

The Spoken-Word Commitment (Ed)... Disengagement  
From Parent Co.'s: CU Seeking Pub Deal; Blue  
Thumb Indie; Viva, Under Ed Silvers, Eyes Move  
From Omega...

September 12, 1970

# Cash Box

Motown Bills  
\$7 Mil During  
Frisco 10th Anny Confab . . . ABC/Dunhill Sets  
New Look At Meet . . . Rook Joins Draper And  
Blore . . . Chess Labels Set At NY Offices . .

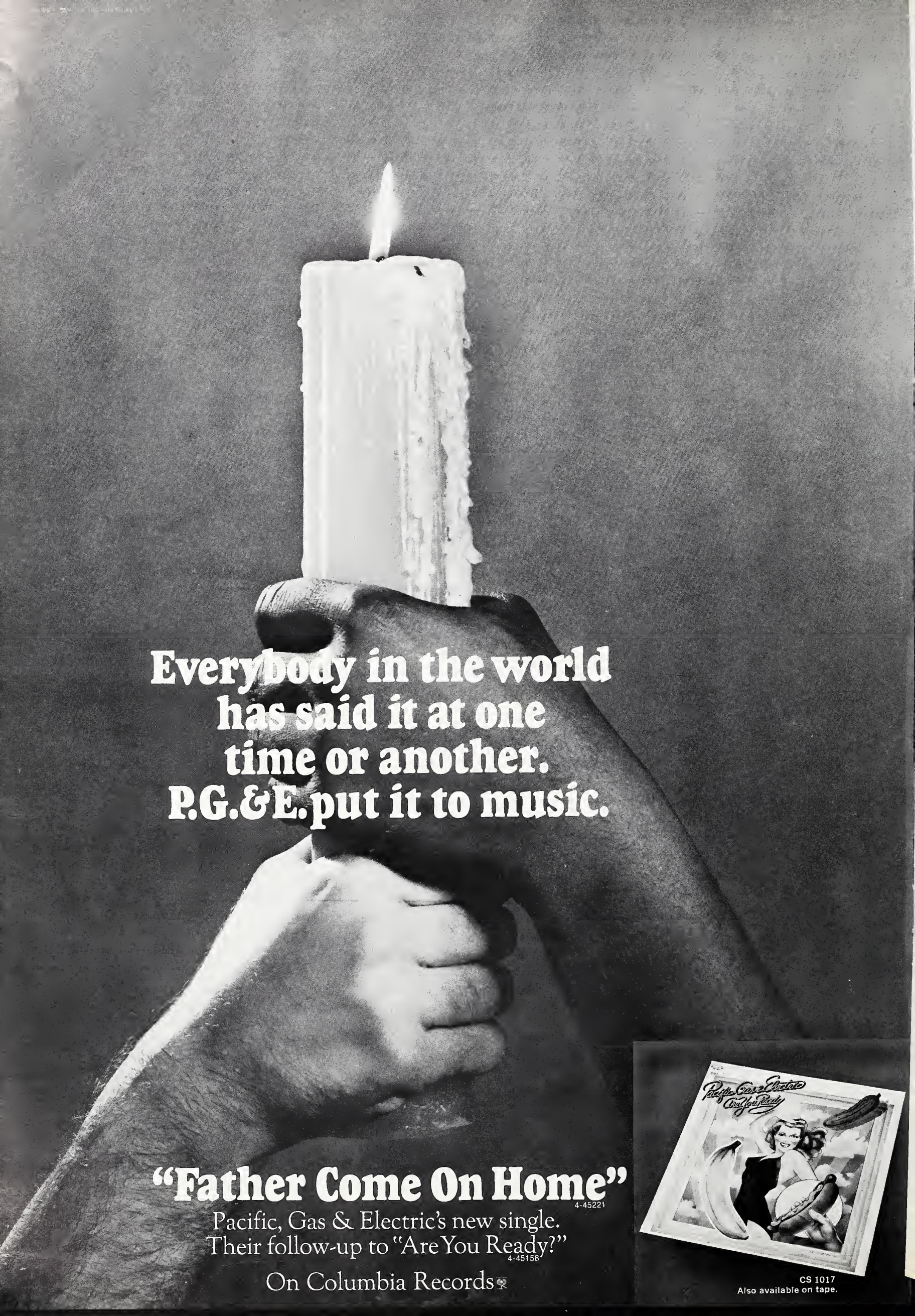
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BREAD: ENRICHED WITH HITS

INT'L SECTION BEGINS ON PAGE 53





**Everybody in the world  
has said it at one  
time or another.  
P.G.&E. put it to music.**

**“Father Come On Home”**

Pacific, Gas & Electric's new single.  
Their follow-up to “Are You Ready?”

