoals, Ala.  
PUB: Larry Shayne ASCAP 6290 Sunset Blvd. L.A. Cal.  
WRITER: Bobbie Gentry FLIP: Courtyard

**#36**  
**SHE CAME IN THRU THE BATHROOM WINDOW (2:37)**  
**Joe Cocker-A&M 1147**  
1416 N La Brea, L.A. Calif.  
PROD: Denny Cordell-Leon Russell c/o A&M  
PUB: MacLen BMI 1780 Bway, NYC.  
WRITERS: Lennon-McCartney FLIP: Change In Louise

**#37**  
**LETS WORK TOGETHER (2:30)**  
**Wilbert Harrison-Sue 11**  
265 W 54 Street, NYC.  
PROD: Juggy Murray c/o Sue  
PUB: Mozella BMI c/o Sue WRITER: W. Harrison  
ARR: W. Harrison FLIP: Lets Work Together Pt. 2.

**#38**  
**JENNIFER TOMKINS (1:53)**  
**Street People-Musicor 1365**  
240 West 55 St. NYC.  
PROD: Paul Vance 101 W 55 St. NYC.  
PUB: Moonbeam ASCAP c/o Paul Vance  
WRITERS: Vance-Holmes-Florio  
ARR: Rupert Holmes FLIP: All Night Long

**#39**  
**LOVE BONES (3:17)**  
**Johnny Taylor-Stax 55**  
926 E. McLemore St. Memphis, Tenn.  
PROD: Don Davis c/o Stax  
PUB: East Memphis BMI (same address)  
WRITERS: A. Isbell-D. Davis  
FLIP: Mr. Nobody Is Somebody

**#40**  
**SHE (2:03)**  
**Tommy James & Shondells-Roulette 7066**  
17 W 60 Street, NYC.  
PROD: Tommy James-Bub King c/o Roulette  
PUB: Big 7 BMI c/o Roulette  
WRITERS: T. James-M. Vaie-J. Katz-J. Kasentz-  
R. Cordell ARR: Jimmy Wisner FLIP: Loved One

**#41**  
**CUPID (3:29)**  
**Johnny Nash-Jad 220**  
225 West 57 Street, NYC.  
PROD: Johnny Nash-Arthur Jenkins c/o Jad  
PUB: Kags BMI 6922 H'wood Blvd. H'wood, Calif.  
WRITER: Sam Cooke FLIP: Hold Me Tight

**#42**  
**MOON WALK Pt. 1 (2:44)**  
**Joe Simon-Sound Stage 2651**  
530 W Main St, Hendersonville, Tenn.  
PROD: John R for JR c/o Sound Stage  
PUB: Cape Ann BMI  
P.O. Box 6128 Nashville, Tenn.  
WRITER: Joe Simon ARR: Tim Drummond  
FLIP: Moon Walk Pt. 2

**#43**  
**EVERYBODY IS A STAR (3:00)**  
**Sly & Family Stone-Epic 10555**  
51 W 52 St. NYC.  
PROD: Sly Stone for Stone Flower  
700 Urbano St. San Fran. Calif.  
PUB: Stone BMI (same address)  
WRITER: S. Stewart FLIP: Thank You

**#44**  
**WHO'LL STOP THE RAIN (2:24)**  
**Credence Clearwater Revival-Fantasy 637**  
1281 30 St., Oakland, Calif.  
PROD: John Fogerty c/o Fantasy  
PUB: Jondora-BMI c/o Fantasy  
WRITER: John Fogerty  
ARR: John Fogerty FLIP: Travel Band

**#45**  
**IF I WERE A CARPENTER (2:57)**  
**Johnny Cash & June Carter-Columbia 45064**  
51 W 52 Street, NYC.  
PROD: Bob Johnston c/o Columbia  
PUB: Faithful BMI 745 5th Ave, NYC.  
WRITER: T. Hardin FLIP: Cause I Love You

**#46**  
**DIDNT I (BLOW YOUR MIND THIS TIME) (3:25)**  
**Delfonics-Philly Groove 161**  
c/o Bell Records 1776 Bway, NYC.  
PROD: Stan & Bell c/o Nickle Shoe  
PUB: Nickle Shoe BMI 285 S 52 St. Phila, Pa.  
WRITERS: Thom Bell-Wm. Hart ARR: Thom Bell  
FLIP: Down Is Up Up Is Down

**#47**  
**ALWAYS SOMETHING THERE TO REMIND ME (3:09)**  
**R.B. Greaves-Atco 6726**  
1841 B'way NYC  
PROD: Ahmet Ertegun & Jackson Howe c/o Atlantic  
PUB: Blue Seas/Jac/Ann-Rachel ASCAP  
527 Madison Ave., NYC  
WRITERS: Bacharach-David  
FLIP: Home To Stay

**#48**  
**MY HONEY AND ME (3:15)**  
**Luther Ingram-Ko Ko 2104**  
c/o Stax 926 E. McLemore St. Memphis, Tenn.  
PROD: Johnny Baylor c/o Stax  
PUB: Klondike BMI (same address)  
WRITERS: L. Ingram-J.L. McFarland FLIP: I Can't Stop

**#49**  
**OH WHAT A DAY (2:46)**  
**Dells-Cadet 5663**  
320 E 21st St. Chicago, Ill.  
PROD: Bobby Miller c/o Cadet  
PUB: Las G-Round BMI 82 E. 59 St. Harvey, Ill.  
WRITER: Michael McGill ARR: Chas. Stepney  
FLIP: The Change We Go Through For Love

**#50**  
**BREAKING UP IS HARD TO DO (3:01)**  
**Lenny Welch-Commonwealth United 3004**  
745 5th Ave, NYC.  
PROD: Billy Davis-Helen Miller-Rose Marie McCoy  
1619 Bway, NYC.  
PUB: Screen Gems/Columbia BMI 711 5th Ave, NYC.  
WRITERS: N. Sedaka-H. Greenfield ARR: Charlie Calelio  
FLIP: Get Mommy To Come Back Home

**#51**  
**TRACES & MEMORIES (2:45)**  
**Lettermen-Capitol 2697**  
1750 N Vine, H'wood, Calif.  
PROD: Al De Lory c/o Capitol  
PUB: Low Sal BMI Atlanta, Ga. &  
Gladys ASCAP 241 W 72 Street, NYC.  
WRITERS: Buie-Cobb-Gordy-Strange-Davis  
FLIP: For Once In My Lifetime

**#52**  
**MA BELLE AMIE (3:10)**  
**Tee Set-Colossus 107**  
1855 Bway, NYC.  
PROD: T.S.R. for Jerry Ross (same address)  
PUB: Legacy BMI (same address)  
WRITERS: H. Van Eijck-P. Tetteroo  
FLIP: Angels Coming In The Holy Night

**#53**  
**RAPPER (2:42)**  
**Jaggerz-Kama Sutra 502**  
1650 B'way, NYC  
PROD: Sixxus c/o Kama Sutra  
PUB: Sixxus Revival/Kama Sutra-BMI  
WRITERS: D. Ierace FLIP: Born Poor

**#54**  
**ONE TIN SOLDIER (3:35)**  
**Original Caste-TA 186**  
1776 Bway, NYC. (c/o Bell Records)  
PROD: Benny Lambert-Brian Potter  
Talent Assoc. 4024 Radford Ave, Studio City, Cal.  
PUB: Cents & Pence BMI c/o Talent Assoc.  
WRITERS: Lambert-Potter ARR: Artie Butler  
FLIP: Live For Tomorrow

**#55**  
**LOOK-KA-PY-PY (2:55)**  
**Meters-Josie 1015**  
1790 Bway, NYC.  
PROD: Marshall Sehorn-Allen Toussaint  
New Orleans, La.  
PUB: Marsaint BMI 130 W 57 St. NYC.  
WRITERS: Nocentelli-Porter-Nevele-Modeliste  
FLIP: This Is My Last Affair



# Vital Statistics

DETAILED INFORMATION ABOUT TITLES ON THE CASH BOX TOP 100 THIS WEEK

**\*New To The Top 100**

**#56**  
**TONIGHT I'LL SAY A PRAYER (3:15)**  
**Eydie Gorme-RCA 0250**  
1133 Ave of the Americas, NYC.  
PROD: Don Costa for Stage 2 8961 Sunset Blvd. L.A. Cal.  
PUB: Sunbury ASCAP c/o RCA  
WRITERS: T. Renis-R. Allen  
ARR: Don Costa FLIP: Wild One

**#57**  
**LET A MAN COME IN AND DO THE POPCORN PT. 1 (2:58)**  
**James Brown-King 6275**  
1540 Brewster Ave, Cinn. Ohio  
PROD: James Brown c/o King  
PUB: Dynatone BMI c/o King  
WRITER: James Brown  
FLIP: Getting A Little Hippie Pt. 2

**#58**  
**I'VE GOTTA MAKE YOU LOVE ME (3:10)**  
**Steam-Mercury 73020**  
110 W. 57 St., N.Y.C.  
PROD: Paul Leka c/o Heather 110 W. 57 St, NYC  
PUB: Little Heather/MRC-BMI c/o Mercury  
WRITERS: D. Frashuer, G. Decarlo, P. Leka  
FLIP: One Good Woman

**#59**  
**SHE LETS HER HAIR DOWN (3:00)**  
**Tokens-Buddah 151**  
1640 Bway, NYC.  
PROD: The Tokens 1697 Bway, NYC.  
PUB: Moon Beam ASCAP 101 W 55 St. NYC.  
WRITERS: Vance-Carr ARR: Norm Bergen  
FLIP: Oh To Get Away

**#60**  
**IF I NEVER KNEW YOUR NAME (2:15)**  
**Vic Dana-Liberty 56150**  
6920 Sunset Blvd. L.A. Calif.  
PROD: Ted Glasser c/o Liberty  
PUB: BMI (pending)  
WRITER: Neil Diamond  
ARR: Al Capps FLIP: Sad Day Song

**#61**  
**NEW WORLD COMING (2:59)**  
**Mama Cass-Dunhill 4225**  
8255 Beverly Blvd, Los Angeles, Calif  
PROD: Steve Barri & Joel Sill c/o Dunhill  
PUB: Screen Gems/Columbia-BMI  
711 5th Ave, NYC  
WRITERS: Barry Mann & Cynthia Weil  
ARR: Jimmie Haskell FLIP: Blow Me A Kiss

**#62**  
**GOT TO SEE I CAN'T GET MOMMY (3:15)**  
**Jerry Butler-Mercury 73015**  
35 E Wacker Dr. Chicago, Ill.  
PROD: Gamble Huff 250 S Broad St., Phila, Pa.  
PUB: Chevis BMI 320 E 21st St. Chicago, Ill.  
McCoy BMI Box 574 Winchester, Va.  
WRITERS: H. Miller-R. M. McCoy ARR: Thom Bell  
FLIP: I Forgot To Remember

**#63**  
**SHADES OF GREEN (3:37)**  
**Flaming Embers-Hot Wax 6907**  
c/o Buddah, 1650 B'way, NYC  
PROD: Stage Coach, 2601 Cadillac Tower, Detroit, Mich.  
PUB: Gold Forever-BMI c/o Stage Coach  
WRITERS: R. Dunbar, E. Wayne  
FLIP: Don't You Wanna Wanna

**#64**  
**IF WALLS COULD TALK (2:58)**  
**Little Milton-Checker 1226**  
320 E 21st St. Chicago, Ill.  
PROD: Calvin Carter c/o Checker  
PUB: Jalyne BMI 2203 Spruce St. Phila, Pa.  
WRITER: Bobby Miller ARR: Gene Barge  
FLIP: Loving You

**#65**  
**GIVE ME JUST A LITTLE MORE TIME (2:43)**  
**Chairman Of The Board-Invictus 9074**  
1750 N. Vine, Hollywood, Calif  
PROD: Mauri Lathower c/o Invictus  
PUB: Gold Forever-BMI  
2601 Cadillac Tower, Detroit, Mich.  
WRITERS: R. Dunbar, E. Wayne  
FLIP: Since The Days Of Pig Tails & Fairy Tails

**#66**  
**WHY SHOULD I CRY (1:59)**  
**Gentrys-Sun 1108**  
c/o SSSI 3106 Belmont Blvd., Nashville, Tenn  
PROD: Gentrys & K. Phillips  
PUB: Knox-BMI  
WRITER: J. Hart

**#67\***  
**BRIDGE OVER TROUBLED WATERS (4:55)**  
**Simon & Garfunkle-Columbia 45079**  
51 W. 52nd St., NYC.  
PROD: Simon, Garfunkle & Halee  
PUB: Charing Cross-BMI  
521 5th Ave., NYC.  
WRITER: P. Simon  
FLIP: Keep The Customer Satisfied

**#68\***  
**NEVER HAD A DREAM COME TRUE (2:59)**  
**Stevie Wonder-Tamla 54191**  
2457 Woodward Ave., Detroit, Mich.  
PROD: Henry Cosby (Tamla)  
PUB: Jobete-BMI (same address)  
WRITERS: Moy, Cosby & Wonder  
ARR: Henry Cosby & Paul Riser  
FLIP: Somebody Knows, Somebody Cares

**#69\***  
**EVIL WAYS (2:35)**  
**Santana-Columbia 45069**  
51 W. 52nd St., NYC.  
PROD: Brent Dangerfield & Santana  
PUB: Oleta-BMI  
P. O. Box 1051, Muncie, Ind.  
WRITER: J. Cack FLIP: Waiting

**#70**  
**LU (2:28)**  
**Peggy Lipton-Ode 124**  
51 W 52 St. NYC.  
PROD: Lou Adler 449 S Beverly Dr.  
Beverly Hills, Calif.  
PUB: Tuna Fish BMI 1650 Bway, NYC.  
WRITER: Laura Nyro ARR: Gene Page  
FLIP: Let Me Pass By

**#71\***  
**OH ME, OH MY (I'M A FOOL FOR YOU BABY) (2:45)**  
**Lulu-Atco 6722**  
1841 Bway, NYC.  
PROD: Jerry Wexler-Tom Dowd-Arif Mardin c/o Atco  
PUB: Noo Track ASCAP WRITER: Jim Doris  
FLIP: Sweep Around Your Own Back Door

**#72\***  
**HE AIN'T HEAVY, HE'S MY BROTHER (4:20)**  
**Hollies-Epic 10532**  
51 W 52 St. NYC.  
PROD: Ron Richards-Air Productions  
108 Park Street, London W1 England  
PUB: Harrison ASCAP 6290 Sunset Blvd. L.A. Calif.  
WRITERS: B. Scott-B. Russell  
FLIP: Cos You Like To Love Me

**#73**  
**A FRIEND IN THE CITY (3:10)**  
**Andy Kim-Steed 723**  
729 7th Ave, NYC  
PROD: Jeff Barry c/o Steed  
PUB: Unart/Joachim-BMI c/o Steed  
WRITERS: J. Barry & A. Kim  
ARR: Charlie Calello FLIP: You

**#74**  
**HELLO IT'S ME**  
**Nazz-Screen Gems/Columbia 001**  
c/o Atlantic 1841 B'way, NYC  
PROD: Nazz & M. Friedman c/o Screen Gems/Columbia  
PUB: Screen Gems/Columbia-BMI  
711 5th Ave, NYC  
WRITER: Tod Rundgren  
ARR: Nazz FLIP: Open My Eyes

**#75**  
**THE TOUCH OF YOU (3:04)**  
**Brenda & Tabulations-Top & Bottom 401**  
c/o Jamie 919 N Broad St. Phila, Pa.  
PROD: Gilda Woods-Brenda & Tabulations  
(same address)  
PUB: Dandelion-One-Eye Soul BMI (same address)  
WRITERS: J. Jones-E. Jackson  
ARR: Sam Reed FLIP: Stop Sneaking Around

**#76**  
**WON'T FIND BETTER (2:32)**  
**New Hope-Jamie 1381**  
919 N Broad St. Phila, Pa.  
PROD: Mike Apsey c/o Jamie  
PUB: Dandelion BMI (same address)  
WRITERS: Hausman-Stuart  
FLIP: They Call It Love

**#77**  
**YOU GOT ME HUMMIN'**  
**Cold Blood-San Francisco 60**  
c/o Atlantic, 1841 B'way, NYC  
PROD: D. Robinson for Fillmore Corp.  
PUB: Pronto/E. Memphis-BMI  
926 E. McLemore, Memphis, Tenn.  
WRITERS: D. Porter & I. Hayes  
FLIP: If You Will

**#78**  
**BOLD SOUL SISTER (2:30)**  
**Ike & Tina Turner-Blue Thumb 104**  
427 N Canyon Dr. Bev. Hills, Calif.  
PROD: Bob Krasnow c/o Blue Thumb  
PUB: Rococo BMI (same address)  
WRITER: Ikettes FLIP: I Know

**#79**  
**GUESS WHO (2:58)**  
**Ruby Winters-Diamond 269**  
31 W 54 Street, NYC.  
PROD: Marlin Greene Muscle Shoals, Ala.  
PUB: Michele BMI 6724 Abbot Av. Van Nuys, Calif.  
WRITERS: Jesse Beldin-Joan Beldin  
FLIP: Sweetheart Things

**#80**  
**HOUSE OF THE RISING SUN (3:23)**  
**Frijid Pink-Parrot 341**  
539 W. 25 St, NYC  
PROD: M. Valvano  
PUB: Al Gallico-BMI  
101 W. 55 St, NYC  
WRITER: Alan Price  
FLIP: Drivin' Blues

**#81**  
**MORNIN' MORNIN' (2:08)**  
**Bobby Goldsboro-United Artists 50614**  
729 7th Ave, NYC.  
PROD: Bob Montgomery-  
Bobby Goldsboro c/o U.A.  
PUB: Combine BMI 530 W Main St.  
Hendersonville, Tenn.  
WRITER: D. Linde ARR: Don Tweedy  
FLIP: Requiem

**#82**  
**DIG THE WAY I FEEL (2:15)**  
**Mary Wells-Jubilee 5684**  
1790 B'way, NYC  
PROD: C&M Wormack  
PUB: Welwom-BMI  
WRITERS: C&M Wormack  
ARR: Horace Ott  
FLIP: Love Shooting Bandit

**#83**  
**I'M JUST A PRISONER (3:10)**  
**Candi Staton-Fame 1460**  
c/o Capitol 1750 N. Vine Hollywood, Calif.  
PROD: Mauri Lathower c/o Capitol  
PUB: Fame-BMI 603 E. Avolon, Muscle Shoals, Ala.  
WRITERS: G. Jackson & E. Harris  
FLIP: Heart On A String

**#84\***  
**MY ELUSIVE DREAMS (3:12)**  
**Bobby Vinton-Epic 10576**  
51 W. 52nd St., NYC.  
PROD: Billy Sherrill (Epic)  
PUB: Tree-BMI  
905 16th Ave. So., Nashville, Tenn.  
WRITERS: C. Putnam & B. Sherrill  
ARR: Bill Walker FLIP: Over And Over

**#85**  
**SUPERSTAR (4:10)**  
**Murry Head-Decca 732603**  
445 Park Ave, NYC  
PROD: T. Rice & A. L. Webber  
PUB: Leeds-ASCAP  
445 Park Ave. NYC  
WRITER: T. Rice & Al Webber  
ARR: A. L. Webber  
FLIP: John Nineteen Forty One

**#86\***  
**IF YOU'VE GOT A HEART (2:40)**  
**Bobby Bland-Duke 458**  
2809 Erastus St., Houston, Texas  
PROD: Joe Scott  
PUB: Don-BMI (same address)  
WRITER: D. Malone  
ARR: Joe Scott  
FLIP: Sad Feeling

**#87**  
**SHE'S READY (2:39)**  
**Spiral Starecase-Columbia 45048**  
51 West 52 Street, NYC.  
PROD: Sonny Knight c/o Columbia  
PUB: Algee BMI 101 W 55 St. NYC.  
WRITERS: B. Sherrill-G. Sutton  
ARR: Al Capps FLIP: Judas To The Love We Knew

**#88**  
**SAVE THE COUNTRY (2:45)**  
**Thelma Houston-Dunhill 4222**  
8255 Bev. Blvd. L.A. Calif.  
PROD: Steve Barri-Joel Sill c/o Dunhill  
PUB: Tuna Fish BMI 1650 Bway, NYC.  
WRITER: Laura Nyro ARR: Jimmie Haskell  
FLIP: I Just Can't Stay Away

**#89\***  
**THEN SHE'S A LOVER (3:37)**  
**Roy Clark-Dot 17335**  
1507 N. Vine, Hollywood, Calif.  
PROD: Joe Allison for Nerco Prod.  
6922 Hollywood Blvd, H'wd, Cal.  
PUB: Russell-Cason-ASCAP  
720 17th Ave. So., Nashville, Tenn.  
WRITER: Bobby Russell  
ARR: Joe Allison, Harold Bradley & Hank Levine  
FLIP: Say Amen

**#90**  
**SHE LETS HER HAIR DOWN (2:41)**  
**Gene Pitney-Musicor 1384**  
240 W. 55 St., NYC  
PROD: P. Vance & L. Pockress  
101 W. 55 St., NYC  
PUB: Moonbeam-ASCAP 101 W. 55 St, NYC  
WRITERS: P. Vance & L. Carr  
ARR: Rupert Holmes FLIP: I Remember

**#91**  
**HOW CAN I TELL MY MOM & DAD (3:15)**  
**Lovelights-UNI 55181**  
8255 Sunset Blvd., Los Angeles, Calif.  
PROD: J. Cameron & C. Johnson c/o UNI  
PUB: Moo-Lah-BMI  
c/o Ed Sullivan, 7135 Blackson, Chicago, Ill.  
WRITERS: T. Hamilton & C. Johnson  
ARR: J. Cameron FLIP: Hey Stars Of Tomorrow

**#92**  
**BACK TO DREAMIN' AGAIN (2:45)**  
**Pat Shannon-UNI 55191**  
8255 Sunset Blvd., Los Angeles, Calif  
PROD: Dick Glasser  
6430 Sunset Blvd. Hollywood, Calif.  
PUB: M.Z.G. Music-ASCAP c/o TEC 6331 Hollywood  
Blvd., Hollywood, Calif.  
WRITER: K. Nolan  
ARR: Al Capps FLIP: Moody

**#93**  
**BARBARA I LOVE YOU (2:40)**  
**New Colony Six-Mercury 73004**  
35 E Wacker Dr. Chicago, Ill.  
PROD: Sentor Rec. Prod-Peter H. Wright  
Howard Bendo c/o Mercury  
PUB: New Colony BMI 166 E Superior St. Chi, Ill.  
WRITERS: W. Herman-C. Jobs-L. Kummel  
ARR: Chuck Jobs FLIP: Prairie Grey

**#94\***  
**COUNTRY PREACHER (3:11)**  
**Cannonball Adderly-Capitol 698**  
1750 N. Vine, Hollywood, Calif.  
PROD: Ju-Nat Prod. (c/o Capitol)  
PUB: Zavinul-BMI, 119 W. 57th St., NYC.  
WRITER: Joe Zavinul  
FLIP: Hummin'

**#95**  
**ANSWER ME MY LOVE (2:44)**  
**Happening-Jubilee 5686**  
1790 Bway, NYC.  
PROD: Jerry Ross 1855 Bway, NYC.  
PUB: Bourne ASCAP 136 W 52 St. NYC.  
WRITERS: Winkler-Rauch-Sigman  
ARR: Jimmy Wisner FLIP: I Need A Woman

**#96\***  
**YOU ARE MY SUNSHINE (2:27)**  
**Dyke & Blazers-Original Sound 90**  
7120 Sunset Blvd. H'wood, Calif.  
PROD: Laboe-Barrett c/o Orig. Sound  
PUB: Peer BMI 1619 Bway, NYC.  
WRITERS: J. Davis-C. Mitchell  
ARR: R. Lester Christian FLIP: City Dump

**#97**  
**TAKE IT OFF HIM & PUT IT ON ME (2:50)**  
**Clarence Carter-Atlantic 2702**  
1841 B'way, NYC  
PROD: Rick Hall  
603 E. Avolon, Muscle Shoals, Ala.  
PUB: Fame-BMI c/o Rick Hall  
WRITERS: G. Jackson, C.M. Buckins, H. Jones,  
L. Pierce & R. Owen FLIP: Few Troubles I've Had

**#98\***  
**DO THE FUNKY CHICKEN (3:15)**  
**Rufus Thomas-Stax 0059**  
926 E. McLemore, Memphis, Tenn.  
PROD: Al Bell & Tom Nixon (Stax)  
PUB: East/Memphis-BMI (same address)  
WRITER: Rufus Thomas  
FLIP: Turn Your Damper Down

**#99\***  
**VICTORIA (3:37)**  
**Kinks-Reprise 0863**  
4000 Warner Blvd., Burbank, Calif.  
PROD: Ray Davies  
PUB: Hill & Range-BMI, 1619 Broadway, NYC.  
WRITER: Ray Davies  
ARR: Kinks  
FLIP: Brainwashed

**#100\***  
**THE BELLS (2:55)**  
**Originals-Soul 35069**  
2457 Woodward Ave., Detroit, Mich.  
PROD: Marvin Gaye (Soul)  
PUB: Jobete-BMI (same address)  
WRITERS: Gaye, Gaye, Stover & Bristol  
ARR: David Van DePitte  
FLIP: I'll Wait For You

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## Tuning In On . . .

### KGMB-Honolulu All Over The Islands

"It sounds like a Utopia, which it really is," says Earl McDaniel, station mgr of KGMB-Honolulu, describing what it's like to broadcast from our fiftieth state. In the case of KGMB, the Utopia is made that much more pleasant by the knowledge that the 5,000 watt station is number one in every survey taken of the Hawaiian market. This is a considerable achievement when one considers there are almost two dozen other stations in the state—all of them vying for the attention of the 800,000 residents and more than a million tourists who visit the islands yearly.

"We are not middle of the road, we are all over the road," explains McDaniel, and this policy of "total entertainment" is undoubtedly one of the prime factors in the success story of KGMB. "We have a personality format station," says McDaniel, "which can plan anything from a Sinatra hit to a Beatle hit. But basically, we program a song based on its merit. It may be by an artist who has never had a hit before or it may be a record which is not on any of the charts but we'll play it if we think it is right for our sound. We're interested in music which is appealing to the listener. We're selling entertainment as well as the other things."

"The other things" include news broadcasts which are composed by

a staff consisting of 23 newsmen who have six mobile units at their constant disposal. There is an entirely separate staff with the sole responsibility of developing features and editorials. The latter are concerned almost exclusively with subjects of interest to the local community and seldom touch on national issues, except as they might affect the Hawaiian area. News reaches the air if and when it happens and there is no time limit on newscasts. There is always an opportunity for listeners to call in with news stories they feel are important. If the story warrants attention, KGMB will interrupt their regular broadcasting to allow the caller to go on the air directly. Recently, a listener called to report that there were no Christmas trees at a party for underprivileged children. Within minutes after his message was aired, the trees had been donated and were on their way to the party.

At a time when many radio stations are undergoing more or less regular changeovers, KGMB has a roster of disc jockeys who have been with the station for many years. "The length of time they've been with us," says McDaniel, "has a lot to do with their involvement in the community, which is total. They really communicate to their audience." The deejays are given a play list which is "extremely broad" and they are encouraged to play from it anything they want, provided it contributes to the station's overall policy: continuity of sound.

The Hawaiian area has the same basic breakdown as any major market, according to McDaniel. But there are a few exceptions—several stations which feature Philippino programs and two which broadcast to the islands' considerable Japanese audience. Still, there is one all-talk station and three devoted primarily to rock music.

"I wish the rest of the country could all come and live in Hawaii," said McDaniel, "because we really don't have any problems here." And he smiled when he said that.



The CBS-TV Merv Griffin Show is the setting as Stevie Wonder, blind Motown recording artist, receives the Fight For Sight Show Business Inspiration Award for 1969, presented by newspaper columnist Earl Wilson (center) while Merv Griffin looks on.

### Big Retailers Seen Coming To Radio

NEW YORK — Use of radio by large retailers increased 27% in 1969, Miles David, Radio Advertising Bureau president, told members of the National Retail Merchants Association meeting here at their annual convention.

David characterized the 27% increase as "good progress" but he predicted, "The gains in the 1970's will be greater." A Radio Advertising Bureau survey among stations in the 39 largest U.S. markets, just completed and announced here for the first time, provided the radio growth rate figure.

David said that business conditions in 1970 particularly favored increased use of Radio by major retailers. "In the face of sharply inflated costs, managements are being forced to appraise and reappraise traditional solutions. Realization that radio delivers more consumers per dollar spent in advertising by a very big margin over other media will accelerate growth in use of Radio. Radio is a counter weapon to inflation."

### STATION BREAKS:

Congrats to Lou Boudreau of WGN-Chicago on his election to baseball's Hall of Fame . . . New program director at WRAP-Norfolk, Va. is Jack Holmes . . . Dick Kurlander named producer-director at WKYC-TV, Cleveland . . . WGBS-Miami will be official radio voice of Baltimore Orioles in South Florida starting this season . . . Joyce Monroe has been added to executive staff at KYA-San Francisco in the new post of creative services director . . . Herb Briggan newly appointed assistant general mgr at KVI-Seattle, Wash . . . WKOX-Framingham, Mass, wound up its Salvation Army Christmas fund drive with total of \$8300 raised for the needy . . . CKXL-Calgary, Alberta, helped raise more than 2,000 toys for underprivileged kids in their Santas Anonymous campaign.

KPIX-TV, San Francisco, to begin year long study, "Ecology: The Crisis Of Survival," with weekly news broadcasts on that subject . . . New appointments at WKNR-Dearborn, Mich., include Frank Maruca as acting general mgr. and Pat Norman, general sales mgr . . . Veteran Denver announcer Gene Price is latest addition to staff of KHOW-Denver . . . Tex Winter, coach of nationally rated U. of Washington basketball team, now appears with KVI-Seattle's Bob Robertson after each Husky broadcast . . . WLWT-TV, Cincinnati has premiered its "New Look" featuring a large screen for slides and films on its "Your Eyewitness On News" program.

New deejay at radio station 4BK, Brisbane, Queensland, Australia is Keith Ashton, formerly of the government owned NZBC stations . . . Bill Stewart has been appointed program director of KNEW-Oakland/San Francisco . . . Hats off to Barbara Riegle, women's editor at KNX-Los Angeles on her admission into previously all-male Sigma Delta Chi, professional journalism society . . . WLW-Cincinnati sponsored a "Name The Stadium" contest to choose a name for that city's soon-to-be-completed stadium . . . Taft Broadcasting has cancelled "The Dennis Wholey Show" . . . Congratulations to Bwana Johnny, KYA-San Francisco deejay, grand prize winner in national commercial contest . . . "Odyssey," college lecture series produced by KNXT-TV, Los Angeles, in association with USC, to be simulcast on KNX-FM commencing Feb. 2.

### Student Panel For WLS

CHICAGO — WLS-FM will set up an advisory panel composed of two students from each of the Chicago-area colleges. The aim will be, according to station general mgr. Craig Bowers, "to provide a dialogue between the station and its audience. Since much of our audience is composed of college students, we have asked them to share their ideas with us."

The panel will advise the station on much of its programming, with particular regard to music, public service and news. One of the first tasks of the panel will be creation of an anti-pollution task-force at the campuses to help the station in its attempts to alert the public to the menace of environmental pollution.

### Elliott Score On CBS

NEW YORK — One time jazz star Don Elliott has created an original musical score for "Summer Is Forever," a CBS Playhouse tv special for young audiences scheduled for telecasting January 24 at 4 p.m. A former vibes player with George Shearing's quartet, Elliott achieved his biggest commercial recording triumph with his "The Nutty Squirrels," a novelty-jazz single and album. In recent years, he has devoted himself almost exclusively to composing music for radio and tv commercials.

### WRC To Air Editorials

WASHINGTON, D.C. — An editorial unit has been formed by WRC-TV in Washington, D.C. and Bryson Rash, former news correspondent at the station, has been named manager, editorial services.

WRC will begin airing editorials regularly, within the next few weeks. They will deal with problems affecting the greater Washington area, including the District of Columbia, Maryland and Virginia. The station plans to make time available for responsible representatives of opposing or divergent viewpoints, according to Tom Paro, general manager of the NBC station.



People Records' artist Kim Weston (center), with Buddy Lowe (left) of Tijuana, Mexico Station XERB and Compton (Calif.) High School principal Aaron Wade (right), pose backstage with some of the Compton High students following ceremonies honoring Miss Weston. Her record, "Lift Every Voice and Sing" is played over the schools' P.A. system every morning before classes begin.

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Bell 860

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## Picks of the Week

**SIMON & GARFUNKEL** (Columbia 45079)

**Bridge Over Troubled Water** (4:48) (Charing Cross, BMI — Simon)

Set in parable, this love ballad carries a two-level interpretation as shown by the visual accompaniment used in the recent Simon & Garfunkel television special. Garfunkel's magnificent vocal performance and the material should make this one of the team's biggest singles yet. Flip: "Keep the Customer Satisfied" (2:33) (Same credits)

**THE GRASS ROOTS** (Dunhill 4227)

**Walking through the Country** (2:59) (Malicious Melodies, ASCAP — Provisor)

Powerhouse production gives the Grass Roots a new dimension in their sound for the team's latest outing. Side is a billowing ballad replete with a full orchestral backdrop for a soaring lift behind "Groovin'" lyrics. Top forty dynamite. Flip: "Truck Drivin' Man" (2:59) (Trousdale, BMI — Coonce)

**BOBBY SHERMAN** (Metromedia 177)

**Easy Come, Easy Go** (2:43) (Screen Gems/Columbia, BMI — Keller, Hilderbrand)

Gently dropping the "la-la-la" style, Bobby Sherman is aided by some overpowering instrumental touches in putting together a smash sound on his latest. Bright material and a vocal that becomes more captivating each spin should put Sherman into the teen & adult winner's circle. Flip: "Sounds Along the Way" (2:23) (Green Apple, BMI — Janssen, Rogalski)

**BOBBY VINTON** (Epic 10576)

**My Elusive Dreams** (2:00) (Tree, BMI — Putman, Sherrill)

Into a totally different style, Bobby Vinton borrows country material and a taste of C&W instrumentation to come up with a vibrant new visage. First side from the artist in nearly a year, this excellent ballad should boom into rock and MOR charts reflecting this as one of the artist's biggest. Flip: "Over & Over" (3:12) (Feather, BMI — Vinton)

**ARETHA FRANKLIN** (Atlantic 2706)

**Call Me** (3:16) (Pundit, BMI — Franklin)

Following a long absence, Aretha returns with a black-Bacharach sound filled by a towering vocal that should have the side resounding with sales. Slow, slightly sentimental ballad is a stunning vehicle for reentry to the pop/R&B charts. Flip: "Son of a Preacher Man" (3:04) (Tree, BMI — Hurley, Wilkins)

**KENNY ROGERS & THE FIRST EDITION** (Reprise 0888)

**Something's Burning** (4:00) (B-n-B, ASCAP — Davis)

Another taste of Nashville nutriment for the charts is turned into a powerful ballad from the "Ruby" and "Ruben" crew. Grand vocal work and an instrumental that builds behind the scene give this new track a bright prospect for teen and adult programming. Flip: "Momma's Waiting" (3:25) (First Edition, BMI — Williams, Rogers)

**THE CLIQUE** (White Whale 338)

**Sparkle & Shine** (2:35) (Big Seven, BMI — James, Cordell, King)

The hand of Tommy James (in composition and production) is felt on this new winner from the Clique. Coming on in the "Crimson & Clover" vein, this new outing should prove a solid top forty item. Flip: No info included.

**JANIS JOPLIN** (Columbia 45080)

**Try (Just a Little Bit Harder)** (3:54) (Ragmar, BMI — Ragovoy, Taylor)

Hardly sounding like her wild self, Janis Joplin comes across with a less frantic instrumental that highlights her vocal explosiveness more by its presence than its anger. Working with some outstanding material from the recent past, J. J. adds another winner to her steady stream. Flip: "One Good Man" (4:14) (Strong Arm, ASCAP — Joplin)

**RAIDERS** (Columbia 45082)

**Just Seventeen** (3:49) (Boom, BMI — Lindsay)

Forsaken by both Paul Revere & Mark Lindsay, the Raiders move into action with a somewhat different sonic approach leaving them a step closer to their "Pink Puz" alter ego. Blending AM and FM teen taste-tempters, the group has a winner as its first "solo" outing. Flip: No info included.

**THE BAND** (Capitol 2705)

**Rag Mama Rag** (2:59) (Canaan, ASCAP — Robertson)

Still riding the crest of "Up on Cripple Creek," the Band come bag with a country-funk side from their latest LP. Side has the rhythmic enthusiasm and sound appeal of their last hit and the team's new momentum to support sales even more. Flip: "The Unfaithful Servant" (4:15) (Same credits)

**OHIO EXPRESS** (Buddah 160)

**Love Equals Love** (2:38) (Peer Int'l, BMI — Carter, Alquist)

Each time the Ohio Express has moved in a new direction, the group has broadened its audience, and this new alteration in sound promises to bring the team extraordinary results. Moving into the area formerly tapped by Tommy James and Paul Revere, the O. E. captures a merriment and entertainment stick of dynamite. Flip: "Peanuts" (2:08) (Kaleidoscope, ASCAP — Bengert)

**AL MARTINO** (Capitol 2746)

**Can't Help Falling in Love With You** (2:15) (Gladys, ASCAP — Weiss, Peretti, Creatore)

In the running with Andy Williams' version of the same song, Al Martino enters the race also with a speeded-up rendition of the old Presley softie. Sparkler, with less of the top forty action styling, to snare MOR exposure. Flip: No info included.

