

December 1, 1973

NEWSPAPER \$1.25

Cash Box

**The Weekend That Was, The Future To Be (Ed)...
Uttal Hits 'Crisis Atmosphere'; Answers Are 'Large-
ly Overlooked'...Joe Smith NARM '74 Keynoter...In
Japan: 9 Months Disk, Tape Income Up...Name
Merenstein Buddah GM, A&R Dir...Grady To Phonodisc**

MILLIE JACKSON & WURLITZER AMERICANA 3800: THOROUGHLY MODERN



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"Frankenstein," a million-selling Number-One hit, out of "They Only Come Out at Night." "Free Ride," a Top-10 single, also out of the 1,200,000-selling Edgar Winter Group album.

And now, "Hangin' Around,"⁵⁻¹¹⁰⁶⁹ the third hit single from "They Only Come Out at Night." By The Edgar Winter Group on Epic Records.

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THEY ONLY COME OUT AT NIGHT

including:
Frankenstein/Hangin' Around/Undercover Man
Free Ride/We All Had A Real Good Time



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The Edgar Winter Group, including Rick Derringer, is on tour now.



Cash Box

Vol. XXXV—Number 29/December 1, 1973

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A Weekend That Was, The Future To Be

The long Thanksgiving Day weekend that was is traditionally the recording buyer's biggest dash to the cash-register. And for the period that follows up to the Christmas Holidays, the rush to recording departments continues.

As this is being written, of course, we cannot provide for this week's reading a survey of the how the industry did in ushering in the huge gift-buying weeks ahead. However, if economic forecasts for this period prove accurate, the recording industry should reflect something of an 8% increase in volume in the last month of the year. The 8% is the figure cited by economists in predicting an increase in consumer purchases this holiday season year over last

It certainly looks as though the industry will squeeze through this period without hurting from what could be trying times ahead, namely the shortages of vinyl and paper. Catalog depth availability remains good at this time, and fresh product by a number of key performers now coming to market should be in plentiful supply. So, even with the spectre of shortages of critical industry material with an added dash of economic uncertainty, the gift-buying season should offer reason for good cheer.

Looking ahead, we can only reiterate recent comment in **Cash Box** that the industry take care to provide for a steady flow of newcomer product, exercising greater expertise in the selection of such acts; also, it must allocate reasonable concern for catalog product, for it is truly the industry's "rainy day" inventory.

Certainly, the business cannot minimize external forces—whether they be material needs or economic forecasts—in judging its own well-being in the future. Yet, as Larry Uttal, president of Bell Records, remarks in this week's issue: "There is absolutely no justification for the over-reaction and gloom we've been seeing in the music business lately . . . the vinyl and paper shortages are actually giving us a chance to eliminate waste . . . the end result of (the) so-called 'crisis' will be that we'll have a stronger business . . . a better-run, more profitable and more exciting industry."

With a good year-end showing and, indeed, some positive thinking, the industry might just have a healthy 1974. One thing's for sure, it's going to be an interesting year.

Buckwheat just recorded eight hot new singles. Collectively they make up the new Buckwheat album.

HOT TRACKS. An Album Pick in Record World, 11/17/73.
"A solid rock band with a mix of raunchy rock and easy tunes, ...Buckwheat sticks to the ribs!"