On Columbia Records



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## The Spoken-Word Commitment

Labels with the financial and administrative capacity to do so are obligated to maintain a flow of product that isn't necessarily the height of musical fashion. Specialty labels in the jazz, classical and spoken-word areas thrive, of course, but it's still up to major industry operations to provide the broad exposure of this kind of product even if they count on profit centers in other areas to defray the usually non-profit costs of doing business in low sales profile recordings.

Nowhere is this more true today than in the spoken-word field with regard to "documentary" recordings. The world and our own slice of it is, needless to say, in a state of crisis. There is a flood of comment, much of it timely and perhaps timeless, some of it worth the close scrutiny of a weather report. It is the former commentary on our times that we believe should be preserved on recordings of a "documentary" nature so that individuals and institutions may have the opportunity to listen to history beyond the uproar and in the perspective of the passage of time. And let the speakers be not just those who are "safe" names, but those also of a highly controversial nature. For

example, Motown Records' newly-launched Black Forum label, representing, incidentally, an important and growing area of spoken-word lines, is starting out with three sets featuring the late Martin Luther King and Langston Hughes, and a leading spokesman for black militancy, Stokely Carmichael. Motown is the most recent among a number of labels offering a like series of LP's.

It's important to stress that in serving history, the producers of these sets should recognize that "shock value" should not take precedent over the creation of a valid historical document. These albums needn't be scrubbed clean of certain expletives, yet they shouldn't be included with the self-defeating idea of making a "hit" record. The concept should be history not histrionics, taking for granted, of course, that speakers can possess exciting voices and effective turn-of-the-phrase oration.

In addition to this current generation, these recordings will be a much sought after source of information about our times for generations to come. Recording companies must serve this need.

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**Smash in the  
Houston, San Antonio  
area &  
s-p-r-e-a-d-i-n-g**



**ZZ TOP**

**(Sombdy Else Been)**

**Shakin' Your Tree**

138

**LONDON**  
RECORDS

Producer: Bill Ham

## HERE'S THE MELANIE STORY

About three months ago, Melanie agreed to sing two songs in the new Stanley Kramer (soon to be released)

Columbia Motion Picture: R.P.M.\*

Starring - Anthony Quinn

Melanie's songs came out sooo good that Columbia Pictures used "Stop! I Don't Wanna Hear It Any More" twice, in the opening of the picture and at the close of the picture. Although the soundtrack will be on Bell Records, they've agreed to let us use the cuts as singles and to also include them in Melanie's next album - providing that we come out with "Stop! I Don't Wanna Hear It Any More" immediately.

\*Revolutions Per Minute.

Now here's the dilemma -  
"PEACE WILL COME" is

28 ★ CB    34 ★ BB    26 ★ RW.

We've sold 427,000 records as of this past Friday - soooo - rather than kill a hit record, we've agreed to couple "Peace Will Come" with

### "STOP! I DON'T WANNA HEAR IT ANY MORE"

We think both sides of the record are hits. And we hope you agree.



# Epic Execs Road Work For Singles

NEW YORK — Key execs at Epic Records are making a national promo tour to help put over what the label deems its most powerful singles release ever.

Covering a dozen markets will be Ron Alexenburg, vp of Epic and Custom Labels sale and distribution, Gene Settler, director of national sales, Mike Kagan, national promo manager. Alexenburg will handle the west coast jaunt; Settler the south-west; and Kagan the midwest.

Singles to receive this support include "Years Go By" by Mashmakahn, a Canadian group; Donovan's "Riki Tiki Tavi," Christie's "Yellow River," Spirit's "Animal Zoo," Bobby Vinton's "Why Don't They," Poco's "You Better Think Twice," Carp's "Page 258." Another deck, Grin's "We All Sing Together," is the first release on the Epic-handled Thunder label, operated by Art Linson. David Briggs produced the session.

## FRONT COVER:



About a year ago, Elektra Records released an album called "Bread" by a group called Bread. But it only did moderately well. Bread and Elektra were disappointed but not discouraged. Bread went back into the studio and cut a song called "Make It With You." It went to Number One, and sold over a million copies. Bread's second album, "On The Waters," became a smash hit.

Bread consists of four versatile young men, all of whom have had great success individually as studio musicians. Leader of the group, bassist and guitarist David Gates (far left) wrote not only "Make It With You" and five other songs on the "On The Waters" LP, but has written a number of hits for the Monkees and Petula Clark, as well. Next to David is Jim Griffin, lead singer for the group, and rhythm guitarist. Mike Botts, Bread's drummer, is the latest addition to the group, and Robb Royer (far right) is the group's lead guitarist and lyricist to Jim's melodies.