**ANDY WILLIAMS** (Columbia 45094)

**Can't Help Falling in Love** (2:40) (Gladys, ASCAP — Weiss, Peretti, Creatore)

An Elvis Presley hit of some time ago, this ballad is stepped up in a brisk reading by Andy Williams. Tailored to fit neatly into both teen and adult programming formats, the side should gain momentum for a run on the best seller charts. Flip: "Sweet Memories" (3:00) (Acuff Rose, BMI — Newbury)

## Picks of the Week

**EDDIE FLOYD** (Stax 0060)

**California Girl** (3:39) (East/Memphis, BMI — Jones, Floyd)

Taking a slight departure from his recent stylings, Eddie Floyd stirs a whole new emotional recipe in this excellent ballad side. Track, written by Floyd and Booker T (who also produced the side), comes on with impact formerly reserved for Jerry Butler dates. Blockbuster for top forty and blues stations. Flip: No info included.

**GRAND FUNK RAILROAD** (Capitol 2732)

**Heartbreaker** (4:05) (Storybook, BMI — Farner)

Two earlier singles brought the Grand Funk Railroad to the attention of audiences along with their LP; now the act comes up with the right combination of power and top forty subtlety to bring home a heavy seller to build their teen reputation on. Slow, mighty ballad with a pulverizing impact. Flip: Full 6:30 version.

**THE JAMES GANG** (BluesWay 61033)

**Stop** (3:35) (Rumbalero/Ragmar, BMI — Ragavoy, Schuman)

Having stirred action with their album and recent single, the James Gang comes up with a side that has the sound excitement to push the team onto the sales lists with teen audiences in AM and FM circuits. Pulsing rhythm material is heightened by a power-packed performance. Flip: "Take a Look Around" (3:55) (Stone Rap, BMI — Walsh)

**BRIAN HYLAND** (Uni 55193)

**Could You Dig It** (2:26) (Trousdale, BMI — Hyland, Shannon)

Stepping out of his fixation on oldie material, Brian Hyland uses his talent on a tune that combines some of the old-grooving feel with highly contemporary work to make this new outing a powerhouse for teen audiences. Flip: "You & Me" (2:29) (Same credits)

**BOBBY WOMACK** (Minit 32093)

**Arkansas State Prison** (2:56) (Arcane, ASCAP — Morrison)

A brilliant merger of fine guitar with the rattling steel of a hammer makes up the immediately magnetic backup sound on this new side from Bobby Womack. Powerhouse material for blues and rock stations, the disk is bound to become a chart rider. Flip: "More Than I Can Stand" (2:53) (Tracebob/Unart, BMI — Womack, Carter)

**THE IRISH ROVERS** (Decca 732616)

**Rhymes & Reasons** (3:05) (Cherry Lane, ASCAP — Denver)

Striking change-of-pace from the generally congenial Irish Rovers places them on the right track for across the board action. Excellent ballad from the John Denver ("Leaving on a Jet Plane") portfolio makes a tremendous difference in the team's audience impact this time out. Flip: "Penny Whistle Peddler" (2:25) (Antrim, BMI — W & G Millar)

**BOB & EARL** (Uni 55196)

**(Pickin' Up) Love's Vibrations** (3:26) (Shan, BMI — Tynes, Hutchinson)

The electric-charged drum thrill that gave Marvin Gaye's "Grapevine" its luster provides a potent drive behind this impressive outing from a new duo. Team could find a warm reception on the blues and top forty scenes with their outstanding showcase on this side. Flip: "Uh Uh No No" (2:25) (Shan/Suite "A", BMI — Tynes, Nelson)

**BROTHERS OF SOUL** (Boo 112)

**Love Is Fever** (2:31) (Ric-Wil/Delta R & E, ASCAP — Williams)

With one hit to their credit on the top forty scene and several R&B noise-makers that have kept the team cooking, the Brothers of Soul turn up with a side that should bring them back into the total sales picture. Medium-speed dance side with outstanding vocals and material to spark breakway showings. Flip: No info.

## Newcomer Picks

**ROXY** (Elektra 45683)

**Love, Love, Love** (1:59) (Paradox/Hippiedayle, BMI — Segarini)

Instrumentals with the softly flowing flair of Crosby, Stills and Nash's hits gives momentum to this exciting bit of easy-teen rock material. Track is a good one which is bound to connect on the AM and FM circuits giving Roxy a running start at the charts. Flip: "Yesterday's Song" (3:29) (Same credits)

**DORIS DUKE** (Canyon 28)

**To the Other Woman** (2:55) (Jerry Williams/No Exit/Wally Roker, BMI — Williams, Jr; Bonds)

Interesting point-of-view gives this ballad a fresh approach to capture listener attention. The standout performance and simple, stunning arrangement do all the rest needed to spring this track into the R&B picture with momentum that should spread sales through the teen market. Flip: "I Don't Care Any-more" (3:05) (Same pubs, BMI — Williams, Jr; Bonds, Gembl)

**JON HAMILTON** (People 1003)

**Today I Killed a Man I Didn't Know** (2:58) (Maribus, BMI — Cook, Greenaway)

A contemporary message set in a Civil War ballad selection brings Jon Hamilton before the public with an exceptional side. Simply phrased and presented, the song has already attracted considerable attention and could quickly turn into a strong sales item. Flip: "I Need Your Hand in Mine" (3:06) (People, BMI — Scott)

## Choice Programming

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

**THE AMERICAN DREAM** (Ampex 11001)

**I Ain't Searchin'** (3:05) (Fiction, BMI — Jameson) Pretty teen side that develops into a Crosby, Stills & Nash flight of soft-rock fancy. Strong debut side shows this team as one that could grow into a hit crew. Flip: "Good News" (3:17) (Fiction, BMI — Van-Winkle, Bowers)

**J.A. FREEDMAN** (London 1024)

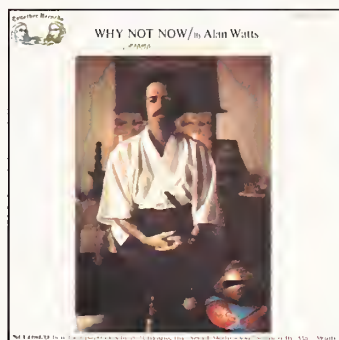
**When You Walked Out Of My Life** (3:53) (Spectorious, BMI — Freedman) The European award winner, J.A. Freedman premieres on the American scene with a towering ballad that should attract considerable attention on the teen and young-adult market. Flip: "Love Got A Mind Of Its Own" (2:05) (Same credits)



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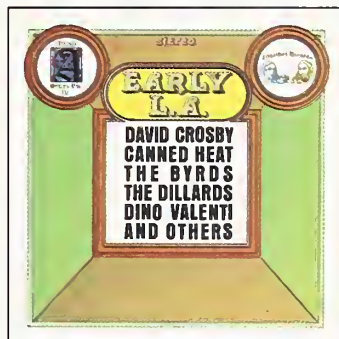
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## Choice Programming

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**ROY ORBISON** (MGM 14105)  
**She Cheats On Me** (2:50) (Acuff-Rose, BMI — Barber) Adding a southern brass and rhythm backup, Roy Orbison comes up with a flashy side that could show strong enough top forty action to initiate chart showings. Flip: "How Do You Start Over" (2:32) (Acuff-Rose, BMI — Orbison, Dees)

**SIR DOUGLAS QUINTET** (Smash 44508)  
**Nuevo Laredo** (2:27) (Southern Love, BMI — Sahn) Another unusual essay in sound from the Sir Douglas Quintet on this fine rocker could spark the right action to prompt top forty sales rolling. Flip: No info.

**BOBBY VEE** (Liberty 56149)  
**In & Out Of Love** (2:42) (Cinco, BMI — Valline) Pretty teen ballad that has the styling to pick up play from top forty and MOR stations on the way to a chart ride. Flip: "Electric Trains & You" (3:08) (Pix-Rus, ASCAP — Russell)

**RAY ANTHONY** (Ranwood 865)  
**Song Of India** (2:33) (Moonlight, BMI — Adpt: Anthony) Classic melody that has become a standard easy listening track, the "Song Of India" is renovated in a Ray Anthony adaptation with just an edge of top forty style. Flip: "Sidewalks Of New York" (1:56) (Same credits)

**KAREN WYMAN** (Decca 732626)  
**Goodbye Joe** (3:58) (Tuna Fish, BMI — Nyro) Material away from the Laura Nyro trend of up-tempo work brings Karen Wyman in with her most contemporary date so far. Power-packed vocal for MOR airing. Flip: "Time & Love" (4:08) (Same credits)

**THE SERMON** (Kama Sutra 501)  
**You're Never Gonna Find Another Love** (2:20) (Almitra/Bro-Sil, ASCAP — Nicotra) Rumbling teen track with a sound that demands a second listen. Could crop up in the top forty running with little difficulty. Flip: "What A Day This Could Be" (2:05) (Almitra/Bro-Sil, ASCAP — Falso, Anthony)

**ANDRE KOSTELANETZ** (Columbia 45061)  
**Come Saturday Morning** (2:26) (Famous, ASCAP — Karlin, Previn) One of the "Oscar" entries for this season, the "Sterile Cuckoo" theme reappears as a hauntingly exotic choral-instrumental selection. Flip: "Leaving On A Jet Plane" (2:28) (Cherry Lane, ASCAP — Denver)

**THE NEW ESTABLISHMENT** (Colgems 5009)  
**I'll Build A Bridge** (2:48) (Colgems, ASCAP — Sheldon, Keller) One bright and sparkling side from the New Establishment should grab immediate MOR and easy listening attention for the act. Could spread into a top forty breakout from there. Flip: "Seattle" (2:38) (Colgems, ASCAP — Sheldon, Keller, Montenegro)

**ARNIM-HAMILTON** (International Artists 141)  
**Pepperman** (2:23) (Tapier, BMI — Hamilton) Rousing underground-rock mixture gives this side a heavy top forty appeal and added prospects of snaring FM programmer interest. Could climb into the sales running. Flip: "Walkin' Midnite Coffee Break" (2:24) (Tapier, BMI — Arnim)

**JAY JACKSON & THE HEADS OF OUR TIME** (Mr. G 822)  
**Listen Here** (3:12) (Hargrove, BMI — Harris) Eddie Harris' instrumental hit of just over a year ago returns with a more top fortyish slant for a chart comeback. Flip: "With A Little Help From My Friends" (3:15) (Maclen, BMI — Lennon, McCartney)

**SERGIO MENDES & BRASIL '66** (A&M 1164)  
**Norwegian Wood** (2:49) (Maclen, BMI — Lennon, McCartney) Crossing the border with a bit of "Rubber Soul," Sergio and friends reweave yet one more Beatle song in their unique fashion. Flip: "Masquerade" (3:37) (Rodra, BMI — Haynes, Rose)

**STEVE LAWRENCE** (RCA 0303)  
**Mama, A Rainbow** (2:44) (Sunbeam, BMI — Hackady, Grossman) Sparkling ballad from the soon to premiere Broadway production "Minnie's Boys," this material provides excellent fare for easy listening/MOR spots. Flip: "Cry for Us All" (3:04) (Andrew Scott, ASCAP — Leigh, Alfred)

**CHARLES AZNAVOUR** (Monument 1180)  
**My Hand Needs Your Hand** (2:48) (Fren, ASCAP — Aznavour, Kaye, Roche) Pretty easy listening ballad which should gain late night exposure as a key to unlocking MOR sales. Flip: "All Those Pretty Girls" (2:35) (Chappell, ASCAP — Aznavour, Kaye)

**LES REED** (Phase 4 90010)  
**Love Is All** (3:15) (Felsted, BMI — Reed, Mason) Softly styled instrumental with a hypnotic melodic charm and fine piano spotlight on Les Reed. Side is likely to see heavy MOR/easy listening play. Flip: "Popi" (Unart, BMI — Frontiere, Gimbel)

**ENOCH LIGHT & THE LIGHT BRIGADE** (Project Three 1368)  
**My Silent Song** (2:29) (Record, ASCAP — Lieb, Drake) Haunting instrumental theme with the sound that titles Enoch Light's new "Spaced Out" LP, this offering could become a strong sleeper choice across the board. Flip: "A Little Fugue For You & Me" (2:30) (Record, ASCAP — Lieb)

**DON ANTHONY** (Ford 159)  
**Anyone Can Move A Mountain** (2:22) (St. Nicholas/Videocraft, ASCAP — Marks) Strong ballad that has been recurring in its tv special use, "Anyone" bounces back for MOR consideration, this time with a bright Don Anthony reading. Flip: "If You Were Here" (2:37) (Mills, ASCAP — Wade)

**LEAPY LEE** (Decca 732625)  
**Good Morning** (2:24) (Dick James, BMI — Meager) Cute bit of sunshine and entertainment rolled into another sweet side from Leapy Lee. Could repeat the novelty across the board reception of his "Little Arrows." Flip: "Teresa" (2:26) (Leeds, ASCAP — Hammond, Hazlewood)

**DEBBIE REYNOLDS** (Janus 111)  
**Conversations** (3:05) (Maribus, BMI — Cook, Greenaway) Very unusual sound journey for Debbie Reynolds presents a totally different facet of her ability. Standout English material for teen, rather than MOR, consideration. Flip: "With A Little Love" (2:25) (Pocket Full of Tunes, BMI — Romeo)

**DEE CLARK** (Liberty 56152)  
**Where Did All The Good Times Go** (2:33) (Low-Sal, BMI — Buie, Cobb) A bit of blues mixed with top forty give Dee Clark a solid basis for breaking this new ballad all across the teen front. Exceptional material should prove strongly tempting. Flip: "24 Hours Of Loneliness" (2:27) (Same credits)

**JENNIFER** (Parrot 343)  
**We're Not Gonna Take It** (2:30) (Track, BMI — Townshend) Interesting interpretation that makes this the first non-Who single with a song from the best-seller "Tommy." Could become a runaway top forty item. Flip: "Weather's Better" (2:28) (Metric, BMI — Donofrio)

## Choice Programming

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**MICHAEL J. BRODY, JR.** (RCA 0309)  
**The War Is Over** (2:34) Money can't buy several things, including artist merit for the oleo-millionaire heir; but it has created a publicity support that could just turn this anti-war recording into an off-the-wall best seller. No flip info.

**OTIS SMITH** (Perception 4)  
**Let Her Go** (2:47) (Popdraw, ASCAP — Canyon, Curtiss) Motortown sound opener drifts into a driving new side from Otis Smith that captures a dance electricity to spark teen and R&B responses. Flip: "Alley Full Of Trash & Bottles" (2:52) (Patrick Bradley, ASCAP — Irby, Jr.; Curtiss)

**WILLIE & THE MIGHTY MAGNIFICENTS** (Stang 2315)  
**Make Me Your Slave** (2:24) (Gambi, BMI — Burke) Soft sell blues side that comes on stronger with each successive listen. Side could become a left-field breakout on the R&B front. Flip: "Souling" (2:20) (Gambi, BMI — Feaster, Johnson)

**JIMMY & VELA CAMERON** (Imperial 66434)  
**We Sing** (2:23) (United Artists, ASCAP — Cameron) Most unusual sound approach could become the ear-tickling magnetism that leads this side into pop/blues exposure. Could rumble into a sales surge. Flip: "Why" (2:23) (UA, ASCAP — J & V Cameron)

**THE BANANA BOYS** (Uni 55194)  
**Come Into My Life** (2:50) (Almo, ASCAP — Cliff) Caribbean beat sound with an "Israelites" aroma and the dance power to spring the side into a teen pop and blues showing. Flip: "What Will Your Mamma Say" (2:20) (Duchess, BMI — Anthony)

**MICHAEL PARKS** (MGM 14104)  
**Long Lonesome Highway** (2:00) (Hastings/Rivers, BMI — Hendricks) Star of tv's "Bronson" series, Michael Parks enters the singles running with a country-folk pop side. Gently moving. Flip: "Mountain Hi" (2:49) (Rivers, BMI — Hendricks)

**HOWARD TATE** (Turn Table 508)  
**My Soul's Got a Hole in It** (2:49) (Cissi, BMI — Turner) Twist on the oldie, "My Bucket's Got a Hole in It," gives Howard Tate a potent brew for R&B airing. Could spread to top forty spotlights. Flip: "It's Too Late" (2:25) (Prigan, BMI — Price)

**MR. JAMO** (Perception 3)  
**Shake What You Brought with You — Pt. 1** (2:31) (Silk, BMI — Dorsey, Watson, Thomas) Mr. Jamo (Thomas that is) sounds just great in an instrumental with sly vocal injections. R&B winner. Flip: Pt. 2 (2:22) (Same credits)

**THE FABULETTES** (Phil-L.A. of Soul 336)  
**Because of Love** (2:55) (Dandelion/Kushmier, BMI — Birzon) Appealing femme group sound gives this soft ballad a tasty mixture of blues and middle-of-the-road attraction. Sleeper with a good shot at breaking into the sales race. Flip: "If the Morning Ever Comes" (2:29) (Same credits)

**MINA** (Regalia 5501)  
**More Than Strangers** (2:17) (Unart, BMI — Amurri, Canfora, Shelley, Nebb) Gently produced, this English-language performance by Mina should introduce her to many easy listening programmers for the first time. Powerful reading of a wonderfully constructed ballad. Flip: "I Want to be Loved" (2:20)

**OWEN B.** (Janus 107)  
**Mississippi Mama** (1:56) (Pocket Full of Tunes, BMI — Zinser) Wild romp in a moving top forty dance side should gain recognition for Owen B. on both teen and FM circuits. Could explode. Flip: "Nowhere To Run" (2:25) (Jobete, BMI — Holland, Dozier, Holland)

**MORGEN** (Probe 474)  
**Of Dreams** (3:22) (Ampco, ASCAP — Morgen) Running rampant with a sound to win over ears at AM-top forty and FM teen stations, Morgen works heavily on this pulsing track. Could come through a winner. Flip: "She's The Nitetime" (3:21) (Same credits)

**BILLY VERA** (Atlantic 2700)  
**J. W.'s Dream** (3:30) (Blackwood, BMI — Taylor, Vera) Very slow, highly moving (emotionally) ballad from Billy Vera marks another chapter in his string of artistic accomplishments. Flip: "I've Never Been Loved" (3:25) (Blackwood, BMI — Vera)

**MELODICS** (M.O.C. 674)  
**Ain't That Sharing My Love** (2:54) (Jec, BMI — Smith, Miner) Powerfully produced blues side with a bright bit of ballad material to spur listener interest and a possible spread into top forty playlists. Flip: "I'd Never Thought I'd Lose You" (2:40) (Jec, BMI — Smith, Jones)

**DING DONG CIRCUS** (Cypher 101)  
**Animal Farm** (2:08) (Push/Three Bridges, ASCAP — Califano, Costa, Doolittle, Peronel, Fagnoli) Completely off-the-wall novelty with a bubble-gummy instrumental and animal sounds that go berserk as a wrap-up. Could come through top forty. Flip: "Piccadilly Platypus" (1:55) (Push/Three Bridges, ASCAP — Oriolo)

**THE CREW CUTS** (Firebird 1805)  
**You've Been In** (3:15) (Nipper, ASCAP — Stokes, Keith) The surface softness of the Crew Cuts is brought into a contemporary framework by some fine instrumental tracks on this MOR/pop tempter. Flip: "My Heart Belongs To Only You" (2:24) (Merri-mac, BMI — F&D Daniels)

**THE THIRD TREE** (Music Makers 101)  
**Mean Mr. Mustard** (2:30) (Maclen, BMI — Lennon, McCartney) First single of this "Abbey Road" tune comes on with all the impact of the Beatles performance for teen programmers. Flip: "Are You Old Enough" (2:12) (Andrew Scott, ASCAP — E & E Beyrens)

**HOT PROPERTY** (Generation 112)  
**Hard To Handle** (2:24) (East Memphis/Time/Redwal Music, BMI — A. Jones — A. Isbell — O. Redding) Excitement is the word for this song, loud and long. There is a drive built into the melody that the group doesn't let get away from them but develops right through to the last "Gotta, gotta, gotta." Unmistakably heavy. Flip: No info.

**JOE BATAAN** (Uptite 0021)  
**Unwed Mother** (2:50) (Fania, BMI — J. Bataan) The message is clear in Bataan's tune that there's hope for the chick he sings about. Solid, brassy vocal complemented by traditional, soulful orchestration for R&B as well as Latin exposure. Flip: "Young Gifted And Brown" (2:53) (Same credits)



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JANUS RECORD CORPORATION....Where It All Begins!  
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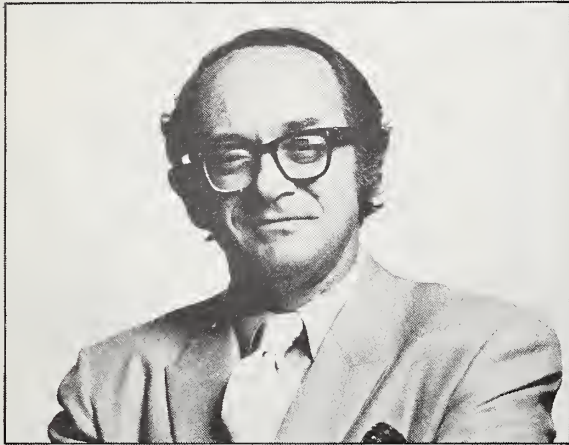
# What Warner Bros. Promised, It Now

Rivalled in the trade so far in 1970 only by the news that many record business secretaries are coming to work

## WITHOUT BRAS

is the news that Warner Bros. Records has been able to live up to its promise.

Those of you who read these pages every week may recall that, a few weeks back,



our own Joel Friedman made a promise:

That we would be *delivering* 170 new Warner-Reprise cassettes on the first of the year.

We did.

Discriminating retailers—many of them plagued by poor delivery pattern on other cassette lines — gave the new Warner-Reprise product a shot.

They found out that we could do what we said we could.

Delivery in itself is news.

Warner-Reprise, agreeably enough, has also been able to deliver very *saleable* cassettes.



On the Warners side, this means cream product by the amazing Peter, Paul & Mary (who started out making hits about the same time as early Kingston Trio, and are still making them).

It means also such blue chip Warners idols as Petula Clark, Bill Cosby, Rod McKuen, The Association, and the San Sebastian Strings.

Together, of course, with

## OTHER WONDERS

who are justifiably peeved because we didn't list their names.

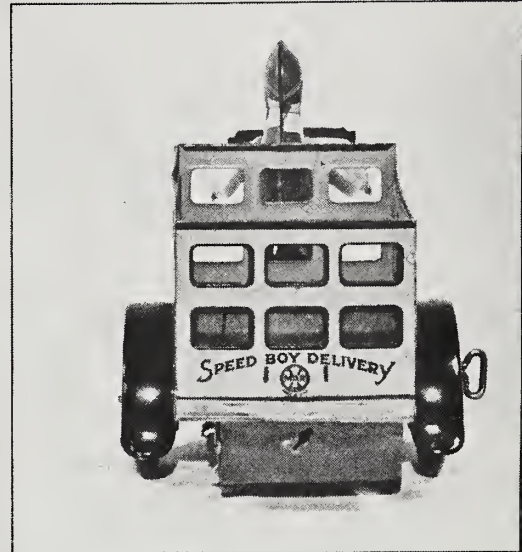
(Incidentally, Warner-Reprise has just acquired the entire and strange catalogue of Straight Records, which means that



such as Tim Buckley will now be on our cassette roster.)

The 170 cassettes which Warner-Reprise released January 1 had another somewhat positive thing going for them:

Most of the 170 represent the cream of our catalogue — best sellers going back to 1958 which have continued as best sellers (our cassette catalogue numbers jump along from 1249 to 1322 to 1449, showing that we've *really* eliminated all but the best).



## DELIVERY

though, seems to be what's doing them for us.

This we've handled with sophisticated

Our order service guys don't even use pencils anymore.





# Has Delivered: 170 Top-Selling Cassettes.

They sit around punching IBM data processing cards. Although why this works somewhat beyond our ken, it seems to be the job done faster than humanly possible.

What's happening now is, in a field persistently plagued by draggy delivery in the past, now at least one smart company is delivering on the spot. That's Warners, with significant hits on its Reprise roster.



You who are over 14 may recall Frank Sinatra and Dean Martin, both of whom worked very exclusively for Reprise. You can bet their cassettes are being delivered.

But Reprise is vast country, ranging from Trini Lopez to Jethro Tull, from

Nancy Sinatra to Jimi Hendrix, not to overlook one of the world's

## FAVORITE LONG-HAIR CREEPS



who is named Arlo Guthrie.

Plus many equally prominent artists, to be sure.

One more policy statement:

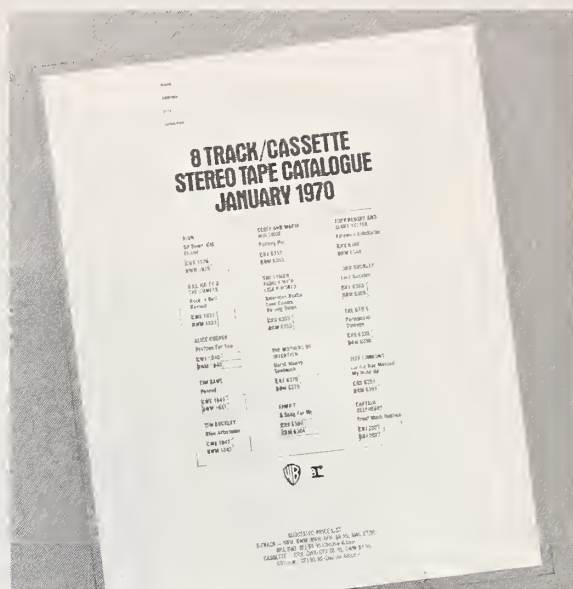
From now on, every album we release on vinyl will also be available at the same time (not three or more months later) on both 8-track and cassette.

All on Warners and Reprise.

This we count as one of the biggest ad-



vances for the music biz since Harry James proved that, when tied to the front of his trumpet, Kleenex didn't break through.



For those of you who would delight in a full listing of the new 170 cassettes that are now being delivered to enlightened retailers, we offer this handy clip 'n' mail coupon:

TO: Tape Catalogue Offer  
Room 208  
Warner Bros. Records  
Burbank, Calif. 91505  
Send me your list, to:

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## NEW YORK

### The Men In The Glass Booth

Things ain't what they used to be in the music business. The entire structure, from the music itself right down to its merchandising, has been changed. Along with this, significant changes have come about in the philosophy as well as the processes of making recordings.

There is no person better able to talk about the altered situation in the recording studio than an engineer. Therefore, 2 engineers should be even better than one. We talked to Bill Radice and Ron Johnsen, two top flight engineers under contract to Bob Goldman's Mirasound Studios. Radice and Johnsen are especially well equipped to talk about all the technical and artistic innovations which have taken place in recording studios since Mirasound has incorporated virtually every new audio and visual piece of equipment into its massive setup.

Radice commented that 10 years ago, an A&R man and a producer would walk into a session knowing exactly what they wanted and that is exactly what they got. "Today," Radice stated, "there is much more experimentation. And the engineer plays a large part in the decision making on the final product. Sometimes, there isn't even an A&R man on the date."

Johnsen added that there is nothing that is "straight ahead" in recording sessions today. "It is very rare nowadays," Johnsen said, "for a group to come into a session with 'charts.' A lot of the time, they just come in with melodies from which all of the songs will evolve."



Radice & Johnsen



Fran DeCicco



Taos

Nowadays, according to Radice and Johnsen, recording studios are used initially to "run things down", to find the basic tracks which will lay a format for the entire album which will probably be completed at a later date. Contemporary artists, then, use the recording studio as a place to find their direction. After the direction is found, some artists will then turn to the more conventional practice of getting an arranger to map out exactly what has been decided upon for the projected album.

Today, an engineer is much more than what that word connotes in the classical and technical senses. Seasoned engineers like Radice and Johnsen work 18 hour days in the studio, several days of each week while artists only record once in a six-month period. "Artists," Radice pointed out, "have come to recognize the extensive experience of the engineers and artists appreciate your (the engineer's) comments about their music as well as your comments about the technical aspects of the date. If the group that's recording doesn't want to hear from you, you can sense that pretty quickly and, at that point, you

All the separate tracks had to be married before you left that date. You couldn't really fool with the sound that you had recorded. With the multi-track machines, there are individual signals on each track, so you can play with the sound after the session is over."

The net result is that it is technically much easier to get a session on tape. As Radice and Johnsen explain it, the remix is where the true creativity occurs. The remix is the time when the producer, artists and engineer get together and produce the final produce, the commercial recording.

Basically, then, the recording studio situation has evolved to the point where the engineer is functioning aesthetically as well as technically; the studio is actually a laboratory rather than merely a place to come and put music on tape; and where, thanks to the new multi-track equipment, the opportunity to produce magnificent sound has been tremendously enhanced.

#### ERRATUM:

In reading last week's column, one may have noticed that there were two endings: one where an ending should be, the other, somewhere roughly in the middle. Some may have thought this middle of the story, disjointed ending a new direction in journalism. We felt it was merely a bad printing error. Our apologies to Richard Nader and the Rock & Roll Revival for the error. Well, at least we didn't call him "Ralph" Nader.

(Cont. on Page 44)

## HOLLYWOOD

### Hair Razing Experience

**SPECIAL FLASH:** When John Carpenter of the L.A. Free Press called to tell us, it was a secret. By now, it's probably made Pg. 1, but in case you haven't heard, John & Yoko Lennon have shaved their heads for peace.

Which brings to mind these thoughts: Will Allen Klein lose his hair because of it? Will John & Yoko release their own version of "Hair," with a real one thrown in as a souvenir? Will bald groups be the next thing (and does that mean that Spirit will hit Top 10)? Will Paul really die when he finds out? And, does anyone really appreciate John's total commitment to the cause?

We can joke about John & Yoko because to laugh is not necessarily to put-down, but at the same time we see the serious side of their efforts. They have what few people possess: the ability to become totally committed. Playing it safe has become a way of life, but playing it safe isn't really playing it at all. As one almost-president once said, "extremism in the defense of liberty is no vice," and what liberty is more precious than the freedom to believe.

**ALIVE & WELL:** Savoy Brown at the Whisky . . . Phil Ochs at the Troubadour . . . Doc Watson and Seals & Crofts continue at the Ash Grove . . .

Elvis opened a return engagement at the International Hotel in Vegas last week (26) . . . The Saturday after this, Feb. 7, will see three major concerts. The Doors headline one, Jefferson Airplane another and the Isley Brothers the third . . . Picking a



Elvis



Jefferson Airplane



Jethro Tull

better night are the Youngbloods and the Sons, who gig Santa Monica Civic this Sat. (31), without any competition. **KEEPING THE RECORD STRAIGHT:** Everybody's always trying to break records, and many people, especially publicists (you can always count on them for imagination) try to create records to break. According to Columbia's West Coast mouthpiece, Mike Ochs, Chicago broke all records

for a seven-man horn band playing a five day gig after a European tour during their recent stand at the Whisky. (Many thanks to Columbia's Bob Moering and Bob Murphy for submitting the same item).

**GROUPIE NEWS:** Ringo Starr arrived last week (26) to be guest of honor at the U.S. 'gala invitational premiere' of "The Magic Christian."

**ATTENTION PAT PAULSEN FANS:** There's some Pat Paulsen news coming up at the end of this column.

**ATTENTION ERIC MERCURY FANS:** Eric has dropped the "Electric Black

complain to. Now, if someone would just give us some numbers for Los Angeles . . .

Eric Clapton arrived in the States too late to gig with Delaney & Bonnie & Friends at the Atlantic convention in Palm Springs, so Herbie Mann and King Curtis sat in with the group. Atlantic's New York publicists Bob Rolontz and Ted Williams stayed in L.A. for a few days of rest, recreation and work.

Phil Ochs' next album for A&M will be a take-off on Elvis' Greatest Hits packages. Phil appears on the cover in a gold suit, while the back bears the saying, "50 Phil Ochs Fans Can't Be Wrong." Phil may wear his gold suit to his Troubadour opening. Van Dyke Parks produced the album, which does put Phil into a semi-rock bag.

**ODDS & ENDS (MOSTLY ODD):** John Hartford for a 20th Century Fox TV pilot, "Southern Fried" . . . Trini Lopez to sing the title song for "There Was A Crooked Man," starring Kirk Douglas and Henry Fonda . . . Blood, Sweat & Tears named instrumental combo of the year by Playboy. Beatles were best vocal group, Janis best chick singer, Tom Jones best male singer and John Lennon best songwriter . . . Country Joe & the Fish to act in "Zachariah," joining Ginger Baker . . . Fleetwood Mac copped best group honors in the Melody Makers poll . . . while Jethro Tull swept the New Musical Express vote. . . Mickey Dolenz to star in "Remains To Be Seen," playing an unemployed drum-

(Cont. on Page 44)

## CHICAGO

Mercury's New Colony Six, who are hitting big locally with their latest single release "Barbara I Love You", are back on the college concert circuit following a one-nighter at the Wild Goose in Rockford, Ill. Their January schedule includes Plattville, Wis.; Concordia Teacher's College, Joliet Catholic in River Forest and Upper Iowa College in Fayette . . . Pete Wright, one half of the Bedno-Wright Associates p.r.

firm, is pleased about initial reaction to the new Patti Drew LP "Wild Is Love" (Capitol), a recent "best bet" in CB! . . . The RCA open house celebration, heralding the new Mid America Recording Center, here in town, attracted more than 800 persons representing record labels, distributors, radio stations, record shops, etc. etc.! New studios, located at 1 N. Wacker Drive, are equipped with the most modern recording facilities and, according to W. F. (Bill) Reilly, Chicago Manager of RCA Custom Record Sales, a staff of engineering talent equal to

that of the Hollywood and New York centers! . . . After several weeks of negotiations The Doors concert has finally been confirmed by 22nd Century Productions. Date is February 15 at the Auditorium Theater! . . . Promo man Paul Gallis tells us "the whole town has flipped" over the new Tony Bennett LP "Tony Sings The Great Hits Of Today" (Columbia) . . . Rouvaun (RCA), currently appearing at The Dunes in Las Vegas, will be opening in the Empire Room of the Palmer House February 5 . . . WJOB's Tony Rugero taped an interview at

Punchinello's East with Chad Mitchell. "Chad & Friends" are the room's current headliners . . . New Mister Kelly's bill reads "Ian And Sylvia — Great Speckled Bird", featuring the famed duo with their 4-man back-up unit. This also happens to be the title of their new LP on the Bearsville label, which was released just prior to the group's 1/26 opening in the room . . . Patachou opened in the Camellia House of the Drake (20) . . . On Thursday, January 22, Connie Stevens begins her debut engagement, a two-weeker, in the Empire Room.





**JUS' PLAIN, OL' COUNTRY FOLK** — On John and Yoko Lennon's recent trip to Toronto they stayed with Ronnie and Mrs. Hawkins (left) on their farm. Among their visitors was famed comedian Dick Gregory (right). The trip's purpose was to begin organization of an International Peace Festival.

## Charles Aznavour On Promo Tour

NEW YORK — French-international singing star and composer Charles Aznavour opened his first USA concert tour in more than two years on Jan. 25 in Philadelphia at the Academy of Music. The tour of coast-to-coast appearances is a promotion from Monument Records. The label just issued his first English language single "All Those Pretty Girls" b/w "My Hand Needs Your Hand."

Working in conjunction with Aznavour's USA management, Kolmar-Luth, Monument set a special radio and dealer campaign to be unveiled, city-by-city on his tour, including St. Louis (Jan. 31), Washington, D. C. (Feb. 1), New York City (Feb. 3-22), Los Angeles (Feb. 27-28), Boston (March 1), Detroit (March 7) and Chicago (March 8). Buck Stapleton, national promotion direction for Monument, is setting key plugs for the Aznavour single in each city, in conjunction with the label's distributors while Arnie Thies and Bob Rudolph coordinate Monument's sales push for his nine albums on Monument.

Aznavour will be appearing on the Dick Cavett, David Frost and Johnny Carson's "Tonight" shows this week and, while in Los Angeles, various TV shows will be set.

Bobby Weiss, Monument vice-president and director of their international division and the liaison with Aznavour, confirmed that Aznavour's latest group of French hits, including "Desormais" (a number one record in France and Belgium for many months), plus "La Lumiere", "Je N'Oublierai" and others would be rushed into release in LP form with the issuance of "The Aznavour Way"

## Extend Deadline For Oracle Contest

BROOKLINE, MASS — Oracle Records has extended their coloring book contest to Feb. 15 and added cash prizes. The contest is a promotion tie-in with the upcoming debut album by Brother Fox & The Tar Baby.

Coloring books have been sent to each of Oracle's distributors. Contestants are invited to color the drawings. The best artist will receive an all expenses paid vacation, with runnerups getting cash amounts of \$100, \$50 and \$25.

## UA's Trudy Desmond In Canadian Musical

TORONTO — Trudy Desmond, United Artists recording artist, has begun an engagement appearing in the new musical "Spring Thaw," which is currently running in Toronto. She is the only American girl in what is otherwise an all-Canadian cast.

During the show's run, she will record a single session which will include one of the songs from the musical. Her first single was "Words Get In The Way."

shortly. This marks the first Barclay French master available on the Monument label since the exclusive Aznavour pact was inked with Monument. Monument already features four French LP's obtained from Ducretet-Thomson of new recordings of his classic hits plus three LP's in Spanish, one in English and one in Italian, all from Barclay.