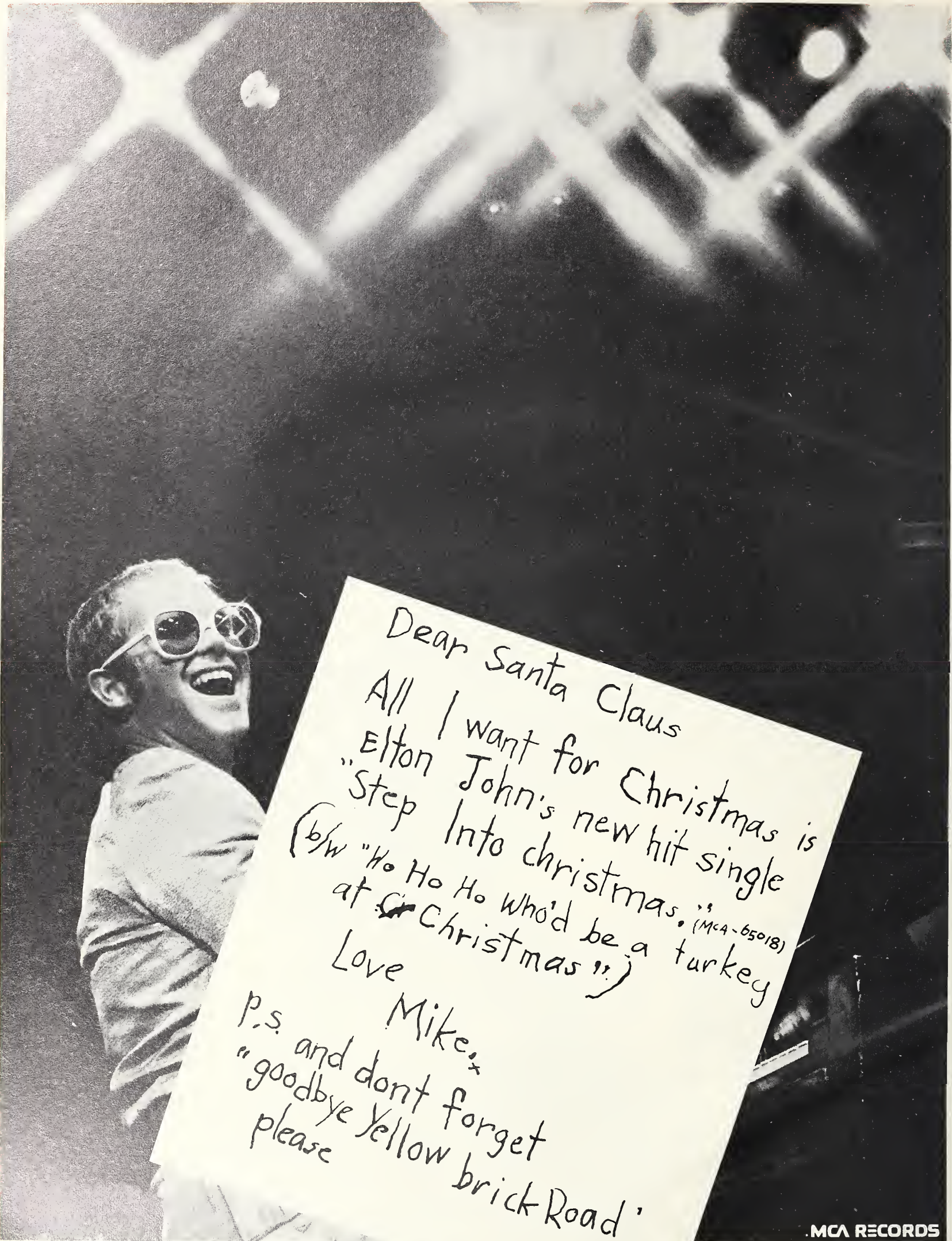
HOT TRACKS. A Top Album Pick in Billboard, 11/10/73.
"...driving, surging musical strokes with forceful vocals by Debbie Campbell and Bucky Smotherman..."

HOT TRACKS. A Pop Pick in Cash Box, 11/10/73.
"Cookin' on every cut..."



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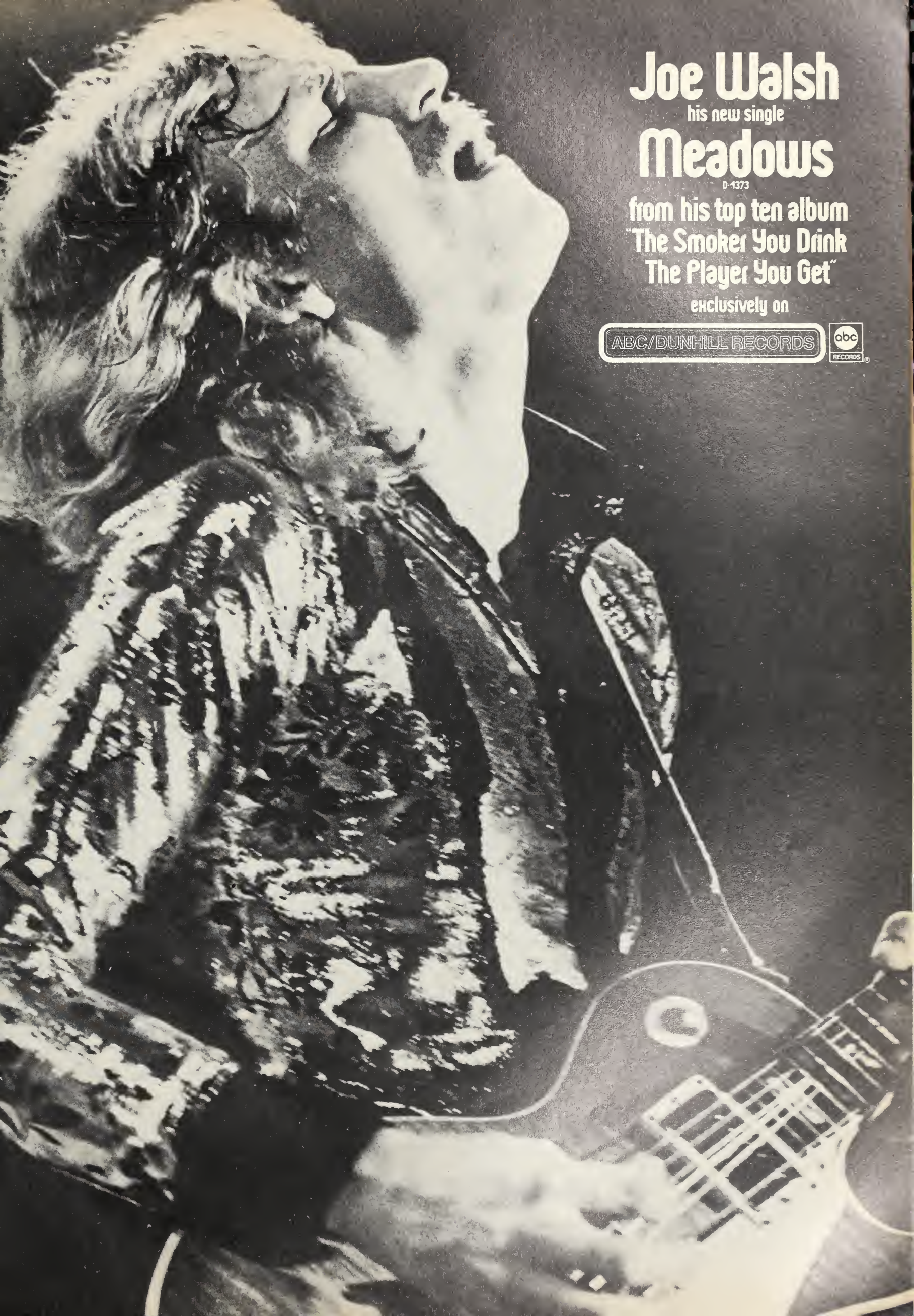