Their just-released single is "It Don't Matter To Me."

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# Disengagement From Parent Companies:

## Blue Thumb An Indie Again; GRT Ties Ended

LOS ANGELES — Blue Thumb Sales Co., a joint venture firm in partnership with GRT, has been dissolved, with Blue Thumb Records now operating as an independent company.

GRT established its financial involvement with Blue Thumb 1½ years ago with an option to purchase Blue Thumb Records, the creative wing of the operation.

Bob Krasnow, Blue Thumb Records' founder and partner along with Don Graham and Tommy Lipuma, reports the dissolution with GRT, adding that Blue Thumb Records has taken over all its accounts receivable and payable.

GRT continues as Blue Thumb's tape marketer and duplicator and will continue in this function until it has received payment from Blue Thumb on several long term notes which Krasnow has signed.

Blue Thumb's buy-back was accomplished through long term notes and cash, according to Krasnow, who developed the domestic and international means for obtaining the capital.

"We are now a completely free independent record company," Krasnow says. "We have retained the distribution of Shelter Records, owned by Denny Cordell and Leon Russell and our present domestic and international distribution is not affected."

Krasnow said that a number of major record companies are discussing distribution-financial arrangements for Blue Thumb. A reported

(Con't. on Page 37)

## CU Eyeing Deal On Pub Units; Debt Extended

NEW YORK — Commonwealth United Corp. will sell its music publishing interests.

Louis Nicastro, chairman and chief exec officer, reported on negotiations last week as part of an announcement that the corporation had an agreement in principle providing for an 18-month moratorium on its debts to banks and financial institutions. This amounts to \$50 million. Also, Nicastro reported, requests have been made for a similar extension to the trustees for the holders of CU debentures, adding another \$55 million to the debt.

In other entertainment area developments at the beleaguered conglomerate, Nicastro said that Seeburg Corp., the coin phono division of CU, had suffered from "tight money plus the problems experienced by CU." Nicastro, former president of Seeburg, declared that the unit was "our most valuable and largest income producing property." He added that difficulties at the parent company had made it hard to obtain funds for Seeburg. The firm, however, is receiving \$27 million in new financing. CU's record division, Commonwealth United Records, has not been active for a number of months. (see story on departure of Len Sachs, vp and general manager, from the label).

## Viva Under Silvers; Move From Omega?

HOLLYWOOD — Ed Silvers has become the executive head of the Viva operation following the resignation of Snuff Garrett. The production firm named for Garrett will be renamed Viva Productions to bring it into corporation alignment with the Viva Music and Viva-Bravo Records firms also under the supervision of the company.

In addition to the trademark consolidation, Silvers has said that his first considerations would be to accent new developments in the production and recording wings. "During the past year," he noted, "the prime business functioning was being done by the publishing arm with its own copyrights and the administration of new material taken into Viva." Most recent of these administration deals brought Sly "Stone" (Stewart) and Dave Kapralik's Daly City and Stone Flower catalogs to Viva.

The publishing firm now has material in some 15 albums on the best seller lists and is in charge of singles such as "I Want to Take You Higher" by Ike & Tina Turner, the Who's "Summertime Blues" and others.

(Con't. on Page 37)

## Rook Joins Firm Of Draper, Blore

NEW YORK — Three former major program directors are now a team. John Rook, former PD for radio stations KQV-Pittsburgh and WLS-Chicago, has joined the radio consultant firm previously organized by Ken Draper and Chuck Blore. Rook has joined the Hollywood-based firm as partner and vp. Draper is former PD at WFEL-Chicago, and Blore was PD of KFWE-Los Angeles.

## Motown Confab: Gains On Future & A 10th Anny Story Of Success

SAN FRANCISCO — Motown Records, celebrating its 10th anniversary this year, made gains on the immediate future while reporting a remarkable success story over the past decade at its "San Francisco Shanghai" national sales convention.

The convention, held at the Fairmont Hotel Aug. 28-31, before 200 guests, realized billings of a reported \$7 million on the release of 31 new LP's & 18 tapes, including a new, well-received Black Forum label offering three LP's by the late Martin Luther King & Langston Hughes and Stokely Carmichael. One LP, "Jackson 5-Third Album," exceeds \$1 million in wholesale orders.