Aznavour and Weiss will meet in Los Angeles in February to discuss future recording plans for the artist including the release of his second, all-English language LP.

# R.P.M. Building Nashville Center, Names Brad McCuen Its Chief Exec

NASHVILLE — Brad McCuen has been named president of R. P. M., Inc., a newly formed subsidiary of North Atlantic Corp. of Dowingtown, Pennsylvania, according to Harry E. Pratt, president of the parent corporation and chairman of R. P. M. Pratt also announced company plans to construct a major production and administrative headquarters building in Nashville. Prior to the move, McCuen had managed the Nashville operations of Sunbury/Dunbar Music, Inc., music publishing divisions of RCA.

McCuen said R. P. M. has acquired an option on property on Hawkins Street in Nashville's "music row" area, and that construction on an eight-story headquarters facility will begin in late Spring. The 47,000 square foot building will be built at an estimated cost of \$1.6 million. It will house a sound stage and two recording studios. He said the facility would include offices for R. P. M. divisions in music publishing, recordings, and video tape television productions. "The building is designed to facilitate the use of mobile telecasting equipment," said McCuen. "and special consideration is being given to facilities for the production of audio and video commercials." McCuen said the facilities will be used for R. P. M. productions, and will be available on a rental basis for custom recordings. He said commercial and office space in the building not occupied by R. P. M. will be leased to other tenants. Pending construction of the new facility, R. P. M. is occupying temporary offices at 1717 West End Avenue in Nashville.

Before assuming the presidency of R. P. M., McCuen had been associated with RCA for twenty-two years, holding a number of management positions

connected with the production of recordings in pop, country and western, classical, jazz, sacred, and comedy fields. He has produced more than 600 albums and his productions have earned seven Grammys.

McCuen created the Vintage series for RCA and produced multi-LP's for Reader's Digest. He also originated a children's record line of more than 150 singles and 60 albums which earned three Grammys.

He is a national trustee of the National Academy of Recording Arts and Sciences, and served two terms as governor of the New York chapter of NARAS. He is a member of the Country Music Association and a member of the Lambs fraternal club of the entertainment field. He is a graduate of the University of North Carolina.

## Cherry Lane Expands; Dinegar Appointed VP

NEW YORK — Jean Dinegar has been named to the newly created post of vice president of Cherry Lane Music Publishing, and the firm has moved to larger and expanded offices at 15E 40th St., New York. Dinegar has served as the publishing company's general professional manager since its inception and will continue to hold this position along with her new duties. Before joining Cherry Lane Music, Dinegar held the position of executive secretary in the A&R Division at RCA Victor Records for over a period of eleven years. She helped Milt Okun in setting up his music publishing operations and has been associated with him ever since in this area.

### 'Jet' Success

Current activity from Cherry Lane includes Peter, Paul & Mary's hit "Leaving On A Jet Plane," written by John Denver. Along with the Peter, Paul & Mary single and album recording of the Denver song, it's one of the most recorded songs on the market today with versions by John Denver himself, The Mitchell Trio, Spanky & Our Gang, Harpers Bizarre, Josh White, Jr., the title song for a Percy Faith album for Columbia and Pete Fountain, to name a few. In addition, "Jet Plane" is the current "widely used radio and TV commercial theme for United Airlines. Denver, an exclusive Cherry Lane writer, is currently represented with a brand new single on RCA Victor titled "Anthem Revelation." His "Rhymes & Reasons," from his current RCA Victor album was recorded by The Irish Rovers and is on the market this week. Other Denver copyrights in Cherry Lane showing marked activity include "For Baby," a well recorded standard that is also a commercial theme for the Metropolitan Life Insurance Company, and "Take Me To Tomorrow," by Mark & Sumley.

Other exclusive Cherry Lane writers include Decca artist Karen Beth, Stereo-Dimension's Mark & Sumley, Tom Campbell, Vanguard's Steve Gillette, among others. Songs by such top name writer-artists as Tom Paxton, Chad Mitchell and Walter Raim, to name a few, are included in the Cherry Lane catalog. Paxton's C. L. songs "Marvelous Toy," a recent single by Peter, Paul & Mary, and "Going To The Zoo," included in a current Peter, Paul & Mary LP, are both generating heavy recording action.

Another ASCAP firm, Window Wide Music, Inc., set-up by Milt Okun in conjunction with Vanguard recording artists, The Open Window, consisting of Peter Schickele, Stanley Walden and Robert Dennis, publishes the entire score written by the trio for the off-Broadway success "Oh! Calcutta!" In addition, this firm also publishes all original material by The Open Window, with a new Vanguard album by the group now in preparation.

## Farrell Picks Renzetti Producer

NEW YORK — Joe Renzetti will produce special product for the various companies of the Wes Farrell Organization.

First product, according to Wes Farrell, company president will be a series of contemporary concept albums to be released soon. Two of them have been completed, and are entitled: "The Soutown Symphony Plays the Best of the Detroit Sound," and "Jazz-Rock Symposium."

As an arranger, Renzetti is responsible for such smash single hits as "Sunny" (Bobby Hebb); "98.6" (Keith); "Apples, Peaches, Pumpkin Pie" (Jay and the Techniques); and "Let The Good Times Roll," (Bunny Sigler). He has done the arrangements on albums for such artists as Josh White, Jr., Joel Grey and Spanky and Our Gang. As a producer, he most recently completed an album by the Balloon Corps, which is on the Dunhill label.

## Kinney Stock Meeting Changes Place, Time

NEW YORK — The annual stockholders meeting of Kinney National Service, Inc. will be held at the New York Americana Hotel at 2:30 p.m. on Feb. 17. This is a time and location change from previously released information.

Kinney operates on a world-wide basis, and specializes in leisure time activities, building services, and banking and financial services.

The record date for the meeting is the close of business on December 31, 1969. The Common Stock and all series of Preferred Stock will be entitled to vote.

This principal business of the meeting is the election of directors. Management and shareholder proposals as to stock option plans will also be voted on.



**GOODY FOR ROD** — To welcome him to Philadelphia, where he just completed a week of guest-hosting on "The Mike Douglas Show," Sam Goody and several other record outlets in the city put up window displays for Rod McKuen. McKuen is America's best-selling poet and Warner Bros. Records' best-selling artist. WB has just released his new triple album, "The Complete Sea."



## NEW YORK (Con't. from Page 42)

### EAST COAST GIRL OF THE WEEK:

You see all those ads around New York: "I Got My Job Through The Times." Fran DeCicco, our ECGW, got her job through a newspaper ad. No, she isn't a secretary or a typesetter or a welder. Fran DeCicco is the lead singer, organist, flautist and occasional bass player and write songs for the all-female rock group The Enchanted Forest. Before Fran answered the ad, she was a poodle clipper. She wasn't sad about relinquishing her shears. The Forest has been backing Tiny Tim, most recently on his Ed Sullivan show appearance. We caught Fran and the group at a recent gig at the Hunka Monka disco, not the most agreeable hall to play, and she was excellent, especially on her beautiful reading of the group-penned ballad "Feel The Loneliness." Although, as you can see from her photo, she looks like a Mia Farrow pixie-type, Fran is all woman when she is performing. Besides being an excellent performer, don't be surprised if you see her face showing up in a film soon.

### THE GOLDEN SYNTAX AWARD:

From Time to time, when the occasion demands it, we will be awarding The Golden Syntax trophy to those unsung, yea phantom heroes of the industry, the publicists, for the spectacular imagery they create in behalf of their clients. The initial award goes to Capitol Records' young, yet feisty, always pithy, publicist Stu Ginsburg. Stu copped the initial 'Syntax' laurels for his Grand Funk Railroad release which read, in part, "Nine months is also long enough for a Grand Funk Railroad to steam from the relative, primeval, amorphous miasma of the dingy rock circuit, into the rock emporiums of the country." Relative, Primeval, Amorphous, Miasma. Wow!! Is not the typewriter mightier than the sword?

The 'Syntax' trophy, a lovely gold plated hyphen set into a block of highly polished teak will be presented to Stu in an intimate gathering at the CB offices next week attended by CB staffers, members of the proud Ginsburg family, and Stu's spiritual advisor, Brian Panella.

### SHORT TAKES:

Mercury Records A&R director Barry Seidel will be producing the label's new group Taos. Seidel can be seen on the 3rd cayuse from the left in the group photo shot in Taos, N. M. Others pictured are group members, from left to right, Jeff Baker, Burt Levine, (Seidel), Kit Bedford, Albie Ciappa and Steve Oppenheim. Bertolt Brecht's "Mahagonny" with music by Kurt Weill, will open off-Broadway in March. The cast will include Barbara Harris, Estelle Parsons, Joe Butler and Dave Van Ronk. Atlantic will release the original cast album. Carmen Capalbo, who produced "Three Penny Opera," will produce and direct "Mahagonny." . . . A two-act drama, "Eenie, Meenie, Meine, Moe" opens at St. Peters Gate, 132 East 54th St., this week (29). "Eenie. . ." will have Afro-rock music by Bobby Banks and will be directed by Mical Whitaker.

Musician-composer Don Elliot, in addition to his work as artist creator, operates a highly successful recording studio at 80 W. 40th St. . . . Soprano Anna Moffo will make her initial Carnegie Hall appearance on Valentine's Day accompanied by full symphony orchestra under the direction of Anton Guadagno . . . Blood, Sweat & Tears

signed to write and perform the score of the film version of "The Owl and the Pussycat." . . . Alan Oringer has set up a record promotion and publicity operation and is currently working with 2 labels, ESP and RSVP. Oringer headquarters at 155-19 Jewel Ave., Flushing, NY 11367.

Jimi Hendrix and his Band of Gypsies added to the Winter Festival For Peace at the Garden this Wed. (28) . . . The Pearl Mesta Party Giver award for the month has to go to Elektra's Steve Harris for arranging the diskery's bash for The Doors last week at the Hilton's West Penthouse. It was almost like a Fellini movie and Fellini was there to lend credence to that statement.

Sid Bernstein produced Sly & The Family Stone Feb. 13th Garden gig well on its way to sell-out one week before tickets were advertised for sale. . . "Opus Animus," a composition for oboe and rock ensemble, composed by Epic artist Peter Ivers will be performed at Lincoln Center's Alice Tully Hall on January 31st.

Congratulations to Walter Grunwald, noted architect and electronic music buff, on his 5th year in this country. Grunwald and his journalist wife, Mary Tipton Rhodes, hosted a lavish celebration at his Manhattan triplex in honor of the event.

## HOLLYWOOD

(Con't. from Page 42)

mer, at the Pheasant Run Playhouse in St. Charles, Illinois.

Joseph Byrd, who's been mixing far-out classical rock works (United States Of America, The American Metaphysical Circus) with creating ad campaigns (for Dr. Pepper, Laura Scuders Potato Chips) has been named a vice president of Mel Blanc (What's Up Doc) Associates.

Vet publicist Nona Egan will serve as talent coordinator of "Presenting," a projected TV series featuring one rock star and one guest group each week. Nona's firm, Ackerman-Egan Associates, will produce.

AND NOW: As promised, we reprint a note from Pat Paulsen, exactly as received (on Bob Hope stationary):

I just wanted to drop you a note to tell you how excited I am about my new ABC-TV series, PAT PAULSEN'S HALF A COMEDY HOUR. As you know, it debuts on Thursday, January 22nd at 7:30 PM-PST.

I don't have a great deal of money for the show, and therefore cannot afford the luxuries of a staff, wild press junkets, or even my own stationery.

Please watch my first show. It features Mr. Hubert Humphrey, Daffy Duck, and Debbie Reynolds. If you are already committed to viewing FAMILY AFFAIR or DANIEL BOONE, I'll understand. The network is giving me a black and white kine of the show and if you miss it, maybe you can come over to the flat and watch it next Monday morning at 11:00 AM. . . I still don't have the furniture in . . . I'll be there with my Dad and Aunt Harriet 'cause they will be at a wedding on the 22nd.

Best regards,

STAMPED BY

*Pat Paulsen*

## Producer's Profile



STEVE BARRI

In 1968, ABC Records, Dunhill's parent, made the unusual move of borrowing Barri to revive the disk career of Tommy Roe. The result was another million-seller for Barri with "Dizzy". Barri is quick, however, to pass most of the credit back to Roe. "Tommy's an artist that I produce, but he writes his own songs and has in mind what he wants to do when he goes into the studio. I'm just overseeing the entire thing, helping get the sound down for him. He's in control of what he's doing, since he's been doing it for seven or eight years."

With other artists, such as the Grass Roots and Mama Cass, Barri's involvement is much deeper. Here, Barri finds himself playing the part of an old-time A&R man, wading through material and selecting arrangers. Barri feels that the use of many different outside writers has enabled the Grass Roots to keep constantly changing their sound and stay on top as long as they have.

With "Smith," (co-produced with Joel Sill), Barri steered a down-the-middle course. The group had already accumulated a diversified rock repertoire, and Barri set about trying to make only those refinements needed to capture the group properly on disk.

All in all, Barri has no formula. He just goes on instinct. "No group is really like only other. With a group like the Grass Roots, it can take three weeks of preparation before we go in and cut an album. A group like Smith, although they don't write, find outside material and work it up themselves. So, we really can't work on any shortcuts. You try to be as well prepared as you can before you go into the studio, so that studio costs don't run up to fantastic amounts."

Although Barri has always been successful as a producer, the last six

months have been especially productive. He's currently riding with his fourth in a row by Tommy Roe, "Jam Up & Jelly Tight," his third with Mama Cass, "Make Your Own Kind Of Music," another Grass Roots giant in "Heaven Knows" and Smith's "Baby It's You."

Not all songwriters become producers (even fewer become successful ones) and not all producers started out as songwriters, but it does seem to be a rule of thumb that a successful Top 40 tunesmith can develop into a successful Top 40 producer. Steve Barri epitomizes that rule.

"I started writing songs with Phil (P.F.) Sloan at Screen Gems. Lou Adler kind of put us together as songwriters and we also started doing our own demos. That's pretty much how I got into the production end of it."

Barri's initial collaborations with Sloan yielded such hits as Johnny Rivers' "Secret Agent Man"; the Turtles' "You Baby"; Herman's Hermits' "A Must To Avoid"; and Jan & Dean's "I Found A Girl." Barri & Sloan also sang on disks as part of several studio-only groups. "When the surf craze was big, we were the Fantastic Baggies, and we also sang background on most of the Jan & Dean records."

When Adler left Screen-Gems to form Dunhill with Bobby Roberts and Pierre Cossette, Barri and Sloan, who weren't signed to Screen-Gems, went with him. Barri's first production was a team-up with Sloan and Adler on Barry McGuire's "Eve Of Destruction," an immediate success.

Barri followed with a string of produced and co-written hits by the Grass Roots, several of which, including "Where Were You When I Needed You," "Things I Should Have Said" and "Bella Linda," "It's easier sometimes to work with your own material, because when you write the song you have an idea in your mind how you want it to come out on record. Other than that, I basically choose songs which I would have liked to have written."

Barri's success as a staff producer paved the way for his promotion to A&R director for Dunhill, a post which he still holds. A producer is at liberty to choose acts that appeal to him, but an A&R director faces the more difficult task of dealing effectively on a larger musical scale. Barri passed the test with colors, bringing Dunhill such independently-produced acts as Stepwolf, Three Dog Night, Richard Harris, Thelma Houston and Colosseum. "I pretty much like all kinds of music, so I can listen and judge just about everything. There are groups, like Colosseum, that I know I couldn't produce, yet I can sit down and appreciate their music. If I like something, we all listen to it, Joel Sill, Harvey Bruce, and if there's a general feel for what they're doing, we'll go out and find the right person to produce them."



ROVERS RECORDIN' — The Irish Rovers at a recent session at which they recorded John Denver's "Rhymes & Reasons." The deck was produced by indie producer Milt Okun (2nd from left). The Rovers, (l. to r.) are Joe Millar, George Millar, Wilcil McDowell, Will Millar and Jimmy Ferguson.



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## GRT Award To Dunhill For Sales And Growth

SUNNYVALE, CALIF. — GRT's second annual presentation of its "Great Tapes Award" has gone to Dunhill Records based on the label's "outstanding sales volume and growth in 1969." Last year's winner, the first recipient of GRT's prize, was Dunhill's parent company ABC Records.

Tom Bonetti, GRT vice president, presented this year's "Great Tapes" prize to Dunhill general manager Jay Lasker last week at the label's new product showing held at the Sheraton Universal Hotel (18). On the same evening, Bonetti also awarded GRT's first gold tape to Dunhill's Three Dog Night for sales of more than \$1-million worth with its "Captured Live at the Forum" album.

The group was on hand to accept the trophy prior to making an appearance at the Anaheim Convention Center. Proffering the award to Lasker for the label, Bonetti commented, "Dunhill Records has played a significant role in tape's growth with imaginative and innovating product and through the development of new artists."

## Norelco Reinstates 'Speaker Special'

NEW YORK — A "Speaker Bonus" national consumer program which was successfully introduced by the company two years ago has just been designed for a repeated run. North American Philips Corp., will reopen the program on a national basis this February 1, offering a substantial saving on a Model 20 extension speaker with purchase of either the Carry-Corder 150 or Carry-Player 2200. The deal makes the \$12.95 retail speaker to purchasers for \$4.95. Offer is good through April 30.

Stating that the program will be supported by strong local advertising and point-of-sales display, Wybo Semmelink, vice president in charge of the home entertainment products division, said that "the extension speaker promotion benefits both the dealer and the dealer enjoys increased traffic and high turnover in two popular cassette products." He also pointed out that the speaker is engineered to complement the extra power and sound quality built into Norelco's cassette portables.

Consumers may obtain the extension speaker at the time of purchase from the dealer, or if he is temporarily out, directly from North American Philips Corp. The warranty card from the newly purchased sets could thus be forwarded with a check to Norelco at P.O. Box 456S, Mount Vernon, N.Y. 10550 to receive the speaker prepaid directly.

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## Lear Jet Combats Car Unit Theft With In-Dash 'Top Of The Liner'

DETROIT — Faced with the problem of car-unit theft, Lear Jet Stereo, Inc., is tackling the dilemma with a "top of the line" '70 model specially designed to be installed directly into rather than under the dashboard.

"While the in-dash type of installation certainly does not make the tape player impossible to steal, 99% of the time thieves will pass it up or not even notice it in favor of the more conventional and easier to remove under-dash installations," noted Lear Jet vp and marketing director Jim Gall. Among the solutions considered by the company was use of a built-in alarm system, however Gall added, "after consulting with insurance company people, we decided against it. The accomplished tape player thief is very much aware of which units have this feature and he usually ends up doing considerable damage to the car's electrical system while he disengages the simple alarm."

"The problem of theft has become a major concern for everyone involved with car tape players, from the consumer right on back to the manufacturer," he stated, "we were well aware of this when we conceived our '70 product line, especially considering our "top of the line" automotive player at a \$225 retail tag.

"We knew there was no fool-proof solution to the theft problem, but we feel that we did come up with the most effective solution in designing a unit that is relatively practical to install into the auto dashboard."

Lear Jet's model A-250 includes not only the Stereo 8 player, but also a sensitive AM, FM & FM multiplex radio with removable bezel frame around the front panel to facilitate

flush mounting in most late model auto dashboards.

### Installation Costs

"Naturally," Gall said, "this type of installation takes more time & therefore costs more than the normal under-dash type of installations, however this does not seem to be too much of an obstacle for those who can afford this caliber of a unit in the first place. Even with the cost of custom dealer installation our A-250 players end up costing about the same or less than the factory unit while offering considerably more features. We have a number of luxury auto dealers who sell this unit rather than the one offered as optional equipment by the manufacturer."

Lear Jet also has three other models in their deluxe auto player line with the same build-in adaptability feature. These include the A-22 retailing at \$99.95; the A-230 player/AM radio at \$119.95; and A-240 with player and FM multiplex at \$149.95.

## Donohew Heads A-V Dept. At Capitol

HOLLYWOOD — J. Michael Donohew has just been appointed the director of audio-visual development with Capitol Records filling a newly created post marking Capitol's entry into the audio-visual field.

Announcing the appointment, Capitol president Sal Iannucci said, "Donohew's new position reflects Capitol's continued interest in fields of entertainment closely related to the company's primary recording activities."

As director, Donohew will explore all aspects of the a-v market, including Capitol's "possible involvement in television production." He will headquarter at the Capitol Tower in Hollywood.

He comes to the company from a position with CBS as the director of business affairs for the East Coast. Earlier, he had been associated with the legal department of Universal Studios and with CBS as associate director and later associate director of business affairs on the West Coast.

## Smith Is New Ampex National Sales Mgr For Pro Audio Prod.

REDWOOD CITY — Donald Smith has been named national sales manager for Ampex professional audio products. Thomas Scholten, marketing manager for the professional audio products division, said that Smith will be responsible for coordinating sales efforts of all Ampex salesmen of professional audio products including direct sales, O.E.M. sales and distributor sales. Smith is located at Ampex world headquarters in Redwood City, California.

The professional audio products division manufactures and markets professional audio recorders and accessories for use by radio and television stations, master recording studios, education, government and industry.

Smith joined Ampex in 1960 as a service engineer. He has served as a training instructor, a video sales engineer and a video product manager before assuming his present position.

## Sunn Names MacLeod Dir. Of Research & Product Engineering

Richard MacLeod has been appointed director of research and engineering for Sunn Musical Equipment. According to Sunn's President, Conrad Sundholm, Mr. MacLeod will be responsible for the expanding research and engineering operation for Sunn's entire line of musical amplification equipment. He will also be directing the development of new products relating to musical instrument sound amplification.

Before joining Sunn, MacLeod was with Tektronix Inc. where he was instrumental in developing many new concepts and products.

## Tape Employed For Sales Executive Presentation

HOLLYWOOD — Listener Corp., has created a new program using tape cassettes for a series of presentations in the field of sales management communications. The plan revolves about introduction of "The Sales Executives' Roundtable," a monthly one-hour production being produced in conjunction with Sales Management magazine. The "roundtable" concept is being introduced through the January issue.

According to Listener Corp., president Lynn Grabhorn, the first presentation will discuss "Sales Meetings—The How & Why," and subsequent tapes will explore the experiences and views of sales managers in business today with regard to areas such as recruiting, training, marketing, incentives and computers.

Among the management personalities who are included in the first of these monthly tapes are executives from Allis Chalmers, Union Carbide, Purex, Wing Mfg., and others. Added tapes will continue to feature representatives from various national business fields.

Listener Corp., was formed to produce narrative tape cassettes for industry and consumer use in education, entertainment and information.

## Belair Enjoins Toyo In Major Law Suit

LOS ANGELES — Belair Enterprises has won a preliminary injunction against Toyo Radio Co., in both Japan and America prohibiting the Toyo companies from using the Belair name or logo on any 8-track cartridge or cassette tape players or related product. Belair filed a multi-million dollar suit in Superior Court of Los Angeles against the two firms for unfair competition, trademark infringement, breach of contract, fraud and other relief. In addition to the above conditions, the Toyo companies were enjoined from representing or advertising any of the Belair warranty service centers that are owned, controlled or in any way responsible to either of the two companies.

Belair is currently pressing its lawsuits against both the Toyo companies and against Mitsuo Fukuyama, general manager of Toyo of America, for damages.



MORE THAN 450 representatives of all phases in the recorded entertainment industry attended last week's opening of the all-new RCA Mid-America Recording Center in Chicago. Top photo shows RCA officials (from left) Ralph Williams, manager of custom sales; Rocco Laginestra, executive vice president; John Hendrickson, manager of marketing administration and planning; William Reilly, manager of custom sales for Chicago; Joe Wells, manager of Chicago recording; and John Hemli, manager of the Indianapolis-record personnel. Below, from left, are: Ben Farnandis and Bob Walker and Curtom Records with Chuck Barksdale of Chess and Bill Leonard of RCA custom sales; Harry Jenkins, RCA division vp of record operations (second from left) with Dunwich Productions' Bill Traut (left) Jim Golden and Bobby Schiff; and Mike McLean, chief technical engineer of Motown Records with musician Kenny Sonderblom.



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Smile o Little Smile for Me/Holly, Holy/Is That All  
There Is/Jingle Jangle/Heaven Knows/Cherry Hill Park  
... and more

IMAGES: Lay, Lady, Lay/Leaving on a Jet Plane/  
Sounds of Silence/Alice's Restaurant/Eli's Coming/  
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**MAINSTREAM**



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**Pop Picks**

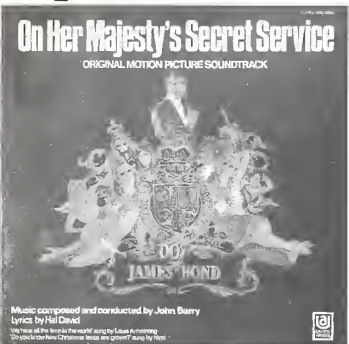


**FRIID PINK — Parrot PAS 71033**  
 Friid Pink has just hit the charts with this album, the group's first. The four member rock-blues aggregation offers a host of strong cuts, all originals except for the traditional "House Of The Rising Sun." LP obviously has considerable appeal, and it should be watched carefully in the coming weeks.



**EARLY IN THE MORNING — Vanity Fare — Page One 2502**  
 This group from England, which is currently riding high on the charts with their single "Early In The Morning," serves up its first album in America, featuring that tune and their soon to be released followup, "Hitchin' A Ride." Generally pleasing set which includes a few oldie surprises, the Teresa Brewer hit, "Music, Music, Music," and the Bruce Channel rocker "Hey Baby." Should be a chart climber.

**Pop Best Bets**



**ON HER MAJESTY'S SECRET SERVICE — John Barry — United Artists UAS 5204**  
 Composer-conductor John Barry, musical director for all the James Bond films, has turned out this soundtrack LP containing exciting and brassy tunes of a quality at least equal to his previous Bond ventures. Also featured are a song, "We Have All the Time in the World," interpreted by Louis Armstrong, and several easy-listening numbers. Barry carefully paints one of Ian Fleming's best Bonds with his finest musical colors. May be a very large package.



**JERRY VALE SINGS 16 GREATEST HITS OF THE 60's — Columbia CS 9982**  
 A grab-bag of songs from the past decade is explored by Jerry Vale. His fans should welcome his versions of "Moon River," "Can't Take My Eyes Off You," "The Impossible Dream" and "Strangers In The Night." Big arrangements with a multitude of strings and brass instruments are employed throughout to provide a lush effect to go with Vale's strong voice.



**WAX MUSEUM — Jay and the Americans — United Artists UAS 6719**  
 Jay and the Americans interpret twelve oldies from various years prior to around two years back. One of the cuts, "Walkin' in the Rain," a past hit of the Ronettes, is a current Top 20 item. Other revived tunes are "Let It Be Me," "Johnny B. Goode," "You Were on My Mind" and "I Don't Want To Cry." A good choice of material.



**THAT'S THE WAY LOVE IS — Marvin Gaye — Tamla 299**  
 The title song from this LP was a chart hit a few months ago. Remember it? Enjoy it? Pick up on this album and you've also picked up on Marvin's latest charter, "How Can I Forget." Other tunes like "Yesterday," "Groovin'," "Abraham, Martin and John," "Cloud Nine" and some first time cuts round out a superb disk from the soul chanter. A strong package that should get nice response.



**ANY WAY THAT YOU WANT ME — Evie Sands — A&M SP 4239**  
 Young singer Evie Sands brings a strong melodic vocal talent to this album. The title tune, which recently saw some chart action as a single, is featured, as are familiar favorites "Until It's Time For You To Go" and the Mike Settle composition "But You Know I Love You." Evie made quite a few fans with her single and figures to do likewise with this nicely done LP.



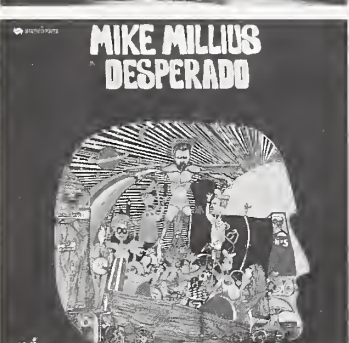
**BEST OF STRAWBERRY ALARM CLOCK — UNI 73074**  
 A good helping of hits makes this a package that is bound to appeal to S.A. Clock fans, as well as wake up a few folk who missed the group on its first and subsequent times around. "Incense and Peppermints," the group's biggest single, is included on a menu with other lesser chart riders "Barefoot in Baltimore," "Sea Shell," "Tomorrow" and "Sit With the Guru." A refreshing LP which should make a chart showing soon.



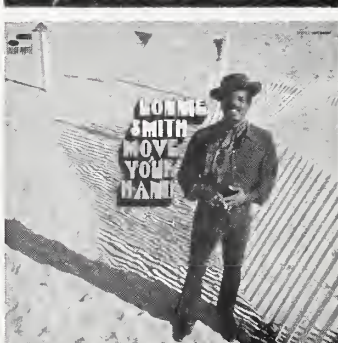
**MY FAVORITE BROADWAY & HOLLYWOOD MUSIC — Hugo Winterhalter — Musicor MS 3184**  
 Winterhalter and his orchestra have once again put out a package of high worth for easy listening. His choice of material is very current and includes film and show tunes from such productions as "Midnight Cowboy," "Hair," "Paint Your Wagon," "Popi" and "2001: A Space Odyssey." Because of the large variety of types of music on the album, it is necessary for the orchestra to feel each mood and change accordingly. And under Winterhalter's baton, they respond in usual high form. Stock up.



**UNHALFBRICKING — Fairport Convention — A&M SP 4206**  
 This is an American group that went to England about two years ago to make their reputation. They caught on there and did not here, except with people like: Judy Collins, who recorded lead singer Sandy Denny's song "Who Knows Where the Time Goes" (included on this LP); Joni Mitchell and some other knowledgeable folk. Fairport Convention interprets three Dylan songs in a special, joyful style, and works up a traditional song, "A Sailor's Life," with a driving guitar-fiddle solo of extra merit. True folk-rock at its best. Album is the kind that could start slowly and then really take off. Watch it.



**DESPERADO — Mike Millius — UNI 73072**  
 Joe Cocker and Bob Dylan have obviously influenced singer/songwriter Mike Millius, but he's his own man, and he has come up with an album that merits attention. His rough "Desperado" performing style, combined with the intelligence and imagination evident in his songs, make him an artist who could gain a footing in the underground. A very good first album.



**MOVE YOUR HAND — Lonnie Smith — Blue Note BST 84326**  
 Jazz buffs rate Lonnie Smith as one of the foremost organists of our times. In this recording he is showcased to full advantage in a "live" performance. His rendition of the Donovan hit, "Sunshine Superman," is "soul jazz" at its finest, and his treatment of the old Coasters song "Charlie Brown," combines the humor of the original with some harddriving blues playing. Smith's fans should rush to greet this album.



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**Billboard rave:**

Enoch Light is a master of sound display and he pulls out all stops to create new concepts for the likes of "Eleanor Rigby," "Walk On By" and several other songs by the Beatles and Burt Bacharach. In Light's bag of musical tricks are the Moog synthesizer, electric harpsichords and hyped-up flugelhorns. Light gets plenty of action out of them and out of the repertoire, too.



