

Cash Box

... Playlist (Ed)... Largest Bogus
 ... In 8-Tracks Seized In NY; 12
 ... A Series: Rock Mgr Interviews...
 ... Security Stand: 'What We Don't
 ... Climaxes Best Yr As Indie



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

Now they're about to have one. "I'd Love to Change the World."

4-45457

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

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



KC 30801*

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EDITORIAL
CHRISTIE BARTER
West Coast Editor
ED KELLEHER
ERIC VAN LUSTBADER
KENNY KERNER

EDITORIAL ASSISTANTS
MIKE MARTUCCI
ANTHONY LANZETTA

ADVERTISING
STAN SOIFER
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ACCOUNT EXECUTIVES
ED ADLUM, New York
HARVEY GELLER, Hollywood
WOODY HARDING
Art Director

COIN MACHINE & VENDING
ED ADLUM

General Manager
DON DROSSELL
CAMILLE COMPASIO, Chicago
LISSA MORROW, Hollywood

CIRCULATION
THERESA TORTOSA, Mgr.

HOLLYWOOD

HARVEY GELLER—CHRISTIE BARTER
6545 Sunset Blvd., (Suite 525), Hollywood, Calif. 90028
Phone: (213) Hollywood 9-2966

NASHVILLE

JUANITA JONES
806 16th Ave. South, Nashville, Tenn. 37203
Phone: (615) 244-2898

CHICAGO

CAMILLE COMPASIO
29 E. Madison St., Chicago, Ill. Phone: (312) FI 6-7272

ENGLAND

DORRIS LAND
3 Cork Street
London W1
Tel: 01-7342374

GERMANY

CHRISTIAN TOERSLEFF
2 Hamburg 56
Leuchtturm Weg 30
Tel: 34-91-94-86

BRAZIL

PEDRO FRAZAO
DE VASCONCELOS
Rue Frei Caneca, 11, Apt. 13
Sao Paulo, S.P., Brazil
Tel: 257-15-58

ARGENTINA

MIGUEL SMIRNOFF
Belgrano 3252, Piso 4 "B"
Buenos Aires, Argentina
Tel: 89-6796

CANADA

WALT GREALIS
RPM
1560 Bayview Ave.
Toronto 17, Ontario
Tel: (416) 489-2166

FRANCE

FRANK LIPSIC
5 Rue Alfred Dormeuil
78 Croissy
Tel: 225-26-31

SPAIN

JOAQUIN MERINO
Presidente Carmona, 11
Madrid 20, Spain
Tel: 270-2915

HOLLAND

PAUL ACKET
Theresiastraat 59-63
The Hague
Tel: 837700

ITALY

GABRIELE G. ABBATE
Viale A. Doria 10
20124 Milano

BELGIUM

ETIENNE SMET
Postbus 56
B-2700 Sint-Niklaas
Tel: (03) 76-54-39

AUSTRALIA

PETER SMITH
40 Winters Way
Doncaster 3108
Victoria, Australia

MEXICO

SALVADOR ARREGUIN
ANTONIO SENS
Tiber 100 — 7 y 8 Pisos
Mexico 5, D.F.
Tel: 525-39-52 11-62-96

JAPAN

Adv. Mgr.
SACHIO SAITO
1-11 2-Chome Shinbashi
Minato-Ku, Tokyo
Tel: 504-1651

Editorial Mgr.
FUMIYO TACHIBANA
1-11 2-Chome Shinbashi
Minato-Ku, Tokyo
Tel: 504-1651

Living With Tight Playlists

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

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

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

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

of worthwhile totality.

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

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

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"Cousin Norman"

A rockin' new single by The Marmalade.



20068

LONDON
RECORDS

Produced by The Marmalade



AFTER ALL THE
HITS OF THEIR LIVES
NOW COMES...

“MacARTHUR PARK”
FOR
THE FOUR TOPS

M-1189F

Also available in the album “MacArthur Park” M675L



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

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

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

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

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

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

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

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

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

FRONT COVER:



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

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

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Largest Bogus Haul Yet:

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

Asst. D.A. Sees Further Arrests

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

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

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

The twelve were taken into custody

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

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

Landwehr Replies To Raid Charges

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

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

Beatles Teaming For Charity? George Hopes So

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

UA Pegs Sales Confab To Growth Of Its Operations

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

sided over by UA's marketing veepee Mike Lipton.

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

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

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

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

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

Pascal Cites Disk Spree On 'Mamy Blue'

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

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

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

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

Davis, Schein CBS Directors

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

Atlantic To Bow 26 LP's At Sales Meets

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

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

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

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

New Insight & Sound

Feature:

Rock Mgr Interviews

RCA UK's

'Sound Of Success'

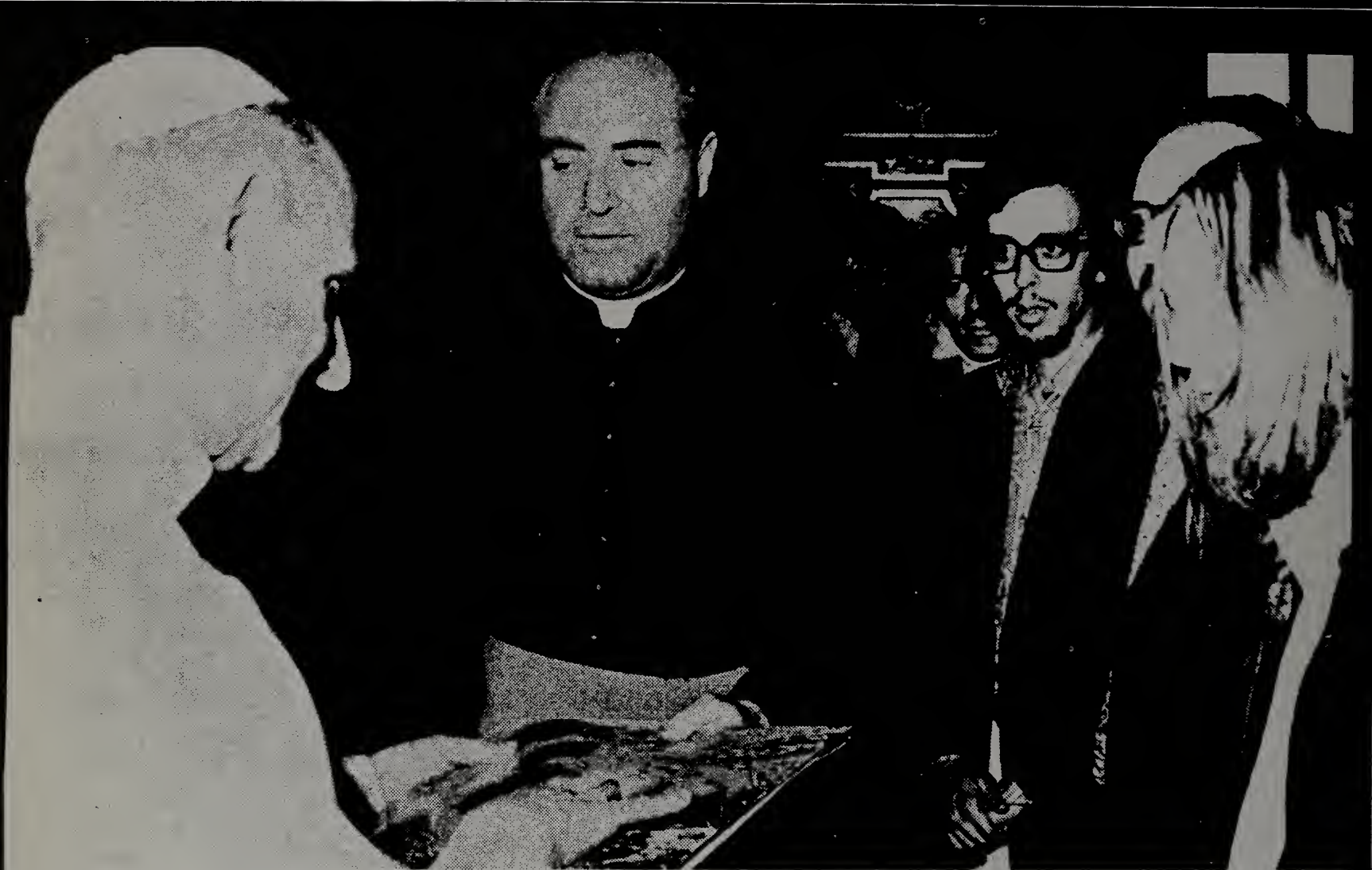
Confab

See Int'l News

Cash Box

September 4, 1971

.This picture is worth 1000 words...