The label's 10 year growth pattern was reviewed at the product presentation last Monday (31). Utilizing a graphic slide presentation, Phil Jones, vp and director of marketing, reported that in the first six months of 1970 the company had a total gain in singles sales of 14.8%, with an average sale of 618,000. Over the years, the company has released only 535 singles, 357 of which have had a chart run for a .667 batting average. Since 1960, when the label's first single was marketed, singles sales have increased 2500%.

LP sales for the first six months of this year are up 31.7%, with an increase of 5000% since 1961 when Motown introduced its line of albums.

Motown's tape cartridge area is booming, too. Sales are up 17.8% for the first six months of this year. Since 1966 when Motown entered the tape field, sales have increased 2500%.

**Gordy: Sun Never Sets**

Berry Gordy, Jr., founder and president of Motown, put the label's 10-year strides in another perspective at the label's "Motown 10/70 Revue" at the city's World Trade Club. The label's broad international coverage, he said, had made sure that "the sun never sets on the Motown sound." Indicative of Motown's im-

pact abroad was the appearance of licensee reps from England, Japan and Holland. Gerry Oord, head of Bovema of Holland, presented exec vp Barney Ales with a ceramic reproduction of an old horn phonograph in tribute to the company's 10th anniversary. The "Motown 10/70 Revue" featured Letta, heard on Hugh Masekela's Chisa label through Motown, the Jackson 5, the Four Tops, Gladys Knight & Pips, and David & Jimmy Ruffin. Bobby Darin, now a Motown artist, emceed along with Smokey Robinson.

### Product & Support

The Monday morning product presentation, preceded by three days of San Francisco sight-seeing and visits to restaurants, included a 1-hour audio-visual slide concept with a Mae West & W. C. Fields-like tie-in. The sets will be supported by new LP and tape displays, the latter being the company's first in this area. The LP display is a dissolve type which involves the rotation of 16 LP sleeves. Radio spots, a new complete Motown catalog and order forms are also part of the merchandising support.

Besides the Black Forum sets, the album product flows from various Motown-associated labels, including Motown, Tamla, Gordy, Soul, VIP and the underground-directed Rare Earth Records.

(Con't. on Page 18)

**Watertown:**

**Price & Progress**

**See**

**Insights & Sounds**

## 'Heat's' Wilson Is Dead At 27

HOLLYWOOD — Alan Wilson, guitarist-vocalist-writer and original member of Canned Heat since its formation in 1966, was discovered dead in his sleeping bag last week (2) behind the home of a friend in Topanga Canyon. He was 27.

Cause of death was to be determined by an autopsy, but it was made known that sleeping pills had been found in his pocket.

Wilson, rhythm guitar player who also played harmonica and sang for the Liberty Records group, was the writer of two of their hits, "Going Up the Country" and "On the Road Again."

Canned Heat's latest album, "Future Blues," was just marketed by Liberty. The group had set a promo tour on behalf of the album.

## Stigwood, DGG \$2.5 Mil Deal

HOLLYWOOD — The Robert Stigwood Group, Ltd., has signed a contract with Deutsche Grammophon Gesellschaft which guarantees Stigwood and his artists a reported minimum of \$2.5 million over a three-year period. DGG is jointly controlled by the giant electronics group Philips and Siemens.

Under the terms of the contract, signed in London on Monday, Aug. 17, DGG will pay royalties from its recordings of two albums each year by Eric Clapton, Jack Bruce, Ginger Baker and the Bee Gees (Barry & Maurice Gibb).

The Stigwood Group, which makes its debut on the London Stock Exchange Monday, Aug. 24, has had close associations with both Philips and Siemens since 1967.

## ABC/Dunhill's 'Gumdrops' Confab;

### Lasker: 'Something For Everyone'

#### Label Finalizes Executive Shifts

LOS ANGELES — ABC Dunhill's 15th anniversary sales convention, the first to be headed by Jay Lasker as president of the label and vp of the ABC Corp., previewed a number of developments along with its fall product release. Lasker announced the introduction of a new label for ABC/Dunhill Production Europe which henceforth will be known as Probe. Also a new exec structure was unveiled, a new line of budget tapes was intro'd, a new line of budget classical LP's was highlighted. And, too, a new classical label was over-tuned.

More than 400 industry execs attended the meetings and dinner party in which Lasker, assisted by vp Howard Stark, previewed the fall release and announced plans for the company. Business meetings were held during the day (Aug. 29) at the Screen Directors Guild in order to take advantage of its motion picture screen equipment. Scenes from some of the top films of the coming seasons were screened and plans for their original soundtrack LP's were discussed. Also unveiled was the Lance Link Evolution/Revolution, a new record act bouncing off of a new moppet TV series on ABC. A & R chief Steve Barri will be involved in the production of the first LP and single, an act described as potentially "bigger than the Monkees." The TV show will utilize 17 trained monkeys with a new story line each week.