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<b>1</b>	<b>LED ZEPPELIN II</b> (Atlantic SD 8236) (8236)	2	<b>34</b>	<b>TOMMY ROE'S GREATEST HITS</b> (ABC ABCS 700)	38	<b>68</b>	<b>STAND!</b> SLY & THE FAMILY STONE (Epic BN 26456) (N 18-10186) (N14-10186) (N16-10186)	73
<b>2</b>	<b>ABBEY ROAD</b> BEATLES (Apple SO 383) (8XT 383) (4XT 383)	1	<b>35</b>	<b>THE BEST OF TOMMY JAMES &amp; THE SHONDELLS</b> (Roulette SR 42040)	40	<b>69</b>	<b>SECOND WINTER</b> JOHNNY WINTER (Columbia KCS 9947) (18 BO 0838) (16 BO 0838)	74
<b>3</b>	<b>TOM JONES LIVE IN LAS VEGAS</b> (Parrot PAS 71031) (M 7983) (X 79431) (X 70631)	4	<b>36</b>	<b>LEP ZEPPELIN</b> (Atlantic SD 8216) (8216) (X 58216)	37	<b>70</b>	<b>CLOSING THE GAP</b> MICHAEL PARKS (MGM SE 4646)	56
<b>4</b>	<b>LET IT BLEED</b> ROLLING STONES (London NPS 4) (M 72167) (X 17167) (X 57167)	3	<b>37</b>	<b>KOZMIC BLUES</b> JANIS JOPLIN (Columbia KCS 9913) (18 10 0748) (14 10 0748) (16 10 0748)	29	<b>71</b>	<b>OLIVER</b> ORIGINAL SOUNDTRACK (Colgems COSD 5501) (08CB-1003)	86
<b>5</b>	<b>WILLY AND THE POORBOYS</b> CREEDENCE CLEARWATER REVIVAL (Fantasy 8397)	6	<b>38</b>	<b>LEAVING IT ALL BEHIND</b> GRASS ROOTS (Dunhill DS 50067)	34	<b>72</b>	<b>GLEN CAMPBELL "LIVE"</b> (Capitol STOB 268)	54
<b>6</b>	<b>CAPTURED LIVE AT THE FORUM</b> THREE DOG NIGHT (Dunhill DS 50068) (850068) (450068) (550068)	5	<b>39</b>	<b>PAINT YOUR WAGON</b> ORIGINAL SOUNDTRACK (Paramount PMS 1001) (89004) (29504)	39	<b>73</b>	<b>GET TOGETHER WITH ANDY WILLIAMS</b> (Columbia CS 9922) (18 10 0776) (14 10 0776) (16 10 0776)	57
<b>7</b>	<b>ENGELBERT HUMPERDINCK</b> (Parrot PAS 71030) (M 79830) (X 79430) (X 79630)	7	<b>40</b>	<b>THE BRASS ARE COMIN'</b> HERB ALPERT & THE TIJUANA BRASS (A&M SP 4228) (8T 4228) (4T 4228) (CT 4228)	36	<b>74</b>	<b>TRACY</b> CUFF LINKS (Decca DL 75160) (6-5160) (C73-5160)	61
<b>8</b>	<b>BLOOD, SWEAT &amp; TEARS</b> (COL 18 10 0552) (COL 14 10 0552) (16 10 0552)	8	<b>41</b>	<b>HELLO DOLLY</b> ORIGINAL SOUNDTRACK (20th Century Fox DTCS 5103)	30	<b>75</b>	<b>CONSTRUCTION #1</b> TEN WHEEL DRIVE (Polydor 24-4008)	76
<b>9</b>	<b>JOE COCKER</b> (A&M SP 4224)	10	<b>42</b>	<b>TRY A LITTLE KINDNESS</b> GLEN CAMPBELL (Capitol SW 389) (8XT 389) (4XT 389)	55	<b>76</b>	<b>THE TURNING POINT</b> JOHN MAYALL (Polydor 24 4004) (953002) (PD 9 14652)	67
<b>10</b>	<b>HAIR</b> ORIGINAL CAST (RCA Victor LSO 1150) (08S-1038)	13	<b>43</b>	<b>BALLAD OF EASY RIDER</b> BYRDS (Columbia CS 9942) (18 10 0810) (16 10 1810)	44	<b>77</b>	<b>CREAM OF THE CROP</b> DIANA ROSS & SUPREMES (Motown MS 694)	71
<b>11</b>	<b>CROSBY, STILLS &amp; NASH</b> (Atlantic SE 8229) (8229) (X4 8229)	9	<b>44</b>	<b>SUITABLE FOR FRAMING</b> THREE DOG NIGHT (Dunhill DS 50058)	49	<b>78</b>	<b>YE-ME-LE</b> SERGIO MENDES & BRASIL '66 (A&M SP 4236) (8T 4236) (4T 4236) (CT 4236)	72
<b>12</b>	<b>EASY RIDER</b> ORIGINAL SOUNDTRACK (Dunhill DSK 50063) (8RM 2026) (CRM 2026)	12	<b>45</b>	<b>ALIVE ALIVE-O</b> JOSE FELICIANO (RCA LSP 6021) (P8S 1537/8)	33	<b>79</b>	<b>BEST OF TRAFFIC</b> (United Artists UAS 5500)	84
<b>13</b>	<b>VOLUNTEERS</b> JEFFERSON AIRPLANE (RCA LSP 4238) (P8S 1507)	11	<b>46</b>	<b>ROMEO &amp; JULIET</b> ORIGINAL SOUNDTRACK (Capitol ST 2993) (8XT 2993) (Y 18 2993)	41	<b>80</b>	<b>AMERICAN WOMAN</b> THE GUESS WHO (RCA LPS 4266) (P8S 1518)	—
<b>14</b>	<b>SANTANA</b> (Columbia CS 9781) (18 10 0692) (16 10 0692)	15	<b>47</b>	<b>DIANA ROSS &amp; THE SUPREMES GREATEST HITS (VOL. 3)</b> (Motown MS 702)	51	<b>81</b>	<b>SPANKY'S GREATEST HIT(S)</b> SPANKY & OUR GANG (Mercury SR 61227)	91
<b>15</b>	<b>ALBUM 1700</b> PETER, PAUL & MARY (Warner Bros./7 Arts WS 1700)	19	<b>48</b>	<b>IN THE COURT OF THE CRIMSON KING</b> (Atlantic SD 8245) (TP 8245)	50	<b>82</b>	<b>ZEPHYR</b> (Probe CPLP 4510)	85
<b>16</b>	<b>RAINDROPS KEEP FALLIN' ON MY HEAD</b> B. J. THOMAS (Scepter SPS 580)	16	<b>49</b>	<b>DON'T IT MAKE YOU WANT TO GO HOME</b> JOE SOUTH (Capitol ST 392) (8XT 392) (4XT 392)	59	<b>83</b>	<b>KOOPER SESSION</b> AL KOOPER (Columbia CS 9701) (18 10 0842) (16 10 0842)	83
<b>17</b>	<b>THE BAND</b> (Capitol STAO 132) (8XT 132) (4XT 132)	14	<b>50</b>	<b>MIDNIGHT COWBOY</b> FERRANTE & TEICHER (United Artists UAS 6725)	52	<b>84</b>	<b>GET READY</b> RARE EARTH (Rare Earth RS 507)	88
<b>18</b>	<b>I AM THE PRESIDENT</b> DAVID FRYE (Elektra EKS 75006)	23	<b>51</b>	<b>SHADY GROVE</b> QUICKSILVER MESSENGER SERVICE (Capitol SKAO 391) (8XT 391) (4XT 391)	77	<b>85</b>	<b>YER ALBUM</b> THE JAMES GANG (Bluesway BLS 6034)	87
<b>19</b>	<b>SEE</b> RASCALS (Atlantic SD 8246)	21	<b>52</b>	<b>HOT BUTTERED SOUL</b> ISAAC HAYES (Enterprise ENS 1001)	43	<b>86</b>	<b>STAND UP</b> JETHRO TULL (Reprise RS 6360) (8RM 6360) (CRX 6360)	78
<b>20</b>	<b>GREEN RIVER</b> CREEDENCE CLEARWATER REVIVAL (Fantasy 8393) (88393) (48393) (58393)	18	<b>53</b>	<b>DIONNE WARWICK'S GOLDEN HITS (Part 2)</b> (Scepter SPS 577) (577) (5577)	47	<b>87</b>	<b>YOUR SAVING GRACE</b> STEVE MILLER BAND (Capitol SKAO 331) (8XT 331) (4XT 331)	90
<b>21</b>	<b>BOBBY SHERMAN</b> (Metromedia MD 1014)	22	<b>54</b>	<b>ALICE'S RESTAURANT</b> ARLO GUTHRIE (Reprise RS 6267) (8RM 6267) (CRX 6267)	48	<b>88</b>	<b>COLD BLOOD</b> (San Francisco 200)	98
<b>22</b>	<b>MUSIC FROM "BUTCH CASSIDY AND THE SUNDANCE KID"</b> BURT BACHARACH (A&M SP 4227) (8T 4227) (4T 4227) (CT 4227)	26	<b>55</b>	<b>GRAND FUNK</b> GRAND FUNK RAILROAD (Capitol SKAO 406) (8XT 406) (4XT 406)	75	<b>89</b>	<b>STEAM</b> (Mercury SR 61254) (MC8 61254) (MCR4 61254)	95
<b>23</b>	<b>IN-A-GADDA-DA-VIDA</b> IRON BUTTERFLY (Atco 2051) (2501) (X 52501)	28	<b>56</b>	<b>A GROUP CALLED SMITH</b> (Dunhill 50056) (M 85056) (X 45056) (X 55056)	46	<b>90</b>	<b>LOVE THEME FROM ROMEO &amp; JULIET</b> JOHNNY MATHIS (Columbia CS 9909) (18 10 0744) (14 10 0744) (16 10 0744)	96
<b>24</b>	<b>TO OUR CHILDREN'S CHILDREN'S CHILDREN</b> MOODY BLUES (Threshold THS 1) (M 24801) (M 24601)	45	<b>57</b>	<b>BAYOU COUNTRY</b> CREEDENCE CLEARWATER REVIVAL (Fantasy 8387) (88387) (48387) (58387)	64	<b>91</b>	<b>BEST OF CREAM</b> (Atco SD-291) (291) (X5 291)	92
<b>25</b>	<b>PUZZLE PEOPLE</b> TEMPTATIONS (Gordy 949)	20	<b>58</b>	<b>COMPLETELY WELL</b> B. B. KING (Bluesway BLS 6037)	69	<b>92</b>	<b>MAKE YOUR OWN KIND OF MUSIC</b> MAMA CASS (Dunhill DS 50071)	91
<b>26</b>	<b>FROM VEGAS TO MEMPHIS</b> ELVIS PRESLEY (RCA LSP 6020)	17	<b>59</b>	<b>THIS IS TOM JONES</b> (Parrot PAS 71028) (M 79828) (X 79428) (X 79628)	62	<b>93</b>	<b>LIVE DEAD</b> GRATEFUL DEAD (Warner Bros./7 Arts WS 1830) (8WM 1830) (CWM 1830)	115
<b>27</b>	<b>MIDNIGHT COWBOY</b> ORIGINAL SOUNDTRACK (United Artists UA 5198)	25	<b>60</b>	<b>GOLDEN GREATS VOL. 1</b> DENNIS YOST & THE CLASSICS (Imperial LP 16000)	63	<b>94</b>	<b>2001 A SPACE ODYSSEY</b> ORIGINAL SOUNDTRACK (MGM STE-13)	100
<b>28</b>	<b>TOUCHING YOU . . . TOUCHING ME</b> NEIL DIAMOND (Uni 73071)	24	<b>61</b>	<b>R. B. GREAVES</b> (Atco SD 311)	70	<b>95</b>	<b>CROW MUSIC</b> CROW (Amaret ST 5002)	82
<b>29</b>	<b>LIVE PEACE IN TORONTO 1969</b> PLASTIC ONO BAND (Apple 3362) (8XT 3362) (4XT 3362)	42	<b>62</b>	<b>THROUGH THE PAST DARKLY (Big Hits Vol. 2)</b> ROLLING STONES (London NPS 3) (M 72162) (X 17162) (X 57162)	60	<b>96</b>	<b>FRIJID PINK</b> (Parrot PAS 71033) (79833) (79633)	—
<b>30</b>	<b>THE AGE OF AQUARIUS</b> 5TH DIMENSION (Soul City SCS 92005) (3951) (4951) (C-951)	31	<b>63</b>	<b>BLIND FAITH</b> (Atco SD 304) (304)	53	<b>97</b>	<b>SWISS MOVEMENT</b> EDDIE HARRIS & LES MCCAN (Atlantic SD-1537)	116
<b>31</b>	<b>JOHNNY CASH AT SAN QUENTIN</b> (Columbia CS 99827) (18 10 0674) (14 10 0674) (16 10 0674)	32	<b>64</b>	<b>I WANT YOU BACK</b> JACKSON 5 (Motown MS 700)	79	<b>98</b>	<b>RUNNING DOWN THE ROAD</b> ARLO GUTHRIE (Reprise RS 6346) (8RM 6346) (CRX 6346)	93
<b>32</b>	<b>MONSTER</b> STEPPENWOLF (Dunhill DS 50066) (850066) (450066) (550066)	27	<b>65</b>	<b>BEST OF BEE GEES</b> (Atco SD-292) (292) (X5 292)	58	<b>99</b>	<b>JOHNNY CASH AT FOLSOM PRISON</b> (Columbia CS 9639) (18 10 0404) (14 10 0404) (16 10 0404)	97
<b>33</b>	<b>THE BEST OF CHARLEY PRIDE</b> (RCA LSP 4223) (P8S 1505)	35	<b>66</b>	<b>ARTHUR</b> KINKS (Reprise RS 6366) (8RM 6366) (CRX 6366)	65	<b>100</b>	<b>TOMMY</b> THE WHO (Decca CXSW 7205) (6-2550) (73-2500)	99
			<b>67</b>	<b>IS THAT ALL THERE IS</b> PEGGY LEE (Capitol ST 386) (8XT 386) (4XT 386)	68			



# Basic Album Inventory

A check list of best selling pop albums other than those appearing on the CASH BOX Top 100 Album chart. Feature is designed to call wholesalers' & retailers' attention to key catalog, top steady selling LP's, as well as recent chart hits still going strong in sales. Information is supplied by manufacturers. This is a weekly revolving list presented in alphabetical order. It is advised that this card be kept until the list returns to this alphabetical section.

## UNITED ARTISTS

Original Sound Track In The Heat Of The Night  
 Original Sound Track You Only Live Twice  
 Original Sound Track Goldfinger  
 Original Sound Track A Man And A Woman  
 Original Sound Track Never On Sunday  
 Original Sound Track The Good, The Bad & The Ugly  
 Chucho Avellanet Love And Violins  
 Shirley Bassey And We Were Lovers  
 The Beatles A Hard Day's Night  
 Lenny Bruce In Concert  
 Al Caiola It Must Be Him  
 Pat Cooper Our Hero  
 Pat Cooper Spaghetti Sauce & Other Delights  
 Pat Cooper You Don't Have To Be Italian to Like Pat Cooper  
 Johnny Darrell Son Of Hickory Holler's Tramp  
 Spencer Davis Spencer Davis' Greatest Hits  
 Patty Duke Patty Duke's Greatest Hits  
 Easybeats Friday On My Mind  
 Ferrante & Teicher Our Golden Favorites  
 Ferrante & Teicher In The Heat Of The Night  
 Ferrante & Teicher A Man And A Woman  
 Bobby Goldsboro Solid Goldsboro  
 Leroy Holmes or A Few Dollars More  
 Leroy Holmes And Other Movie Themes  
 Lena Horne The Good The Bad And The Ugly  
 Jay & The Americans Lena In Hollywood  
 George Jones Jay & The Americans Greatest Hits  
 Gordon Lightfoot George Jones' Golden Hits  
 Gordon Lightfoot Lightfoot  
 Carlos Montoya The Way I Feel  
 Del Reeves The Artistry Of Carlos Montoya  
 Jimmy Roselli The Best Of Del Reeves  
 Jimmy Roselli The Italian Album  
 Vicentico Valdes Core Napulitano  
 Various Artists Sorpresas  
 Various Artists Great Motion Picture Themes  
 Various Artists Great Motion Picture Themes Vol. 2  
 Various Artists Music To Read James Bond By  
 Ten Golden Years Orig. Mot. Pic. Themes and Original Soundtracks  
 Josh White, Jr. The Josh White Jr. Album  
 Bobby Lewis An Ordinary Miracle  
 Ferrante & Teicher The Painted Desert  
 Bobby Goldsboro Honey  
 Del Reeves Running Wild  
 Carlos Montoya Suite Flamenca  
 Jimmy Roselli The Best Of Jimmy Roselli  
 Gordon Lightfoot Did She Mention My Name  
 Spencer Davis Group With Their New Face On  
 Leroy Holmes The Devils Brigade  
 Orig. Mot. Pic. Score Revolution

## VEEP

Anthony & The Imperials Best of Anthony & The Imperials Vol. 1 16512  
 Anthony & The Imperials Best of Anthony & The Imperials Vol. II 16519  
 Anthony & The Imperials Goin' Out Of My Head 16511  
 Jimmy McGriff Greatest Organ Hits 16522

## VERVE

Jim & Jean Changes FTS/3001  
 Richie Havens Mixed Bag FTS/3006  
 Blues Project Projections FTS/3008  
 Janis Ian FTS/3017  
 Tim Hardin-2 FTS/3022  
 James Cotton Blues Band FTS/3023  
 Blues Project Live At Town Hall FTS/3025

## VERVE (Cont.)

5160 Dave Van Ronk & The Hudson Dusters FTS/3041  
 5155 Righteous Bros. Soul & Inspiration V/V6/5001  
 5117 Arthur Prysock The Best Of Arthur Prysock V/V6/5001  
 5147 Mothers Of Invention Absolutely Free V/V6/5013  
 5070 Howard Tate Get It While You Can V/V6/5022  
 5172 Mothers Of Invention We're Only In It For The Money V/V6/5045  
 6439 Velvet Background White Light/White Heat V/V6/5046  
 6565 Charlie Byrd/Stan Getz Jazz Samba V/V6/8432  
 6366 Bashin' Jimmy Smith Plays "Walk On The Wild Side" V/V6/8474  
 6580 Jimmy Smith Who's Afraid Of Virginia Woolf V/V6/8583  
 6637 Mel Torme The Best Of Mel Torme V/V6/8593  
 6446 Gene Krupa The Best Of Gene Krupa V/V6/8594  
 6548 Louis Armstrong The Best Of Louis Armstrong V/V6/8595  
 6600 Count Basie The Best Of Count Basie V/V6/8596  
 6634 Johnny Hodges/Wild Blue Rabbit V/V6/8599  
 6641 Bill Davis  
 6535 Wes Montgomery Movin' Wes V/V6/8610  
 6588 Cal Tjader Soul Sauce V/V6/8614  
 6556 Wes Montgomery Bumpin' V/V6/8625  
 6624 Willie Bobo Spanish Grease V/V6/8631  
 6572 Jimmy Smith Got My Mojo Workin' V/V6/8641  
 6561 Wes Montgomery Goin' Out Of My Head V/V6/8642  
 Wes Montgomery Tequila V/V6/8653  
 6608 Count Basie Basie's Beatle Bag V/V6/8659  
 6633 Jimmy Smith Hoochie Cooche Man V/V6/8667  
 6470 Walter Wanderley Trio Cheganga V/V6/8676  
 6453 The Dynamic Duo Jimmy & Wes V/V6/8678  
 6532 Jimmy Smith Respect V/V6/8705  
 6487 Wes Montgomery The Best Of Wes Montgomery V/V6/8714  
 6587 Stan Getz The Best Of Stan Getz V/V6/8719  
 6610 Ella Fitzgerald The Best Of Ella Fitzgerald V/V6/8720  
 6635 Jimmy Smith The Best Of Jimmy Smith V/V6/8721  
 6544 Cal Tjader The Best Of Cal Tjader V/V6/8725  
 6638 Abnuceals Emuukha  
 6598 Elec. Synph. Lumpy Gravy V/V6/8741  
 6122 Jimmy Smith Stay Loose V/V6/8745  
 6625 Kenny Burrell The Common Ground... Blues V/V6/8746

## WARNER BROS.—SEVEN ARTS

The Association Greatest Hits WS 1767  
 The Association Birthday WS 1733  
 The Association Insight Out WS 1696  
 Petula Clark Portrait of Petula WS 1789  
 Petula Clark Greatest Hits, Vol. 1 WS 1765  
 Petula Clark These Are My Songs WS 1698  
 Petula Clark Downtown WS 1590  
 Bill Cosby It's True! It's True! WS 1770  
 Bill Cosby 200 MPH WS 1757  
 Bill Cosby To Russell, My Brother, Whom I Slept With WS 1734  
 Bill Cosby Revenge WS 1691  
 Bill Cosby Wonderfulness WS 1634  
 Bill Cosby Why Is There Air? WS 1606  
 The Everly Brothers Roots WS 1752  
 The Everly Brothers Very Best Of The Everly Brothers WS 1554  
 The Grateful Dead Aoxomoxoa WS 1790  
 Rod McKuen Greatest Hits WS 1772  
 Peter, Paul & Mary Peter, Paul & Mommy WS 1785  
 Peter, Paul & Mary Late Again WS 1751  
 Peter, Paul & Mary Album 1700 WS 1700  
 Peter, Paul & Mary The Peter, Paul & Mary Album WS 1648  
 Peter, Paul & Mary See What Tomorrow Brings WS 1615  
 Peter, Paul & Mary A Song Will Rise WS 1589  
 Bonnie Prudden Keep Fit and Be Happy WS 1358  
 San Sebastian The Sea, The Earth, The Sky 3WS 1730  
 Strings Music By Mason Williams WS 1788  
 Mason Williams The Mason Williams Phonograph Record WS 1729  
 Glenn Yarbrough Somehow, Someway WS 1782  
 Original Soundtrack "Goodbye, Columbus" WS 1786  
 Original Soundtrack "Finian's Rainbow" WS 2550



# TOP 100 Albums

101 TO 140

101 SUPER HITS Delfonics (Philly Groove 1152)  
 102 JINGLE JANGLE Archies (Kirshner KES 105) (P8K 01004)  
 103 THE SOFT PARADE The Doors (Elektra EKS 75005) (M 87 5005) (X 47 5005) (X 5 5005)  
 104 JEAN Lawrence Welk (Ranwood R 8060)  
 105 ON TIME Grand Funk Railroad (Capitol ST 307) (8XT 307) (4XT 307)  
 106 CANNED HEAT COOK BOOK (THE BEST OF CANNED HEAT) (Liberty LST 11000)  
 107 NASHVILLE SKYLINE Bob Dylan (Columbia KCS 9825) (COL 1840-0670) (COL 1440-0670) (COL 1640-0670)  
 108 CHERRY HILL PARK Billy Joe Royal (Columbia CS 9974) (18 10 0866)  
 109 WALKING IN SPACE Quincy Jones (A&M SP 3023) (8T 3023) (4T 3023) (CT 3023)  
 110 ON BROADWAY Diana Ross & Supremes & The Temptations (Motown MS 699)

111 THE ALLMAN BROTHERS BAND (Atco SD 308)  
 112 TRACES/MEMORIES Lettermen (Capitol ST 390) (8XT 390) (4XT 390)  
 113 JUST PET Petula Clark (Warner Bros./7 Arts WS 1823) (8WM 1823) (CWM 1823)  
 114 JEAN Ray Conniff (Columbia CS 9920) (18 10 8770) (14 10 8770) (16 10 8770)  
 115 THE MASKED MARAUDERS (Deity 6378)  
 116 THE NEW GARY PUCKETT AND THE UNION GAP (Columbia CS 9935) (18 10 0778) (14 10 0778) (16 10 0778)  
 117 CHICAGO TRANSIT AUTHORITY (Columbia GP-8) (Part I 18 10 0726) (Part II 18 10 0728) (16 B0 0854)  
 118 SGT. PEPPERS LONELY HEARTS CLUB BAND Beatles (Capitol SMAS 2653) (8XT 2653) (4XT 2653)  
 119 THE BEATLES (Apple SWBO 101) Part I (86W160) (4WX 160) Part II (86W 161)  
 120 RECOLLECTIONS Judy Collins (Elektra EKS 74055) (M 87 4055) (X 47 4055) (X 5 4055)

121 NEW YORK TENDABERRY Laura Nyro (Columbia KCS 9737) (18 10 0610) (14 10 0610) (16 10 0610)  
 122 HURT SO BAD The Lettermen (Capitol ST 269) (8XT 269) (4XT 269)  
 123 FAT MATTRESS (Atco SD 309)  
 124 SIX HOURS PAST SUNSET Henry Mancini (RCA LSP 4239) (P8S 1508)  
 125 MAGICAL MYSTERY TOUR Beatles (Capitol SMAL 2835) (8XT 2835) (4XT 2825)  
 126 FOR LOVERS San Sebastian Strings (Warner Bros./7 Arts WS) (1795) (8WM 1795) (CWX 1795)  
 127 A HEAD RINGS OUT Blodwyn Pig (A&M SP 4210)  
 128 THE ASSOCIATION Warner Bros./7 Arts WS 1800) (8WM 1800) (CWM 1800)  
 129 WITH A LITTLE HELP FROM MY FRIENDS Joe Cocker (A&M SP 4182) (8T 4182) (4T 4182) (CS 4182)  
 130 TOM JONES LIVE (Parrot PS 71014) (MM-79814) (X-7914) (X-79614)

131 LESLIE WEST'S MOUNTAIN (Windfall 4500) (M 84500) (X-54500)  
 132 YOUR GOOD THING Lou Rawls (Capitol ST 325) (8XT 325) (4XT 325)  
 133 DONOVAN'S GREATEST HITS (Epic BXN 26439) (N 18-10154) (N 14-10154) (N 16-10154)  
 134 SMASH HITS The Jimi Hendrix Experience (Reprise MS 2025) (8RM 2025) (CRX 2025)  
 135 TOGETHER Diana Ross & The Supremes & The Temptations (Motown MS 692)  
 136 MAKE IT EASY ON YOURSELF Burt Bacharach (A&M SP 4188) (8T 4188) (4T 4182) (CS 4182)  
 137 FUNNY GIRL Original Soundtrack (Columbia BOX 3220) (COL 18 12 0034) (COL 14 12 0034) (16 12 0034)  
 138 A MAN ALONE Frank Sinatra (Reprise FS-1030) (8FH-1030) (CRX 1030)  
 139 ROD MCKUEN AT CARNEGIE HALL (Warner Bros./7 Arts 2WS 1794) (8WJ 1794)  
 140 LAURA NYRO Verve/Forecast FTS 3020)



## Classicals Issue From Grammophon

NEW YORK — Seven classical LP's make up the January release from Deutsch Grammophon. Three Beethoven records are in the issue: Fidelio (complete opera sung in German), Three Great Piano Sonatas (Wilhelm Kempff, piano) and String Quartet in C Major, Op. 29/ String Quartet in F (Amadeus Quartet, with Cecil Aronowitz, 2nd viola). The Fidelio is a three LP set.

The other albums are Mozart: String Quartets, Mahler: Symphony No. 2 in C Minor, Rodrigo: Concerto de Aranjuez/Fantasia Para Un Gentilhombre, and an LP featuring selections by Giuseppe Giorgio Englert, Maton Feldman, Gerd Zacher and John Cage.

## GWP Works Hirt Concert

NEW YORK — A full ads-promo campaign to publicize the "Al Hirt New Orleans Music Festival" is underway at GWP Records and its parent company, Gerard W. Purcell Associates. The festival, featuring the famed trumpeter and his "Onward Brass Band," is scheduled for Jan. 28 in Knoxville, Tenn. and Memphis the following night.

Scheduled activities include co-op TV and newspaper advertising with the Al Hirt Sandwich Saloon chain of restaurants, Al Hirt record autograph parties at the Sandwich Saloons as well as \$1 discount coupons towards concert tickets for the restaurant customers, on-air contest giveaways of his albums and concert tickets with local radio stations, and a tie-in with the Memphis Popular Tunes record chain whereby the record outlets will feature displays of Al Hirt album product together with discount coupons which allow 50% off any price ticket purchased.

"The Al Hirt New Orleans Festival" appeared on nation-wide television during the half-time festivities of the Super Bowl telecast from New Orleans January 11th.

## Mascari Creates Ivanhoe Records

CHICAGO — Ivanhoe Records has been formed by Eddie Mascari, formerly with Mercury for ten years. Offices are at 185 N. Wabash Ave., Chicago, 60601.

While at Mercury, Mascari was general manager of the publishing division, director of copyright and licensing, and was involved in the producing of the Mercury Storyteller Series of sixteen albums, and the discovery of Madeline Bell with "I'm Gonna Make You Love Me."

Ivanhoe's national distribution has been set and the first release is scheduled for mid-January.

Susan Storck, previously with Mercury as Mascari's secretary, is administrative supervisor. Bob-Cor Music, Inc. (BMI) and Hinky Dink Music Co. (ASCAP) are Ivanhoe's affiliated publishing companies.

## RCA Rushes Shostakovich Symphony

NEW YORK — RCA Records has just completed the first authorized recording of Dmitri Shostakovich's rarely heard Thirteenth Symphony and will rush the recording into release the first of March as a Red Seal special.

The recording is by the Philadelphia Orchestra with Eugene Ormandy conducting and features the voice of Finnish baritone Tom Krause singing the poems of Yevgeny Yevtushenko

on which the work is based. The recording was accomplished in two sessions held last week in Philadelphia's Town Hall.

The symphony had its world premiere in Russia in December, 1962, but it was not until 1970 that any western orchestra was given access to the original score complete with the texts of the five Yevtushenko poems.

## ASCAP Review Board Nominations Made

NEW YORK — ASCAP's Nominating Committees have named the following candidates for the Society's Board of Review: Authors in the Popular-Production Division — Walter Bishop, Robert Colby, Hal David, Dorothy Fields, Kermit Goell, Bud Green and Harry Ruby; composer-members in the Popular-Production Division — Mitch Leigh, Edward E. (Eddie) Sauter, Charles Strouse and Harry Warren. Composers in the Standard Division who were nominated are: Samuel H. Adler, Peter Schickele and Virgil Thomson.

The following publisher candidates were named for the Board of Review: In the Popular-Production Division — Richard Ahlert (Fred Ahlert Music Corporation), Marvin Fisher (Marvin Music Company), Gene Goodman (Jewel Music Publishing Co., Inc.), Paul Kapp (General Music Publishing Company, Inc.), Alex C. Kramer (Kramer-Whitney, Inc.), Harold Leventhal (Appleseed Music, Inc.), John D. Marks (St. Nicholas Music, Inc.), George Pincus (George Pincus & Sons Music Corp.), Herb Reis (Summit Music Corporation) and Michael Stewart (United Artists Music Co., Inc); and in the Standard Division — Ernest R. Farmer (Shawnee Press, Inc.), Harold Flammer, Jr. (Harold Flammer, Inc.), W. Stuart Pope (Boosey & Hawkes, Inc.) and John Owen Ward (Oxford University Press, Inc.).

All the nominations were unanimous. The Writers Nominating Committee consisted of: Mitchell Parish, Chairman; Robert Allen; Gerald Marks and Vincent Persichetti. The Publishers Nominating Committee consisted of: Leo Talent, Chairman; Fred E. Ahlert, Jr. and Arnold P. Broido.

## Ambergris Debut LP Due From Paramount

NEW YORK — Paramount Records will release the first LP by Ambergris in February. The album, which is being produced by Steve Cropper, will contain 10 original songs plus a pair of outside tunes. Release will coincide with the band's first two major appearances, at New York's Bitter End and Electric Circus.

Paramount plans a major promotion for the debut LP, with a national introductory tour scheduled after the New York gigs. Dates will be announced shortly.

## Vigoda VP at Symbolic

NEW YORK — Johanon Vigoda has joined Symbolic Music as vice pres. He has had extensive experience in the music field, both as an attorney from the law firm of Marshall and Vigoda and as a creator, and will be responsible for the coordination of all Symbolic's activities in this country and abroad. He will also supervise the company's activities in commercial and industrial promo and motion pictures.

## Four Serious Music Works Premiere

NEW YORK — Peer Southern Publishers has noted four premieres of serious music from the company. On January 31st the Manhattan School of Music will feature the world premiere of "To Music" a work by David Diamond. The composer will conduct the program. Jose Serebrier's "Fantasia" was premiered by The Cleveland Orchestra in Severance Hall in Cleveland on Dec. 26. Two sonatas for Cello and Piano, one by Roque Cordero and another by Eduardo Mata were premiered in a special performance sponsored by The Center For Inter-American Relations recently. Cordero was interviewed during a broadcast of three of his works over WNYC-FM Jan. 17th.

## Kashe Inks Russell

NEW YORK — Kashe Records has signed Richard Russell to an exclusive recording contract. The first Kashe release for 1970 is "Wish You Were Hear" written and sung by Russell.

# OOO-LA-LA-LA

watch

# BOBBY SHERMAN

and

# "I'LL NEVER TELL YOU"

GROW!

GROW!

GROW!

## AIR IT ONCE AND YOU WON'T BE ABLE TO STOP!

EXAMPLE:

WEEX "BATTLE OF SOUNDS" JAN. 5th  
RECEIVED 3 TIMES AS MANY VOTES AS NEW STEAM GROUP

WKY-TV "THE SCENE" "KIDS FLIPPED ON IT"

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Chicago — All-State	Houston — United	Philadelphia — A & L
Cincinnati — A & I	Los Angeles — T. D. C.	Phoenix — Arc
Cleveland — Midwest	Memphis — Hot Line	St. Louis — Roberts
Dallas — Jay & Kay	Miami — Tone	San Francisco — Eric
Denver — Davis	Milwaukee — O'Brien	Seattle — Fidelity NW
Detroit — Arc — Jay Kay	Minneapolis — Jather	Shreveport — Stan's

### STREET SALES SWEET

Good news to Joe Berger, Musicor sales exec, and Irene of The Street People — mounting sales on Street's "Jennifer Tomkins". Irene dropped by the Musicor offices between promo appearance on television's "Upbeat" and "Scene 70". The song is rapidly climbing the best selling charts.







**A PROPER CUP OF TEA** — was had by Paramount Records via its cutting of the new Broadway musical "Coco," which opened recently. Featured on the cast LP is Katherine Hepburn, who stars in the show's title role. "Coco," the book and lyrics, was written by Alan Jay Lerner and Andre Previn provided the show's music. Miss Hepburn is shown (above) with Previn at the cast session. Below, Previn discusses the work with Lerner (left).

## Willet & Dworkin Forming Complex

NEW YORK — Willet and Dworkin Productions has been formed to deal with record prod. and music publishing. Gary Willet and Steve Dworkin, writers-producers and company heads, say the first release is due in mid-January on Mercury. Written by Jeff Barry, Ellie Greenwich and Phil Spector, and recorded by a new group called Quicksand, the product is titled "Da-Doo-Ron-Ron."

Formerly with Super K Prod., Willet and Dworkin have written and produced for several groups. They have completed negotiations with Steve Feldman, who is responsible for records by The Kingmen, Dee Dee Warwick, The Ohio Express, Peaches and Herb and the Spellbinders, to do all studio arrangements.

Rock and Roll Music, the BMI music publishing division of the firm, will see action in the 70's. They are presently in the process of placing material with some of the top artists in the country. Phil Aron, a staff writer who will record under the name of Aron Philips, is being negotiated to the company. He is classical-blues artist. W and D will have completed production agreements with three major record labels by the end of January.

## FOR SALE

COMPLETE RECORD PRESSING PLANT. . . LOCATED IN MUSIC CITY. . . 14 PRESSES READY TO RUN AND OTHER KINDRED EQUIPMENT. FOR APPOINTMENT TO INSPECT CONTACT: J. D. TYNER, AREA CODE 615-269-4320. SALE TO BE HELD AT 415 - 4TH AVENUE, SOUTH, NASHVILLE, TENNESSEE AT 10 AM ON FEBRUARY 10, 1970.

**GET READY  
TO TESTIFY  
FOR  
MARY MAGUIRE**

## Jazz & Pop Mag Into Recording

NEW YORK — Jazz and Pop Magazine will enter the record business, according to the magazine's publisher, Pauline Rivelli. The label will concern itself with new talent in both jazz and contemporary pop idioms.

## Red West To Press

Bobby "Red" West has been named General Professional Manager of Press Music, the publishing arm of Chips Moman's American Recording Studios in Memphis. West is a songwriter himself, having penned Elvis Presley's "Everyday Like Christmas" and "That Someone You'll Never Forget." He also wrote Darsey Burnette's "Big, Big World" and "This Hotel," plus songs for Joe Jeffrey, Pat Boone, The Union Gap and others. Press is known for songwriters Mark James, Dan Penn, Spooner Oldham, Johnny Christopher, Richard Mainegra, Harold Thomas and Moman, to name a few.

West comes to Press after returning from Hollywood where he was a featured regular on the weekly TV series "Wild, Wild West."

## DiNunzio Produces Squad

NEW YORK — Indie producer Sonny DiNunzio has been signed by managers Mike Lewis and Stuart Wiener to produce an upcoming singles session in New York for the rock group, The Racket Squad. The date will be supervised by Lewis and Weiner and the single is scheduled for February release by Jubilee, who records the Racket Squad.

Currently working in the Pittsburgh area, the group made its first album with Jubilee entitled "The Racket Squad," which was well received at rock, underground and college radio stations. The group will tour following the release of the single.

## Reshin Exits New Dawn

NEW YORK — Neil Reshen has sold his interest in New Dawn Artists Management to Zach Glickman, president of the management-production and publishing company, which was formed by them one year ago.

Reshen exited the corporation in order to devote more time to other interests in the business management field. Through his firm of Neil C. Reshen, Inc., Reshen manages the career of Peter Max whose corporate entity, Peter Max Inc., will go public in the early spring. Reshen is also engaged in a new project as business management consultant to the Famous Music Corp.

He will continue as an officer and business manager of Bizarre Inc., which includes Bizarre and Straight Records (both distributed by Reprise), as well as the Bizarre talent management complex along with partners Frank Zappa and Herb Cohen.

## Atkinson To Avco-Embassy

NEW YORK — Mike Atkinson, newly named west coast promo manager for Avco-Embassy Records, will be responsible for the company's promotional activities in Los Angeles, San Francisco, Seattle, Denver, Dallas, Houston, Phoenix and Salt Lake City. He will report directly to Mike Becce, director of national promotion for Avco-Embassy Records.

He attended the label's recent West Coast Distributors' Meeting where he was introduced to the gathering. Besides concentrating on the current single releases, Atkinson will handle special promotions on the forthcoming six album releases.

Atkinson began his career at the House of Sight and Sound Retail Outlet, and most recently held the position of promotion manager for Metro Record Distributors in Los Angeles.

Indie producer, Tom Wilson, will be represented in the first release of two LPs, expected about March 1, and other productions are expected from the magazine's roster of contributing journalists and critics, including Nat Hentoff, Robert Levin, Jay Ruby, Frank Kofsky and John Szwed. A total of eight LPs will be issued yearly.

The Ampex Corporation has acquired exclusive U.S. tape rights. Normal distribution channels are to be employed but some selected product is expected to be used in spot campaigns as subscription premiums for the magazine.

## Brasher-Riley Join On Memphis Promo

MEMPHIS — The Brasher-Riley Group has been formed to concentrate on independent record promo in markets of Memphis, Nashville, Little Rock, Atlanta, Birmingham and New Orleans. Headed by Tim Riley, former general manager of Pepper Records and Jim Brasher, vp and current leader of Memphis recording artists, "The Short Cuts," they have been organizing for three months and have a staff of seven people who will help in promo, booking, management, and representation of major publishing houses to local producers.

They have completed negotiations with several major labels and publishers to be announced later this month. The company is the first for Memphis and is the only active independent record promo facility there who they say will do everything except manufacture records.

Among the agency's first contracted groups is "The Short-Kuts" over which The Brasher-Riley Group will have exclusive management and booking. The booking and management agency is already signing and contracting talent.

B-R will supply new original material from other cities to all of Memphis producers and build their own catalog by signing new writers to develop their publishing companies. Some of the producers to be supplied are Chips Moman, Tommy Cogbill, Steve Cropper, Booker T. Jones, Al Jackson, Duck Dunn, Don Nix, Terry Manning, Dan Penn, Stan Kessler and other producers in Memphis studios.

## Nola With O-D-O

NEW YORK — O-D-O Recording Company has picked up Tom Nola as a salesman and music mixer. Nola was formerly head of his own recording studios.

Nola, who operated the sound studios bearing his name for the past twenty-four years, has worked with most of the top musicians in the business including Sauter-Finnegan, Dizzy Gillespie, Gerry Mulligan and Woody Herman, to name a few. He has worked with J. Walter Thompson, McCann-Erickson and BBDO agencies.



**CAJUN & PAL** — Doug Kershaw and Paul Tannen, cavort for audiences onstage at the Bitter End. Kershaw was appearing on the bill with two other Warner Brothers Records acts—the Fifth Avenue Band and Nancy Michaels, and Tannen, director of eastern operations for the company, got into the act as emcee for a special show which introduced Miss Michaels to members of the press.

## Blue Mink Accepted In Mercury Campaign

CHICAGO — Mercury Record Corporation has launched a coordinated advertising-promotion-publicity campaign on behalf of the single "Melting Pot" by the British group Blue Mink, the song which reached the top five on English charts last week.

Mercury has marketed the single and an album by Blue Mink with "Melting Pot" as its title track.

The campaign involves all the departments in Mercury's creative services division and is being coordinated by Lou Simon, vice president for sales and marketing.

Simon plans emphasis on print and radio spot advertising to boost the single, which is already attracting attention on the west coast, especially in Los Angeles.

## Commercial Music Course at Peabody

NASHVILLE — Peabody College of Nashville will continue with a second semester of the "Commercial Music" course that was so successful last semester. It is the first such music course ever taught as part of the regular curriculum of a Nashville college.

Sponsored by the Nashville Chapter of the National Academy of Recording Arts and Sciences (NARAS) and taught by NARAS Governor, Dr. Rick Powell, "Commercial Music" will offer three hours credit to Peabody students as well as to special students interested in learning more about the industry that helped put Nashville on the map. It may also be taken on a non-credit basis. In addition to the overall supervision by Dr. Powell, many of the Governors and members of NARAS will participate in the instruction and practical demonstrations.

This new concept of music training is designed to fill the need for in-depth development of technical skills necessary to practicing and aspiring recording personnel, including the related fields of sale and manufacture of records, the trade mags and charts, selections, etc. According to Dr. Charles Ball, Director of Music at Peabody, "We at Peabody feel that this significant addition to our curriculum is a step in the right direction for us to be of whatever service we can be to the industry and the music field in general."

## Investors List Results

ATLANTA — Security Mortgage Investors, a real estate investment trust, has announced the third quarter and nine months results of its first fiscal year. 46% of the shares of the company are owned by North American Acceptance Corp., which is a wholly-owned subsidiary of Transcontinental Investing Corp., which has large interests in the music industry.