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

"Peace For Our Time"

UNI 73109

An album with a message for everyone



© MCA Records, Inc. 1971

Tumbleweed Rolls Under G&W Banner

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

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

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

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

ARD Sets First Meet Of Season

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

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

Walichs Music Reports Loss

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

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

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

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

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

A&M's People-To-People Program

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

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

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

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

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

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

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

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

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

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

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

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

London Handling Firebird Dates

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

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

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

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

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

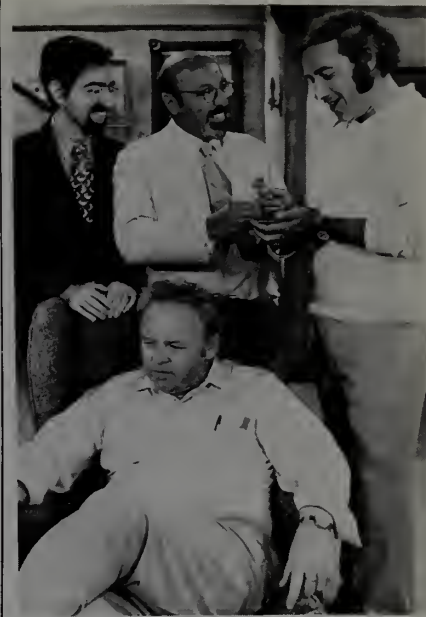
Another major factor in the company's fall promo plans is the upcoming, 10-day west coast tour by the Moody Blues, whose newest Threshold LP, "Every Good Boy Deserves Favour," is this week in the number three spot on the Cash Box best-selling charts. The Moodies are to play a half dozen major dates up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

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

Rosoff Scepter Indie Producer

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

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



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

Restrictions Put On LA 'Superstar'

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

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

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

Wooden Nickel Sets LP Debut

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


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

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

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

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



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



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

2 Monkees Sue Columbia Pics, Other Co. Units

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

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

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

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

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

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

Soul, Gospel Acts To Jewel

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

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

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

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

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

Teller To New Col Mkt Post

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

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

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



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

Lizard Realigns Sales-Promo Execs

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

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

Caviano London's Underground Man

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

Ovation Names Mktg Firm

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

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

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

Clifford, Delvy To Edward Morris

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

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

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

Nash To ESP Promo; Burns LP Shipping

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

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

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

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

Theis Elektra NY PR Chief

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

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

Fillmore Book, WB Folio Due

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

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

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

ASCAP Sets Changes On Directors Board

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

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

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

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

Goodman New Bell Promo Man In South

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

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

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You're Singing About—



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By A Special Group

THE 5TH DIMENSION

Their Newest Single—

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PRODUCTION AND SOUND BY BONES HOWE

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Radio Active

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

| TITLE | ARTIST | LABEL | % OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK | TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE |
|---|--------|-------|---|--|
| 1. Peace Train—Cat Stevens—A&M | | | 47% | 47% |
| 2. Never My Love—5th Dimension—Bell | | | 44% | 83% |
| 3. Only You Know & I Know—Delaney & Bonnie & Friends—Atco | | | 41% | 41% |
| 4. Trapped By Love—Denise LaSalle—Westbound | | | 38% | 59% |
| 5. Gypsys, Tramps & Thieves—Cher—Kapp | | | 35% | 60% |
| 6. I'm Coming Home—Tommy James—Roulette | | | 32% | 63% |
| 7. Theme From Shaft—Issac Hayes—Enterprise | | | 29% | 29% |
| 8. Yo Yo—Osmond Bros.—MGM | | | 26% | 95% |
| 9. Birds Of A Feather—Raiders—Columbia | | | 24% | 75% |
| 10. Imagine—John Lennon—Apple | | | 23% | 23% |
| 11. One Fine Morning—Lighthouse—Evolution | | | 21% | 90% |
| 12. Bend Me, Shape—Storm—Sunflower | | | 19% | 37% |
| 13. Mac Arthur Park—4 Tops—Motown | | | 17% | 80% |
| 14. I'd Love To Change The World—Ten Years After—Columbia | | | 16% | 16% |
| 15. It's A Crying Shame—Gayle McCormick—Dunhill | | | 14% | 14% |
| 16. Roll On—New Colony 6—Sunlight | | | 13% | 47% |
| 17. California Kid & Reemo—Lobo—Big Tree | | | 11% | 59% |
| 18. Some Of Shelly's Blues—Nitty Gritty Dirt Band—U.A. | | | 10% | 29% |
| 19. Lord Have Mercy—Black Oak Arkansas—Atco | | | 9% | 28% |
| 20. It's For You—Springwell—Parrot | | | 8% | 17% |

ALBUMS

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

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

AUDIO FIDELITY RECORDS



Radio-TV News Report

Primetime Community Programs Set By Avco

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

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

News, program, and community services departments at the Avco

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

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



Gwinsound Adds Two

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

Continue WGLD Concerts

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

STATION BREAKS:

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

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

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

Campbell To Headline KMPC Charity Night

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

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

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



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



CARPENTERS

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Produced by Jack Daugherty

Additions To Radio Playlists — Primary Markets

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

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

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

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

WKBW—BUFFALO
 Chirpy Chirpy—Mac & Katie—ABC

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

THE BIG THREE

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

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

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

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

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

Swampwater To RCA

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

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

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

Hollywood Office

For TC Management

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

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

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



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Picks of the Week

THE SUPREMES (Motown 1190)

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

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

CAT STEVENS (A&M 1291)

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

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

DAWN (Bell 45-141)

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

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

DELANEY & BONNIE (Atco 6838)

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

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

FREDA PAYNE (Invictus 9100)

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

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

THE NEW SEEKERS (Elektra 45747)

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

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

THE CHI-LITES (Brunswick 55458)

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

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

CHAIRMEN OF THE BOARD (Invictus 9099)

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

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

THE BEGINNING OF THE END (Alston 4599)

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

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

HOT TUNA (RCA 0528)

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

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

JODY MILLER (Epic 10785)

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

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

ROSE COLORED GLASS (Bang 588)

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

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

JAMES DARREN (Kirshner 5015) (3:10)

POP TOPS (ABC 11311) (3:51)

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

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

THE LETTERMEN (Capitol 3192)

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

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

Choice Programming

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

MOBY GRAPE (Reprise 1040)

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

BOBBI MARTIN (Buddah 253)

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

GERALDINE HUNT (Roulette 7109)

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

WOOL (Columbia 45452)

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

CHARLIE STARR (Prophecy 55002)

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

THE MARMALADE (London 20068)

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

PEPPER TREE (Capitol 3188)

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

THE TRILOGY (Sussex 225)

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

LINDISFARNE (Elektra 45744)

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

MY FRIENDS (Rare Earth 5036)

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

JAMES LAST (Polydor 15028)

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

BOBBY BLOOM (MGM 14292)

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

THE EMOTIONS (Volt 4066)

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

MELVIN VAN PEEBLES (Stax 0097)

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

JOHN SMALL (Paramount 0120)

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

WEEKEND (Janus 168)

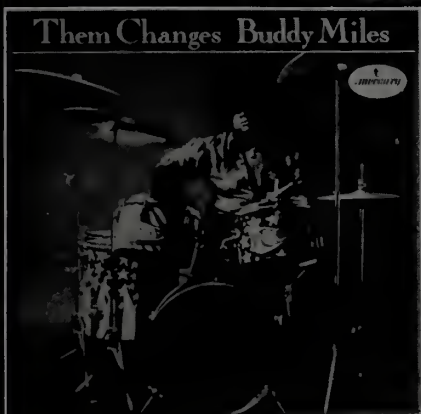
Everyday (2:50) (Equant/Roslyn Music, BMI—Wood, Ryan) Interesting debut effort with plenty of commercial appeal that is likely to be receiving lots of extended airplay in the weeks to come. Flip: "County Fair" (3:40) (Equant/Roslyn Music, BMI—Wood, Culver)

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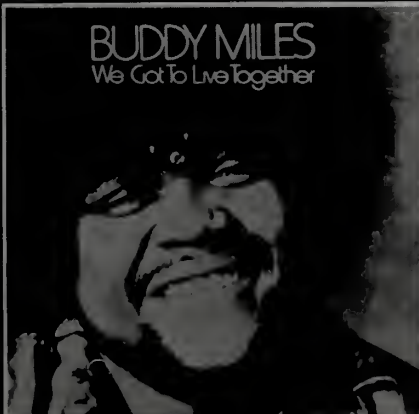
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We Got To Live Together
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Musicassette MCR-4-61313



Buddy Miles
...A Message To
The People....

BUDDY'S THIRD

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



Buddy Miles Live

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Buddy Miles Live
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Additions To Radio Playlists Secondary Markets

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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Never My Love—5th Dimension—Bell
It's You That I Need—Persuaders—Capitol
Only You Know—Delaney & Bonnie—Atco
Yo-Yo—Osmond Bros.—MGM
Peace Train—Cat Stevens—A & M
Gentle Woman—Gary Puckett—Columbia

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

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

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

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

Morris Re-Books JC Superstar Show

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

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

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



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

Vital Statistics

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

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

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

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

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

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

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

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

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

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

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

#98
It's For You (2:25)
Springwell—Parrot 359
c/o London 539 W. 25th St. NYC
PROD: Pink & Testa
c/o Testa 1465B Euclid, Allen Park, Mich.
PUB: Maclen BMI
1789 B'way, NYC 10019
WRITERS: Lennon & McCartney
FLIP: Our Question

#99
I Know I'm In Love (2:50)
Chee Chee & Peppy—Buddah 225
B10 7th Ave. NYC
PROD: Jesse James
c/o Buddah
PUB: Kama Sutra/James Boy/Tab Tab BMI
B10 7th Ave., NYC
WRITER: J. James
FLIP: Loving You Really Comes Easy

