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# Cash Box

**How 'Market Awareness' Can Cut Into The 'Return' Problem (Ed) . . . Indie Distributors At Chi Meet: We'll Work Within NARM Framework . . . Stigwood Forms RSO Label Under J. Bienstock; Atlantic Dist . . . Brut Label Formed Thru Buddah . . . Bow MCA Video Disk**

*UA's 'MAN OF LA MANCHA': QUITE A TRACK RECORD*



**Boys, girls and other categories  
fall for the Hook again:  
"The Cover Of 'Rolling Stone.'"** 4-45732



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## How 'Market Awareness' Can Cut Into Returns

Much of the problem of "returns," one of the industry's most devastating, seemingly incurable diseases, could be drastically reduced if there were more "market awareness" on the wholesaling and discount retail levels of the business. Again, we return to the nature of those employees who are hired with what we believe to be a false sense of economy. The equation in these instances goes: low pay = low overhead = greater profitability.

The truth is that the unaware or unconcerned employee who approaches the executive level of a retail-wholesaler operation can keep sales excitement at these establishments on a hum-drum level—or worse.

Take this case in point, an example that, unfortunately, may be more than just the exception. Orders are placed on recordings based on heavy local airplay on a key station. That is, heavy play at the **time of the order**, with no attention paid to the fact that the disk will be taken off the playlist the following week. The order comes through, play stops and sales on the disk come to a virtual halt. The simple matter of "market awareness"—getting a feed-back from the station—

could have warned the operation not to re-order and sell-off as much of the stock he has on hand as possible.

On the wholesaling level, there are labels who take pride in the fact that they have people in their branches who keep on top of the local radio situation and will, in fact, inform retailers either to go with a disk or, interestingly, take a pass based on a disk being dropped from the play list.

This kind of honest approach in the follow-through of product can do much to correct the return problem. It can do much to assure the retail-wholesale areas of the business that product on hand has the most likelihood of making it all the way to the consumer. The use of "market awareness" personnel will not solve the return problem completely, for admittedly, there are other matters, contributed by all levels, that make the problem as difficult as it is.

But, the kind of employee who knows the market, cares about the profile of the customer he serves, can put a significant dent into the return situation. He is also going to help immeasurably to make sure that the traffic flow is well served and more likely to make a recording purchase.

# Box Top 100 Singles

1	ME & MRS. JONES	Billy Paul-Phila. Int'l 3521 (Dist: Col.)	2	33	OH BABE WHAT WOULD YOU SAY	Hurricane Smith-Capitol 3383	49	69	TROUBLE IN MY HOME	Joe Simon-Spring 130 (Dist: Polydor)	74	78
2	YOU OUGHT TO BE WITH ME	Al Green-Hi 2227 (Dist: London)	3	34	IN HEAVEN THERE IS NO BEER	Clean Living-Vanguard 35162	35	70	ANTHEM	Wayne Newton-Chelsea 0109 (Dist: RCA)	81	—
3	IT NEVER RAINS IN SOUTHERN CALIFORNIA	Albert Hammond-Mums 6011 (Dist: Columbia)	5	35	SEPARATE WAYS	Elvis Presley-RCA 0815	41	71	YOU'RE A LADY	Dawn-Bell 285	72	78
4	I AM WOMAN	Helen Reddy-Capitol 13350	1	36	THE WORLD IS A GHETTO	War-United Artists 50975	42	72	MAMA WEER ALL CRAZEE NOW	Slade-Polydor 15053	75	86
5	CLAIR	Gilbert O'Sullivan-MAM 3636 (Dist: London)	6	37	I CAN SEE CLEARLY NOW	Johnny Nash-Epic 10902	15	73	I DIDN'T KNOW I LOVED YOU	Gary Glitter-Bell 276	30	30
6	PAPA WAS A ROLLING STONE	Temptations-Gordy 7121F (Dist: Motown)	4	38	I'D LOVE YOU TO WANT ME	Lobo-Big Tree 147 (Dist: Bell)	11	74	THE COVER OF ROLLING STONE	Dr. Hook & The Medicine Show-Columbia 45732	77	82
7	ROCKIN' PNEUMONIA BOOGIE WOOGIE FLU	Johnny Rivers-United Artists 50960	9	39	ANGEL	Rod Stewart-Mercury 73344	44	75	YOU CAN DO MAGIC	Limmie & Family Cookin'-Avco 4602	78	83
8	VENTURA HIGHWAY	America-Warner Bros. 7641	8	40	LOVE JONES	Brighter Side Of Darkness-20th Century 2002	66	76	WE NEED ORDER	Chi-Lites-Brunswick 55489	82	98
9	I'M STONE IN LOVE WITH YOU	Stylistics-Avco 4603	10	41	EVERYBODY LOVES A LOVE SONG	Mac Davis-Columbia 45727	45	77	I'M SORRY	Joey Heatherton-MGM 14434	83	87
10	SOMETHING'S WRONG WITH ME	Austin Roberts-Chelsea 0101 (Dist: RCA)	12	42	TURN ME ON I'M A RADIO	Joni Mitchell-Asylum 11010 (Dist: Atlantic)	50	78	SONG MAN	Cashman & West-Dunhill 4333	89	—
11	SWEET SURRENDER	Bread-Elektra 45818	14	43	992 ARGUMENTS	O'Jays-Phila. Int'l 3522 (Dist: Col.)	43	79	I'M NEVER GONNA BE ALONE ANYMORE	Cornelius Brothers & Sister Rose-United Artists 50996	—	—
12	CORNER OF THE SKY	Jackson 5-Motown 1214	13	44	DANCING IN THE MOONLIGHT	King Harvest-Perception 515	52	80	I MISS YOU BABY	Millie Jackson-Spring 131 (Dist: Polydor)	87	89
13	YOU'RE SO VAIN	Carly Simon-Elektra 45824	39	45	REELIN' & ROCKIN'	Chuck Berry-Chess 2136	48	81	JESUS IS JUST ALRIGHT	Doobie Brothers-Warner Brothers 7661	—	—
14	FUNNY FACE	Donna Fargo-Dot 17429 (Dist: Paramount)	16	46	ROCKY MOUNTAIN HIGH	John Denver-RCA 0829	56	82	DREIDEL	Don McLean-United Artists 51100	—	—
15	SUPERSTITION	Stevie Wonder-Tamla 54226	33	47	LET US LOVE	Bill Withers-Sussex 247 (Dist: Buddah)	55	83	DANNY'S SONG	Anne Murray-Capitol 3481	—	—
16	KEEPER OF THE CASTLE	Four Tops-Dunhill 4330	18	48	HI HI HI	Wings-Apple 1857	67	84	WHAT MY BABY NEEDS NOW IS A LITTLE MORE LOVING	James Brown & Lynn Collins-People 14157 (Dist: Polydor)	95	—
17	WALK ON WATER	Neil Diamond-UNI 55352	17	49	THE RELAY	The Who-Decca 33041	59	85	LAST SONG	Edward Bear-Capitol 3452	—	—
18	I WANNA BE WITH YOU	Raspberries-Capitol 3473	19	50	I'LL BE YOUR SHELTER	Luther Ingram-Koko 2113 (Dist: Col.)	54	86	DIDN'T WE	Barbra Streisand-Columbia 45739	90	92
19	SUPER FLY	Curtis Mayfield-Curtom 1978 (Dist: Buddah)	22	51	TROUBLE MAN	Marvin Gaye-Tamla 54228	73	87	YOU'VE GOT TO TAKE IT	Main Ingredient-RCA 0856	—	—
20	LIVING IN THE PAST	Jethro Tull-Chrysalis (Dist: W.B.)	21	52	SUMMER BREEZE	Seals & Crofts-Warner Bros. 7606	20	88	JEAN GENIE	David Bowie-RCA 0838	91	93
21	YOUR MAMA DON'T DANCE	Loggins & Messina-Columbia 45719	27	53	DIALOGUE	Chicago-Columbia 45717	29	89	DO YOU WANNA DANCE	Bette Midler-Atlantic 2928	—	—
22	SITTING	Cat Stevens-A&M 1396	23	54	LOOKING THROUGH THE EYES OF LOVE	Partridge Family-Bell 45031	63	90	I CAN'T STAND TO SEE YOU CRY	Smokey Robinson & Miracles-Tamla 54255	92	96
23	PIECES OF APRIL	Three Dog Night-Dunhill 4331	24	55	WHAT AM I CRYING FOR	Dennis Yost & Classics IV-MGM South 7002	31	91	DAYTIME, NIGHT TIME	Keith Hampshire-A&M 1396	93	—
24	LONG DARK ROAD	Hollies-Epic 10920	25	56	REMEMBER	Harry Nilsson-RCA 0855	64	92	BIG CITY MISS RUTH ANN	Gallery-Sussex 248 (Dist: Buddah)	—	—
25	IF YOU DON'T KNOW ME BY NOW	Harold Melvin & Blue Notes-Phila. Int'l 3520 (Dist: Columbia)	7	57	THEME FROM THE MEN	Isaac Hayes-Enterprise 9058 (Dist: Col.)	51	93	MORE POWER TO YOU	Tommy Tate-Koko 2114 (Dist: Col.)	94	95
26	ALIVE	Bee Gees-Atco 6909	28	58	DO IT AGAIN	Steely Dan-ABC 11338	68	94	ON & OFF	Anacostia-Columbia 45685	96	—
27	CROCODILE ROCK	Elton John-MCA 40000	46	59	NO	Bulldog-Decca 32996	62	95	SILLY WASN'T I	Valerie Simpson-Tamla 54624	100	—
28	WHY CAN'T WE LIVE TOGETHER	Timmy Thomas-Glades 1703	58	60	JAMBALAYA	Blue Ridge Rangers-Fantasy 689	69	96	TRYING TO LIVE MY LIFE WITHOUT YOU	Otis Clay-Hi 2226 (Dist: London)	97	—
29	DON'T LET ME BE LONELY TONIGHT	James Taylor-Warner Bros. 7655	38	61	CRAZY HORSES	The Osmonds-MGM 40	19	97	LOVING YOU IS JUST AN OLD HABIT	Jim Weatherly-RCA 0822	—	—
30	BEEN TO CANAAN	Carole King-Ode 66031 (Dist: A&M)	36	62	WOMAN TO WOMAN	Joe Cocker-A&M 1370	65	98	MELANIE MAKES ME SMILE	Terry Williams-Verve 10686	98	—
31	SMOKE GETS IN YOUR EYES	Blue Haze-A&M 1357	37	63	OPERATOR	Jim Croce-ABC 11335	26	99	I'VE NEVER FOUND A MAN	Esther Phillips-Kudu 910 (Dist: CTI)	—	—
32	I GOT A BAG OF MY OWN	James Brown-Polydor 14153	34	64	AND YOU AND I (PART I)	Yes-Atlantic 2920	32	100	HAPPY (LOVE THEME FROM LADY SINGS THE BLUES)	Bobby Darin-Motown 1217	—	—

## ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

Alive (R.S.O.—ASCAP)	26	I Am Woman (Buggerlugs—BMI)	4	Love Jones (Fox Fanfare/Sebon—BMI)	40	Sunny Days (Cam-USA—BMI)	66
And You & I (Yessongs—ASCAP)	64	I Can See Clearly Now (Caymen—ASCAP)	37	Loving You Is Just An Old Habit	97	Superfly (Curtom—BMI)	19
Angel (Arch—ASCAP)	39	I Can't Stand To See (Jobete—ASCAP)	39	Mama Weer All Crazee Now (January—BMI)	72	Superstition (Stein/Van Stock/Black Bull—ASCAP)	15
Anthem	70	I Got A Bag (Dynatone/Beinda—BMI)	90	Me & Mrs. Jones (Assorted—BMI)	1	Sweet Surrender (Screen Gems/Col.—BMI)	11
Been To Canaan (Colgems—ASCAP)	30	I Miss You Baby (Gaucho/Belinda—BMI)	18	Melanie Makes Me Smile (January—BMI)	98	Theme From The Man (East Memphis—ASCAP)	57
Big City Miss Ruth Ann	92	I Wanna Be With You (C.A.M.-USA—BMI)	80	More Power To You (Klondike—BMI)	20	Trouble In My Home (Gaucho/Belinda/BMI)	69
Clair (Mam—ASCAP)	5	I'd Love You To (Kaiser/Famous—ASCAP)	38	992 Arguments (Assorted—BMI)	43	Trouble Man (Jobete—BMI)	51
Corner Of The Sky (Jobete/Belwin Mills—ASCAP)	12	If You Don't Know Me (Assorted—BMI)	25	No (Dirtfarm—ASCAP)	59	Trying To Live My Life	96
Cover Of Rolling (Evil Eye—BMI)	74	I'll Be Your Shelter (East Memphis/Klondike—BMI)	50	Oh Baby What Would You Say (Chappell—ASCAP)	33	Turn Me On, I'm A Radio (Joni Mitchell—BMI)	42
Crocodile Rock (Dick James—BMI)	27	I'm Never Found A Man	99	Operator (Blending Well—ASCAP)	63	Ventura Highway (W.B.—ASCAP)	8
Daddy's Home (MOM—ASCAP)	65	I'm Never Gonna Be Alone Anymore	77	Papa Was A Rollin' (Stone Diamond—BMI)	6	Walk On Water (Prophet—ASCAP)	17
Dancing In Moonlight (Saint Nathanson—BMI)	44	I'm Sorry (Champion/BMI)	9	Pieces Of April (Antiques/Leeds—ASCAP)	23	We Need Order (Julio/Bryan/BMI/Hog—ASCAP)	76
Danny's Song	83	I'm Stone In Love (Bellboy/Assorted—BMI)	7	Reelin' Rockin' (ARC—BMI)	45	What Am I Crying For (Low-Sal—BMI)	55
Day Time, Night Time	91	In Heaven There Is No Beer (Beechwood—BMI)	34	Re'ay (Track—BMI)	49	What My Baby Need Now	84
Dialogue (Big Elk—ASCAP)	53	It Never Rains (Landers—Roberts—ASCAP)	3	Remember (Blackwood—BMI)	56	What Would The Child Think (Porter/Binder—ASCAP)	84
Didn't Know I Loved You (Lead—ASCAP)	73	Jambalaya (Acuff-Rose—BMI)	60	Reelin' Rockin' (Arc—BMI)	45	Why Can't We Live (Sheryn—BMI)	28
Didn't We (Ja-Ma—ASCAP)	86	Jean Genie (Vandeville—BMI)	81	Rock 'N' Pneumonia (Cotillion—BMI)	7	Woman To Woman (Tro/Andover—ASCAP)	62
Do It Again (Wingate/Red Giant—ASCAP)	58	Jésus Is Just Alright	88	Rocky Mountain High (Cherry Lane/ASCAP)	46	World Is A Ghetto (Far Out—ASCAP)	36
Do You Wanna Dance	89	Keeper Of The Castle (Tuesdale/Soldier—BMI)	15	Separate Ways (Press—BMI)	35	You Can Do Magic (Kama Sutra/Five Arts)	75
Don't Let Me Be Lonely Tonight	29	Last Song	85	Silly Wasn't I (Cotillion—ASCAP)	95	You Ought To Be With Me (Jec/Al Green—BMI)	2
Dreidel	82	Let Us Love (Interior/BMI)	47	Something's Wrong With Me (Pocket Full of—ASCAP)	22	Your Mama Don't Dance (Wingate/Jasperilla—ASCAP)	31
Everybody Loves A Love Song (Screen Gems/Columbia—BMI)	41	Living In The Past (Chrysalis—ASCAP)	20	Summer Breeze (Dawnbreaker—BMI)	52	You're A Lady (Quackenbush—ASCAP)	21
Funny Face (Prima-Donna—BMI)	14	Long Dark Road (Xanadu—ASCAP)	24			You're So Vain (Quackenbush/ASCAP)	13
Happy (Love Theme From Lady Sing The Blues)	100	Looking Through The Eyes (Screen Gems/Col—BMI)	54			You've Got To Take It	87
Harry Hippie (Chartwell—BMI)	68						
Hi, Hi, Hi (McCartney/Maclean—BMI)	48						



Gilbert O'Sullivan himself has a brand new LP... "BACK TO FRONT." Included in it is "Clair," his current hit single. And twelve other songs written by Gilbert O'Sullivan especially for the occasion.

"BACK TO FRONT by Gilbert O'Sullivan. Available now!

MAM-5



Produced by Gordon Mills



ANNIE'S SONG  
IS  
KENNY'S SONG  
DANNY'S SONG



Performed by Anne Murray  
Written by Ken Loggins  
Produced and Arranged by Brian Ahern



# Stigwood Forms RSO Label In U.S.; Bienstock Chief

## Atlantic Dist Key Acts To Co.

NEW YORK — Robert Stigwood has formed RSO Records in the U.S., and has named Johnny Bienstock as managing director. Bienstock was formerly head of singles sales for Atlantic Records, which will distribute the new label.

It's understood that RSO will kick-

off its first product early in Jan. with the release of two strong Stigwood-managed acts formerly on the A&O label. There'll be an album by the Bee Gees and a 2-LP set by Derek & the Dominoes featuring Eric Clapton. Product on both acts will continue to flow through the RSO tag.

Bienstock will headquarter his operation in Stigwood's offices at Central Park West in New York.

Ahmet Ertegun, president of Atlantic, noted that Bienstock will be "instrumental in continuing the already happy and successful relationship between Robert Stigwood and Atlantic."

Peter Brown, president of RSO, Inc., said the Bienstock appointment was "significant in RSO Inc.'s move to expand its interest in the U.S. leisure market."

Bienstock leaves for London this Wed. (20) to meet with Stigwood, Robert English, RSO general manager of record operations outside of the U.S., and other key RSO execs in theatre, film and TV.



Bienstock

## FRONT COVER:



"Man of La Mancha" is the latest in the continuing saga of hit soundtrack albums from United Artists Records, which has firmly established itself as a leader in motion picture music during the past decade. "Man of La Mancha" follows hard on the heels of UA's "Fiddler on the Roof," one of the best-selling film LPs of all time.

Inspired by the Spanish classic by Cervantes, "Man of La Mancha" is an original work by Dale Wasserman, who has brilliantly combined the character and spirit of Cervantes with the splendid lunatic fantasies of the author's fictional creation Don Quixote.

"Man of La Mancha," adapted for the screen by Wasserman, has been described as a musical within a play, but it actually defies convention. Audiences around the world, however, have agreed that it is a unique dramatic experience.

Peter O'Toole as Cervantes/Don Quixote, Sophia Loren as Dulcinea/Aldonza, and James Coco as Sancho Panza, inherit roles performed in theatrical productions presented in 22 languages in 45 countries. The original stage version opened in New York on Nov. 22, 1965, and later swept the Tony and Drama Critics Awards as Best Musical.

It has been brought to the screen with its prize-winning songs and music, including such favorites as "The Impossible Dream" and "Dulcinea." For producer-director Arthur Hiller, "Man of La Mancha" caps a career that includes, "Love Story" and "The Hospital."

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## At Chicago Meet:

# Indie Distributors Vote To Seek Gains In NARM Framework

NEW YORK — Dispelling rumors of a separate indie distributor organization, a group of indie distributors meeting in Chicago on Fri., Dec. 8, voted unanimously to work within the framework of NARM, the merchant-discounter-manufacturer association.

The meeting of 22 distributors was called in the wake of problems faced by this segment of the business, which in recent years has been confronted with the growth of branch operations and charges by labels utilizing such a network that indie distributors are failing to provide sufficient promo support on product and are slow in payment of bills.

The Chicago meeting also saw plans developed for an expanded role of the indie distributor in NARM, originally organized to serve the rack-jobber area, but which has evolved as an association of wider industry purpose.

The first order of business at the Chicago meeting was a unanimous vote of the 22 distributors present to remain in NARM, and to continue to work as members of NARM, for the best interests of their segment of the industry. Plans were developed whereby the indie distributors could achieve their objectives within the framework of the established industry association. Working with Jules Malamud, NARM exec director, Dave Press, NARM president, and Earl Kintner, general counsel, who attended the meeting, the distributors present worked out a set of initial plans for their expanded role in NARM. Foremost and of the most immediate importance was the role

which indie distributors would play at the forthcoming NARM Convention, which convenes February 25-28 at the Century Plaza Hotel in Los Angeles, California.

## Convention Plans

On Sunday, Feb. 25, following the NARM regular members meeting (which indie distributors attend along with the rack jobbers and retailers, all of whom together comprise the Regular Membership), a separate indie distributors meeting will be held. At this meeting, the distributors will

(Cont'd on p. 20)

# 'Wattstax' Set Due On Jan. 15 Set Big Drive

NEW YORK — The Epic & Columbia Custom Labels division will undertake one of its most massive merchandising programs ever on behalf of the Stax "Wattstax" concert package.

The package is due Jan. 15 as a 2-LP release, selling for \$9.98 on the LP version, and \$12.98 on tape. Featured on the set, taken from last August's concerts, are Carla Thomas, Eddie Floyd, the Staple Singers, Isaac Hayes, Bar-Kays, Emotions, Soul Children, Johnnie Taylor and Albert King.

# MCA Shows Video Disk; Sees Pricing Along Lines Of LP

UNIVERSAL CITY — MCA Disco-Vision, Inc., unveiled its eagerly anticipated video disk last week for the MCA board members, industry execs and press, highlighted by a seven-minute demonstration drawn from the Universal Pictures archives.

The record itself proved to be a paper-thin, 12-inch silver mylar disk with a playing-time capability of at least 40 minutes, at 1800 r.p.m., for either color or black-and-white program material, thus far outdistancing the capabilities of existing audiovisual disk systems. It can be produced for about 40 cents and pressed in virtually the same way an ordinary LP record is pressed. It is also just about indestructible. Price to the consumer will be along the lines of LP pricing.

Opening the first public demonstration was Lew R. Wasserman, president and chief exec officer of MCA, Inc., who after a few brief remarks introduced the newly appointed president of MCA Disco-Vision, Inc., John W. Findlater, a veteran MCA senior officer and vice president.

Said Findlater, "We believe we've achieved the ultimate concept in home entertainment and information storage and retrieval systems, and that both the hardware and the soft-

ware will be sold to the consumer at popular prices."

## \$400 Unit

Indications were that the single-record playback unit would be priced in the \$400 range, and that a multiple-disc player/changer would cost around \$500. Prototypes of both were on display last week, both designed

(Cont'd on p. 18)

# Brut Label Formed Thru Buddah Dist.

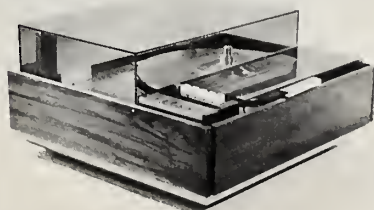
NEW YORK — Neil Bogart and Art Kass, co-presidents of The Buddah Group, and Richard Barrie, exec. vice-president of Brut Productions, have jointly announced the signing of an agreement under which the newly formed Brut Records will be exclusively distributed by The Buddah Group.

Brut Records is a new division of Brut Productions, a subsid. of the major fragrance concern, Faberge Incorporated. Commenting on the formation of a record label, Barrie commented, "The label represents a logical extension of our activities in the field of entertainment. Brut Productions is very involved with major motion pictures, tv advertising and a syndicated television series. The formation of a record label has been under consideration for several years."

## Release Outlook

In the coming weeks artists signed to the label will be announced. In addition, Brut will release the

(Cont'd on p. 20)



MCA's Video Disk Player

# PI's Paul To Give Col Top Single Of '72

NEW YORK — Billy Paul's "Mr. & Mrs. Jones," on the Columbia-handled Philadelphia International label, will probably end its sales run as Columbia's top-selling single of 1972. The deck has already been awarded an RIAA million-selling gold disk, and sales are heading toward the 2 million mark, according to the label. In addition, the LP spin-off on the hit looks like it will emerge as the first million unit seller for the hot PI label, owned and produced by Kenny Gamble and Leon Huff.

PI has sold some five million singles over the past three months. Distributed through the Epic and Columbia Custom Labels, PI has had gold showings from Paul, the O'Jays ("Back Stabbers") and Harold Melvin & the Blue Notes ("If You Don't Know Me By Now").

# 2nd 'In Concert' Scores In Ratings

NEW YORK — Don Kirshner's "In Concert" rock shows on TV continue to show rosy ratings.

With national Nielsen's yet to come, the second show, featuring the Allman Bros., Chuck Berry, Blood, Sweat & Tears and Poco, got a 32 share of audience in Los Angeles, outdistancing the CBS late-night movie (22) and the Johnny Carson Show (21). In New York, the show posted a 22, double that of the Dick Cavett Show, one of the ABC presentations sharing the 11:30 to 1 am time-slot.

The next "In Concert" TV'er takes place Jan. 19, and will feature the Grand Funk Railroad concert from Madison Square Garden taking place this week (23).

# Four For Four

1. Twenty-one months ago, United Artists Records released a master from producer/engineer Bob Archibald, recorded at The Music Factory, Miami, Florida.

Thirteen weeks later, "Treat Her Like A Lady," by the Cornelius Bros. & Sister Rose was a certified million-seller.

2. "Too Late To Turn Back Now", their second release, sold over a million copies in a similarly short time period. That's two for two.

3. Their third single, "Don't Ever Be Lonely (A Poor Little Fool Like Me)" is well on its way to becoming the group's third million-seller.

4. The Cornelius Bros. & Sister Rose's fourth hit single, "I'm Never Gonna Be Alone Anymore"/"Let's Stay Together" has just been released and again Billboard, Cash Box and Record World raved!

Four hit singles from one debut LP.  
Now that's what we call an album!!

## The Cornelius Bros. & Sister Rose





# ASCAP Sees Merriest Of Xmas For Holiday Songs

NEW YORK — The yuletide season is, of course, traditionally a boom period for Christmas songs, and this year's performances and disk sales are expected to set new records in this according to ASCAP.

Figures on the successes of the ASCAP Christmas songs that have become standards around the world are huge. Irving Berlin's "White Christmas" has thus far sold 91 million records, an average of some five million per year. The song has also generated the sale of some five and a half

million copies of sheet music, and is still good for 90 thousand copies annually.

## 'Rudolph' Single

According to ASCAP writer Johnny Marks, his "Rudolph the Red-Nosed Reindeer" may well be the biggest selling yuletide bonanza of all time with record sales of 97 million—65 million in the United States and 32 million abroad. Marks, who is also the publisher of this work, calculates that sheet music sales total six million copies. Marks is also the creative parent of "Rockin' Around the Christmas Tree" which has sold five million discs and "Holly Jolly Christmas"—a comfortable one million seller.

Another monster is "Santa Claus Is Comin' to Town" by ASCAP writers J. Fred Coots and Haven Gillespie. This number has accounted for the sale of 40 million records and some 500,000 copies of sheet music, its publishers report. Study of the index of song titles at the One Lincoln Plaza headquarters of ASCAP indicates that members of the society have written many thousands of Christmas songs, and new ones are being written every week. There are more than 5,000 songs on file with titles that include the word Christmas, but of course, there are also many seasonal favorites bearing titles that do not include "Christmas".

Among the best known are "Little Drummer Boy" and in the classic department, the opera "Amahl and the Night Visitors".

## Most Profitable

There is a running and good humored competition as to which is the most profitable among all of the Christmas songs, and accurate figures on money are extremely difficult to secure. While sales of records of sheet music are one indication of a song's success, there is also the question of the very substantial ASCAP income generated by public performances of a work on radio, television, Muzak type wired-music systems and in night clubs, on ships, on airplanes etc.

# Musical Isle Across-The-Board Xmas Gift Drive

NEW YORK — Musical Isle of America, is featuring a heavy push on oldie singles as inexpensive impulse Christmas gift items, according to Norm Wienstroer, vice president of the rack-jobbing firm's St. Louis outlet and national buying headquarters for the firm.

At the same time, more multi-record high-end album product is in the gift-giving spotlight than ever before, making for an unusually broad spread of Christmas merchandise. Locations throughout the territories of the company's outlets in San Francisco, Chicago, Denver, Memphis, New Orleans and Kansas City, in addition to St. Louis, are all being stocked with this across-the-board product line-up, Wienstroer noted.

As a corollary of the oldies phenomenon, for the first time, a kind of oldies chart has emerged. The current oldies hit parade includes "Raindrops (Keep Fallin' on My Head)," B. J. Thomas; "The First Time Ever I Saw

(Cont'd on p. 18)

# 'Virgin' To Go Uptown

NEW YORK — Virgin, the rock opera by Father John O'Reilly, and a best seller for Paramount records, has just concluded its one month engagement at the Villigeast. Plans are now being made to bring the production to a theater uptown.

# MCA Label: Getting Known In A Hurry By The Consumer

HOLLYWOOD — "We're kind of like the Secret Service. We represent top artists, yet we're unknown" opined Mike Maitland, president of MCA Records. He cited this as the main reason for launching the newly formed MCA Records label and the image of consolidation it will portray.

Maitland maintained that the strong entities of their subsidiaries, Uni, Kapp, and Decca, up until now prevented consumer awareness of MCA, the parent firm. In addition to establishing consumer identity, the new label will also create international identity.

How to get well known in a hurry: simply move over two internationally successful giants from one of the subsidiaries to the new MCA banner. This is why (in case you've failed to notice) Neil Diamond's new double LP package, "Hot August Night," and Elton John's latest smash single, "Crocodile Rock," appear on the MCA label. Maitland pointed out that actually all artists are signed to MCA and not to Uni, Kapp or Decca.

The new four-color "Rainbow" logo should further help promote and expedite international recognition of the MCA Label, the Neil Diamond and Elton John pressings had to use a plain black label because the new logo was not yet fully developed. It should appear on Elton John's forthcoming "Don't Shoot the Piano Player" album to be released at the end of January.

## Other Changes

Asked whether other acts on the Uni, Kapp, and Decca labels (such as Cher) will also make the switch, Maitland said it was quite possible. He also alluded to a phasing out of the other labels over a period of two to three years so that MCA Records will be "the label" on an international scale (some sixty countries) for pre-

# ABC/Dunhill Product Meet In Palm Springs

HOLLYWOOD — ABC/Dunhill's entire promotion staff, as well as the Nashville and Atlanta offices and all Los Angeles-based executives, are readying themselves for a week-long promotion and product planning meeting at the Riviera Hotel in Palm Springs, Calif. Executives of the company and their wives have been invited to spend the entire week, Dec. 27 through New Year's Eve, at the hotel.

In addition to presenting new product to the in-house and promotion staffs, the meeting will also serve to introduce the new employees of the recently created Atlanta and Nashville offices.

Several social functions are planned for the week including a poolside barbecue on the night of the 28th and a cocktail party, dinner, show and dancing on New Year's Eve.

# Elektra Sets Sales Confab In Phoenix

HOLLYWOOD — Elektra Records has set Jan. 4-7 for its second annual sales convention being held at the Wigwam Hotel in Phoenix, Arizona. Elektra will be host to all personnel from the eight W-E-A (Warner-Elektra-Atlantic) Distributing Corp. branches as well as Eric of Hawaii, the Islands' biggest distributor, and members of the trade press.

Stan Marshall, Elektra's national sales manager, said that in addition to previewing January-February re-

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mium and regular priced lines, while Coral will be for medium and budget lines.

## Final MCA LP

Neil Diamond's "Hot August Night" LP marks his final commitment as an MCA artist before moving over to Columbia, however Mike Maitland disclosed that there is still considerable unreleased product in the can. Besides this, the industry is aware of how well Bang Records, has done with Neil's archive packages.

At the moment the MCA label has not signed any new artists, however they are in the process of announcing three major production deals. Maitland plans to be very select in signing new acts and also in holding down the number of releases. Artie Mogul, newly appointed vice president of creative service at MCA Records, will also work closely in re-emphasizing the MCA consolidated aspects.

The soundtrack to the film "Jesus Christ Superstar" to be released in July will probably be on the MCA Label. MCA Records, only two releases old, and already both certified Gold, seems to be well on its way to achieving the international and consumer success projected by Maitland.

# Record Co's Win Piracy Case In British Courts

LONDON — Six major record companies were successful in winning a breach of copyright case against two London firms accused of distributing pirated eight track cartridges imported from the U.S. Plaintiffs in the court action were RCA, Decca, CBS, WEA, EMI and MAM, while two London companies, Commodex Ltd. and Starco Ltd. were named as defendants. This action marked the first such piracy suit ever to reach a British court.

The high court decision granted an injunction against the distributors and ordered them to pay some \$2500.00 in costs for having received the imported cartridges on the Five Star record label. It was learned that Five Star was manufactured by Diamond Sounds, Inc. of New Jersey.

# Tape, Porno Film Raid In New York

NEW YORK — A court hearing has been scheduled for Jan. 18, for two Brooklyn men who were arrested last week in police raids that uncovered a cache of 50,000 pirated pre-recorded tapes along with large quantities of pornographic films, books and magazines.

Brooklyn District Attorney Eugene Gold said the operation was part of a national network with links to organized crime that was doing \$200 million a year in pirated tapes.

The two arrested men were identified as Bernard Damsky, 72, and Benjamin Lichtman, 61, both of Brooklyn. At their arraignment, Damsky was released in bail of \$1,000, Lichtman in bail of \$500 until their hearing next month.

The raids and arrests were the culmination of a six-month-long investigation that began last May following the seizure of 600 pirated tapes and the arrests of two other men on misdemeanor charges. The Recording Industry Association of America also provided information on the activities of this pirate operation.

Early Monday morning, a squad of police under the direction of Capt. John J. Nevins, Jr., of the Brooklyn District Attorney's squad, armed with search warrants, searched Damsky's

(Cont'd on p. 18)

# GSF Into Jazz As Distributor Of Encounter

NEW YORK — Larry Newton president of GSF Records has announced that the newly formed jazz label, Encounter Records, will be distributed in the United States by GSF. Encounter was recently formed by Lloyd Price and Bernard Purdie. The distribution agreement was set in conjunction with the appointment of Price as GSF's director of A&R.

Encounter will be concentrating its creative efforts on the contemporary jazz market. Three albums featuring Seldon Powell, "The Sands of Time", and "East Coast," have already been completed and two other artists are scheduled to record their initial albums for the label within the next few weeks.

In commenting on Encounter's merchandising and marketing concepts Price stated: "We plan to go all out in the packaging of our product and each album will be totally distinctive. The jazz buying public is a very sophisticated and selective group and we hope to appeal to their tastes through excellent recordings and superior packaging."

The company's initial release of five albums will be in mid-Jan. and special promo campaigns are planned. The suggested retail list price of the albums will be \$5.98.

Foreign affiliations are currently being discussed by Purdie and Price, and the New York firm of Kaplan, Gusick & Wachs will be handling negotiations with prospective licensees.

# UA Action Vs. Amer. Rec. Club

HOLLYWOOD — In a suit filed in Los Angeles Superior Court, United Artists Records claims that the Record Club of America breached a 1970 agreement covering distribution of UA Records to Record Club subscribers. UA's complaint, filed on Dec. 8, charged that the Record Club did not properly account for albums sold.

According to UA's papers, distribution and accounting records maintained by the Record Club are, "so inadequate and incomplete . . . (that) it is impossible to verify the accuracy" of the club's statements.

The US action also charged that the Record Club of America has refused to pay royalties owing on "free" albums, which the Club distributed in excess of contract limits.

UA requested a declaration by the Court confirming its right to terminate the Record Club contract in view of the alleged violations. The suit also seeks recovery of \$200,000 in damages and an accounting of all UA albums sold or distributed by the Club.

The Los Angeles firm of Loeb and Loeb represents United Artists Records in the litigation.

## Company Financial Reports:

### Schwartz Bros. Predicts Its Top 4th Qtr

NEW YORK — Schwartz Brothers, Inc. the large music retailer and the largest distributor and rack merchandiser of records and tapes in the Washington, D. C. area, told a group of security analysts that earnings in the fourth quarter ending Dec. 31, are expected to be the highest in the company's history.

James Schwartz, president of Schwartz Brothers, said that "internal figures indicate that our fourth quarter ending Dec. 31, will reflect improvements in all aspects of the company's business with earnings at a level higher than last year's record \$.22." For the nine months ended Sep. 30, the company reported earnings per share of \$.31 compared with \$.40 a year earlier.

Schwartz said that the best gains for the year would come from retail store operations. As a result of the addition of new stores and replacing of its smaller stores with larger units, the company's Harmony Hut Division has increased its selling space by 49% this year while only increasing the number of stores by two. The company expects to open at least three additional units during 1973, including 6,500 square foot units in the Security Square Mall in Baltimore, and Springfield Mall in Springfield, Va. in Feb.

### NMC Sells Riverside Ctg For \$630,000

OCEANSIDE, N.Y. — In a move to divest itself of all involvements unrelated to record and tape rack jobbing, NMC Corp. has sold its Riverside Records library and its investment interest in Rid-Jid Products Corp.

According to Jesse Selter, NMC's president and chairman, the Riverside catalog of approximately 600 master jazz recordings together with a subsidiary's 2/3 stock interest in Orpheum Music Co., Inc., which holds certain music copyrights, were sold to Lo Cele, a Grand Cayman, Cayman Islands firm. The sale was made for a total of \$630,000, including \$475,000 for the Riverside catalog and \$25,000 for the stock interest in Orpheum Music. The balance of \$130,000, with interest, is to be paid 12 months after the closing. These assets which were acquired by NMC in 1967, had a current book value of \$48,000. The sale, therefore, resulted in a capital gain of \$582,000 for the company, Selter reported. Through Lo Cele, Fantasy recently acquired U.S. and Canada rights to the Riverside line.