# Top 50 In R & B Locations

1	<b>THANK YOU</b> Sly & The Family Stone (Epic 10555)	1	26	<b>TO BE YOUNG, GIFTED &amp; BLACK</b> Nina Simone (RCA 0269)	7
2	<b>I WANT YOU BACK</b> Jackson 5 (Motown 1157)	2	27	<b>LET A MAN COME IN &amp; DO THE POPCORN (Pt. 2)</b> James Brown (King 6275)	9
3	<b>LOVE BONES</b> Johnnie Taylor (Stax 0055)	3	28	<b>HOW CAN I FORGET YOU</b> Marvin Gaye (Tamla 54190)	35
4	<b>PSYCHEDELIC SHACK</b> The Temptations (Gordy 7096)	13	29	<b>MESSAGE TO A BLACK MAN</b> The Whatnauts (A&L 001)	44
5	<b>IF WALLS COULD TALK</b> Little Milton (Checker 1226)	5	30	<b>DO THE FUNKY CHICKEN</b> Rufus Thomas (Stax 0059)	38
6	<b>POINT IT OUT</b> Smokey Robinson & Miracles (Tamla 34189)	6	31	<b>MOON WALK Pt. 1</b> Joe Simon (Sound Stage Seven 2651)	30
7	<b>THE TOUCH OF YOU</b> Brenda & The Tabulations (Top & Bottom 401)	4	32	<b>GOTTA FIND A BRAND NEW LOVER</b> The Sweet Inspirations (Atlantic 2686)	32
8	<b>THE THRILL IS GONE</b> B. B. King (Bluesway 61032)	8	33	<b>COMPARED TO WHAT</b> Les McCann & Eddie Harris (Atlantic 2694)	18
9	<b>HEY THERE LONELY GIRL</b> Eddie Holman (ABC 11240)	10	34	<b>SHADES OF GREEN</b> The Flaming Embers (Hot Wax 6907)	42
10	<b>GUESS WHO</b> Ruby Winters (Diamond 269)	16	35	<b>OH WHAT A DAY</b> The Dells (Cadet 5663)	40
11	<b>LOOK-KA PY PY</b> The Meters (Josie 1015)	11	36	<b>AIN'T IT FUNKY</b> James Brown (King 6280)	27
12	<b>RAINY NIGHT IN GEORGIA</b> Brook Benton (Cotillion 44057)	17	37	<b>GOOD GUYS ONLY WIN IN THE MOVIES</b> Mel & Tim (Bamboo 109)	41
13	<b>LOVELY WAY SHE LOVES</b> The Moments (Stang 5009)	22	38	<b>THE BELLS</b> The Originals (Soul 35069)	—
14	<b>DIDN'T I (BLOW YOUR MIND)</b> The Delfonics (Philly Groove 161)	25	39	<b>ALWAYS SOMETHING THERE TO REMIND ME</b> R. B. Greaves (Atco 6726)	39
15	<b>SOMEDAY WE'LL BE TOGETHER</b> Diana Ross & The Supremes (Motown 1156) 15	15	40	<b>CATWALK</b> The Village Soul Choir (Abbott 2010)	—
16	<b>I'LL BE SWEETER TOMORROW</b> Linda Jones (Neptune 17)	12	41	<b>TIGHTEN UP</b> Etta James (Cadet 5664)	—
17	<b>IS IT BECAUSE I'M BLACK</b> Syl Johnson (Twilight 125)	14	42	<b>TAKE IT OFF HIM &amp; PUT IT ON ME</b> Clarence Carter (Atlantic 27021)	49
18	<b>BOLD SOUL SISTER</b> Ike & Tina Turner (Blue Thumb 104)	29	43	<b>BREAKING UP IS HARD TO DO</b> Lenny Welch (Commonwealth United 3004)	—
19	<b>I'M JUST A PRISONER</b> Candi Staton (Fame 1460)	24	44	<b>KOOL'S BACK AGAIN</b> Kool & The Gang (Delite 523)	46
20	<b>YOU ARE MY SUNSHINE</b> Dyke & The Blazers (Original Sound 90)	31	45	<b>COME TOGETHER</b> Ike & Tina Turner (Minit 32087)	48
21	<b>MY HONEY &amp; ME</b> Luther Ingram (Koko 2104)	19	46	<b>IF I LOSE YOUR LOVE</b> Detroit Emeralds (Westbound 156)	—
22	<b>GIVE ME JUST A LITTLE MORE</b> Chairman Of The Board (Invictus 9074)	37	47	<b>KEEP ON DOIN'</b> The Isley Bros. (T-Neck 914)	47
23	<b>DIG THE WAY I FEEL</b> Mary Wells (Jubilee 5684)	26	48	<b>IF YOU'VE GOT A HEART</b> Bobby Bland (Duke 458)	—
24	<b>COUNTRY PREACHER</b> Cannon Ball Adderley (Capitol 2698)	36	49	<b>NEVER HAD A DREAM COME TRUE</b> Stevie Wonder (Tamla 54191)	—
25	<b>HOW CAN I TELL MY MOM &amp; DAD</b> The Lovelites (Uni 55181)	28	50	<b>CALL ME</b> Aretha Franklin (Atlantic 2706)	—

## Sheppard Heads Mercury Promo

NEW YORK — Bunky Sheppard has been named national R&B promotion director for Mercury Records. Most recently, he was west coast R&B promotion director for Capitol Records, and replaces Otis Pollard, who recently exited Mercury.

One of the top promo men in the industry, he previously worked in national R&B promotion independently and with Vee Jay Records. He was also president of Bunky Records.

In his new post, Sheppard will work closely with Ed Crawley, Mercury's southern R&B promo director.

## Data Industries Owns International Artists

HOUSTON — International Artist's Producing Corp., a Houston based recording and publishing company, has been bought by Data Industries Corp. of Texas. The transaction exchange involves the exchange of one share of one share of Data stock for each six shares of International's. The exchange value was not disclosed.

International Artist's will continue operation as a separate division of Data Industries. B. J. Dillard of Houston is president.

Included in the acquisition of International by Data Industries are two wholly owned subsidiaries of International, Tapier Publishing Corp. and International Artist's Studios.

International Artist's Producing Corporation produces disc recordings of pop music on the International Artist's Records label and country music on the Country Road label. The company's product also is released by International Tape Cartridge Corporation on 4-track, 8-track and cassette tapes. Discs and tapes are distributed internationally through normal distribution channels, according to Dillard.

## Frank Sells "Pretenders" Folio

NEW YORK — Frank Music Corp. will serve as a sole-selling agent for a brand new voice-piano folio containing all the original music from the LP, "Music to Read 'The Pretenders' By," by the Joe Rene Complex.

The folio will be packaged the same as the Philips LP and the original best-seller book, "The Pretenders," using a three color cover.

## Holly Oldies Go Gold

NEW YORK — The late Buddy Holly has had a single and an album certified for Gold Records by RIAA. The status was attributed to the current rock & roll revival which has caught on across the country and a renewed interest in the top artists of the 1950's.

The Holly disks certified were the single "That'll Be The Day" by the Crickets (with Buddy Holly) and the album "The Buddy Holly Story." Both are on the Coral label.

In addition to the resurgence of sales in the Buddy Holly catalog, Holly is featured in a specially prepared Decca Power Pak tape release this month entitled "Rock 'n Roll Survival," along with such '50s stars as the Shirelles, the Flamingos, Bill Haley and the Comets, Len Barry and the Kalin Twins, which was produced by Joel Schneider. This same configuration will be released in album form on Decca in February.

## African Group On Wax and Tour

NEW YORK — The Duo Ouro Negro, an African music group, has released an album on UA International. This coincides with an extensive three month North American tour recently begun by the group from Angola.

The album, called "The Music of Africa Today," contains selections indigenous to Africa, but that have been applauded throughout Europe both at in person performances and via European network television, notably on the recent 20th anniversary of UNICEF show, hosted by Danny Kaye.

Their American tour includes a wide variety of college campus appearances where the folk quality of their repertoire has stirred much advance interest. Following several dates in the midwest and far northwest, early February will find them in California and, in mid February, Las Vegas.

## CBS Acquires Donald

NEW YORK — CBS has acquired the Donald Art Co., an art reproduction house. Included in the transaction was the company's export organization, Bonnist International, Ltd.



OIL DOLLED UP — Coming off a number one single with "I Want You Back," the Jackson 5 was brought to a standstill by Hollywood painter M. Werlin who is shown working on a portrait to be used as the album cover of the team's forthcoming LP. Werlin, whose works have been exhibited nationally, is a noted realist who has been commissioned for portraits by numerous movie stars. His fees for the 4' x 4' painting are, according to Motown, higher than the original cost of most Presidential portraits hanging in the White House. The group's current album is "Diana Ross Presents the Jackson 5."



# Dunhill's 'Blockbuster' Albums

(Con't from page 7)

Dunhill promotion executive Barry Gross M. C.'d the show that followed the cocktail party and buffet dinner at the hotel. Dunhill's newest acquisition, Pure Love and Pleasure, opened the show, demonstrating a strong potential to follow in the footsteps of such recent Dunhill rock acts as Three Dog Night and Smith. Their five minute version of "The Lord's Prayer" was a stun-

ning closer. Thelma Houston, backed by a twelve piece orchestra, performed for 40 minutes, receiving an ovation for her treatment of Laura Nyro's "Save The Country." It's Houston's biggest chart single thus far on Dunhill.

Lasker reported the convention as the biggest, most enthusiastic in the history of the label.



Above: GRT's Tom Bonetti with Dunhill pres. Jay Lasker. Below: ABC group-vp Sam Clark at meeting and Thelma Houston on stage.



"Hey B.J., Where Did Everybody Go?"

# 'Age Of Atlantic' Product

(Con't from page 7)

strong defense of the independent distributor system. Jerry Wexler, Atlantic exec vice president, followed Ahmet and introduced all Atlantic personnel attending as well as all independent producers at the meet. The "Age of Atlantic" film followed showcasing all 55 of the firm's new releases. The film was greeted enthusiastically by the distributors, and was re-run again later that day for guests attending the convention.

Nesuhi Ertegün, Atlantic exec vice president, spoke about many of the new albums, followed by Dave Glew, Atlantic album sales manager, who outlined the new January Sales Convention Program. Bob Kornheiser, vice president in charge of tapes, also spoke. Other speakers included Atlantic-Atco singles sales manager Rick Willard, Cotillion singles sales manager Johnny Bienstock; pop promo head Jerry Greenberg, promotion vice president Henry Allen and publicity and adv vice president Bob Rolontz.

On Saturday (17) at the firm's promotion meeting Wexler and Greenberg introduced a group of the new singles being readied by the firm for release shortly. They included Aretha Franklin's "Son Of A Preacher Man", the first release on the Stoneflower label (Sly Stone-Dave Kapralik) with Little Sister called "You're The One"; The Delaney & Bonnie & Eric Clapton single "Comin' Home"; Dusty Springfield's "Lost"; Wilson Pickett's "Groovy Little Woman"; ZZ Hill's "Faithful & True"; Arthur Conley's "They Call The Wind Maria"; Rudy Mockabee's "Cheer Up, Daddy's Comin' Home"; the Memphis Horns' "I Can't Turn You Loose" and Nick Lampe's "Flower Garden". Rick Willard announced a new policy for Atlantic-Atco-Cotillion singles. As of January 19, the firm will give a 100% guarantee on key single releases (to be designated by the firm). It marked the first time that Atlantic has given such a guarantee.

At the meeting it was also announced that Atlantic has signed Dee Dee Warwick, younger sister of Dionne and new young performer, composer, Toni Wine, who has written many hit songs and is also one of the Archies. Jerry Greenberg, Cotillion Promotion, and jazz producer Joel Dorn all spoke at the meeting.

## Album Product

The hottest albums at the convention on Atlantic were: Aretha Franklin's "This Girl's In Love With You"; Dusty Springfield's "A Brand New Me"; Wilson Pickett's "Right On"; MC5's "Back In The USA"; Les McCann's "Comment"; "Feelin' Al-

right" by Mongo Santamaria; "The Diverse Yusef Lateef"; "Joe Tex Sings With Strings & Things"; and the "Best Of Jazz" albums by Herbie Mann, John Coltrane, Ray Charles, Mose Allison, Eddie Harris and The Modern Jazz Quartet. Also strong were new LP's by Bobby Short, Rufus Harley, Freddie Hubbard, Jimmy Scott, John Hammond and The Sweet Inspirations.

The biggest Atco LP's were: Iron Butterfly; Lulu's "New Routes"; "Rock Begins Vols. 1 & 11"; "Reflections" by the New York Rock & Roll Ensemble; Dr. John's "Remedies"; "Open" by the Blues Image, and the Bee Gees' "Rare, Precious & Beautiful". Also strong were new albums by Black Magic, Insect Trust, Judy Mayhan, High Mountain Hoedown and the Jazz LP's on Vortex.

The strongest of the Cotillion releases were: "Lord Sutch & Heavy Friends"; "Brook Benton Today"; Ronnie Hawkins', "My Feeling For The Blues" by Freddie King; "Memphis Horns" and Herbie Mann's "Stone Flute" on his new Embryo label. Also strong were new albums by Blackwell, Quill, Troyka, Sweet Stavin Chain, Edison Electric Band and the new Embryo Jazz LP's.

## Delaney & Bonnie Perform

One of the high spots of the entire program was the live performance by Delaney, Bonnie & Friends before all of the assembled distributors, promotion men and guests. They started playing at 10:00 P.M. and continued until the wee hours of the morning. Performing with them, in addition to their own backing group were King Curtis, Herbie Mann and Jerry Greenberg on drums. Delaney & Bonnie, who were signed to Atlantic a while back by Ahmet Ertegün, had the excited crowd on its feet applauding time after time. Delaney & Bonnie's first Atco LP, with Eric Clapton, will be released next month.

Shown at the meeting for the first time were new dealer ad & merchandising aids in loose-leaf binder books for Atlantic, Atco & Cotillion. The books contain pictures of all new album covers, 8-track cartridges and cassettes plus pictures of "Best of" LP's and best selling catalog. The loose-leaf binders also contain reproductions of all the firm's logos and headlines to use in advertising. Through these books dealers can make up ads for the firm's albums. Books were shipped to distributors last week. Displayed at the meetings were the firm's new silk screen printed displays featuring album covers, easels, hanging ceiling displays, and hangers.



Above: Tom Dowd with Jerry Wexler, Ahmet & Nesuhi Ertegün. Below: Delaney & Bonnie performing their LP material.



# Talent On Stage

## DIANA ROSS & THE SUPREMES

FRONTIER HOTEL, LAS VEGAS — An era came to an end last week as Diana Ross & the Supremes gave their 'Farewell Performance' before an invited audience of press, Motown acts and execs, and various celebrities.

The trio opened the show with a strong hit medley, "TCB/Stop, In The Name Of Love/Come See About Me/My World Is Empty Without You/Baby Love," switched smoothly into "Lady Is A Tramp" and bounced right back with "Love Is Here, Now You're Gone" and "I'm Gonna Make You Love Me."

Since the group & Diana will probably not be working together again, attention should be focused on Diana Ross' solo efforts, which included a moving reading of "My Man," performed from the center of the audience, and an even more moving read-

ing of Jim Webb's "Didn't We," seemingly performed to Motown president Berry Gordy, Jr. The Supremes are already noted for being able to perform any type of material, but going it alone, Diana sounded more magnificent than ever.

Mary Wilson, as always, took a couple of lead turns on "Can't Take My Eyes Off You" and "Falling In Love With Love," but her voice, perhaps choked with the emotion of it all, didn't hold up.

Group's close was "Someday We'll Be Together," but highlight of the show was their reading of "Aquarius/Let The Sunshine In," with Diana wandering around the audience cajoling various celebrities, including Marvin Gaye, Smokey Robinson and Lou Rawls to join in.

a.r.

## SANTANA JAMES GANG CATFISH

FILLMORE, N. Y. C. — Cold Blood debuted at the Fillmore three weeks ago with a success that matched their outstanding reception at Graham's west coast emporium. They had been discovered at the Fillmore's San Francisco audition night during the summer. And so was Catfish. And, likewise, Catfish was the most impressive part of last week's concert — brand new talent trying like hell. So much that, even though they were the first act on a three set bill, they had the audience on their feet for ovation and encore, an unusual feat at that hall for an early night, rather unknown group.

A moving, funky, bluesy group, Catfish came across well and even succeeded in some crowd involvement—mass finger clicking, clapping and singing in response to commands of the lead singer. But the highlight was a drum solo that got the musician up and beating everything on the stage including the strings of the bass and lead guitars in fantastic, traditionally-styled drumstick solos. Talent was indeed on stage when Catfish was on.

The James Gang, when they came on, were off. Catfish was tough to follow and the trio had to battle their way into the audience's attention. They hacked out a few of their heavier numbers and came across with a medley lasting some fifteen minutes that moved smoothly, was tight and proved them vocally and instrumentally a sound group.

Santana plays what has been labeled "Latin Rock." A very together group, three of the six musicians comprise a driving percussion section that took over most of the numbers they did. Vocals were kept short—instrumental breaks were their thing. Heavy audience request was answered as the group punched out "Jingo" and "Evil Ways," their hits. The totally active Santana drove the crowd to the excitement that got them a standing ovation and, because of some extra time left on the bill, they were able to answer shouts for encore. Their planned parenthood of hard rock and Latin has turned out a beautiful offspring.

## JAMES BROWN SHOW

INTERNATIONAL HOTEL, LAS VEGAS — Not all artists can be all things to all people, but at some point in their careers, all artists try. James Brown suffered from schizophrenia at his recent stand at Las Vegas' largest showroom, the International Hotel's Music Hall, trying to make it with the old and the young, with the ultimate result being that he almost didn't make it at all.

James' opening night was an admitted failure, but when we caught the show again a week later, things looked much brighter. In addition to schizophrenia, James apparently also suffers from insecurity, evidenced by his choice of second acts. Songstress Vicki Anderson and comic Clay Tyson, who appear between Brown's opening and closing segments, just don't belong in a Las Vegas main room. In

fact, we saw several lounge acts who would be more suited to complement Brown's performance.

Brown opens with a short version of "Cold Sweat," but moves into a trio of oldies, including "Georgia On My Mind," before getting back to the nitty gritty. After Anderson and Tyson, Brown comes back to do his thing, and that's when things pick up. Even the old folks in Vegas like to rock, and that's what most of them did as James let loose with "It's A Man's Man's World," "There Was A Time," "Papa's Got A Brand New Bag," "I Feel Good" and, of course, "Please, Please, Please." Brown shines at being Soul Brother #1, and that's the direction he should be following.

a.r.

## DICK JENSEN

COPACABANA, N.Y. — "White soul" may have another dynamic performer in Dick Jensen, a very masculine performer born in Hawaii, raised in California and a favorite attraction out of Puerto Rico. His stature in PR may well develop into international reknown if his debut at the Copa last week was any indication.

While Jensen draws immediate identification with Tom Jones, this is not to demean his own excitement and individual personality. He is, in reality, part of what could be a new area of white artist approach to pop music, a sincere devotion to the soul-singing format. Introduced by deejay William B. Williams, who caught him in PR, Jensen immediately catches fire with his opening numbers, "Happy Heart" and "Help Yourself" (a Tom Jones hit, by the way). Then

there's a fine interpretation of the country hit, "Elusive Dreams," a homage to his native Hawaii, the lovely, reflective "In The Beautiful Days Of My Youth." Most of the second half of his act is strictly soul: "Funky Fever," "Take A Letter Maria," a medley of "Try A Little Tenderness," "Yesterday" and "Papa's Got A Brand New Bag," among others. The Probe/Command artist (represented with an LP, "White Soul Heat") is backed at times with two go-go dancers who are as tireless as Jensen, and at all times by his own trio, a kinetic group called the Imports.

With a voice of great excitement, a style of strong sex appeal and deft, contemporary footwork, Dick Jensen is an act to watch — both on disks and in-person.

i.l.

## THE DOORS LONNIE MACK

MADISON SQUARE GARDEN, FELT FORUM, NY — Rock audiences have become noticeably blase. At least New York rock audiences have. Maybe it's a sign of sophistication. Maybe it's because of the explosion of talent that makes it difficult for a viewer to get excited week after week. Mass hysteria is reserved for the likes of the Beatles and the Stones. And The DOORS.

There was a certain, very discernable atmosphere at the Felt Forum last Sunday night. The Doors haven't been east in over a year and there was a tremendous feeling of nervous expectancy in the air. The nervous feeling can be laid to the fact that with a group such as The Doors which has reached almost legendary proportion, their fans must continually reassure themselves of the very existence of the artists; that the group is actually alive and not just a myth. Well, The Doors are alive all right ... and then some.

Unfortunately, The Doors have come to mean Jim Morrison and three other guys. Morrison is undeniably a superior talent. But, the "three other guys," Ray Manzarek, Robbie Krieger, and John Densmore, just happen to constitute one of the tightest rock ensembles around today. Of course Morrison is out front, inches away from outstretched hands straining to rend his leather pants from his body, but the "three other guys" are in the

back laying down some of the best music that can be heard anywhere. Densmore's and Manzarek's solos on "Light My Fire," shaded and refined from the recorded version, were simply masterful. I don't think that I can ever listen to Feliciano's rendition of the song after hearing and seeing the owners do it.

But, let's give the singer some. There is no way of categorizing Jim Morrison. Fellini was in the audience on Sunday night; he could probably come up with some fitting description. Morrison is like a tour guide of the total range of emotions. When Morrison lunges at the mike, he does it vocally as well as physically. He is probably the most powerful and, to use a terribly overworked word, charismatic performer in Rock.

It was an excellent concert, and was so enthusiastically received that the group performed, because they really dug the audience, until 2:30 AM. John Sebastian and Dallas Taylor sat in for a few numbers, giving the proceedings the feel of a fantastic jam session.

Don't stay away for that long again, Doors. Lonnie Mack had the thankless task of opening the night for The Doors. It is a terrible position to be thrown into; one in which very few people in the audience were interested in seeing anyone but The Doors.

n.s.

## THREE DOG NIGHT

ANAHEIM CONVENTION CENTER — Despite the raging controversy over whether or not Three Dog Night is 'authentic' enough to be considered an underground band, they just keep on turning out excitement and good music by the barrelful. They did it again last week before a sold out house in Anaheim.

The only complaint is that towards the end of the show, the sound volume seemed to rise several decibels, as if they thought the increased noise would raise the fever pitch that was building up. That may be wrong, but Three Dog Night can probably do without that false use of irritation and just let their vocals shine through. Danny Hutton, Corey Wells and Chuck Negron, in tandem provide the heaviest rock harmonizing (as compared to Crosby,

Stills, Nash and Young's soft sounds), and even in solo spots are able to pour it on. All the hits, plus some tunes from their just released "Wizard Of Orange" album, came across in top style. The trio of singers is ably backed by a quartet of instrumentalists, who got a turn to solo as the group disappeared (with promises of "they'll be right back," which were never kept). Although the tendency is to play up the vocalists, Three Dog Night's real power comes from the music behind them.

The Byrds got 'special guest star' billing, and once again scored with rock fans, who took to their country/rock sounds with full fervor. Singer/writer Hoyt Axton opened the show with a nice quiet round of tunes.

a.r.

## McGRATH & POTTER

GASLIGHT CAFE, NEW YORK CITY — Bat McGrath and Don Potter, two young men from Rochester, N.Y., made their New York City debut at this Greenwich Village club. Theirs is a gentle and lyrical sound which is marvelously infectious. It has already caught on in the upstate area and should be spreading across the land. At least it deserves to.

With Potter alternating on a couple of guitars and McGrath strumming forcefully on a guitarron, they dipped into a repertoire which included half a dozen songs from their first Epic album, along with several Bob Dylan tunes and a smattering of Fred Neil, Tim Hardin and Lennon-McCartney. Their harmony on "Me And Bobby McGhee" was comfortable and they drove "Sooner Or Later One Of Us Must Know" in a manner that showed their instinctive grasp of the Dylan statement.

"Don't Make Promises" afforded the boys a chance to pull out some instrumental stops and the capacity audience was rewarded with the kind of string work which first made the Gaslight famous. The old Johnny Ray hit "Cry," was surprisingly effective, thanks to a sensitive Potter vocal solo which seemed to capture whatever meaning this song might have.

In addition to being capable singers, composers and instrumentalists, McGrath and Potter are possessed of engaging stage presences which make their in-person appearances really work. There's no question but that they enjoy playing for people and, at the Gaslight, their enthusiasm was reciprocated. McGrath and Potter are just starting out; they are likely to go far.

e.k.

## REGINE

CARNEGIE HALL, N.Y. — Judging by her recent concert at Carnegie Hall, French chanteuse Regine is a pleasant but not extraordinary talent whose appeal will not extend very far in the U.S. Edith Piaf's lost, plaintive quality was irresistible to many American listeners, but Regine has nothing special to offer. She sings nicely, but she is neither dynamic nor tender, neither forceful nor subtle. At Carnegie, she got nice applause but no

one was really excited.

The crowd at Carnegie, which seemed largely comprised of affluent French people, liked Regine but didn't love her. And if they, for whom she should have the greatest attraction, were not captivated, how can she command the attention of audiences in Los Angeles, Chicago, Dallas, Duluth, Upper Sandusky and all the other places in the U.S. where Maxim's does not form the standards of taste?





## Hugh Jarrett New KBBQ Program Director

BURBANK, CALIFORNIA — Hugh Jarrett has been named program director of Radio Station KBBQ in Burbank, California.

The assignment carries full responsibility for the KBBQ "New Country" sound including the selection and programming of the musical selections, station personalities, and the community support efforts which are to receive increased accent.

The Hugh Jarrett Show on KBBQ is also continuing in its present schedule starting at 10:00 am each week-day morning.

Previous experience of Hugh Jarrett includes work with WLAC in Nashville and WPLO in Atlanta, Georgia where he was not only an air personality, but also headed promotional businesses including weekly dances, studio recording and other appearances.

## MGM's 'tick' Track Showcases Glasers

NASHVILLE — For the past three weeks Tompall Glaser has been busy, both on the West Coast and in New York, supervising the music for the soon to be released MGM movie, "tick tick tick", and handling negotiations for Tompall and the Glaser Brothers to do all of the singing for the soundtrack of the film which stars George Kennedy, Jim Brown, and Frederick March. Nine of the ten songs to be featured are in publishing catalogs owned by the Glasers.

The title song, "tick tick tick," and "All That Keeps You Going" were written by Hoover, exclusive writer for the Glasers.

Also included in the movie will be "California Girl", written and published by Jack Clement, who produced and mixed the sessions especially for the film.

An MGM album with Tompall and the Glaser Brothers singing the songs of the soundtrack is due for release simultaneously with the film.

## Cedric Rainwater Dies

NASHVILLE — Cedric Rainwater, one of Hank Williams, Sr.'s original Drifting Cowboys, died on January 21 of a heart attack in his Nashville home. He was 54. Cedric, whose real name was Howard Watts, came to Nashville in 1942 from Florida, where he had been active on the stage and in radio. He worked on the Grand Ole Opry with Bill Monroe, Paul Howard and others and was an original member of Lester Flatt and Earl Scruggs' Foggy Mountain Boys. He joined the Drifting Cowboys in 1950, playing bass fiddle and doing comedy and remained with the group until Hank Williams' death in 1953, after which he worked with Hank Snow, Marty Robbins, Kitty Wells and Ferlin Husky. In 1969, he worked with the Drifting Cowboys on the Hank Williams, Jr. package shows.

Rainwater is survived by his wife, Alice; two sons, Howard Watts, Jr., and Jarrett S. Watts, who is presently stationed in Nha Trang, Vietnam; and two sisters, Mrs. Leona Ward and Mrs. Hazel Pinson.

ances. He was formerly a member of the vocal group "The Jordanaires" doing movies, personal appearances and recordings with Elvis Presley.

Currently the "Hugh Jarrett Singers" are frequently busy furnishing background voice support for many artists recording in the west coast studios. As Hugh says — "I just like to be busy".

In his new position, Hugh Jarrett reports directly to Felix Adams, general manager of KBBQ.

## Gary Reames Named KCKN Sales Manager

KANSAS CITY, KANSAS — Glen M. George, station manager of Radio KCKN, Kansas City, Kansas, last week announced the appointment of Gary Reames as sales manager of the station. For the past eleven years Reames has been associated with Radio WHB, Kansas City, as an account executive, local sales manager and general manager.

## Johnny MacRae Named GPM Of Screen Gems-Columbia Office In Music City

NEW YORK — Screen Gems-Columbia Music has appointed Johnny MacRae general professional manager of its Nashville office. Emil LaViola, vice president of the music publishing division of Columbia Pictures Industries, made the announcement last week.

MacRae joined Screen Gems-Columbia in Nashville in 1968 as a staff writer. He had been a writer with Mimosa Music in Music City for five years prior to that. Born in Independence, Missouri, MacRae started in the music business as a writer and recording artist in Hollywood.

## Tulsa Tribute To Wills

NASHVILLE — Twelve thousand fans joined leaders of the music industry in Tulsa, Oklahoma, for a tribute to Bob Wills on January 18. The eight-hour show, produced and directed by Hap Peebles, co-starred Roy Acuff, Stonewall Jackson, Ernest Tubb, Tex Ritter, Chill Wills, Hank Thompson, Molly Bee and many others.

Wills has made a tremendous contribution to the music business. "San Antonio Rose" is perhaps his best known work.

Wills, along with Tex Ritter, Roy Acuff, and Ernest Tubb, is a member of the Country Music Hall of Fame.



LOOKING IT OVER — Epic Records ace chanter David Houston (second from left) has signed a long term booking contract with Hubert Long International, and he's shown here looking over the pact with Hubert Long (left) Epic A&R head Billy Sherrill (third from left) and his (David's) manager, Tillman Franks (right). David's Epic single, "Baby, Baby," was recently #1 on the Country Top 50.



On February 8 the CBS-TV Ed Sullivan Show will present Nashville's Masters Festival. The group, composed of RCA Vice-President Chet Atkins, Floyd Cramer (RCA) and Boots Randolph (Monument), will also be featured individually. . . . Singer Tony Martin flew into Nashville from Hollywood to record for Chart Records. This will mark Chart's first entry into the 'pop' field of music. Tony will record singles and an album in the RCA studio while in Nashville. Also scheduled is a duet session with Chart's Connie Easton. All of the sessions will be produced by Cliff Williamson. Tony's next engagement will be Miami Beach where he will join his wife, Cyd Charisse in a night club engagement. . . . The guest calendar for the ABC-TV Johnny Cash Show lists Tompall and the Glaser Brothers for taping April 7, 8, and 9. The show will be aired Wednesday, April 22. . . . Diana Trask was recently honored by Open Road Industries with a gold key for her promotional work in the area of outdoors-camping. Diana reported that her own Open Road Camper has been exclusively equipped so that it can double as a dressing room while she is on road tours as an artist for Dot Records. . . . Plantation's Jeannie C. Riley, currently on tour in California, will take advantage of the opportunity to meet with producers of several dramatic television series, according to Jimmy Key, president of Key Talent which handles Miss Riley's bookings. . . . Carl Perkins, currently in Nashville for taping of the "Johnny Cash Show", is tentatively scheduled for a rare TV appearance January 29 on WSM-TV's "Morning Show" hosted by longtime Perkins fan, Ed Bruce. . .

A radio station WAME-promoted show in Charlotte, N. C. January 17 featuring Bill Anderson and Po' Boys and Charlie Pride, grossed \$40,000, a testimony to the tremendous popularity of the two headliners. Also appearing were Jimmy Gately, Jan Howard and Snuffy Miller. . . . Danny Davis and the Nashville Brass, currently hot with an RCA single of "Wabash Cannonball", will be guest on Red Skelton's show February 3. . . . Artie Glenn, composer of the standard, "Crying In The Chapel," has been signed to an exclusive writer's contract with Newkeys Music. A native Texan, Glenn resides in Dallas where he handles promotion and public relations for Dewey Groom's Longhorn Ballroom in addition to writing. . . . Hubert Long has announced the formation of Greentree Music in conjunction with Louisville-based Paul Fetter. Fetter will serve as president with Long operating in the capacity of general manager. . . . Musicor recording star George Jones was in Music City last week to put finishing touches on a forthcoming LP. Wife Tammy Wynette is set to tape the Johnny Cash Show January 29 with fellow guest-artists Ray Charles and Neil Diamond. . . . RCA guitar-vocalist Jerry Reed in Hollywood to tape for the Glen Campbell CBS-TV show. Tentative show date set for January 25. . . . That singing, playing country-folk family troupe called the Stonemans have just completed a highly successful week in the San Francisco Bay Area at the Lions Share. The group, recently signed by RCA, conducted a free folk workshop at the club and left with a returning booking for the next week.



1	THE BEST OF CHARLEY PRIDE (RCA LSP 4223)	1	16	OKIE FROM MUSKOGEE Merle Haggard (Capitol ST 384)	19
2	STORY SONGS OF THE TRAINS AND RIVERS Johnny Cash (Sun 104)	2	17	SOLID GOLD 69 Chet Atkins (RCA LSP 4244)	17
3	THE ASTRODOME PRESENTS IN PERSON Sonny James (Capitol ST 320)	3	18	A PORTRAIT OF MERLE HAGGARD (Capitol ST 319)	16
4	FROM VEGAS TO MEMPHIS Elvis Presley (RCA LSP 6020)	5	19	WINE ME UP Faron Young (Mercury SR 61241)	22
5	MEL TILLIS' GREATEST HITS (Kapp KS 3589)	7	20	NEW COUNTRY ROADS Nat Stuckey (RCA LSP 4226)	21
6	THE GOLDEN CREAM OF THE COUNTRY Jerry Lee Lewis (Sun 108)	10	21	HERE'S LORETTA SINGING, WINGS UPON YOUR HORNS Loretta Lynn (Decca DL 75163)	26
7	MOVIN' ON Danny Davis & Nashville Brass (RCA LSP 4232)	9	22	BIG IN VEGAS The Buck Owens Show (Capitol ST 413)	20
8	TAMMY'S GREATEST HITS Tammy Wynette (Epic BN 26486)	6	23	GLEN CAMPBELL "LIVE" (Capitol STOB 268)	18
9	JOHNNY CASH AT SAN QUENTIN (Columbia CS 9827)	4	24	TRY A LITTLE KINDNESS Glen Campbell (Capitol SW 389)	—
10	TOGETHER Jerry Lee Lewis & Linda Gail Lewis (Smash SRS 67126)	8	25	MUDDY MISSISSIPPI LINE Bobby Goldsboro (United Artists UAS 6735)	27
11	TALL DARK STRANGER Buck Owens & The Buckaroos (Capitol ST 212)	11	26	HELLO, I'M JOHNNY CASH (Columbia KCS 9943)	—
12	MY BLUE RIDGE MOUNTAIN BOY Dolly Parton (RCA LSP 4188)	12	27	WHERE GRASS WON'T GROW 30 George Jones (Musicor MS 3181)	—
13	COUNTRY MOOG/SWITCHED 15 ON NASHVILLE Gil Trythall (Athena 6003)	13	28	THE WAYS TO LOVE A MAN Tammy Wynette (Epic BN 26519)	—
14	SONGS THAT MADE COUNTRY GIRLS FAMOUS Lynn Anderson (Chart CHS 1022)	13	29	MISS SINCERITY Billie Jo Spears (Capitol ST 397)	28
15	EVERLOVIN' SOUL OF ROY CLARK (Dot DLT 25972)	14	30	JACK GREENE & JEANNIE SEELY (Decca DL 75171)	—

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OF THE YEAR  
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JIMMY SNYDER  
"TENN. BIRD WALK"  
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## Picks of the Week

**JERRY LEE LEWIS** (Smash 2257)

**Once More With Feeling** (2:24) (Combine, BMI — Kristofferson, Silverstein)

Jerry Lee Lewis puts a lot of feeling into "Once More With Feeling," and he's certain to have a big hit with the number. Should be soaring up the charts almost immediately. No information available on the flip side at this time.