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

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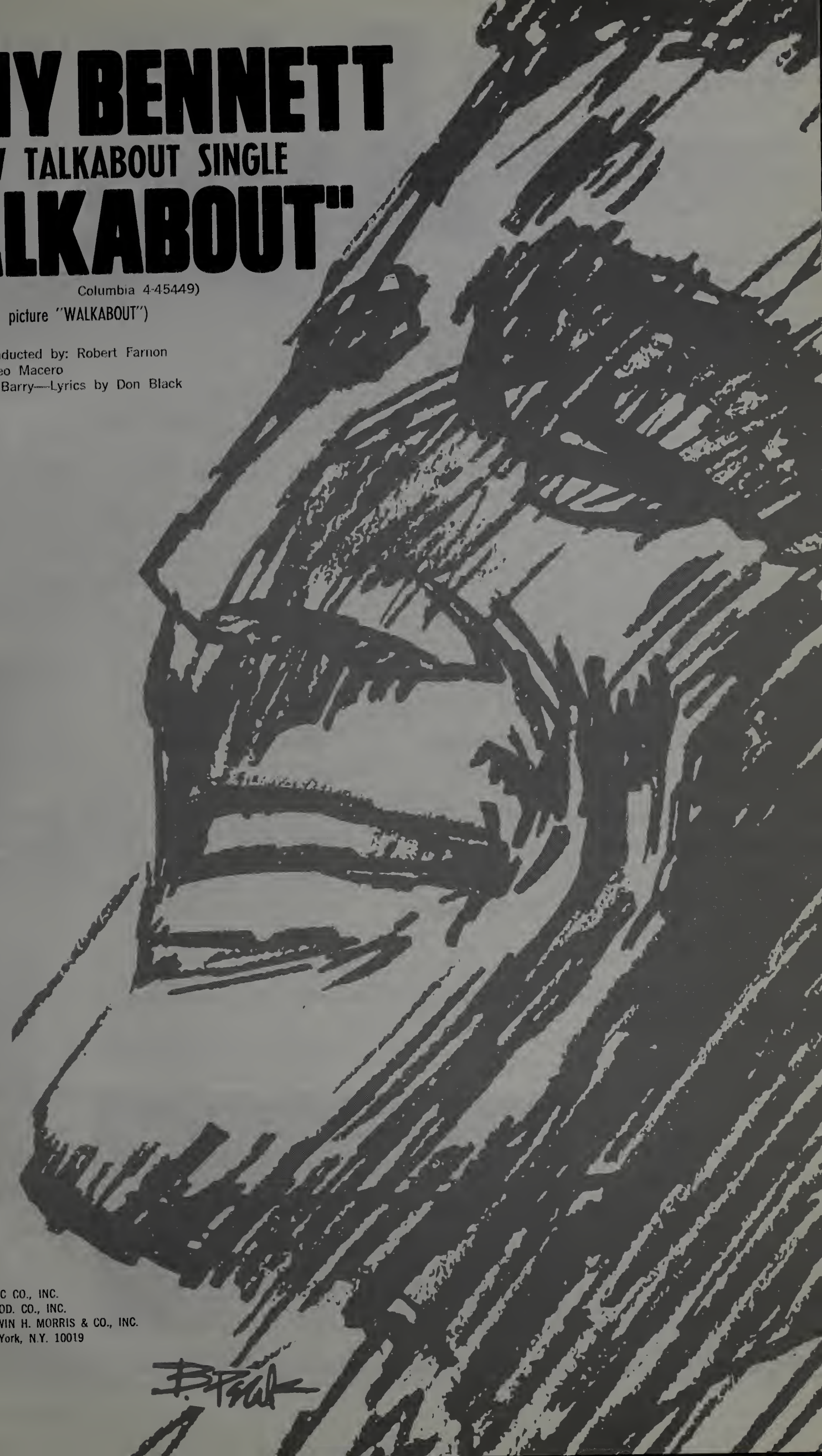
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F. T. Sullivan

Ruff Forms Label

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

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

Miles 'Live' On LP, Tour

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

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

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

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

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

Bell Signs Canada's Doctor Music Band

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

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

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

Chad Everett's First For Marina

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



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

Prophecy Sets Push On Charlie Starr

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

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

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

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

Cole's Widow Writes Bio

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

2 MGM Goldies

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

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

Smith & Hoch Set Prod-Mgmt Firm

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

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

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



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

Free Flow Sets Town Hall Shows

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

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

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

Tiny Tim Opens Record Co., Pub

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

McGarity Dies

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

Appearances Spark Rooster LP Sales

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

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

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

Handleman Dividend

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

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Led Zeppelin

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

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

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

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

k.k.

Scott Fagan & Vicki Sue Robinson

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

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

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

r.a.

John Denver Fat City

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

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

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

b.e.

Randy Newman / Ian Matthews

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

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

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

Back again was Vertigo's Ian Matthews, after an aborted attempt a couple of weeks ago, second-billed to Donny Hathaway. The Newman audience was much more sympathetic to Matthews' quiet brand of British folk-rockish music. In return, he and his pleasant little accompanying group performed a capella version of "Da Do Ron Ron" that was outasite (if you know what I mean).

t.e.

Melanie David Steinberg

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

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

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

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

r.a.

Sonny Terry & Brownie McGhee David Buskin Jim Palana

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

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

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

r.a.

Steve Miller Band Boz Scaggs / Stoneground

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

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

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

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

b.e.

Kenny Colman

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

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

h.g.

ASCAP Pop, Standard Awards New York Tape Raid

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

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

Pop Awards

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

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

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

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

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

Standard Awards

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

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

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

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

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



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

Kay To Develop Catalogue For Welk

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

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

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

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

(Cont'd from p. 7)

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

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

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

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

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

Sicurezza To Atl. Promo

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

Shapiro Is VP At Lester Bellin

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



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

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

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

See More Arrests

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

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

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

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

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

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

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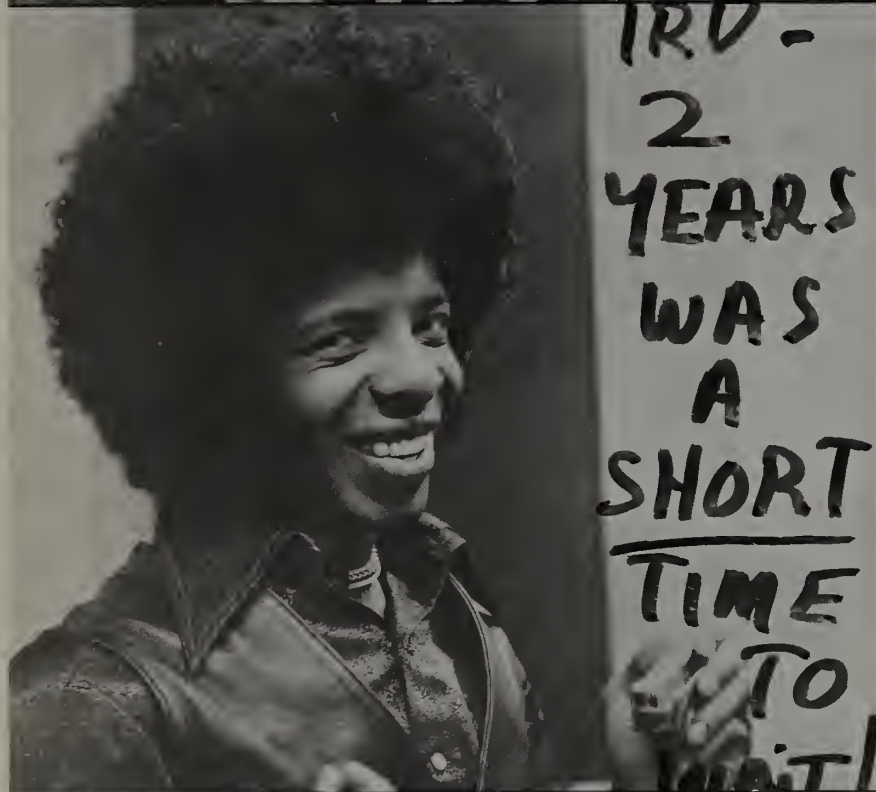
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NEW YORK—THE ROCK MANAGER INTERVIEWS: PART ONE OF A FIVE-PART SERIES (PREFACE: Over the past several months Kenny Kerner and I have spent much time and energy tracking down and talking to a selected number of the most influential rock managers, people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



IRD -
2
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WAIT!



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

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

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

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

CB: What was Terry doing at this time?

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

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

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

CB: When did you next hear from Terry?

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

CB: How was Chrysalis Formed?

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

(cont'd on page 32)

HOLLYWOOD—SUNNY DAYS AND COUNTRY ROADS

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

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

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

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

(cont'd on page 32)

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



LOOKING AHEAD

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



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

Crazy Horse, Lomax Prep Second W/R LPs

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

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

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



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

Wilburn Forms Music Mktg Int'l

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

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

Rizzi Reorganizes

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

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

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

Vanguard Books Sept. For Baez

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

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

An extensive promotion and mer-

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

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

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

Arlington Prints Glenn Miller Book

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

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

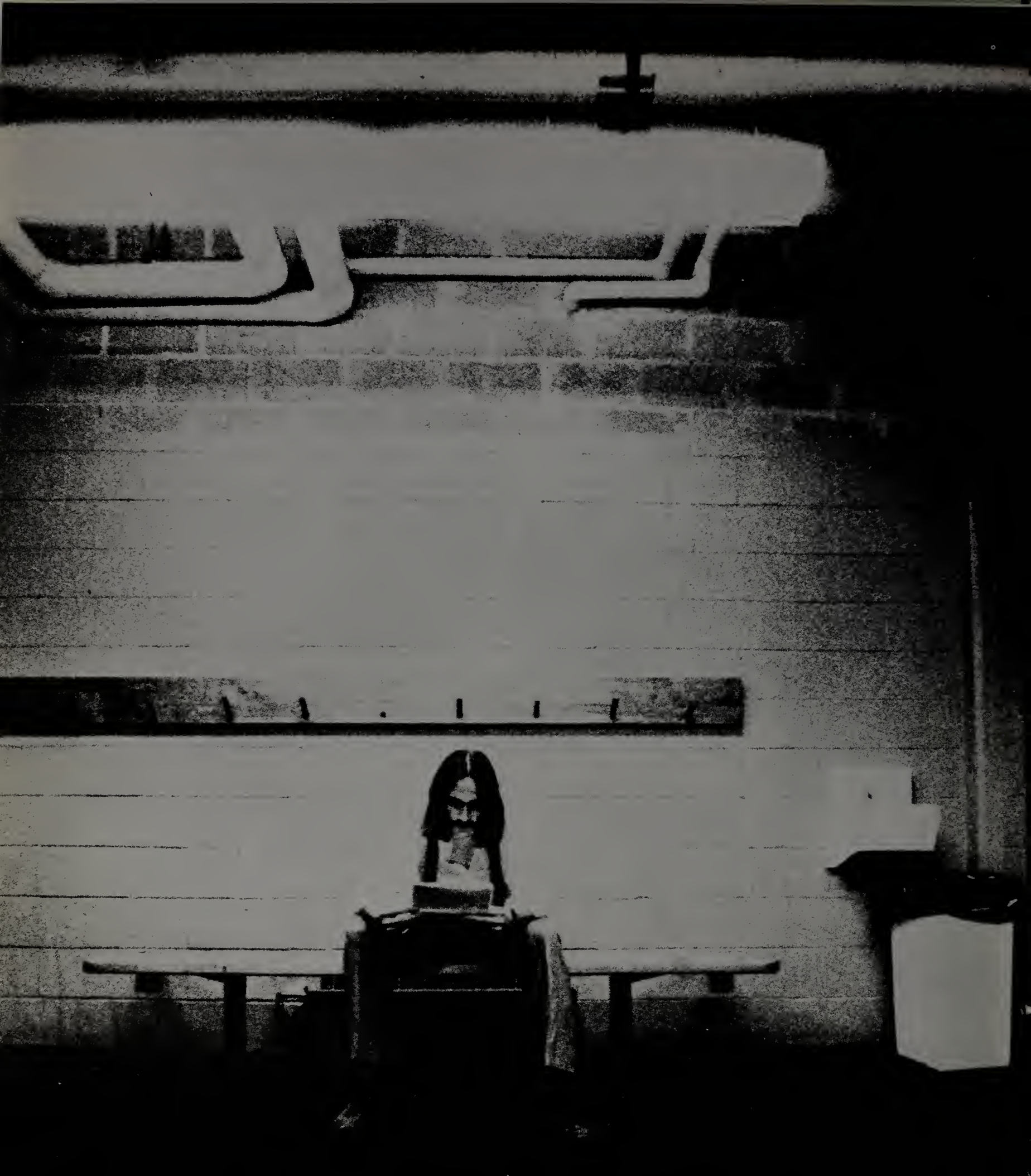
A limited number of copies of the bio-discography are being made available well before publication date at a special rate through Ralph H. Monsees, 170 Summit Avenue, Tappan, New York 10983.