Rid-Jid Products Corp. is a Spring Park, Minn. manufacturer of ironing tables and barbecue grills in which NMC acquired a 51% investment interest in 1971. The company sold its share to the minority holders, Selter said, at no profit or loss to NMC.

In making the announcement, Selter added that "management recently decided to reorient its goals and dispose of all non-rack jobbing activities. The sale of Riverside and Rid-Jid will now enable NMC to concentrate on its primary business, as one of the leading jobbers of tapes and records in the country."

### Handleman Div.

NEW YORK — The board of directors of Handleman Co., has announced the regular quarterly dividend of \$.17 per share of common stock, payable Jan. 8, to stockholders of record at close of business Dec. 22.

### NMC's Fiscal Year Shows Wide Gains

OCEANSIDE, N.Y. — NMC Corp. has announced a 45% increase in sales and a 121% jump in operating income for the fiscal year ended July 31.

Jesse Selter, president and chairman of the record and tape rack jobbing company, said that sales for fiscal 1972 totaled a record \$21,043,080 as against \$14,311,085 in fiscal 1971. Income from continuing operations for the recent fiscal year amounted to \$569,036, equal to \$.57 per share primary and \$.52 per share full-diluted, compared with \$257,163, or \$.32 per share primary and \$.34 fully diluted for the previous year.

Total net income for fiscal 1972, including a non-recurring loss of \$116,957 from discontinued operations and an extraordinary credit of \$95,712, amounted to \$547,791, equal to \$.55 per share primary and \$.51 per share fully diluted.

In fiscal 1971, net income, including an extraordinary gain of \$347,369 and a loss of \$89,490 from a discontinued operation, totaled \$515,042 or \$.65 per share primary and \$.55 per share fully diluted.

Higher results for the year-end were expected, Selter said. However, a summer dip in pre-recorded music sales, compounded by a simultaneous loss incurred by a now-discontinued operation, produced lower-than-anticipated fourth quarter results.

#### 1st Qtr.

NMC Corp. has reported a 33% increase in operating income for the fiscal first quarter ended Oct. 31.

Selter said that income from continuing operations for the quarter totaled \$174,467 or \$.16 per share fully diluted compared with \$131,666 or \$.14 per share on a fully diluted basis for the corresponding period of the previous year. Net income, including extraordinary gains of \$442,500, rose even more sharply to \$616,967 or \$.50 per share fully diluted from \$146,546 or \$.15 per share on a fully diluted basis in the first three months of fiscal 1972.

A comparison of sales for the two periods showed a slight decline to \$4,946,873 from \$5,090,216 in the first quarter of last year.

### Golden Crest's 1st Half Results

NEW YORK — Operating results for the first half ended Sept. 29, have been reported by Golden Crest Records, Inc.

Sales totaled \$1,532,782 compared with \$1,486,931 for the same period last year. Net income was \$99,100, or 10¢ a share, versus \$128,100, or 13¢ a share, for the first half of 1971.

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

### MCA Dividend

UNIVERSAL CITY, CALIF. — The board of directors of MCA Inc. has declared a quarterly dividend of 16¢ per share on the MCA Inc. common stock outstanding, payable Jan. 11, to stockholders of record Dec. 27. The increased dividend approximates the maximum amount the company may pay under the dividend guidelines established pursuant to the Economic Stabilization Act of 1970.

The Company had previously paid quarterly dividends of 15¢. The dividend was increased because of improved business conditions in the Company.

## Grand Funk Concert Proceeds As Donation To Phoenix House

NEW YORK — Grand Funk Railroad, at a recent press conference have announced that they would donate the total fees from their upcoming concerts at the Nassau Coliseum on Dec. 14, and Madison Square Garden, on Dec. 23, to Phoenix House, the leading drug-free treatment program.

Mark Farner speaking on behalf of Don Brewer, and Mel Schacher, who comprise Grand Funk Railroad said, "For a long time Grand Funk Railroad, has taken a public stand against hard drugs and we decided to do something that would demonstrate our feelings." Farner then introduced Dr. Mitchell S. Rosenthal, director of Phoenix House, and Don Kirshner, president of Kirshner Entertainment Corp.

#### 'More Than Money'

"For us this benefit has a tremendous significance," Rosenthal remarked. "It means a great deal more than just the money involved. In the

### Earl Monroe Joins Spring

NEW YORK—Spring Records' co-directors Roy and Julie Rifkind have signed New York Knicks superstar Earl Monroe as director of special events.

Monroe will help in merchandising all Spring product. He'll deal with racks, one-stops, disc jockies, program directors and music directors. When his basketball schedule permits, he'll also check displays. His position with Spring will not be limited to executive duties.

As director of special events, Monroe will also bring new talent into the company and have a hand in producing their sessions. Currently he is involved in work on the new Joe Simon and Millie Jackson releases. Simon is on the charts with "Trouble In My House", while Millie's on with "I Miss You Baby". Both singles were produced and written by Raeford Gerald, recently signed to Spring in an exclusive producer-writer pact.

In addition to these established performers, Monroe will be involved in the career of Vat 69, a new group from Washington, D.C., just signed to Spring. Vat 69 has completed its first recording, to be released soon.

As director of special events, Monroe will also be involved in the handling of Joe Simon's next LP, to be recorded early in January, 1973.

### Badfinger Signs With Warner Music

NEW YORK — Badfinger, the four-man London-based Apple recording group, has signed a long-term, world-wide publishing agreement with Warner Bros. Music, which will take effect upon the termination of their current publishing agreement. The group writes most of their own material which has been covered by numerous recording artists. Harry Nilsson had a million-selling single with "Without You", written by lead guitarist Peter Ham and bassist Tom Evans, and Andy Williams has cut several of their compositions.

Their list of record producers includes Paul McCartney, George Harrison, Denny Cordell & Tony Visconti, Todd Rundgren, and Mal Evans. Badfinger is currently in London producing their own fourth album. In concert, they've worked with the Faces, Alice Cooper, Cactus, the Doors and the Kinks, and they were George Harrison's back-up band at the historic Concert for Bangla Desh.

WB president Ed Silvers reports that many requests for special material by the group have already been received from artists.

fight against drug abuse, the real issue is having young people see that they can lead exciting, full lives without drugs. No one can reach young Americans better than the young musicians whom they admire and whose work forms an integral part of the matrix of their culture. Hopefully, concerts and statements against hard drugs by groups such as Grand Funk Railroad, will have a positive effect in reversing the most serious social problem of our times."

#### Money Flow

The first portion of the money contributed by Grand Funk Railroad will totally support a major follow-up study, by Dr. Carl Chambers, director of the division of addiction sciences, School of Medicine, U. of Miami, on a large number of former Phoenix residents, who will be individually interviewed. Their employers, teachers, and family will also be seen so that the full impact of drug-free rehabilitation will be measured for the first time. All additional monies will go towards building renovations of the 14 residential centers. Farner added that, should the concert proceeds be tied up by any litigation, the group would donate an equal amount of money from its own treasury.

Speaking on behalf of ABC-TV and Kirshner Entertainment Corp., Don Kirshner said, "Grand Funk Railroad's Phoenix House benefit performance, at Madison Square Garden, will be taped by ABC-TV, for inclusion in its network 'In Concert' series, so as to bring the message and purpose of Phoenix House to a national audience." The show has been scheduled for Jan. 19, 1973.

### Yahm Heads Cap Artists Relations

HOLLYWOOD—Stu Yahm has been appointed national artist relations manager, Capitol Records Inc., by Brown Meggs, marketing vice president. Yahm succeeds Bill Valenziano, who has left the company. In his new post, Yahm will report directly to Al Coury, vice president, promotion.

Yahm spent three years at Paramount Records, serving in part as director of west coast sales and promotion and in February of this year joined Capitol as national field manager in artist relations. He is chairman of the membership committee of the Academy of Country and Western Music.

### Tape Raid

(Cont'd from p. 9)

home and found more than 1,000 pirated tapes and a quantity of pornographic film. Additional quantities of illicit tapes and pornographic material was found in his car. Damsky was identified as the proprietor of the Expo Trading Corp., Brooklyn.

The bulk of the pirated tapes were uncovered at Vogue Record Sales, a storefront warehouse owned by Damsky. Police said that this was not a retail operation and, in fact, there was an iron gate in front of the premises which was kept locked at all times to prevent access by passersby. It was there that Mr. Lichtman, an employee, was arrested.

The Brooklyn District Attorney's office said the tapes, including Elton John's "Honky Chateau," the Rolling Stones' "Exile on Main Street," the "Carly Simon Album," and the Beatles' "Let it Be," sold for about \$4 apiece.

The two defendants face up to eight years in prison if convicted on charges of obscenity in the first degree and the unlawful sale of pirated recorded material.

The investigation, raids and arrests, were supervised by Assistant District Attorney Charles J. Hynes in charge of the Rackets Bureau and directed by Assistant District Attorney Stephen R. Taub.



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# cashbox/talent on stage

## Wilson Pickett The Spinners The Coasters

ACADEMY OF MUSIC, NYC—Wilson Pickett and a backup band, Midnight Movers, consisting of 4 horns, percussion, 2 guitars and keyboards presented a show at the Academy, Saturday, December 9th. It was a show that one is likely to see at the Apollo, but there was a sellout crowd at this downtown Manhattan locale more associated with straight rock concerts. This show was a soul show in every way. An M.C. was used and the Midnight Movers opened the first show with some solid deliveries, "Come In Ev'rybody", "Get Ready Baby, Here I Come" with the M.C. doing some vocals. And, Wilson wrapping up the first show offered many of his big hits, both past and present, and he was in great form. He opened with "Big Wheel Keep On Turnin'", and, of course, one of his present hits, "Mama Told Me Not To Come". Wilson is a singer in ev'ry sense of the word. He knows how to get his audience with him and his vocal stylings are always right on. "Don't Let The Green Grass Fool You" is one example of his power to move his audience and he did it with this tune. "Sail 'Til The Midnight Hour" and "Walt Train" had everyone aboard. Wilson was in great form.

The Spinners, as far as this reviewer is concerned, really did their thing. This group is positively outstanding when it comes to performing. The group is loaded with talent and they can take material and make it soar. The group can also do first-rate impressions and in their set they

## Jethro Tull Roxy Music

MADISON SQUARE GARDEN, NYC — Ian Anderson and company, affectionately known as Jethro Tull, returned to Madison Square Garden last week to destroy another one of their sell-out crowds with their fine music and zany stage antics. Performing "Thick As A Brick" in its entirety is a feat unto itself, but that was just for openers. Twirling his silver flute while leading his group through starts, stops and solos, Anderson proved once again that he is one of the most inventive showmen in the business. That's show business!

Tull provides the audience with looking and listening pleasure, but the entire group pitches in, adding to the overall success of a concert that we could have watched all evening. Performing for almost two solid hours, Jethro Tull pulled material from all of their albums—and if the arrangements were the same as on their previous tour, the theatrics weren't.

More and more, groups are learning to combine theatre with music. But Jethro Tull, who have been leaders in the field since the very conception of the band, proved that they are master of both.

"Interesting" may seem a cheap and totally unprofessional accounting of a group's performance, but it certainly fits Roxy Music in their American debut. Their wardrobe is part matador, part spacehip, part greaser and part hermaphrodite. Likewise, the performance. Their music is loud and totally unpredictable; it maintains a ceremonial stance, a futuristic pose, a throwback fifties viewpoint and a bejeweled ambivalence simultaneously. Their energy level has yet to settle into one pre-defined brand of rocksmanship, and it will be more than a pleasure to follow their development. Their single, "Virginia Plain" has stuck with us since their Warners LP surfaced, and it still boggles the critical mind. A cryptic pleasure.

k.k./r.a.

did a Stevie Wonder routine that was sensational. Their choreography and stylized dance routines are stunning. "That's The Way I Feel About You", "I Need Somebody Soon", and "Stop, In The Name Of Love" were other selections included in their set and were winners all the way. "Ill Be There", The Spinners tremendous hit that has already garnered a gold record is given special treatment and to watch them do the number it is no wonder the tune is a hit. As I mentioned earlier, The Spinners are really a together group. "It's A Shame" was another outstanding selection. Again, the imitations that the group can do are most impressive. This group is one helluva impressive group. The Spinners go to the very heart of soul, and from the performance they gave at the Academy, one can be fairly certain that this Atlantic recording and performing group is gonna keep right on going.

The Coasters really made one feel as if it was Saturday night at the Apollo, all over again. A Saturday night so many years ago when The Coasters stole the show. "I'm Gonna Find Him" and "Poison Ivy" a 2 million seller brought more than one nostalgic tear. "Zing Went The Strings Of My Heart" and a '72 version of an original Clovers hit, "Love Potion #92" got powerful treatments and a powerful response from the audience. One of the first tunes The Coasters recorded, "Smokey Joe's Cafe" was also given a funky '72 version. And, "Charlie Brown"—what they do to this tune is more than magic—practically everyone in the audience was singing this tune with them.

This was a show that has to be rated with the best. It was beautifully put together and all the performers deserve a tremendous tribute.

d.d.

## Genesis String Driven Thing

PHILHARMONIC HALL, NYC — Eyes, those mirrors of the soul, foretold of a special night. Hope gleamed from every optical orb. A charity concert for the United Cerebral Palsy Foundation with no "names" in the traditional sense at three dollars and one gift to a seat. The presents were for the children aided by the organization, and the audience brought armsfuls of them. Some teenage Santas filled huge Hefty trashcan liners to the brim with their gifts; obviously they felt they couldn't bring just one. WNEW-FM announcers emceed the show which brought two Buddha-distributed Charisma acts to America for the first time. Hope became belief in more ways than one.

String Driven Thing, a four-member Scottish rock group opened. Their sound is much like early Grace Slick Jefferson Airplane with a graft of Papa John Creach (in the form of violinist Graeme Smith). The main interest here lies in the personage of vocalist and percussionist Pauline Adams. She looks the most professional of the quartet, and cuts an energetic figure on tambourine and prancing feet. Husband Chris on guitar and vocals has a rather pure voice for the kind of hard stuff they are into. The most effective number was their single "Circus"—a bit reminiscent of "Somebody To Love."

After an intermission, we witnessed an act that seems to us, upon some rather serious reflection, to be the best new group of the year, as far as sheer impact is concerned. Genesis is much too complex a quartet to explain totally after just one concert appearance; but like the audience (who thunderously demanded

## Rare Earth

PHILHARMONIC HALL, NYC—Rare Earth, describing themselves as just Detroiters who make music for the fun of it, but the plain truth is that Rare Earth really goes deep. The group has been on some of Motown's biggest records and recognition for Rare Earth has been sellout concert performances all over the country and the Rare Earth label is one example of Motown's cooperation with the group. Their recent sellout concert at the Philharmonic is another example of their musical power that goes to the very core of their individualistic talents. They have that magnetic force of being able to pull an audience with them, and once that happens, and it does happen with selections like, "Hey, Big Brother" or "I Was Born To Wander" a true type rhythm and blues tune, describing an excursion from Detroit to Los Angeles, and it would take an act of God to restrain either the audience or the group. "Sally Was A Goodtime Girl" and a solid oldie "Your Love Is Very Strange Baby" are super offerings exemplary of their special talents.

The group is about as exciting as any rock group going, and it doesn't take much to realize that they put that all important—special feeling—into their music. And, I would venture to say that their relationship with Motown has had a great deal to do with it. "Woman I Can't Bear The Thought of Losing You" and a fantastic rouser, "I just want to celebrate another day of living" keeps everything at the boiling point. There was just the slightest letdown when the musical offerings were interrupted so that Weldon McDougal, Motown's director of artist developments and special projects, presented Rare Earth with their 4th gold LP, "Rare Earth In Concert". And, most likely the group will soon be presented with their 5th gold LP for their latest, "Willie Remembers".

d.d.

## The Miracles Brighter Side Joe Quarterman Bobby Byrd

APOLLO THEATRE, NYC—The Miracles, making one of their first major appearances with their new 1st tenor lead singer William Griffin who is from Baltimore and who has been working with the group for about six months, are remaining in the (Smokey) miracle magic bag and the only change, at present, is the transition from Smokey to William. The group is presenting their usual repertoire and, in actuality, when you close your eyes and listen to William you could almost swear you were listening to Smokey. William is a youthful, tall and handsome and is most certainly going to be the new teenagers heartbreaker. Just as they might have done in the beginning of their career or during their ascendancy to stardom, the set included, "Ooh Baby", "This Is Your Life" and William delivered the tunes in a smooth-as-silk effortless manner. The Miracles definitely have a new beginning with William Griffin.

Brighter Side of Darkness, a group hailing from Chicago, have a bright future indeed. They are a solid act that features a lead who stands about 4 feet tall. And, when he went into their big hit "Love Jones", he wiped the audience with his 'get down' delivery. "Are You Ready" and "I Don't Want To Love Ya Baby" wrapped up their set and the group got a standing ovation, and deservedly so. A first rate group in every way.

Joe Quarterman & Free Soul, a group from the Wash. D.C. area, riding with a current hit R&B'er, "(I Got) So Much Trouble In My Mind" is another soul-solid performing group and they have the talent to keep right on moving with their funky style. "Work To Do" and "Woman's Got To Have It" came across in the groove and the audience was with them all the way.

Bobby Byrd with The Flames, a 10 piece backup band, brought the audience to its feet with offerings, "Stand On Up", a great funky swing tune with a solid beat, and Bobby with some 15 years in the business still gets the vocal across. And, he gets down on his knees. "If Loving You Is Wrong, I Don't Want To Be Right", was given a great treatment. Also, "Keep On Goin'" instigated a tremendous round of applause for Bobby and the audience wanted him to keep on goin'. This was another of the great Apollo shows.

d.d.

## Trapeze Reuben & The Jets

WHISKEY, L.A. — It seems that with only three instruments a hard rock group would have to be limited in sound capabilities. Well, Trapeze is a three-member hard rock group, and if there are circumscriptions to their music, they certainly aren't blatant. It seems to come down to the old cliché, it's quality, not quantity.

Trapeze simply sets down some good, hard funk, revolving around the lead guitar of Mel Galley, the bass and voice of Glenn Hughes, and Dave Holland on drums. A great deal of their success in establishing a full sound lies with the harmonic weaving of Hughes' vocals with Galley's lead. The instruments and vocals are consistently clear, crisp, and polished.

Reuben and the Jets is a good, fun-loving group that incorporates varying rhythms between an organ and two saxes, with strong guitar backing. They nicely fuse music from different eras into their act, including today's hard rock, the 50s rock 'n roll with added depth, and some good slowed down oldies.

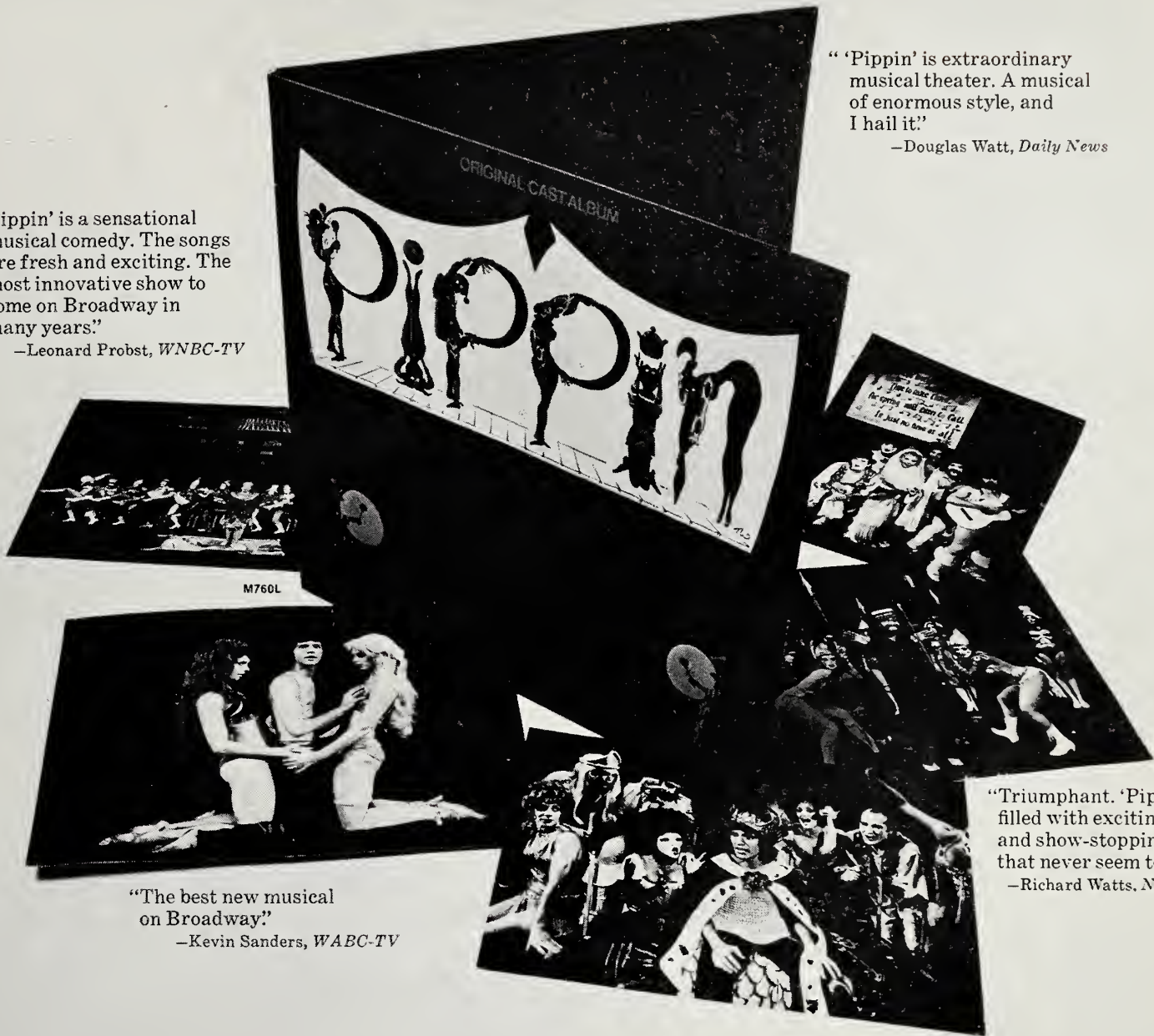
C.C.

r.a.

"It's one of the best musical stagings to be seen on Broadway in years."  
—Clive Barnes, *New York Times*

"'Pippin' is extraordinary musical theater. A musical of enormous style, and I hail it!"  
—Douglas Watt, *Daily News*

"'Pippin' is a sensational musical comedy. The songs are fresh and exciting. The most innovative show to come on Broadway in many years."  
—Leonard Probst, *WNBC-TV*



"The best new musical on Broadway."  
—Kevin Sanders, *WABC-TV*

"Triumphant. 'Pippin' is filled with exciting dances and show-stopping numbers that never seem to cease."  
—Richard Watts, *New York Post*

Now available on Motown Records.



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# Mercury Markets 7 New Albums

CHICAGO — A seven-album/tape re-release, featuring new product by Jerry Lee Lewis, the Statler Brothers, Joe Tex and Faron Young, comprises Mercury Record Corp.'s December release, according to Lou Simon, senior vice president and director of marketing. Also included is the debut album by Fire and Rain, plus new LP's by Mouth & McNeal and the Swingle Singers.

The Young LP, "This Time the Hurtin's on You," will be part of Faron Young Month, extending through Jan. 31. Advertising encompassing trades, consumer press and selected 50,000-watt radio stations will be the key part of the program, according to Simon. There will also be posters keyed to Young's new album, plus his other five in the Mercury catalog.

Young recently had a top five single in England, "It's Four In The Morning," which was also nominated as song of the year by the Country Music Assoc. (CMA).



**MACHINE HEADS** — Frank Virtue, owner-manager of Virtue Recording Studios of Philadelphia (shown at left, above), has just announced the addition of full 16-track recording equipment. The console, an MCI 16-track 2" recorder, with Dolbys throughout, was designed specifically for contemporary music applications. Virtue, who has just cut the follow-up single of Mercury's The Minx, is seen above pointing out features of the new console to Charles Fach, Mercury vp.

Fire and Rain's debut album, "Fire and Rain," was produced by Joe Saracino, past producer of Johnny Rivers, Sonny and Cher, and the Ventures. The duo, Manny Feiser and Patti McCarron, has been performing around Los Angeles, where the LP was recorded.

"Who's Gonna Play This Old Piano . . . (Think about it Darlin')," is Lewis' first LP since "The Killer Rocks On." The album was produced by Jerry Kennedy.

"Mouth and McNeal II" contains their new single, "Hello-A," and is the follow-up to the hit, "How Do You Do." The Dutch group is on Philips Records.

Following up their recent award by the CMA as best vocal group, the Statler Brothers return with "Sing Country Symphonies in E Major," the Swingle Singers' first new LP in several years is "The Joy of Singing," on Philips. The former Grammy Award Winners interpret the music of composers Bach, Mozart, Vivaldi and others.

Joe Tex follows his album "I Gotcha" with "Joe Tex Spills The Beans" on Dial Records, produced by Buddy Killen. The LP contains "King Thaddeus" and his new single, "Woman Stealer."

## 20th Album On Diamond Songs

HOLLYWOOD — 20th Century Records prexy Russ Regan has selected as firm's second album release "The Neil Diamond Solid Gold Songbook" by the Marina Strings designed specifically for the holidays.

With the aid of National sales manager Tom Rodden and promo chief Paul Lovelace, 20th will shortly implement a massive campaign on behalf of the product. Based on his close association with Diamond for some four years, Regan has himself written the liner notes, in letter form, for the LP.

To foster additional sales, 20th is placing a series of trade and consumer ads, and in an unprecedented move, have arranged for an impressive saturation television campaign in key cities, tagged with retailer listings. The video-promo will run from Dec. 18-24. In addition, an array of special in-store aids, suitable for counter, wall or window situations are being made available.

## Zagorski Posters For Atlantic Win Competition Award

NEW YORK — Two of Atlantic Records' special series of posters designed by Stanislaw Zagorski have been selected by the competition jury of Poster U.S.A. '72 as among the best designed posters of the period 1971-1972.

The posters, created under the supervision of Bob Rolontz, Atlantic's vice president in charge of advertising and publicity, and printed by Michael Lith, are renditions of Atlantic artists Greg Lake and David Crosby and are illustrated in the current issue of Print Magazine, sponsors of the competition. The posters were selected from more than 1200 entries from throughout the nation. The posters will be on display at the awards exhibition from now through Dec. 29 at the Mead Library of Ideas in the Pan Am Building in New York.

## 'Bread' Is Trademark

NEW YORK — "Bread" has been registered by Bread Enterprises, Inc., as a trademark for the Elektra Records group, currently on best-seller charts with the album "Guitar Man" and single "Sweet Surrender."



**SCREEN TRACK**—At "Man of La Mancha" screening (from left) Mike Lipton, president of U.D.C., the United Artists Records distribution arm, Arthur Hiller, producer-director of the film, George Albert, president of Cash Box, and Michael Stewart, president of United Artists Records.

## 3 Folios Via Wes Farrell

NEW YORK — Due to the business demand created internationally by three albums—David Cassidy's "Rock Me Baby" (Bell), "Elephant's Memory" (Apple) and Richard Harris's "Slides" (ABC Dunhill)—Steve Bedell, vice-president of the Wes Farrell Organization, announced that the company will be issuing three song folios of these artists.

The songs in the new Cassidy, Elephant's Memory and Richard Harris albums are published by the Wes Farrell Group of companies which is under the Robbins print arrangement with Farrell.

Farrell was in New York last week to work with Bedell on the coordination of marketing and merchandising of the three new song folios.

## Playboy Inks Production Deal

LOS ANGELES — Larry Cohn, exec vice-president of Playboy Records, has reached an exclusive, long-term production agreement with Frank Rand and Bob Destocki of Lee Productions in Chicago.

First artists to Playboy under the new agreement are G. G. Shinn, former lead singer with Chase, and Chicago-based rock group, Maxx.

Rand and Destocki also produce Chase and the Ides of March.

## Metromedia To All Tapes In Tex.

NEW YORK — Mort Weiner, director of marketing and merchandising for Metromedia Records, has announced that Alltapes Distributing Corp. will distribute Metromedia product in Texas and Oklahoma. Weiner feels that the move to Alltapes will greatly increase record sales in the southwest.

Mike Becce, Metromedia Records director of promotions, will be responsible for coordinating the promo efforts of Alltapes' Mike Rymkus in Houston and Tony Prazano in Dallas.

Alltapes is located at 9009 Governors Row in Dallas.

## 'Amanda Tree' On Poppy LP

HOLLYWOOD — A debut album from singer-writer Amanda Tree, former star of the CBS-TV soap opera, "Love Of Life," will be released by Poppy Records on Jan. 8. It was produced by Cliff Adams, with Michael Jeffries serving as executive producer.

In addition to her acting chores, Miss Tree has been performing in small clubs and coffee shops in the New York City area for the past several years.

Poppy Records is distributed by United Artists Records.

## OLDIES

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## MOVE

Hank Medress & Dave Appell, the production team known as Medress & Appell Pdt'n's; and Phil Margo, Jay Siegel and Mitch Margo, the production team known as Margo, Siegel & Margo, are now occupying the 6th floor at

221 West 57th St.  
NYC 10019

Margo, Siegel & Margo are recording their first album on Atlantic as "Cross Country." Hank Medress & Cross Country are producing the LP.



**GOLD IN THE PARK**—Following the Nov. 22nd opening night performance of their seven-day stand at Chicago's Arie Crown Theatre, Chicago was presented by Columbia's Steve Popovich with gold albums for "Chicago V," which was certified upon its release, and with gold singles for "Saturday in the Park," the group's first million-selling single release. Left-to-right: George Brewer (Columbia Record's assistant director of national promotion), Robert Lamm, producer James William Guercio, Lee Loughnane, Danny Seraphine, Terry Kath, Peter Cetera, Steve Popovich (Columbia Record's vice president, national promotion), Walter Parazaider, James Pankow, and Larry Fitzgerald, president of Epimetheus Management. Concert series was completely sold out three months in front of opening night.

When the song is genuine  
the singer should be...



**Lobo**

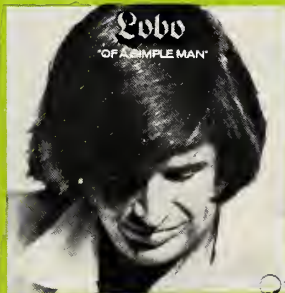


His newest single  
“Don't Expect Me To Be Your Friend”

PRODUCED BY PHIL GERNHARD  
With help from John Abbott, Lobo, Bob Richardson

on BIG TREE #158

From The LOBO Album “OF A SIMPLE MAN”



BIG TREE Records  
Exclusively Distributed by  
BELL RECORDS, A Division of Columbia Pictures Industries, Inc.

PERSONAL MANAGEMENT: RUTH H. AARONS,  
AARONS MANAGEMENT CORPORATION

## Plum of the Week

### THE SPINNERS (Atlantic 2927)

Could It Be I'm Falling In Love (4:13) (Bellboy, BMI—Mystro, Lyric)

With musical shades of their recent gold outing, "I'll Be Around," The Spinners return to the charts with another instant chart topper in both pop and r&b markets. Looks like they'll be around for quite some time. Flip: No info. available.

### LOBO (Big Tree 158)

Don't Expect Me To Be Your Friend (3:38) (Kaiser/Famous, ASCAP—Lobo)

Coming off his million selling "I'd Love You To Want Me," Lobo is headed for more gold as this disk is already getting very heavy pop airplay across the country. Automatic sales for this one. Flip: No info. available.

### RAIDERS (Columbia 45759)

Love Music (3:42) (Trousdale/Soldier, BMI—Lambert, Potter)

This exquisite Lambert/Potter tune first appeared on The Four Tops' "Keeper Of The Castle" album. Raiders added a touch of their own magic with incredible results. Terribly strong song can't help but achieve instant sales and radio play. A strong contender for top 10 honors. Flip: No info. available.

### SAM NEELY (Capitol 3510)

Rosalie (3:16) (Seven Iron, BMI—Neely)

Neely delivers a beautiful ballad geared especially for pop and MOR formats. In the Neil Diamond style, he makes every word count as he paints his musical picture of Rosalie. Definitely a chart topper. Flip: No info. available.

### MELANIE (Neighborhood 4209)

Do You Believe (2:59) (Neighborhood, ASCAP—Safka)

Second single culled from Melanie's "Stoneground Words" album smacks with lyrical potency and fine arrangement. Her massive built in audience will snap this up in a hurry. Flip: No info. available.

### ARLO GUTHRIE (Reprise 1137)

Ukulele Lady (3:21) (Bourne, ASCAP—Whiting, Kahn)

Arlo leaves the city of New Orleans where he picked up much sales success and discusses his Ukulele Lady, a track culled from his charter album, "Hobo's Lullaby." Instant airplay is a certainty. Flip: "Cooper's Lament" (2:45) (Howard Beach, ASCAP—Guthrie)

### MOTT THE HOOPLE (Columbia 45754)

One Of The Boys (2:48) (Ackee, ASCAP—Hunter, Ralphs)

Originally the flip side of "All The Young Dudes," tune has been edited, remixed and re-released with hopes that it will pick up where Mott's previous single left off. Same message as 'Dudes' is obvious. Flip: No info. available.

### NOLAN PORTER (ABC) 11343)

If I Could Only Be Sure (3:12) (Lizard/Cashew, ASCAP—Porter, Mekler)

In 1971, using three different names, (Nolan, Frederick 11, and N.F. Porter), this artist had three hit records on the r&b charts. Now he's back as Nolan Porter to continue his previous success with an infectious r&b item that has great crossover potential. Flip: No info. available.

### CAPTAIN BEEFHEART (Reprise 1133)

Too Much Time (2:46) (Green Bump, BMI—Vliet)

Captain Beefheart and his Magic Band have been around long enough to establish themselves as cult heroes. Now though, they have come up with their most commercially oriented single ever. This one is sure to break the group in top 40 circles. Flip: No info. available.

### THE SEASHELLS (Columbia 45760)

The Best Part Of Breakin' Up (2:36) (Hill & Range/Mother Birtha, BMI—Spector, Andreoli, Pincia, Jr.)

Already a huge hit in England, Female group is released in America with great expectations of repeating their British success. Tune should be familiar to all 50's and early 60's fans as it is already a classic. Watch this score big points. Flip: "Play That Song" (2:48) (Ackee, ASCAP—Swern, Arthey)

## Choice Programming

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

### ROBERT JOHN (Atlantic 2930)

You Don't Need A Gypsy (2:46) (Ensign, ASCAP—John, Gately)

### TERRY JACKS (London 45-188)

I'm Gonna Love You Too (2:33) (Nor Va Jak/Melody Lane, BMI—Mauldin, Sullivan, Petty)

### JAY & THE TECHNIQUES (Gordy 7123)

Robot Man (2:29) (Legacy/Abdt/Stone Diamond, BMI—Bellman, Drayton, Akines, Turner)

### ELDRIDGE HOMES (Brown Sugar 0101)

Love Affair (3:00) (Marsaint, BMI—Homes)

### LYNSEY DE PAUL (MAM 3627)

Getting A Drag (3:10) (Kirshner/ATV, BMI—DePaul, Jordan)

### JIMMIE & VELLA (Atlantic 2926)

Mammy Blue (3:47) (Maxim, ??—Trim, Giraud)

### DELLIE HOSKIE (Noble 1001)

The Clown (2:35) (Palais Royale, BMI—Hoskie, Jr.)