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short stories



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ACCLAIMED ALBUMS,
GRIN
HAS GONE CRAZY.**



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SP 4415 PRODUCED BY DAVID BRIGGS
ON A&M RECORDS

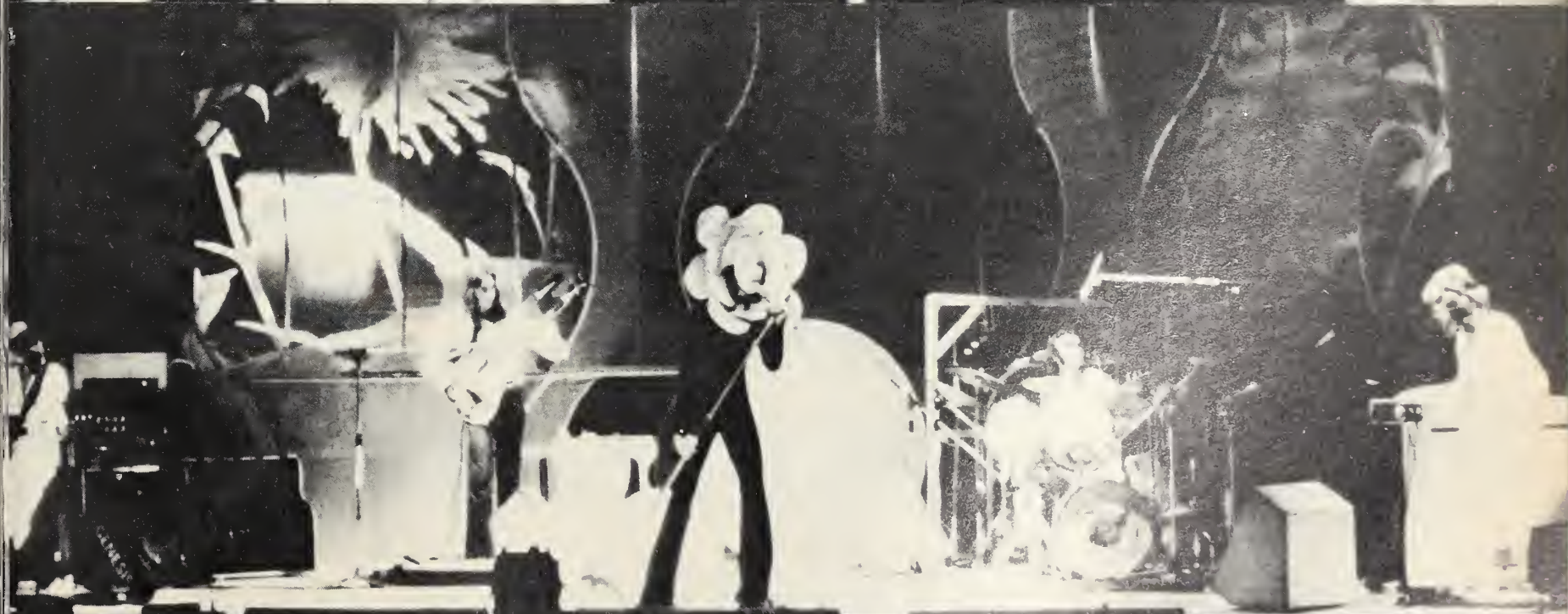
Genesis: Enlarging the Boundaries of Rock

A highly creative, individualistic English group with its own strong vital music, influenced by rock, classical and jazz. Peter Gabriel, vocals; Steve Hackett, guitars; Tony Banks, keyboards; Mike Rutherford, bass; and Phil Collins, drums, are the members of this extraordinary group who have enlarged the boundaries of rock.