#### 'Tight Balance'

Lasker described the fall product as "a tight balance; everything with

a great handle to get out and sell product." "In the past," he said, "we have driven a certain part of the market out of our business. I think there's a market for the over-40. . . there's still a buyer out there for Mantovani and Percy Faith and jazz. And jazz is not as limited a market as some people believe. If a candy store had only Hershey Bars, it would be very uninteresting. . . Let buyers go in and find gumdrops and everything else. . . we've taken that into consideration and we've balanced our records to get to people who are still coming into the stores. We have soundtracks (with a reason), a balance of groups, hard rock, softer music, so called free form music, so called lighter love song music, the finest in jazz, the greatest in classical music." He described the Impulse line as "a tremendously profitable operation for our company" and noted that free form radio is getting involved with jazz. "We have taken Impulse," said Lasker, "and structured its release and the quality of its acts along the lines of our pop companies. . . we have also restructured its merchandising, giving jazz lovers a good selection of masses of impulse releases."

(Con't. on Page 32)

## Victor Japan Mk'ing 4-Channel Disk

NEW YORK — A four-channel disk and sound reproducing system was unveiled last week (2) by Victor Company of Japan, Ltd., Tokyo, and its wholly-owned U.S. subsidiary, JVC America, Inc., Maspeth, Long Island.

Victor's new development reportedly gives audio fans the advantages of prerecorded multi-track tape recordings at the lower cost of disks. Best selling albums on tape now retail for \$6.95, whereas a 12" 33-1/3 RPM disk can be made to sell for as little as \$1.

A spokesman for the two companies said that in effect the system starts with a minimum of four microphones, each of which picks up a single element of a musical composition. It then plants the four elements in a single groove of the recording, senses them on the disk, and reproduces the sound so that each element emanates from the correct speaker. There are four speakers. The new system, called the CD-4, is considered a breakthrough because it makes it possible for four different channels of the sound to be transmitted simultaneously from a single record groove.

#### 'Proper Bath' Sound

A vital, dynamic quality unlike the comparatively flat sound of monophonic and conventional two-channel stereo is thus imparted to music recorded by the new method. According to a Victor spokesman in Tokyo, the

difference between two-channel and four-channel sound is the difference between a "shower and a proper bath."

In addition, four-channel transmission makes possible recordings which could not be produced in any other way. One microphone, for example, could be used to pick up the acoustical environment and other ambient sounds at a concert; this would enable the listener to recreate the sound of the hall in his own listening room.

#### 2-Way Compatibility

A major advantage of the Victor system is its two-way compatibility. A new four-channel disk can be played on a conventional two-channel phonograph and the four-channel reproducing unit—the CD-4—can play the usual two-channel record.

According to JVC, owners of quality hi-fidelity cartridges need add only the CD-4 reproducing unit, or decoder, to obtain 4-channel results. The decoder will retail for about \$50. For those whose cartridges are not capable of wide-range reproduction, JVC will make available a suitable cartridge for approximately \$50.

Characteristics of the new system are:

1. Frequency range, 30-15,000 Hz, is the same as the ordinary stereo but the modulated carrier system is adapted for the high frequency range, 20,000-45,000 Hz. It is a 45/45 system and in that respect is like the regular stereo groove.

2. The carrier modulation system is centered around the middle frequency range (800Hz) and features the application of frequency modulation in the low frequency range and phase modulation in the high frequency range.

3. Through the matrix circuit the sum signal (A-B) for each pair of stereo channels is cut in the low frequency range and the difference signal (A-B) in the high frequency range.

The equipment will be made available through the usual distribution channels of the audio industry. Negotiations to license record companies to produce disks under the new system are in progress.

Victor Company of Japan, Ltd., is one of the largest electronics manufacturers in the Orient. Founded in 1927, it has 11,000 employees and markets its products in more than 100 countries. It is the largest manufacturer of audio products in Japan. It's not related to the RCA organization.

(Con't. on Page 32)

## Atlantic Acquires Masters Of Old Town, Rock Label Of 50's

NEW YORK — Atlantic Records has acquired all of the Old Town masters from Hy Weiss, owner of the 1950's rock & roll label. Although the figure for the purchase was not revealed, it was reported "substantial" by Jerry Wexler, Atlantic exec vp.