### BABY WASHINGTON & DON GARDNER (Master Five 251)

Baby Let Me Get Close To You (Terlawn/Mable Lawton-Adams)

### SWEET SALVATION (Elektra 45830)

I Just Find Myself Falling (3:28) (Sweet Salvation, ASCAP—DeVillier, Vindigni)

### WILLIE ROUNDTREE (Chelsea 0108)

House Of Memories (2:55) (Eden/Pocket Full Of Tunes, BMI—Baker, Harris—Otis)

### WOLFMAN JACK (Wooden Nickel 0110)

There's An Old Man In Our Town (2:48) (Jolly Rogers, ASCAP—K. Rogers)

### GROVER WASHINGTON, JR. (Kudu 912)

Where Is The Love (Part 1) (2:40) (Antisia, ASCAP—MacDonald, Salter)

### TINA HARVEY (UK 49006)

Working My Way Back To You (3:28) (Wren, BMI—Vanda, Young)

### WINCHESTER (Metromedia 264)

Hot On The Heels Of Love (2:01) (Sunbeam, BMI/Valando, ASCAP—Whitelaw, Oriolo, Barkan)

### THE IKETTES (United Artists 51103)

Two Timin' Double Dealin' (3:10) (Huh/Unart/Chardax, BMI—Beatty)

### DUANE EDDY (Big Tree 157)

Renegade (2:25) (Palo Dura, BMI—Eddy)

### HORIZON FEATURING AUSTIN ROBERTS (Virgo 504)

Like A Rosebud (2:30) (Famous, ASCAP—Belletiere, Meshel)

### MARGIE JOSEPH (Atlantic 2933)

Touch Your Woman (3:10) (Owepar, BMI—D. Parton)

### THE SLEEPER (Greene Mountain 409)

Four Dried Beans (2:16) (Eltekon, BMI—Greene, Hill)

### ALBERT COLLINS (Tumbleweed 1007)

Eight Days On The Road (3:12) (Ragmar, BMI—Ragavoy, Gayle)

### RICHARD ROUNDTREE (MGM/Verve 10696)

Tree Of Life (3:29) (Lonport, BMI—McDaniels)

### JERRY WASHINGTON (Excello 2327)

Right Here Is Where You Belong (3:55) (Top Pop/Excellorec, BMI—Washington)

## SEASONAL SINGLES

### CARPENTERS (A&M 1236)

Merry Christmas Darling (3:02) (Almo Music, ASCAP—R. Carpenter, F. Pooler)

### HERB ALPERT & TIJUANA BRASS (A&M 1237)

The Bell That Couldn't Jingle (2:19) (Shamley, ASCAP—Bacharach, Kusik)

### SHAWN PHILLIPS (A&M 1238)

A Christmas Song (3:30) (Dick James, BMI—Phillips)

### ADAM PERLE & WESLEY CROW (Atco 6916)

A Silent Night (3:40) (Cotillion, BMI—Silvia, Scance)

### SOLOMON BURKE (Pride 1022)

All I Want For Christmas (3:49) (King Solomon, ASCAP—Burke)

### LUCKY PETERSON (Today 1517)

Daddy Come Home For Christmas (3:10) (Bradley, BMI—J. Peterson)

### BEN ARRIGO (GP 527)

An Old Fashioned Christmas (3:00) (Terry/Swiss Hill, ASCAP—Martin, Peragine)

### STAN FREBERG (Capitol 3503)

Green Christmas (Part 1) (3:33) (Freeberg, ASCAP—Freeberg)

### GRACE MARKAY (Paramount 0137)

Merry Xmas (2:43) (Ensign Music, BMI—Markay)

### THE MONDAY MORNING QUARTERBACK (Warner Bros. 7664)

The Twelve Days Of Christmas (The Game Plan To Beat Miami) (3:22) (WB Music, ASCAP—Adapt. by Santoni, Rosmini, Jacobs)

### GEORGE BOWERS (Paramount 0139)

Christopher The Christmas Tree (2:15) (Glaser, BMI—Bowers)



# the new speakers

...follow their hit single  
"Come Softly To Me"  
with the release of a great NEW album.



**NEW**, by the group that taught the world to sing  
in perfect harmony... and available now  
on **MGM/Verve Records**.

## Silverman Chief Of Guercio Pub.

HOLLYWOOD — Bernie Silverman has been appointed exec director of the newly formed Guercio Publishing Group, by Larry D. Fitzgerald, president of Epimetheus Management Corp. Among the catalogs Silverman will represent are Big Elk Music, Aurelia Music, Aurelius Music, Aphrodite Music, Archimedes Music, Athena Music, and Diogenes Music.

Silverman will be promoting and acquiring recordings of new tunes penned by the members of Chicago, including Robert Lamm, James Pankow, and Peter Cetera. He will also represent the catalogs of outside artists and is currently involved in negotiations for the American representation of several British and European songwriters.

A 20-year veteran of the music business, Bernie Silverman has served as A&R administrator for Columbia Records in Hollywood, co-ordinating all recording sessions with producers and publishers. He began his association with Guercio, first during the latter's involvement with Chad and Jeremy and later as producer of the Buckingham's string of hits.

## Atlantic Gets New Promo Man In Hub

HOLLYWOOD — Fred Lewis has been made regional promotional man in New England for Atlantic Records by WEA president Joel Friedman. Lewis will be working out of the WEA branch in Boston.

Before joining Atlantic, Lewis was the manager of the J. Geils band, the promotion manager for Mass Record Distributors, a disc jockey, and a TV writer and announcer.

## Name 4 To ASCAP Unit

NEW YORK — Four new members have been appointed to the west coast writers' advisory committee of ASCAP. Joining this committee are Robert L. (Bobby) Russell, the writer in the pop and country fields who has scored with such major works as "Honey" and "Little Green Apples"; symphonic composer and head of the percussion section of the Los Angeles Philharmonic, William Kraft; composer Johnny Mandel, whose hits include the 1965 Grammy and Academy Award winning "The Shadow of Your Smile" and vet ASCAP composer-lyricist-publisher Ray Evans, a triple Academy award winner.

## Whitener To Viewlex Cus.

HOLBROOK, N. Y. — Harry G. Charlton, corporate vice president in charge of Viewlex Custom Services Division, has announced that Joseph Whitener has joined Viewlex-Sonic Recording Products Inc. He will be serving in the capacity of plant/manufacturing engineer.

Viewlex-Sonic is one of nine coast-to-coast facilities, consolidated within the Custom Services Division of Viewlex, Inc., to offer complete record-pressing, tape duplicating and total packaging services.

100,000 square feet of additional production area was recently added at Viewlex-Sonic Recording. The expansion program resulted, in part, from the fact that production capacity of 12 inch LP's has tripled, and a new line of 45 RPM presses had become fully operational. Whitener will exercise engineering control over all facilities, equipment, buildings and maintenance procedures at the Viewlex-Sonic plant, and will be responsible for future installation of all automatic presses. In addition, all engineering and security personnel will be reporting directly to him.

Prior to joining Viewlex, Whitener was manufacturing supervisor at Johnson & Johnson in New Brunswick, N. J., and before that a mechanical engineer with Sperry Rand.

## Nonesuch Doubles Sales Over '72

HOLLYWOOD — Nonesuch Records' special 90-day program doubled the sales record set by WEA Distributors, Inc., in a similar program last year, according to Stan Marshall, national sales manager, Elektra Records. The program, which ended Nov. 30, was keyed to the theme "Explore the Worlds of Nonesuch" and was designed to bring the label's classical and Explorer releases to the attention of a larger audience.

Marshall stated, "Full credit must be given to all WEA branch salesmen who accomplished their objective by performing a brilliant job in introducing the Nonesuch catalog to a variety of new accounts as well as

## Polygram Names Tax Director

NEW YORK — Eugene B. Fischer has been appointed director of taxes at Polygram Corporation, reports Jacques R. Chabrier, Polygram's exec vice president of finance. Fisher has responsibility for supervision of tax planning and compliance for the corporation and its operating companies.

He is an attorney and certified public accountant with 15 years of experience in the music and entertainment fields. He comes to Polygram from 3½ years of private practice in New York City, dealing with a diversified show business clientele.

Earlier he was assistant tax director for North American Philips Corp.; assistant to the tax partner, Aronson & Oresman, C.P.A.'s; and senior accountant in charge of the audit of Southern Music Publishing for Ernest D. Loewenwarter & Co.

## Hannon To New Post At Merco

NEW YORK — Jack Griffith, vice president of marketing for Merco Enterprises, Inc., has announced the promotion of Dennis P. Hannon to the newly created post of director of merchandising.

Hannon, formerly director of rack operations, and a long term Merco employee, will be responsible for the creation, composition, and coordination of all advertising and merchandising for both the rack and retail divisions of Merco.

Nick Steinmetz, formerly district sales manager of the rack division, is being promoted to the post left vacant by Hannon's promotion. Steinmetz will be responsible for the activities within Merco's Rack Division.

Both Mr. Hannon and Steinmetz will report to Griffith in their new positions.

## Boyd Full Time On Hendrix Pic

NEW YORK — Warner Bros. has announced that Joe Boyd is leaving his position as director of music services in order to devote full time to a feature film documentary on Jimi Hendrix, which he is producing for the company.

No successor has yet been appointed, but Boyd will remain in an advisory capacity for the present and Dick Harris has been named to manage the music department on an interim basis. Harris is currently head music editor at Warner Bros. Studios in Burbank, Calif., and has been working in the music department with Boyd for the past year. Danny Gould remains as assistant to the department head.

The Hendrix documentary, as yet untitled, features previously unreleased footage of the late guitarist from The Monterey Festival, Woodstock, The Isle of Wight, Berkeley, and several other live appearances, and is tentatively scheduled for release in the Spring.

increasing sales through rack jobbers in key locations. The thorough use by the branches of advertising allocations with their accounts contributed toward making this one of the largest-grossing classical sales programs we've experienced."

The promo included a 10 discount program and special dating benefits as well as special merchandising tools, including four-color posters and banners for in-store display and a 50-pack display containing best-selling releases. Of particular note was a specially prepared 32-page catalog serving as a guide to the Nonesuch repertoire and a reference source for libraries.

Launched in 1964 and operating under the direction of Elektra vice president Teresa Sterne, Nonesuch broke the price barrier by offering repertoire from all musical eras at the same moderate price in both mono and stereo. Through its Explorer series, which presents exotic music from around the world, and its contemporary music program established in 1967, Nonesuch, representing more than 300 titles, is an acknowledged leader in its field.

## Lubarsky Asst. Controller At Polygram Corp.

NEW YORK — Paul H. Lubarsky has been appointed assistant to the controller at Polygram Corp., according to Roal H. Kraefft, vice president and controller for Polygram. Lubarsky is responsible for setting up books and accounting within Polygram Corp. and for assisting Kraefft in consolidation of accounting methods for Polygram's U.S. operating companies, Chappell Music, Mercury Records, MGM Records and Polydor Records.

Lubarsky moved to Polygram from Cities Service Corp., International Petroleum department, where he had served as a staff accountant since Feb. 1971. Earlier, he was a staff accountant for Van Raalte Company.

## ATI Expands Office, Staff

HOLLYWOOD — ATI has expanded its Los Angeles office. The new address is: 8693 Wilshire Blvd., Suite 204, Beverly Hills, Calif. 90211. The phone number is: (213) 657-8353.

ATI has also announced three new appointments to our staff of agents—Bob Bonus, Howard Ungerleider and Frank Western.

Bonus joined the Los Angeles office as of Dec. 1. His dealings will be with schools and promoters. Howard Ungerleider, who has been with ATI's publicity department for the past six months, will now handle schools in the mid-South and eastern Canada. Frank Western who comes to ATI with a sales background, will deal with schools in the deep South and Texas.

## Pat Cox To RC&B PR Co.

NEW YORK — Pat Cox, free-lance writer and publicist, has joined Rogers, Cowan & Brenner and will be based in the firm's eastern music division, reports Jonas Halperin, vice-president of the public relations company.

Ms. Cox has written for several leading publications including Rolling Stone, The Village Voice and Downbeat. She was also public relations director for Polydor Records and Ampex Records.

Ms. Cox is also on the faculty of The New York School for Social Research, where she teaches a course in music and youth culture.

Ms. Cox will coordinate the activities of the firm's music clientele with Halperin and Sandy Friedman, vice-president of the music division.

## MCA Videodisk

(Cont'd from p. 7)

to operate through any commercially available television set by being attached to the VHF antenna input terminal. These playback units were described as "optical systems using a non-physical contact laser read-out electronically transmitted to the TV screen." The problem of deterioration caused by record wear is therefore non-existent, and the life of the laser "pick-up" is estimated to be some 1900 hours. The latter may be replaced for under \$20.

Findlater stressed that in last week's demonstrations the company was "highlighting the entertainment aspects of Disco-Vision, although there are numerous additional applications for this technology, giving Disco-Vision an enormous range of business, educational and other uses." Among the latter are library uses, inventory controls and credit-card verification.

### Capability

In this connection it is interesting to note that one side of a 12-inch Disco-Vision record can hold up to 40 billion "bits" of information. It is thus capable of recording over 400 million nine-digit numbers, or the social security numbers of every man, woman and child in the country, with room to spare—all on only one side.

Asked about a target date for getting the video disc and the playback units into the marketplace, Findlater could give no firm answer, saying, "Stanford Research Institute is making a comprehensive in-depth study of the manufacturing, marketing and distribution fundamentals for us. We prefer to await their recommendations before making any definitive decisions in these areas."

His associate Kent Broadbent, vice president of MCA Disco-Vision and director of the project's research and development division, did tell Cash Box, however, that "the way things are going, you could expect the system to be commercially available for home use by 1975 but probably not before."

According to Broadbent, the Disco-Vision wing of the company has had some preliminary talks with MCA Records, but only that. He would not comment on the subject of these talks.

Mike Maitland, MCA label president, said for his part that any connection between the two divisions was at this point "a bit premature, though the facilities are there."

The film division, in addition, puts at the system's disposal more than 11,000 films, dating back from the present to the '30s. The seven-minute demonstration itself drew from two dozen MCA priorities ranging from the Mae West/W. C. Fields classic "My Little Chickadee" to the Ross Hunter production of "Airport." Viewers were given mock-ups of a five-record album offering "Airport" as a "complete motion picture for viewing on standard home TV sets."

## Musical Isle Xmas

(Cont'd from p. 9)

Your Face," Roberta Flack; "Close to You," the Carpenters; "Make Me Smile," Chicago; "Candy Man," Sammy Davis, Jr.; "Country Roads," John Denver; "The Happiest Girl in the Whole U.S.A.," Donna Fargo; and such older oldies as "Hawaii Five-O," the Ventures and "Moon River," Andy Williams, in addition to virtually all early Beatles singles.

While these are the hottest of the oldies, the company is currently stocking more than 300 titles in its active file.

On the high end of the price spectrum is one of the hottest of all the new packages, Cobblestone's "Newport New York" six-LP set; the new "Tommy" on Ode; UA's new soundtrack for "Man of La Mancha," "Europe '72," by the Grateful Dead on Warner Bros.; "Living in the Past," with Jethro Tull; and Neil Diamond's two-record live performance set on Uni.

# Don McLean

## The New Hit Single "Dreidel"

#51100

b/w Bronco Bill's Lament

### From The New Hit Album

LP: UAS-5651 8 Trk: U-8461 Cass: K-0461

DREIDEL • IF WE TRY • NARCISISSMA • BRONCO BILL'S LAMENT • BIRTHDAY SONG • THE PRIDE PARADE  
THE MORE YOU PAY (THE MORE IT'S WORTH) • FALLING THROUGH TIME • ON THE AMAZON • OH MY WHAT A SHAME



**UA**  
UNITED ARTISTS RECORDS

## NARAS Ballots, Pre-Nomination List Mailed Out

NEW YORK—Ballots for nominations for this year's Grammy Awards were mailed recently to all active members of the Record Academy (NARAS) along with the official pre-nominations list from which voters may select as many as five entries in a specified maximum number of categories. Included with the mailing was a return envelope which must be received by Haskins and Sells, the independent accounting firm that will tabulate the ballots, on or before Thursday, Dec. 28.

National president Wesley Rose, in a message to members, has stressed the extreme importance of voting in this round, inasmuch as the ballots will determine the Grammy Awards finalists in thirty-nine different categories. "Unless you support the entries of your choice in this round by voting," he has warned, "those choices may not even make it into the final round."

The list of final Grammy nominations will be released on Monday, Jan. 22, when final ballots will also be mailed to members. The Grammy winners themselves will be announced.



**DIAMOND IS FOREVER**—Over one million sales units for his recording of "Moods" has given Neil Diamond R.I.A.A. certification and another gold LP. Seen after presenting MCA's Uni recording artist and his producer, Tom Catalano, with gold records are: (left to right) Rick Frio, vice-president and director of marketing; Neil Diamond; Tom Catalano; and Pat Pipolo, vice-president and director of promotion. This marks the seventh gold LP for Diamond.

## Bell Pacts Mark James

NEW YORK — Dave Carrico, vice president of a & r has announced that Bell Records has signed an exclusive, long-term recording contract with Mark James, a young singer/composer who's penned million sellers for Elvis Presley and B. J. Thomas. James will be produced and managed by Steve Tyrell, who also produces Blood, Sweat & Tears, B. J. Thomas and Barry Mann.

Winner of the Songwriter Of The Year Award in 1971 from the Memphis Music Assoc., James wrote "Suspicious Minds" for Elvis Presley and "Hooked On A Feeling" and "Eyes Of A New York Woman" for B. J. Thomas, all three topping the million mark. He also composed "It's Only Love," which was a hit for both artists. James, who is from Houston, Texas, begins recording for Bell immediately.

## Buddy Allen Inks Spinners

NEW YORK—The Spinners, whose Atlantic single, "I'll Be Around," has sold over one million copies, have signed a personal management contract with Buddy Allen Management, Inc., 65 W. 55 St., N.Y.C.



**COASTING ALONG**—Shoot 'Em Up Photography has announced that King Records has chosen a Shoot 'Em Up photo for the album cover of the soon-to-be-released "Coasters On Broadway" LP. The photograph features Broadway Larry, a well-known fixture at 50th Street & Broadway.

The album, slated for a January release, marks the first album by the Coasters on King Records since their switch from Atlantic.

## One-To-One Proceeds To Four Charities

NEW YORK—Mayor John V. Lindsay, Geraldine Fitzgerald, Congressman Mario Biaggi, Assemblyman Andrew Stein and Kurt Vonnegut, Jr. held a press conference on Dec. 15 in the Blue Room at City Hall to distribute the first \$250,000 raised in the One-To-One Concert for the mentally retarded, held Aug. 30 at Madison Square Garden.

The money was presented in four equal shares to representatives of the Working Organization for Retarded Children; the Benevolent Society for Retarded Children (Willowbrook Chapter); Catholic Charities, Office for the handicapped (Diocese of Brooklyn); and the Assoc. for the Help of Retarded Children.

## Moodys Songbook

NEW YORK—"The Moody Blues," a souvenir pictorial songbook featuring music and lyrics by Moody Blues members Mike Pinder and Denny Laine, drawn from six historic albums, has been published. Compositions featured are from the Sparta Florida Music Group Ltd. catalog.

Included is "Simple Game," the Pinder-Laine song that won Great Britain's coveted Ivor Novello Award as "song of the year" for 1972. Moody Blues LP's represented include "The Moody Blues No. 1" and "The Magnificent Moodies."

The 144-page songbook was published by West Coast Publications Inc. at \$4.95. Part of Jeffrey Kruger's Ember International organization, the Sparta Florida Music Group licenses right in the United States and Canada through Kenwood Music, Inc.

## ADB&F Sign With Epic

NEW YORK—Epic Records has announced the signing of Canada-based rock group Atkinson, Danko, Broekie & Ford to an exclusive recording contract.

The band is a popular attraction north of the border and is currently climbing the Canadian singles charts with their "Right On" release. Epic plans to release Atkinson, Danko, Broekie and Ford's debut American single and album in early 1973.

## Atkinson As Epic 'Hero'

NEW YORK—Mike Atkinson, Epic's L. A. branch promotional manager, has become the latest winner of the Epic/Columbia Custom Labels Hero Of The Week award.

The award was inaugurated recently by the Epic promotion department and is presented weekly to the local promotional manager who has garnered the most outstanding achievements in the airplay and general creativity categories. Prior to Atkinson's presentation, Hero recipients were Bill Catino, branch promotional manager for the Cleveland-Pittsburgh area and Bud O'Shea, branch promotional manager in San Francisco.

In addition, a special Hero award was presented to New York branch manager Bob Mandel for his creativity in designing a special promotion supporting an embryonic Epic group, Robey, Falk & Bod. Mandel's work will be coordinated with the January release of the band's debut Epic LP.

## Indies & NARM

(Cont'd from p. 7)

outline their problems and objectives. The meeting will be chaired by Joseph Simone of Progress Distributing Co. in Cleveland, Ohio. Howard Ring of Music Merchants of New England, Woburn, Mass., will keynote the session.

At the Opening Business Session, a "Partners in Progress" (the convention theme) symposium will be held, at which Jack Solinger of Independent Music Sales in San Francisco will speak as the distributor on the panel. (Other "Partners" represented will be the rack jobber, indie retailer, and chainstore mass merchandiser.)

Following the opening business session, a Rap Luncheon will be held, which will be co-chaired by Seymour Greenspan of Summit Distributors in Chicago, and his "Partner in Progress" Marvin Schlachter, President of GRT Records. Distributors and manufacturers are invited to attend this Rap Luncheon, for a discussion of their mutual problems and ways in which to solve them.

Jules Malamud stated, "As a result of these three meetings (one for the distributors alone, one in which the distributors story is presented to the entire industry, and the combined distributors-manufacturer meeting), it is expected that plans will develop for future activities and programs for distributors, within the aegis of NARM."

## Dick Murray Dies

NEW YORK—Richard (Dick) F. Murray, former general manager and foreign manager of ASCAP from 1946 to 1962, died in Sarasota, Fla. last Tuesday (12). Murray, 74 years old, retired from ASCAP in 1962 after suffering a slight cerebral hemorrhage. Prior to his position with the performing rights organization, Murray was with Paramount Pictures.

Since retiring from the Society, Murray and his wife, Terry, resided at 1832 Pandora Drive, Sarasota, Florida. In addition to his wife, Murray is survived by his son, Richard F. Murray, Jr., daughters Mrs. Betty Cooper and Mrs. Joan Smith, a brother, three sisters, grandchildren and several great grandchildren. Funeral services were held last Friday (15) in Sarasota.

## Brut Label

(Cont'd from p. 7)

soundtracks to several of the upcoming features from Brut Productions. The first of these, scheduled for release in early 1972, is the soundtrack from the black motion picture, "Book Of Numbers."

"The philosophy of our label is similar to that of The Buddah Group," Barrie continued, "in that we plan to concentrate on a limited number of artists and to give each of them a lot of backing. Our interest is in contemporary artists. This encompasses rock music as well as things that are a little out of the ordinary."

Apart from the soundtrack albums, the first Brut releases will be single records. At present, Brut intends to develop a company of limited size that will work with outside producers. For this reason, they feel a distribution agreement with an established label is more suitable than attempting to set up an indie distribution network. Both Brut Productions, and the parent company, Faberge, have been involved with the record buying public as a market for certain of their fragrances. Faberge has sponsored various television shows directed to young people, such as the recently aired "Good Vibrations From London."

Brut Records is a New York City based company, located in the offices of Faberge at 1345 Avenue of the Americas.

## Elektra Sales Meet

(Cont'd from p. 9)

leases the four-day convention will encompass a wide variety of industry, entertainment and recreational activities.

Live performances by several Elektra artists are slated, including Aztec Two Step, Bread, Casey Kelly, Mickey Newbury and Sweet Salvation. There will also be an hour-long feature film produced by award-winning photographer Frank Bez and William S. Harvey, executive vice president in charge of creative services and head of Elektra's new audio visual department. The film will feature new product by Carly Simon, Judy Collins, Curt Boetcher, Bread, Dana Cooper, Mickey Newbury, Billy Mernit, The New Seekers ("The Best of the New Seekers") and French singer Veronique Sanson. (This film is the debut offering of the company's audio visual department which was established a little over a month ago.)

Also previewed at the convention will be the first releases from Countryside, Elektra's joint label venture with Mike Nesmith into the country field, along with upcoming product on the Nonesuch classical line. The latter will be represented, too, by an exhibition of its prize-winning cover art.

In describing the industry features of the convention, the theme of which is "Sales Support Promotion and Promotion Supports Sales", George Steele, III, vice president, marketing, noted that there will be two seminars and a special interview with Elektra president Jac Holzman fielding questions pitched by "reporter" Joel Friedman, president of W-E-A Distributing Corp.

**What does a band  
whose members have played with  
Blood, Sweat & Tears, Carly Simon,  
Woody Herman, Melanie, Jimi Hendrix,  
Paul McCartney, Roberta Flack, Richie  
Havens, Count Basie, Gerry Mulligan,  
Miles Davis, Chico Hamilton, Louis Bonfa,  
Arsnova, Peggy Lee, B. B. King, Paul Simon,  
Buddy Rich, Don McClean, Stan Getz,  
Maynard Ferguson, James Taylor, Marvin Gaye,  
Lionel Hampton, George Shearing, John  
Lennon, Dionne Warwicke, George Harrison,  
King Curtis, Neil Diamond, Art Blakey,  
Gary Burton, Sonny Stitt, Genya Raven,  
Dizzy Gillespie, Aretha Franklin, Gary  
McFarland, Tim Hardin, James Brown,  
Wes Montgomery, Paul Desmond, Bill  
Evans, Peter, Paul & Mary  
sound like?**



**WHITE ELEPHANT**  
**16 Members Strong**  
**JSS 3000**



**JUST SUNSHINE RECORDS**  
Distributed by Famous Music Corporation  
A Gull+Western Company

# ROLLING STONES

## MORE HOT ROCKS

(big hits & faded cookies)

GOOD TIMES BAD TIMES	I'M FREE
NOT FADE AWAY	OUT OF TIME
THE LAST TIME	NO EXPECTATIONS
SITTIN' ON A FENCE	LADY JANE
DANDELION	IT'S ALL OVER NOW
SHE'S A RAINBOW	WE LOVE YOU
CHILD OF THE MOON	LET IT BLEED
2000 LIGHT YEARS FROM HOME	TELL ME
HAVE YOU SEEN YOUR MOTHER, BABY,	
STANDING IN THE SHADOW?	
<u>PREVIOUSLY UNRELEASED IN AMERICA</u>	
FORTUNE TELLER	WHAT TO DO
BYE BYE JOHNNIE	COME ON
I CAN'T BE SATISFIED	MONEY
LONG LONG WHILE	POISON IVY



available on **LONDON** records and **abkco** tapes.

# CashBox Top 100 Albums

1	<b>SEVENTH SOJOURN</b> MOODY BLUES (Threshold THS 7) (Dist: London)	1	35	<b>(IF LOVING YOU IS WRONG) I DON'T WANT TO BE RIGHT</b> LUTHER INGRAM (KoKo KDS 2202) (Dist: Col.)	36	68	<b>I AM WOMAN</b> HELEN REDDY (Capitol ST 11068)	89
2	<b>RHYMES &amp; REASONS</b> CAROLE KING (Ode SP 77016) (8T/CS 77016) (Dist: A&M)	2	36	<b>FOR THE ROSES</b> JONI MITCHELL (Asylum SD 5057) (CT/CA 5057) (Dist: Atlantic)	43	69	<b>LIZA WITH A 'Z'</b> LIZA MINNELLI (Columbia KC 31762) (CT/CS 31762)	61
3	<b>CARAVANSERAI</b> SANTANA (Columbia KC 31610) (CT/CA 31610)	3	37	<b>WHY DON'T CHA</b> WEST, BRUCE & LAING (Columbia KC 31929) (CT/CA 31929)	39	70	<b>THE LADY'S NOT FOR SALE</b> RITA COOLIDGE (A&M SP 4370) (8T/CS 4370)	79
4	<b>CATCH BULL AT FOUR</b> CAT STEVENS (A&M 4365) (8T/CS 4365)	4	38	<b>360° OF BILLY PAUL</b> (Phila. Int'l 31793) (Dist: Columbia)	58	71	<b>SPACE ODDITY</b> DAVID BOWIE (RCA LSP 4813)	80
5	<b>SUPER FLY</b> CURTIS MAYFIELD—Original Motion Picture Soundtrack (Curton CR8 8014)	6	39	<b>THE CHI-LITES GREATEST HITS</b> (Brunswick 754184)	41	72	<b>OLD DAN'S RECORDS</b> GORDON LIGHTFOOT (Reprise MS 2116) (M8/M5 2116)	72
6	<b>LIVING IN THE PAST</b> JETHRO TULL (Chrysalis 2CH 1035) (M8/M5 1035) (Dist: W.B.)	7	40	<b>TO WHOM IT MAY CONCERN</b> BEE GEES (Atco 7012) (TP/CS 7012) (Dist: Atlantic)	48	73	<b>AN ANTHOLOGY</b> DUANE ALLMAN (Capricorn 2LP 0108) (Dist: W.B.)	86
7	<b>ALL DIRECTIONS</b> TEMPTATIONS (Gordy G962)	5	41	<b>HOT AUGUST NIGHT</b> NEIL DIAMOND (MCA 28000)	97	74	<b>GOLDEN DECADE</b> CHUCK BERRY (Chess 2CH 1514)	75
8	<b>I'M STILL IN LOVE WITH YOU</b> AL GREEN (Hi XSHL 32074) (Dist: London)	10	42	<b>KEEPER OF THE CASTLE</b> FOUR TOPS (Dunhill OS 50129)	50	75	<b>FRESH</b> RASPBERRIES (Capitol ST 11123)	85
9	<b>SUMMER BREEZE</b> SEALS & CROFT (W.B. BS 2629) (M8/5 2629)	11	43	<b>I MISS YOU</b> HAROLD MELVIN & BLUE NOTES (Phila. Int'l KZ 31648) (Dist: Columbia)	45	76	<b>THE SLIDER</b> T. REX (Reprise 2095)	73
10	<b>BLACK SABBATH VOL. IV</b> (W.B. BS 2602) (M8/M5 2602)	9	44	<b>SEVEN SEPARATE FOOLS</b> 3 DOG NIGHT (Dunhill DSD 501-18) (8/5 50119) (Dist: ABC)	44	77	<b>THE LONDON CHUCK BERRY SESSIONS</b> Chess CH 60020	57
11	<b>PHOENIX</b> GRAND FUNK (Capitol SMAS 11099)	8	45	<b>OF A SIMPLE MAN</b> LOBO (Big Tree 2013) (M8/M5 2013) (Dist: Bell)	47	78	<b>THE RISE &amp; FALL OF ZIGGY STARDUST &amp; THE SPIDERS FROM MARS</b> DAVID BOWIE (RCA LSP 4702) (P85/PK 1932)	92
12	<b>CLOSE TO THE EDGE</b> YES (Atlantic 7244) (TP/CS 7244)	12	46	<b>NO SECRETS</b> CARLY SIMON (Elektra EKS 75049)	68	79	<b>THE PARTRIDGE FAMILY NOTEBOOK</b> (Bell 1111)	81
13	<b>LOGGINS &amp; MESSINA</b> (Columbia KC 31748) (OT/CA 31748)	13	47	<b>HONKY CHATEAU</b> ELTON JOHN (Uni 93135)	46	80	<b>ON STAGE</b> RICHIE HAVENS (Stormy Forest 2BSFS 6012)	64
14	<b>THE GUITAR MAN</b> BREAD (Elektra EKS 75047) (ET 85047) (TC 55047)	22	48	<b>THE MAGICIAN'S BIRTHDAY</b> URIAH HEEP (Mercury SRM 1-652)	56	81	<b>BACK STABBERS</b> O'JAYS (Phila. Int'l 31712) (Dist: Columbia)	71
15	<b>THE WORLD IS A GHETTO</b> WAR (United Artists UAS 5652)	26	49	<b>STONEGROUND WORDS</b> MELANIE (Neighborhood NRS 47009) (Dist: Famous)	51	82	<b>A SONG FOR YOU</b> CARPENTERS (A&M SP 3511) (8T/CS 3511)	74
16	<b>BEN</b> MICHAEL JACKSON (Motown M 755)	15	50	<b>JOURNEY THROUGH THE PAST</b> NEIL YOUNG/SOUNOTRACK (Reprise 2XS 6480)	53	83	<b>WAR HEROES</b> JIMI HENDRIX (Reprise MS 21030) (M8/M5 21030)	95
17	<b>ONE MAN DOG</b> JAMES TAYLOR (Warner Bros. BS 2660) (M8/M5 2660)	27	51	<b>TALKING BOOK</b> STEVIE WONDER (Tamla 319)	69	84	<b>STILL BILL</b> BILL WITHERS (Sussex SXBS 7014) (Dist: Buddah)	87
18	<b>BURNING LOVE</b> ELVIS PRESLEY (CAS 2595) (C8S/CK 1216)	24	52	<b>JOE COCKER</b> (A&M 4368) (8T/CS 4368)	66	85	<b>TAPESTRY</b> CAROLE KING (Ode 77009)	77
19	<b>NEW BLOOD</b> BLOOO SWEAT & TEARS (Columbia KC 31780) (CA/CT 31780)	21	53	<b>CARNEY</b> LEON RUSSELL (Shelter SW 8911) (8XW/4XW 8911) (Dist: Capitol)	18	86	<b>HIMSELF</b> GILBERT O'SULLIVAN (Mam 4) (Dist: London)	67
20	<b>CRAZY HORSES</b> THE OSMONOS (MGM/Kolob SE 4581)	20	54	<b>MOODS</b> NEIL DIAMOND (Uni 93136)	33	87	<b>ERIC CLAPTON AT HIS BEST</b> (Polydor PD 3503)	70
21	<b>I CAN SEE CLEARLY NOW</b> JOHNNY NASH (Epic 31607)	23	55	<b>CREEDENCE GOLD</b> CREEDENCE CLEARWATER (Fantasy 9418)	65	88	<b>FACES</b> SHAWN PHILLIPS (A&M 4363) (8T/CS 4363)	104
22	<b>ROUND 2</b> STYLISTICS (Avco AV 11006)	31	56	<b>WHO CAME FIRST</b> PETER DINKLAGE (Decca/Track 0L7-9189)	60	89	<b>LOST &amp; FOUND</b> HUMBLE PIE (A&M SP 3513)	83
23	<b>ROCK OF AGES</b> BANO (Capitol SABB 11045) (8XBB/4XBB 11045)	16	57	<b>BABY DON'T GET HOOKED ON ME</b> MAC DAVIS (Columbia KC 31770) (CT/CS 41770)	32	90	<b>JESUS WAS A CAPRICORN</b> KRIS KRISTOFFERSON (Monument 31909) (Dist: Columbia)	99
24	<b>ROCKY MOUNTAIN HIGH</b> JOHN OENVER (RCA LSP 4731) (P8S/PK 1972)	25	58	<b>TRILOGY</b> EMERSON, LAKE & PALMER (Cotillion SD 9903) (TP/CS 9903)	19	91	<b>IT NEVER RAINS IN SOUTHERN CALIFORNIA</b> ALBERT HAMMOND (Mums KZ 31905) (Dist: Columbia)	102
25	<b>DAYS OF FUTURE PASSED</b> MOODY BLUES (Oeram WES 18012) (Dist: London)	14	59	<b>ROCK AND ROLL MUSIC TO THE WORLD</b> TEN YEARS AFTER (Columbia KC 31779) (C8/CT 31779)	28	92	<b>THE PARTRIDGE FAMILY AT HOME WITH THEIR GREATEST HITS</b> (Bell 1107) (8/5 1107)	81
26	<b>HOMECOMING</b> AMERICA (Warner Bros. GS 2655) (M8/M5 2655)	52	60	<b>NEVER A DULL MOMENT</b> ROD STEWART (Mercury SRM-1-646) (MC-8-646) (MCR-4-646)	29	93	<b>LYNN ANDERSON'S GREATEST HITS</b> (Columbia KC 31641) (CA/CT 31641)	94
27	<b>CLASS CLOWN</b> GEORGE CARLIN (Little Oavid LO 1004) (TP/CS 1004) (Dist: Atlantic)	30	61	<b>BIG BAMBU</b> CHEECH & CHONG (Ode SP 77014) (8T/CS 77014)	62	94	<b>L. A. REGGAE</b> JOHNNY RIVERS (United Artists UAS 5650) (U 8460) (K 0460)	98
28	<b>LADY SINGS THE BLUES</b> DIANA ROSS/SOUNOTRACK (Motown M 758 O)	40	62	<b>SIMON &amp; GARFUNKEL'S GREATEST HITS</b> (Columbia KC 31350) (CT/CS 31350)	63	95	<b>RISING</b> MARK/ALMONO (Columbia KC 31917) (CA/CT 31917)	96
29	<b>ROCK ME BABY</b> DAVID CASSIOY (Bell 1109) (M8/M5 1109)	34	63	<b>TOULOUSE STREET</b> DOOBIE BROS. (Warner Bros. BS 2634)	38	96	<b>GARDEN PARTY</b> RICK NELSON & THE STONE CANYON BAND (Oecca DL 7-5391)	150
30	<b>CHICAGO V</b> (Columbia KC 31102) (CT/CS 31102)	17	64	<b>THE DEVINE MISS M</b> BETTE MIOLER (Atlantic SD 7238) (TP/CA 7238)	78	97	<b>HOT ROCKS 1964-1971</b> ROLLING STONES (London 2 PS 606/7)	82
31	<b>TOMMY</b> THE LONDON SYMPHONY ORCHESTRA & CHAMBER CHOIR WITH GUEST SOLOISTS (Ode SP 99001) (Dist: A&M)	49	65	<b>THE 5th DIMENSION GREATEST HITS</b> (Bell 1106) (8/5 1106)	54	98	<b>WILLIE REMEMBERS</b> RARE EARTH (Rare Earth R5431) (Dist: Motown)	109
32	<b>BARBRA STREISAND LIVE CONCERT AT THE FORUM</b> (Columbia KC 31760) (CT/CA 31760)	37	66	<b>GOOD FOOT</b> JAMES BROWN (Polydor PD 2-3004)	76	99	<b>PASSIN' THRU</b> JAMES GANG (ABC ABCX 760)	84
33	<b>FULL HOUSE</b> J. GEILS BANO (Atlantic 7241) (TP/CS 7241)	35	67	<b>DOS</b> MALO (Warner Bros. BS 2652) (M8/M5 2652)	55	100	<b>PURPLE PASSAGES</b> DEEP PURPLE (W.B. BS 2644) (M8/M5 2644)	90
34	<b>EUROPE '72</b> GRATEFUL DEAD (Warner Bros. 3 WX 2668)	42						