Genesis' new album, "Selling England By The Pound," is available on the famous Charisma label.



An Atlantic Custom Label



Genesis On Tour: NOV. 22—Felt Forum, NYC/NOV. 24—Princeton University, Princeton, N.J./NOV. 27—Rochester Institute of Technology, Rochester, N.Y./NOV. 29—The Agora, Columbus, Ohio/NOV. 30—Allen Theatre, Cleveland, Ohio/DEC. 1—Buffalo State, Buffalo, N.Y./DEC. 3—Northwestern University, Chicago, Ill./DEC. 7—Indiana Perdue Regional Ballroom, Fort Wayne, Indiana/DEC. 8—Detroit Eastern University, Pease Auditorium, Detroit, Michigan/DEC. 17-18-19—Roxy, Los Angeles, California.

Col. Carter Campaign For David Essex Tour U.S., Visit

David Essex is launching a campaign to tour the U.S. and visit 10 cities, where he will host a series of screenings of *That'll Be The Day*, starring himself and Ringo Starr, and meet with radio and press to promote his single and album, the latter just released by Columbia.

Essex, whose first single, "Rock On," went to number 1 in England, will visit 10 cities, where he will host a series of screenings of *That'll Be The Day*, starring himself and Ringo Starr, and meet with radio and press to promote his single and album, the latter just released by Columbia.

The promo campaign is being arranged by the Columbia Records promotion department and the staff of Sol Rabinowitz, vice president of a&r and music publishing for Columbia's international division.

CBS will be working with The Walter Reade Organization, Inc. in setting up the screenings in each city. There will be special radio station promotion for ticket giveaways in many of the cities.

The rock movie *That'll Be The Day*, which has played in England is scheduled for release in this country in January, and will be tested in markets before then. The album, entitled "Rock On," has already received advance orders in this country. A second single from the LP, "Lamplight," is currently on the UK charts.

The David Essex itinerary is as follows: 11/26 New York; 11/28 Los Angeles; 11/29 San Francisco; 11/30 Seattle; 12/1 Denver; 12/3 Houston; 12/4 Dallas; 12/5 Fort Worth; 12/6 Philadelphia; 12/7 Boston and 12/10 New York.

'Fifth' Earn Ampex Gold On 'Hits' Album

NEW YORK — Ampex Music Division last week presented a gold tape award to Bell Records' artists, The Fifth Dimension, at a concert here in the Westbury Music Fair.

The award recognizes the sale of more than \$1 million of the group's "The Greatest Hits on Earth" album on Ampex recorded tape.

In his presentation, Jules Cohen, AMD national marketing manager, said the Fifth Dimension is one of the most consistent top sellers in the Ampex catalog. "Few recordings reach \$1 million sales on tape," Cohen said. "So, this award is one of great significance in recording history."

Others receiving awards in addition to the members of the group were Marc Gordon, Fifth Dimension manager; Bones Howe, the album's producer; and Larry Utall, president of Bell Records.

Ampex's first gold tape was presented last June to Curtis Mayfield for his "Super Fly" album on the Curtom label.

'Gigi' Caster Due Pre-Xmas

NEW YORK — RCA Records expects to have the Broadway cast version of "Gigi" available before Christmas. The LP was cut here last Monday (19) at RCA's Studio A under the supervision of Joe Reisman, exec producer of west coast A&R, who flew to New York for the project. Bob Simpson was the engineer for the session, to be available in stereo, quad and tapes.

Kaye Creates Panda People

NEW YORK — The Panda People, a Buddy Kaye created concept for singing, animated cartoon characters will debut on Bell Records with a single, "Chirpy, Chirpy Cheep Cheep," to be followed by an album. Ziv International is preparing a pilot for the animated Panda People TV series and will provide a full scale merchandising program, including T-shirts, posters, lamps and toys.

The Panda People will be performing both established top 40 material as well as original songs by Kaye.

Buddy Kaye, who produces the Panda People through his Sundial Productions, is a composer, producer and music publisher. Among his compositions are "Till The End of Time", "A, You're Adorable", "Speedy Gonzales" and "Quiet Night". He's scored over 20 films, including the last two Elvis Presley movies, and he's currently co-publishing with Bell recording artist Rodney Allen Rippy via Rodney Music.

The Panda People are a traveling show business family who experience adventures on the road.

Earl Monroe Forms Prod. Co.

NEW YORK — Earl ("The Pearl") Monroe, New York Knicks' superstar, announces the formation of Earl Monroe Productions Incorporated, a firm that will serve its clients in the areas of artist management, music publishing, public relations and record production.