The Old Town purchase gives Atlantic close to 300 masters from the rich rock & roll lode mined by Old Town during the 1950's and 1960's. Among the many artists represented on the Old Town recordings are such

oldie hitmakers as Robert & Johnny, The Harptones, The Valentines, The Fiestas, Billy Bland, The Solitaires, Sonny Terry & Brownie McGee, The Royaltones, The Co-Eds, The Rogues, Preston Brown, Ruth McFadden and Bobby Gaddy. Many of the sides, like Robert & Johnny's "We Belong Together," were smash hits.

Although Old Town never assumed the status of an Atlantic or Chess or King in the rock & roll field during the 1950's, it did come through with a fairly steady string of hits. The recordings made by the label had a specific "New York" sound, (a sound that some critics called the "Alan Freed" sound, in reference to the late WINS deejay). Hy Weiss produced all of the recordings.

The first album to be issued by Atlantic from the label's files will be called "Solid Gold Old Town." Cotillion will handle the Old Town recordings and the Old Town logo will be featured on the label. The first LP will be issued next month.

## A&M Record Has August In History

HOLLYWOOD — A&M Records has just completed the biggest sales month in the history of the company, reports Bob Fead, Vice President of Sales and distribution. Fead indicates that for August net sales for domestic records and tapes reflect dollar revenues in excess of \$4.6 million. "This dollar volume reflects a great cross-section of artists and indicates the company's flexibility to move within all facets of the music world," Fead said.

Key artists contributing to the largest month include the Carpenters, whose single record "Close to You" recently surpassed the two million mark and is also the biggest single record in history of the company; Joe Cocker, who recently released a two record set, "Mad Dogs & Englishmen"; Free, who are currently riding the single and album charts with their current releases "All Right Now" and "Fire & Water"; Burt Bacharach, who is currently on the charts with two albums and soon to be the recipient of gold records for his first two albums; and Quincy Jones with "Walking In Space" and "Gula Matari". Other artists making significant contributions are Lee Michaels, Procol Harum, Spooky Tooth, Sandpipers, Sergio Mendes and Herb Alpert. All of these artists are currently on the charts with current releases.

Fead also indicates that the company's tape division, headed up by Bob Elliott, enjoyed its largest month with tape sales in excess of \$1.3 million.

## Chess Labels Set In N.Y. Offices

NEW YORK — The Chess family of labels has completed its shift to New York from Chicago. Labels include Chess, Checker, Cadet and Concept.

The label's new offices are at the GRT Record Group facilities at 1301 Avenue of the Americas in New York. Telephone is: (212) 245-7100.

All functions, report Richie Salvador, exec vp, and Arnie Orleans, director of marketing, will emanate from these offices, including order services, accounting and all day-to-day activities.

"The advantages will be numerous," the execs said. "We will now be able to avail ourselves of a variety of centralized services which will result in greater efficiency, quicker, more accurate information."

The pair noted that an important part of the label's new look was the appointment of Worthy Patterson as national promo director.

## Edward Wallerstein, Former Columbia Chief, Dies; Pioneer Of LP's

FORT LAUDERDALE, FLA. — Edward Wallerstein, president and board chairman of Columbia Records from 1939-51, died here last week (2) at the age of 78. Wallerstein is credited with playing a key role in the introduction of the 33 1/3 rpm disk, first while at RCA Victor before joining Columbia. With refinements by Mr. Peter Goldmark, Columbia introduced the LP in 1948.

After retiring from Columbia in 1951, Wallerstein served as a consultant for Kapp Records and in 1959 joined the Belock Corp., then owner of Everest Records, as a vp. He left the company a year later.

Before joining RCA Victor, he was eastern manager of the music division of Brunswick-Balke-Collender Co. from 1925-30, and sales manager of Brunswick Records from 1930-32.

In addition to his widow, two sons and a daughter survive. His daughter, Mrs. Charles Schicke, is the wife of the CBS Records director of special projects.

## Proctor's Farem Forms Right-On, New Record Co.

NEW YORK — Carl Proctor has formed Right-On Records through his Farem Productions in New York.

He's named Ronnie Proctor as general manager of the company, bowing on the market with a single by Heart and Soul called "That's Not My Bag." Farem will setup a network of indie distributors for the label. Farem and the label are located at 250 West 57th St., this city. Telephone is: (212) 765-7900. Proctor noted that in the label's infancy it would be "dependent for saleable product from the mother company." "But I truly consider all record companies competitors and the name of the game in this business is product, and so I will be looking for independent masters and production deals in every facet of the music industry."

Proctor was formerly national sales manager for Holland, Dozier & Holland. Before this, he was general manager of Calla Records. Richard Parker, Farem vp, will work directly with Ronnie Proctor in the development of new talent produced by Farem exclusively for Right-On.