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|--|--|--|
| <p>101 <b>ALL IN THE FAMILY 2nd ALBUM</b><br/>ORIGINAL TV CAST (Atlantic SD 7232) (TP/CA 7232) 101<br/><b>THE INCOMPARABLE CHARLEY PRIDE</b><br/>(Camden CAS 2584) (C8S 1208) (Dist: RCA) 116</p> <p>102 <b>MAN OF LA MANCHA</b><br/>MOVIE SOUNDTRACK (United Artists UAS 9906) 117</p> <p>104 <b>LION'S SHARE</b><br/>SAVOY BROWN (Parrot XPAS 71057) (Dist: London) 103</p> <p>105 <b>MY BEST TO YOU</b><br/>DONNY OSMOND (MGM SE 4872) —</p> <p>106 <b>MAN WHO SOLD THE WORLD</b><br/>DAVID BOWIE (RCA LSP 4816) (P8S/PK 2103) 110</p> <p>107 <b>SONG SUNG BLUE</b><br/>JOHNNY MATHIS (Columbia KC 31626) (ST/CA 31626) 91</p> <p>108 <b>ALL THE KINGS HORSES</b><br/>GROVER WASHINGTON JR. 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## R & B TOP 60

- |  |  |  |  |
|--|--|--|--|
| <p>1 <b>ME &amp; MRS. JONES</b><br/>Billy Paul (Phila. Int'l 3521) (Dist: Columbia) 2</p> <p>2 <b>YOU OUGHT TO BE WITH ME</b><br/>Al Green (Hi 2227) (Dist: London) 1</p> <p>3 <b>PAPA WAS A ROLLING STONE</b><br/>Temptations (Gordy 7121F) 3</p> <p>4 <b>CORNER OF THE SKY</b><br/>Jackson Five (Motown 1214) 6</p> <p>5 <b>I'M STONE IN LOVE WITH YOU</b><br/>Stylistics (Avco 4603) 4</p> <p>6 <b>992 ARGUMENTS</b><br/>The O'Jays (Phila. Int'l 3522) (Dist: Columbia) 7</p> <p>7 <b>LOVE JONES</b><br/>Brighter Side of Darkness (20th Century Fox 2002) 16</p> <p>8 <b>KEEPER OF THE CASTLE</b><br/>The Four Tops (Dunhill 4330) 11</p> <p>9 <b>IF YOU DON'T KNOW ME BY NOW</b><br/>Harold Melvin &amp; Blue Notes (Phila. Int'l 3520) (Dist: Columbia) 5</p> <p>10 <b>I GOT A BAG OF MY OWN</b><br/>James Brown (Polydor 14153) 12</p> <p>11 <b>A MAN SIZED JOB</b><br/>Denise LaSalle (Westbound 206) (Dist: Janus) 9</p> <p>12 <b>SUPERSTITION</b><br/>Stevie Wonder (Tamla 54226) 17</p> <p>13 <b>ONE NIGHT AFFAIR</b><br/>Jerry Butler (Mercury 362) 20</p> <p>14 <b>SUPERFLY</b><br/>Curtis Mayfield (Curtom 1978) (Dist: Buddah) 19</p> <p>15 <b>WORK TO DO</b><br/>The Isley Brothers (T. Neck 936) 8</p> <p>16 <b>WHY CAN'T WE LIVE TOGETHER</b><br/>Timmy Thomas (Glades 1703) 21</p> | <p>17 <b>ONE LIFE TO LIVE</b><br/>The Manhattans (Deluxe 139) 13</p> <p>18 <b>THE WORLD IS A GHETTO</b><br/>War (United Artists 50975) 25</p> <p>19 <b>MAMA TOLD ME NOT TO COME</b><br/>Wilson Pickett (Atlantic 2909) 18</p> <p>20 <b>I'LL BE YOUR SHELTER</b><br/>Luther Ingram (Koko 2113) (Dist: Atlantic) 27</p> <p>21 <b>TROUBLE IN MY HOME</b><br/>Joe Simon (Spring 130) (Dist: Polydor) 29</p> <p>22 <b>PEACE IN THE VALLEY</b><br/>Persuaders (Win or Lose 225) (Dist: Atlantic) 10</p> <p>23 <b>IF YOU LET ME</b><br/>Eddie Kendricks (Tamla 54222) 24</p> <p>24 <b>I CAN SEE CLEARLY NOW</b><br/>Johnny Nash (Epic 10902) 14</p> <p>25 <b>BABY SITTER</b><br/>Betty Wright (Alston 4614) 15</p> <p>26 <b>REELIN' &amp; ROCKIN'</b><br/>Chuck Berry (Chess 2136) 33</p> <p>27 <b>FEEL THE NEED</b><br/>Detroit Emeralds (Westbound 209) 30</p> <p>28 <b>TRYING TO LIVE MY LIFE</b><br/>Otis Clay (Hi 2226) (Dist: London) 31</p> <p>29 <b>TROUBLE MAN</b><br/>Marvin Gaye (Tamla 54228) (Dist: Motown) 41</p> <p>30 <b>BEGGIN'S HARD TO DO</b><br/>The Montclairs (Paula 375) 32</p> <p>31 <b>I LOVE YOU MORE THAN YOU'LL EVER KNOW</b><br/>Donny Hathaway (Atlantic 6903) 22</p> <p>32 <b>THAT'S HOW LOVE GOES</b><br/>Jermaine Jackson (Motown 1201) 38</p> | <p>33 <b>FIRST TIME EVER I SAW HER FACE</b><br/>Jimmy Castor (RCA 0836) 36</p> <p>34 <b>I NEVER FOUND A MAN</b><br/>Esther Philips (Kudu 910) (Dist: CTI) 40</p> <p>35 <b>SLOW MOTION</b><br/>Johnny Williams (Phila. Int'l 3518) (Dist: Columbia) 23</p> <p>36 <b>OH NO, NOT MY BABY</b><br/>Merry Clayton (Ode 66030) (Dist: A&amp;M) 43</p> <p>37 <b>IT'S TOO LATE</b><br/>Reuben Bell (Deluxe 140) (Dist: King) 42</p> <p>38 <b>THEME FROM THE MEN</b><br/>Isaac Hayes (Enterprise 0058) (Dist: Columbia) 28</p> <p>39 <b>JUST AS LONG AS WE'RE IN LOVE</b><br/>The Dells (Cadet 5694) 26</p> <p>40 <b>HARRY HIPPIE</b><br/>Bobby Womack &amp; Peace (United Artist 50988) 46</p> <p>41 <b>I MISS YOU BABY</b><br/>Millie Jackson (Spring 131) (Dist: Polydor) 50</p> <p>42 <b>LET US LOVE</b><br/>Bill Withers (Sussex 247) (Dist: Buddah) 49</p> <p>43 <b>WE NEED ORDER</b><br/>Chi-Lites (Brunswick 55489) —</p> <p>44 <b>WISH THAT I COULD TALK TO YOU</b><br/>Sylvers (Pride 1019) (Dist: MGM) 51</p> <p>45 <b>AS LONG AS I DON'T SEE YOU</b><br/>Little Johnny Taylor (Ronn 66) 47</p> <p>46 <b>THE TRUTH SHALL MAKE YOU FREE</b><br/>King Hannibal (Aware) 52</p> | <p>47 <b>WHAT MY BABY NEEDS NOW IS A LITTLE MORE LOVING</b><br/>James Brown &amp; Lynn Collins (People 14157) (Dist: Polydor) —</p> <p>48 <b>SILLY WASN'T I</b><br/>Valerie Simpson (Tamla 54624) —</p> <p>49 <b>BREAKING UP SOMEBODY'S HOME</b><br/>Albert King (Stax 0147) —</p> <p>50 <b>TODAY I STARTED LOVING YOU AGAIN</b><br/>Bettye Swann (Atlantic 2921) —</p> <p>51 <b>(I GOT) SO MUCH TROUBLE IN MY MIND</b><br/>Joe Quarterman &amp; Free Soul (GSF 6879) 53</p> <p>52 <b>WE DID IT</b><br/>Syl Johnson (Hi 2229) (Dist: London) 56</p> <p>53 <b>HOUSE OF MEMORIES</b><br/>Willie Roundtree (Chelsea 0108) (Dist: RCA) 54</p> <p>54 <b>FROM THE LOVE SIDE</b><br/>Hank Ballard (Polydor PD 14128) —</p> <p>55 <b>LOVE WALKED OUT</b><br/>Don Downing (Road Show 7001) 57</p> <p>56 <b>GIVE ME YOUR LOVE</b><br/>Barbara Mason (Buddah 331) —</p> <p>57 <b>CRUMBS OFF THE TABLE</b><br/>Laura Lee (Hot Wax 7210) (Dist: Buddah) 58</p> <p>58 <b>AFTER HOURS</b><br/>J. R. Bailey (Toy PR 3805) —</p> <p>59 <b>I'M SORRY</b><br/>Barbara Jean English (Alithia 6042) —</p> <p>60 <b>DON'T MISUNDERSTAND</b><br/>O. C. Smith (Columbia 45655) —</p> |
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# Dick Lavsky: Ad Music Is Tuned To The Ears Of Madison Avenue, Not Top 40

NEW YORK — There would be a greater number of hit songs coming out of musical commercial production if it were not for certain ad agency policies. These are the insights of Dick Lavsky, founder and president of Dick Lavsky's Music House Inc.

### Economy

One factor limiting the potential of hits from spot production is economic. When budgets are low per project (as they always seem to be when the general economic picture looks bleak), "music is the first item cut." According to Lavsky, music may be sliced out entirely under these conditions. Or the agency may prefer to keep costs down by utilizing "library music," previously published material not identifiable as a hit to the general public.

Lavsky still finds a market for 200 or so pieces which he writes per year expressly for commercial purposes. Some of his recent projects include two for NBC ("This fall, NBC has it all" spots as well as the daytime promotional soundtrack, "I Like Being With You.") and a new jingle package for WNEW-AM.

### Music Lag

There's always a general time lag in musical up-to-dateness in the minds of agency execs who commission music, according to Lavsky. Usually, their ears are two years behind what's happening on the charts. This detracts from an ultra-contemporary approach which would lead to more "hit" commercials in the chart sense.

Many agencies are afraid of rock in its purest form altogether. They feel it will limit the effectiveness of their product pitches and gravitate toward the MOR sound for the mass market. With so much of the record market being rock-oriented, this limits the chart success of the original "commercial" song to the MOR/Top 40 crossover segment of the industry.

### Buying White

One look at the charts today and anyone can see that black music is stronger than ever. But with few exceptions, Lavsky notes that the agencies don't want black music for their commercials. For special projects, such as spots which will be aired only in heavily black markets or on soul radio stations, black can be beautiful to the agency. But black, like rock music is viewed as of limited mass appeal and hence not suitable for a national ad campaign.

This is doubly curious as many of the black vocalists of today started out recording commercials in the somewhat more rigid musical formats dictated by agencies. Lavsky cited Melba Moore and Varlerie Simpson as two examples.

### Buying Hits

Still, hits do come out of the commercial music soundtrack. The most recent example of course is "I'd Like To Teach The World To Sing," a two-

time Top 20 record this year for The New Seekers and The Hillside Singers, written as a Coca-Cola commercial. Past hits include "No Matter What Shape," and "The Girl Watcher's Theme." But frequently, agencies will pay huge sums for already established songs they feel fit the mood they are trying to create to sell their product. Donovan's "Wear Your Love Like Heaven" (for Love Cosmetics) and "Up Up And Away" (for TWA) were so purchased. So one could almost say that hits make commercials as often as commercials make hits under the present state of affairs.

### Parakeets

Lavsky as a composer must work under conditions as they are and he regards each project as a special challenge. He is a songwriter who also must excel at arranging, producing, editing and engineering. The folks on his staff must also feel at ease wearing a number of hats. Music House's facilities include an eight-track studio and moog synthesizer. These features are dutifully noted on his business card above a more curious line, "Parakeet Training." Humor is an important part of success when working for and between client and agency.

## A Hillside Xmas

NEW YORK — Metromedia's Hillside Singers have taped the "Wonderama Show" in the form of a Christmas special, to be seen on five different Metromedia outlets including WNEW-TV (New York), KTTV (Los Angeles), WTTG (Washington), WCTM (Minneapolis, St. Paul) and WXTX (Cincinnati). Also featured are the Bill Baird marionettes, singer/guitarist Chris Wallace and several animated Walt Disney characters. The show will be aired Dec. 24th.

## Film Charles TV Special In Israel

HOLLYWOOD — "Ray Charles in the Holy Land," a television special starring Ray Charles to be shot in Israel in mid-December, is the first project to be filmed under the newly-formed Joe Adams Productions, Inc. banner.

Charles, the Raeletts, and the Ray Charles Orchestra departed for Israel following the Ray Charles Show's final performance at the Valley Music Theatre in Los Angeles, Dec. 10, for the special and a series of three concerts.

## ABC Sets Up Radio Scholarships

HOLLYWOOD — Marv Helfer, vice president of ABC/Dunhill Records, has allocated company funds for two full scholarships for minority-group members attending the recently created Los Angeles School of Broadcasting. The creation of the scholarships marks another step for ABC in its continuing program of community involvement.

The Los Angeles School of Broadcasting, established this year by Don (Tracy) Malloy, is the first black-owned and operated broadcasting school in the United States. The aim of the school, according to Malloy, "is to turn out qualified announcers who can enter the broadcasting industry on a professional level." Scholarship funds will be given directly to the school, which will then select two recipients for the scholarships.



FRIENDLY RASPBERRIES—Rick Sklar, operations director at WABC (front, right) with Max Kendrick, Capitol artist relations east coast (front, left) and Capitol's Raspberries. The successful quartet had just played for a benefit at the Friends Seminary's school fair.

## STATION BREAKS:

Ringling Out The Old Department: Stations across the continent are busily compiling their year-end musical analyses for special broadcasts of various types. Soul programmers should take note of "Retrosoul '72," a three-hour countdown of the year's top r&b items produced by Chicago's Gib-tajon Productions (30 W. Washington, zip 60602) and narrated by WGRT's Don Sainte-John. CHUM's year-end festivities are planned to include the most significant news stories of the year as well as songs in their eight-hour New Year's documentary... New music director for WHN is Corrine Baldassano, replacing Bob Russo who's moved to assistant pd for the station. She's been a producer for Dean Lewis as well as Bob's assistant during the past two years at the New York MOR.

WIOD has found the football widow whose tale of woe is, in their opinion, saddest of all. Wives whose husbands are pigskin freaks were asked to submit short essays to prove their status as "Football Widow Of The Year." Judges included the wife of the Miami station's sports director Rick Weaver—Bobbie—as well as the wife of Dolphin running back Jim Kiick—Alice—and National Airlines Stewardess Karen Jones. As you might expect, the choice wasn't an easy one to make. One "widow" told of how she made a sexy negligee out of astroturf to get her husband's attention. Another recalled, "If it weren't for a particularly crucial half time, my husband never would have taken me to the hospital to have the baby." The winner was Mrs. Jeanie Hudson of Fort Lauderdale. She explained her husband's enrapturement with the sport as a problem in misplaced identity. She cited how Mr. Hudson rationalizes that Joe Namath is a native of his father-in-law's home town, that the University of Florida is his buddy's alma mater and so on.

"My husband manages to identify with the entire AFC, NFC, Ivy League, Southern Conference and even the Fort Lauderdale's Boys Football League," she concluded. First prize? Why, two tickets to the Super Bowl! You were expecting maybe season passes to the opera?

WBRU has begun broadcasting from its new 50,000 watt transmitter. The commercially licensed FM began in 1966 and went progressive rock in '69... We've heard of jocks becoming recording artists, but few take the opposite route. One who mixes both careers together is Last Poets-member Felipe Luciano. He hosts a weekly show on NY's WRVR called "Latin Roots" (Sundays, 2-7 pm). The show's chief audience is the two million-strong Spanish-surnamed audience in the metropolitan area.

Eleventh Hour Records recently sent an interesting letter and gift to all air personnel at Cleveland's WNCN, Boston's WBCN, Hartford's WHNC, Philly's WFIL and Chicago's WBBF-FM. We quote the missive: "Please accept this can of beans in the self-eliminating spirit in which it is given. We understand the problems involved in playing long cuts such as "Juggernaut" from our Polyphony LP. It's hard to squeeze in during commercial periods of the day. We feel that these beans may be our salvation on the above mentioned cut. Upon eating them at the beginning of your shift, we hope that you will soon be looking for a long, tasty cut to play while you dash off to organically recycle the beans. Please keep us posted on the results. We will be glad to ship you a case every week." Well, that's one approach to promotion!

Aircheck: Tom Adams, WIOD (Miami): "I was late for my show today; I had all my clothes stolen at a massage parlor."

robert adels



Dick Lavsky

## Renee Records Appoints Malverne

NEW YORK — Renee Records, Inc., located in this city has appointed Malverne Distributors to handle the two new Renee Records singles, "Put Your Mind In Your Pocket b/w 'Truckin'" by Midnight Movers, Unltd and "Something Has Got To Change" by Butterscotch. Members of the Midnight Movers, Unltd, recently performed at the NYC Black Expo held at the Americana.

George Patterson, Curtis Pope, Jack Philpot, Bernard Wells, George Moreland and Blake Hinds are members of Midnight Movers.

## Persuaders Resign Contract with Atl.



Douglas Scott (Smokey), Lead; Vic O'Gilvie, Atlantic Artist Relations; John Tobias, Tenor; Willie Holland, Baritone; Thomas Lee Hill, Baritone & Barbara Harris, Artist Relations, Atlantic.

## Stars Shine On Sickle Cell TV'er



Nipsey Russell, serving as a host of the sickle cell telethon, introduces Aretha Franklin who was one of the many stars offering their services for this worthy cause that was aired live from the Palace Theater, N.Y.C., Dec. 9-10.

**POSITIVELY SOUL**—Roberta Flack, Cornell Dupree and Jerry Jemott are involved in an auto accident on the Triboro Bridge, early afternoon, Monday, Dec. 11th. Cornell, guitarist, is reportedly in serious condition at the New York Hospital. Jerry, bass player, was driving and he had one of two alternatives, the rear of a truck, or a wall, he chose the wall. Jerry has a fractured shoulder blade and Roberta was released after several stitches. It has been later reported that Roberta checked into a Hospital in Chicago. **Modern Broughton** of Ro-Deen Ent. and Gerry "B" (Bledsoe) popular DJ on WLIB are doing their parts in notifying the public concerning any donations for Cornell. Modeen is holding a gathering at her offices at 1650 B'way, Suite 509, NYC, at 6 p.m. the 19th of Dec. . . . Gospel recording artist, Myrna Summers, is making a first step into the popular recording field. She is cutting some side in Phila., also Jackie Moore is into a Phila. studio to cut some new sides . . . Muddy Waters coming into the St. Regis Maisonette Room, opening Dec. 17th, and opening night is a black tie affair . . . Also, beginning Dec. 18th, Anita O'Day will again be the headliner at the Half Note, in Mid-Manhattan. The popular female jazz singer will be backed by the Roland Hanna Trio alternating with the Zoot Sims Quartet through Dec. 23.

Excello Records, one of the Nashboro labels, has picked up a master, "Right Here Is Where You Belong" by Jerry Washington. The initial response to the record has been phenomenal, according to Nashboro president, Bud Howell. The record was on Top Pop Records, Jerry's own label. Washington wrote, performed and also produced the record has also signed a long term artist producer contract with Nashboro . . . Andy Stroud has formed a new record company and announced that his first release on Stroud Records is an LP, "Nina Simone Sings Billie Holiday". The LP features Holiday classics from the Motown film, "The Lady Sings The Blues" . . . Barbra Streisand Live at the Forum and her new single from the album, "Didn't We" are starting to break into the Detroit R&B Market.

Unusual as the name may be, but it is One'sy Mack who did a Ben Smith arrangement of a tune called, "I Do Believe I'm Losing You", and Eddie O'Jay of WLIB broke the record wide open, Atlantic is picking up. don drossell

## GSF to Distrib Price/Purdy's Encounter Label

NEW YORK — Larry Newton president of GSF Records announced that the newly formed jazz label, Encounter Records, will be distributed in the United States by GSF. Encounter was recently formed by Lloyd Price and Bernard Purdie. The distribution agreement was set in conjunction with the appointment of Price as GSF's director of A&R.

Encounter will be concentrating its creative efforts on the rapidly expanding contemporary jazz market. Three albums featuring Seldon Powell a versatile jazz performer, "The Sands of Time", and East Coast have already been completed and two other artists are scheduled to record their initial albums for the label within the next few weeks.

In commenting on Encounter's merchandising and marketing concepts Price stated: "We plan to go all out in the packaging of our product and each album will be totally distinctive. The jazz buying public is a very sophisticated and selective group and we hope to appeal to their tastes through excellent recordings and superior packaging."

The company's initial release of five albums will be in mid January and special promotional campaigns are planned. The suggested retail list price of the albums will be \$5.98.

Foreign affiliations are currently being discussed by Purdie and Price, and the New York firm of Kaplan, Gusick & Wachs will be handling negotiations with prospective licensees.

**30,000  
PLUS  
SALES  
IN THE  
FIRST WEEK**

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NEW ARTIST IN YEARS!**

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# Cash Box Radio Active

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

TITLE	ARTIST	LABEL	% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
1. Why Can't We Live Together—	Timmy Thomas—	Glades	32%	81%
2. Super Fly—	Curtis Mayfield—	Curtom	31%	89%
3. Hi Hi Hi—	Wings—	Apple	29%	87%
4. Do It Again—	Steely Dan—	ABC	26%	47%
5. The Relay—	Who—	Decca	26%	36%
6. Jambalaya—	Blue Ridge Rangers—	Fantasy	25%	25%
7. Don't Expect Me To Be Your Friend—	Lobo—	Big Tree	20%	20%
8. Smoke Gets in Your Eyes—	Blue Haze—	A&M	19%	76%
9. Oh Babe What Would You Say—	Hurricane Smith—	Capitol	16%	59%
10. Rocky Mountain High—	John Denver—	RCA	16%	37%
11. The World Is A Ghetto—	War—	UA	15%	15%
12. Could It Be I'm Falling In Love—	Spinners—	Atlantic	15%	15%
13. Turn Me On I'm A Radio—	Joni Mitchell—	Asylum	14%	40%
14. Control Me—	Les Emerson—	Lion	14%	14%
15. Do You Wanna Dance—	Bette Midler—	Atlantic	12%	21%
16. Everybdoy Loves A Love Song—	Mac Davis—	Columbia	11%	23%
17. Last Song—	Edward Bear—	Capitol	11%	11%
18. Trouble Man—	Marvin Gaye—	Tamla	11%	11%
19. Remember—	Nilsson—	RCA	11%	11%
20. Pieces Of April—	3 Dog Night—	Dunhill	10%	84%
21. Seperate Ways—	Elvis Presley—	RCA	10%	62%
22. I'm Never Gonna Be Alone Anymore—	Cornelius Bros. & Sister Rose—	U.A.	10%	10%
23. Pray For Me—	Greg Norback—	Color	9%	9%
24. Crocodile Rock—	Elton John—	UNI	7%	99%
25. Superstition—	Stevie Wonder—	Tamla	7%	98%
26. Anthem—	Wayne Newton—	Chelsea	7%	18%
27. Funny Face—	Donna Fargo—	Dot	6%	65%
28. Reelin' & Rockin'—	Chuck Berry—	Chess	6%	6%
29. Peaceful Easy Feeling—	Eagels—	Asylum	6%	6%
30. Daytime, Night Time—	Keith Hampshire—	A&M	6%	6%

## LOOKING AHEAD

101 I NEVER SAID GOODBYE (Man—ASCAP) Eigelbert Humperdinck (Parrot 40072) (Dist: London)	109 SOUL SONG (Al Gallico—Aigee—BMI) Joe Stampley (Dot DOA 17442)
102 OH NO, NOT MY BABY (Screen Gems—Columbia BMI) Merry Clayton (Ode 66030)	110 DELIVERANCE (Warner Tamerlane—BMI) Duelling Banjos (Warner Bros. 7659)
103 AFRICA (Belsize Park—BMI) Thundermug (Big Tree 154)	111 SOMEBODY LOVES YOU (Baby Ronda—ASCAP) Whispers (Janus 200)
104 BECAUSE OF YOU (Sweet—ASCAP) Kracker (ABC 4329)	112 PEACE IN THE VALLEY (Cotillion—BMI) Persuaders (Win Or Lose 225) (Dist: Atlantic)
105 TEQUILA (Jat—BMI) Hot Butter (Musicor 1468)	113 BOOGIE WOOGIE MAN (Web IV—BMI) Paul Davis (Bang 599)
106 SLOW MOTION (Assorted—BMI) Johnny Williams (Phila. International 3518)	114 DEAD SKUNK (Frank—ASCAP) Lou Don Wainright (Columbia 45626)
107 CONTROL ME (4 Star—BMI) Les Emerson (Lion 141) (Dist: MGM)	115 (I GOT) SO MUCH TROUBLE IN MY MIND (Access/Avalanche—BMI) Joe Quarterman & Free Soul (GSF 6879)
108 THAT SAME OLD OBSESSION (Moose Music—CAPOL) Gordon Lightfoot (Reprise 112B) (Dist: Warner Bros.)	116 IF IT'S ALL RIGHT (House Of Gold—BMI) Dottie West (RCA 0828)
	117 DO YA (Anne Rachel/Tiflis—ASCAP) The Move (United Artists 50928)

## Vital Statistics

#79 I'm Never Gonna Be Alone Anymore (2:37) Cornelius Brothers & Sister Rose—United Artists 50996 6920 Sunset Blvd., L.A. 90028 PROD: Bob Archibald PUB: Unart Music Corp. & Stage Door—BMI 729 Seventh Ave., N.Y. 10019 WRITERS: E. Cornelius & C. Cornelius ARR: Mike Lewis & Bob Archibald FLIP: Let's Stay Together	#89 Do You Wanna Dance (2:44) Bette Midler—Atlantic 2928 1841 B'way, NYC PROD: Joel Dorn c/o Atlantic PUB: Clockus—BMI c/o Marmor Music, Inc., P.O. Box 380, 4060 Mariner Circle, Westlake Village, Thousand Oaks, Calif. 91360 WRITER: Bobby Freeman FLIP: Superstar
#81 Jesus Is Just Alright (3:50) Doobie Brothers—Warner Bros. 7661 4000 Warner Blvd., Burbank 91505 PROD: Ted Templeman PUB: York Music/Alexis Music, Inc.—ASCAP WRITER: A. Reynolds FLIP: Rockin' Down The Highway	#92 Big City Miss Ruth Ann (2:34) Gallery—Sussex 248 (Dist. Buddah) 810 Seventh Ave., NYC PROD: Mike Theodore & Dennis Coffey c/o Sussex PUB: Cedarwood/Free Breeze Music—BMI 815 16th Ave., S., Nashville 37203 WRITER: T. Lazoros ARR: Mike Theodore FLIP: Lover's Hideaway
#82 Dreidel (3:45) Don McLean—United Artists 51100 6920 Sunset Blvd., L.A. 90028 PROD: Ed Freeman PUB: Yahweh Tunes, Inc.—BMI c/o Copyright Svc Bureau, Ltd., 221 W. 57th, N.Y. 10019 WRITER: Don McLean ARR: Ed Freeman FLIP: Bronco Bill's Lament	#97 Loving You Is Just An Old Habit (2:59) Jim Weatherly—RCA 0822 1133 Ave. of Amer., NYC PROD: Jimmy Bowen PUB: Keca Music Inc.—ASCAP c/o Rip Music, 7033 Sunset Blvd., Hollywood 90028 WRITER: Jim Weatherly ARR: Larry Muhoberac FLIP: Between His Goodbye and My Hello
#83 Danny's Song (3:06) Anne Murray—Capitol 3481 1750 N. Vine St., Hollywood PROD: Brian Ahern PUB: Gnosso Music—ASCAP 800 N. Argyle Suite 302, Hollywood 90028 WRITER: Ken Loggins ARR: Brian Ahern & Rick Wilkins FLIP: Drown Me	#99 I've Never Found A Man (To Love Me Like You Do) (3:25) Esther Phillips—Kudu 910 (Dist: CTI) 1 Rockefeller Plaza, NY 10020 PROD: Creed Taylor c/o CTI PUB: East Publishing—BMI WRITER: Jones, Floyd & Isbell ARR: Pee Wee Ellis FLIP: Cherry Red
#85 Last Song (3:15) Edward Bear—Capitol 3452 1750 N. Vine St., Hollywood PROD: Gene Martynec PUB: Eeyor Music—CAPAC 31 Prince Arthur Ave., Toronto 1B0, Ontario, Can. WRITER: Larry Evoy ARR: Doug Riley FLIP: Best Friend	#100 Happy (Love Theme from Lady Sings The Blues) (3:54) Bobby Darin—Motown 1217F 6464 Sunset Blvd., Hollywood PROD: Bob Crewe PUB: Jobete Music Co., Inc.—ASCAP 6464 Sunset Blvd., Hollywood WRITERS: Michel LeGrand & William Robinson ARR: Bhen Lanzaroni FLIP: Something In Her Love
#87 You've Got To Take It (If You Want It) (3:28) The Main Ingredient—RCA 0856 1133 Ave. of Amer., NYC PROD: Sylvester Simmons PUB: Damic Music—BMI WRITER: Ed Townsend ARR: Bert DeCoteaux FLIP: Traveling	

## CASH BOX TOP TEN HITS—December 19, 1959

1. HEARTACHES BY THE NUMBER—GUY MITCHELL—COLUMBIA
2. MACK THE KNIFE—BOBBY DARIN—ABC
3. UH! OH!—NUTTY SQUIRRELS—HANOVER
4. WE GOT LOVE—BOBBY RYDELL—CAMEO
5. OH CAROL—NEIL SEDAKA—RCA VICTOR
6. SO MANY WAYS—BROOK BENTON—MERCURY
7. WHY—FRANKIE AVALON—CHANCELLOR
8. BE MY GUEST—FATS DOMINO—IMPERIAL
9. IT'S TIME TO CRY—PAUL ANKA—ABC PARAMOUNT
10. MR. BLUE—FLEETWOODS—DOLTON

# Additions To Radio Playlists

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

**WABC—NEW YORK**  
Superstition—Stevie Wonder—Tamla  
Your Mama Don't Dance—Loggins & Messina—Columbia

**WGSN—BIRMINGHAM**  
Merry Christmas Darling—The Carpenters—A&M  
Operator—Jim Croce—ABC  
Daytime, Night Time—Keith Hampshire—A&M  
Do It Again—Steely Dan—ABC

**WCOL—COLUMBUS**  
Jambalaya—Blue Ridge Rangers—Fantasy  
Because Of You—Kracker—Dunhill  
Anthem—Wayne Newton—Chelsea  
Jesus Is Just Alright/Rockin' Down The Highway—The Doobie Brothers—W.B.  
I'm Never Gonna Be Alone Anymore—Cornelius Bros. & Sister Rose—U.A.  
Do You Wanna Dance—Bette Midler—Atlantic

**WMEX—BOSTON**  
Reelin' & Rockin'—Chuck Berry—Chess  
Peaceful Easy Feeling—The Eagles—Asylum

**CKLW—DETROIT**  
Peace In The Valley Of Love—The Persuaders—Win Or Lose  
Don't Leave Me Starving For Your Love—Holland, Dozier & Holland—Invictus  
Your Mama Don't Dance—Loggins & Messina—Columbia  
Could It Be I'm Falling In Love—The Spinners—Atlantic  
Superfly—Curtis Mayfield—Curton  
The World Is A Ghetto—War—U.A.

**WPOP—HARTFORD**  
Oh Babe What Would You Say—Hurricane Smith—Capitol  
Turn Me On, I'm A Radio—Joni Mitchell—Asylum  
Song Man—Cashman & West—Dunhill

**WING—DAYTON**  
You're So Vain—Carly Simon—Elektra  
Don't Let Me Be Lonely Tonight—James Taylor—W.B.  
Separate Ways—Elvis Presley—RCA  
Turn Me On, I'm A Radio—Joni Mitchell—Asylum  
Superstition—Stevie Wonder—Tamla  
No—Bulldog—Decca  
Corner Of The Sky—Jackson 5—Motown  
Everybody Loves A Love Song—Mac Davis—Columbia

**WLAV—GRAND RAPIDS**  
Do It Again—Steely Dan—ABC  
Control Of Me—Les Emerson—Lion  
Pieces Of April—3 Dog Night—Dunhill

**WOKY—MILWAUKEE**  
Living In The Footsteps Of Another Girl—The Promises—Brunswick  
Last Song—Edward Bear—Capitol  
Don't Expect Me To Be Your Friend—Lobo—Big Tree  
Trouble Man—Marvin Gaye—Tamla

**WLS—CHICAGO**  
Long Dark Road—The Hollies—Epic  
Living In The Past—Jethro Tull—Chrysalis

**KXOX—ST. LOUIS**  
Crocodile Rock—Elton John—MCA  
Remember—Harry Nilsson—RCA  
The Relay—The Who—Decca  
Rocky Mountain High—John Denver—RCA  
Turn Me On, I'm A Radio—Joni Mitchell—Asylum  
Oh Babe What Would You Say—Hurricane Smith—Capitol

**WBBQ—AUGUSTA**  
Control Of Me—Les Emerson—Lion  
Daytime, Night Time—Keith Hampshire—A&M  
Jambalaya—Blue Ridge Rangers—Fantasy  
What My Baby Needs Now Is A Little More Lovin'—James Brown & Lyn Collins—Polydor  
Don't Expect Me To Be Your Friend—Lobo—Big Tree  
Separate Ways—Elvis Presley—RCA

**WMAK—NASHVILLE**  
Last Song—Edward Bear—Capitol  
Don't Expect Me To Be Your Friend—Lobo—Big Tree  
Do It Again—Steely Dan—ABC  
Been To Canaan—Carole King—Ode  
Mama Weer All Crazees Now—Slade—Polydor

**WTIX—NEW ORLEANS**  
The Twelve Days Of Christmas—Monday Morning Quarterback With Grossmont High School Band—W.B.  
You're So Vain—Carly Simon—Elektra  
Why Can't We Live Together—Timmy Thomas—Glades  
Theme From Deliverance—Dueling Banjos—W.B.  
Let Me Put This Ring Upon Your Finger—The Gentrys—Capitol  
Living In The Past—Jethro Tull—Chrysalis  
Love & Happiness—Al Green—Hi (LP)  
Sitting—Cat Stevens—A&M

**WKLO—LOUISVILLE**  
Why Can't We Live Together—Timmy Thomas—Glades  
The World Is A Ghetto—War—U.A.  
You're So Vain—Carly Simon—Elektra  
Superfly—Curtis Mayfield—Curton  
Living In The Past—Jethro Tull—Chrysalis  
The Sweet—Little Willie—Bell  
The Redback Spider—Brownsville Station—Big Tree

**WQAM—MIAMI**  
Don't Let Me Be Lonely Tonight—James Taylor—W.B.  
Why Can't We Live Together—Timmy Thomas—Glades  
Your Mama Don't Dance—Loggins & Messina—Columbia  
Crocodile Rock—Elton John—MCA

**WPRO—PROVIDENCE**  
Turn Me On, I'm A Radio—Joni Mitchell—Asylum  
The Relay—The Who—Decca  
In Heaven There Is No Beer—Clean Living—Vanguard  
Angel—Rod Stewart—Mercury  
Everybody Loves A Love Song—Mac Davis—Columbia

**KIOA—DES MOINES**  
Crocodile Rock—Elton John—MCA  
Why Can't We Live Together—Timmy Thomas—Glades  
Oh Babe What Would You Say—Hurricane Smith—Capitol

**WDGY—MIN.**  
You're So Vain—Carly Simon—Elektra  
Crocodile Rock—Elton John—MCA  
Rocky Mountain High—John Denver—RCA  
Do It Again—Steely Dan—ABC  
Jambalaya—Blue Ridge Rangers—Fantasy  
One Last Time—Glen Campbell—Capitol

**WLOF—ORLANDO**  
Anthem—Wayne Newton—Chelsea  
Control Of Me—Les Emerson—Lion  
The Best Part Of Breaking Up—The Sea Shells—Columbia  
Superfly—Curtis Mayfield—Curton  
Long Dark Road—The Hollies—Epic  
You're So Vain—Carly Simon—Elektra  
The Relay—The Who—Decca

**WHB—KANSAS CITY**  
You're So Vain—Carly Simon—Elektra  
I'm Never Gonna Be Alone Anymore—Cornelius Bros. & Sister Rose—U.A.