Monroe, president of the newly formed organization, has already signed three talented groups: Ghetto Fighters, a four-member vocal and instrumental group, Juliette, a female vocalist and Personal Touch, a three-member female vocal group.

John Neihardt Dies

COLUMBIA, MO. — Dr. John G. Neihardt, 92, Nebraska's poet laureate, died last week at the home of a daughter in Columbia. Death occurred shortly after the release by United Artists Records of his "Flaming Rainbow" three-record set, which deals with the problems, both past and present, of the American Indian. The LP is an actual re-creation in English of the life and visions of holy man, Black Elk, as told to Neihardt.

Born near Sharpsburg, Ill. and raised in Nebraska, Neihardt was designated Nebraska's poet laureate more than a half century ago.

He was literary editor of the St. Louis Post Dispatch from 1926 to 1938, and poet in residence and lecturer in English at the University of Missouri at Columbia from 1949 to 1965.

He was the author of more than two dozen volumes of poetry, fiction and philosophy, many dealing with American Indian culture and customs.

Ann Swinburne Dead At 87

NEW YORK — Mrs. Ann Swinburne, Munroe for years a director of G. Schirmer, Inc., died Nov. 17 in Doctor's Hospital. The widow of financier Charles Munroe, she was a former comic opera star. She left her acting career in 1916 to marry Rudolph E. Schirmer, then head of the family's music publishing house.

Schirmer died in 1919, leaving her his interest in the firm unless she remarried, and though she did wed again, to stockbroker J. P. Benkard in 1921, she continued to be active in the affairs of the company before resigning her post as director in 1964. She encouraged such composers as Samuel Barber and Gian Carlo Menotti. She is survived by two sons, Rudolph E. Schirmer and J. Philip Benkard Jr. and three grandchildren.

Joy Is Golden

Thanks a Million.



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College Radio Report—" . . . Lynyrd Skynyrd is a debut lp so impressive, so overflowing with raw electric talent, that it stands not only as worthy of immediate attention, but, in fact, demands that a second album be soon forthcoming."

Record World—"Look out glitter kids, a real rock and roll band just showed up!"

Billboard—" . . . clean Southern rock 'n roll."

Cash Box—" . . . Lynyrd Skynyrd, the world's next super group."

Creem—" . . . Lynyrd possesses more wit and joy than the Allmans and more power pump whammo than the Stones."

Performance—"As we have said before, this is the best band to come out of the South so far, and that includes Wet Willie, and Oh, Yes, the Allmans."

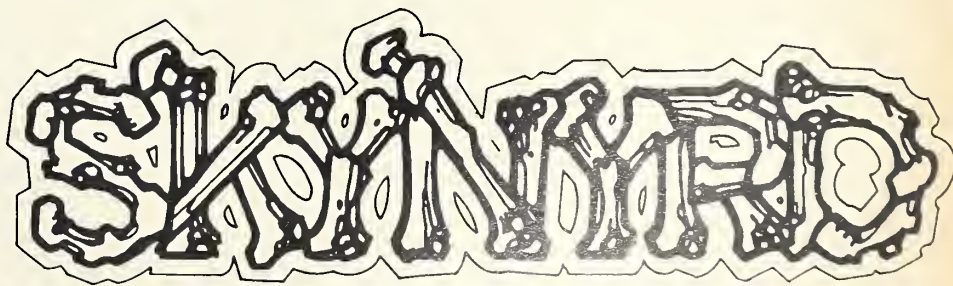
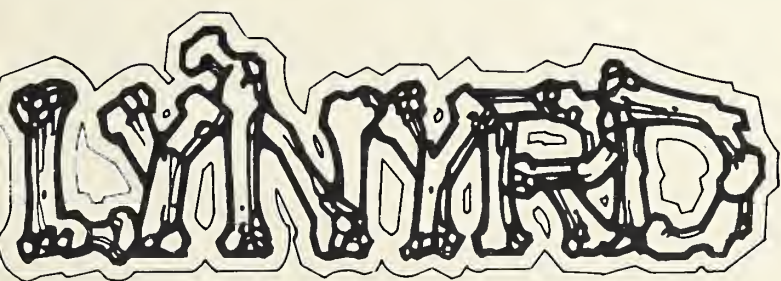
Step 3. You release their first single and sit back and watch.