**PORTER WAGONER AND DOLLY PARTON** (RCA 9799)

**Tomorrow Is Forever** (2:45) (Owepar, BMI — Parton)

Porter Wagoner and Dolly Parton sing nicely together on this philosophical ballad penned by Dolly. "Tomorrow Is Forever" has a winning sound and should be a substantial item. Flip: "Mendy Never Sleeps" (2:05) (Owepar, BMI — Parton)

**WILLIE NELSON** (RCA 9798)

**Once More With Feeling** (2:36) (Glen Campbell, BMI — Nelson)

Jerry Lee Lewis and Willie Nelson have simultaneously released singles with the same title, but don't get confused. The songs are different. Willie's deck is strong and should be a solid chart entry so expect to see two "Once More With Feeling" 's on the Country Top 50. Flip: "Who Do I Know In Dallas" (2:27) (Tree, BMI — Cochran, Nelson)

**JOHNNY DARRELL** (United Artists 50629)

**Mama Come N Get Your Baby Boy** (3:08) (Viva, BMI — Blackwell)

Should be plenty of airplay and sales in store for Johnny Darrell with "Mama Come N Get Your Baby Boy." Side has lots of appeal and shapes up as another good one for Johnny. Flip: "These Days" (3:07) (BMI, Brown)

**PEGGY LITTLE** (Dot 17338)

**Mama, I Won't Be Wearing A Ring** (2:45) (Hill and Range/Blue Crest, BMI — Frazier, Owens)

Peggy Little tells the sad story of a girl who went to the big city and got into trouble. "Mama, I Won't Be Wearing A Ring" sounds like a side destined for success, so put it on your list of disks to watch closely. Flip: "Love's Biggest Fool" (2:58) (Little Street, ASCAP — Little)

**JEANNIE SEELY** (Decca 32628)

**Please Be My New Love** ((2:29) (Tree, BMI — Cochran)

Jeannie Seely has been getting more and more popular, and she should continue the trend with her new single. A pleading romance ballad, the side should do very well. Flip: "Have You Found It Yet" (2:38) (Tree, BMI — Lane, Cochran)

**WELDON MYRICK** (Dot 17332)

**Cry Like A Baby** (2:41) (Press, BMI — Penn, Oldham)

Weldon Myrick's version of the Box Tops' pop hit could very well become a country biggie. The chanter comes across with a very nice performance, and the song has already proven its appeal. Flip: "Only Love Can Break A Heart" (2:12) (Arch, ASCAP — David, Bacharach)

**TONY DOUGLAS** (Paula 1220)

**His And Hers** (2:25) (Big D and Glad, BMI — Douglas, Jennings, Couch)

Tony Douglas here offers a strong side that could develop into a big hit with the proper exposure. Song is about a couple that looks happy from the outside but really isn't. Flip: "Your Goodbye" (2:15) (Su-Ma, BMI — Fowler, Douglas)

**JERRY CHESNUT** (United Artists 50623)

**Legend Of The Highway** (2:10) (Passkey, BMI — Chesnut, Hoyer)

This rousing truck-driving ditty could stir up heaps of action for Jerry Chesnut. Side has lots of power and merits careful attention. Flip: "Small Enough To Crawl" (2:47) (Passkey, BMI — Chesnut)

## Newcomer Picks

**RUSS LINDLEY** (Colony 2555)

**Lonely Realty** (2:49) (Tree, BMI — Mayton, Valentine)

"Lonely Realty" is a real estate agency where people who are going to get divorced go to sell their homes. Russ Lindley gives a good performance of the song, and with good promotion, the deck could catch fire. Flip: "We Love Her So" (2:42) (Choptank, BMI — Lindley)

## Best Bets

**JOHNNY WRIGHT** (Decca 32627)

**God Put A Rainbow In The Clouds** (2:42) (Fred-Rose, BMI-Arr. Wright)

Interesting religious side with a pop flavor in places. Could do something. Flip: "A Dear John Letter" (2:48) (American, BMI-Barton, Talley, Owen)

**HENSON CARGILL** (Monument 1184)

**What's My Name?** (2:26) (Vintage, BMI-Tubert)

Henson Cargill delivers a reflective monologue about the nature of man. Could be a left-field item. Flip: "Me And Bobby McGee" (2:47) (Combine, BMI-Foster, Kristofferson)

**RAY CORBIN** (Columbia 45076)

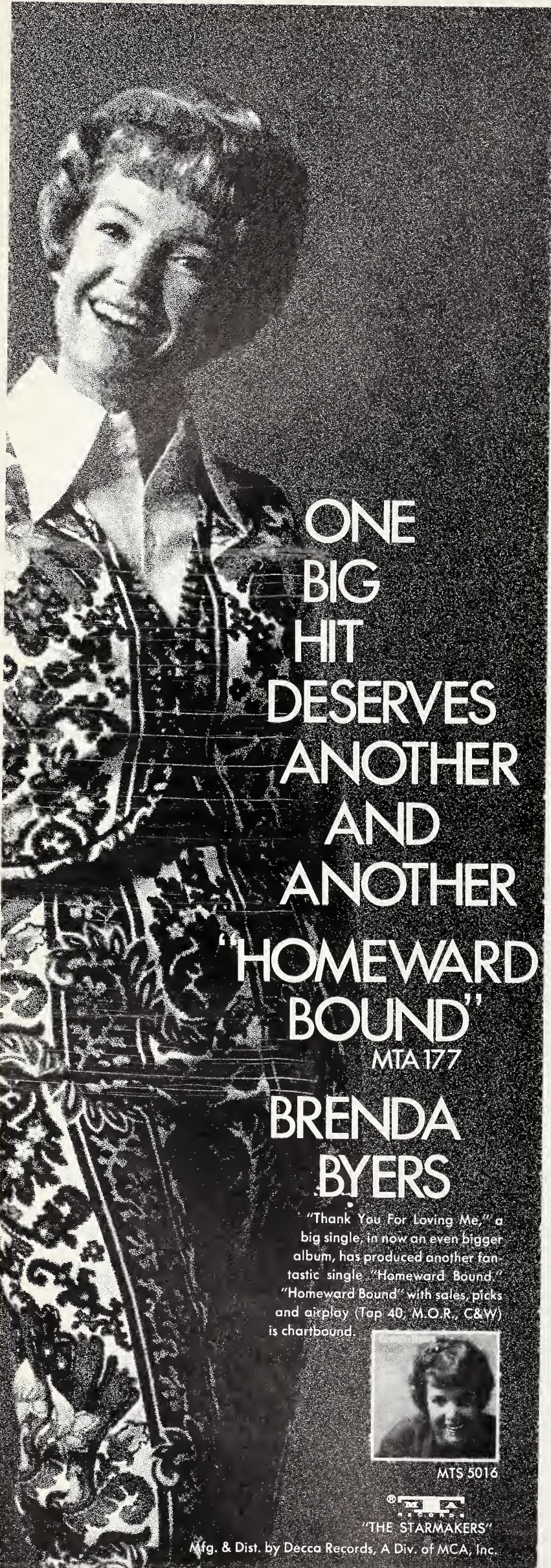
**Hurricane Shirley** (2:43) (Return, BMI-Bare)

Could be good action in store for Ray Corbin with this ditty about a wild woman. Give it a listen. Flip: "When You Fail As Hard As I Did" (2:16) (Combine, BMI-Mareno, Galbraith)

**WILLIS BROTHERS** (Starday 884)

**Gypsy Rose And Me** (3:19) (Owepar, BMI-Parton)

Contagious toe-tapper from the Willis Brothers has a nice sound and could make noise. Merits a hearing. Flip: "Cold North Wind" (3:05) (Starday, BMI-Bruce)



ONE  
BIG  
HIT  
DESERVES  
ANOTHER  
AND  
ANOTHER  
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BOUND"

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# CashBox Country Top 60

<b>1</b>	<b>SIX WHITE HORSES</b> (Peer Int'l. — BMI) Tommy Cash (Epic 10540)	1	<b>16</b>	<b>WALK A MILE IN MY SHOES</b> (Lowery — BMI) Joe South (Capitol 2704)	21	<b>31</b>	<b>THINKING BOUT YOU, BABE</b> (Wilderness — BMI) Billy Walker (Monument 1174)	30	<b>46</b>	<b>THE FIGHTIN' SIDE OF ME</b> (Blue Book — BMI) Merle Haggard & The Strangers (Capitol 2719)	—
<b>2</b>	<b>WINGS UPON YOUR HORNS</b> (Sure-Fire — BMI) Loretta Lynn (Decca 32586)	3	<b>17</b>	<b>THERE'S A STORY (GOIN' ROUND)</b> (Acuff-Rose — BMI) Dottie West & Don Gibson (RCA 0291)	18	<b>32</b>	<b>DADDY COME AND GET ME</b> (Owepar — BMI) Dolly Parton (RCA 9784)	34	<b>47</b>	<b>WILLIE AND THE HAND JIVE</b> (Eldora — BMI) Johnny Carver (Imperial 66423)	52
<b>3</b>	<b>BABY, BABY (I KNOW YOU'RE A LADY)</b> (Al Gallico — BMI) David Houston (Epic 10539)	2	<b>18</b>	<b>IF I WERE A CARPENTER</b> (Faithful Virtue — BMI) Johnny Cash & June Carter (Columbia 45064)	28	<b>33</b>	<b>OKIE FROM MUSKOGEE</b> (Blue Book — BMI) Merle Haggard (Capitol 2626)	20	<b>48</b>	<b>THE ARMS OF MY WEAKNESS</b> (Barmour — BMI) Darrell McCall (Wayside 008)	50
<b>4</b>	<b>BROWN-EYED HANDSOME MAN</b> (Arc — BMI) Waylon Jennings (RCA 0281)	5	<b>19</b>	<b>HELLO I'M A JUKEBOX</b> (Newkeys — BMI) George Kent (Mercury 72985)	25	<b>34</b>	<b>TRY A LITTLE KINDNESS</b> (Airfield/Glen Campbell — BMI) Glen Campbell (Capitol 2659)	22	<b>49</b>	<b>CHARLIE BROWN</b> (Tiger — BMI) Compton Brothers (Dot 17336)	59
<b>5</b>	<b>(I'M SO) AFRAID OF LOSING YOU AGAIN</b> (Hill & Range/Blue Crest — BMI) Charley Pride (RCA 0265)	4	<b>20</b>	<b>JUST SOMEONE I USED TO KNOW</b> (Glad/Jack — BMI) Porter Wagoner & Dolly Parton (RCA 0247)	9	<b>35</b>	<b>SHE CHEATS ON ME</b> (Acuff-Rose — BMI) Glenn Barber (Hickory 1557)	38	<b>50</b>	<b>A WORLD CALLED YOU</b> (Cramart — BMI) David Rogers (Columbia 45007)	46
<b>6</b>	<b>ONE MINUTE PAST ETERNITY</b> (Hilo/Gold Dust — BMI) Jerry Lee Lewis (Sun 1107)	7	<b>21</b>	<b>JOHNNY'S CASH AND CHARLEY'S PRIDE</b> (Jando — ASCAP) Mac Wiseman (RCA 0283)	15	<b>36</b>	<b>WABASH CANNON BALL</b> (Peer Int'l. — BMI) Nashville Brass (RCA 9785)	41	<b>51</b>	<b>I'VE BEEN EVERYWHERE</b> (Hill & Range — BMI) Lynn Anderson (Chart 5053)	—
<b>7</b>	<b>WELFARE CADILAC</b> (Bull Fighter — BMI) Guy Drake (Royal American 1)	11	<b>22</b>	<b>BIG IN VEGAS</b> (Blue Book/Mike Curb — BMI) Buck Owens (Capitol 2646)	17	<b>37</b>	<b>SOMETHING TO THINK ABOUT</b> (Hank Williams, Jr. — BMI) Luke The Drifter Jr. (MGM 14095)	40	<b>52</b>	<b>YOUR HUSBAND, MY WIFE</b> (Pocket Full of Tunes/Jillbern — BMI) Bobby Bare & Skeeter Davis (RCA 9789)	56
<b>8</b>	<b>IF IT'S ALL THE SAME TO YOU</b> (Moss Rose — BMI) Bill Anderson & Jan Howard (Decca 32511)	6	<b>23</b>	<b>SHE'S MINE</b> (Glad — BMI) George Jones (Musicor 1381)	23	<b>38</b>	<b>BLISTERED</b> (Quartet/Bexhill — ASCAP) Johnny Cash (Columbia 45020)	33	<b>53</b>	<b>CAMELIA</b> (Weedville Noma — BMI) Marty Robbins (Columbia 45024)	42
<b>9</b>	<b>WISH I DIDN'T HAVE TO MISS YOU SO</b> (Tree — BMI) Jack Greene & Jeannie Seely (Decca 32580)	10	<b>24</b>	<b>IT'S JUST A MATTER OF TIME</b> (Eden — BMI) Sonny James (Capitol 2700)	31	<b>39</b>	<b>HE'D STILL LOVE ME</b> (Al Gallico — BMI) Lynn Anderson (Chart 5040)	35	<b>54</b>	<b>RUBY, ARE YOU MAD</b> (Acuff-Rose — BMI) Osborne Brothers (Decca 32598)	58
<b>10</b>	<b>THAT'S WHEN SHE STARTED TO STOP LOVING YOU</b> (Tree — BMI) Conway Twitty (Decca 32599)	14	<b>25</b>	<b>HONEY COME BACK</b> (Jobete — BMI) Glen Campbell (Capitol 2718)	37	<b>40</b>	<b>THE WHOLE WORLD HOLDING HANDS</b> (Blue Book — BMI) Freddie Hart (Capitol 2692)	43	<b>55</b>	<b>YOUR TIME'S COMIN</b> (Combine — BMI) Faron Young (Mercury 72983)	44
<b>11</b>	<b>NOBODY'S FOOL</b> (Tuckahoe — BMI) Jim Reeves (RCA 0286)	12	<b>26</b>	<b>I'LL SEE HIM THROUGH</b> (Al Gallico — BMI) Tammy Wynette (Epic 10571)	39	<b>41</b>	<b>LEFT OR RIGHT AT OAK STREET</b> (Attache — BMI) Roy Clark (Dot 17324)	36	<b>56</b>	<b>COUNTRY GIRL</b> (Shelby Singleton — BMI) Jeannie C. Riley (Plantation 44)	60
<b>12</b>	<b>FANCY</b> (Larry Shayne — ASCAP) Bobbie Gentry (Capitol 2675)	13	<b>27</b>	<b>WHEN YOU'RE HOT YOU'RE HOT</b> (Green Grass — BMI) Porter Wagoner (RCA 0267)	24	<b>42</b>	<b>THEN HE TOUCHED ME</b> (Al Gallico — BMI) Jean Shepard (Capitol 2694)	49	<b>57</b>	<b>PARTLY BILL</b> (Sue-Mirl — ASCAP) La Wanda Lindsey (Chart 5042)	55
<b>13</b>	<b>A WEEK IN A COUNTRY JAIL</b> (Newkeys — BMI) Tom T. Hall (Mercury 72998)	16	<b>28</b>	<b>I'M A LOVER (NOT A FIGHTER)</b> (Crestmoor — BMI) Skeeter Davis (RCA 0292)	29	<b>43</b>	<b>TAKE A LETTER MARIA</b> (Four Star — BMI) Anthony Armstrong Jones (Chart 5045)	45	<b>58</b>	<b>BEFORE THE NEXT TEARDROP FALLS</b> (Shelby Singleton — BMI) Linda Martell (Plantation 35)	57
<b>14</b>	<b>SHE'LL BE HANGING ROUND SOMEWHERE</b> (Sawgrass — BMI) Mel Tillis (Kapp 2072)	19	<b>29</b>	<b>YOU AND YOUR SWEET LOVE</b> (Stallion — BMI) Connie Smith (RCA 0258)	27	<b>44</b>	<b>HERE'S A TOAST TO MAMA</b> (Blue Book — BMI) Charlie Louvin (Capitol 2703)	47	<b>59</b>	<b>THEN SHE'S A LOVER</b> (Russell-Carson — ASCAP) Roy Clark (Dot 17335)	—
<b>15</b>	<b>ROLL OVER BEETHOVEN</b> (Arc — BMI) Linda Gail Lewis & Jerry Lee Lewis (Smash 2254)	8	<b>30</b>	<b>SITTIN' IN ATLANTA STATION</b> (Atlantic — ASCAP) Nat Stuckey (RCA 9786)	32	<b>45</b>	<b>TWO SEPARATE BAR STOOLS</b> (Party Time — BMI) Wanda Jackson (Capitol 2693)	48	<b>60</b>	<b>TENNESSEE BIRD WALK</b> (Black Bay — BMI) Jack Blanchard & Misty Morgan (Wayside 010)	—

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*"GOLDEN GUITAR FLOWER"*

PLANTATION #45



**RAY PILLOW**

*"IT TAKES ALL KINDS  
OF PEOPLE"*

PLANTATION #36



**JERRY LEE LEWIS**

*"ONE MINUTE  
PAST ETERNITY"*

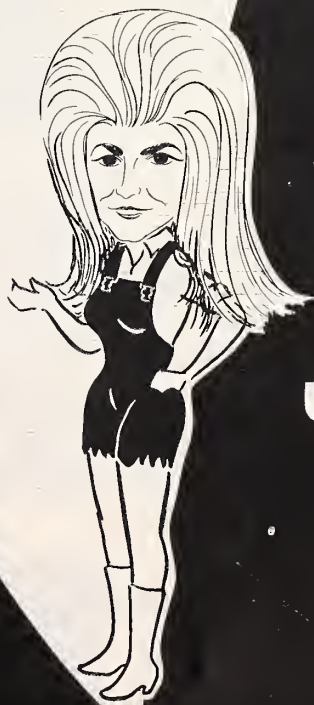
SUN #1107



**LINDA MARTELL**

*"BEFORE THE NEXT  
TEARDROP FALLS"*

PLANTATION #35



**JEANNIE C. RILEY**

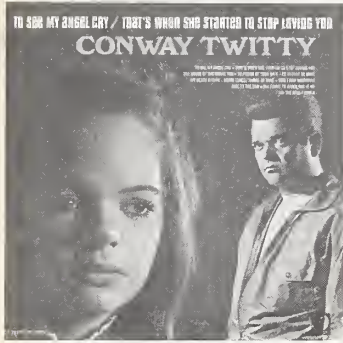
*"COUNTRY GIRL"*

PLANTATION #44



THE SHELBY SINGLETON  
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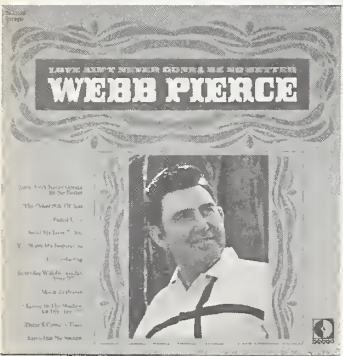
**TO SEE MY ANGEL CRY/THAT'S WHEN SHE STARTED TO STOP LOVING YOU — Conway Twitty — Decca DL 75172**

Titled after his two hit singles, "To See My Angel Cry" and "That's When She Started To Stop Loving You," Conway Twitty's new LP is a powerhouse item that should be showing up on the charts in the very near future. In addition to the two hits, the LP contains "The House Of The Rising Sun," "Okie From Muskogee" and a host of other goodies. Be sure to have lots of copies of this one on hand.



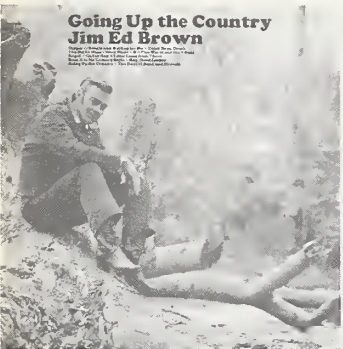
**BIG DADDY DEL — Del Reeves — United Artists UAS 6733**

"Big Daddy Del" really delivers the goods on his latest LP session, and there are lots and lots of people who want to buy what he's selling. Teeing off with his biggie, "Be Glad," Del goes on to sing "Big Daddy," "It's A Sin To Tell A Lie," "There Wouldn't Be A Lonely Heart In Town," "Alabama Bull Of The Woods" and six others. Chart action imminent for this one.



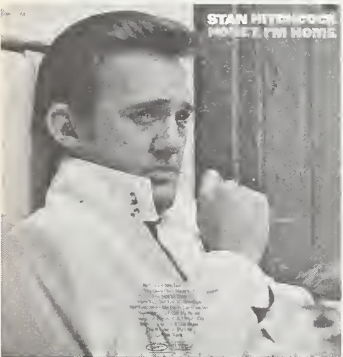
**LOVE AIN'T NEVER GONNA BE NO BETTER — Webb Pierce — Decca DL 75168**

Webb Pierce's fans should turn out in force to buy his new LP. Teeing off with his last single, "Love Ain't Gonna Be No Better," Webb delivers a package full of the appeal that has made his name a household word among country music fans. Besides the title number, the artist sings "The Other Side Of You," "Everyday Will Be Sunday After While," "You Were My Inspiration" and seven others. Chart material.



**GOING UP THE COUNTRY — Jim Ed Brown — RCA Victor LSP 4262**

Look out for Jim Ed Brown to chalk up another winner with "Going Up The Country." The chanter gives his all on this one, and his followers are sure to want to latch onto the LP. Set contains his single hit, "Ginger Is Gentle And Waiting For Me," as well as the title cut and a host of other numbers that are sure to please. Package is a must stock item for dealers.



**HONEY, I'M HOME — Stan Hitchcock — Epic BN 26530**

Titled after and including his recent chanter, "Honey, I'm Home," Stan Hitchcock's latest album should do nicely for him. Stan has a really nice voice, and he knows how to handle a song. In addition to "Honey, I'm Home," he offers "Someday You'll Call My Name," "Then You Can Tell Me Goodbye," "You Gave Me A Mountain" and seven others. Nice job the chanter.



**A MANN NAMED LORENE — Lorene Mann — RCA Victor LSP 4243**

Could be a nice amount of airplay in the cards for Lorene Mann via her new album. The songstress renders pleasant versions of eleven tunes, including "Color Him Father," "Daddy Sang Bass," "Stand By Your Man" and "Tell It All." Seven of the songs on the set are Lorene's own compositions; (she has won two BMI awards for her songs). Nice outing.



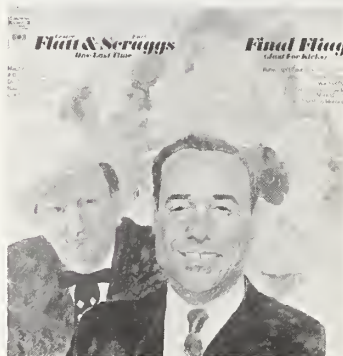
**WAYLON — Waylon Jennings — RCA Victor LSP 4260**

Save a place on the racks for Waylon Jennings' new LP. It shapes up as a sure winner for the chanter. Package contains his big hit single, "Brown-Eyed Handsome Man" and 10 more goodies, among them "Don't Play The Game," "I May Never Pass This Way Again," "Yellow Haired Woman" and "Yes, Virginia." Chart bound set.



**THE BEST OF GEORGE HAMILTON IV — RCA Victor LSP 4265**

There should be a sizeable demand for this record, which showcases a fine artist in performances of his biggest hits over the past twelve years. Some of the tracks are versions of the old hits (his 1956-57 million-seller, "A Rose And A Baby Ruth," for instance, originally on ABC-Paramount, is heard here in a version done on RCA in 1964). There are eleven cuts in all. "Abilene," "Break My Mind," "Early Morning Rain," and "Urge For Going" are a few of the titles. LP should be on the charts soon.



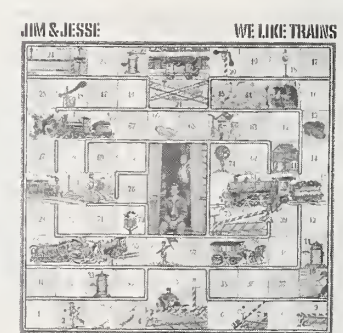
**FINAL FLING—ONE LAST TIME — Lester Flatt & Earl Scruggs — Columbia CS 9945**

Unless unforeseen circumstances occur, Lester Flatt and Earl Scruggs, one of the most famous duos in the history of country music, will never be heard together again except on records, and this is the last new release that their devotees will have. Their break-up last year saddened a lot of people, for Lester's voice and Earl's banjo fit together perfectly. Well, let's enjoy this "Final Fling" and hope that the two artists do as well separately as they did together.



**MAKIN' MEMORIES — Dottie West — RCA Victor LSP 4276**

Dottie West should please her many followers with her new album effort, "Makin' Memories." The singer is in excellent form all the way through, and she's bound to earn plenty of praise for her performance. Starting off with her latest single, "I Heard Our Song," Dottie goes on to offer 10 other tunes, including "With Pen In Hand" and the title song. Excellent album.



**WE LIKE TRAINS — Jim & Jesse — Epic BN 26513**

Jim & Jesse have come up with an album of train songs that could be a winner for them. The duo offers versions of such railroad numbers as "I Like Trains," "Wabash Cannon Ball," "The Golden Rocket" and "Yonder Comes A Freight Train" in fine style, and the results add up to a package that's a chart candidate. Put this one on your list of disks to watch.



**MARTY MARTIN SINGS COUNTRY MUSIC — American Heritage Music Corporation AA 117/118**

Marty Martin, well known to listeners of Radio Station KGEM, of Boise and Nampa, Idaho, here offers a set that proves him to be a performer deserving of recognition. He has a very strong, vital voice and really knows how to put a song across. He has also written some good songs (all 12 on this set are his), "Boxcar Willie" and "River Through Reno" being two of the best. Give this LP a careful listen.



# Cash Box



January 31, 1970



For five years, the Peddlers have been successful on the cabaret and club front, and last September they hit the charts with their "Birth" single. On Jan. 26, the trio leaves for a two month stay in Australia and New Zealand; play a month at Caesar's Palace/Las Vegas, then on to Israel and Poland. Coincidental with their tour, a single "Girlie" and an album "Birthday" is released world-wide by CBS (Epic in the US). From left to right: Trevor Morais, Roy Phillips and Tab Martin.





# CashBox Great Britain

The newly formed Country Music Association (Great Britain) is wasting no time in beginning a campaign for greater representation of country music on the British TV and radio airwaves. The CMA, the first professional country music body in this country, claims that public interest in this brand of music has increased considerably during the last twelve months, but that this growth of interest is not being reflected in the program planning of the radio and TV authorities. The CMA has come into being after a series of meetings during the last four months in which MCA-UK, RCA, EMI and Philips took part as well as the various publishing houses with country catalogs. The CMA chairman is Mervyn Conn, promoter of the International Country Music Festival at Wembley and country package tours. The CMA embodies the existing British Country Music Association, which will continue functioning at consumer level under the aegis of the new formation. Other CMA officers are country deejay Murray Kash, who is secretary; and Tony Barrow who will act as press officer. Committee members are Charles Williams of the Griffin Catering Co., which has a large stake in country presentations, British Country Music Association representative Godfrey Greenwood, Ron Randall of Acuff-Rose Music, Bob Kingston of Southern Music, John Robinson of MCA-UK, and country deejay and master of ceremonies Pat Campbell, who recently scored a single hit of his own with "The Deal" on Major Minor. The committee will be expanded later to gain a wider representation, and there are plans to institute annual country music awards to be presented at the second International Country Music Festival at Wembley. CMA plans also include sponsorship and supervision of the BCMA activities, and the introduction of a regular news bulletin. The bulletin reminds us that the CMA's assertion that country music is constantly increasing in its appeal has been slightly dented by the demise of the monthly "Opry" magazine after a valiant but unavailing struggle for survival.

Argent, the new four-piece group formed by former **Zombie Rod Argent**, will make an eight-week tour of America in March and April. The group is being managed by Mel Collins of Active Management and its agent is David Apps of Artist Management and Agency, a division of the thriving Management Agency and Music. Argent is undertaking no British engagements prior to its American tour, but its first album, recorded by another ex-Zombie, **Chris White**, and **Don Broughton** of Nexus Productions, is being issued by CBS. Argent may give a special London theater concert during February before its departure to the States, where a welcome seems assured, judging by the outstanding success of the Zombies there during their existence. The group has a U.S. gold record for "Time of the Season" and was offered a million dollars by American promoters to would re-form for another tour (the offer was declined).

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Sales of Japanese Yamaha organs in the UK doubled in 1969 compared with the figures for the previous year, according to the line's English agents Kemble. Yamaha has now won a commanding position in the electronic organ market, and their instruments are winning plaudits from dealers and customers on account of their trouble-free characteristics.

Product from **Tony Stratton-Smith's** Charisma label will be issued in the States on Probe, the ABC Records subsidiary. Stratton-Smith set the deal, calling for a minimum of eight LP's per year, during a recent visit to New York. Initial releases will be LP's by **Rare Bird**, **Van Der Graaf Generator**, and "Classical Heads", an experimental LP by **Joseph Eger** with the **Sinfonia of London**. The first Charisma single was released in Britain on January 16th. It was "Witchi Tai To", by **Topo D Bil**, produced by former **Bonzo Dog Band** member **Larry Smith**.

**Barry Class** bowed his Trend label with an Albany Room, White House reception on January 13th. Record dealers have received a six-minute sampler introduction disk to the label emceed by deejay **David Hamilton** containing extracts from the first three Trend singles released on January 16th. These are "Dearest Belinda," by the **Chads**, "The Sun In My Morning", by **Abel Mann**, and "Melanie Cries Alone" by **Consortium**. The Trend label is being distributed by **Pye**.

Blues artist **Duster Bennett** is joining the **John Mayall Band** on January 31st after a solo stint and will tour with the group in America for eleven weeks beginning next month. Bennett is now being managed by the Gunnell branch of the **Robert Stigwood Organisation** but will continue to record as a solo act for **Blue Horizon Records**, which will release him when necessary to participate in Mayall disk sessions.

**Tom Petzal** has been named concert manager of the Royal Philharmonic Orchestra, succeeding **David Mottley**, who has joined EMI's international artists department. Petzal himself is a former EMI classical staffman. He resigned from the board of the Philomusica chamber orchestra last month following differences over policy with conductor **Niels Gron**. His new post entails executive liaison with concert managements and halls and recording companies on behalf of the PRO, and he will assist general manager **Raymond Few** in organizing the PRO silver jubilee celebrations. The PRO was founded twenty-five years ago by **Sir Thomas Beecham**.

**Vox Sound Equipment**, a famous name in the music business for sound amplification with many star pop clients, was placed in the hands of receivers on January 7th. Its factory at Erith in Kent is continuing production, but the only alternative to the company's closure seems to be the possibility of a takeover bid, and negotiations are in progress with some interested parties. The credit squeeze is blamed for the company's difficulties.

**Ron Holmes** has been named factory manager of the new **Pye/GRT** tape company. He was appointed by **Walter Woyda**, himself recently named as general manager of the enterprise. Holmes is at present manager of the manufacturing division for blank and pre-recorded tape cassettes at the Philips factory in Walthamstow. He will take up his new duties shortly at the **Pye/GRT** plant being installed at **Pye's Mitcham depot**.

**Robert Stigwood** just back from Holland where he had discussions with Philips Records. One of the topics under review was the creation of groups with various combinations of musicians. Stigwood said "People think there is some unwritten rule that group members must stay together, but this is not so. I think it is more exciting to create a group from other groups". Latest in the line of split-up groups is **Air Force** formed by **Ginger**



# CashBox Mexico

**Discos Universales, S.A.** board of trustees made the official announcement to the press of the appointment of **Hans Schrade** to the post of V.P. and consultant delegate for the Latin American operations of **Philips Phonographische Industrie (Holland)** and **Deutsche Grammophon (Germany)**. At the same time, it was confirmed that **Luis Baston** is taking Mr. Schrade's place as General Manager of **Discos Universales, S.A.**

When the **Fifth Dimension** arrives in Mexico City next February, the **Discos Capitol** promotion of the group will be at its peak. The **Fifth Dimension's** popularity in Mexico is due to "Aquarius" and "Let The Sunshine." **Bell Records** is a **Discos Capitol De Mexico** side line.

**Pianos Barrocos, Carlos Camacho** and **Rodolfo Vilches** are back in Mexico City after a tour that took them as far as **Merida Yucatan**. **Camacho** and **Vilches** will be in **Los Angeles** next March to receive a golden disk. **Discos Capitol de Mexico** is about

to launch **Paco Chanona** singing his own material. Chanona is the author of some of last year's hit with **Carlos Lico** and **Robertha**.

**Rene H. Leon** resigned the post of promo and publicity manager of **Dicos Capitol de Mexico**.

The LP releases of the week are: "Midnight Cowboy" with **Ferrante & Teicher** on **United Artists (Musart)**. "Moondreams" with **Walter Wanderley** on **A&M (RCA)**. "Bacharach Barroque" with **The 18th Century Corporation** on **United Artists (Musart)**. "Cook Book: The Canned Heat" on **Liberty (Musart)**. "Julius Wechter and The Baja Marimba Band" on **A&M (RCA)**. "Sounds Exotic And Electronic" **Martin Denny** on **Liberty (Musart)**. "Walking In Space" with **Quincy Jones** on **A&M (RCA)**. "David Lloyd & His London Orchestra" on **RCA-Camden (RCA)**. "Enoch Light Brass Managerie" on **Project 3 Total Sound (Gamma)**. "Frank Pourcel" on **Odeon (Capitol)** and "16 Hits, Great Movie Themes" on **RCA**.

## Great Britain's Best Sellers

This Last Weeks  
Week Week On Chart

1	1	7	Two Little Boys, Rolf Harris, Columbia, Darewski
2	4	6	All I Have To Is Dream, Bobbie Gentry, Glen Campbell, Capitol, Acuff-Rose
3	7	6	Suspicious Minds, Elvis Presley, RCA, London Tree
4	2	9	Ruby Don't Take Your Love To Town, Kenny Rogers & The First Edition, Reprise, Southern
5	3	8	*Melting Pot, Blue Mink, Philips, Cookaway
6	5	4	Tracy, Cuff Links, MCA, Van Lee M. & Emily M.
7	6	13	Sugar, Sugar, Archies, RCA, Welbeck
8	9	3	Play Good Old Rock 'N' Roll, Dave Clark Five, Columbia, Various
9	18	2	*Reflections Of My Life, Marmalade, Decca, Walrus
10	8	8	Yester-Me, Yester-You, Yesterday, Stevie Wonder, Tamla Motown, Jobete/Carlin
11	11	4	Without Love, Tom Jones, Decca, Valley
12	12	8	*Winter World Of Love, Engelbert Humperdinck, Decca, Donna
13	19	2	Someday We'll Be Together, Diana Ross/Supremes, Tamla Motown, Jobete/Carlin
14	15	6	*Leavin' (Durham Town), Roger Whittaker, Columbia, Cromat/Tembo
15	10	6	Onion Song, Marvin Gaye, Tammi Tarrell, Tamla Motown Jobete/Carlin
16	—	1	*Come And Get It, Badfinger, Apple, Northern
17	13	8	*The Liquidator, Harry J. All Stars, Trojan, Island
18	—	1	*Friends, Arrival, Decca, Carlin/Enquiry
19	—	1	Comin' Home, Delaney and Bonnie, Atlantic, Throat Music
20	14	9	(Call Me) Number One, Tremeloes, CBS, Gale.

\*Local copyrights

## Great Britain's Top Ten LP's

- 1 **Abbey Road**, The Beatles, Apple
- 2 **Let It Bleed**, Rolling Stones, Decca
- 3 **Motown Chartbusters Vol. 3**, Tamla Motown
- 4 **Led Zeppelin 2**, Atlantic
- 5 **Tom Jones Live In Las Vegas**, Decca
- 6 **To Our Children's Children's Children**, Moody Blues, Threshold
- 7 **Tighten Up Vol. 2**, Various Artists, Trojan
- 8 **Johnny Cash at San Quentin**, CBS
- 9 **Easy Rider**, Various Artistes, Stateside
- 10 **Sound of Music**, Soundtrack, RCA

**Baker**, the **Blind Faith** drummer. **Jack Bruce**, ex-Cream star, has formed a new group which will accompany him on his forthcoming American tour, which opens at the **Fillmore East**, **New York** on **January 30th**.

\*\*\*\*\*

**Quickies: Mervyn Conn** has acquired exclusive representation of **Rod McKuen**, and the star arrives in Britain for TV in February... **John Walker's** version of "True Grit" to appear on his latest **Carnaby** album... "Two Little Boys" still topping **Best Selling Sheet Music** lists for **Darewski Music**... **EMI** hosted reception for **Roger Whittaker**, who is riding high on the charts with his "Leavin' (Durham Town)" **Columbia** single, published by **Croma Music**.

## CAB/CAPAC 2 Disk Set

TORONTO: Newest **CAB/CAPAC** release is a 2 record set entitled "New For Now," a set of piano pieces intended for use by music teachers. The works are graded by degree of difficulty and include explanation, biographies and sheet music. Composers presented on the set performed by **Warren Mould**, include **William Lean**, **Lorne Betts**, **Clermont Pepin**, **Louis Applebaum** and **Mould**. Collaborating publishers are **Gordon V. Thompson Ltd.**; **Boosey and Hawkes**; **Frederick Harris Ltd.**; **Leeds Music Ltd.**; and **Peter McKee**.

The set is available on the **Dominion** label and in a French language version on **Select Records**.

The project was undertaken with the aid of the **Canadian Federation of Music Teachers Association** and will be followed by a similar set for clarinet and another for flute.





## CHUM's First Single Production Causes Stir In Canadian Trade

TORONTO — CHUM Ltd. flexed its new found production power and summoned record company execs to a meeting in an effort to find distribution for their first production.

The production, by the Tote Family, was produced at the Toronto studios of RCA Ltd., and was the first through CHUM's purchase of Summerlea/Winterlea publishing and production house. Larry Solway, executive head of the new firm, chaired the meeting, which, at times, became somewhat "wrangly" when some of the record types asked some very direct questions and one executive walked out in the middle of the proceedings.

The meeting was unprecedented in that this is the first time a powerful radio station has entered the very competitive area of single production and the first time that a production entity has assembled record men to make bids for a master.

What would appear to be most confusing to many is the fact that with the recent muscle flexing of the CRTC, how could a radio station, privileged by the government to use the public airwaves, put itself in a position that might smack of "unfair competition" and possibly eliminate any Canadian controlled attempt at independent record production. Most record companies in Canada are U.S. controlled, and, to date, only the indies have shown any great interest in risking capital on domestic production. The CRTC's Harry Boyle, who recently came under fire for his now famous San Francisco speech, was apparently somewhat guarded in his comments. The Toronto Telegram's Bernadette Andrews, in her Weekend/Showcase coverage of the CHUM story (Jan 17), referred to Boyle as stating "that his investigations would depend on how well CHUM lived up to what they said." He was quoted as saying "The situation hasn't come up before. There has been a move afoot to promote Canadian content on the stations and this may be CHUM's way of doing it." The CRTC hasn't really shown that much interest in the radio question. They have been primarily concerned with television and cable-vision. Those who would normally complain to the CRTC about a "radio situation" are somewhat reluctant to do so in that there are those who have received a reply from Boyle with the question "Have you made known your complaints to the parties involved?" Some observers are of the opinion that powerful radio stations do maintain a blacklist which could effect the playing of their productions and, indeed, their very welfare if their official complaint to the CRTC was revealed to the radio station concerned.

In the Andrews' article, Columbia's Ontario promotion manager Charlie Camilleri, expressed what was perhaps the feelings of most who attended the meeting when he suggested that the natural reaction is that CHUM is going to play its own record. He was quoted as saying "Any record company who buys distribution rights will be awfully disappointed if they don't. This record with The Tote Family is a good production. We'd classify it as Dixie rock. We want an option on distribution rights for anything that artist does. If it's another source of Canadian talent, you can't kick."