Sears To Gen Amer

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



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



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

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



TOP 100 Albums

October 15, 1971

- | | | | | | | | | |
|----|---|----|----|---|----|-----|---|-----|
| 1 | TAPESTRY CAROLE KING (Ode 77009) | 1 | 33 | CHASE (Epic E 30472) (CA 30472) (CT 30472) | 30 | 66 | STEPPENWOLF GOLD (Dunhill DS 50099) (8-50099) (5-50099) | 74 |
| 2 | EVERY PICTURE TELLS A STORY ROD STEWART (Mercury SRM 1-609) (MCR 1-609) (MCR4 1-609) | 2 | 34 | UP TO DATE PARTRIDGE FAMILY (Bell 6059) (8-6059) (5-6059) | 33 | 67 | CHAPTER 2 ROBERTA FLACK (Atlantic 1569) (TP 1569) (CS 1569) | 67 |
| 3 | EVERY GOOD BOY DESERVES FAVOR MOODY BLUES (Threshold THS 5) (24805) (24604) | 3 | 35 | LEE MICHAELS V (A&M SP 4302) (8T 4302) (CS 4302) | 37 | 68 | RAY STEVENS' GREATEST HITS (Barnaby Z 30770) (CA 30770) (CT 30770) | 70 |
| 4 | WHO'S NEXT THE WHO (Decca DL 79182) (6 79182) (73 79182) | 4 | 36 | HOMEMADE THE OSMONDS (MGM SE 4776) (8130-4770) (5130-4770) | 29 | 69 | PAUL AND PAUL STOOKEY (Warner Bros. WS 1912) (8-1912) (5-1912) | 75 |
| 5 | RAM PAUL & LINDA MCCARTNEY (Apple SMAS 3375) (8XT 3375) (4XT 3375) | 5 | 37 | WHAT YOU HEAR IS WHAT YOU GET IKE & TINA TURNER (United Artists UAS 9953) | 38 | 70 | BARK JEFFERSON AIRPLANE (Grunt FTR 1001) (P8FT 1001) (PKFT 1001) | — |
| 6 | CARPENTERS (A&M SP 3502) (8T 3502) (CS 3502) | 7 | 38 | THE BEST OF GUESS WHO (RCA LSPX 1004) (P8S 1710) (PK 1710) | 35 | 71 | I DON'T KNOW HOW TO LOVE HIM HELEN REDDY (Capitol ST 752) (8XT 762) (4XT 762) | 72 |
| 7 | MUD SLIDE SLIM JAMES TAYLOR (Warner Bros. WS 2561) (8 2561) (5 2561) | 6 | 39 | SO LONG BANNATYNE GUESS WHO (RCA LSP 4574) (P8S 1) (PK) | 41 | 72 | FREEDOM MEANS DELLS (Cadet CA 50004) | 79 |
| 8 | SHAFT ORIGINAL SOUNDTRACK (Enterprise EN 2 5002) (EN 25002) (ENC 25002) | 11 | 40 | GOLDEN BISQUITS 3 DOG NIGHT (Dunhill DS 50098) (8-50098) (5-50098) | 36 | 73 | GODSPELL ORIGINAL CAST (Bell 1102) | 76 |
| 9 | JESUS CHRIST SUPERSTAR (Decca DXSA 7206) (6-6000) (73-6000) | 9 | 41 | SURRENDER DIANA ROSS (Motown MS 723) (M8 1723) (M75 723) | 39 | 74 | CURTIS/LIVE CURTIS MAYFIELD (Curton CRS 8008) | 68 |
| 10 | STICKY FINGERS ROLLING STONES (Rolling Stone COG 59100) (TP 5910) (CS 5910) | 8 | 42 | SURVIVAL GRAND FUNK (Capitol SW 764) (8XT 764) (4XT 764) | 43 | 75 | JAMES GANG LIVE IN CONCERT (ABC 733) | 104 |
| 11 | SOUND MAGAZINE PARTRIDGE FAMILY (Bell 6064) (8 6004) (5 6064) | 12 | 43 | BRYDMANIAX BYRDS (Columbia KC 30640) (CA 30640) (CT 30640) | 46 | 76 | VIKKI CARR'S LOVE STORY (Columbia C 30662) (CA 30662) (CT 30662) | 81 |
| 12 | MASTER OF REALITY BLACK SABBATH (Warner Bros. WS 2562) (8 2562) (5 2562) | 20 | 44 | THE UNDISPUTED TRUTH (Gordy G 955) (G8 1955) (G75 955) | 48 | 77 | SURF'S UP BEACH BOYS (Brother RS 6453) (8 6453) (5 6453) | — |
| 13 | B, S, & T; 4 BLOOD SWEAT & TEARS (Columbia KC 30590) (CA 30590) (CT 30590) | 13 | 45 | YOU'VE GOT A FRIEND ANDY WILLIAMS (Columbia KC 30797) (CA 30797) (CT 30797) | 47 | 78 | DEATH WALKS BEHIND YOU ATOMIC ROOSTER (Elektra EKS 74094) (8T 4094) (54094) | 82 |
| 14 | AQUALUNG JETHRO TULL (Reprise MS 2035) (8 2035) (5 2035) | 10 | 46 | HOT PANTS JAMES BROWN (Polydor PD 4054) (8F 4054) (CF 4054) | 58 | 79 | IF I WERE YOUR WOMAN GLADYS KNIGHT & THE PIPS (Soul SS 731) (S8 1731) (S75 731) | 62 |
| 15 | L. A. WOMAN DOORS (Elektra EKS 75011) (8T 5011) (55011) | 16 | 47 | SONG FOR BEGINNERS GRAHAM NASH (Atlantic SD 7204) (TP 7204) (CS 7204) | 40 | 80 | FILLMORE EAST, JUNE 1971 MOTHERS (Bizarre MS 2042) (M8 2042) (M5 2042) | 86 |
| 16 | STEPHEN STILLS 2 (Atlantic SD 7206) (TP 7206) (CS 7206) | 15 | 48 | CARLY SIMON (Elektra EKS 74082) (T8 4082) (54082) | 42 | 81 | KING CURTIS LIVE AT FILLMORE WEST (Atco SD 33-359) | 95 |
| 17 | WHAT'S GOING ON MARVIN GAYE (Tamla TS 310) (T8 1310) (M75 310) | 14 | 49 | PARANOID BLACK SABBATH (Warner Bros. WS 1887) (M8 1887) (M5 1887) | 52 | 82 | CHICAGO TRANSIT AUTHORITY (Columbia GP8) | 83 |
| 18 | THE SILVER TONGUED DEVIL AND I KRIS KRISTOFFERSON (Monument A 30679) | 17 | 50 | WHAT THE WORLD NEEDS NOW IS LOVE TOM CLAY (Mowest 103-L) (MW 103-T) (MW 103-C) | 56 | 83 | SWEET BABY JAMES JAMES TAYLOR (Warner Bros./7 Arts WS 1843) (8 WM 1843) (CWX 1843) | 66 |
| 19 | THE DONNY OSMOND ALBUM (MGM SE 4782) (8130-4782) (5130-4782) | 28 | 51 | SKY'S THE LIMIT TEMPTATIONS (Gordy GS 957) (G8 1957) (G75 957) | 44 | 84 | ISLE OF WIGHT VARIOUS ARTISTS (Columbia G3X 30805) | — |
| 20 | ONE WORLD RARE EARTH (Rare Earth RS 520) (RR 1520) (R75 520) | 21 | 52 | OSIBISA (Decca DL 75285) (6-75285) (73-75285) | 49 | 85 | THIRDS JAMES GANG (ABC ABCX 721) | 61 |
| 21 | TEA FOR THE TILLERMAN CAT STEVENS (A&M SP 4280) (8T 4280) (CT 4280) | 22 | 53 | BURT BACHARACH (A&M SP 3501) (87 3501) (CS 3501) | 50 | 86 | RAINBOW FUNK JR. WALKER & ALL STARS (Soul S 732) (S8 1732) (S75 732) | 88 |
| 22 | ARETHA LIVE AT FILLMORE WEST ARETHA FRANKLIN (Atlantic SD 7205) (TP 7205) (CS 7205) | 23 | 54 | I'M JUST ME CHARLEY PRIDE (RCA LSP 4560) (P8S 1730) (PK 1730) | 51 | 87 | LOVE LETTERS FROM ELVIS ELVIS PRESLEY (RCA 4530) (P8S 1748) (PK 1748) | 87 |
| 23 | BLUE JONI MITCHELL (Reprise MS 2038) (8 2038) (5 2037) | 24 | 55 | HAMILTON, JOE FRANK & REYNOLDS DUNHILL (DS 50103) | 54 | 88 | THE LONDON HOWLIN' WOLF SESSIONS (CHESS 60008) | 92 |
| 24 | FIREBALL DEEP PURPLE (Warner Bros. BS 2564) (8-2564) (5-2564) | 45 | 56 | 11-17-70 ELTON JOHN (Uni 93105) (8-93105) (2-93105) | 60 | 89 | ONE FINE MORNING LIGHTHOUSE (Evolution 3007) | 102 |
| 25 | A SPACE IN TIME TEN YEARS AFTER (Columbia KC 30801) (CA 30801) (CT 30801) | 34 | 57 | MAYBE TOMORROW JACKSON 5 (Motown MS 735) (M8 1735) (M75 735) | 53 | 90 | THE PARTRIDGE FAMILY ALBUM ORIGINAL TV CAST (Bell 6050) (8-6050) (5-6050) | 94 |
| 26 | TARKUS EMERSON, LAKE & PALMER (Cotillion SD 9900) (TP 9900) (CS 9900) | 19 | 58 | CLOSE TO YOU CARPENTERS (A&M 4271) (8T 4271) (CS 4271) | 64 | 91 | GIVE MORE POWER TO THE PEOPLE CHI-LITES (Brunswick BL 754170) | 98 |
| 27 | 4 WAY STREET CROSBY, STILLS, NASH & YOUNG (Atlantic SD 2-902) (T 8902) (S 2-8902) | 18 | 59 | CHICAGO III (Columbia CT 30110) (CA 30110) (CT 30110) | 57 | 92 | BLESSED ARE JOAN BAEZ (Vanguard VSD 6570/1) | — |
| 28 | THE ALLMAN BROTHERS BAND AT FILLMORE EAST (Capricorn SD 2-802) | 26 | 60 | ANOTHER TIME, ANOTHER PLACE ENGELBERT HUMPERDINCK (Parrot 71048) | 73 | 93 | GRAND FUNK LIVE (Capitol SWBB 633) | 97 |
| 29 | POEMS, PRAYERS AND PROMISES JOHN DENVER (RCA LSP 4499) (P8S 1711) (PK 1711) | 25 | 61 | MR. BIG STUFF JFAN KNIGHT (Stax STS 2045) (ST 8-2045) (STC 2045) | 55 | 94 | ROCK ON HUMBLE PIE (A&M SP 4301) (8T 4301) (CS 4301) | 91 |
| 30 | JUST AS I AM BILL WITHERS (Sussex SXBS 7006) | 32 | 62 | NATURALLY THREE DOG NIGHT (Dunhill DSX 50088) | 59 | 95 | THE LAST TIME I SAW HER GLEN CAMPBELL (Capitol SW 733) (8XT 733) (4XT 733) | 100 |
| 31 | LEON RUSSELL & THE SHELTER PEOPLE (Shelter SW 8903) (8XT 8903) (4XT 8903) | 31 | 63 | ABRAXAS SANTANA (Columbia KC 30130) (CA 30130) (CT 30130) | 63 | 96 | C'MON EVERYBODY ELVIS PRESLEY (RCA Camden 2518) | 93 |
| 32 | INDIAN RESERVATION RAIDERS (Columbia C 30768) (CA 30768) (CT 30768) | 27 | 64 | SLY & THE FAMILY STONE GREATEST HITS EPIC (KE 30325) (CA 30325) (CT 30325) | 65 | 97 | WRITER CAROLE KING (Ode 77006) | 96 |
| | | | 65 | LOVE IT TO DEATH ALICE COOPER (Warner Bros. WS 1883) (8-1883) (5-1883) | 69 | 98 | SOUL TO SOUL ORIGINAL SOUNDTRACK (Atlantic SD 7207) | 107 |
| | | | | | | 99 | PEARL JANIS JOPLIN (Columbia KC 30322) (CA 30322) (CT 30322) | 84 |
| | | | | | | 100 | EMERSON, LAKE & PALMER (Cotillion SD 9040) | 71 |