## THE BIG THREE

1. WHY CAN'T WE LIVE TOGETHER—TIMMY THOMAS—GLADES
2. SUPER FLY—CURTIS MAYFIELD—CURTOM
3. HI HI HI—WINGS—APPLE

**WIFE—INDIANAPOLIS**  
Stella's Candy Store—Sweet Marie  
Why Can't We Live Together—Timmy Thomas—Glades  
Crocodile Rock—Elton John—MCA

**WIXY—CLEVELAND**  
Hi Hi Hi—Wings—Apple  
Crocodile Rock—Elton John—MCA  
Reelin' & Rockin'—Chuck Berry—Chess  
Stop, Wait & Listen—Circus—Metromedia

**WFIL—PHILADELPHIA**  
I Wanna Be With You—Raspberries—Capitol  
Pieces Of April—Three Dog Night—Dunhill

**WGLI—BABYLON**  
Hi Hi Hi—Wings—Apple  
Crocodile Rock—Elton John—MCA  
Smoke Gets In Your Eyes—Blue Haze—A&M  
Funky—S.T.—4—Scepter

**WSAI—CINCINNATI**  
Crocodile Rock—Elton John—MCA  
Why Can't We Live Together—Timmy Thomas—Glades

**KILT—HOUSTON**  
Don't Expect Me To Be Your Friend—Lobo—Big Tree  
Jambalaya—Blue Ridge Rangers—Fantasy  
Smoke Gets In Your Eyes—Blue Haze—A&M  
Rocky Mountain High—John Denver—RCA

**KLEO—WICHITA**  
Superfly—Curtis Mayfield—Curton  
Hi Hi Hi—Wings—Apple  
What Am I Crying For—Dennis Yost & Classics IV—MGM South  
Superstition—Stevie Wonder—Tamla  
Smoke Gets In Your Eyes—Blue Haze—A&M  
Dancing In The Moonlight—King Harvest—Perception

**WIBG—PHILADELPHIA**  
Could It Be I'm Falling In Love—The Spinners—Atlantic  
Dreidle—Don McLean—U.A.

**WBAM—MONTGOMERY**  
I'm Never Gonna Be Lonely Anymore—Cornelius Bros. & Sister Rose—U.A.  
I Can't Move No Mountains—Blood, Sweat & Tears—Columbia  
Tossin' & Turnin'—Bunny Sigler—Phila. Int'l.  
Could It Be I'm Falling In Love—The Spinners—Atlantic  
Pray For Me—Greg Norback—Color

**WKBW—BUFFALO**  
You're So Vain—Carly Simon—Elektra  
Superfly—Curtis Mayfield—Curton  
Walk On Water—Neil Diamond—Uni  
Marietta Station—Gladstone—ABC  
Do Ya—The Move—U.A.

**WKWK—WHEELING**  
Superfly—Curtis Mayfield—Curton  
Jambalaya—Blue Ridge Rangers—Fantasy  
Superstition—Stevie Wonder—Tamla  
Pray For Me—Greg Norback—Color  
Slow Motion—Johnny Williams—Epic

**WJET—ERIE**  
Hi Hi Hi—Wings—Apple  
Superstition—Stevie Wonder—Tamla  
Come Softly To Me—New Seekers—MGM/  
Verve  
Daddy's Home—Jermaine Jackson—Motown

**WDRC—HARTFORD**  
Hi Hi Hi—Wings—Apple  
Danny's Song—Anne Murray—Capitol  
Superfly—Curtis Mayfield—Curton  
Funny Face—Donna Fargo—Dot

**KLIF—DALLAS**  
Clair—Gilbert O'Sullivan—MAM  
Don't Expect Me To Be Your Friend—Lobo—Big Tree  
Remember—Harry Nilsson—RCA  
Trouble Man—Marvin Gaye—Tamla  
Separate Ways—Elvis Presley—RCA  
The World Is A Ghetto—War—U.A.

**WIRL—PEORIA**  
Hi Hi Hi—Wings—Apple  
Peaceful Easy Feeling—The Eagles—Asylum  
Superfly—Curtis Mayfield—Curton  
Do It Again—Steely Dan—ABC  
Dancing In The Moonlight—King Harvest—Perception

**KCBO—SAN DIEGO**  
You're So Vain—Carly Simon—Elektra  
Living In The Past—Jethro Tull—Chrysalis  
Funny Face—Donna Fargo—Dot  
I'm Sorry—Joey Heatherton—MGM

**KYA—SAN FRANCISCO**  
Sitting—Cat Stevens—A&M  
Smoke Gets In Your Eyes—Blue Haze—A&M

**KNDE—SACRAMENTO**  
We Did It—Syl Johnson—Hi  
Ukelele Lady—Arlo Guthrie—Reprise  
Could It Be I'm Falling In Love—The Spinners—Atlantic  
Lucky Man—Emerson, Lake & Palmer—Cotillion  
My Crew—Rita Coolidge—A&M  
What My Baby Needs Now Is A Little More Lovin'—James Brown & Lyn Collins—Polydor  
Why Can't We Live Together—Timmy Thomas—Glades

**KJR—SEATTLE**  
Do You Wanna Dance—Bette Midler—Atlantic  
The Relay—The Who—Decca  
Boogie Woogie Man—Paul Davis—Bang  
Last Song—Edward Bear—Capitol

**KHJ—LOS ANGELES**  
Crocodile Rock—Elton John—MCA  
Pieces Of April—Three Dog Night—Dunhill  
Oh Babe What Would You Say—Hurricane Smith—Capitol  
Why Can't We Live Together—Timmy Thomas—Glades

**WAPE—JACKSONVILLE**  
I'm Stone In Love With You—Stylists—Avco  
You're So Vain—Carly Simon—Elektra  
Why Can't We Live Together—Timmy Thomas—Glades  
Crocodile Rock—Elton John—MCA  
Been To Canaan—Carole King—Ode

**WLEE—RICHMOND**  
Blind Eye—Uriah Heep—Mercury  
Come And Go With Me—Del Vikings—Scepter  
Rocky Mountain High—John Denver—RCA  
Trouble Man—Marvin Gaye—Tamla

**WMPS—MEMPHIS**  
You're So Vain—Carly Simon—Elektra  
The Relay—The Who—Decca  
Hi Hi Hi—Wings—Apple  
Sugar Creek Woman—The Box Tops—Hi  
Jambalaya—Blue Ridge Rangers—Fantasy

**WCAO—BALTIMORE**  
Superfly—Curtis Mayfield—Curton  
Everybody Loves A Love Song—Mac Davis—Columbia  
Smoke Gets In Your Eyes—Blue Haze—A&M  
The World Is A Ghetto—War—U.A.  
The Relay—The Who—Decca  
Do It Again—Steely Dan—ABC  
Remember—Harry Nilsson—RCA

**KOV—PITTSBURGH**  
Superstition—Stevie Wonder—Tamla  
I Wanna Be With You—Raspberries—Capitol  
Crocodile Rock—Elton John—MCA  
**WAYS—CHARLOTTE**  
Control Of Me—Les Emerson—Lion  
You're So Vain—Carly Simon—Elektra  
I Wanna Be With You—Raspberries—Capitol

**KISN—PORTLAND**  
And Tomorrow Is Another Day—Doris Troy—Atlantic  
Don't Let Me Be Lonely Tonight—James Taylor—W.B.  
Do You Wanna Dance—Bette Midler—Atlantic

## R&B Additions

**WWRL—NEW YORK**  
Could It Be I'm Falling In Love—The Spinners—Atlantic  
Time Is Love—Black Ivory—Today  
Wish I Could Talk To You—The Sylvers—Pride  
Gonna Have A Murder On Your Hands—J. J. Williams—Capitol  
Give Me Your Love—Barbara Mason—Buddah

**KGFJ—LOS ANGELES**  
We Did It—Syl Johnson—Hi  
Today I Started Loving You Again—Bettye Swann—Atlantic  
Somebody Loves You—The Whispers—Janus

**WVON—CHICAGO**  
While You're Near—Simtec & Wylie—Bamboo  
Child's Play—Donnie Mann  
It Was Real—Answers To Love

**KATZ—ST. LOUIS**  
Loving You, Loving Me—Candi Staton—Fame  
Reelin' & Rockin'—Chuck Berry—Chess  
What My Baby Needs Now Is A Little More Lovin'—James Brown & Lyn Collins—People

**WJMO—CLEVELAND**  
Could It Be I'm Falling In Love—The Spinners—Atlantic  
Sweet Sweet Lady—Fugi—20th Century  
Mom—Earth, Wind & Fire—Columbia  
Don't Burn Me—Paul Kelly—W.B.  
Crumbs Off The Table—Laura Lee—Hot Wax

## Gold Goes To Cornelius Bros.

**HOLLYWOOD** — The Cornelius Brothers and Sister Rose have been awarded an RIAA Gold Record for their second United Artists single "Too Late To Turn Back Now," and their recent "Don't Ever Be Lonely," as well as their UA debut album, may not be far behind.

A fourth single for the group, "I'm Never Gonna Be Alone Anymore," has just been shipped. Producer-engineer for all product is Bob Archibald, president of the Music Factory in Miami.



**DUCE'S WILD** — Danny Bonaduce, seen each week on "The Partridge Family", has signed his first recording contract with Lion Records, a subsidiary of MGM Records. The deal was negotiated between Mike Leferts of Bregman & Leferts, attorney to Steve Metz of Victrix Productions, and Clive Fox of Lion Records. Metz will produce Bonaduce for the label. He has completed his first single, entitled "Dreamland", which he produced in association with Norman Bergen and Bruce Roberts. The single will be released within the next two weeks, and will be performed on the Jack Paar Show on January 9th. The deal also calls for album product by the singer actor. Seen in photo: Bruce Roberts (left), Steve Metz (standing), Norman Bergen (at piano) and Bonaduce (right).

# cash box / album reviews

## POP PICKS

### TROUBLE MAN—Marvin Gaye, Original Motion Picture Soundtrack—Tamla T322L

Marvin Gaye's last LP, "What's Goin' On," deserves much of the credit for turning soul around to its present high state of success and artistry. His long-awaited follow-up comes in the form of a soundtrack to a black action film, one in the tradition of "Shaft" and "Superfly," though much more instrumentally oriented. Gaye's current single is the title track, and his vocals do crop us as flourishes on many other cuts. But for the most part, Gaye's original score is an ostentive definition of just what a soul orchestra is; it has much to offer a wide cross-section of buyers.

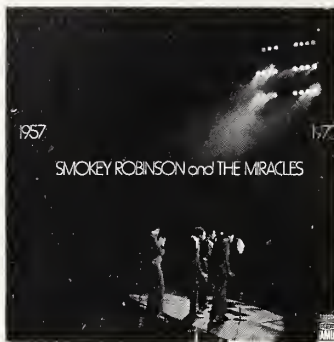


### BACK TO FRONT—Gilbert O'Sullivan—MAM 5

Gilbert proves he can do it again and again, better and better. The hit "Clair" would be enough to insure chart success for this, his second LP, but he offers us additional enticements of all sorts. Those thrilled by the various versions of "Who Was It?" will be happy to discover O'Sullivan's finally done it himself, definitively. There's heavy guitar stuff goin' down on "I'm In Love With You," and a sleighride type feeling to "Can I Go With You?" Gordon Mills produced and once again, a star is confirmed.

### GREEN IS BLUES—Al Green—Hi/London SHL 32055

The man who emerged this year as the biggest thing to hit soul since Otis Redding and James Brown proves he had it all together back when. This is a repackage of his first LP recorded for the label, and the first Green product produced by Willie Mitchell. Most of the tunes are remakes, from Sunny & The Sunglows' "Talk To Me," on through the Temptations' "My Girl" and The Beatles' "Get Back." But there are two Green originals here, sketching out the plans for his future hits. Should have significant sales impact, as his roots are where he wants 'em—deep down into the soulful turf.

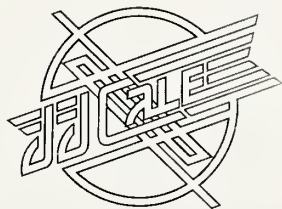


### 1957 1972—Smokey Robinson and The Miracles—Tamla T320D

During this past summer, Smokey & The Miracles went from city to city on a farewell miss on. America learned that the group would no longer be touring in its original state. Their fifteen year history is here traced in a live concert recorded in our nation's capital, at the Carter Barron Amphitheatre. It's all here, from "Bad Girl" to "We've Come Too Far To End It Now," on a 2-disk set. There's lots of interplay with the audience as well as the sounds. This is one touring group that will genuinely be missed.

### REALLY—J. J. Cale—Shelter SW-8912

Ethnic musics of many varieties—especially early country and blues—frequently have one thing in common: a "basement" approach to sound wherein the bass and percussion throw a blanket on the damp floor for the other instruments to rest on. J. J. Cale has brought this kind of approach to rock and here, he brings it to the hyphenated varieties (country and blues-rock) as well. Muddy Waters' "Mo Jo" and his own countrified tunes like "Louisiana Women" both have that basement sound, bridging the gaps between. So what he's created here is a mood album of the multi-colored variety without straying from home. We like the address.



### YOU'RE A GOOD MAN, CHARLIE BROWN—TV Cast-Atlantic SD 7252



### YOU'RE A GOOD MAN, CHARLIE BROWN—TV Cast-Atlantic SD 7252

TV will get an adaptation of the Off-Broadway hit when the Hallmark Hall of Fame presents the work on Feb. 9. Clark Gesner's score, including the charming "Happiness," is as sprightly as ever, and the people who play Charlie, Snoopy, Lucy, et al, are fine without being overly precious. Sure to be a big audience-rating winner, so stock up on this TV cast spin-off.

### COME SOFTLY TO ME—The New Seekers—MGM/Verve MV-5090

The quintet, as we all know by now, is as pleasant to listen to as they are to watch. Their MOR approach is fresh and smooth, and their first LP for MGM should give their career an added boost. Title tune is the Fleetwoods oldie and there's plenty of new life breathed ever so gently into it here. Albert Hammond's "Down By The River" and a beautiful "Captain Stormy" are two more choice cuts. In their own league, you can hardly come up with a more winning team.



### BIRTH DAY—The New Birth—RCA LSP-4797

The New Birth is a composite portrait of Harvey Fuqua's soul talent roster at the label, including members of The Nite-Liters, Love Peace & Happiness and vocalists Londee Loren, Bobby Downs and Alan Frye. As such, they don't get together too often, but it's more than a cousin's club when they do. This is their finest LP, and one we feel will be a very successful chart item, both soul and pop. Special mention must be made of the cut, "You Are What I'm All About." It's strangely subtle and unusual construction should place it in our minds alongside "Shaft" and "Let's Stay Together" in the months to come. It blows minds and influences people.

### SANDY—Sandy Dennis—A&M SP 4371

Up until now, Sandy has been the exception to the rule that everything talented and British immediately makes it big in the States. Her dedicated band of followers might just be ready for some sudden explosion in size however; her latest solo LP tries to present a more rounded picture of Ms. Denny than any of her previous efforts. There are strings by Harry Robinson, and brass arrangements by Allen Toussaint. Of the ten tunes, eight are originals with one each by Dylan and Richard Farina. Much of the credit should go to Richard Thompson on guitar and mandolin, a veritable giant lollipop of refreshing and impressive licks.



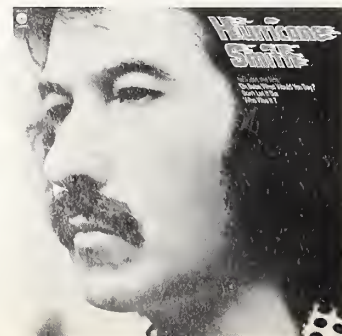
### GOLDEN HITS—Bill Haley And His Comets—Decca DXSE7-211

The great white father of rock 'n roll is still a top drawing act all over the world. This is the most comprehensive collection of his hits to date, a specially-priced two record set. The phrases he helped bronze for the fifties' hall of fame—"See You Later Alligator," "Shake, Rattle And Roll"—are joined by "Burn That Candle," "Rip It Up," "Thirteen Women (And The Only Man In Town)" and a rockin' complement of 19 more, including his biggest, "Rock Around The Clock." The first rock phenomenon still moves.

## NEWCOMER PICKS

### HURRICANE SMITH—Capitol ST-11139

A certain Norman Smith is known as the Beatles' engineer from the early days, and producer for acts like Pink Floyd. A certain Hurricane Smith has made his mark with three top singles in England and one which is currently bringing America over to his side, "Oh Babe, What Would You Say?" Liner notes reveal they are one and the same. As singer/songwriter, Smith combines a slightly raspy vocal instrument with some Gilbert O'Sullivanish musical hall two-step and the mammoth sax stuff of Frankie Hardcastle. Definitely commercial, and about as habit forming as you can hear it. We especially like "Back In The Country" and the current English hit, "Who Was It?"



### AZTECA—Columbia KC 31776

A 17-piece rock group might look a little chancy on paper, but then Azteca is no simple pie-in-the-sky idea. Under the directorship of ex-Santana member Coke Escovedo, the band gets the Latin spirit movin' in the rock direction with little trouble. Those who groove on Billy Preston and early Santana (which is a sizeable segment of the record buying audience) will feel like Azteca's old friends. "Mamita Linda" is the single and it smokes. Give this record air enough, and watch the fires blaze.

## NEW YORK—THE STYLISTICS: PEOPLE DO MAKE THE WORLD

The Stylistics?—Who are they? Today, most people around the world have now heard about them or have become familiar with the name "The Stylistics." And, this is all the more remarkable because this kind of happening for the group has occurred within the space of a couple of years, which is, approximately, the length of time The Stylistics have been working as a professional group. Also within this time they have had six single (AVCO) releases and from these six releases the act can already boast of sales of over six million records. Their current hit, "I'm Stone In Love With You" is now within the top ten grouping on major singles charts and still climbing.

How did it happen that these five youthful soul performing singers have racked up million or more sellers in the space of a couple of years? Sure it is, most of us are aware that it usually takes ten years-plus for many groups to get it together and, even then, it takes all ingredients to come up with million sellers. The Stylistics are well aware of their fortunes and they all admitted that they just accept whatever comes along and are grateful for everything that does come along. And, after seeing them perform and meeting the group personally, also listening to their albums, "Stylistics" and "Round 2: The Stylistics", one begins to experience the core of truthfulness of their lyric delivery. They are honest, right on, and dramatic and it comes across in tunes such as "People Make The World Go Round", which was a hit in mid '72. Each member of the group communicates openly and honestly, and they have the talent and ability to transmit these same feelings to their audiences while they are on-stage. The Stylistics are a beautiful act to see. Not only have they captivated the soul market but they have also won over the college and pop audiences. The group, considering the speed of their success, is already considered an international recording and performing group.

To many of us, the Chi-Lites are a new group that achieved prominence within the past couple of years. In actuality, the Chi-Lites have spent over five years in putting their thing together. I bring this up only as a point of reference when it comes to paying dues.

The Stylistics, **Russell Thompkins, Jr.**, lead singer; **Arrion Love**, second tenor; **Herb Murrell**, Baritone; **James Smith**, Bass; **James Dunn**, Baritone all hail from



STYLISTICS



BETTE MIDLER

the Philadelphia area where they grew up and attended school, in some cases, attended the same classes.

In a sense, The Stylistics have also paid their dues. Russell said, the others agreed, "we would sing anytime and anywhere, we used to sing on the school steps, and some of the guys would take some days off from school and make the jaunt over to Atlantic City and work the clubs. Of course a 3-day dismissal from school was one reward." When this would happen to Russell he would just go across Philadelphia and attend the school and classes with his singing buddies.

This is still an original Stylistics group and the group was actually put together as a result of personnel changes in the two groups that the current Stylistics were working with. The changes were due to service calls and possibly drop outs. For sometimes rehearsing and working as The Stylistics we got a single release, "You're A Big Girl Now" on a Philadelphia Seabring label; the record began to break in late '69. Of course, the rest is now history. AVCO picked up the single and The Stylistics, who now have a grace and style that can be considered all their own, were on their way.

They were on their way, but it was still the chitlin circuit and, as far as that goes, Arrion said, "we didn't care where it was, and what kind of club it was, just so long as we were working. We started traveling with a little red bus, a mighty cramped little bus for the singers and musicians and instruments, then we graduated to a Blue Bus with a trailer for the instruments and that was somewhat better, but never without it's problems, mainly breakdowns and freezeups, especially in the dead of winter, in some mountainous little club somewhere in Pa. But, we never gave up and we were not about to," said Arrion. Russell interjected, "hell we thought at one time it was one helluva trip to work a club in Camden, N.J. when all we had to do was leave from Phila., then when we started working Baltimore spots, we all felt we were heading to stardom. "An interesting point and I feel that it may be of some importance to other groups trying to move it on" Russell related, "There is one thing about our group, and that is the fact that we have never missed a gig and we have never been late. We may walk in sometimes at 5 minutes before we're supposed to start, but we're ready to go." Russell also mentioned that "we may have been burning rubber on the Jersey Turnpike, but it was also a part of our determination and commitment to fulfill every gig that we got, and even more so, for the people. It's the people—the fans who help a group along the way—and we are not about to

(Cont'd. on Page 30)

## HOLLYWOOD—BETTE MIDLER: SO MUCH JOY, SO MUCH NONSENSE, & SO MUCH SINCERITY

For the last three years there's been a young, struggling lady in New York City at the core of one of the greatest snowball effects in recent show-business history. And as that snowball is now turning into a real avalanche, the Bronx is being forced to share its brightest, up-and-coming star, **Bette Midler**. From singing at the Continental Baths in Manhattan, to a newly released, chart-climbing album for Atlantic Records, to sell-out performances around the country, including Carnegie Hall, **The Divine Miss M.** is finally spreading all her charm nationwide.

Yet only three years ago Miss M. was involved in a completely different form of entertainment. Playing the role of Tzeitel in "Fiddler on the Roof" on Broadway, her theatrical aspirations had somewhat obscured the awareness of her ability to sing. "I was always interested in the theatre. I was so excited about the idea of giving myself up to the stage, sort of like being a nun. So I came to New York from Hawaii in the late part of '65. I wanted to be like a working actress, going from show to show and maybe do repertory some day, but I never got there. Unless you're a **Maureen Stapleton** or **Ann Bancroft**, in which case you've already established yourself, it's real hard.

"I always sang, but I never thought of making a living by singing. I always thought I'd make a wonderful actress, but never thought too much about singing. I thought musical comedy would be a good way to get a foot in the door, and that's exactly what happened. I managed to get my foot in the door but nothing else. So I decided to move on. Singing was always something to do until I went on to something else. The first time I ever sang in front of people was "Silent Night" in first grade, and I won the prize. It was fun, but I felt guilty because I was Jewish and I wasn't suppose to be singing Christmas carols. And then I found about three years ago that I really loved singing. And that there was definitely an art and a great deal more to it than I had ever imagined. And I've been working at it ever since."

On stage she is sheer delight, a performer that has to be seen to be believed. Her presence is addicting, the applause is not only a sign of appreciation, it's a pleading for more. Into an evening she packs so much joy, so much delightful

nonsense, and so much sincerity that SROs and standing ovations have become rule-of-thumb rather than surprises.

There's an overwhelming abundance of life in the lady that just somehow overflows into a room until everyone there is just as thrilled to watch her as she is to be entertaining. "I venture to say that the happiest night of my life was the night of Schaefer Festival in New York City. I had my girls there, and my girls were dressed up for the first time. They're such great trash, the harlots. They're pretty funky girls, and they like to shake their tail feathers a little. So we got them in spiked heels and tight dresses and had a great time. It was remarkable. I'd never played to that many people before, and I'd never played outdoors. And the joy, the love, it was overwhelming. As soon as I hit the stage, I thought, 'I am Marilyn Monroe, and I'm entertaining the troops in Korea, and this is all a newsreel.' I swear, I thought to myself I am in a newsreel, and I was so happy to be in a newsreel! I was just happy to be there."

With all this joy, Miss M. combines a marvelous taste for nonsense into her act, especially in her trips down memory lane. Or as she refers to them, "blastos from the pasto." Assuming the role of an entire trio from the 40s, the Bagelman Sisters, ("They never were quite as hot as the Andrews Sisters") or singing "Leader of the Pack" with all the vengeance of **The Shangrilas**, Miss M. lets you marvel at the style of different times while merrily wallowing in her insanity.

And just when she's got you wound in hysterics, she'll sell you some of the most sincere, sensitive sound today. Taking old favorites such as "Am I Blue" by **Grant Clarke** and **Harry Akst** or **John Prine's** "Hello In There," she proves conclusively that she can move you just as much with her voice as with her humor. "I wanted to be a blues singer but not heavy black blues, a little easier. That music is so special, and at the time I didn't think I had paid enough dues for people to really believe me. Everyone pays dues in one way or another. Everyone suffers. I didn't work steady for a long time. I worked a lot of dumps. Mostly it's emotional, scrounging around inside of yourself trying to find what the truth is in what you're singing. And that's very hard. Then about three-and-half years ago I started really feeling all this music."

A delightful facet of Miss M. is her apparent unawareness of the popularity she's gained. Instead of considering herself a rising superstar, which her album sales, reviews, and sell-out concerts consistently indicate, she sees herself as just plain **Bette Midler**. Her success hasn't in the least detracted from her ambition

(Cont'd. on Page 30)

**HOLLYWOOD: BETTE MIDLER** (Cont'd from page 29)

or will to change. "I'm just looking forward to the future. I find music an exciting stimulating thing. I'm studying hard, and I hope in five years I'll be a monster. I'm fairly hot now, but it's a different kind of heat. I'm a combination of different things that you don't see very much anymore, and that's why people find it so exciting. But I'd like to bring the music further. I'd like to do it even bigger. I'd like to do it more musically, wilder, stranger, faster, more furious, funnier. I have some ideas. I'm just looking forward to growing from where I am now. You have to keep growing to maintain that level of heat. You just can't get up there and be hot for six months and drop down. That's not a career, that's a fad. And I don't want to be like that."

I, like anyone who has seen the Divine Miss M. in action, have no doubts that as long as she retains this freshness and life, she'll evolve just as far and as long as she wants. I just hope she never stops. **charles coplen**

**NEW YORK: STYLISTICS** (Cont'd from page 29)

forget the people. That's who we play for. And, we love the people."

Herb Murrell said, "we now have eight musicians backing us up and everything is cool, they're also original members and everything has been worked out equitably so that they are satisfied and that is important to us as a unit. We may have fights but they're temporary—we resolve our differences and get on with the job. The important thing for any group is the sticktoitiveness. Regardless of how bleak things may look, the important thing is that if you believe in what you are doing and you work at it hard enough and long enough, it can happen for you."

The members of The Stylistics band are: **Charles Brown**, bass; **Stanley Brown**, Drums; **Elmer Coles**, second trumpet; **William Knox**, Sax; **Robert L. Patterson**, piano; **Robert Douglas**, lead guitar; **Larry Gittens**, first trumpet and **Arthur L. Nash**, trombone. And, I can say from personally witnessing this back up band, they know where the vocalists are going and get it down superbly.

**Thom Bell**, one of the top record producers, rehearses The Stylistics completely before going into the studio. Then, Tom gets the rhythm tracks down and when The Stylistics are available they go into the studio and lay it down. Another guiding light is agent **Jack Bart**, who keeps things going and humming with the bookings, and Russell jokingly said that Jack likes to keep them guessing at times. TV appearances are also in the offing, as well as an upcoming Mike Douglas Spot. When their schedule works right, you'll also be able to catch them on Soul Train. **don drossell**

**PASSING REMARKS**—Next week, the New York column of Insights will be devoted to our annual 'Best Of' list as compiled by **Robert Adels**, **Kenny Kerner** and **Mark Pines**. Features will include our favorite albums, singles and LP covers of 1972. Compilation will not be based on national chart activity, but rather on personal choices.

If you missed the **Genesis/String Driven Thing** concert at Philharmonic Hall, you missed one hell of a show. Concert was sponsored by WNEW-FM and Charisma Records and was produced by **Dominic Sicilia**. Show left no doubt that **Genesis** could very well become a giant group here in the States. Their latest Charisma album is "Foxtrot," distributed by The Buddah Group.

Rumors still circulating that **The Beatles** have been in the studio together—possibly, to re-unite and grace the world with another album. No confirmation or denials yet. Expecting new albums from **Wings** and **George Harrison** in January.

**Don Kirshner** will be filming the **Grand Funk** Madison Square Garden concert for use on his "In Concert" show some time in January. According to an announcement made at their recent New York press conference, the group will be donating proceeds from their show to Phoenix House.

Classic Christmas gift for those you love is the **Phil Spector** Christmas Album featuring "White Christmas" by **Darlene Love**; "Frosty The Snowman," **The Ronettes**; "Santa Claus Is Comin' to Town," **The Crystals**; and "The Bells Of St. Mary," by **Bob B. Soxx & The Blue Jeans**. Recording was first published in 1963, and it's still great. Always will be, too.

Music seems to be taking a new direction with the styles of the **Moody Blues** and **Gilbert O'Sullivan** leading the way. **Moody's** scored big with their "Nights In White Satin," and **O'Sullivan** with "Alone Again (Naturally)," and now, "Clair." Hot on the heels is **Hurricane Smith** with "Oh Babe, What Would You Say," which is destined to go top 10.

Capricorn recording artists **Wet Willie** and **The Allman Brothers Band** will be performing at the Warehouse in New Orleans on New Year's eve. This marks the third New Year's eve performance of the Allman's at the Warehouse. **The Allman Brothers** will also headline "Rock 'N Roll IX," a Howard Stein presentation in Miami on Dec. 29. Forthcoming from the Allman's is a new album entitled "Brothers And Sisters" being produced by the band and **Johnny Sandlin**. Set for a mid January release.

Just a reminder to all NARAS voting members: Very shortly, you will be receiving a NARAS Grammy Pre-Nomination Ballot. Please vote!

Village East Theatre, formerly the Fillmore, re-opens this weekend with **Bloodrock**. All seats are being sold at \$4.50. We'll wait and see what happens.

Atlantic is now into the country music field and many of their r&b acts are recording c&w tunes. **Bettye Swann** did "Today I Started Loving You Again" by **Merle Haggard**, and **Margie Joseph** released **Dolly Parton's** "Touch Your Woman."

Gamble Records recently released what has to be one of the finest and most dynamic soul records ever. **Ruth McFadden** doing "Ghetto Woman" is already getting incredible reaction. Could become one of the giants of '73. Don't miss it.

We're told that Columbia Records will be re-issuing the original version of "Holy Man" by **Diane Kolby**. For the past year, we have felt that this record is an instant top 10'er and we've been asking the label to re-release it. Congratulations!

We've all seen new groups debuting with classic, old gold material, but just recently, **The Del Vikings**, famous for their "Come Go With Me" of the 50's, have recorded a brand new version of that same song. And do you know what? . . . it could happen all over again!

**The New York Dolls**, back in action at Mercer Arts Center after the death of their drummer. Dolls will also be appearing at the Village East some time in January.

Yes were in town a few weeks ago going over some 70 reels of recording tape trying to pick out the best of the best material for their forthcoming live album due out next year. Group has been recording live for past two tours so the LP should really be incredible. **k.k.**

**tape news report**

**Superscope Injunction Barring Fairtrade Violations by Allbrand**

SUN VALLEY, CALIF.—Superscope, Inc., has obtained a preliminary injunction barring fair trade violations by Allbrand Component Distributors, Inc., in New York.

In its decision, the court determined

**Sony 4-Channel Stereo Cartridge Playback System**

SUN VALLEY, CAL. — A new Sony 4-channel stereo cartridge playback system for the home has been introduced by Superscope, Inc., sole distributor for Sony tape recorders in the United States. Designated TC-824CS, the system includes a compact 8-track cartridge player with integrated 4-channel amplifier and 4 speaker systems, all in matching rosewood cabinets.

TC-824CS is designed to provide 4-channel discrete sound through a high quality, easy to operate cartridge system. The 4-channel playback unit combined with the four speakers, reproduces music with concert-hall realism.

In addition, the system is capable of conventional 8-track, 2-channel stereo playback. Automatic 2-channel/4-channel switching assures convenient operation by eliminating manual adjustments when alternating between stereo and quad cartridges.

For flexible operation, the TC-824CS can accommodate a record changer or a stereo multiplex tuner through two sets of auxiliary stereo inputs. Selection of input source is made by a function switch on the front panel with positions for tape, phono, and auxiliary.

The playback unit features a separate level control for each channel, permitting precise balancing of sound. Overall volume adjustment is made by a master volume control.

The user can change channels at any time by depressing the program selector button. Program indicator lamps on the front panel identify which channels are playing.

Also featured on TC-824CS are tone controls and bass boost button, as well as a quad playback indicator lamp. The quality-matched speaker systems include provisions for wall hanging, permitting unobtrusive installation.



SONY 4-CHANNEL TC-824CS

that Superscope has established the right to bring fair trade enforcement actions against non-signers in the State of New York. The court stated that Superscope had taken proper steps to insure equitable enforcement of its fair trade policies against all retailers in the New York fair trade jurisdiction. The New York Fair Trade Act provides that the willful sale of a trademarked commodity at an amount less than the fair trade price established by the manufacturer or distributor of that commodity constitutes the tort of unfair competition.

According to Paul Markoff, general sales manager of Superscope, Inc., the action was brought to restrain Allbrand from selling, in New York, SONY products distributed by Superscope at amounts below the stipulated minimum fair trade prices established by Superscope. Markoff stated, "This action is part of our continued vigorous enforcement of our fair trade program in all areas where fair trade is legal by statute."

**Consumer Survey**

NEW YORK — More than 6,000 consumers will be interviewed for a detailed profile of ownership and use of tape recorder/player products by Leisure Time Research Inc., in its first syndicated survey of the home entertainment market and its media audience.

Richard A. Lipsey, president, said the study will be based on a national probability example and is designed to determine the scope of the present consumer market for cassette and cartridge tape equipment, brand preferences, listening habits, various uses of tape, and attitudes toward various product features. Leisure Time Research, which also conducts the annual National Sportsman's Consumer Audit, is an affiliate of Audits & Surveys Inc., one of the nation's largest marketing research firms.

Information from the tape recorder consumer survey will be analyzed by computer to provide reports for each product type—including blank and recorded tape—according to purchaser age, occupation, income, marital status, family size and geographic area. Results will be available in February, Lipsey said, and will include average issue audience measurements for 25 specific publications: Wall Street Journal, Business Week, Life, Time, Newsweek, U.S. News and World Report, Audio, High Fidelity, Stereo Review, Esquire, New Yorkers, Sports Illustrated, Boating, Field & Stream, Golf, Golf Digest, Outdoor Life, Penthouse, Playboy, Popular Science, Popular Mechanics, Mechanix Illustrated, Sport, Sports Afield, and True.

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## Dr. Rinfret NARM Speaker

NEW YORK — Dr. Pierre A. Rinfret, president of the international economic and financial consulting firm of Rinfret-Boston Associates, and president of the Rinfret Fund, will be the featured speaker at the Opening Business Session of NARM's 15th Annual Convention, which convenes Feb. 25-28, at the Century Plaza Hotel in Los Angeles.

Dr. Rinfret's address will follow that of the convention keynote speaker Larry Uttal, president of Bell Records, who will speak on the convention theme, "Partners in Progress," at the Opening Business Session on Monday morning, Feb. 26.

Dr. Rinfret's appearance at NARM will mark the first time an economist has appeared before the NARM Convention. As an expert in financial planning and forecasting, Rinfret will tie the future of the music industry in with the economic future of the overall business community. To the large number of NARM members represented in public companies, and to the growing number which will probably become public companies.

## Andre Perry Sells Studio

MONTREAL — Andre Perry, president of Andre Perry Studios in Montreal, Canada has announced the sale of the 32-track studio facilities to a group of Canadian entrepreneurs.

Before the studio sale, Andre Perry, a veteran jazz musician, produced such artists as Charles Aznavour and Mirielle Mathieu and is probably best known for his recording of John Lennon's Plastic Ono Band's "Give Peace A Chance." The studio, which had been converted from an old church, was famous for its highly personalized atmosphere. A staff of eighteen took care of all the artistic and technical duties.

"I found", stated Perry, "the demands of operating the business end began drawing too much time and energy out of me. When I should have been in the studio working with the groups, I found myself spending more and more time on the non-music end of my own music business."

Since the sale of the studio, Perry has started a new creative music complex called Good Noise Limited. The company, specializing in talent packaging and record production is staffed by American record producer Frazier Mohawk, best known for his work with Elektra Records; Yael Brandeis who is now functioning as business manager; and Perry who is all around co-ordinator and producer as well as company head.

New offices are located at 163 St. Paul East, Old Montreal, Canada.



IT'S IN THE BAG—Brown Bag Records launched its billboard campaign recently by displaying huge billboards on Sunset Strip. Shown above is a model of the Mom's Apple Pie advertisement, with another for John Hambrick's "Windmill In A Jet Filled Sky" located across the street in Hollywood.

## Reddy Child

HOLLYWOOD — Helen Reddy, whose feminist anthem "I Am Woman" on Capitol hit the number one spot, gave birth to a baby boy, Jordan Sommers Wald, on Tuesday, Dec. 12, at Cedars of Lebanon Hospital. This is Australian-born Ms. Reddy's first child by her husband and manager, Jeff Wald. She has a nine-year-old daughter, Traci, from her previous marriage.

## Clara Ward Suffers Stroke

HOLLYWOOD — Clara Ward, 48, gospel singer and leader of The Clara Ward Singers, suffered a mild stroke over the weekend at her Baldwin Hills home here on Saturday, Dec. 9. Miss Ward was rushed to UCLA Medical Center in West Los Angeles where authorities later reported she was in fair condition.