Parker, Ronnie & Carl Proctor



**A Rave-Up Performance**  
**"SOUL SHAKE"**  
**Delaney & Bonnie & Friends**

Atco #6756

Produced by Jerry Wexler & Tom Dowd  
Recorded At Atlantic South-Criteria Studios, Miami



... From Their New Album  
**"TO BONNIE FROM DELANEY"**

Atco SD 33-341

On Atco Records & Atco Tapes  
(Tapes Distributed by Ampex)



# Capitol Names 5 A&R VP's

HOLLYWOOD — Karl Engemann, corporate vice president of A&R at Capitol Records, reports the elevation of five men in his division to the position of vice president. They are Mickey Kapp, who in addition to his creative production responsibilities will continue to direct the administration of the division; Artie Mogull, Mauri Lathower and David Cavanaugh in the field of pop repertoire, and Ken Nelson in country & western repertoire. All five will report to Engemann, who said "the up-gardening of these five producers to the level of vice president will allow

them greater latitude and authority in furthering Capitol's new-artist development and in exploiting to the fullest the potential of the artists' we now have under contract. . ."

The new Capitol move is yet another step in the label's continuing effort to strengthen and streamline its A&R operation. The new vice presidents, in the words of Capitol President Sal Iannucci, will "bring their ears, their sensitivity and their understanding of the business to an A&R team firmly committed to the contemporary musical scene and the creative community of which it is a part. A cadre of hand-picked young producers will be signed to seek out and develop the new artists on whom Capitol must count to build its future catalog."

These five men under Engemann's aegis, and supplemented by the activities of Dick Ashe, vice president of eastern operations and Reggie Lavong, vice president of R&B marketing, are the core of Capitol's A&R team as it is presently constituted.



Nelson, Lathower, Cavanaugh, Kapp, Mogull

## Bell Sets 1st Formal Debut Of 10 Albums

NEW YORK — Bell Records first formal presentation of album product to distributors will be held during the week of Sept. 21 in "round trip" fashion in major markets by Bell's top execs. Ten albums are in the release.

Gordon Bossin, vp of LP sales and merchandising, will travel to distributors in New York, Baltimore, Washington, Chicago, Detroit, Boston and Minneapolis. Bell national single sales manager Oscar Fields will journey to Philadelphia, Hartford, Cleveland, Cincinnati and Newark. John Rosica, exec director of west coast operations, will visit distributors in Los Angeles, San Francisco, Denver, Dallas and Houston. St. Louis, Charlotte, Miami, Atlanta and New Orleans distributors will receive other touring Bell personnel.

Bell is currently represented on the LP charts by "Mountain Climbing" by Mountain, which recently went gold; "Portrait" by the Fifth Dimension, the hit-making group's debut album on Bell; and "The Delfonics" by the soulful trio of the same name.

## Two New Positions Filled At Columbia In Operations Dept.

NEW YORK — Calvin Roberts, vice president of Columbia Records' productions and recording operations, last week designated Thomas Van Gessel and Roy Friedman to fill a pair of newly created posts.

Van Gessel has been promoted to director of Columbia's record productions, a post in which he will be responsible to Roberts for directing all production activities on a day-to-day basis.

Friedman's promotion makes him the director of recording studios where he will be responsible for directing the activities of managers at Columbia's L.A., Chicago and San Francisco studios. The manager of the Nashville facility and N.Y.'s assistant manager will also report directly to him.

Van Gessel joined Columbia as a salesman in Detroit ten years ago. He since became account executive for Columbia productions and has worked as midwest regional sales manager and national sales manager for the division. Friedman has served in various capacities for Columbia since joining the company in 1946. He was most recently manager of the New York recording studio.

# National Scope Of Music Output Keys NARAS Trustees Meeting

An all-time attendance high, reflecting the growth in chapters' memberships, is on tap for the annual meeting of the national board of trustees of the record academy (NARAS) to be held this weekend (12-13) at the Royal Coach Motor Inn in Atlanta, Georgia.

Assembling from the Academy's five chapters will be twenty-four National Trustees, representing the more than 3,000 members in an agenda-filled meeting designed to further the aims of the Academy and to set the ground rules for this year's Grammy Awards.

"Paralleling the increase in membership," points out NARAS national president Irving Townsend, "has been an increasing awareness on the parts of all five chapters that all recorded music comes from all areas these days. At our meeting we intend to stress the increase in national scope and outlook of recordings and of NARAS. After all, the more diverse the music becomes, the more unified both the industry and the Academy will become. This we hope will be reflected both in the Academy itself and in our next year's television show."