TOP 100 Albums

| | | | | | | | | |
|-----|--|-----|-----|---|-----|-----|---|-----|
| 101 | YOU'VE GOT A FRIEND JOHNNY MATHIS (Columbia C 30740) (CA 30740) (CT 30740) | 136 | 117 | SOMETIMES I JUST FEEL LIKE SMILIN' BUTTERFIELD BLUES BAND (Elektra EKS 75013) | 118 | 134 | DEJA VU CROSBY, STILLS, NASH & YOUNG (Atlantic SD 7200) (TP 7200) (CS 7200) | 133 |
| 102 | HOW HARD IT IS BIG BROTHER (Columbia C 30738) (CA 30738) (CT 30738) | 161 | 118 | TRUTH IS ON ITS WAY NIKKI GIOVANNI (Right On 05001) | 125 | 135 | MARY MARY TRAVERS (Warner Bros. WS 1907) (8 1907) (5 1907) | 140 |
| 103 | YOU'RE MY MAN LYNN ANDERSON (Columbia C 30793) (CA 30793) (CT 30793) | 105 | 119 | WAR WAR WAR COUNTRY JOE McDONALD (Vanguard VSD 79315) | 112 | 136 | WHERE I'M COMING FROM STEVIE WONDER (Tamla TS 308) (TS 1308) (175 308) | 143 |
| 104 | BOOKER T & PRISCILLA (A&M SP 3504) (BT 3504) (CS 3504) | 106 | 120 | SINFONIAS WALDO DE LOS RIOS (United Artists UAS 6802) | 113 | 137 | SHE'S A LADY TOM JONES (Parrot XPAS 71046) (M 79846) (M 79846) | 89 |
| 105 | WORLD WIDE GOLD AWARD HITS VOL. 2 ELVIS PRESLEY (RCA LPM 6402) | --- | 121 | HOT TUNA ELECTRIC RECORDED LIVE (RCA LSP 4550) (P&S 1762) (PK 1762) | 77 | 138 | IF 3 (Capitol SMAS 820) (8XT 820) (4XT 820) | 130 |
| 106 | GREAT CONTEMPORARY INSTRUMENTAL HITS RAY CONNIFF (Columbia C 30755) (CA 30755) (CT 30755) | 108 | 122 | SHA NA NA (Kama Sutra 2034) | 124 | 139 | SOMETHING ELSE SHIRLEY BASSEY (United Artists 6797) | 99 |
| 107 | MANCINI CONCERT HENRY MANCINI (RCA LSP 4542) (P&S 1754) (PK 1754) | 109 | 123 | SUMMER SIDE OF LIFE GORDON LIGHTFOOT (Reprise MS 2037) (8 2037) (5 2037) | 115 | 140 | NATURAL MAN LOU RAWLS (MGM SE 4771) | 147 |
| 108 | FRIENDS & LOVE CHUCK MANGIONE (Mercury SRM 2-800) | 103 | 124 | VOLCANIC ACTION OF MY SOUL RAY CHARLES (ABC 726) | 80 | 141 | HANGING IN THERE HUDSON & LANDRY (Dore 324) | 135 |
| 109 | CHRISTIAN OF THE WORLD TOMMY JAMES (Roulette SR 3601) | 111 | 125 | YES ALBUM (Atlantic SD 8283) (TP 8283) (CS 8283) | 128 | 142 | SIGNS FIVE MAN ELECTRICAL BAND (Lionel LRS 1100) | --- |
| 110 | ME & BOBBY McGEE Kris Kristofferson (Monument Z 30817) | --- | 126 | HOME GROWN JOHNNY RIVERS (United Artists UAS 5532) | --- | 143 | WOODSTOCK ORIGINAL SOUNDTRACK (Cotillion SD3-500) (TP 33-500) (CS 33-500) | 146 |
| 111 | AFTER THE GOLD RUSH NEIL YOUNG (Reprise RS 6383) (SRM 6383) (CH 6383) | 110 | 127 | SUMMERTIME HERB ALPERT & The Tijuana Brass (A&M SP 4314) (BT 4314) (CS 4314) | 78 | 144 | SECOND MOVEMENT FDDIE HARRIS & LES McCANN (Atlantic SD 1583) (TP 1583) (CS 7205) | 142 |
| 112 | MAGGOT BRAIN FUNKADELIC (Westbound WB 2007) | 114 | 128 | TUMBLEWEED CONNECTION ELTON JOHN (Uni 73096) | 121 | 145 | BRIDGE OVER TROUBLED WATER SIMON & GARFUNKEL (Columbia KCS 99-14) (18 10 0750) (34 10 0750) (16 10 0750) | 150 |
| 113 | NEW RIDERS OF THE PURPLE SAGE (Columbia C 30888) (CA 30888) (CT 30888) | --- | 129 | I WON'T MENTION IT AGAIN RAY PRICE (Columbia C 30510) (CA 30510) (CT 30510) | 90 | 146 | ELTON JOHN (UNI 73090) (8 73090) (2 73090) | 141 |
| 114 | MESSAGE TO THE PEOPLE BUDDY MILES (Mercury SR 1-608) (MCR 1-608) (MCR4 1-608) | 116 | 130 | POTLATCH REDBONE (Epic E 30109) | 119 | 147 | COSMO'S FACTORY CREEDENCE CLEARWATER REVIVAL (Fantasy 842) | 145 |
| 115 | SUMMER OF '42 ORIGINAL SOUNDTRACK (Warner Bros. WS) | 122 | 131 | 8TH DAY (Invictus ST 7306) (8XT 7306) (4XT 7306) | 131 | 148 | BROKEN BARRICADES PROCOL CARUM (A&M SP 4294) (BT 4294) (CS 4294) | 129 |
| 116 | TOMMY THE WHO (Decca DXSW 7205) (6-2500) (73-2500) | 117 | 132 | RELICS PINK FLOYD (Capitol SW 759) (8XT 759) (4XT 759) | 85 | 149 | BLACK IVORY WANDA ROBINSON (Perception PLP 18) | --- |
| | | | 133 | EVERYTHING IS EVERYTHING DONNY HATHAWAY (Atco SD 332) | | 150 | MANNA BREAD (Elektra EKS 74386) (F&T 4066) (TC 54066) | 137 |