FM SLEEPER OF THE WEEK:



LYNYRD SKYNYRD
Sounds of the South



Their First Single

GIMME THREE STEPS

MCA-40158

Produced By Al Kooper

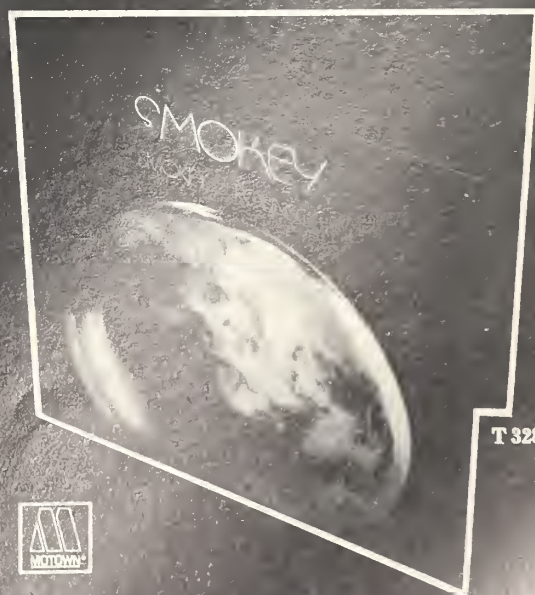
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SP 3601

The albums, 1969-1973:



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Carpenters
SP 3502



A Song For You
SP 3511



Now & Then
SP 3519

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IEC Buys Kolmar-Luth

NEW YORK — Kolmar-Luth Entertainment, Inc has been purchased by newly formed International Entertainment Corporation announced Roger G. Hall, president of IEC and Klaus W. Kolmar, president of KLE. According to Hall, who has been involved in classical music over 20 years by his association with such organizations as RCA Red Seal Records, the Philadelphia Orchestra, Angel Records, Columbia Artists Management and currently the Yale School of Music, IEC will merge many forms of entertainment, attractions and performers under one roof and offer services and options not currently available within the framework of existing artist management firms and booking agencies.

In five years the agency has signed thirty clients which include Charles Aznavour, Jacques D'Amboise, Jose Greco, Hal Holbrook, the King Family, Norman Luboff, Carlos Montoya, Peter Nero, Bobby Short, William Windom and Fred Waring.

Under terms of their agreement with IEC, Kolmar and Luth remain in their present positions as officers of KLE and their booking staff has been increased.

"The Directors of IEC, believe that the time is ripe for the entrance of a new corporation in the entertainment field . . . a corporation generated by new concepts in the areas of service to the performer.

Hall's enthusiasm is shared by co-directors of IEC, Steven Lorenz, chairman of the board, the Geoffrey Lorenz, chief executive officer. In addition to their involvement with the new entertainment complex, the Lorenzes are the senior officers of Lorenz Industries of Dayton, Ohio, a firm in the field of music publishing.



DROPPING IN—Gilda Woods (l.) and Kathy Morrell visited recently with Larry Fogel, professional manager at April/Blackwood, the publishing wing of CBS, to play him some of their product which April/Blackwood publishes. The two women produce Epic recording artists Brenda and the Tabulations and Atlantic recording artist Bobby Newton. They were in New York to sift through the April/Blackwood catalogs, which includes songs by Gamble-Huff, Thom Bell, Barrett Strong, Melanie, James Taylor, Laura Nyro, Nilsson and others.

C.E.C. Conf. For Campus Activities

NEW YORK — Joe Recchia and his wife Anne along with students of Waterloo University held their sixth Canadian Entertainment Conference (9-13) at Kitchener's Holiday Inn. Registration was around 275, an increase of 50% over last year's Conference. Although the Campus activities discussions were varied (everything from campus radio to film) the focus

was obviously on entertainment available to the college/university crowd. Each of the four days of activities were capped by a showcase of folk, folk/rock, progressive duos and groups.

On hand for the Campus Radio discussions was Sief Franken of the Canadian Radio-Television Commission and Lawyer, Peter S. Grant of McCarthy & McCarthy, a law firm from Toronto who have represented the CRTC over the past few years.

Representatives from schools in practically every province of Canada along with reps from U.S. colleges exchanged ideas and hammered out solutions to problems common to all during the four day get together. Most record companies were on hand to display their product and to take part in discussions regarding campus radio and the booking of talent. John Murphy, Ontario promotion manager for RCA, attended most of the workshops compiling information valuable to his next RCA campus seminar. Murphy arranged his first campus seminar earlier this year and is currently making plans with CHUM-FM's Bob Laine for his second effort to be held early next year.

Clive Stevens To C.A.M.-U.S.A

NEW YORK — Vittorio Benedetto and Jimmy Jenner of C.A.M.-U.S.A. have announced the signing of Clive Stevens to an exclusive publishing/production pact. Stevens is leader of Atmospheres, a recording group recently signed to a major label. Jenner was executive producer of the group's first LP which features a number of industry "stars," and is set for January release. He will produce the group's second album in late Nov. Seen making the signing official are, left-to-right: Jimmy Jenner, Vittorio Benedetto, Stevens' manager Martin Stevens and Clive Stevens.



NARAS MVP Awards Grand Finale

LOS ANGELES — In a rare and surprise appearance, Jonathan and Darlene Edwards (Paul Weston and Jo Stafford) provided an up-beat finale to the first annual Most Valuable Player Awards of the Los Angeles Chapter of the Record Academy on Saturday, Nov. 10. Performing "I Love Paris," complete with flat notes and miscues, the team left their fellow musicians howling.