## Franklin Music As Retailer Of Year

PHILADELPHIA — Franklin Music Co. has been named Retailer of the Year by the Echelon Mall Merchant's Assoc., Echelon, N.J. The award was presented to Albert S. Franklin, president and operator of the four music stores that bear his name. Franklin received the award, the first of its kind to be given by the association, at a ceremony in the community room of the mall.

The Echelon store was chosen for the honor from among 114 merchants who have business establishments at the mall, according to James B. McLean, Echelon Mall manager. McLean said presentation of the award marked the first time the shopping center industry, which includes regional enclosed malls over the country, has given a retailer of the year award.

## NARAS Fetes Studio Players

NEW YORK — The New York Chapter of NARAS, has completed its Most Valuable Player balloting for the best studio musicians and vocalists.

The recently announced results give the honors to trumpeter Bernie Glow, trombonist Urbie Green, alto saxist Phil Bodner, who also won the reed-doubling award, tenor saxist Al Klink, baritone saxists Pepper Adams and Danny Bank (tied), pianist/organist Dick Hyman, guitarist Vinnie Bell, bassist Richard Davis, drummer Ronnie Zito, percussionist Phil Kraus, violinist David Nadine, violinist Al Brown, cellist George Ricci, harmonica-player Toots Thielmans (for miscellaneous instruments) and backup singers Linda November and Marilyn Jackson (tied) and Jerry Keller.

### Winners Honored

Winners of this contest, the first of its kind ever to be held, and, according to many NARAS members, affording recognition long overdue, will be honored at special presentation ceremonies to be held on Jan. 4 at Vanguard Records studios. Arranger Manny Albam, originator of the contest, is writing a special chart for the winners, each of whom will receive special scrolls for their outstanding achievements.



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PASSAGE—On their recent tour of the east coast, Capitol's recording group Bloodrock stopped in to visit Cash Box. Seated in the front row with the group is Stu Yahm, national manager, artist relations, and to his right, Max Kendrick, artist relations, east coast.

## WANTED

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# C & W Singles Reviews

## Best of the Week

### BUCK OWENS (Capitol P-3504)

In The Palm Of Your Hand (2:35) (Blue Book, BMI—B. Owens)

Buck's coming on strong with this original ballad that features his new writing style coupled with his old, emotional vocal sound. Topflite backing by the Buckaroos and immaculate production add polish to the total sound. Buck's got a top ten position in the palm of his hand. Flip: "Get Out Of Town Before Sundown" (2:48) (same credits).

### RED SIMPSON (Capitol P-3495)

Those Forgotten Trains (2:10) (Central Songs/Glenwood, ASCAP—S. Monroe, J. Cunningham)

Red Simpson drove up last year's charts with "I'm A Truck" and "Country And Western Truck Drivin' Man." This Smiley Monroe/J. Cunningham song about trains shows that Red has more than a one-track mind; he should be on the surveys for years to come. Flip: "Milesaver Man" (2:38) (Jerry Chestnut, BMI—W. Woodward).

### FERLIN HUSKY (ABC 11345)

True True Lovin' (2:23) (Ronbre/Coach Four, BMI—G. Nelson, C. Taylor)

For his first outing on the ABC label, Ferlin Husky lives up to his last name with a robust vocal that will capture considerable attention for this strong ballad sound. Flip: no info available.

### DANNY O'KEEFE (Signpost SP-70012)

I'm Sober Now (2:42) (Cotillion/Road Canon, BMI—D. O'Keefe)

From the man who brought us "Goodtime Charlie's Got The Blues," comes a new original with potential to do easily as well as "Charlie" in both country and pop markets. O'Keefe comes across as a very convincing and theatrical vocalist on this disk, as well as a talented songwriter. Flip: no info available.

### JEANNIE SEELY (Decca 33042)

Farm In Pennsylvucky (1:47) (Tree, BMI—J. Seely)

Right next to Kentsylvania lies the little town of Pennsylvucky. And what better place for Jeannie Seely to write about in her new song, being a young Pennsylvania gal who went down South to get into Country Music. A bright, happy and commercial sound. Flip: "Between The King And I" (3:05) (Tree, BMI—R. Lane).

### CARL BELEW (Decca 33043)

Who Are You Saving It For (3:07) (4 Star, BMI—C. Belew, R. Harman, T. Stanley)

Carl Belew comes across with a standard ballad sound that has a good chance to score with its clever lyrical content. Flip: "I'm Taking Care Of Your Roses" (2:53) (same credits).

### GILDA (Candy C-1025)

The Ballad Of Rosie Mae Miller (2:54) (Candle, ASCAP—G. Jordan)

Gilda Jordan most likely has a very big hit on her hands, and could very well be a new star on the horizon. Her original ballad has a funky arrangement and story line in which a slighted female gets her just revenge. The right combination to take Gilda to the top. Flip: "There Stands A House" (3:03) (Candle, ASCAP—G. Jordan).

### DAVID WOELLER (Playboy P50015)

Hotel Christmas (2:43) (Evil Eye, BMI—S. Silverstein)

When one thinks of Christmas, a day at home with the family and the tree immediately comes to mind. But everyone can't be as fortunate, as David Woeller tells us via this bluesy Shel Silverstein composition about spending the holiday in a lonely hotel room. Due for extensive airplay. Flip: no info available.

### DICK O'LEARY (Country Showcase America 110)

The Christmas Flower (2:45) (Country Showcase, BMI—F. Gosman, D. O'Leary) A dramatic narrative reading with "Joy To The World" in the background showcases Dick O'Leary's theatrical flair as well as his Christmas spirit. Should command considerable attention. Flip: no info available.

### CHERI LEE (Candy C-1012)

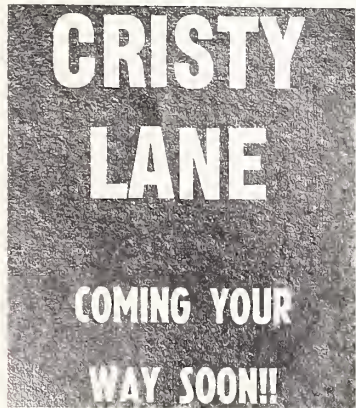
True Lovin' (2:28) (Candle, ASCAP—C. Davis) Cheri Lee puts bright vocals on top of a moving rhythm section that cuts a groove somewhere between country and r&b. Add a dash of strings, cook for 2½ minutes, and you have a hit recipe. Flip: "Help Me Make A Memory" (3:08) (Canary, BMI—B. A. Amos).

### CHARLIE WALKER (RCA 74-0870)

Soft Lips And Hard Liqueur (2:04) (Forrest Hills, BMI—W. Haynes, L. Allen) Soft lips and hard liquor are a tricky combination to handle, but it looks like Charlie Walker has got them under control for a tight sound with hit potential. Flip: "It's Better Than Going Home Alone" (2:45) (Blue Crest, BMI—T. Stearnes, G. Goleman).

### JIMMY HYDRICK (Candy C-1016)

A Weakness She Can't Understand (2:23) (Candle, ASCAP—J. Hurley) In a wellpaced and neatly arranged ballad, Jimmy Hydrick establishes a compelling vocal feel that should capture substantial airplay. Flip: "That's Not Me" (2:01) (Canary, BMI—M. & J. Hydrick).



# Country LP Reviews



### WHY IS ROY ACUFF—Hickory LPS 162

The question in full might be "Why is Roy Acuff known as 'Mr. Country Music'?" If there are any doubts, they can be answered by this double-LP set from Hickory. Amongst the many, many performers who gave their all to country, Acuff has the heritage and talent to earn the title. In addition to popularizing such classic tunes as "Wabash Cannonball" and "The Great Speckled Bird," Roy was the co-founder (with Fred Rose) of Acuff-Rose Music, the father of c&w publishing houses. Not only a collectors' item, but a memorable musical event.



### HANK THOMPSON'S GREATEST HITS VOL. 1—Dot DOS26004

Hank Thompson may well be the Golden Throat of country music. Somehow he manages to exude all the downhome basic feel that so much typifies c&w, but he can also place polish and finesse on top. His smooth style goes hand-in-hand with his suave stage presence, and even though records aren't visual products, his image comes across loud and clear. After the success of his "Yellow Cab" LP (a collection of Mills Brothers hits) and "Glow Worm" single, Hank should do very well with this greatest hits.



### BABY IT'S SO HARD TO BE GOOD—Ernest Tubb—Decca DL7-5388

Here is an album that represents both the roots and branches of country music. Because of the fact that there is no generation gap in country (as there is in rock & roll), it's possible for an artist to start a career and then have it flourish over many generations. This is what has happened to Ernest Tubb, a member of the Grand Ole Opry since the 1940's. As the title song of this album, Tubb uses a tune by Harlan Howard. But keeping himself aware of change, Ernest has also included some songs by newer writers, such as Earl Kit Carson's "Big Blue Diamond" and Marty Robbins' "In This Corner." A winning set.

# Top Country Albums

1	HERE I AM AGAIN Loretta Lynn (Decca 75381)	2	IT'S NOT LOVE (BUT IT'S NOT BAD) Merle Haggard (Capitol S1-11127)
2	GOT THE ALL OVERS FOR YOU Freddie Hart (Capitol ST 1001107)	3	23 BORROWED ANGEL Mel Street (Metromedia MCS 5001)
3	THE BEST OF THE BEST OF MERLE HAGGARD (Capitol ST 11082)	1	24 DOLLY PARTON SINGS (MY FAVORITE SONGWRITER PORTER WAGONER) (RCA LSP 4752)
4	MY MAN Tammy Wynette (Epic 31717)	5	25 JESUS WAS A CAPRICORN Kris Kristofferson (Moument KZ 31909)
5	WHEEL OF FORTUNE Susan Rave (Capitol ST 11106)	9	26 TO GET TO YOU Jerry Wallace (Decca 5349)
6	TOGETHER ALWAYS Porter Wagoner & Dolly Parton (RCA LSP 4761)	4	27 DELTA DAWN Tanya Tucker (Columbia KC 31742)
7	CHARLIE McCOY (Monument 31910)	11	28 INCOMPARABLE Charley Pride (RCA CAS 2584)
8	LYNN ANDERSON'S GREAT HITS (Columbia KC 31641)	12	29 WHEN THE SNOW IS ON THE ROSES Sonnv James (Columbia KC 31646)
9	I CAN'T STOP LOVING YOU/ (LOST HER LOVE) ON OUR LAST DATE Conway Twitty (Decca DL 7-5361) (MCA)	6	30 MUCH MORE A MAN Marty Robbins (Decca DL 75389)
10	LONELY WOMEN MAKE GOOD LOVERS Bob Luman (Epic 31746)	15	31 BEST OF CHARLEY RICH (Epic KE 31933)
11	BUCK OWENS LIVE AT THE WHITE HOUSE (Capitol ST 11105)	7	32 I AIN'T NEVER Mel Tillis (MGM SE 4870)
12	THE HAPPIEST GIRL IN THE WHOLE U.S.A. Donna Fargo (Dot DOS 26000)	13	33 AMERICA Johnny Cash (Columbia KC 31645)
13	A SUNSHINY DAY WITH CHARLEY PRIDE (RCA LSP 4742)	8	34 TURN ON SOME HAPPY Danny Davis (RCA LSP 4803)
14	LADIES LOVE OUTLAWS Waylon Jennings (RCA LSP 4751)	10	35 A SWEETER LOVE Barbara Fairchild (Columbia KC 31720)
15	BURNING LOVE Elvis Presley (RCA 2595)	24	36 THE STORYTELLER Tom T. Hall (Mercury SR 61368)
16	IF YOU TOUCH ME Joe Stampley (Dot DOS 26002)	14	37 WRAPPED AROUND HER FINGER George Jones (RCA LSP 4801)
17	SOMEBODY LOVES ME Johnny Paycheck (Epic KE 31707)	18	38 TOM T. HALL GREATEST HITS (Mercury SR 61369)
18	HEAVEN IS MY WOMAN'S LOVE Tommy Overstreet (Dot 26003)	26	39 I'VE GOT A WOMAN'S LOVE Marty Robbins (Columbia KC 31628)
19	GLEN TRAVIS CAMPBELL (Capitol SW 11117)	30	40 ALL TIME GREATEST HITS Ray Price (Columbia 31364)
20	THE ROADMASTER Freddy Weller (Columbia KC 31769)	22	41 I FOUND SOMEONE OF MY OWN Carl Smith (Decca DL 7 5369)
21	EXPERIENCE Porter Wagoner (RCA 4810)	28	42 ROY CLARK LIVE (Dot DOS 26005)
			43 BEST OF DOTTIE WEST (RCA LSP 4811)
			44 PICTURE OF ME WITHOUT YOU George Jones (Epic KE 31718)



## Buck Owens Sponsors 2nd Annual Pro-Celebrity Golf Tournament

BAKERSFIELD, CAL. — The Second Annual Buck Owens Pro-Celebrity Golf Tournament was held Nov. 4-5. More than 30 celebrities and 120 amateurs took over the greens at the Bakersfield Country Club before an estimated crowd of 400 onlookers for two days of golf.

The banquet and show Saturday night was again the highlight with well over 650 in attendance. Host Buck Owens was first on the bill with a rendition of "Mountain Dew." He then brought on Buddy Alan to sing "Lodi," followed by newcomer, Miss Stormy Winters who did an exciting version of "Proud Mary." The Bakersfield Brass were up next with "Daddy Don't You Walk So Fast," featuring vocal by Dave Gray. Susan Raye was brought on and did "Wheel of Fortune." Buck's portion of the show

## CMA Awards 3 Stations

NASHVILLE — The Country Music Assoc. has announced the winners in their annual radio competition for promotion of Country Music Month. First, second and third place awards are given for the most outstanding promotion done at the local level during the month of October.

The contest is judged on the basis of originality of promotions, involvement by their listeners, and the stations' total effort to let the community know that October is Country Music Month. The CMA judges awarded first place for 1972 to Radio Station KBAM in Longview, Washington. Second Place to WDVA, Danville, Virginia, and third place to KAFF, Flagstaff, Arizona. Presentation of the CMA Awards will be made during the 47th Birthday Celebration of The Grand Ole Opry and the CMA festivities in October of 1973 in Nashville.

Arne G. Peterson, general manager of KBAM created the award winning promotion campaign, with the stations efforts focused heavily on audience participation.

## Word, Inc.'s Nash Office

NASHVILLE — A Nashville office has been established for the publishing arms of the multi-million dollar complex of Word, Inc., and J. Aaron Brown has been chosen to head the operation.

Brown has been named general manager of the gospel division of Word Records' publishing companies, Canaanland Music (BMI) and Word Music (ASCAP), according to an announcement from the firm's home office in Waco, Texas. The establishment of the Nashville publishing division at 825 19th Ave., S. marks the first time the nation's leading gospel/religious recording and publishing company has located in Music City U.S.A.

Word, Inc., is the parent company of the Word, Canaan, Light, and Myrrh Recording Companies; Lexicon Publishing; Word Book Publishing Co.; Creative Resources (a division handling religious educational material on cassettes); Word Tours; and Word and Canaan Record Clubs; as well as the two publishing companies.

Marvin Norcross, vice president and secretary-treasurer of Word Inc., said the firm has been interested in opening a Nashville office for some time. They now believe the timing is right and that they have found the right person in Brown, who built the fledgling Silverline Music Publishing Co., owned by the Oak Ridge Boys, into a major firm in gospel music.

ended with "You All Come" with audience participation.

Comedian George Lindsey was "Master of Hilarities" for the evening. Surprise performer of the evening was motorcycle daredevil Evel Knievel who, at Buck's request, did a reading of one of his own poems which stated in conclusion, "to be a man, to do my best, to stand alone is my only quest." Bake Turner, defensive back for the NY Jets, displayed a fine country singing voice as he sang "Four Strong Winds" and Archie Campbell did his funny "spoonerism" version of "Cinderella" that he's made legendary on "Hee Haw." Cincinnati Reds catcher Johnny Bench, recipient of the Key To The City by Bakersfield Mayor Don Hart, was brought on by request and did a version of "Don't Mess Around With Jim." Mayf Nutter performed with "I Want To Go Home," spiced with his own recollections, and "Never Ending Song Of Love."

Also brought on stage was Bobby John Henry, local Bakersfield star, who performed "Easy Loving," and a command performance of Kristofferson's "The Taker." Rusty Draper was also on the boards for the evening as well as Foster Brooks from the "New Bill Cosby Show". Ronnie Prophet, did impressions featuring Louis Armstrong, Eddy Arnold, Kitty Wells, Tiny Tim and Johnny Cash.

Rounding out the show was Charley Pride who closed with versions of "Four Walls" and "Kiss An Angel Good Morning." The Buckaroos who provided expert backing for all performing celebrities.

The tournament is expected to outdo last year's for monies garnered. \$25,000 is the projected figure for this year's proceeds with all funds going to the fight against cancer. Awards were given Sunday afternoon including five engraved Buck Owens All American guitars to the top foursome of John Brock, Jack Lund, Sam Tobias and Joe McFadden. Among the celebrities winning trophies were Mayf Nutter, Bob Morris, Peter Marshall, Efrem Zimbalist, Jr., Bobby Murcer and Dennis Ralston, international tennis star, who walked off with top celebrity honors.

## Second Christmas Country Cavalcade

HOLLYWOOD — KLAC, Metromedia's radio outlet in Los Angeles, will team up with Knott's Berry Farm in Buena Park, Cal., for their 2nd Annual Country Christmas Cavalcade.

The marathon yule extravaganza is scheduled for Dec. 26 and will continue for seven consecutive days. Sixteen performers will appear on stage in both the Knott's John Wayne Theatre and Wagon Camp for a total of 40 complete Country-Western shows.

Bill Ward, a vice president of Metromedia Radio and general manager of KLAC, announced the following line-up: Dec. 26—KLAC's Dick Haynes (emcee), Tony Booth, the Bakersfield Brass, Jimmy Lawton & The Lawmen; Dec. 27—KLAC's Harry Newman (emcee), Tex Williams, Billy Armstrong, Rod Culpepper & The Boot Hill Express; Dec. 28—KLAC's Sammy Jackson (emcee), Tanya Tucker, Ray Sanders, Brush Arbor; Dec. 29—KLAC's Jay Lawrence (emcee), the Hagers, Brush Arbor; Dec. 30—KLAC's Chuck Sullivan (emcee), Archie Campbell, Red Steagall; Dec. 31—KLAC's Hugh Cherry (emcee), Kenni Huskey & The Huskey Family; Jan. 1—KLAC's Larry Scott (emcee), the Sons of the Pioneers, the Floyd County Boys. Jim Johnson and The Country Store are slated for all shows.

## Country Artist of the Week: STONEY EDWARDS



**TIME TO SING**—Stoney Edwards has paid his dues and now's the time to sing the songs.

Stoney Edwards knows a great deal about trouble, and hard times. In fact, he's spent more time living his songs than singing them. Born on a small farm in Seminole, Oklahoma, Stoney's life has indeed been "Stoney"—filled with privation, hardship, and a misfortune plus a brush with death.

His first guitar as a kid was made out of an empty gallon bucket and an old window screen. When he started singing professionally, he had a chance to play with Bob Wil's old band and he learned that life wasn't totally against him.

And, today, Stoney has learned to laugh as all the bad times are behind him. He has several albums on Capitol Records, and his current hot chart climbing single which was produced by Earl Ball is titled "She's My Rock".

Personal management by Ray Sweeney.

## Young Tapes For Disks And TV

NASHVILLE — Mercury artist Faron Young went into the Mercury Studios on Dec. 5 for a recording session, and on Dec. 6 he taped a guest spot on the Hee Haw Show, which will be aired in the near future. Later in the month, the Wilburn Brothers (Doyle and Teddy) dedicated their entire show to "The Sheriff". The show featured all Faron Young songs and marked the first time in two years that Young has appeared on this show.

Faron's manager, Billy Deaton, reports the Young/Deaton publishing interests are flourishing. Songs included in recent sessions are "Give A Lonely Heart A Home", by Charley Pride, and "Imagination Running Wild", by Conway Twitty. Also, two songs from the Young/Deaton publishing catalogues, "She", and "Divorce Or Destroy", are featured on the Hank Williams, Jr. LP "Eleven Roses".

## Nelson Guests In Kristofferson Set

NEW YORK — Willie Nelson, a country singer-composer newly signed to Atlantic, made a guest appearance at Kris Kristofferson's recent Philharmonic Hall concert.

## Hank Williams III Born In Nashville

NASHVILLE — Hank Williams, III, new 8 lb. son of Hank Williams, Jr. and wife Gwen was born in a Nashville hospital Dec. 12, 1972. Born just 20 days short of Jan. 1, the date which marks the 19th anniversary of Hank Williams, Senior's death, the baby is the first grandchild of Hank Williams.

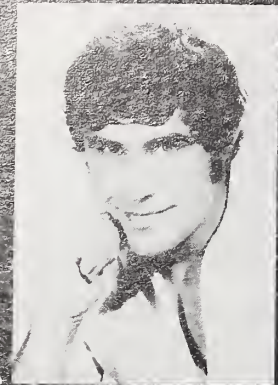
Hank, Jr., the new baby's father, is a recording artist on the MGM record label.

## Baby Boy For Wiggins Clan

BAKERSFIELD, CAL. — Jerry Wiggins, drummer for Buck Owens' Buckaroos and Susan Raye Wiggins, popular Capitol songstress, announced the birth of their son, Cale Ryan Wiggins.

Cale was born Dec. 3, 1972, at Memorial Hospital in Bakersfield, Cal. at 5:38 a.m. The little man weighed in at 7 lbs. and 2 oz., sporting a full head of hair. Cale joins brothers Scott, Todd and Steve as part of the Wiggins clan.

# Headed For



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1	HEAVEN IS MY WOMAN'S LOVE Tommy Overstreet (Dot 17428) (Famous Music—ASCAP)	2	36 LISTEN Tommy Cash (Epic 10915) (Moss Rose—BMI)	29
2	FOOL ME Lynn Anderson (Columbia 4592) (Lowery Music—BMI)	3	37 BABY, BYE BYE Dickey Lee (RCA 0798) (Jack—BMI)	28
3	WHITE SILVER SANDS Sonny James (Columbia 45706) (Sharina Music—BMI)	5	38 THIS MUCH A MAN Marty Robbins (Decca 3306) (Mariposa—BMI)	35
4	SING ME A LOVE SONG FOR BABY Billy Walker (MGM K 14422) (Venomous Music—ASCAP)	4	39 OLD FASHIONED SINGING George Jones & Tammy Wynette (Epic 10923) (Altam—BMI)	50
5	GOT THE ALL OVERS FOR YOU Freddie Hart (Capitol P3453) (Blue Book—BMI)	1	40 ANY OLD WIND THAT BLOWS Johnny Cash (Columbia 45740) (House Of Cash—BMI)	45
6	PRETEND I NEVER HAPPENED Waylon Jennings (RCA 74-0808) (Willie Nelson—BMI)	7	41 ALL HEAVEN BROKE LOOSE David Rogers (Columbia 45714) (Unichappell—BMI)	44
7	SHE'S GOT TO BE A SAINT Ray Price (Columbia 45724) (Gue!! Music—ASCAP)	9	42 BEHIND BLUE EYES Mundo Earwood (Royal American 65) (Ray Moonda—BMI)	36
8	A PICTURE OF ME WITHOUT YOU George Jones (Epic 10917) (Al Gallico Music—BMI)	11	43 HAPPY, HAPPY BIRTHDAY BABY Sandy Posey (Columbia 45703) (ARC—BMI)	56
9	SOUL SONG Joe Stampley (Dot 17442) (Al Gallico/Algee—BMI)	15	44 YOU TOOK ALL THE RAMBLIN' OUT OF ME Jerry Reed (RCA 0857) (Vector—BMI)	41
10	LOVIN' ON BACK STREETS Mel Street (Metromedia Country 901) (Contention—SESAC)	13	45 RHYTHM OF THE RAIN Pat Roberts (Dot 17434) (Famous Warner Tamerlane—BMI)	41
11	SHE'S TOO GOOD TO BE TRUE Charley Pride (RCA 0802) (Pi-Gem—BMI)	6	46 SOMEWHERE, MY LOVE Red Steagall (Capitol 3461) (Robbins—ASCAP)	51
12	PRIDE'S NOT HARD TO SWALLOW Hank Williams Jr. (MGM K-14421) (Passkey Music—BMI)	8	47 HE AIN'T COUNTRY Claude King (Columbia 45704) (Belldale/Armstead—BMI)	49
13	LONELY WOMEN MAKE GOOD LOVERS Bob Luman (Epic 10905) (Young World—BMI)	10	48 DOWNFALL OF ME Sonny James (Capitol 3475) (Marson—BMI)	52
14	KATY DID Porter Wagoner (RCA 0820) (Owepar—BMI)	18	49 LOVE SURE FEELS GOOD IN MY HEART Susan Raye (Capitol 3499) (Blue Book—BMI)	61
15	WHO'S GONNA PLAY THIS OLD PIANO Jerry Lee Lewis (Mercury 73328) (Blue Echo—ASCAP)	12	50 EVERYBODY NEEDS LOVIN' Norro Wilson (RCA 0824) (Al Gallico Music/Algee Music—BMI)	53
16	HOLDIN' ON (TO THE LOVE I GOT) Barbara Mandrell (Columbia 45702) (Algee Altam—BMI)	19	51 NEON ROSE Mel Tillis (MGM 14454) (Tomake—ASCAP)	71
17	LONESOME 7-7203 Tony Booth (Capitol 3441) (Cedarwood—BMI)	14	52 HELLO WE'RE LONELY Tom T. Hall & Patti Page (Mercury 73347) (Hallnote—BMI)	63
18	IS THIS THE BEST I'M GONNA FEEL Don Gibson (Hickory 1651) (Acuff/Rose—BMI)	16	53 KNOXVILLE STATION Bobby Austin (Atlantic 2913) (Mamazoo—ASCAP)	47
19	I REALLY DON'T WANT TO KNOW Charlie McCoy (Monument 78554) (Hill & Range Song Inc.—BMI)	22	54 PAINT ME A RAINBOW Wynn Stewart (RCA 0819) (Window/Emoher—BMI)	57
20	CATFISH JOHN Johnny Russell (RCA 9810) (Jack—BMI)	25	55 GOODBYES COME HARD FOR ME Kenny Serratt (MGM 14435) (Shade Tree—BMI)	60
21	JAMESTOWN FERRY LOVE'S THE ANSWER Tanya Tucker (Columbia 45721) (Tree—BMI) (Algae—BMI)	27	56 RATED X Loretta Lynn (Decca 33039) (Sure Fire—BMI)	—
22	TO KNOW HIM IS TO LOVE HIM Jody Miller (Epic 10916) (Vogue Music—BMI)	21	57 SHELTER OF YOUR EYES Don Williams (JMI 12) (Jack—BMI)	65
23	SOMEBODY LOVES ME Johnny Paycheck (Epic 10912) (Jack & Bill Music—ASCAP)	17	58 IN THE PALM OF YOUR HAND Buck Owens (Capitol 3504) (Blue Book—BMI)	—
24	PASS ME BY Johnny Rodriguez (Mercury 73334) (Hallnote Music—BMI)	34	59 SHE CALLED ME BABY Dick Curless (Capitol 3470) (Central—BMI)	62
25	AFRAID I'LL WANT TO LOVE HER ONE MORE TIME Billy "Crash" Craddock (ABC) (Cartwheel A-222) (Little David—BMI)	33	60 THE LORD KNOWS I'M DRINKING Cal Smith (Decca 33040) (Stallion—BMI)	—
26	SHE NEEDS SOME ONE TO HOLD HER Conway Twitty (Decca 33033) (Hello Darlin' Music—SESAC)	37	61 I JUST GOT TO FEEL LIKE A WOMAN TONIGHT Lynda K. Lance (Triune 7207) (Mamazoo—ASCAP)	66
27	SHE LOVES ME (RIGHT OUT OF MY MIND) Freddy Weller (Columbia 45714) (Young World/Center Star—BMI)	30	62 THE TEDDY BEAR SONG Barbara Fairchild (Columbia 45743) (Duchess—BMI)	—
28	SHE'S MY ROCK Stoney Edwards (Capitol 3462) (Ironside—ASCAP)	31	63 WE KNOW IT'S OVER Dave Dudley & Kare O'Donnal (Mercury 73309) (Newkey—BMI)	68
29	WHOLE LOTTA LOVING Hank Williams Jr. & Lois Johnson (MGM 14443) (Travis—BMI)	38	64 TILL I GET IT RIGHT Tammy Wynette (Epic 10940) (Tree—BMI)	—
30	OLD DOGS, CHILDREN AND WATERMELON WINE Tom T. Hall (Mercury 73346) (Hallnote—BMI)	40	65 PROUD MARY Brush Arbor (Capitol) (Brush—BMI)	67
31	DON'T SHE LOOK GOOD Bill Anderson (Decca 33002) (Passkey Music—BMI)	20	66 SATISFACTION Jack Greene (Decca 33008) (Tree—BMI)	—
32	I WONDER IF THEY EVER THINK OF ME Merle Haggard (Capitol) (Blue Book—BMI)	42	67 ONE LAST TIME Glen Campbell (Capitol 3483) (Blackwood Music—BMI)	70
33	MY MAN Tammy Wynette (Epic 10909) (Algee—BMI)	23	68 MIDNIGHT FLYER Osborne Brothers (Decca 33028) (Rocky Too—BMI)	72
34	DON'T LET THE GREEN GRASS FOOL YOU O. B. McClinton (Enterprise 9059) (Stax/Volt) (Assorted—BMI)	58	69 MOVE IT ON OVER Buddy Alan (Capitol 3485) (Fred Rose—BMI)	73
35	DO YOU KNOW WHAT IT'S LIKE TO BE LONESOME Jerry Wallace (Decca 33036) (TAJ—ASCAP)	24	70 LOVE IS THE LOOK YOU'RE LOOKING FOR Connie Smith (RCA 0860) (Neely's Bend—BMI)	—
			71 YES MA'AM Glenn Barber (Hickory 1653) (Acuff/Rose—BMI)	75
			72 THOSE FORGOTTEN TRAINS Red Simpson (Capitol 3495) (Central—BMI) (Glenwood—ASCAP)	—
			73 WOMAN'S TOUCH Faron Young (Mercury 73337) (Brougham Hall—BMI)	—
			74 GOOD THINGS David Houston (Epic 10939) (Algee—BMI)	—
			75 BLUE TRAIN George Hamilton IV (RCA 0854) (Acuff/Rose—BMI)	—

# Love Sure Feels Good IN My Heart



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## Country Roundup

Ferlin Husky has "True, True, Love" . . . Ray Robertson, manager for R. & J. Advertising, a Little Richie Johnson firm, was hospitalized recently from a severe case of overwork. Robertson handles all of the R. & J. Advertising Co. for Little Richie Johnson and is well known in the country field. They had just come off a four week promotion trip including three weeks in Nashville and started another trip when Ray took sick. Reports are he will be convalescing for several weeks . . . J M I Records has released its second single by Jackie Burns. It's title is "One Big Unhappy Family". She is produced by Bob McDill and Bob Webster. Her first release, "If Loving You Is Wrong," was JMI's second national country music hit.

The new series of the award winning "Gospel Singing Jubilee", hosted by Les Beasley and the Florido Boys was taped at WSIX-TV studios in Nashville on Dec. 11, 12, and 13 . . . The Orrells will be celebrating Christmas and New Years in Europe as their schedule calls for concerts in Holland, France, Sweden, and Norway. They begin this exciting series on Dec. 18 and wrap it up in 1973 on Jan. 3 . . . Connie Eaton Williamson and husband Cliff Williamson have a new baby girl named Courtney born in Nashville the last day of November. Connie, one of the top girl artists, has a new record out on Chart titled, "Love Is So Elusive", while Cliff is a top exec at the label.

Tammy Wynette's new Epic single "Til I Get It Right", has been pulled

from her LP titled "My Man" due to popular request . . . Jeanne Chennault, personal secretary to Decca artist Bill Anderson, was married to Ronald Gaddis, Dec. 2. The couple was attended by Jeanne's daughter Kathy, and husband Hal Wayne of Cutlass Records. Kathy and Hal were married Oct. 21 at the same place and by the same judge . . . RCA's Skeeter Davis will have a new album forthcoming shortly titled, "Skeeter Davis-Hillbilly Singer". Skeeter was among the RCA artists who recently performed in Atlanta at the prison and a benefit show sponsored by WPLO. Skeeter was made 'honorary convict' and also presented with a huge painting painted by one of the prisoners . . . Barnaby's Doyle Holly and wife Ginny have their Christmas present early this year by way of an 8lb. boy whom they named Jess Austin!

Country Sacramento KRAK's Walt Shaw, mid-day air personality, completed 20 miles in the March Of Dimes Walkathon sponsored by the Active 20-30 Club of Sacramento and raised some \$450.00 in the process. Accompanying him on the route to make sure that he would complete his task was KRAK's station manager, Jay Hoffer. This is the second year in which KRAK personnel have participated in the Walkathon and they're getting geared for the next community involvement activity . . . Harlan Howard president of Wildern has announced the signing of Billy Don Burns to an exclusive writer's contract.



**IF THE BOOT FITS**—You'd have to be a centipede to wear all the golden boots Charley Pride has won from RCA Records. The company gives Golden Boot Awards for hit albums and singles in the country music area, and in recent years, Charley has had another award every time he released a record. Mort Hoffman, RCA Records division vice president of commercial operations, presents the three most recent Golden Boots to Pride in Nashville (left photo). Jerry Reed (right photo), was also presented his most recent Golden Boot Award from Hoffman. This award is for the album, "The Best of Jerry Reed."

### Montgomery As King Producer

NEW YORK — Hal Neely, president of Starday-King Records has announced that Bob Montgomery, producer for such artists as Bobby Goldsboro, has agreed to produce recording artists, My Brother's Keeper, for King Records. My Brother's Keeper's first single for the label is a cover version of the rock standard, "Louie Louie".

### Country Gentlemen Album For Vanguard

NEW YORK — The Country Gentlemen have just wrapped up their first series of recording sessions in the Vanguard Studios. Their first Vanguard album, tentatively scheduled for February release, is being pro-

### Sovine Returns To Starday-King

NEW YORK — Hal Neely, president of Starday-King Records, has announced that Red Sovine has returned to Starday Records and has signed an exclusive long-term contract with the label. His return to the label is marked by the release of his new single, "Go Hide John" which was produced by Neely and which is being released shortly.

Red Sovine's past successes with Starday Records include "Giddy Up Go", "I Didn't Jump the Fence", and "Phantom 309".

duced by Jack Lothrop.

The bluegrass group were honored with seven awards in the 1972 Mule-skinners News Poll.

## International News Report

### Japanese Fans To Select Music, Design Of LP Line

TOKYO — Toshiba-Onko Co., will release "Music Joy, Disk Joy" series next May. Fans will be invited to select the music and to design covers of this series under the slogan of "Your Music and My Design."

Mr. Sakai, executive director and Mr. Machida, chief of western music, unveiled plans on this series as follows:

This line will consist of six-sections, Movie music, New-folk, Mood-music and chanson, etc. The applications from public will be received for each sections respectively from Dec. 1 to Jan. 15. The company is going to develop a big campaign on this series through TV, Radio, newspapers and weekly magazines.

### Hopi Deal w/ Festival

NEW YORK — Toronto-based Hopi Records continues its world-wide licensing with the conclusion of an exclusive label distribution deal with Festival Records for the territories of Australia and New Zealand.

The three-year deal was negotiated between Ms. Mildred Fields, Festival's New York representative, and Mort Ross and Mike Levine of Hopi.

Hopi, distributed by Vanguard in the U.S., is presently out with its first album release, "Confessions of a Male Chauvinist Pig" by Artie Kaplan.

### Simon In Euro

NEW YORK — Singer Joe Simon, with two certified gold records on the year ("Power Of Love" and "Drowning In The Sea Of Love") is currently in Europe for concerts, television appearances and record promo. Accompanied by co-manager Roy Rifkind, the Spring recording artist is appearing before fans in England, France, Germany, Italy and Greece. Simon is being backed by his own seven piece band.

### Nippon Victor Promotes Artists From The West

TOKYO — Victor Musical Industry Co. will promote five western artists and groups at the end and beginning of the year.

The artists and groups are Osibisa (Heads), Neil Diamond (I'm a Believer), Bread (Guitar Man), Chuck Berry and Billy Holiday.

### Lori's Int'l Plans

NEW YORK — Capitol artist Lori Lieberman is set to appear at the 3rd Onda Nueva World Festival, to take place in Caracas on Feb. 14, 16, and 17. Her producers, Charles Fox and Norman Gimbel, will write an original song for her to perform. In conjunction with her Festival appearance, Jerry Thomas of Capitol Records International Department, is planning to release singles from her "Lori Lieberman" LP in five languages, French, Spanish, Italian, German and Japanese. This is part of Capitol's plan to build Lori into an international artist. She is fluent in French and Italian having spent a great part of her life in Europe.