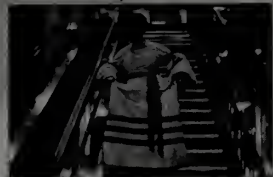
R & B TOP 60

| | | | | | | | | | | | |
|----|--|----|----|--|----|----|---|-----|----|---|-----|
| 1 | AIN'T NO SUNSHINE Bill Withers (Sussex 219) | 2 | 17 | TAKE ME GIRL Junior Walker (Soul 35084) | 17 | 32 | GHETTO WOMAN B. B. King (ABC 11310) | 37 | 47 | THAT'S THE WAY A WOMAN IS Messengers (Rare Earth 5032) | 49 |
| 2 | STICK UP Honey Cone (Hotwax 7106) | 3 | 18 | YOU SEND ME Ponderosa Twins Plus 1 (Horoscope 102—All Platinum) | 25 | 33 | I LIKES TO DO IT Peoples Choice (Phi La of Soul 349) | 21 | 48 | I'M SO GLAD Fuzz (Calla 179) | --- |
| 3 | BREAKDOWN Rufus Thomas (Stax 98) | 9 | 19 | SHE'S ALL I'VE GOT Freddie North (Mankind 12064) | 31 | 34 | FRIENDS BY DAY What Nauts (Stang 5030) | 39 | 49 | DO IT (THE FUNKY DANCE) Dave "Baby" Cortez (Sound-Pak SPM 1002) | 52 |
| 4 | IF YOU REALLY LOVE ME Steve Wonder (Tamla 54208) | 7 | 20 | SLIPPED TRIPPED AND FELL IN LOVE Clarence Carter (Atlantic 2818) | 20 | 35 | I LOVE THE WAY YOU LOVE Betty Wright (Alston 4594) | 28 | 50 | DADDY LOVE GI-GI (Sweet S-001-S) | 51 |
| 5 | TIRED OF BEING ALONE Al Green (Hi 2194) | 5 | 21 | CALL MY NAME, I'LL BE THERE Wilson Pickett (Atlantic 2824) | 36 | 36 | I WASN'T THERE Rey G. (Aiga—AL 1007-A) | 40 | 51 | S.O.S. Winfield Parker (Spring 116) | 54 |
| 6 | THE LOVE WE HAD Dells (Cadet 5683) | 6 | 22 | FEEL SO BAD Ray Charles (ABC 11306) | 26 | 37 | A NATURAL MAN Lou Rawls (MGM 14252) | 42 | 52 | THAT'S THE WAY I WANT TO LIVE MY LIFE Percy Sledge (Atlantic 2826) | --- |
| 7 | MAKE IT FUNKY James Brown (Polydor 14088) | 16 | 23 | WHAT YOU SEE IS WHAT YOU GET Dramatics (Volt 3058) | 12 | 38 | GOT TO GET OVER THE HUMP Simtek & Wiley (MR. CHAND 8005) | 19 | 53 | IT'S IMPOSSIBLE New Birth (RCA 74-0520) | 56 |
| 8 | UNTIL THEN I'LL SUFFER Barbara Lynn (Atlantic 2812) | 8 | 24 | SMILING FACES SOMETIMES Undisputed Truth (Gordy 7180) | 13 | 39 | IT'S THE REAL THING Electric Express (Cotillion-Linko 1001) | 38 | 54 | SPILL THE WINE Isley Bros. (T-Neck 932) | --- |
| 9 | WEAR THIS RING Detroit Emeralds (Westbound 181) | 11 | 25 | LUCKY ME Moments (Stang 5031) | 27 | 40 | A NICKEL & A NAIL O. V. Wright (Black Beat 602) | 45 | 55 | GROOVING OUT ON LIFE Fredrick The II (Vulture 5002) | 59 |
| 10 | K-JEE Nite Liters (RCA 0461) | 10 | 26 | MAKE IT WITH YOU Ralfi Pagan (Wand 11236) | 29 | 41 | ALL DAY MUSIC War (U.A. 50815) | 44 | 56 | LOOK WHAT WE'VE DONE TO LOVE Glass House (Invictus 9097) | 57 |
| 11 | A THIN LINE BETWEEN LOVE AND HATE Persuaders (Atco 6822) | 14 | 27 | 1-2-3-4 Lucky Peterson (Today 1503) | 30 | 42 | BREEZIN' Gabor Szabo (Bluethumb 200) | 46 | 57 | CAN YOU GET TO THAT Funkadelic (Westbound 185) | 60 |
| 12 | TRAPPED BY LOVE Denise LaSalle (Westbound W182) | 15 | 28 | SURRENDER Diana Ross (Motown 1188) | 53 | 43 | YOU'VE GOT TO CRAWL 8th Day (Invictus 9098) | 55 | 58 | ALL MY HARD TIMES Joe Simon (Spring 118) | --- |
| 13 | SPANISH HARLEM Aretha Franklin (Atlantic 2817) | 1 | 29 | BLACK SEEDS KEEP ON GROWING Main Ingredient (RCA 740517) | 34 | 44 | NEVER MY LOVE 5th Dimension (Bell 134) | --- | 59 | IF YOU WANT ME TO KEEP ON LOVING YOU Sonny Green (U.A. 50836) | --- |
| 14 | A PART OF YOU Brenda & The Tabulations (Top & Bottom 408) | 22 | 30 | MAYBE TOMORROW Jackson 5 (Motown 1186) | 4 | 45 | GIVE THE BABY ANYTHING THE BABY WANTS Joe Tex (Dial 1008—Dist. Mercury) | 50 | 60 | HOT PANTS, I'M COMING, COMING, COMING Bobby Byrd (Brownstone 45-4203) | --- |
| 15 | WOMEN'S LOVE RIGHTS Laura Lee (Hotwax 7105) | 18 | 31 | MERCY MERCY ME Marvin Gaye (Tamla 54207) | 23 | 46 | MISS JACKSON'S DAUGHTER Randolph Walker (Law/Ton 1552) | 47 | | | |

Pop Picks

ARETHA'S GREATEST HITS—Atlantic SD 8295

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



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

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

FROM THE INSIDE—Poco—Epic—KE 30753

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



STREET CORNER TALKING—Savoy Brown—Parrot PAS 71047

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

BLACK IVORY—Wanda Robinson—Perception PLP 18

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



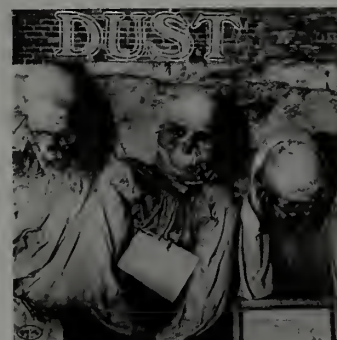
HOOTEROLL?—Howard Wales And Jerry Garcia—Douglas 5

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

Newcomer Picks

NICELY OUT OF TUNE—Lindisfarne—Elektra 74099

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



DUST—Kama Sutra KSBS 2041

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

Pop Best Bets

BLACK SEEDS—The Main Ingredient—RCA LSP-4483

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



RASPUTIN'S STASH—Cotillion SD 9046

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

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

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



THE SAGITTARIUS MOVEMENT—Jerry Butler—Mercury 61347

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

NEW YORK (Cont'd from page 26)

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

CB: When was the Chrysalis New York office opened?

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

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

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

CB: How often do you tour with Procol Harum?

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

HOLLYWOOD (Cont'd from page 26)

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

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

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

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

ben edmonds

work a lot harder.

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

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

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

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

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

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

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

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

tape news report

Audio Mag. Buys B&H Irvine Plant

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

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

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

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

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

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

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

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

Set ITA Standards Meet

NEW YORK — Larry Finley, executive director of ITA, announced that the Tape Duplicators Committee, Chaired by Carl Lusting of Cassette Recording, will hold a Standards Meeting at the Plaza Hotel in New York on September 15, and that Arthur Anderson of Wabash Tape Corporation had called a meeting of the Raw Tape Committee in Chicago on September 22. The ITA General Membership Meeting will be held at the Plaza Hotel in New York on September 16.

The 3M Company, Irish Magnetic Tape Company, P. R. Mallory Company and Celanese Plastics Company are the four newest members to join the International Tape Association. Dan Denham of 3M will assume an executive position with ITA, and Paul Anderson of 3M will take an active role with the Association.

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

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

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

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

British Survey Sees Tapes Beating Disks Within Five Years

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

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

Peak-Week at GRT

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

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

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

Mendes/Graham In 'Special Projects'

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

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

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

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

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

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

Certron Says It Cuts Losses

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

For the three months ending July 31, Certron incurred a loss from continuing operations of \$289,000, or \$1.10 per share, on sales of \$3,613,000. For the nine months ending July 31, the loss from continuing operations was \$1,283,000 or \$1.45 a share on sales of \$10,123,000.