The awards, which attracted well over 250 people to the new Shelly's Mannehole (Tetou's Restaurant) in Los Angeles, were the first in the chapter's efforts to recognize the numerous talented studio musicians and singers in the area. With its success, the chapter plans to make it an annual event.

MC for the event was composer Artie Butler, who claimed he accepted the post "after an illustrious list of people turned it down, like Cal Worthington, Betsy Ross, and 200 others."

Voting was restricted to musician members of the academy chapter since these musicians are best qualified to judge their peers. The winners for 1973 are Vincent DeRosa, french horn; Richard Nash, trombone; Charles "Chuck" Findley, trumpet; Gene Cipriano, woodwind; Tom Scott, woodwind; James Horn, woodwind; Clifford "Bud" Shank, woodwind; Edgar Lustgarten, cello; Sidney Sharp, violin; Ray Brown, bass; David Schwartz, viola; Larry Carlton, guitar; Emil Richards, percussion; John Guerin, drummer; Michael O'Martian, keyboard; Joe Osborn, fender bass; Tommy Morgan, harmonica (winner in miscellaneous instrument category); Jackie Ward, female background vocalist; and Ronald L. Hicklin, male background vocalist.

The awards were presented by Lou Busch, Jack Elliott, Ernie Freeman, Quincy Jones, Roger Kellaway, Shelly Manne, Jo Stafford and Paul Weston. Past chapter presidents Lincoln Mayorga and Lee Young received special presidential medallions for their service.



Top—Jackie Ward, Paul Weston, Jo Stafford; Middle—Mike Melvoin and Harry Edison; Bottom—Chuck Findley and Quincy Jones.

'Gigi' Diskings

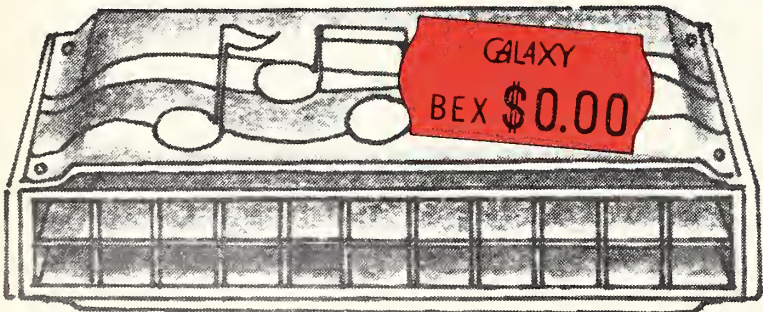
NEW YORK — Lerner and Loewe's Broadway musical version of "Gigi" has stimulated four recordings with more to come.

With the cast album scheduled to be released shortly by RCA Records, Donny Osmond of the Osmond Brothers has recorded "Thank Heaven For Little Girls" for MGM, Marta Heflin has recorded "The Earth and Other Minor Things" and "In This Wide, Wide World" (both new songs for the Broadway show), and Carroll O'Connor and Jean Stapleton, stars of the television hit "All In The Family" have recorded "I Remember It Well" for their first album together for RCA.

Ms. Heflin, who records for Polydor, was featured in the Broadway casts of "Jesus Christ, Super Star," "Hair" and "Salvation."

A dozen top recording artists are currently negotiating to record various songs, both old and new, from "Gigi."

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We're celebrating our success this year, and we'd like to thank all the people who helped it happen. All the great recording stars, and all the great writers associated with Chappell.

Chappell and Nashville, we just keep on growin'. Hey, that wouldn't make a bad song. Hmmmmmmm?

Thanks to our: **Writers**

Gayle Barnhill (1973 BMI Award Winner) & Rory Bourke (1973 ASCAP Award Winner)
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Elvis Presley
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Johnny Duncan
(Columbia)
LP

"Southern Lovin' "
Jim Ed Brown
(RCA)

Lefty Frizzell
(ABC)
LP

"Rock A Bayou"
Carl Curtis
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LP

Billy "Crash" Craddock
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Nat Stuckey
(RCA)

"I'm Gonna Put
My Love On You"
Bob & Hazel Wolfe
(Atteiram)

Tommy Overstreet
(DOT)
LP

"Broad Minded Man"
Jim Ed Brown
(RCA)

"I've Got Love
To Burn"
Jacky Ward
(Cinnamon Records)

"True Love"
Red Steagall
(Capitol)

"I Buy The Wine"
Lefty Frizzell
(ABC)

Nat Stuckey
(RCA)
LP

"Let My Love Shine"
Marti Brown
(Atlantic)

"All Heaven Breaks Loose"
David Rogers
(Columbia)

"Between Me And Blue"
Ferlin Husky
(ABC)



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CALIFORNIA FLIPPINGS

Sales of Kongs in the area market seems to be as promising as the company's other games. According to Circle International's Dean McMurdie, Kongs were sold in last week and has been selling at an exceptionally fast rate. Circle International is currently awaiting a car-load of the new Kongs. The company's popular 'Air Hockey' game. . . . Hank Tronick of Qualtek, Inc., Bethesda, Maryland, joining his family for a Thanksgiving weekend. The Buttelmans, Ira, Sandy, Al and Leah all found the M.O.A. experience to be an entertaining and enlightening experience, especially in regard to the new equipment that was on display. Deserving of special mention are Bally's Hi-Lo Ace, Atari's Gotcha, a new Midway Color T.V. game and a new model of the football game by Irving Kaye. C.A. Robinson also announced that it has added a new line to its burgeoning roster; the company will be the exclusive southern California sales representative for Allied Leisure. . .