### Polydor Global On 'Churchill' LP

HOLLYWOOD — American Variety International, Los Angeles-based entertainment conglomerate, has completed negotiations with Polydor International for worldwide release of its AVI album, "Churchill," produced by Emery Gordy, Jr.

International release deal excludes only U.S., where AVI handles its own distribution, and Canada, where Quality has exclusive rights.

European release of Liberace, who also records for AVI label, is handled by Ember, according to Ray Harris, executive vicepresident and general manager, who said AVI will continue to set its international representation on an individual basis, setting those companies deemed most effective for specific artists.



**IN THE PINK WITH GOLD:** Record audiences and sold out concert halls welcomed Pink Floyd to their German tour in Nov. After their concert in Dusseldorf, the managing director of EMI Electrola, Wilfried Jung, presented the group at a special press conference with a golden record—their first in Germany—for the outstanding sales of the LP "Obscured by Clouds" on the German market.



# International Best Sellers



## Great Britain

TW	LW	
1	1	My Ding-A-Ling—Chuck Berry—Chess—Carlin
2	4	Gudbuy T'Jane—Slade—Polydor—Barn Schroeder
3	2	Crazy Horses—Osmonds—MGM—Kolob
4	5	Crocodile Rock—Elton John—DJM—Dick James
5	7	What Made Milwaukee Famous/Angel—Rod Stewart—Mercury—Schroder/KPM
6	3	Why—Donny Osmond—MGM—Debmar
7	10	Lookin' Through The Windows—Jackson Five—Tamla Motown—Jobete Carlin
8	14	Ben—Michael Jackson—Tamla Motown—Jobete Carlin
9	12	Lay Down—Strawbs—A&M—Summerdown
10	9	I'm Stone In Love With You—Stylistics—Aveo—Gamble Huff
11	6	Clair—Gilbert O'Sullivan—MAM—MAM
12	18	Stay With Me—Blue Mink—Regal Zonophone—Cauliflower Cookaway
13	20	Rock Me Baby—David Cassidy—Bell—Carlin
14	—	Solid Gold Easy Action—T. Rex—T. Rex—Wizard
15	8	Leader Of The Pack—Shangri Las—Kama Sutra—Robert Melin
16	—	Shotgun Wedding—Roy C.—UK—Sparta Florida
17	17	Hi Ho Silver Lining—Jeff Beck—Rak—Contemporary
18	15	Loop Di Love—Shag—U.K.—Jano
19	—	Long Haired Lover From Liverpool—Jimmy Osmond—MGM—KPM
20	13	Mouldy Old Dough—Lieutenant Pigeon—Decca—Campbell Connelly

### TOP TWENTY LP'S

- 25 Rocking 'N Rolling Greats—Various Artists—K-Tel
- Slayed—Slade—Polydor
- Catch Bull At Four—Cat Stevens—Island
- Greatest Hits—Simon & Garfunkel—CBS
- 50 All Time Greats Of The 50s—Various Artists—K-Tel
- 20 Fantastic Hits Vol. 2—Various Artists—Arcade
- Portrait Of Donny—Donny Osmond—MGM
- Seventh Sojourn—Moody Blues—Threshold
- Back To Front—Gilbert O'Sullivan—MAM
- Never A Dull Moment—Rod Stewart—Mercury
- Sing Along With Max—Max Bygraves—Pye
- 22 Dynamic Hits—Various Artists—K-Tel
- Caravanserai—Santana—CBS
- Motown Chartbusters Vol. 7—Various Artists—Tamla Motown
- Slade Alive—Slade—Polydor
- Sing Along With Max Vol. 2—Max Bygraves—Pye
- Last Goon Show Of All—The Goons—BBC Radio Ent.
- Best Of Bread—Bread—Elektra
- Cherish—David Cassidy—Bell
- A Song For You—Carpenters—A & M



## Belgium

TW	LW	
1	1	Clair (Gilbert O'Sullivan—MAM—Editions Vedette).
2	2	Ich Hab' Die Liebe Geseh'n (Vicky Leandros—Philips—Apollo).
3	3	I Think I Love You (The Partridge Family—Bell—Screen Gems Music Benelux).
4	4	Burning Love (Elvis Presley—RCA).
5	—	Crazy Horses (The Osmonds—MGM).
6	5	You-Kou-La-Le-Loupi (Mouth & MacNeal—Decca).
7	9	Himalaya (C. Jerome—AZ).
8	7	There Has Been A Time (The Cats—Imperial).
9	—	Gudbuy T'Jane (Slade—Polydor).
10	6	Wig-Wam-Bam (The Sweet—RCA—Universal).



## Australia

TW	LW	
1	2	Popcorn. Hot Butter. B & H. Interfusion.
2	3	Baby Don't Get Hooked On Me. Mac Davis. Chappell. CBS.
3	1	Burning Love. Elvis Presley. Albert. RCA.
4	4	Garden Party. Rick Nelson. Astor Con. MCA.
5	7	You Wear It Well. Rod Stewart. Intersong. Mercury.
6	—	Sugar Me. Lynsey De Paul. Castle. MAM.
7	10	Kings Of The World. Mississippi. Barrelhouse. Bootleg.
8	5	Boppin' The Blues. Blackfeather. Belinda. Infinity.
9	—	Ben. Michael Jackson. Castle. Motown.
10	6	Rock Me Baby. Johnny Farnham. Essex. HMV.



## Japan

TW	LW	
1	1	Onna No Michi—Shiro & Miya & Pinkara Trio (Columbia) Pub: Nichion
2	2	Kassai—Naomi Chiaki (Columbia) Pub: Kaiantai Music
3	3	Ame—Eiji Miyoshi (Victor) Pub: Shinko Music
4	6	Isaribi Koiuta—Rumiko Koyanagi (Reprise/Warner-Pioneer) Pub: Watanabe
5	5	Chiyisana Tayiken—Hiromi Goh (CBS-Sony) Pub: Nichion
6	7	Holiday—Michel Polnareff (Epic/CBS-Sony) Sub Pub: Apr. Music
7	4	Dookyusei—Masako Mori (Minoruphone/Tokuma) Pub: Tokyo Music
8	8	Kanashimiyo Konnichiwa—Megumi Asaoka (GAM/Victor) Pub: J & K
9	9	Orizuru—Hiroko Chiba (King) Pub: Watanabe
10	—	Anata Ga Kaerutoki—Eiji Miyoshi (Victor) Pub: Shinko Gakufu
11	12	Rengeso—Villy Banban (Kit/Columbia) Pub: P.M.P. Music
12	—	Soshite Kobe—Cool Five (RCA/Victor) Pub: Uchiyamada Music
13	13	Alone Again—Gilbert O'Sullivan (London/King) Sub Pub: Review Japan
14	14	Sensei—Masako Mori (Minoruphone/Tokuma) Pub: Tokyo Music
15	15	Nijiwo Watatte—Mari Amachi (CBS-Sony) Pub: Watanabe
16	10	Sasurayi Bune—Shinyichi Mori (Victor) Pub: Watanabe
17	16	Anata No Maeni Bokugayita—Four Leaves (CBS-Sony) Pub: Apr. Music
18	11	Kuruwase Tayino—Rinda Yamamoto (Canyon) Pub: Fuji Music
19	20	Bus Stop—Kooji Taira (Teichiku) Pub: Nichion
20	—	Anatani Kakeru—Kiyohiko Ozaki (Philips/Phonogram) Pub: Nichion

### TOP FIVE LP'S

TW	LW	
1	1	Genkidesu/Takuro Yoshida (CBS-Sony)
2	2	Simon & Garfunkel (Gift Pack) (CBS-Sony)
3	4	Mari Amachi (Gift Pack) (CBS-Sony)
4	3	Hiromi Goh—First Album (CBS-Sony)
5	5	Let It Be—The Beatles (Toshiba)



## Argentina

TW	LW	
1	1	Porque Te Quiero Tanto (Odeon) Laureano Brizuela (CBS)
2	3	Por Amor (Melograf) Roberto Carlos (CBS)
3	6	Te Quiero Pero Me Arrepiento (Pamsco) Trocha Angosta (Music Hall)
4	3	Abrazame Fuerte Mi Amor (Korn) Beto Orlando (EMI-Odeon)
5	4	A Nuestra Salud (Relay) Middle of the Road (RCA)
6	11	La Tarde Que Te Ame Industria Nacional (CBS)
7	15	Ahora Que Soy Libre (Relay) Juan Marcelo (RCA)
8	—	La Mujer Es Lo Negro (Fermata) John Lennon (EMI-Odeon)
9	7	Amarte Una Vez Mas (Odeon) Rabito (EMI-Odeon)
10	10	Enganchado En Un Sentimiento Jonathan King (EMI-Odeon)
11	5	Te Quiero Nos Queremos (Relay) Juan Marcelo (RCA)
12	13	Que Soy Para Ti (Edifon) Eliana (Microfon)
13	9	Me Juego Entero Por Tu Amor (Ansa) Sandro (CBS)
14	8	El Amor Como El Viento (Pamsco) Tony Ronald (Music Hall)
15	17	Cancion Para Una Esposa Triste (Edifon) Marina Dorrell, Violeta Rivas (Microfon)
16	12	Falsedad Lisette (Disc Jockey)
17	20	Estoy En Camino (Korn) George Baker Selection (Polydor)
18	16	Eran Doslocos De Amor (Relay) Juan Eduardo (RCA)
19	19	El Mosquito Doors (Music Hall); Pintura Fresca (RCA)
20	20	Alone Again (Korn) Gilbert O'Sullivan (EMI-Odeon)

### TOP TEN LP'S

TW	LW	
1	1	Musica En Libertad Selection (Music Hall)
2	3	Festival De Exitos Selection (CBS)
3	2	Vote Por Tip Top Selection (RCA)
4	4	Bolicho's Music Selection (CBS)
5	5	Argentinisima Selection (Microfon)
6	7	Cabaret Liza Minelli (EMI-Odeon)
7	8	El Toro Horacio Guarany (Philips)
8	—	Cantata Sudamericana Mercedes Sosa (Philips)
9	9	Amar Amando Ginamaria Hidalgo (Microfon)
10	10	Pappo's Blues Pappo (Music Hall)

### MERRY CHRISTMAS and Best Wishes for the NEW YEAR



## 1972 In Review

Depending upon whom you talk to in the music and games industry, the past twelve months is either "the year of the dart game", "the blossoming of the family fun center arcade" or the "return to prosperity." Perhaps it's all three (and more) rolled up, spelling out one of the most satisfying years in a long time for most in the business.

The plethora of "dart games", or more correctly, wall-mounted remote-control panel-games, which start off with darts and moved into basketball, golf, bowling and football, brought a dozen or more new firms into the industry. In addition, both ChiCoin and Midway marketed several pieces in this genre . . . all earning terrific collections for operators (national average is over \$40 gross per week).

One of the most unusual aspects of the game was that many distributors sold the game to operator customers, declaring no trade-in afterward. "After they've made the money, they can throw them away if they want . . . it's that kind of game," distributors stated.

### Recession Thawing More Dollars for Op.

1972 was also the year the American public began to cut loose with more of that hoarded pocket money, as the recession, which began in 1970, finally thawed. More folks turned out of an evening at bars and diners and restaurants; even at big city arcades, and collections came back toward the level the trade "appreciates".

Quarter play on big games and music boxes helped bring up that earnings figure, but the skyrocketing operating costs sucked up the gravy pretty much anyway. More for the help, more for the machines, more taxes . . . thanks for 25¢ play. Was about time!

1972 saw the introduction of the first tape jukebox—Wurlitzer's Carousel—which plays 10 cassettes and also hit the right taste bud with hundreds of locations which previously didn't care to have a jukebox with top 100 type tunes. Almost a hit before it came out, the little tape player is so far back-ordered at this writing, the word at Wurlitzer is not "sell" but "have patience".

### New Machines ALI Pins Bows

Console-styled machines, which resemble your own home stereo, made further success in 1972 and are now a recognized factor on the nation's locations. Both Rock-Ola and Wurlitzer sold plenty of theirs; and the NSM Consul 130-B from Germany performed likewise.

Other machine innovations during the year have to include the introduction of Allied Leisure's first flipper piece called 'Sea Hunt'. The item was not only the first pingame from this young factory but the first in an upright cabinet. Chicoin bowed a two-player rifle game called 'Twin Rifle' and scored terrific success with the item. Brunswick shocked the trade when it bowed a smash hit machine at the Sept. MOA Show. It's called 'Air Hockey' and it makes nothing but money.

### Regional Seminars Score for MOA

On the association scene, MOA's John Trucano scored a historic success with his regional business meetings. Trucano, a Notre Dame graduate, got their Center for Continuing Education to collect data and suitable professors who could talk with authority to operators about the business of operating—from gaining and keeping locations to hiring help to keeping the books stright.

They DID and three seminars took place early in the year that were, as the kids say, "out of sight." The first seminar took place at Notre Dame and had 55 operators in attendance. Based upon the response to those two fact-filled days, the group went on to Las Vegas where 95 operators turned out at the Sands to see the "same show". Then another SRO performance in New York City's Hilton Hotel. The program will continue in 1972 and the credit goes to Trucano.

### Wingrave MOA Pres; 25th Anny Pgrm.

Harlan Wingrave of Kansas succeeded Trucano as MOA president at the Sept. 14-16 convention in Chicago. Wingrave vowed to continue the good work, while adding his own theme for his term—the celebration of the national association's 25th anniversary. Indeed, as Wingrave toured the regional association meetings throughout the fall and early winter, that was the theme he pounded out (presenting 25th anniversary gavels to each group's president). The next show should be a stunner, when MOA will put out the red carpet in its own honor.

Down in Washington, meanwhile, just about nothing happened with the copyright thing. MOA is still backing its \$8 per box per year bid, while other contesting groups hundle for additional burdens on the operator. 1973 should see some action in that long, arduous struggle.

Key events on the manufacturing level have to be topped by Seeburg's successful separation from Commonwealth United Corp. Now called Seeburg Industries, the firm's executive brass (with exception of president Sam Stern) moved into New York City back in March, taking up residence in the new General Motors Building on Fifth Ave.

Bally Mfg. Corp. in its continuing effort to purchase key overseas distribution companies, made constant headlines during 1972. In addition to its acquisition of Australia's Electronics Amusements and Hong Kong's Jack Rooklyn Amusements, Bally also bought Germany's Gunter Wulff Appartebau for a reported \$11 million. The latter firm, one of Europe's most prominent makers of pay-out equipment, now ranks Bally far and away the undisputed leader in gaming equipment.

At home, Bally announced the formation of Carousel Time as an operating arm of the corporation, designed to pursue the blossoming fun center style of games operation in



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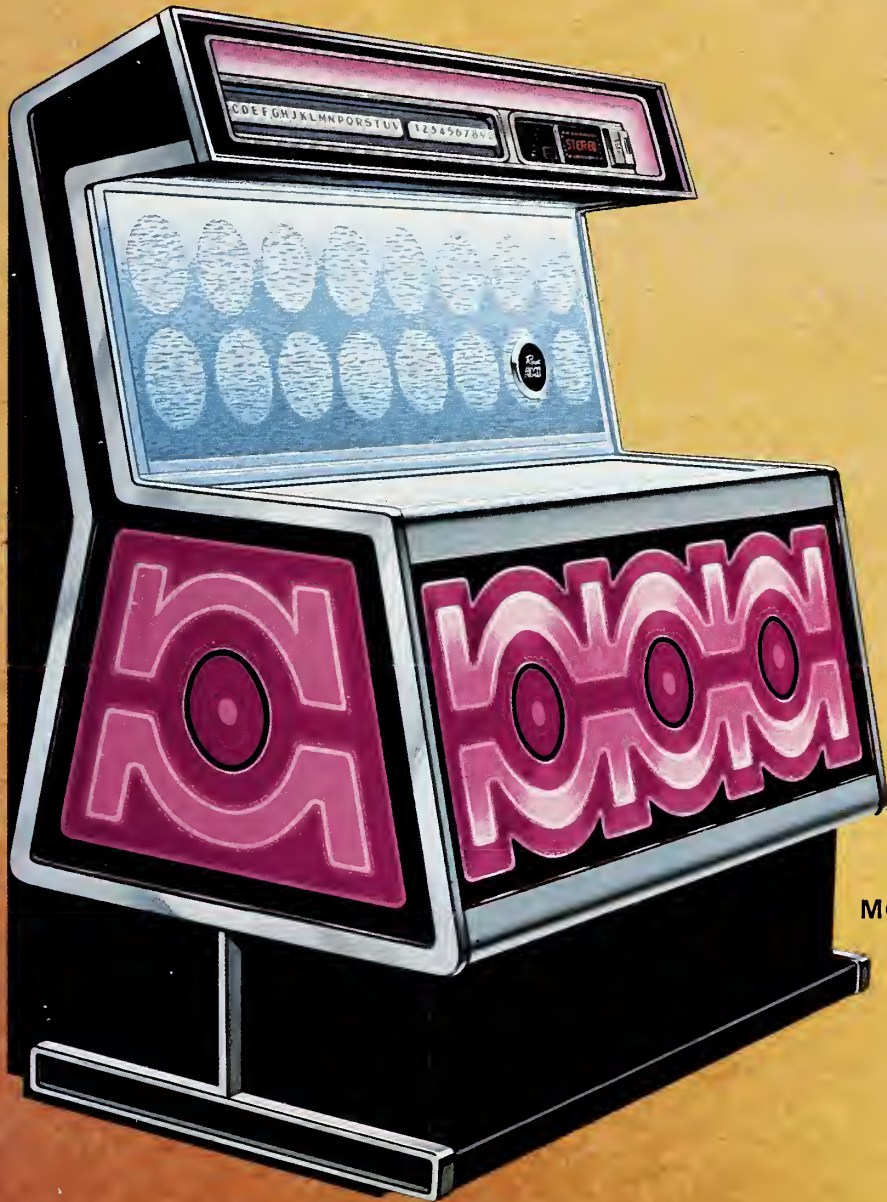
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# 1972 In Review

shopping malls. By mid-year they had installations in 15 states. Indeed, this new area of the industry finally became a reality; unfortunately, largely due to professional arcade people and even entrepreneurs from outside the industry, rather than to the efforts of the street operator. It became clear to many resistant chain store owners that mini-cades within their stores often outearned every other concession in the place, based upon square-footage. However, some operators (like Bally's Carousel Time) prefer to lease space as tenants, rather than concession, for their installations.

## New Companies Into Coinbiz

In addition to the dart game manufacturers entering the industry, a new games manufacturer called For Play, Inc. out of California joined the trade and released their now-successful 'Las Vegas Gallery' (a target/dice/card gallery on the style of the Seeburg Bear Gun). Firm's products are marketed exclusively thru ACA of California and the latter's regional distributors. ACA product vice president Mickie Greenman was highly instrumental in the rapid distribution of the Gallery; also in the company's expansion in the in-store fun center business.

## Personnel Changes At Coin Factories

Executive promotions and appointments on the manufacturing level included Earl Ramsey to Rowe International presidency, succeeding the retiring Harry Martin; Bud Lurie to the presidency of Seeburg Products Div.; Jim Newlander to VP domestic marketing at Rowe (also Paul Huebsch to general sales manager and Dave Howle to field sales manager at Rowe); Aaron Goldsmith to executive vice president of ATI's (All-Tech) Leisure Time Group and Ron Crowder to ATI sales manager; Russ Eckel to Rowe Customusic chief, and Mel Kalb to sales manager of Nutting Associates.

With the retirement of 20 year Wurlitzer veteran sales director Bob Bear this fall, Tonawanda chief Amile Addy assumed responsibility of sales and set Nat Hockman as Eastern US sales coordinator and Ralph Cragan for the same in the west, under a new sales chain of command. Late in the year, Addy appointed Ken Malick as Wurlitzer's new product sales manager, with the tape playing Carousel as his first project.

## Foreign Market Remains Strong

The flow of new and used equipment to and fro the foreign markets was brisk during 1972, getting a healthy start at the Jan. 25-27 Amusement Trades Exhibition in London. The Japanese operating industry took a second position only to the US with 1.4 million vending units on location by mid-year. The export of US manufactured pool tables into Europe in particular was extremely healthy during the year . . . many

wondering why it took so long for the European industry to catch up on one of America's most lucrative pieces of equipment. Rowe International signed an exclusive pact with American Shuffleboard of New Jersey to handle the latter's coin and home billiard products thru their European branches and independent distribution outlets. Ball Fruit of England bought ACE and Mecca from the Grand Hotel chain. And Bally opened up distribution points in Guam, Venezuela and Africa for gaming and amusement devices.

## Distributor Moves People & Places

Significant events on the distribution level during 1972 have to be headlined by the purchase of Empire Distributing by Bally Mfg. Deal was consummated late in December. Another startling development was Wurlitzer's appointment of Dale Distributing to handle their music line throughout the entire nation of Canada. Rock-Ola also created a significant Canadian move with the appointment of New-Way Sales Co. to traffic their music and vending line throughout Western Canada.

Joe Schwartz, owner of Chicago's National Coin Machine Exchange, sold the company to Photo Vend and retired. Mort Levinson stayed on at this Wurlitzer distribution outlet. Wurlitzer appointed David Rosen, Inc. to handle its line out of Philadelphia. Appointment was made back in March. Wurlitzer also appointed Jim and Pat Bilotta (Bilotta Music Co.) for Western New York State, with the exception of the broad Buffalo territory which went to Advance Distributing. Wurlitzer Co. veteran Dick Smith was promoted to the top management slot over all Wurlitzer owned branch distributors, coordinating sales out of the DeKalb complex.

A new full line distributor opened its doors during 1972 down in Memphis when Allen Smith came on as a Rock-Ola music distributor, with such games lines as Chicago Coin. Bob Jones of Robert Jones International opened his giant new quarters in Dedham, Mass. early in 1972, boasting the Rock-Ola music and vending line and such games lines as Bally and Midway.

Also from Dedham, industry veteran Irwin Margold retired from the top spot at Trimount Automatic Sales later in 1972 to become a full time consultant for Rowe International, operating out of Miami. Margold's consultant duties was greatly responsible for the introduction of Rowe's lottery ticket vending unit in both Mass. and New Hampshire during 1972, also for the import of a coin-op table soccer unit strictly for Rowe dealers. Marshall Caras took over as Trimount general manager.

Jim Ginsburg left Banner Specialty (Philadelphia) during 1972; banking expert William Moore joined up with Banner also during 1972. Marc Rodstein was appointed Banner's general manager.

Seeburg's Columbia, S.C. outlet moved into sumptuous new quarters in Cayce, S.C. during '72. Wurlitzer's Denver branch also moved into new building in April; likewise J&J Dis-

## Season's Greetings

from



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# 1972 In Review

tributing (Rowe AMI) into new quarters in Indianapolis in March.

Barry Feinblatt bought the United Billiards, Inc. share in United Amusement International becoming sole owner during 1972. Vic Conte returned to the Rock-Ola fold as a distributor out of Syracuse during 1972.

Eastern Novelty Co., one of the nation's leading suppliers of parts and supplies (especially in the billiard equipment area) changed its formal name to Imperial Billiards during 1972, to better reflect the scope of its activities.

Tragedy struck a number of distribution companies (indeed many operators) during 1972 when torrential floods stuck both the Rapid City, S.D. area and the territory around north-central Pennsylvania and south-central New York State. D&L Vending and Roth Novelty Co. (Wilkes-Barre) were particularly hard hit with near 90% water damage to the equipment inventory and places of business. But thanks to help from traders both in and out of the area, all firms were back in action within weeks.

## Veterans Pass On During 72

Unfortunately, every year-end summary story includes mention of industry members who passed away during the preceding twelve months. Veteran distributor/jobber Ed Heath (Heath Dist., Macon, Ga.) died Jan. 7th. Max Perlman, who ran the Atlantic New York Corp's East Hartford, Conn. branch for 20 years, passed on Dec. 30th (71). On Jan. 15th, a renown leader of the operating industry, Jim Tolisano, died. The former president of MOA and the Florida Amusement and Music Assn., had sold his route

more than one year prior to his death, and was devoting his time to running his fabulous arcade on Treasure Island, Florida when he died.

In early February, George Goldman, co-founder of General Vending Sales Corp. (Baltimore) passed on. Then on February 18th, a leader in the manufacture of jukeboxes, beloved by many in the trade, left us when Wurlitzer's Roy Waltemade died. Roy had spent the bulk of his career running the North Tonawanda operation for Wurlitzer and had scarcely begun his retirement when he died. On May 6th, Farney Wurlitzer, son of Wurlitzer Company founder Rudolph, died at the age of 88.

Paul Kotler, founder of the National Shuffleboard Co. in Jersey, passed on. Kotler realized one of his fondest dreams before he died when the entire National manufacturing complex moved into giant new quarters in Green Brook, N.J.

Hy Lesnick, operator of Richmond Music Co. and another staunch association leader (both in Virginia and with MOA) died on June 26th. On July 18th, a trader often referred to as a "living legend" died on July 18th at the age of 60. He was Bert Lane whose manufacturing and promotional inventiveness both in amusement games and parks attractions launched many ideas onto the market, including kiddie rides and coin-op slot car racing. Lane was also the inventor of "ice cream on a stick" for Eskimo Pie.

Ted Rubey, founder of Marvel Mfg. Co. (Chicago parts suppliers) passed away on July 31st at the age of 75. On Oct. 11th, fresh from visiting the NAMA Trade Show in Atlantic City, Advance Dist. president Morrie Lerner died in Syracuse, N.Y. His company management was taken over by his wife and two sons.

## Robbins On Soccer Game Success

CHICAGO — "Unquestionably the fastest growing coin machine operation in this country is the soccer football or football, or football!" said Joe Robbins, vice president of Empire Dist. this city. "These open playfield soccer games, played by two of four players, originated somewhere in Europe and have been popular for years throughout that continent."

Robbins pointed out that, "way back in 1963, Empire brought over some soccer tables from Belgium. Unfortunately, tests in various locations were unsuccessful," he continued. "We tried again in 1964, 1965, with a similar lack of success; however, a company in Cincinnati subsequently imported a table from Germany and concentrated on franchising and college-type locations with some measure of success."

"A table imported from Italy by Empire achieved marked success in Upper Wisconsin, starting in 1969," he said. "It gradually grew in popularity and by mid-1971 other areas in the USA started to enjoy similar success. Imports began to flow into this country, from Italy, Germany and France."

Some states such as Wisconsin, Texas and Louisiana are in the midst of a real boom with the soccer machines, according to Robbins, but there are many states which haven't been touched. They, too, will get into it eventually, he predicted.

Robbins pointed up the fact that there are several US manufactured units, as well as the foreign makes.

"Tournaments have been conducted on local levels," he said, "and eventually these will spread and blossom into regional and possibly even na-

tional affairs.

"It's difficult to predict the popularity of this machine," Robbins stated. "It takes time, patience, and some concentration in an area to get it started. People have to learn how to play it. But once the fever gets up, it spreads like wildfire!"

In conclusion Robbins said, "for the operators it's a marvelous business. The machines are mechanical, low in cost and they operate on a 25¢ coin. The income actually increases as time goes on. The service is practically nil. Put all these ingredients together and they make a recipe for real profits! Certainly 1973 will be the biggest year yet for the soccer football!"

### CHAMPION SOCCER World's Finest Fussball The Leading Money Maker



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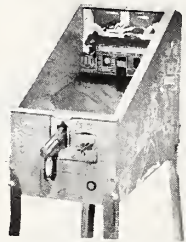
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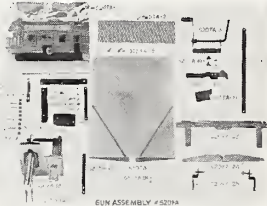
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## Rock-Ola Releasing Model 451 Compact; Mini Juke Has Big 450 Features Also

CHICAGO — Ed Doris, executive vice president of Rock-Ola Manufacturing, has announced that Rock-Ola has begun delivery to its distributors of the new 100 selection phonograph, Model 451. The Model 451, according to Doris, is the companion to the big "WORKS", the 160 selection Model 450, which has been on the market since last October.

The "LITTLE WORKS," Model 451, Doris continued, has all the features and eye appeal of the Model 450. The 451 has the same "Animation" ... "Lenticular Glass Panels" ... and the "Red Hot Shimmering" color scheme.

"Like the big 'WORKS,' the 'LITTLE WORKS' has the same world famous Rock-Ola mechanism and the same dependability which have long been a Rock-Ola tradition," Doris declared.

Referring back to the color scheme of the 70's, Doris mentioned that the Model 451 is "even more beautiful than its big brother because all of the shimmering colors and red hot eye appeal are condensed into a smaller compact cabinet.

"In addition to all of its eye appeal," Doris continued, "the Model 451 has all the customer conveniences which have made the Model 450 such a hit since its introduction. The Model 451 has the same sightline program deck which includes the ten-numbers-in-line selection system right up on top at finger tip level. This selection system is now up top along with the Compute-A-Flash Record Now Playing indicator along with the complete instruction column, coin slot and coin reject button."

Les Rieck, Rock-Ola's sales manager for the music division, added that like all Rock-Ola phonographs, the "LITTLE WORKS" is a serviceman's dream—providing total accessibility to all internal components. The 451 is equipped with a counter-balanced dome which lifts by itself and stays lifted. The entire program holder assembly either swings out or can be completely lifted out for easy title strip changes. And when the dome is completely open, the selection switches, should service ever be needed, are right at the serviceman's eye level. In addition to these features, Reick pointed out that the Model 451 has the same swing out, in-unit serviceability where the amplifier power and credit units and rejector housings can swing out for in-unit testing.

The Model 451 provides location filling sound by means of the power-



Rock-Ola 451

ful Rock-Ola stereo amplifier and 2 full range 5" x 7" oval speakers and 2 powerful 12" full range speakers.

"All of these features and customer conveniences," Doris went on, "are contained in a cabinet with a shape of 'right now.' This magnificently streamlined cabinet has sides of Black and Gray Onyx Conolite and with its dazzling chrome trim will upgrade any location and appeal to any patron."

The cabinet measures 48" High, 31 1/2" Wide, and 26-15/16" Deep. Despite its compactness, the Model 451 has every feature of the 160 selection phonograph, including "Two Plays—Two Bits," with the exception of the "1/4 Quarter Play" which is an optional accessory.

The Model 451 will work with all other optional accessories, such as Rock-Ola's electrical money counter, motorized volume control, Manual volume control, microphone paging kit, alarm system "L" pad, "LP pricing," and the 506 wallbox.

Doris concluded, saying that despite the addition of such new and modern things as Animation and its Red Hot Shimmering design, Rock-Ola never changes things such as its dependability and serviceability. He added that the Model 451 is now on display in all the distributors' show rooms along with the big "WORKS", Model 450, and the famous Rock-Ola Console Deluxe Model 447.

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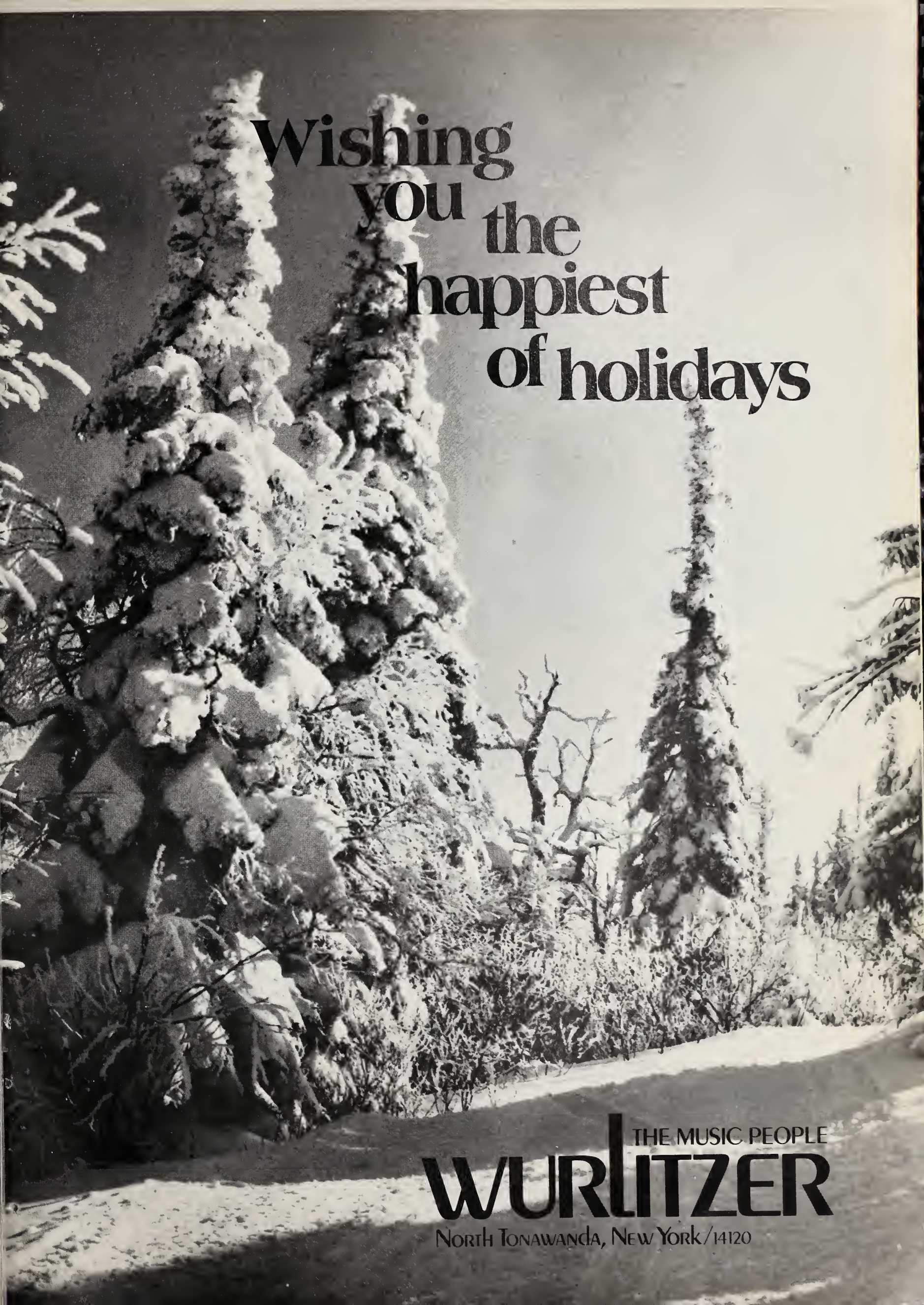
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you the  
happiest  
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**WURLITZER**  
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*Seasons Greetings*

To All Our Friends and  
Customers in the USA  
and Overseas



At This Festive Season  
May We Extend Our Sincere Thanks  
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## *cash box* / **Round The Route**

### **EASTERN FLASHES**

May we at **Cash Box** extend our very best wishes for a happy holiday season to all in the local trade. Let's hope 1972 brings us all some happier tidings, like a pickup in collections for mid-town operators and a fair and speedy ruling in the flipper game case. Indeed, as far as New York City operators are concerned, the flipper case gave more than a few ulcers during the year. As far as the State itself was concerned, the situation with free play battles served up scant results. Let's all hope the industry gets what's just during 1973.

Looking back, highlights touch on a great UJA drive among local tradesters, serving up plenty of donation pledges to the charity, in the honor of **Max Weiss**, this year's guest of honor. **Al Denver** is still president of the local **MONY** association and the lion of the New York trade couldn't be in better spirits as the year ended. He's still a battling tiger when the interests of the trade are concerned—would that other associations have such a man at the helm. And **Millie McCarthy** herself is still State association chief. This gal, a super credit to the industry, would be a success in whatever endeavor she tried. Her experience in local and state government has secured many a victory where industry concerns were at issue.

Among the many who sent us cards and phoned in holiday greetings was old buddy **Jack Mitnick** from Hialeah. We're happy to report that Jack has been appointed Eastern US sales supervisor for the **Murrey & Sons** coin and home pool table lines. He'll be working out of his Hialeah office, covering the territory by phone plus some road trips. First carload of Murrey tables arrived in Florida last Friday with the second one to come in this week. "I'm really proud to handle this line," said Jack. "**Gordon Murrey's** tables are well established in the home and commercial fields and now I'll be working to establish his great coin-op line in our industry." Murrey tables come in the popular sizes (6', 7', 8' and even a coin-op 9' regulation sized table). And now that he'll be shipping from Florida, it knocks the freight charges down considerably for customers hereabouts who've been ordering out of the Murrey & Sons factory out in Los Angeles.

Also from Florida, we extend the best for the season from the game at Allied Leisure—**Dave and Bob Braun, Ron Haliburton** and **Gene Lipkin**. Their **Crack Shot** 2-player machine gun target game is shipping out to dealers with gusto, Gene proudly notes. "Test collections show this piece to be one heck of a quarter collector. It's amazing what happens at the location when you install it. The customers can't get their hands off it," says Gene. The **Crack Shot** incidentally, can be knocked down quite easily for access to the location and can pass thru a 30" door. Four bolts remove the front portion (which has the two machine guns mounted atop it).