There was no bidding for the master at the meeting but record companies were invited to get together, privately with Solway and talk out a deal. One of the requirements in the deal is that there must be an initial pressing of

### Teldec Buys Master

NEW YORK — Teldec Records, via Kurt Richter and Gunter H. Barchert, has acquired for Germany-Austria-Switzerland the single, "John & Mary" and "Miserlou" by John & Mary, produced and published by Ivan Mogull.

5000 disks to ensure stock availability in the stores. It's common knowledge that with the power enjoyed by CHUM, a chart listing on their survey almost always guarantees a sale of 5000 to 8000 records. However, Solway has apparently made it clear that no undue influence would be exerted on CHUM's program co-ordinator J. Robert Wood in the play of their production and that CHUM would not appear on the label so as not to influence those radio stations who follow CHUM's lead.

## Various U.S. Deals By Reuter & Reuter

STOCKHOLM — Lennart Reuterskiold of Reuter & Reuter Forlags AB completed a number of publishing deals during his recent trip to the U.S.

Reuter & Reuter's general contract with the Big 3 (Robbins-Feist-Miller) for representation in Scandinavia has been extended. The company's tie-in with the Big 3 is more than 25 years old. Another extension is with the TRO Organization via Musikforlaget Essex.

## Lots Of Music Cut Via Early Morning

TORONTO — A little known Canadian publishing fact came to light recently with the announcement from Alexander Mair, general manager of Early Morning Productions, of the important headway material from its catalog is making on the international front.

Perhaps the best known Canadian composer and the most important to Early Morning is Gordon Lightfoot, who has an exceptional tally of successes on the international market. The just released Harry Belafonte RCA set of "Homeward Bound" contains two Lightfoot penning, "Softly" and "The Last Time I Saw Her". The George Hamilton IV RCA release of "Lightfoot Country" contains all Lightfoot compositions (10) and Hamilton's set of "Best Of George Hamilton IV" contains "Early Morning Rain" and "Steel Rail Blues".

The recent Ronnie Hawkins, Cotillion/Hawk album release contains Lightfoot's "Home From The Forest" and "Bitter Green" while Liza Minelli's A&M set has included a Lightfoot selection of "Wherefore & Why".

Mair also pointed out that Bobby Sherman, Pierre LaLonde, Porter Wagoner, Charlie Rich and other top name recording artists will soon release Lightfoot product.

Rolf Kempf, also associated with Early Morning, is composer of the "Hello Hoopay" cut on Judy Collins' Elektra LP "Who Knows Where The Times Goes". Rolf Kempf is from Niagara Falls, Ont.

## Collectors To London

MONTREAL — The Collectors, one of Canada's leading rock groups, have signed with London Records. The label's national promotion manager Pierre Bellemare made the announcement along with the announcement of the initial release, "I Must Have Been Blind". The single has already captured chart listings on radio stations from coast to coast in Canada and has been submitted to the Maple Leaf System for review.

The Vancouver-based Collectors have enjoyed national popularity and sales on their previous releases. Their albums, "The Collectors" and "Grass And Wild Strawberries," brought much attention to the group and resulted, indirectly, in them being commissioned to write, record and perform all the music to be used in the Canadian pavilion at Expo '70 in Osaka, Japan.

## Gruner & Jahr, German Mag Co., Establishing Disk, Radio Firms

HAMBURG — Gruner & Jahr, the giant magazine publisher (e.g. Stern, Brigitte, Jasmin, Twen, Eltern and Capital), has started operations in the disk and radio fields.

The publishing company has negotiated a deal with Ariola-Eurodisc to start a line, effective April 1, of low-priced LP's to run from \$1.25 to \$2.60. Both companies will contribute to the repertoire, with A-E managing sales. A higher priced line for special productions and cassettes will also be a part of the operation.

Gruner & Jahr will begin a radio operation in Spain called Radio Maritim Ltd on May 1. The German-language transmissions will be geared for the many German tourists who visit Spain each year. In cooperation with Spanish broadcasting interests, transmissions will be heard in an area between Mallorca and Tenerife. The programs will consist of pop music, news and tourist information. Programs will be produced in Hamburg and then sent to Spain for broadcast. The German disk trade has expressed interest in the radio venture, since it affords an additional outlet for the exposure of disk product.

In 1969, some 1 million Germans visited Spain. The figure for 1970 is expected to show an even greater tourism.

## Ariola-Eurodisc Opens Holland Co.

HAARLEM — The German record company Ariola-Eurodisc in Munich has set up their own record company in Holland under the name of Ariola-Eurodisc Benelux N.V. Managing director is appointed, Jan van Schalkwijk, who has been active in record and music publishing field for many many years, and who owns music publishing company Editions Actueel N.V. Purpose of the new setup is to further build up the Ariola and Eurodisc labels, especially by a strong artist promotion and an active marketing policy. The distribution of the records is given to C.N.R. in Leiden, whereas the artist promotion will be looked after by the staff of the Dutch Ariola company. Ariola-Eurodisc Benelux also has plans to widen its repertoire by attracting new labels and by making local productions.

The address of Ariola-Eurodisc Benelux is: Baan 15, Haarlem; Phone 023-322640; Telex 41385.

## Harold Smith Dies; Music Man Was 71

TORONTO — Harold S. Smith, major Canadian recording industry executive, died early Sunday morning January 11 in Toronto at the age of 71. At the time of his death, Smith was president of Harold S. Smith Associates, a company he formed six years ago to handle sales and distribution of various lines and accessories including the Walco needle line, etc. Previous to the time he formed his own company, Smith was associated with the distribution and management of the early Columbia Records organization. Later, he became General Manager of Capitol Records where he was largely instrumental in building and guiding the activities of the company to the successful and impressive operation existing today.

Funeral services were held Wednesday morning Jan. 4th in the Chapel of Miles Funeral home in Toronto with burial in Mount Pleasant Cemetery. He is survived by his wife Opal and two sisters. Smith was a member of the Toronto Board of Trade and the London Hunt Club.

## 5th Dimension To Quality

TORONTO — The Fifth Dimension will now be distributed in Canada by Quality Records. The announcement was made by Harold Winslow, sales and promotion supervisor for Quality Records. The acquisition was made through Quality's affiliation with Bell Records.

Initial Fifth Dimension single release is skedded for Feb. The rights to their back catalog on Soul City Records will revert to Bell and Quality Records Limited in approximately 18 months.

Reuterskiold also made several deals with various American publishers to publish works from R&R. They include G. Schirmer, which has acquired different guitar courses, methods and compositions by Ulf G. Ahslund. Bourne has acquired "Karleksvals" by Ulrik Neumann, while Herbert Wise will publish Scandinavian folk songs arranged by Gunnar Hahn.

Another deal was concluded with Walter Heebner in Hollywood for the handling of his recordings by Debussy, Straus and other by R&R.

## Soul Fest For Euro

MACON, GA. — Atlantic/Atco's Arthur Conley and Clarence Carter departed New York for London last week (19) for the European version of "Soul Together." Phil Walden, manager of the two acts, said this will be the largest soul review to tour Europe since the Stax/Volt tour headlined by the late Otis Redding.

Conley and Carter were joined in London by Sam & Dave and Joe Tex for the opening night Jan. 22nd at the Royal Albert Hall. According to Walden, the Arthur Howes office in London has reported a sell out ten days in advance for the show.

The tour was suggested to Howes by Frank Fenter, formerly Atlantic's European manager, who now heads Walden's record operation, Capricorn.

In addition to the personal appearances the entire group will participate in several television specials in the various countries.

## 1st Int'l Deal By Rene's Firm

NEW YORK — Joe Rene, president of Rene Enterprises, has made his first international production deal.

A long term agreement has been signed with Bizet Music Productions, Inc., a subsid of Editions Bizet, Bruxelles, Belgium.

The first session personally A&R'ed by Rene will take place before the end of the month and will feature an instrumental group called New Orleans Soul.

All masters produced by Joe Rene for Bizet Music will be released world wide and subsequent recordings may be done in several European countries, all aimed at the international market.

## Renewych To Chappell

TORONTO — Chappell Music has announced the appointment of Jerry Renewych as its representative in the province of Quebec.

A native of Montreal, Renewych, studied piano at McGill and the Royal Conservatory in Toronto. He has composed songs recorded by Paul Anka and Eddie Fisher and is currently working on the new Chappell musicals, "Salvation" by C.C. Courtney and Peter Link and the Alan Lerner and Andre Previn production of "Coco".





# Germany

On the 16th of February, six titles of the German preliminary decision for the Grand Prix d'Eurovision will be represented on German tv: "Wunder gibt es immer wieder" by **Christian Bruhn** sung by **Katja Ebstein**; "Pierre, der Clochard" by **Drafi Deutscher**, sung by **Kirsti**; "Bei jedem KuB" by **Delle Haensch**, sung by **Edina Pop**; "Auf dem Kurfuerstendamm sagt man Liebe" by **Henry Mayer/Georg Buschor**, sung by **Roberto Blanco**; "Allein unter Millionen" by **Guenther Sonneborn**, sung by **Reiner Schoene**; "Blaue Augen, rote Lippen und kastanienbraunes Haar" by **Horst Ackermann Heribert Thusek**, sung by **Josef Laufer**. The German tv magazine **TV Hoeren und Sehen** has awarded its annual prizes, the "Goldene Bildschirm" (Golden Telescreen), to the most popular artists. The winners are **Margit Schramm** and **Rudolf Schock**. **Anneliese Rothenberger** and **Peter Alexander** are the winners of the "Silberne Bildschirm" (Silver Telescreen), and **Liselotte Pulver** and **Vico Torriani** got the "Bronzene Bildschirm" (Bronze Telescreen). This award, the oldest German tv prize. This is the only tv prize in Germany based on a poll.

On the 31st of January, **Daliah Lavi** will come to Germany and present herself for the first time in German tv. Polydor is releasing her first single in Germany with the title "Love's Song," written by the Casatschok-composer team **Kluger/Fishman**. **Daliah Lavi** will also talk about bigger activity in Germany with **Antenna**. "Play Bach," the ballet by **Peter Balzer**, based on **Johann Sebastian Bach's** music which is interpreted by **Jacques Loussier**, will have its premiere in the **Hamburger Staatsoper** on the 17th of March. Many arrangements between May and November are planned for the "Berlin Festival of 1970." It starts with the theatre meeting from the 9th till 21st of May. The 20th "International Film Festival" will take place on the 26th of June and go on until the 7th of July. Last but not least there will be the "Berliner Jazz Tage" between the 5th and 8th of November. . . . United artists announced a worldwide campaign for German copyrights. For the purpose of this action an instrumental LP with 14 titles by famous composers has been recorded: **Rudi Bauer, Hans Blum, Martin Boettcher, Christian**

**Bruhn, Klaus Doldinger, Horst Janowski, Heinz Kiessling, James Last, Henry Mayer, Peter Moesser, Lotar Olias, Werner Scharfenberger, Peter Moesser, Lotar Olias, Werner Scharfenberger, Peter Thomas and Helmut Zacharias**. This LP is released in Germany on an United Artist label in co-operation with the magazine **STERN**. On the world market it is sold on **Liberty/UA Records**.

The English "King of Blues," **John Mayall**, was a guest star in 11 concerts in Germany with his new 10th band. All concerts were sold out in advance. 8000 people attended his show in Hamburg. **Kurt Ard**, world famous painter and magazine illustrator for "Saturday Evening Post," "McCalls Magazine," "Reader's Digest" and others, made a record with his little daughter **Pia**, titled "Take It Easy, Daddy," composed by himself. **Dunja Rajter**, the Yugoslavian star on CBS in Germany, flew with CBS director **Rudolf Wolpert** and the guitarist **Mario Nardelli** to Paris, in order to make tv shootings and give interviews to French press. **Arriola** released a LP titled "Udo-Portrait International" with songs in English, French, Spanish, Japanese and Italian. **Udo Juergens** former record firm, the German Vogue, will also participate in Udo's boom. After being a Vogue bestseller for years, now a double album with songs in German, French and English has been released; the title: "A Touch Of Music" and "A Touch of Udo Juergens." It is already being predicted by experts that this LP album will be a smash because Udo's super tour through 200 German cities was a big financial success. His last single "Anuschka" has now sold over 500,000 copies.

**Salvatore Adamo**, who is planning a big tour through Germany in autumn 1970, made a German recording of the two hits "Petit Bonheur" and "Mon Cinema." The copyrights of all Adamo songs belong to **Edition Montana** in Munich. . . . In April, **Gilbert Becaud** will start a tour through Germany. **Bertelsmann-Schallring** released a LP, which represents well known **Becaud** songs from his **EMI-repertoire**. . . . The **Edition Montana**, getting an image by entertaining the **Udo Juergens** tour "Udo 70," will also supervise **Becaud's** and **Adamo's** tours.



**CRESSIDA GETS BYRNE-D** — and, hopefully, they will get the same treatment the **Bee Gees** got from it. **Ossie Byrne** (pen in hand), Australian-born producer who was responsible for the **BG's** "New York Mining Disaster," "To Love Somebody" and "Massachusetts," has produced **British pop group Cressida's** first album on the **Vertigo** label to be released on Feb. 13. The group recently signed with the **Philips Records** for a three year deal. At the signing of the **Cressida** contract were: (l. to r.) **Dick Leahy** (Philips' singles co-ordinator); **Olav Wyper** (Philips' general marketing manager); **Paul Layton** (director of **Ossie Byrne Productions**); **Byrne** and **Mike Everrett** (Philips' LP co-ordinator).



# Argentina

Summer music festivals are already a tradition in Argentina, although they are not competitive and haven't resulted, up to now, in strong hit tunes as has happened in Italy or other European countries. But this year the Festival is more aggressively organized, and are more varied than ever: last week, the **Baradero Song Fest** was devoted to tango and folk music, while another one, all folk, was being held in **Jesus Maria**, in the province of **Cordoba**, and another one in **Necochea**, at the seaside, with childrens music and plays. But the top news of the week were two beat music Festivals, one on **Cordoba** and the other one in **Mar del Plata**, with some of the top artists of the field appearing at them. The contests reveal the strong roots of beat music in the pop market on these days, and allow us to expect strong record sales for several groups during this year.

Speaking about beat music, **RCA** is releasing two interesting albums: the new waxing of **Litito Nebbia** and **Los Gatos**, who recently formed, tagged "Beat No 1", and the first LP by **Almendra**, which appears already in the charts and may have strong sales. Although it is difficult to define **Almendra**, since their concept of acid rock isn't the same as in the States, we may easily suppose that this LP may be a landmark for beat music in this country, thanks to the lyrics and melodies of the tunes, all composed by members of the group.

Phonogram infos about a strong promo campaign on behalf of the recent single by **Cesar Isella**, "Chi-

quillada", with a tune penned by **Uruguayan** hit composer **Jose Carbajal**; **Isella**, formerly a member of **Los Fronterizos**, started a couple of years ago a career as soloist and record producer and has discovered some top talent since. His new single puts him back in the charts and may mean good reaction for his recent LP, too, with folk music from Argentina and other countries.

**Fermata's Mauricio Brenner** infos about the release of the single with **Claudia** of **Brazil's** entry at the recent **Rio Song Festival**, "Razao de Paz." The singer will take part at the upcoming **Latin Song Festival** in **Mexico City**, as **Brazilian** rep, and will probably visit Argentina in the near future.

**CBS' Jorge Appel** sends word about the success of both the recent LP and the single culled from it, "Trigal", by top singer **Sandro**. The artists has finished the shooting of a new film, and several requests have been received from abroad.

**Music Hall's Calvo** is very happy with the success of the beat groups released by the diskery and produced by **Ricardo Kleinman**. The latest addition to **Banana**, whose first single "Facundo ha Llegado al Mundo" reached chart status this week. The first LP by **Trocha Angosta** and their recent single, "Muchacha de un Sueno", are also reaching strong sales marks. An LP by **Banana** is expected soon, and further action by **Music Hall** in the International market with these recordings is foreseen.



# Belgium

The **Belgian Knokke** team for this year has been chosen. Quite remarkable is that the five members are all women: **Mary Porcelijn, Diane, Anne Gayton, Kate and Truus**. **Barclay** artists **Leo Ferre, Frederic Francois, Les Tenderfoot Kids, Memphis Slim** and **The Soft Machine** appeared in Belgium. **Nino Ferrer, Alain Barriere** and **Isabelle Aubret** are the guest-stars in the February show of the TV-program "Clin d'Oeil". At long last **Fonior** released the LP "The Best of **Marianne Faithful**" as well as the live LP of **The Rolling Stones**. Much is expected from **Marmelade's** "Reflections of My Life." Also **Malcolm Robert's** "Love Is All" is doing well in Belgium. The now famous **Shocking Blue** will perform in the TV-show "Hey" on February 22nd. They will of course sing their new hit "Mighty Joe." **Vladimir Ashkenazy** and **Willy Boskovsky** were in Brussels for a classical concert. "The Crossroads/Smiling Phases" is a first record by **Charly's Toast** (on **Yellow Heart**). **Primavera** expects a big future for this talented 17 year-old boy. **Supreme Records** released the 3rd single by **Lee Lynch**, last year's **Knokke** revelation who scored big with "Stay Awhile" and "Don't Hold On to Yesterday." His probable hit is entitled "Sweet Woman." **Lee** recently appeared in the "Binnen en Buiten" TV-show. Thousands of fans are eagerly waiting for his album which will be released shortly. **Vogue** released **Jean-Francois Michael's** "La Vie Continue," his follow-up for "Jolie Candy." Further releases are "Rattlesnake Shake" (**Fleetwood Mac**), "Concerto Pour une Voix" (**Saint-Preux**) and "Le Mont des Oliviers" (**Egregie**). **CBS** re-released the old **Dave Brubeck** evergreen "Take Five" on stereo.

**Inelco** reports good sales for "Superstar" by **Murray Head** (on **MCA**). It reached the number one spot in the **BRT 2 Hitgolf** national top 10. **Paul's Collection** is an **Antwerp** progressive pop group which was discovered on the **Belgian coast** last year. Their first record is entitled "Man/Music Is My Life," two of their own compositions. The group will get enormous radio and TV support. **Paul's Collection** appear in the TV-shows "Promotion" and "Pop Eye."

**Gramophone** released the singles "She Came In Through the Bathroom Window" (**Joe Cocker**), "I Want You Back" (**Jackson 5**), "Raindrops Keep Falling on My Head" (**B.J. Thomas**), "Good Old Rock and Roll" (**The Dave Clark Five**), "All I Have to Do Is Dream" (**Glen Campbell** and **Bobby Gentry**) and LP's by **Martine Bijl, Canned Heat** ("Canned Heat Cookbook") and the **Plastic Ono Band** ("Live Peace in Toronto"). The soundtrack of the **James Bond** film "On Her Majesty's Secret Service" was released on the **United Artists** label. A track from this album was also released on single. It's **Louis Armstrong's** "We Have All the Time in the World" and the record has hit-chances. A man who already launched records of many foreign artists is **Edward Van de Wijngaert**, owner of one of the most important dancehalls in Belgium: the **Antwerp "Stones"**. For the moment all **Tony Joe White** records are getting much airplay as well as "Never Go Back To Georgia" by **Blues Magoos**. On February 7th a **Super Soul Show** takes place in the **Antwerp "Arena"** hall. Big names are **Sam & Dave, Joe Tex, Arthur Conley, Clarence Carter, the Sam & Dave Orchestra** and the **Joe Tex Orchestra**.



## EDITORIAL:

### Route Inventory Time

At this time of year, a vast number of retail stores pull an inventory to learn the amount of product on hand and the volume moved out to the public, thereby determining the profit or loss of the operation in general, but even more important, in a **specific** sense. They learn thru inventory inspections which items moved best and which have been dogs the past twelve months, and then act accordingly.

There's no secret in the fact that some owners of bigger operating companies, especially those in metropolitan urban areas, rarely if ever visit their locations. This is the job of the route collector . . . the guy who represents **you** the operator at **your** stops twelve months out of the year. This is the guy who enjoys a compliment now and again on his selection of music for the jukebox or for this or that particular game he brought in. He's also the man who gets all the location steam when something goes wrong.

This last remark cannot be more strongly stressed. The route collector gets the grief while you the operator make the money. Since he usually has no vested interest in the profitability of the route, this grief rolls off his back soon as he gets to the next stop, and you hardly ever get to hear about it . . . or worse, **do** anything to correct it.

We're not knocking routemen, just pointing out that an employee can never put the care into an operation the owner can, for obvious reasons. This is why we urgently recommend that every company principal make it his business to visit his stops periodically, check out the equipment, the record titles, the play appeal of the game, and yes, listen to all the grief his collectors have been hearing.

Today, as operating companies stand in a position to add up the receipts and expenditures of the closing year, is the right time for a good old fashioned route inventory. The operator should sit down with his record books, check the average weekly net collection from every location against the expense of the machine, the labor, the parts and supplies, maybe the interest on a loan and see exactly what he's really earning from each. Armed with this information, he should then select, at the very least, the bottom 50% of the stops (based on earnings) and set out to visit with each and learn what's wrong and what steps can be taken to boost the income.

Before hitting the locations, prepare some kind of basic fact sheet, to be filled in when you conduct each inspection. Facts to be logged in include: type and condition of each machine, the vintage of record titles on the juke, the play appeal of the game(s) based on a customer opinion, and let's not forget, where the machines are placed at the location. Are they in plain sight or does someone have to tell you where to find them. Out of sight, out of mind, no?

Back at the route headquarters after the inspection (which realistically shouldn't take more than two weeks on the average), the operator then sits down with his collector(s) over coffee and dopes out each stop. Will he be surprised at the wealth of information he learns? Will he be really surprised at the boost

## Rock-Ola Releases Model 443 Compact Scaled-Down 442 Offers 100 Select's

CHICAGO — "A mod kaleidoscope of color and a great array of profit making features" is the way Ed Doris, executive vice-president of Rock-Ola, describes the new 100-selection Rock-Ola Model 443 compact phonograph. Doris stated that the colorful 443 is the mini twin of the very successful 160-selection Model 442 introduced last October. As a matter of fact, he stated that as beautiful and eye-appealing as the 442 is, the distributor reaction to the 443 is that it is even more colorful due to the fact that its compactness enclosed all of the eye-appealing color of the 442 into a smaller area. One distributor had described it, referring to this colorful machine, "as a compact carousel of color."

Like the 442, the new 443 incorporates radiant color panels of unbreakable Lexon plastic. Even the upper and lower separation of the 2-5" x 7" tweeters and the 2-12" woofers provide full sound separation for room filling stereo sound. Its colorful front design is complimented by its highly finished wood grained Bombay Teak Conolite sides, and polished chrome side castings.

Continuing his description of the new 443, Ed stated that one of the operator appeals of this new miniature phonograph is that it can do everything that the 160-selection Model 442 can do, and will operate with almost all of the optional accessories of the 442. The 442 has included either as basic equipment, or optional, the following features:

**ENTIRE FRONT PANEL SECTION** including the color panel and the grill designed for instant snap-out to facilitate cleaning. The front door assembly removes easily by release of two snaps and chain.

**INTEGRATED CIRCUITS.** The amplifier control utilizes two integrated circuits. Eliminates separate pre-amplifier chassis. One IC serves as left and right channel amplifier. The other drives volume control and AVC input. Another service saving feature, the 160-selection Model 442 and the 100-selection Model 443 use this same common amplifier.

**REVOLVING RECORD MAGAZINE.** Rock-Ola's mechanism and magazine which has become a hallmark of the Rock-Ola phonograph through the years.

**EXCLUSIVE MECH-O-MATIC INTERMIX.** Complete automatic and 100% mechanical changer intermixes 7" LP albums, 33-1/3, 45 R.P.M. stereo-mono records in any sequence. No wires, switches or electronics aids for changing motor speeds or spindle sizes.

**NEW COMMON RECEIVER SYSTEM.** Model 1767. Operates with the Rock-Ola Model 442 and other current model phonographs. Ends the cost of multi-receiver inventory.

**AUTOMATIC MONEY COUNTER.** Model 1989-2. Sealed, tamper proof, plug-in unit counts nickels, dimes, quarters, half dollars. Totals exact machine receipts. Works with Rock-Ola Phonette and dollar bill acceptor.



ROCK-OLA 443

**MICROPHONE KIT.** Ideal paging system for all locations. Microphone and pre-amplifier attach easily to amplifier for fast installation.

**WALL, CEILING AND CORNER SPEAKERS.** Model 1635 flat 8" wall speaker features metallic fabric over plywood. Size: 9" H x 11" W x 6" D. Model 1636 Deluxe speaker features acoustically correct grille cloth and 8" speaker. Overall size: 9 1/2" H x 17" W x 9" D. Each speaker has matching position switch and transformer. Model 1637 sloping 8" speaker is 14" H and 8" D and also has matching position switch and transformer. All are available in compatible walnut finish. Ceiling speaker Model 1638 comes with pre-wired secondary. Available with back box, Model 1639.

**ALARM SYSTEM.** Model 2116. Alarm system stops theft. Freon activated alarm is triggered anytime cash box is opened without key.

**TWO PLAYS, TWO BITS.** (Optional).

**MOTORIZED VOLUME CONTROL.** Model 2115. First volume control in the industry with on/off switch for phonograph power as well as volume and cancel. Illuminated dial.

**AUXILIARY WALLBOX POWER SUPPLY.** Now, with each new auxiliary wallbox power supply you can add 10 more wallboxes to any location with the addition of just one auxiliary power supply unit.

**MANUAL REMOTE VOLUME CONTROL.** Rock-Ola's manual volume control features cancel button and complete sound system control and 60' of cable.

**"L" PAD.** New control for phono-

(continued next page)

in income he'll enjoy if he takes steps to correct the faults and improve service where indicated.

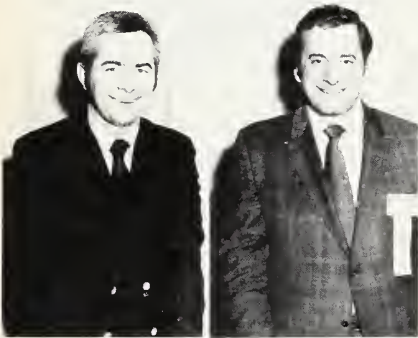
In-person location visits are a must for the sensible operator. Don't wait to go until it's too late — when your location calls with the classic phrase: "you'd better take your machines out . . . I've got another guy coming in who's gonna give me better service."



## Many Familiar Faces To Dot Exhibit Floor At NSGA Show

CHICAGO — Coin machine people should be well represented at next week's National Sporting Goods Show at Chicago's Navy Pier (Feb. 1-5), based on reports coming in from dealers. Many of our people will be seeing this enormous mass of exhibits, reps and retailers for the first time and no doubt will be looking for a few friendly faces along the exhibit floor. Most of our table factories and billiard supply companies will be showing their wares, so there should be plenty of opportunity to search out these friendly oases in a sea of what will look like total confusion.

Coin company principles to be on hand at their respective exhibits will include: Aaron Goldsmith at All-Tech, Nick Melone and Sol Lipkin at American Shuffleboard, George Sodini and Mack MaKenny at Brunswick, Dennis Ruber at D&R Industries, Bert Betti and John Rafer at Eastern Novelty, Charlie Bailey at Fischer Mfg., Irving and Howard Kaye at the Irving Kaye Co., Gordon Murrey at Murrey & Sons, Paul Kotler at National Shuffleboard, Al Simon and Len Schneller at U.S. Billiards and Earl Feddick at Valley Mfg. & Sales.



MaKenny Sodini

Brunswick's Sodini and MaKenny (general sales manager and coin Div. sales manager respectively) are well known to the sporting goods industry but will be saying hello to some coin people for the first time at this show. MaKenny, recently appointed to spearhead their marketing drive on the CB-7 coin-operated 6-pocket table, is particularly enthused with the present trend toward home equipment sales thru traditional coin machine dealers. "Our CB-7 coin table offers both distributors, and especially operators, the ability to instantly convert from coin-op to non-coin via our one piece conversion kit. This is a five minute operation whereby the operator unbolts the coin drawer and inserts the free return box. No carpentry is necessary. The CB-7 is also engineered to let the operator recover the bluestone top with new cloth without removing it from the table. Just unbolt the cushions and you've got it," he indicated. Brunswick will be showing their entire home products lineup at the Navy Pier, booths 1018, 1020, 1100, 1101, 1102, 1103, 1104, 1105, 1106, 1107, 1108, 1109, 1111, 1200, 1201, 1202, 1203, 1204, 1205, 1207, 1208, 1209, 1211.

## Rec. Equip. Seen Vital To Coin Dealers

NEW YORK — One man uniquely suited to say whether or not coin machine dealers, and operators, are capitalizing on equipment sales to homeowners, is American Shuffleboard's national sales director Sol Lipkin. One of the most popular, and experienced, sales representatives in both the coin and the home and commercial recreation industries, Lipkin speaks with no small authority when he categorically states: "Recreational equipment sales departments at a large number of our coin machine dealers have already put them in the mainstream of the home delivery business in many communities. And while the main product has been, and is, the home 6-pocket pool table, several other non-coin items have helped greatly to round out their product line.

While speaking essentially of American Shuffleboard dealers, which include distributors and many operators who handle this line on an exclusive territorial basis, Lipkin's sales trips have disclosed information to him showing that many competitive companies are working closely with their dealers to effectively exploit the vast homeowner market.

"To stress the profitability in selling pool tables to homeowners is really unnecessary today," Lipkin stated, "expect to repeat to those yet to move on this that every distributor and operator is in an unusually unique position to sell, deliver and install this product. And in many cases, all it requires is a minimum of advertising to let the community know they've got the product, the price and the ability to deliver.

"What I'd really like to stress is the appeal of rebound tables, shuffleboards and the like, to homeowners. The rebound pool tables serve a number of purposes the bigger tables can't, es-

pecially since their small size can place it virtually anywhere. The smart salesman will never let a pool table customer walk out because he hasn't enough room in his home for a 6-pocket without at least showing him a rebound. Sales of our own Bump-O tables the past three months are exceptional . . . I'm not exaggerating. This has to prove there's a viable home market for rebounds."

Lipkin, with American's general manager Nick Melone, will be showing their non-coin line at the National Sporting Goods Show next week in Chicago. Items on display will include the Bump-O, their Granada 6-pocket line, their Bridge Pool game, the Royal Bank Shot and Eagle home shuffleboards. They will occupy booths 1808, 1810 and 1812 at the Navy Pier and will also be receiving sporting goods sales representatives at their suite in the Holiday Inn on Lake Shore Drive.

## New "Quiet" Can Unit Ships From Westinghouse



The new Westinghouse WS 170-5 serpentine vendor delivers cans smoothly and quietly — without any of the clattering characteristic of most serpentine vendors. The Westinghouse track design sets the cans gently rotating so that they are guided noiselessly through curves rather than dropped from level to level. The result is no can clatter and happier customers.

The WS 170-5 is a five-selection can vendor that will dispense up to 170 10-ounce or 12-ounce cans. It will dispense steel, aluminum, or a combination of steel and aluminum cans without accessories or adjustments. Its full track serpentine design provides positive stock rotation.

In addition to its track design, the WS 170-5 is engineered with many other advanced features including fast easy loading through readily accessible openings at the top of the serpentine track, a delivery chute that can be positioned for use as a convenient loading shelf, a solenoid-action vending mechanism that provides positive drive to the can instead of relying on gravity for operation, a special following member that pushes out distorted and stuck cans, and the Wesgard access door with a newly designed rugged latching mechanism that anchors the door at four points.

The WS 170-5 is designed to minimize service calls. Each track vends electrically, independently of the others; a jam in one column will not affect the others which will continue to vend. The vending mechanism for each column is removable as an assembly. The column does not have to be unloaded to remove this mechanism. Each column of the serpentine track is open and all rear curves are accessible for easy can removal.



American's non-coin recreation items have always found favor with representatives from schools, hospitals and other institutions. Sol is shown above at a recent educators Convention.

## Copyright Status: Ops Urge Senators Drop "WMS. Amend."

WASHINGTON, D.C. — The current status of the federal copyright revision finds it before the full Senate Judiciary Committee, where the \$8 per box fee agreed and voted upon by the House on April 11, 1967 is threatened by the so-called Williams Amendment. The Senate version of the revision, dubbed S. 543, with the William Amendment, would add an additional dollar to the \$8 as royalties to record companies and artists, another 50¢ as a "registration fee" and prescribe a "periodic review" of the fees which would enable anti-jukebox forces to bounce the amount higher in the future.

MOA vigorously opposes the provisions of the Williams Amendment, while supporting the original fixed \$8 per box figure passed by the House. In order to voice its opposition to "Williams" in the fullest, jukebox operators have been petitioning their senators via the mails and phones to declare the industry's position.

Needless to say, residents of states whose senator(s) sit on the Judiciary would be most effective in beating back the Williams Amendment and insuring the passage of a true companion bill to H.R. 2512 (the \$8 fixed fee). Here are those committee members:

James Eastland, Miss., chairman; John McClellan, Ark.; Sam Ervin, Jr., N.C.; Thomas Dodd, Conn.; Philip Hart, Mich.; Edward Kennedy, Mass.; Birch Bayh, Ind. Quentin Burdick, N. Dak.; Joseph Tydings, Md.; Robert Byrd, W. Va.; Norman Hruska, Neb.; Miram Fong, Hawaii; Hugh Scott, Pa.; Strom Thurmond, S.C.; Marlow Cook, Ky.; Charles Mc Mathiss, Jr., Md. and Robert Griffin, Mich.

## Vending Rep Retires



Jack Prokop

NEW YORK — Jack Prokop, director of domestic military sales and manager of vending machine sales for Philip Morris, U.S.A., has retired after 33 years of service with the company, according to an announcement made today by J. Paul Jeb Lee, director of sales.

A native of Brooklyn, N.Y., Prokop joined Philip Morris in 1936 as retail salesman. In 1941 he was named a division manager, and after serving as a Technical Sergeant in the U.S. Army in the South Pacific during World War II, he returned to the company and was named, successively, to positions as section sales supervisor (in 1945); section sales manager (in 1947); and regional sales manager (in 1952). He was appointed to his most recent assignment in 1957.

Jack resides in North Palm Beach, Fla. with his wife Josephine. He is a member of the Defense Supply Association, the National Automatic Merchandising Association, Navy League of the United States, and of the North Palm Beach Country Club. His retirement plans include a heavy schedule of sailing, fishing, golf and bowling.

## ELECTRIC SCOREBOARDS . . . 2 MODELS

### OVERHEAD MODEL

(Natural finish hardwood cabinet)

- Two-faced. Scores 15-21 and/or 50 pts.
- Large metal coin box holds \$500 in dimes.
- "Game Over" light flashes on at end of game.
- Easily serviced.
- 10¢ 1-player or 2-player by simple plug switchover.

### COIN BOX

Heavy-duty steel. Dark brown baked enamel finish. 10¢ or 25¢ operation. Large coin capacity w/ National Rejectors. Size 8" x 16" x 4". Electric counter optional.

Terms 1/3 dep., Bal. C.O.D. or S.D.

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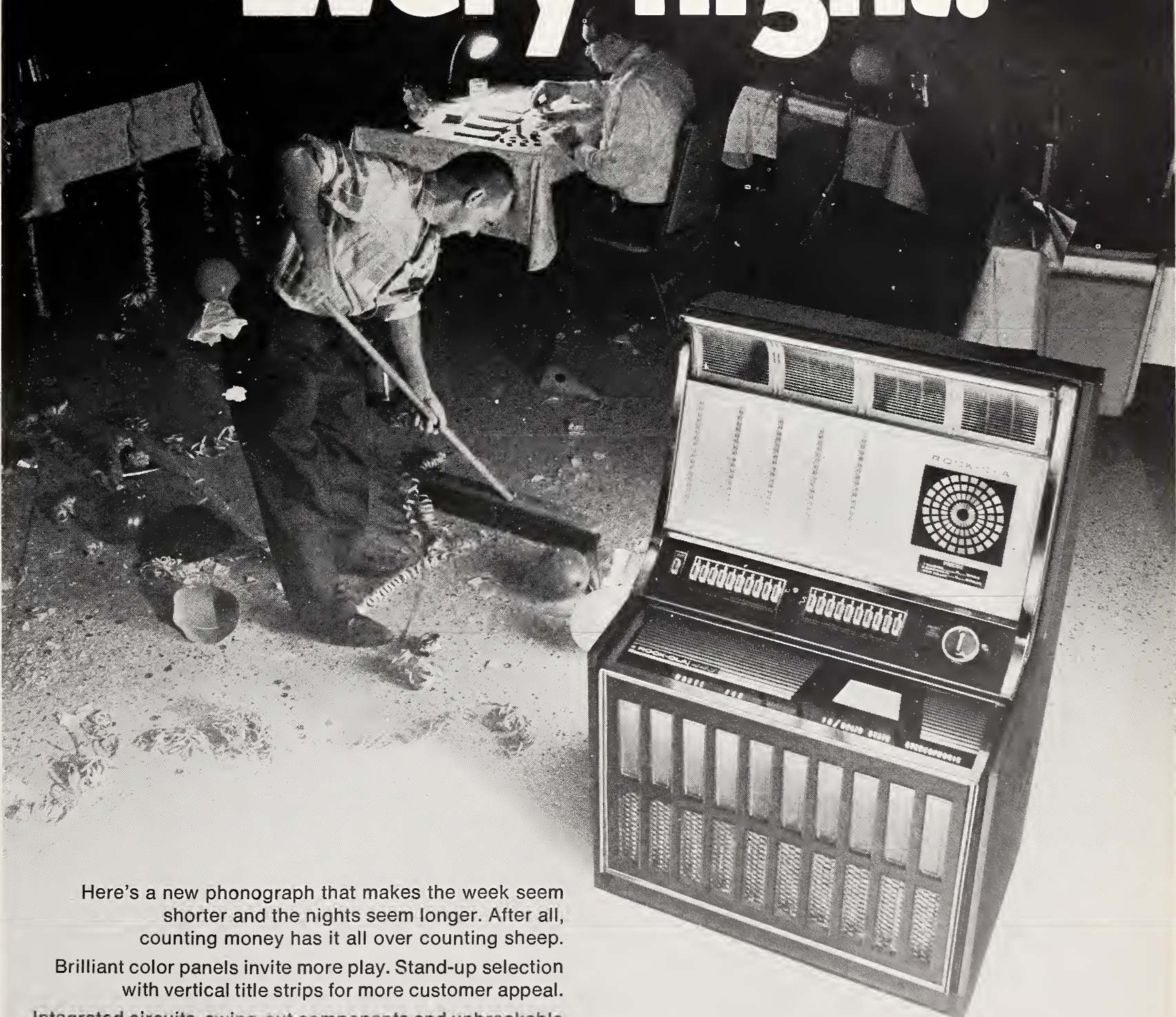
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New 1970 Billiard Supplies Catalog avail.