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

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

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

Golden Crest Reports Sales

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

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

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



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

N.Y.C. D.D. Hits Tape Pirates Scoring Huge Bogus Tape Catch

See story on P. 7

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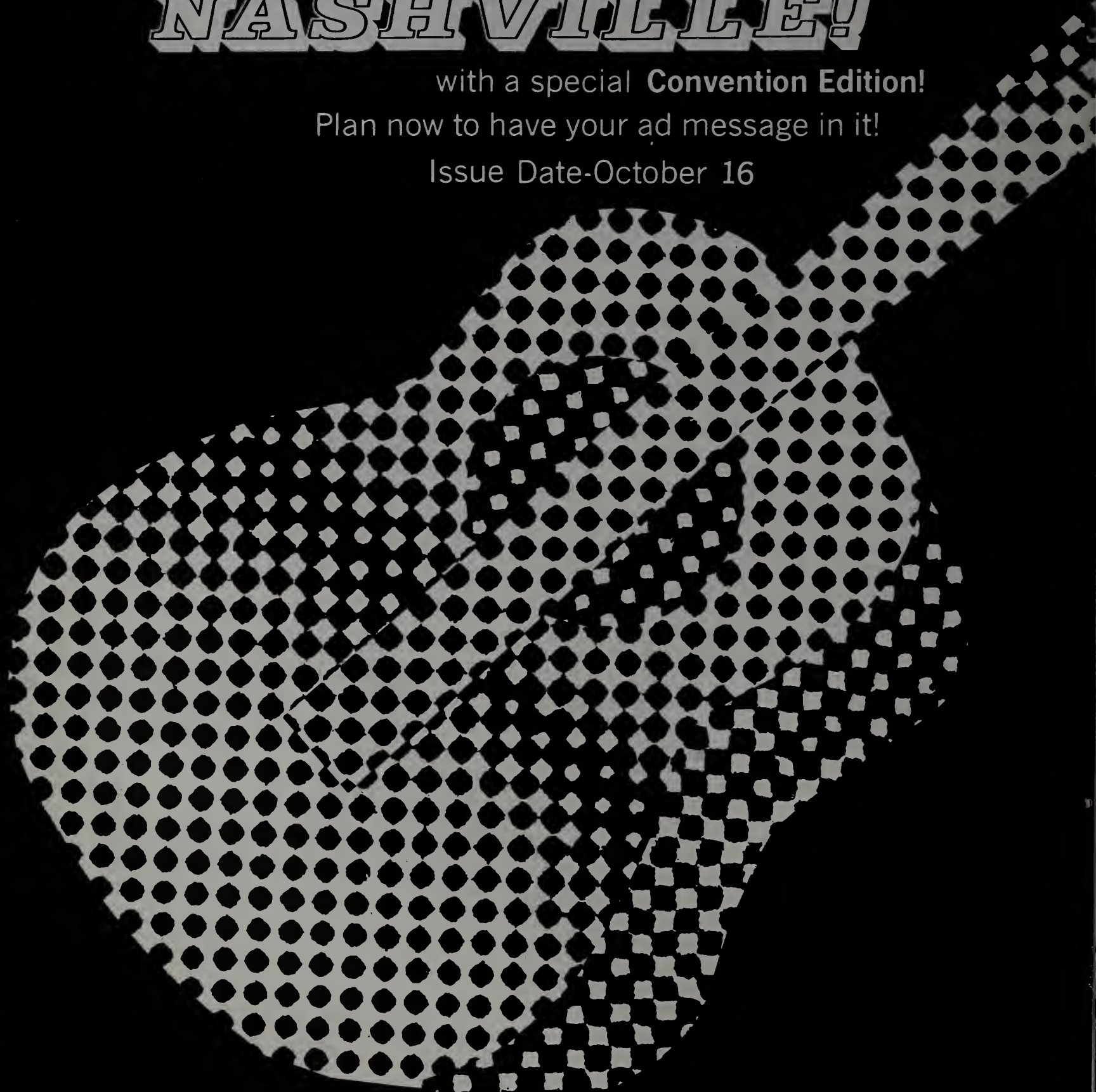
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LAST WEEK OF SEPTEMBER



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

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

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

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

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

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

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

Jethro Burns Solos At Masters Festival

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

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

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

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

Nugget's Carter Stresses Promo

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

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

Owens' Brass Goes Vocal

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

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

Junior Huskey Dead At 44

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

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

Burt, Allen Author Gospel Music History

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

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

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

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

Texas First For Irene Danner

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

Country Artist Of The Week: SUSAN RAYE



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

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

Stan Dee Party Held; Marino In Nashville

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

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

Wright Waxes Five At Sumet Studios

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

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

Slim Whitman In 2-Wk Irish Tour

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

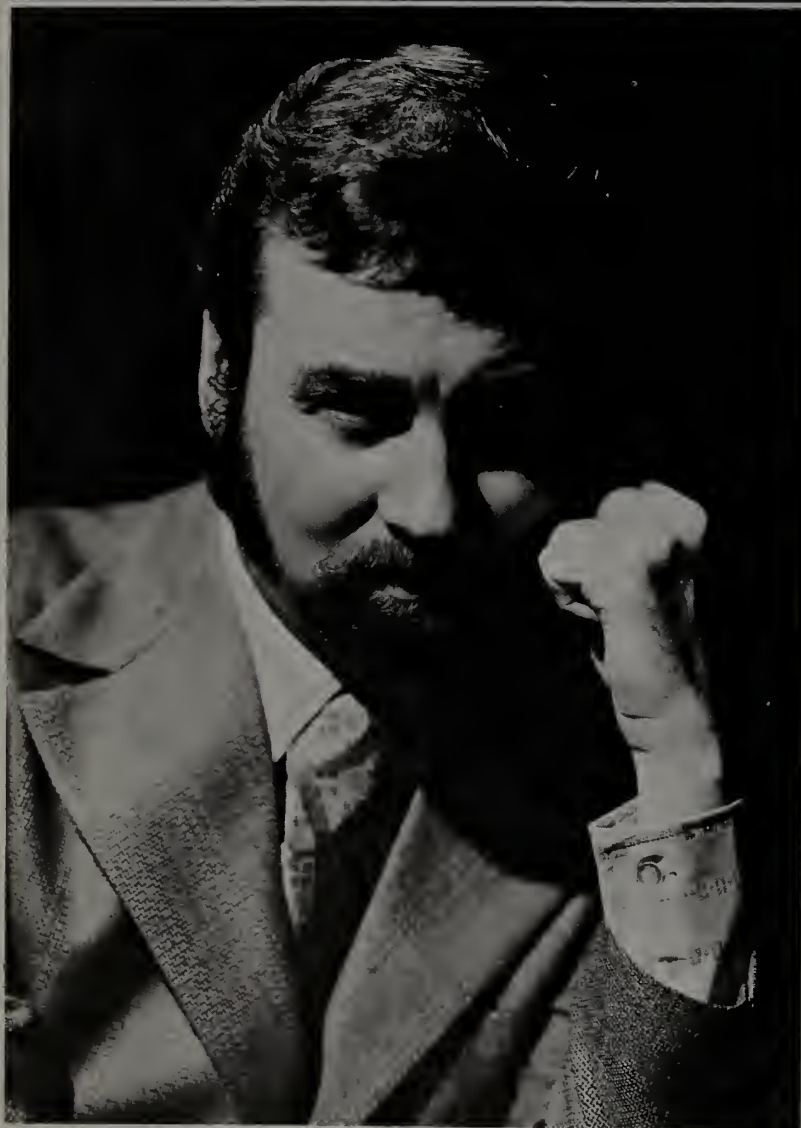
Slim Whitman has long ranked as one of the world's bestselling country vocalists. His current UA single is "It's A Sin To Tell A Lie," and will soon be followed by an LP with the same title.

Caprice Records Formed By Lewis

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

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

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Country Top 65

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

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Top Country Albums

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



C & W Singles Reviews

Picks of the Week

SONNY JAMES (Capitol 3174)
Here Comes Honey Again (2:32) (Marson Inc., BMI—S. James, C. Smith)
How many #1 records has he had? Well, most of us have lost count, but this makes one more. A departure from the "Bright Lights, Big City" groove, this is a beautiful ballad which will have no trouble maintaining The Southern Gentleman in the manner to which he has grown accustomed. Flip: "The Only Ones We Truly Hurt" (2:22) (same credits).

CONNIE SMITH (RCA 74-0535)
I'm Sorry if My Love Got In Your Way (2:13) (Blue Crest Music, BMI—D. Frazier, S. Shafer).
That Dallas Frazier has done it again for this "Where Is My Castle" gal. Another hit for Connie penned by the country genius ably produced by Bob Ferguson with instrumentation that fits the material perfectly. Flip: "Plenty Of Time" (3:05) (Harvest Time, SESAC—C. McClean)

LORETTA LYNN & CONWAY TWITTY (Decca 32873)
Lead Me On (2:24) (Shade Tree, BMI—L. Copeland)
New song for country's leading vocal duo is right there where country tunes ought to be. Ballad is given an honest moving reading by the pair and it should storm the charts almost immediately. Flip: "Four Glass Walls" (2:10) (Sure-Fire Music, BMI—S. Higgins).

JODY MILLER (Epic 10785)
Baby I'm Yours (3:09) (Blackwood Music, BMI—V. McCoy)
Jody takes another trip down r&b archives road to come up with a country winner, formerly a pop crossover hit for Barbara Lewis. While Billy Sherrill's production is country, tune could go pop again in Jody's hands. She's so fine. Flip: no info. available.

JAMES ALLEN (Mercury 73242)
Haven't You Heard (2:36) (Tree, BMI—R. Lane, W. Kemp)
Solid material comes in for its finest treatment to date and this should be the version of the oft-recorded divorce tune to make it high on the charts. James Allen will establish himself as a first-rate talent with this one, through the guidance of Ace of Hearts Productions. Flip: "The Devil Made Me Do That" (2:49) (Unichappell Music, BMI—J. Owen)

JOHNNY PAYCHECK (Epic 10783)
She's All I Got (2:53) (Jerry Williams/Excellorec Music, BMI—J. Williams Jr., G. Bonds)
This one wins the most infectious record of the week award, hands down. R&B material from Swamp Dogg, penned by Gary "U. S." Bonds might seem an unlikely country vehicle, but Paycheck should have his biggest ever with it, and will be welcomed back to the charts with strong sales response. Flip: no info. available.

LIZ ANDERSON (Epic 10782)
It Don't Do No Good To Be A Good Girl (2:30) (Greenback Music, BMI—L. Anderson)
Recently signed to the label, Liz does a fine job on her own composition about another good girl goin' bad 'cause she has to. Should be a good selling disk and chart action is guaranteed. Flip: no info. available.