Leo Simone has recently returned to See-West after another trip that took him to Phoenix, Denver and San Francisco. New shipments have arrived at See-West's showroom of the Matador Phonographs, as well as the Olympic Tennis and Wham-Bam games. . . . Bob Portale was very enthusiastic about the new products on display at the M.O.A. He and sales manager Jim Wilkins foresee a big increase in business coming up with the Christmas and spring seasons looming in the near future. Portale Automatic Sales also reports that a great deal of export business has been transacted lately. . . . An article that appeared recently in United Airlines Magazine featured a full page color picture of Bally's now legendary Fireball. The article made mention of the C.A. Robinson Co. and their own Lance Hailstone. . . . Dave Applebaum, a member of the board of the California Amusement Association recently told of his use of flipper games while he was teaching elementary school in Culver City. A machine was brought into his school and utilized in teaching basic arithmetic to 9 and ten year old students. Dave's Pinball Unlimited now operates some 150 machines around Los Angeles County and has recently expanded its operations to include San Diego.

Paul Jacobs Opens Wisc. Dealership

CHICAGO — Paul Jacobs, formerly with Wurlitzer Dist. Corp. of Milwaukee, announced the formation of Universal Music Distributing Co., headquartered at 16200 W. Rogers Drive, New Berlin, Wisconsin. Location of the new distributorship is on the southwest side of Milwaukee, accessible by both the east-west and north-south expressways.

Elmer Schmitt of National Coin is co-owner with Jacobs in the new firm. "My association with Elmer Schmitt will enable us to provide customers with a much larger variety of used equipment, since Elmer owns numerous arcades in shopping malls across the nation," Jacobs said.

The Universal Music Dist. Co. staff includes Bob Harding, service manager, who for the past several years was field service engineer for Wurlitzer; Mike Kollross, sales manager; Willy Lipsey, service department, and Linda Barta, receptionist-secretary.

So. Carolina Ops' Annual Jan. 25-27

COLUMBIA — President of the South Carolina Coin Operators Association, Kenneth Flowe, announced that the Annual Convention and Trade Show will be held at the newly constructed Carolina Inn in Columbia, South Carolina on January 25, 26, and 27, 1974.

Executive management firm, R. S. Rhinehart & Associates, Inc. stated that they hope this meeting is the largest in show participation and attendance in the eleven year history of the group.

H. C. Keels of Keels Music Company in Florence, South Carolina is Convention Chairman again this year and is being ably assisted by Entertainment Committee Chairman, Joel Hendricks. Members on these committees are Helen Sikes, A. L. Witt, and Fred Collins.

More information on the participants in the Show and Entertainment Program will be announced at a later date.

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Game B —
4 player tennis—2 coins

Game C —
2 player hockey with a forward and goalie for more excitement—1 coin

Game D —
4 player hockey—2 coins

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JUKEBOX PROGRAMMING GUIDE

POP

STEALERS WHEEL
STAR (2:58)
No Flip Info. A&M 1483

ANNE MURRAY
LOVE SONG (2:50)
No Flip Info. Capitol 3776

TOM FOGERTY
MYSTIC ISLE AVALON
b/w Reggie (2:01) Fantasy 715

BLOOD, SWEAT & TEARS
SAVE OUR SHIP (3:36)
No Flip Info. Columbia 4-45965

JACKIE DeSHANNON
YOUR BABY IS A LADY (3:30)
No Flip Info. Atlantic 2994

BOB RUZICKA
SOFT ROCKER (3:05)
No Flip Info. MCA 40165

DARYL HALL & JOHN OATES
SHE'S GONE (3:24)
No Flip Info. Atlantic 2993

R & B

JOHNNY NASH
LOVING YOU (2:42)
No Flip Info. Epic 5-11070

BROOK BENTON
LAY LADY LAY (3:21)
b/w A Touch Of Class (3:15) Brut 810

C & W

CHARLIE RICH
THERE WON'T BE ANYMORE (2:22)
b/w It's All Over Now (2:05) RCA APBO 0195

JERRY REED
THE UPTOWN POLKER CLUB (3:27)
No Flip Info. RCA APBO 0194

FREDDY WELER
I'VE JUST GOT TO KNOW (2:48)
No Flip Info. Columbia 4-45968

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APBO 0145



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