# Saturday night. Every night.



Here's a new phonograph that makes the week seem shorter and the nights seem longer. After all, counting money has it all over counting sheep. Brilliant color panels invite more play. Stand-up selection with vertical title strips for more customer appeal. Integrated circuits, swing-out components and unbreakable grills make service short and profit long.

"we want you to **take** it easy"

**ROCK-OLA / 443**

Rock-Ola Manufacturing Corporation/800 N. Kedzie Ave./Chicago, Ill. 60651



## Cointronics Captures Apollo 11 Thrills In 'Lunar Lander'; Dealers Impressed

MOUNTAIN VIEW, CAL. — Economists might point to NASA's Apollo 11 Mission as an enormous expense to the taxpayer but will freely admit that it's provided American industry with one of the most effective merchandising tie-ins ever. Numerous products—from breakfast drink to coin-operated phonographs and pool tables—have nominally associated themselves with that proud name Apollo, but one item has gone completely "Apollo 11" in its concept—the 'Lunar Lander' game by Cointronics, located here in Mountain View.

Most operators and dealers by now are aware that 'Lunar Lander' is essentially a skill game which requires the player to maneuver a small replica of the Eagle lunar module to the target zone "Tranquility Base". The player gets five tries for a 25¢ piece, or ten for the quarter (if converted to a "2-25¢ vend"). He's scored according to his manual dexterity, much as in the helicopter styled games. Game play is accompanied by most authentic audio space sounds, including the classic "Tranquility base here. . . the Eagle has landed" each time he hits the mark.

Amusement game operators may inspect the Lunar Lander at the following exclusive distributors (those operating in territories not serviced by one of these dealers should contact the Cointronics factory for a representative in their area):



Cointronics president Ransom White, developer of the Lunar Lander.

Active Amusement Machines Co., Philadelphia, Penn.

All-Coin Equipment Co., San Antonio, Texas.

Betson Enterprises, Inc., North Bergen, N.J.

General Vending Sales Corp., Baltimore, Md.

Lieberman Music Co., Minneapolis, Minn.

Musical Distributors Corp., Brooklyn and New York.

## Peteet Instructs N.Y.S. Juke Mechanics On Wurlitzer Statesman At Bilotta's

NORTH TONAWANDA — Seventeen service technicians, representing prominent phonograph operators, attended two recent service schools sponsored by the Wurlitzer Company and hosted by the Bilotta Enterprises, Inc.

Both schools were conducted under the direction of H. W. "Hank" Peteet who is a field service representative for the Wurlitzer Company. One of the schools met in Albany; the other school in nearby Newark, New York.

Newark is the headquarters of Bilotta Enterprises, Inc., located at 224 North Main Street with Neil Berard as its manager. Robert Catlin manages the Albany location at 388 Broadway. The jovial peregrinator, John Bilotta, is president of this enterprising organization.

Those who attended the Albany service school were Walter T. Rice of Walt's Music, Scotia, New York; William Macarelli who represented his own company, Macarelli Amusement Company of Catskill; William Ogden from Bilotta Enterprises, Inc.; Felice P. Caiozzo from CNC Novelty Company, Schenectady; William C. Lewis from John Albert Company of Albany, and Donald Lampariello of Albany Amusement Company. From Bel Aire Amusement of Schenectady came Richard Martin, Robert Sullivan and Cardinal Pombrio attended from Sullivan's Vending of Syracuse, New York.

The following service-technicians attended the service school in Newark,



Hank Peteet

New York. From the Great Lakes Distributors located in Buffalo were Robert Brozi and Cliff Krull; Henry Genter attended for Genter & Brenon, Inc. of Brownville; Lloyd Hillmire from Ace Automatics, Inc. and from Bilotta Enterprises, Inc. were Tony Comella, Coby Hunt and Harry E. Reiners . . . all from Newark, New York.



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**GAVGO'S**  
4-PLAYER GAME

ADJUSTABLE 3 OR  
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A Swinging Action Packed Game  
Packed With Exciting Playboard Features

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## Mini-Rock Bows (continued)



ED DORIS — . . . "All the beauty of the 442 in a compact version."

graph speaker. Permits graduated or attenuated control of volume on main speakers without affecting extension speakers.

**SPEAKER COMPLEMENT.** Two 12" woofers and two 5" x 7" oval tweeters.

**PHONETTE WALLBOX.** Personal listening pleasure and volume controls. Mounts anywhere. Programs LP's or singles, 33-1/3 or 45 R.P.M. records. Model 505-F compatible for 100 or 160 selections. Fifty cent coin chute standard. Allows instant conversion from standard play.

**COIN SWITCH PLASTIC PROTECTOR COVER.**

**FLIP DOWN PROGRAM HOLDERS. SINGLE UNIT SELECTION PANEL.** Price card, credit signal window and coin slot.

**REAR ACCESSORY HOUSING AND COIN MECHANISM.** This is removable and electrically operable for service while in phonograph.

**SLOTTED PRECISION CASTED MAGAZINE HUB** for record indexing.

**GRILL LATCHES** permit instant removal of front grill for cleaning and service of inner grill.

The Rock-Ola Model 443 100-selection phonograph has a cabinet measuring 53" High- 31-3/4" Wide- 26 1/4" Deep. Weight of the machine is 295 pounds.

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AVAILABLE FOR IMMEDIATE DELIVERY THROUGH YOUR WILLIAMS DISTRIBUTOR



# TWO NEW HITS

The 1970 Seeburg Space-Age Coin Phonograph

## APOLLO

and

## CATHY CARLSON

ABC Paramount Recording Artist\*



\*Latest Single — "I Never Need Anybody" (11248)



MILWAUKEE — Stu Glassman, who runs Radio Doctors, one of Wisconsin's chief sources of jukebox records, is a "jack" of more than one trade. The popular one-stopper advised us last week that a new 45 single he personally produced at a Nashville studio has been released on the Target label and, in a bit more than two weeks, has already sold 1600 copies to his jukebox customers.

The disk, uniquely suited for tavern play, is called 'Barney', a comic takeoff on the Salem cigarette jingle, which goes: "You Can Take Barney out of the barroom, but you can't take the barroom out of Barney:" following thru with appropriate lyrics.

Tune is performed by Larry Lee Phillipson. Flip side, the old Hank Snow 'The Blackboard of My Heart', is a great country tune and should make for two sided play at locations.

Glassman has also advised that several major record companies have already been in contact with him, toward purchasing the masters. At this time, however, he's hoping to move the disk along further with operators via a network of fellow one-stop distributors.



# CashBox Location Programming Guide

THIS WEEK'S TOP RECORD RELEASES FOR COIN PHONOGRAPHS

## Adult Locations

ROCK ISLAND LINE (2:04)

**JOHNNY CASH**

No Flip Info. Sun 1111

CAN'T HELP FALLING IN LOVE (2:40)

**ANDY WILLIAMS**

Sweet Memories (3:00) Columbia 45094

SOMETHING'S BURNING (4:00)

**KENNY ROGERS & THE FIRST EDITION**

Momma's Waiting (3:25) Reprise 0888

MY ELUSIVE DREAMS (2:00)

**BOBBY VINTON**

Over & Over (3:12) Epic 10576

RHYMES & REASONS (3:05)

**THE IRISH ROVERS**

Penny Whistle Peddler (2:25) Decca 732616

GOODBYE JOE (3:58)

**KAREN WYMAN**

Time & Love (4:08) Decca 732626

## C & W

ONCE MORE WITH FEELING (2:24)

**JERRY LEE LEWIS**

No Flip Info. Smash 2257

I'VE BEEN EVERYWHERE (2:26)

**LYNN ANDERSON**

A Penny For Your Thoughts Chart 5053

TOMORROW IS FOREVER (2:45)

**PORTER WAGONER AND DOLLY PARTON**

Mendy Never Sleeps (2:05) RCA 47-9799

OCCASIONAL WIFE (2:14)

**FARON YOUNG**

The Guns Of Johnny Rondo (2:37)

## Teen Locations

TRAVELIN' BAND (2:05)

**CREEDENCE CLEARWATER REVIVAL**

Who'll Stop The Rain (2:24) Fantasy 637

BRIDGE OVER TROUBLED WATER (4:48)

**SIMON & GARFUNKEL**

Keep The Customer Satisfied (2:33)

WALKING THROUGH THE COUNTRY (2:59)

**THE GRASS ROOTS**

Truck Drivin' Man (2:59) Dunhill 4227

EASY COME, EASY GO (2:43)

**BOBBY SHERMAN**

Sounds Along The Way (2:23) Metromedia 177

TRY (3:54)

**JANIS JOPLIN**

One Good Man (4:14) Columbia 4-45080

RAG MAMA RAG (2:59)

**THE BAND**

The Unfaithful Servant (4:15) Capitol 2705

## R & B

NEVER HAD A DREAM COME TRUE (2:59)

**STEVIE WONDER**

Somebody Knows, Somebody Cares (2:33)  
Tamla 54191

CALL ME (3:16)

**ARETHA FRANKLIN**

Son Of A Preacher Man (3:04) Atlantic 2706

THE BELLS (2:55)

**THE ORIGINALS**

No Flip Info. Soul 35069

LOVE LAND (3:02)

**103RD ST. RHYTHM BAND**

Sorry Charlie (3:28) Warner Bros-7 Arts 7365

For the first in Shuffles and Bowlers, insist on

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WHAT YOU  
GET FOR  
\$175.00**

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Rowe 20/700  
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Reconditioned — Ready To Use

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Phone - 215 CEnter 2-2900

check your local One Stop for availability of the listed recordings



## N.Y. Operators Vote On Convention Site



Ben Chicofsky

NEW YORK — Music and games operators in the wide metropolitan area are currently doing the "democratic thing" thru a postcard vote to determine the site on their next combined associations anniversary convention.

Ben Chicofsky, general manager of the Music Operators of New York, who annually irons out all details for his group and the Westchester and New York State Operators guilds, is offering a choice of five locations for the 1970 convention, to be held May 14-17. The choices are:

Four days, three nights at the Thunderbird Hotel in Las Vegas.

Four days, three nights at the Kings Inn on Grand Bahama Island.

Four days, three nights at the Britania Beach Hotel on Paradise Island in the Bahamas.

Four days, three nights at the Lucayan Beach Hotel in Freeport on Grand Bahama Island. Prices for airfare and rooms have been listed next to each choice.

Three days, two nights at the Homowack Lodge in the Catskill Mountains.

Chicofsky said a number of the associations' members had asked to have a different location for future conventions, since the Catskills have been the scene for at least the past ten years. All three group memberships have been mailed information on the five package trips, with an enclosed return post card on which they are to indicate their preference. Ben hopes the cards will be in by end of this week and urges all who have received them to make their decision now and put the cards into the mail.

"Only by an overwhelming turnout of cards will we be able to make an accurate consensus of opinion on the convention location which will please the majority of our members," Ben stated.

## Security Units From MMI

PALO ALTO — Security, the keystone to sustained profits in the vending industry, is built into the rugged new line of changers manufactured by Micro-Magnetic Industries, Inc.

At the recent National Automatic Merchandising Association convention, the new MMI changers offered visual proof of such ultra-tight security features as these: Door and cabinet side-walls constructed of heavy (1/4") steel. Optimum strength results from lapping corners and edges, giving full weld-strength construction; Formed steel plate hinges support doors in nylon bushings; A new locking system works like a bank vault door. Six cam-actuated locking lugs secure both sides of the cabinet door. Lugs are driven by a fixed, welded cam assembly and actuated by an operating lever built into the door; The door is closed by a "cinching" locking operation which draws the door and cabinet steel to steel.

MMI's registered series of U/L listed locks makes sure that only authorized persons can get into the vaults:

## Lease Truck, Don't Buy, Says University Study

CHICAGO — An impressive study comparing the expenses of truck leasing to outright ownership has been compiled by Chicago's University Research Center, Inc. with copies available to those interested in shaving operating costs. The study is based in part on cost data from 1,338 companies that owned and operated 7,359 trucks, of which 87 were service companies. The study also drew upon data compiled thru an examination of the records of three major national truck leasing networks which reportedly supply approximately 75,000 trucks to users thruout the United States, on maintenance lease.

The report, available in a 40 page booklet, reached a number of conclusions which bear import to route operators.

In general, it found that private trucking costs have been consistently underestimated and overlooked. "The waste that has occurred and continues to be incurred is enormous," it reported. On the other hand, the truck leasing industry itself, appears to have overlooked the true nature of its ser-

vice and its economic value and as a result, "full service truck leasing has been delayed in its growth."

If full service truck leasing can do the job at the same cost and deliver the same quality as truck purchase and maintenance fees, it would not pay for the firm to take on all the risks, problems and headaches of procurement and maintenance, the report stated. The fact that additional savings on operations will accrue to companies in some situations is a bonus. Furthermore, the report said that the capital freed by leasing for use elsewhere in the business may provide an additional bonus. Finally, truck costs are guaranteed by the leasing company in advance.

One interesting point stated many firms that would prefer not to bother with servicing and maintaining their own trucks are nevertheless doing so "in the belief that they are realizing savings."

Saying that no part of a business should be taken for granted, the study stated that every sector of a company's operations must be subjected

to the most severe scrutiny. It reported that Dun and Bradstreet annually compiles ratios on "Cost of Doing Business" for corporations in service, and other, industries. The cost of goods sold is calculated, then the gross margin and then a whole host of "selected operating expenses" are listed. Nowhere in this D&B cost compilation, the report says, does the expenses of freight, transportation or delivery appear, and the oversight is common.

The report offers a wealth of statistics and a number of comparison charts from which the route operator might discover benefits in a leasing rather than outright truck purchase and maintenance. At the very least, the report does make clear that many companies are ignoring many of the trucking costs in their overall operational expense breakdowns.

Entitled "Truck Costs - A Comparison of Private Ownership and Full-Service Leasing", the study may be obtained from the University Research Center, Inc. at 121 West Adams Street, Chicago, Ill. 60603.

# Bally King Rex

## 5-Ball Play

1. ADD-A-BALL  
2. EXTENDED PLAY  
3. NOVELTY

5-DIGIT  
EGO-BUILDING  
SCORES

3 WAY  
SPECIAL

Depending on optional \* style of play, SPECIAL scores ADDED BALL delivered to shooter tip or EXTRA BALL shot on playfield or 5000 POINTS

\* Quick easy change-over

New  
SHIFTING  
SPECIAL LIGHT

When REX is lit, \* SPECIAL light travels between Left Side Rollover, Right Side Rollover and Center Target, each scoring SPECIAL \*\* if hit when lit

\* Lit by hitting lettered Top Rollovers \*\* See 3 WAY SPECIAL

Popular  
SPELL-NAME  
BONUS

Lighting KING REX by crossing Top Rollovers and hitting Side Targets scores SPECIAL \*

\* See 3 WAY SPECIAL

ONE DOZEN  
1000-POINT  
HITS

New  
KICK-BACK  
FEATURE

When KICKER light is lit, \* ball shot into Left Out Lane is KICKED BACK onto playfield for continued scoring action

\* Lit by hitting Left or Right Mushroom Bumper

Hefty Flipper-Arms, clad in flat springy rubber, add distance and power to every Flipper maneuver.

30  
WAYS  
TO BUILD  
SCORE

# King Size COLLECTIONS

Three-way operating flexibility plus 30 exciting ways to score add up to fattest earnings ever seen in the non-replay field. Get your share of king size collections. Get Bally KING REX today.

See your distributor or write BALLY MANUFACTURING CORPORATION • 2640 BELMONT AVENUE, CHICAGO, ILLINOIS 60618, U.S.A.



# MR. OPERATOR!

If you want a 50% cash increase, install Davis rebuilt equipment set for 2 for 25¢ play.

Follow the lead of many progressive operators and place the new Apollo Seeburg in your top locations at 2 for 25¢. Cover all other locations with Davis rebuilt Seeburg Consoles — a 50% increase over 3 for 25¢ play.

Here they are:

Seeburg SS-160 — 2 for 25¢ .....	\$850
Seeburg Fleetwood — 2 for 25¢ .....	750
Seeburg Electra — 2 for 25¢ .....	675
Seeburg LPC-480 — 2 for 25¢ .....	575
Seeburg LPC-1 — 2 for 25¢ .....	525

Location owners will love their increase too!

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## Round The Route

### EASTERN FLASHES

**ON THE AVENUE** — Great seeing Teddy (the Champ) Seidel "jogging" along coinrow these days. Ted's looking great and still nailing down a few extra locations for a couple of the big operators he helps out. . . . Local trade's buzzin' again over rumored sale of one of the biggest metro area music and games routes to an even bigger operating company. People we all know, too. . . . However we checked, and learned the "sale" is only in the conversation stage at this time. . . . Plenty of friends and business contacts were down with that crazy flu last week; we're thinking of naming it the "jukebox flu". Keep out of the drafts, lads. . . . Kinda hoping that the association members hereabouts vote for one of the Bahama trips for the May 14-17 anniversary convention. Haven't had any sun since we accidentally walked out the side door of the Homowack Lodge of an afternoon, trying to get to the "john". . . . When Al Simon returns from the Rock-Ola distrib vacation (now in progress in Europe) he'll find a brand new compact juke on the showroom floor with Rock-Ola's 100-selection 443. It's a junior-sized version of the big 442 machine and cute as a button. Sure to generate mucho play without taking up much space at all. Simon, Inc. is also offering Williams' great looking (great playing) 'Gay 90's' four player pin-game, for ops in those territories. We always felt the appearance of a game was half the job in getting good play, and the 'Gay 90's' sure has looks in abundance. . . . So many of today's games are real "salesmen", and we don't mean "silent salesmen" either, what with the new sound effects. Midway's Flying Carpet is a perfect example of a game that just goads you into playing it. This is real merchandising — the presentation of a product in a manner calculated to induce the patron to buy beyond his original intention. And good merchandising usually makes the difference between an ordinary operation and a highly profitable one.

**THE JERSEY BOUNCE** — By this writing, Bert Betti at Betson Enterprises should have received two great new products: Rock-Ola's 443 compact juke and Cointronics' new Lunar Lander game. . . . It's a Mini Cycle build for two out at Irv Morris establishment in Newark. The new Gottlieb 2-player pinball, by that name, is quite a bit different from past Gottlieb tables and promises to make a slew of coins for games ops. . . . Over at the Runyon spread, sales exec Morris Rood's wearing a crown to commemorate Bally's crowning achievement — the King Rex single player pinball, now on the showroom floor and ready for location. This is a very versatile piece which can be tailored for any type of location, in virtually any territory, and must be seen. . . . Nick Melone, Sol Lipkin and their staff will all be off to Chicago end of this week, setting up their Navy Pier exhibit to start doing business early Monday morning, as the 1970 National Sporting Goods Show gets under way.

**AROUND FUN CITY** — The "city of extremes" was gripped in an extreme cold wave last week (as if we have to say so), making the difficult job of marking the rounds of the route even more difficult. Such frigid figures as 10° below zero were reported up in Peekskill, Al Kress' territory. Big town itself was a bit "warmer" but with its abnormal humidity, the climate was much more uncomfortable. But cheer up — we hear the wind-chill factor in Chicago served up conditions approximating 40° below, a darn sight colder than Anchorage, Alaska. . . . Among those lucky people who managed to get away from the rotten weather were Mrs. Gert Browne and Mac Douglas of Para-

mount in Beacon, N.Y. Mac, Mrs. Browne's brother, took her on a ten day cruise of the Caribbean and they're due back today (Monday). Couldn't have gone at a better time. . . . Jersey factories and dealers, who do business with Ed Turbak of Paterson's Central Lumber Co., will be happy to know he's taking the whole family down to Jamaica for eleven days. Will depart in about a week.

**HERE AND THERE** — Arnold Kaminkow at General Vending Sales in Baltimore phoned his congratulations into Ransom White at the California Cointronics factory after receiving his first shipment of Lunar Lander games last week. Arnold's had a couple of them on test for a few weeks and told Ransom "it's more than a winner, it's phenomenal!" So when you Maryland game ops drop by General, don't be surprised if he takes you by the arm over to the item. And don't be surprised if you have great fun playing it either. . . . One of Ozzie Trupman's many jukebox play merchandising gimmicks, passed on to us, sounds like a fine idea. His record librarian always supplies the collectors with a transparent amber-colored strip to go over all title strips on request records. Let's the customers know there's something special just for them. . . . Again on records, Jimmy (one-stop) Galuppi urges all operators to put Jennifer Lambert's new Decca outting "I See My Life Passing Before My Eyes" alllllllll — over the route. Gonna be a biggie, he says. . . . Interstate United Corp. prexy Wagner Van Vlack states that the Chicago-based national food service company's first half pre-tax earnings were up 13 percent over the same 24-week period last year. Van Vlack said that the company expects the improvement in pre-tax earnings to continue for the third and fourth periods.

### Philip Morris U.S.A. Wins NATD Award

**PHOENIX** — The National Association of Tobacco Distributors has presented its award for having "the most original exhibit of more than two booths" at the NATD Convention this past year, to Philip Morris U.S.A.

William Eakin, president of NATD and of Modesto Tobacco and Candy Company, Modesto, Cal., officially presented the NATD award to Max L. Berkowitz, vice president and assistant director of marketing of Philip Morris U.S.A., at the Western Regional Conference of the NATD, held at the Arizona Biltmore Hotel here.



The Philip Morris award-winning exhibit featured a computer center where tobacco distributors were provided with personalized, confidential print-outs providing instant computerized evaluations of their cigarette sales and profit performance levels. The analysis included such information as the number of carton sales, dollar sales and dollar margin per average retail account, as well as total retail accounts. These figures were provided on both a weekly and yearly basis.

Berkowitz said, "It represented part of a general Philip Morris effort called the 'System Selling Service' to provide our customers with a broad view of the challenges and opportunities facing progressive tobacco distributors today."





# Round The Route

## CHICAGO CHATTER

On January 20th, MOA's executive vice president Fred Granger celebrated his sixth anniversary with the national association. "I've never regretted this move to MOA," he said. "I've come to really know and like this industry and the many fine people in it." Fred's personal accomplishments during the past six years are to numerous to mention. Suffice it to say, MOA has certainly come a long way under his guidance. Our congratulations, Fred . . . Atlas Music Company's Joe Kline huddled with Rowe's Hank Hoevenaar last week in an effort to set up a series of Atlas-hosted service schools on the MM-4 Trimount phonograph. Dates will be announced shortly. Meanwhile, Joe tells us the distrib is enjoying hefty sales activity on the MM-4 model. Sales are also reportedly way up on Rowe vending, amusement games and pool tables which Atlas handles in this territory . . . Omaha, Nebraska, like many other areas across the country, is currently experiencing some bad weather, and that's putting it mildly! Below freezing temperatures, had road conditions, etc., are hampering operators and needless, to say, putting a damper on business. Talked with Hymie Zorinsky of H.Z. Vending and Sales, who is not at all pleased with the above conditions. We're going along, he says, as best we can. H.Z. has been doing very well with the Rock-Ola 442 console phonograph, and expects to do likewise with the brand new 443 compact model. Another very strong item out there is the Chicago Coin 'Speedway' game. Hymie is anxiously awaiting shipment of the new Gottlieb 'Mini Cycle', just released by the factory. Incidentally, Eddie Zorinsky and his wife Cece are among the lucky travelers enjoying the Rock-Ola trip to Spain, Portugal and the Canary Islands . . . Among representatives from Fischer Mfg. Co., of Tipton, Missouri, who'll be coming into Chicago for the National Sporting Goods Show (Feb. 1-5), and prexy Charles Bailey, Dick Stuke, Lou Wermers, Fred Blaess, Ralph Thrasher and Sam Rubin. Fisher will have six booths in which they'll exhibit their complete new line of non-coin pool tables . . . RMSA (Recorded Music Service Association) will hold a meeting on Thursday, January 29th at the Como Inn. Guest speaker will be MOA's Fred Granger on the subject of "National Legislation Pertinent to the Coin Machine Industry." He will also elaborate on the current status of the copyright bill (S 543) now before the full Senate Judiciary Committee.

At Williams Electronics, Inc., all eyes are focused on 'Gay 90's', newly released pinball, and going great, according to Bill DeSelm. Factory's also enjoying plenty of action on Epsilon shuffle alley . . . Old man winter is certainly making his presence felt in Chicago! As of this writing, we've had just short of a full week of below zero temperatures, compounded by strong winds equivalent to 40 below in some areas. As a matter of fact, on Wednesday morning, it was colder in Chicago than in Anchorage, Alaska . . . The "something new" we've all been waiting for from Rock-Ola Mfg. Corp. is now in production. Firm has just officially released their 443 compact model, offering 100-selections, and we understand it's a real beauty . . . Mort Levinson of National Coin Machine Exchange is looking to forward to his first shipment of 'Mini Cycle', the exciting new Gottlieb 2-player. In the phono department, the Wurlitzer Statesman continues to be a very big item. Mort says operators are especially pleased with the model's Wurlimatic mechanism, which is completely new but thoroughly tested and proving a serviceman's dream come true . . . What with all the commotion over an expected Rock 'n roll revival, it might do some of our operators some good to check their record libraries now for some of those great early 50's hits. In case you've forgotten some of those biggies of that period, look at the Cash Box Year End Review edition where

we list 'em all just for you! Can't wait to hear Little Richard knockin' out 'Tutti Fruity' once again. Should be mucho coins in store, especially at those younger adult locations.

## MILWAUKEE MENTIONS

Another cold wave is upon us, folks! Not as bad, thank heavens, as a couple of weeks back, but severe nonetheless! . . . Rock-Ola field engineer Bill Findlay, with an assist from Joe Eggener of Empire in Menominee, conducted a service school (19) on the "442" at the new Stansfield Novelty headquarters in LaCrosse. Session, scheduled for the evening hours, was expected to attract a large gathering . . . Get well wishes to Empire's Bev Rondeau, who has a touch of the flu . . . Russ Townsend, of United, Inc., says operators are very impressed with the Wurl-a-matic mechanism on the new Wurlitzer "Statesman" phonograph! New model continues to be a big seller for him. The "individual schools" being held on-the-spot at various operator premises in the area have been very effective, according to Russ. United's Paul Jacobs and Wurlitzer's Bob Harding have been conducting the sessions and enjoying a more personal contact with the operator and service personnel, as well. United intends to continue the series indefinitely . . . Clint Pierce (Pierce Music, Brodhead) is on the mend, following surgery, and doing very well. We received word from Clint's wife, Marie, that he was released from the hospital last week and will be recuperating at home for awhile. Cards and letters would be welcomed! . . . John Jankowski of Radio Doctors lists the following singles as active with local operators: "Honey Come Back" by Glen Campbell (Capitol), "Hey There Lonely Girl" by Eddie Holman (ABC), "My Elusive Dreams" by Bobby Vinton (Epic) and "Cause I Love you" by Johnny Cash & June Carter (Columbia).

## CALIFORNIA CLIPPINGS

"PRESTIGE" CONTINUES TO GROW FOR A.C.A. . . . George Muroaka of Associated Coin Amusements, reports that he couldn't be more pleased about the way the "Prestige" 160 A" has been received by operators. The compliments, as well as the sales, have been extremely good on the "120 A". Many people, we are told, are saying that it is one of most beautiful machines that they have ever seen. As a matter of fact, George tells us that he is already back-logged on orders. Hear that an export order went out to Australia and another destined for the Far East. George is practically biting his nails waiting for his next shipment of the "Indy 500". He says that he is already sold out. Also due to arrive at any moment is a shipment of the new Valley pool tables. SPECIAL TO BOB PORTALE . . . While speaking to Bob Portale of Portale Automatic Sales the other day, we happened to drop the name of Margaret Needleman, which Bob quick retort was, "Who's that"? We must admit that we were taken back, after all these years of writing about Margaret Needleman to have one of our own phonorow family not know this great lady's name, it was a little hard to take. Bob tried to redeem himself by asking us about her but to no avail. For the Record this is a quick helter skelter bio of Margaret's activities over the past few years. She is an unknown singer who has to date attempted 29 come backs, but none have taken, so far! One of these days Margaret is going to bring it all home.

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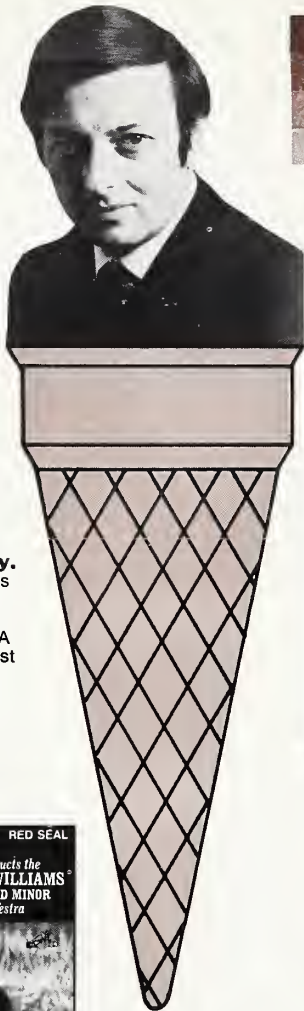
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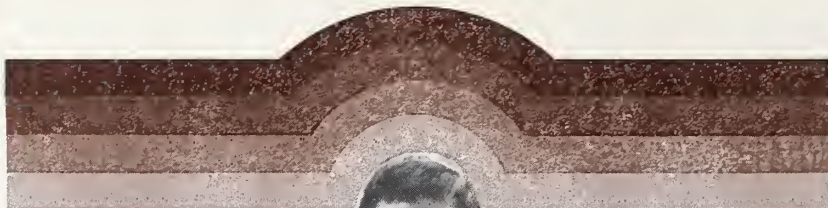
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## WURLITZER STATESMAN





**Young audiences respond as André Previn tours with the London Symphony.** Musically precocious at the age of six, Previn continues to capture audiences. A highly successful east coast tour which included Boston, Philadelphia and Washington was climaxed by performances at Carnegie Hall this past weekend.

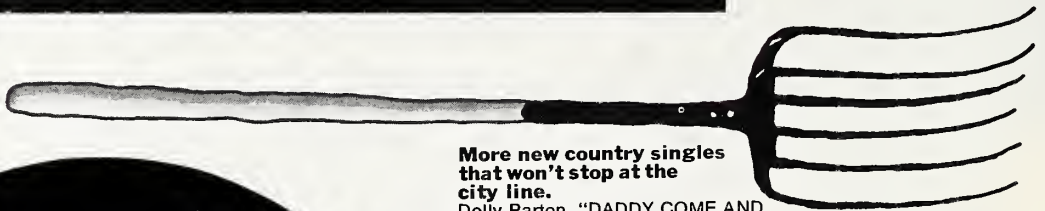


**Poet, singer, guitarist and man, is he selling: the John Denver success story.** With "Rhymes and Reasons" moving up the charts, John's second album is scheduled for a March release. His new single "Anthem-Revelation" c/w "Sticky Summer Weather" is hitting the market right on.



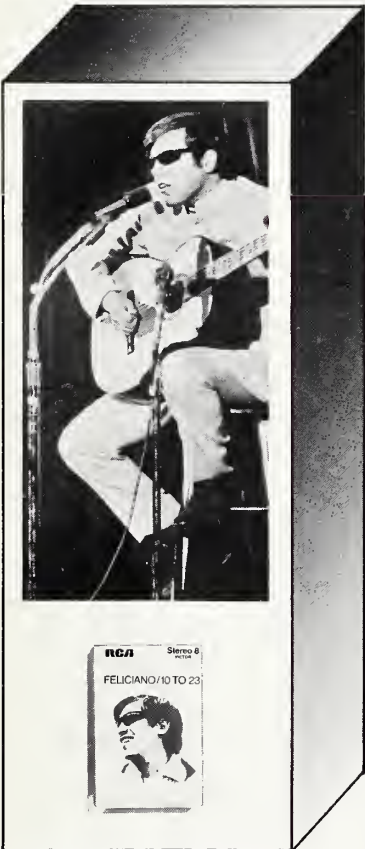
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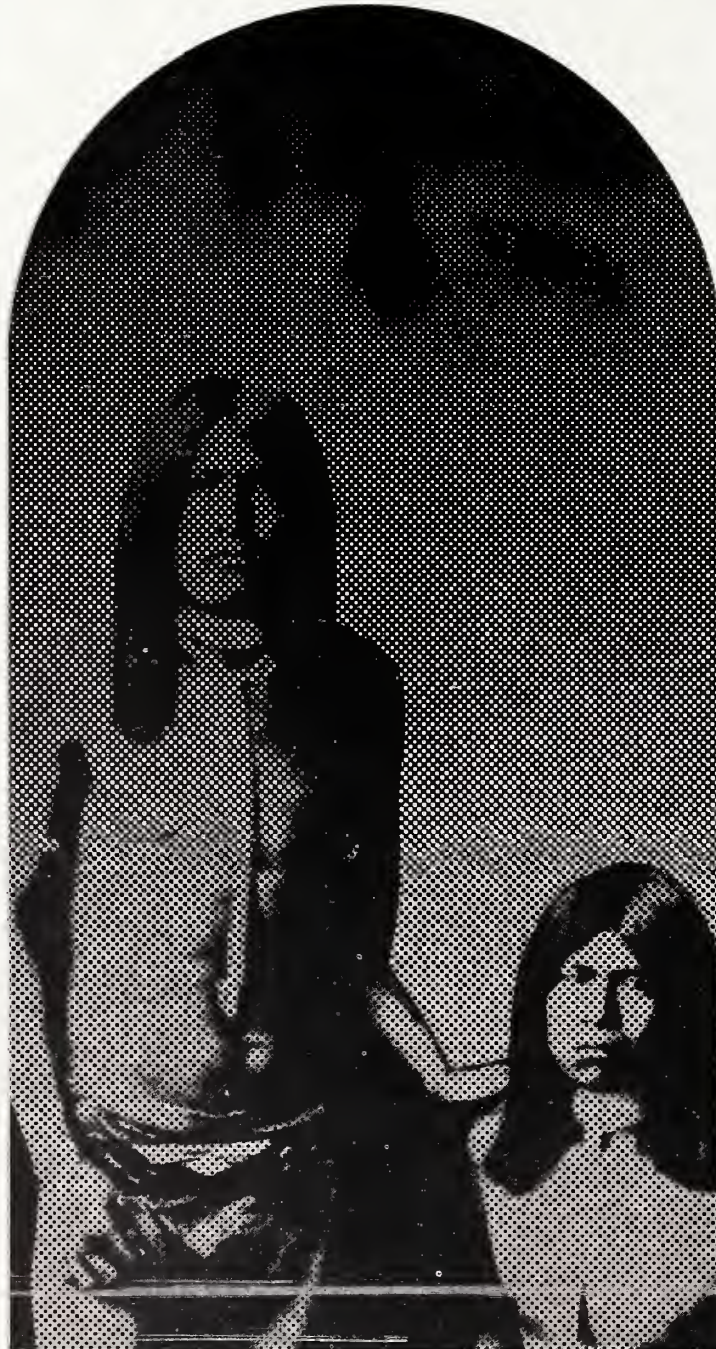
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Dolly Parton, "DADDY COME AND GET ME"; Waylon Jennings, "BROWN EYED HANDSOME MAN"; Bobby Bare & Skeeter Davis, "YOUR HUSBAND, MY WIFE"; Danny Davis & The Nashville Brass, "WABASH CANNON BALL"; Porter Wagoner & Dolly Parton, "JUST SOMEONE I USED TO KNOW."



**"alive alive-o!" captures Feliciano "live" for the first time in brilliant 2-LP package.**

Feliciano performing in concert, recorded at his recent smash at the London Palladium. Includes "California Dreamin'", "No Dogs Allowed," "Mama Don't Allow It," "Light My Fire." "alive alive-o!" moves up charts as "10 to 23" continues great sales and earns Gold Record as RIAA-certified million seller.



**RCA to record new Broadway show "Gantry," as "Oliver!" moves out to neighborhood theaters and up the charts.**

"Gantry" will bow in with Robert Shaw as the unconventional minister, as Academy Award winning "Oliver!" continues to win a place in the hearts and charts of America.



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