**THE JERSEY BOUNCE**—Holiday greetings from **Nick, Sol, Mike** and also from **Mrs. Mary Cusano** out at the American Shuffleboard plant in Union City. They really enjoyed a super sales year with both home and coin-op products. Most interesting is the enormous orders they secured during the preceding year on the long-board shuffleboard tables. That most staple of tavern pieces will be around until the end of time. . . . **Bert Betti, Johnny Rafer, and Jerry Gordon** at **Betson** wish their many friends and customers holiday greetings.

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# CRACK SHOT

Two-Player Competition Machine Gun Game

All the action and realism of ground-to-air combat in an exciting two-player competition target novelty.

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# Cashbox/ Round The Route

## CHICAGO CHATTER

To all of our friends in the industry—Happy Holidays!  
WILLIAMS ELECTRONICS INC. is about ready to release an exciting new two-player called 'Swinger'. Factory distribs can look forward to sample shipments in about a week or so. Watch for it!

OUR CONDOLENCES TO National Coin Machine Exchange prexy Elmer Schmitt whose wife, Helen, passed away on Sunday (10). Visitation was held last week at the Henry W. Mueller Funeral Home in Chicago. Funeral services were held on Thursday, Dec. 14.

IF YOU HAPPEN TO HAVE a 1973 calendar handy you might want to mark the dates April 6-8 when the NAMA Western Show will be held in the Community Concourse, San Diego, Calif. This will be the first time the convention is being held in San Diego and the association expects registration of some 3,000.

EDDIE ZORINSKY OF H. Z. Vending and Sales in Omaha is running for mayor of the City of Omaha. We wish him well. Eddie will no doubt be campaigning very vigorously for the next few months in preparation for their April election. His victory would be a credit not only to himself and his family (most especially his father, Hymie) but to the entire coin machine industry of which he has been a very energetic member. Eddie's activities in civic affairs are well known: he has held other public offices. We understand the Omaha newspapers have been interviewing him for some features articles in conjunction with the campaign . . . Needless to say, much of our phone conversation with Hymie Zorinsky centered on the above, however, he also expressed interest in the upcoming State Legislature meeting which, he hopes, will result in the lifting of the present ban on free play.

ROCK-OLA MFG. CORP'S George Hincker informs us that the factory is just about ready to commence production on the new '451' model 100-Sel. phonograph! Watch for it!

BRUNSWICK'S AIR HOCKEY—A STRONG ITEM AT WORLD WIDE DIST! "It's the best money-maker in several years," said Howie Freer, "Collection reports are outstanding!" . . . World Wide played host last week to a couple of engineers from Hal Computer Inc. in Florida who conducted a two day series of service schools on the firm's current dart and golf games line, including the 'Halgame'.

NICE TO KNOW that Illinois ranks second in the number of MOA members from the state. New York is in the lead with 77 members—Illinois has 66 . . . And speaking of MOA, Fred Granger is reminding members once again that the deadline for enrolling in the association's Group Catastrophe Health Care Plan is Dec. 31. Members desiring further information about the plan may call the Insurance Administration Office in Chicago, collect, at the following number: (312) 922-5253.

## CALIFORNIA CLIPPINGS

Seasons Greetings to the local industry from Bob Portale and the entire gang at Portale Automatic down on Pico. Machine wise, Bob is anxiously waiting delivery of Rock-Ola's model 451 compact jukebox. He also reports an over-stuffed order book for the new CHICOIN all-star football ball game . . . . Holiday Greetings likewise from Hank Tronick, Al Bettelman and the rest of the C. A. Robinson crew. . . . George Muraoka, Mickie Greenman extend their best on this festive season to one and all in the greater LA area and surrounding counties. Seasons Greetings from ACA prexy Henry Leyser in Oakland. . . .

Western Convention-Exhibit of Vending and Food Service Management (NAMA Western Show), Community Concourse, San Diego, Calif. The Convention Hotel is the Royal Inn at the Wharf. (This is the first time that the NAMA Western Show is being held in San Diego. It started in 1960 and it has been previously held in Los Angeles, Anaheim and San Francisco. The expected attendance will be around 3,000. . . .

Big event for the SeeWest staff (formerly Struve) during 1972 was promotion of their own Bud Lurie to the presidency of the Seeburg Products Div. We must confess a bit of confusion over the chain of command at Seeburg but we and local tradesters are happy that Bud commands over the music and vending machine area.

## MILWAUKEE MENTIONS

We'd like to take this opportunity to extend our sincere holiday greetings to everyone and our best wishes for health and happiness in the New Year!

THE MILWAUKEE COIN MACHINE OPERATORS ASSOCIATION held its monthly meeting on Tuesday, December 5 at The Chalet in West Allis, with association prexy Arnold Jost presiding. Among operators in attendance were Jim Stansfield (president of the Wisconsin Music Merchants Assn.), Wally Bohrer, Clarence Smith, Doug Opitz, Art Manske, Orville Carnitz, Irv Beck and association secretary Red Jacomet. The group's first meeting of the New Year, which would normally be held on Tuesday, the 2nd, has been re-scheduled to January 9 because of the holiday.

RUSS DOHERTY OF Rapids Coin plans to spend the holidays in a warmer climate—and that sounds like a great idea in view of weather conditions in this neck of the woods! He and his family depart for Florida December 21 and are hoping to tour Disneyland while they're out there! Have fun, folks!

BOB RONDEAU OF EMPIRE DIST. in Green Bay hopes to schedule a Rock-Ola service school in the very near future. Meanwhile, he says, the "450" model phonograph is one of his biggest sellers of the day! Another is the Midway "Table Tennis"!

HAD A RARE OPPORTUNITY to say hello to Clint Pierce of Pierce Music in Brodhead, who just happened to be in the office when we called last week. He asked us to convey his (and Marie's) holiday greetings to everyone—which we are happy to do!



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## COIN MACHINES WANTED

**SCOTT'S OPERATORS! \*\*\*\*\* ATTENTION.** If you have 5 or more American Machines in storage or in poor locations, and would be interested in a guaranteed income plan, please contact Scopitone West, 504 Van Ness, San Francisco, 94102. (415) 431-2256.

**WANTED—BUYING ALL 1950's and EARLIER TABLE MODEL SKILL AND GAMBLING MACHINES:** Bubblegum, Peanut, Slot Machines, Microscope Viewers and Cranes. (No Crating) We pickup anywhere. SACKIN, 318 East 70th St., NYC, NY. 10021 Phone (212) 628-0413.

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

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

**WANTED ALL TYPES OF OLD BINGOS AND SLOT MACHINES FOR EXPORTING TO JAPAN.** JATRE INC. 2-9-2. Diamond Bldg., 2nd floor, Minami-Ohi, Shinagawa-ku, Tokyo, Japan. Cable Amusejapo Tokyo. SAN FRANCISCO OFFICE, 2311 CABRILLO STREET SUITE #2, SAN FRANCISCO, CALIF. 94121. Tel. (415) 387-6227.

**"WANT"—ALL WURLITZER AND ROCK-OLA PHONOS 1965 and newer.** All arcade equipment, Flippers to three years old, Uprights. We are interested in distribution of allied equipment. BERT AMUSEMENTS LTD., 3728 East Hastings Street, North Burnaby, B.C. Canada. Phone 298-5578.

**WANT—Electronic Games, Darts, Golf, etc.** Seeburg Consolettes and Hiway units, Harvard Metal Typers. Also interested in distribution of new equipment. St. Thomas Coin Sales, 669 Talbot St., St. Thomas, Ontario, Canada. (519) 631-9550.

**WOULD LIKE used jukebox for personal use.** Will buy for cash. Roy Hill, East Side Grocery, 109 Moss Avenue, Hearne, Texas 77859. Phone (713) 279-2329.

**WANTED All NSM Prestiges—Model A-B or Consul-As in Condition.** American Automatic Amusements Co., 265 So. Little Tor Rd., New City, N.Y. 10956. 914-634-6330.

## COIN MACHINES FOR SALE

**SLDT MACHINES FOR EXPORT/SALE—Bally, Mills, Pace, Jennings, Uprights, Consoles, Bally Bingo Pinballs, Automatic Horse Race, Automatic Poker, Keno, Bingos, SI REDD'S BALLY DISTRIBUTING CO., 390 E. 6th St., P.O. Box 7457, Reno, Nevada 89502 (702 323-6157). (Las Vegas Office) 2611 S. Highland Ave., Las Vegas, Nev. (702 735-3767).**

**FOR SALE—RECONDITIONED-LIKE NEW.** Hollywood Driving Range, \$295, FOB Cleveland (15 Ball golf game) SEGA Jet Rocket, \$795, FOB Cleveland; Williams Flotilla, \$795, FOB Cleveland; SEGA Missile, \$425 FOB Cleveland; Allied Wild Cycle, \$445, FOB Cleveland. CLEVELAND COIN INTERNATIONAL, 2025 Prospect Ave., Cleveland, Ohio 44115. Phone (216) 861-6715.

**FOR SALE—Export Market Only:** Silver Sails, Cans, Roller Derbies, Country Fairs, Sea Islands, Carnival Queens, Miss Americas, Cypress Gardens, Touchdowns, Show Times, Key Wests, Big Shows, Mami Beaches, Night Clubs, Broadway, Big Times, others. Lexingtons, Turf Kings with automatic payout drawers. MUSIC-VEND DISTRIBUTING CO., 100 Elliott Ave. W., Seattle, WA 98119. Cable MUSIVEND.

**FOR SALE—EXPORT ONLY—Bally, Bingos, slots, uprights Games, Inc., Big Ben, etc., Keeney Mt. Climber, etc., Evans Winterbrook. All models rotamint & rotamat. Write for complete list phonos, phonovues, pin balls, arcade, etc. ROBERT JONES INTERNATIONAL, 880 Providence Highway, Dedham, Mass. 02026 (617) 329-4880.**

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

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

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### Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 119 West 57th St., N.Y., N.Y. 10019

**ATTENTION: WHOLESALERS, EXPORTERS, AND IMPORTERS:** Have WURLITZER 3400, 3500, and Super Star Model 3600, 200 selection phonographs. Write for prices, UNITED DISTRIBUTORS, INC., 420 S. Seneca, Wichita, Kansas. Phone (316) 263-6181.

**FOR SALE—Off Location, As Is Condition—Complete—No Breakins:** 50 Rowe 20/700, \$40. THE MACKE COMPANY OF CENTRAL PENNSYLVANIA, 1201 South 20th St., Harrisburg, Pa. 17104. (717) 238-1768. Mannie Silvia.

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

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

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

**ALL TYPES OF COIN-OPERATED EQUIPMENT; ADD-A-Balls, shuffles, guns, computers, etc.** All types of phonographs, large selection on hand. Vending machines, from cigarette to candy to can drink, etc., all kinds, shipped to perfection. Also Cineboxes loaded with film (sizable quantity available)—make offer. Notice to distributors: if you're overstocked with equipment in original crates or have good used equipment, call us or send your list. Write or call FLOWER CITY DIST. CO., 389 Webster Ave., Rochester, N.Y. 14609. Tel. (716) 654-8020 and ask for JOE GRILLO.

**FOR SALE: Workhorses, Video Viewers, 25¢ play, Sound \$795; Silent, \$695; Two minute timer, Coin Counter, Slug Proof. Color Film Cartridges Rewind automatically. Bulbs last 1000 hours. TIMES SQUARE VENDING CORP., 432 W. 42nd St., New York City, N.Y. 10036. (212) 279-1095.**

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

**For Export—EVANS WINTERBOOKS, BUCKLEY ODDS, BINGOS, FLIPPERS, Cosmos, \$275; Jolly Roger, \$225; Hi-Score, \$185; Safari, \$225; Shangri La, \$195; Dogies, \$225; Big Chief, \$135; Derby Day, \$200; Bank A Ball, \$110; AMI 1-120, \$85; J-120, \$95; Cont. II, 200, \$175; JEL, \$160; Diplomat, \$345; Bandstand, \$395; Rock-Ola Rhapsody, \$175; Seeburg Consolettes, \$85. CROSSE-DUNHAM & CO., 225 Wright Ave., "F", Gretna, Louisiana 70053. Tel. (504) 367-4365. Cable CROSSEDUNHAM Gretna, La.**

**FOR SALE—Stock of SPACE LASER and CHICK 'N PLUCK 'R parts available.** LASER Access Doors (normally \$18.00 each) while they last special—four for \$20.00. Inquire for special bargain prices on New SPACE LASER or CHICK 'N PLUCK 'R Machines for sale or lease. All orders C.O.D. only. Write or call TARGET INTERNATIONAL COIN, 15219 Michigan Ave., Dearborn, Michigan 48126. (313) 846-0160.

**PDOL TABLES—Large selection of all makes and models available.** Completely reconditioned or in "as is" condition for immediate shipment at very attractive prices. Also large selections of pin games, shuffles, guns and music—Phone or write EASTERN NOVELTY DISTRIBUTORS, INC., 3726 Tonnele Avenue, North Bergen, New Jersey 07047—(201) 864-2424.

**CONVERSION CARTRIDGES—PLAY STEREO RECORDS ON Seeburg Monaural Phonos B thru 201—NO ADJUSTMENTS REQUIRED—JUST PLUG IN—eliminate sound distortion, needle skipping, excessive record wear. \$24.95 postpaid. Satisfaction guaranteed. Quantity discounts. C. A. THORP SERVICE, 1520 Missouri, OceanSide, Ca. 92054.**

**SUBJECT TO PRIOR SALE:** Bahama Beaches, Beauty Beaches, Big Wheels, Border Beauty's, Follies Bergere, Londons, Magic Rings, Orient's, Safari's, Super 7, Venice—Some OK games. LOWELL ASDCIATES, PO Box 386, Glen Burnie, Md. 21061. (301) 768-3400.

**FOR SALE: LIKE NEW ROCK-OLA WALLBOXES with Speakers, 100 selection, \$165 each, all three, \$475. BUDGE WRIGHT'S WESTERN DISTRIBUTORS, 1226 SW 16th Ave., Portland, Oregon 97205. (503) 228-7565.**

**FOR SALE/EXPORT—USED SLOTS, BALLY STANDARD, 3-LINE PLAY, MULTIPLIERS, QUICK DRAWS, AND COMPLETELY SHOPPED AMUSEMENT EQUIPMENT.** Write for particulars, THOMAS TRADING CO., INC., 2614 Westwood Drive, Box 15391, Las Vegas, Nevada, U.S.A., 702-734-8818. Cable: VEGAS.

**FOR SALE: Hi Score Pool, \$595; Invaders, \$375; Sea Raider, \$275; Write for complete list: CENTRAL DISTRIBUTORS, INC., 2315 Olive St., St. Louis, Mo. 63103.**

**FOR SALE—Bingos, Funways, Lotta Funs and Shoot-A-Lines Available.** Also Keeney Red Arrows and Sweet Shawnees. These games are completely shipped. Call WASSICK NOVELTY (304) 292-3791. Morgantown, W. Va.

**WALL HUNG GAMES: Darts, Golf & Football.** Remote Radio Controlled. Buy the Highest Quality Game in the World Direct From the Factory. PERFORMANCE ENTERPRISES, INC., 4712 N.E. 12th Ave., Ft. Lauderdale, Fla. 33308. Call (305) 771-3110. N.E. United States, Call (413) 739-3841.

**FOR SALE—EXPORT Bally 742a \$650.00 each, 8312a 3 line play \$1095.00, 873a \$1295.00.** All Conversions. Bally, Mills, Jennings and Pace Parts, 4 front Opening Mills with Automatic Jackpot. Other Bally 5 coin Multipliers on requests. Nevada Fruit (Slot) Mach. Co., Box 5734, Reno, Nevada 702-825-3233.

**FOR SALE: Gott: 5 Balls; Baseball, Playball, Spin A Card, Wms: 4 Aces, Seven Up, Bally Joust. Seeburg LPC 1-480, Photomatic 60. Midway Whirly Bird. HALGAME DART BOARD, D & L DISTR. CO. INC., 6691 ALLENTOWN BLVD., HARRISBURG, PA. 717-545-4265.**

**FOR SALE: 2 complete penny arcades, guns, baseballs, fortune, misc. arcade pieces, (no pins).** Lost leaves. Mike Munves Corp., 577 10 Avenue, NYC, NY 10036. Phone 212 279-6677.

**FOR SALE: United Palos Verde S/A \$650.** Seeburg SC-1 Consolette Wall Boxes \$85. Mohawk Skill Games Co., Ogdon Whitbeck, Prop., 67 Swagertown Road, Scotia, N.Y. 12302.

**FOR SALE: "CLOSEOUTS", COMPLETELY RECONDITIONED:** Wurlitzer 3200-4-A (200 sel w/LP's & Dollar Bill acceptor) \$695.00. United Billiards Daddio 8' (Skee-Ball) (like new) \$345.00. Bally Space Flight (Late model) (moon-lander game) \$195.00. Gottlieb Mini Cycle (2 player) \$395.00. Mickey Anderson Amusement Co., 314 E. 11th St., Erie, Pa. Phone (814) 452-3207.

**FOR SALE: White Lightening Gun \$175.00, Sea Raider \$175.00, Unscramble \$75.00, Bally Space Flight \$150.00, Helicopter \$150.00, Derby Day \$95.00, Sea Shore \$95.00, Orbit Shuffle \$150.00. Guerrini's, 1211 W 4th St., Lewistown, Pa. 17044**

**FOR EXPORT ONLY.** Winter Books with new heads \$550.00, Winter Books converted by Russel Ramsdall like new late models \$750.00. Ten (10) LPC-1 and Seeburg 480, very clean \$300.00. Late pins and amusement machines available, and a few bingos. D & P. Music, 133 N. George Street, York, Pa. Phone 717-848-1846.

**FOR SALE—We have in stock a great quantity of 5 year old pinball machines, Bally, Gottlieb, Williams of all models that we sell for \$40 and \$60. Write to: SOVODA, 6 rue Pilibert-de-la-Mare, 21000—DIJON, France. (16.80) 32.46.80.**

**FOR SALE: Grand Slam, \$490; King Rock, \$735; Polo, \$475; Roller Coaster, \$495; Paul Bunyan, \$200; Honey, \$625; Stardust, \$585; Haunted House, \$665; Spooksville, \$495; Sonic Fighter \$525; Computer Space, \$925; MCI Desert Fox, \$635; Commando \$795; C. C. Motorcycle, \$295; U. S. Marshall, \$165. New Orleans Novelty Company, 1055 Dryades Street, New Orleans, Louisiana 70113. Tel. (504) 529-7321. CABLE: ND-NOVCO.**

## EMPLOYMENT SERVICE

**BINGO MECHANICS WANTED:** Legal territory of Nevada, 5 day, 40 hour work week. MUST have past Bingo experience. State age, references, past experience. Send photo if possible. Write or phone, UNITED COIN MACHINE CO., 2621 South Highland, Las Vegas, Nevada. Phone (702) 735-5000.

**SHOP AND ROUTE MECHANICS WANTED—JUKES, BINGOS, UPRIGHTS, Slots, Flippers: Good Pay; Raises according to results; Apartment furnished if desired and air fare furnished. SHELTON MUSIC CO., PO Box 803, Agana, Guam 96910. Phone 7726244.**

**SCHOOL FOR GAMES & MUSIC, ONE TO FOUR WEEK COURSES.** Phonos, Flippers, and Bingos. By schematics CAL'S COIN COLLEGE, P.O. Box 810, Nicoma Park, Okla. 73066. (405) 769-5343.

**Arcade Managers and Arcade Mechanics for various East Coast locations.** Full time or Seasonal. Good Pay and Benefits. Amusement Consultants Ltd., 60 Morrow Ave., Scarsdale, N.Y. 10583. 914-793-4100.

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## HUMOR

**MOO RECORD.** Send \$1.00 to CAT, Suite 224, 2801 E. Oakland Park, Ft. Lauderdale, Fla. 33306.

**ORBEN'S CURRENT COMEDY.** The Orben Comedy Letter, Orben's Comedy Fillers Send \$5 for two month trial subscription to Orben's Current Comedy plus sample copy of Comedy Letter and Comedy Fillers. Comedy Center, 1529-CB East 19th Street, Brooklyn, New York 11230.

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**HOUSE OF OLDIES—We are the World Headquarters for out of print LP's and 45's.** Also, the largest selection of Old Rock 'n Roll and Rhythm and Blues albums. Compare our prices for oldie albums before shopping elsewhere. Send for our famous catalog, \$1.25. HOUSE OF OLDIES, 267 Bleecker St., N.Y., N.Y. 10014. Phone (212) 243-0500. "No Foreign."

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**DJ'S. Thanks for Spinning: "FROM DUST TO DUST" & "WARM UP" by Jim Dandy & the Sugar Beats.** For free copy write on your stationery to: DADJO RECORDS, 3118 S. Jefferson, Saginaw, Michigan 48601. Available—distributorships.

**WANT RECORDS: 45'S AND LP'S SURPLUS RETURNS, overstock cut-outs, etc.** Call or write HARRY WARRINER at KNICKBOCKER MUSIC CO., 453 McLean Ave., Yonkers, New York 10705 (914) GR 6-7778.

**USED 45 RPM RECORDS. ALL TYPES AS THEY RUN,** right off the route. No sorting or picking. We pay freight from anywhere in U.S.A. Standing order available for regular shippers. JALEN AMUSEMENT CO., 1215 HOWARD STREET—BALTIMORE, MARYLAND 21230.

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**HOE DOWN FIDDLE TUNES—COUNTRY—BLUE GRASS—Record Albums—Tape Cartridges.** New recordings of the legendary J. E. Mainer. He will score hell out of you, Wholesale to established Record Stores. UNCLE JIM O'NEAL, Box A-6, Arcadia, California 91006.

**THE GOLDEN DISC, WE SPECIALIZE IN ROCK 'N ROLL, Rhythm and Blues, Oldie albums and 45's.** Send \$1.00 for oldie album catalog. Attention: Dave, the Album Man, 163 West 10th St., NYC 10014.

**WE BUY NEW AND USED ALBUMS—Promos, review records, anything you have.** Highest prices paid anywhere. Immediate Cash. We pick-up in New York Area. Can arrange shipping from Out of Town. Call (212) 693-2251 or 256-0764. Or Write: Titus Oaks, 362 Linden Blvd., Brooklyn, N.Y. 11203.

**Clean out your warehouse—We Buy your surplus album stocks, Overstocks, Cut Outs, Bankrupt Stock, Promotional Goods.** Clean out what you can't return or sell. From a thousand to a million. Scorpio Distributors, 6612 Limekiln Pike, Phila., Pa. 19138.

**LEADING TAPE & RECORD DISTRIBUTOR of Major Brands, Capitol, Columbia, RCA, Decca, etc., will sell current merchandise and complete catalogue at lowest prices.** \$6.98 tapes at \$3.79 & \$3.88; \$4.98 LP's at \$2.55; \$5.98 LP's at \$3.05. Send for other specials at even lower prices. CANDY STRIPE RECORDS INC., 17 Alabama Ave., Island Park, L.I. NY 11558. (516) 432-0047-0048.

**SPOT CASH FOR ALBUMS or 8-TRACK TAPES, CURRENT MERCHANDISE, Major Labels, Top Artists.** Small or Large Lots—ZIP'S RECDRD SHO'S, 1120 E. Sixth St., Tucson, Arizona 85719. (602) 882-8324.

**IDEA! Recap 1972's M-O-R HITS New Year's Eve.** M-O-R HITS/1972 lists approximately 300 M-O-R records that hit the TOP 100. For AIR-MAIL, SPECIAL DELIVERY by December 30th, send \$5.75 to: THE MUSIC DIRECTOR, Box 177, Chestnut Hill, Massachusetts 02167.

**CURRENT TOP HITS—8-TRACK VARIETY PACK.** Super-Pop and Solid-Gold-Soul. Legal in all states. Send for free sample. Distributors wanted, K-N Enterprises, Inc., Box 4522, Shreveport, La. 71104. Phone (318) 424-5231.

**RECORD RESEARCH—Complete reference books compiled from BILLBOARD'S charts.** Lists: \*Dates\* \*Highest Chart Position\* \*Total weeks\* \*Label\*. HOT 100 '55-'69-\$15.00; POP '40-'55-\$20.00; COUNTRY '49-'71-\$20.00; RHYTHM & BLUES '49-'71-\$20.00; LP'S '45-'72-\$40.00. Box 82, Menomonee Falls, Wisconsin 53051.

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**ACE LOCKS KEYS ALIKE. SEND LOCKS AND THE key you want them mastered to \$1.00 each less 10% lots of 50 or more.** RANDEL LOCK SERVICE, 61 ROCKAWAY AVENUE, VALLEY STREAM, N.Y. 11580. TEL: 516-VA 5-6215. OUR 35TH YEAR IN VENDING.

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# JUKEBOX PROGRAMMING GUIDE

## POP

### ARLO GUTHRIE

UKULELE LADY (3:21)  
b/w Cooper's Lament (2:45) Re-  
prise 1137

### MOTT THE HOOPLE

ONE OF THE BOYS (2:48)  
No Flip Info. Columbia 4-45754

### MELANIE

DO YOU BELIEVE (2:59)  
No Flip Info. Neighborhood 4209

### SAM NEELY

ROSALIE (3:16)  
No Flip Info. Capitol P-3510

## RAIDERS

LOVE MUSIC (3:18)

## LOBO

DON'T EXPECT ME TO BE YOUR  
FRIEND (3:38)  
No Flip Info. Big Tree 158

## R & B

### THE SPINNERS

COULD IT BE I'M FALLING IN  
LOVE (4:13)  
No Flip Info. Atlantic 45-2927

### MARGIE JOSEPH

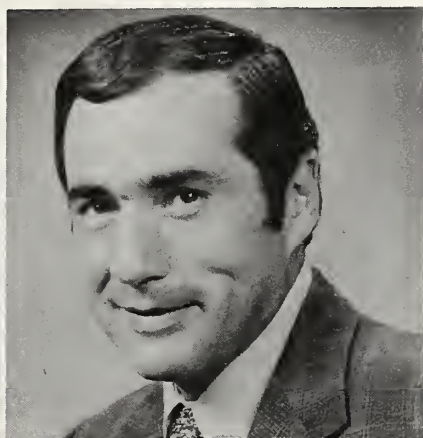
TOUCH YOUR WOMAN (3:10)  
No Flip Info. Atlantic 45-2933

## Chasen Named to Heavy ARA Spot

PHILADELPHIA — Melvin Chasen has been elected a corporate vice president of ARA Services, Inc., according to William S. Fishman, president.

Chasen joined ARA September 1 as chairman and chief executive officer of its ARAVEN Services Company division, which operates commercial and public location vending facilities. His offices are in Miami.

After starting his own commercial vending firm in New York in 1956, Chasen expanded its operation to Florida where he owned Ace-Saxon and Martab, companies acquired by ARA in 1969. From that year until his affiliation with ARA, he was president of Lum's, Inc., a New York Stock Exchange-listed company.



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## Attention Dart Game Operators: Conversion Kits Now Available

for your present dart games

**BASKETBALL/FOOTBALL**



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**Darts • Basketball**

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All remote control. Very highest quality.

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(313) 261-7781-(80)

# NOVA Apparate Salutes Europe Distributors

HAMBURG — Alfred W. Adickes, owner of NOVA APPARATE, Hamburg, Germany, recently held a series of annual award dinners. These award

dinners, which are tied into the introduction of the new Rock-Ola phonograph line each year, have become one of the high points of the Europe-

an coin machine industry. The highlight of this series of meetings, is the award made to the top 10 jobbers of the Rock-Ola phonograph line for outstanding sales achievement. The award is a beautiful sterling silver trophy with gold personalized lettering.

This year's grand award dinner was held at the Hotel La Reserve in Beaulieu-Sur-Mer, France, hosted by Adickes. This year's dinner was highlighted by the attendance of special guests from the Rock-Ola factory in Chicago. Mr. and Mrs. Ed. Doris and Mr. and Mrs. Art Janacek were NOVA's special guests. Doris is Rock-Ola's executive vice president and Janacek is Rock-Ola's export manager.

At the dinner this year Adickes was assisted by Mrs. Doris in the presentation of these special award trophies. Alfred Adickes concluded the dinner by congratulating all of his jobbers for their past success which made 1972 a record year for the Rock-Ola line and expressed his optimism and confidence that 1973 would break all previous records.



Reading from left to right: Kaestner (winner of second prize), Adickes, Doris, Janacek, Kuepper (winner of fifth prize), Derigs (winner of first prize).

## Colorado Coin Mechanics School Succeeding Well

FORT MORGAN, COLORADO—In the span of three months since its establishment The Coin Machine Technical Training Institute, Ltd. of Fort Morgan, Colorado, has undergone considerable expansion on both the administrative and academic levels. Supplementing the regular program of studies is a special refresher course which the institute is now offering for students interested in a partial program of training on a particular phase of the course or a specific machine. This course is priced at \$300.00 per phase.

"We are working with the military on the possibility of receiving students under a program called 'Project Transition,' which would enable military personnel with six months or less remaining time in the service, to enroll for our course," said institute administrator Barbara Frank. "We have also been contacting various educational facilities (community colleges and high schools) to arrange for our representatives to address students, on a seminar type basis, and familiarize them with our program and with the coin machine industry in general."

Asked whether the present enrollment is largely from the institute's home state of Colorado, Ms. Frank replied, "Some of our students are from Colorado, of course, but we have a sizeable number from other areas such as Fairbanks, Alaska, South Dakota, Wisconsin, Illinois, Texas, New Mexico and New York. We have also had inquiries from foreign countries and recently signed up a student from Mexico City."

Since the institute's recruitment program has reached nationwide proportions, additional personnel are being hired to service various areas of the country. Mr. Roy Pettengill and Mr. Pat Brower have been appointed to serve as directors of recruiting for the state of Texas; Mr. Fred Mills will serve in a similar capacity for the state of New Mexico. Additional appointments will be announced.

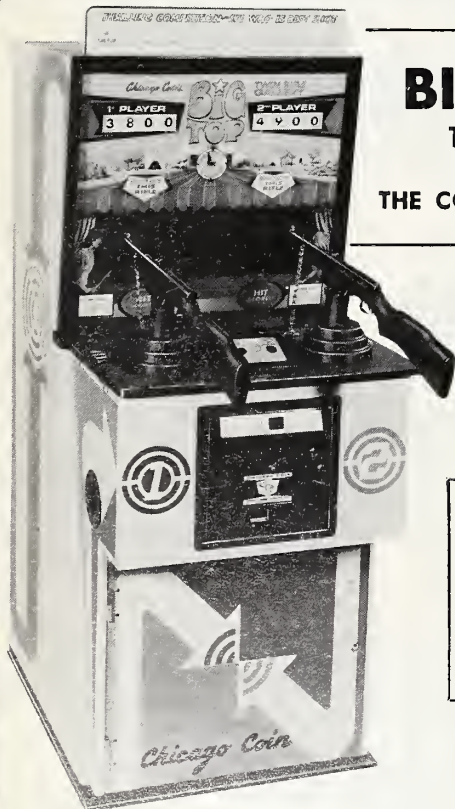
"Numerous operators have been most cooperative in sending us their requests for technicians and job availability lists," Ms. Frank said. "We are encouraging all operators to do likewise so that we may amplify, to the government agencies and the military, the fact that there does exist a great need for trained technicians in our industry. We are also grateful to the manufacturers for sending us the schematics and training materials, as well as the equipment we need in our work," she concluded.

## CHICAGO COIN Quality-Built SKILL GAMES

### ...the Dependable MONEY MAKERS

FOR ALL TYPES OF LOCATIONS!

RIFLE GALLERIES—ARCADE GAMES—BALL BOWLERS—PUCK BOWLERS  
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TWIN RIFLE  
GALLERY  
THE COMPETITION GUN



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PUCK BOWLER

**ALL-STAR**  
FOOTBALL  
THE WALL GAME



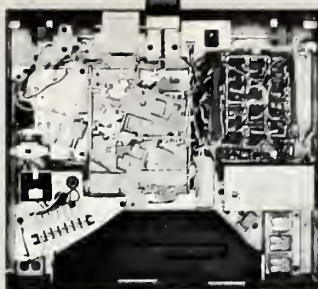
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BY  
THE WEEK**



Starting today, every other wallbox is fat, ugly and old fashioned.

The slim, beautiful and easy to use and service 506 Tri-View is here.

We tore out the pages and replaced them with a revolutionary new program system. Triangles that display one third of a 160 selection program with each turn of the knob. All 160 with just two turns. Or a 100 selection program with just one turn of the knob.

And the whole program assembly "snaps-out." You change title strips quicker than ever before.

The time you save adds up to an extra call or two a day.

From the inside looking out, the 506 is the picture of location serviceability. Our new digital selection system circuitry is fully exposed for plug-in replacement.

New, more efficient stereo speakers put out delightful sounds. If the people in the booth want to hear it, they'll have to deposit the coins first. Then they can choose high or low personal volume setting.

Look inside the 506 rear housing and you'll see more Rock-Ola service features. A solid state transmitting unit that works with either solid state or relay receivers by simply moving one jumper wire on a P.C. board.

Switch another jumper wire and you've converted from 160 to 100 selection operation.

Yet another jumper wire un-plugs to convert program banks of twenty record sides to LP play and pricing.

Fantastically easy!

And you'll service the 506 less frequently because the cash box is the biggest a wall-box ever had.

From the side, the 506 is a slim 5 3/4-inches deep at the base, 4 5/8-inches deep at the top.

The front housing is hinged. Just open, remove the Tri-View program holder. Total accessibility.

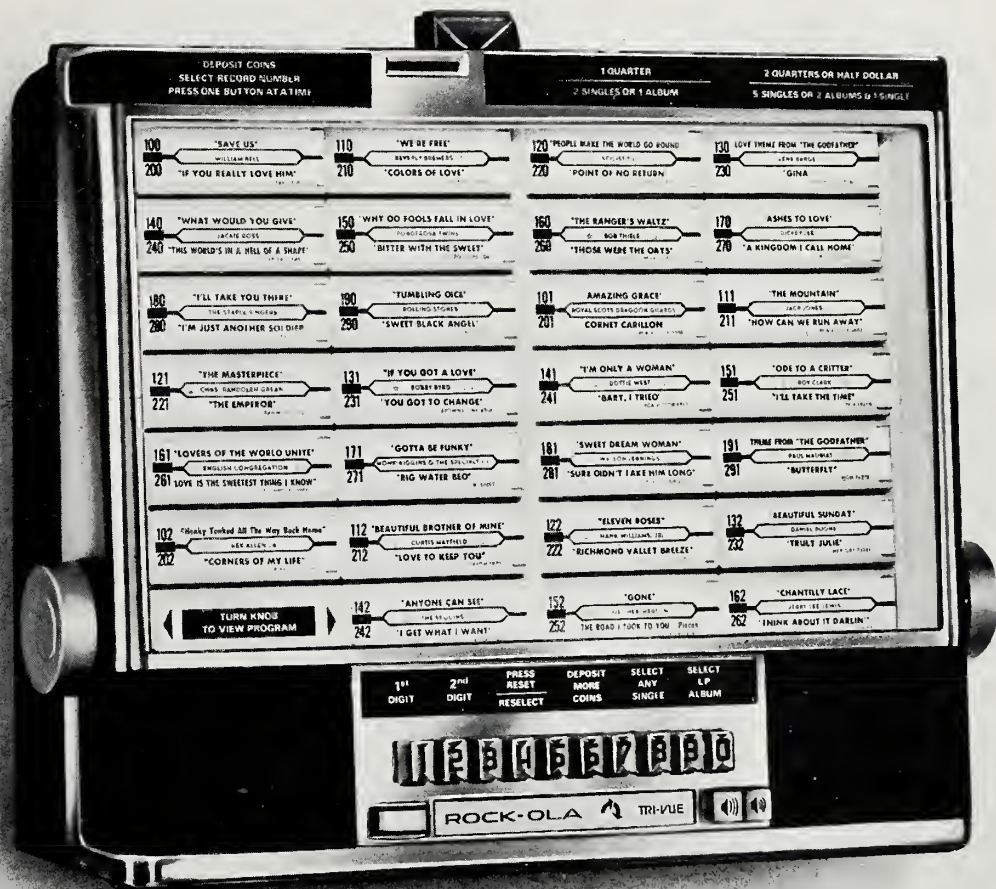
If you never liked wallboxes because they were too much trouble to service, get ready to fall in love with the 506!

Could a customer have it any easier? No more letter/number combinations to cause mistakes. Our ten-numbers-in-line selection system and player instructional panel speeds up the play.

Pair up the 506 with any Rock-Ola jukebox. Old or new. Even intermixed with existing wallbox installations.

But who'd want to keep an old wallbox now that the 506 is here?

**ROCK-OLA**   
THE SOUND ONE



**If all the music operators in America could get together and design a wallbox that would solve all their problems, they'd re-invent the Rock-Ola 506.**

# Jukin' Bone.

## From 15,000 miles a month to 33 $\frac{1}{3}$ RPM

Jukin' Bone's tour just took them 15,000 miles to over 30 dates, and it built up an excitement everywhere they played that carries right through on their new album.

"Way Down East," a song collection that can only be described as "stone-down funk," played by six musicians who know damn well what it's all about.

The new single: "Cara Lynn" b/w "Sayin' It Is Easy," 74-0823 forced out of the album by tremendous D.J. response.

How's *your* Jukin' Bone?

Jukin' Bone is part of The RCA Experience

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RECORDS  
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