RED LANE (RCA 74-0534)
Set The World On Fire (With Love) (2:21) (Tree, R. Lane, L. Henley, J. Slate)
The guy who most recently was charted with "The World Needs A Melody" has co-written another message song which likewise should prove a winner. A fine picker, singer and songsmith, it's all there in the right combination. Flip: "They Don't Make Love Like They Used To" (3:12) (Tree, BMI—Lane)

Best Bets

STONEY EDWARDS (Capitol 3191)
Odd-Job Dollar-Bill Man (2:31) (Central Songs, BMI—J. Schweers)
Single culled from his latest LP blends the goodness of a Kristofferson-like tune with a Charlie Pride-type delivery. Chart contender which will help album sales and vice versa. Flip: "The Fishin' Song" (2:13) (Central Songs, BMI—S. Edwards, G. Stanley)

KENNI HUSKEY (Capitol 3184)
A Living Tornado (2:34) (Blue Book Music, BMI—I. Cargill)
Kenni's definitely a woman and she proves she's a powerful singer as well on her debut disk about a different kind of weatherman. Airplay could spark considerable chart action. Flip: "Only You Can Break My Heart" (2:25) (Blue Book Music, BMI—B. Owens)

GLEN SHERLEY (Mega 615-0041)
Pud 'N' Tane (2:26) (House Of Cash, BMI—G. Sherley, H. Sanders)
Sounds like an up-beat "Big Bad John" and Glen should get a chart shot out of this as well as the flip side, a bouncy gospel-influenced ballad. Flip: "Look For Me" (2:25) (same credits).

CHET ATKINS (RCA 74-0536)
Black Mountain Rag (2:34) (Acuff-Rose, BMI—T. Magness)
Country standard comes in for some fine instrumentation under the master's hand and provides a change of pace programmer for broadcasters and juke box operators. From his latest LP. Flip: "Wabash Blues" (2:56) (Leo Feist, ASCAP—F. Meinken, D. Ringle)

DUANE DEE (Cartwheel 200)
How Do You Mend A Broken Heart (3:19) (Casserole/Tamerlane, BMI—B. & R. Gibb)
Country interpretation of Bee Gees' #1 pop tune should be in for some airplay and possible chart position. Dee will gain a larger following as a result of each. Flip: "Georgeanna" (Wilderness Music, BMI—S. Milete)

PATSY KAYE & THE KISTNERS (Magnum 423)
Spin Little Record (3:15) (Vertig/Scat Music, BMI—K. Hollohan)
This San Francisco country disk could have considerable regional appeal and juke box interest as it deals with a song playing the John Standish role. Flip: "Oopsy Daisy" (3:12) (same credits).



Country LP Reviews

EASY LOVING—Freddie Hart—Capitol ST-838

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



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

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



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

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



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Country Roundup

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

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

The Buck Owens Ranch Show will

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Sullivan Forms Jonel

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

ary of John L. Sullivan Enterprises, Inc.

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



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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

CBS/Sony Exceeds Its Sales Target

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

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

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

Pye Aids ATV's '71 Profits

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

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

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

UK May Sales Show 10% Climb

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

International Artist Of The Week: MIDDLE OF THE ROAD



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



Great Britain

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

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

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

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

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

Great Britain's Best Sellers

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

*Denotes Local Copyright.

Top 20 LP's

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



Canada

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

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

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

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

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

Australia's Best Sellers

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

Belgium's Best Sellers

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

Argentina's Best Sellers

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

EDITORIAL: Good Salesmanship

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

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

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

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

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

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

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

Florida Ops Ready Sept. Convention

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

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

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

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

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

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

Games Technicians Learn Bally-Midway At Empire Sessions

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

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



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

Kaye Co. Intro's Skill Hockey Game

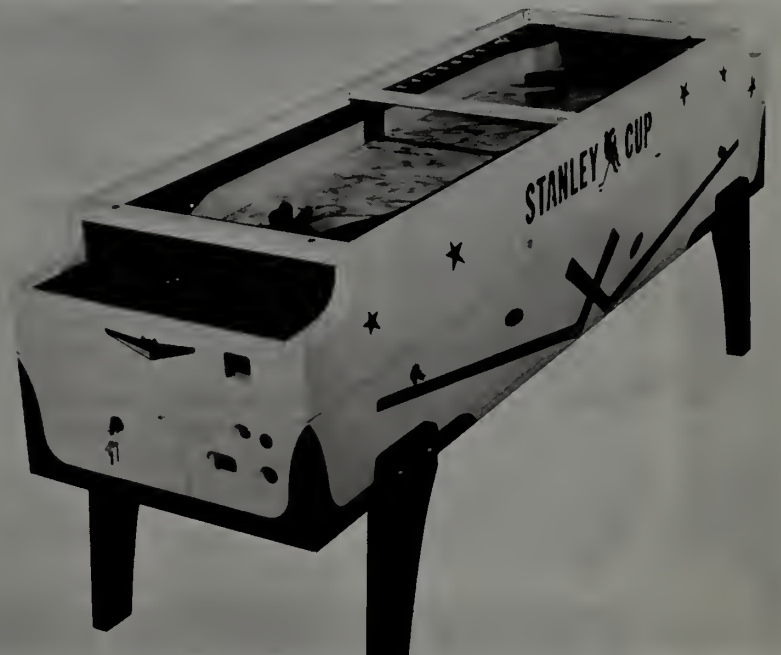
BROOKLYN, N.Y. — A sensational 70's version of classic coin-operated hockey is now shipping from the Irving Kaye Co. to all its U.S. distributors. Dubbed the Stanley Cup Hockey, the glamorous piece is a super fast-paced, highly-charged game which demands agility and skill from the players. Operators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

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

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

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

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



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Expressway

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**JUKEBOX
PROGRAMMING
GUIDE**

Pop

THE SUPREMES

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

DAWN

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

FREDA PAYNE

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

CAT STEVENS

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

DELANEY & BONNIE

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

THE NEW SEEKERS

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

R & B

THE CHI-LITES

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

CHAIRMEN OF THE BOARD

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

THE BEGINNING OF THE END

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

C & W

SONNY JAMES

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

CONNIE SMITH

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

LORETTA LYNN & CONWAY

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

JODY MILLER

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

cashbox/ Round The Route

EASTERN FLASHES

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

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

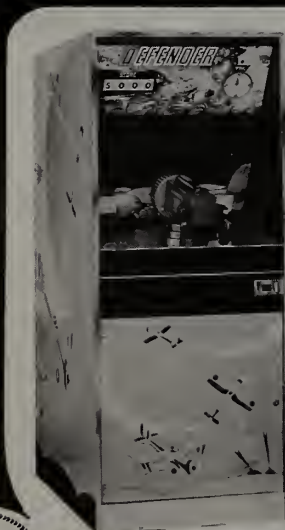
Moving on down to the spacious showrooms of Runyon sales and visiting with a very busy **Louie Wolberg**, we saw numerous tradesters shopping for machines and parts. Hot item is the Kaye Company's brand new Stanley Cup Hockey game, spanking fresh from the Brooklyn factory and already approved for operation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

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

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

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

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CHICAGO CHATTER

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

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

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

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

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

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

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

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

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

HOUSTON HAPPENINGS

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

CALIFORNIA CLIPPINGS

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

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

UPPER MID-WEST

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

MILWAUKEE MENTIONS

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

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

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

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

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

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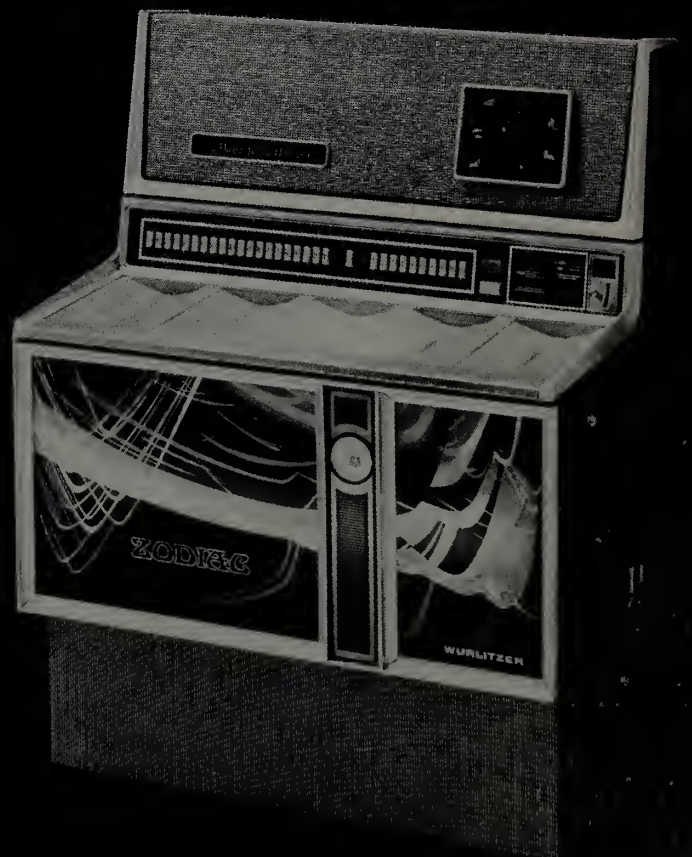
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He produces.

New Birth is the company.

Divided up, it's an instrumental group
(The Nite-Liters), plus a vocal trio (Love,
Peace & Happiness) plus additional voices.

But New Birth is really together. The

new hit single, "It's Impossible," is from
their album, "Ain't No Big Thing But
It's Growing."

The Nite-Liters' current chart single is
"K-Jee," from their album, "Morning, Noon
and The Nite-Liters."

The new Love, Peace & Happiness
album is called "Love Is Stronger."

Fuqua produces.

RCA Records and Tapes



THE NEW BIRTH
It's Impossible 74-0520
Ain't No Big Thing, But It's Growing LSP-4526, P8S-1797

THE NITE-LITERS
K-Jee 74-0461
Morning, Noon and The Nite-Liters LSP-4493, P8S-1798

LOVE, PEACE & HAPPINESS
Love Is Stronger LSP-4535