Topics up for discussion and action include any possible realignments of Grammy Awards categories, for which each of the chapters has already made specific recommendations; finalization of plans to select a national administrator; the forthcoming TV special; creation of additional NARAS chapters; enlargement of a national scholarship program; NARAS involvement in cultural affairs; ways and means of more frequent meetings of committees that are composed of representatives of each of the five chapters.

### In Attendance

Flying in from Los Angeles to attend the meeting will be Townsend, national treasurer Bill Cole, trustee Stan Farber, Voyle Gilmore, Marvin Miller, Dave Pell, Mike Post, George Tipton, Peter Whorf, TV committee-

man Barry DeVorzon and Executive Director Christine Farnon.

Coming in from New York along with 1st national vice-president Father Norman O'Connor and legal counsel Richard Jablow will be Trustees Manny Albam, Esmond Edwards, John Hammond, Jim Lyons, Mort Nasatir and Johnny Pate, and Executive Director George Simon.

Nashville will send 2nd national vice-president Wesley Rose, plus trustees Danny Davis, Bob McCluskey, Jerry Crutchfield and Bill Williams, plus Executive Director Emily Bradshaw.

Chicago is scheduled to be represented by national secretary Kenny Soderblom, trustees Robin McBride and Bill Traut, and exec director Charlotte Caesar.

The hosting Atlanta delegation will be represented by Bill Lowery, chapter president and national trustee, national trustee Phil Walden and exec director Mary Tallent.

In addition to meetings, which actually will begin late Friday afternoon when the TV and national administrator committees will hold sessions, Atlanta has prepared a full schedule for the trustees, beginning with official airport welcomes as their planes arrive, a cocktail party and buffet dinner at the Royal Coach Motor Hotel beginning at six-thirty on Friday, a special Saturday luncheon at the Polaris of the Regency Hyatt House, to which the Trustees will be transported in double-decker buses that once rolled through the streets of London, a Saturday night dinner at Stone Mountain Inn, sponsored by the Lowery Group, and a farewell cocktail party at the conclusion of the meeting on Sunday.

Final order of business will be the election of a slate of officers to guide the Academy through a year which Townsend predicts "could be the most significant and rewarding in the Academy's history—not just for NARAS but for the entire recording industry as well."

## Brian Panella To Manage Peggy Lee; Prod. Co. Co-Chief

NEW YORK — Peggy Lee has signed Brian Panella as her personal manager. Panella, formerly east coast artists relations manager for Capitol Records, began his career in the music business as a salesman for Capitol. He became Capitol's New England promo manager and later was named divisional promo manager responsible for all promotion activities for the label on the east coast.

Panella had assisted the artist in setting up Peggy Lee Productions, Inc., a firm which handles all of Miss Lee's activities in addition to actively pursuing and developing new artists. She and Panella will jointly manage the company and have already signed an agreement with Capitol Records for her recordings. One of the first records released under this agreement is her new single, "One More Ride On The Merry Go Round," to be released on Sept. 8.

Having recently finished a highly successful engagement at the Sheraton-Hyannis Inn, in Hyannis, Mass., Peggy Lee is currently in New York working on her new album with producer Phil Wright and is also taping a Kraft Music Hall Show with Anthony Quinn to be aired on NBC Sept. 23. Other plans for the fall include college concerts, the signing of new young artists to her production company, and the following engagements: Sept. 8-21, Kings Castel, Lake Tahoe; Oct. 2-5, taping of The Johnny Cash Show in Nashville for ABC-TV; Oct. 8-18, The Monticello Inn, Framingham, Mass.; and Oct. 22-31, The Royal York, Toronto, Canada.

## Harry Saffer To Crewe A&R, Pubs

NEW YORK — Harry Saffer has been named to a newly created exec post at the Crewe Group of Companies, according to Rocco Sacromone, president of the combine. He will serve as an indie producer and chief A&R assistant to Bob Crewe.

Saffer, who with his wife, Chris, wrote the French lyrics for the Melanie tune, "Look What They've Done to My Song," recorded by the New Seekers, has also been signed as a writer to Saturday Music, publishing division of the Crewe Group.

The new exec is expected to assume a wide-ranging variety of duties in his new post. Reporting directly to Crewe, Saffer will engage in production activities with various groups and individual artists who come into the Crewe organization. On the publishing side, in association with Saturday Music chief, Archie Levington, Saffer will seek out and sign promising new writers, and will launch a heavy campaign to acquire new recordings for Saturday's growing catalog of contemporary tunes.

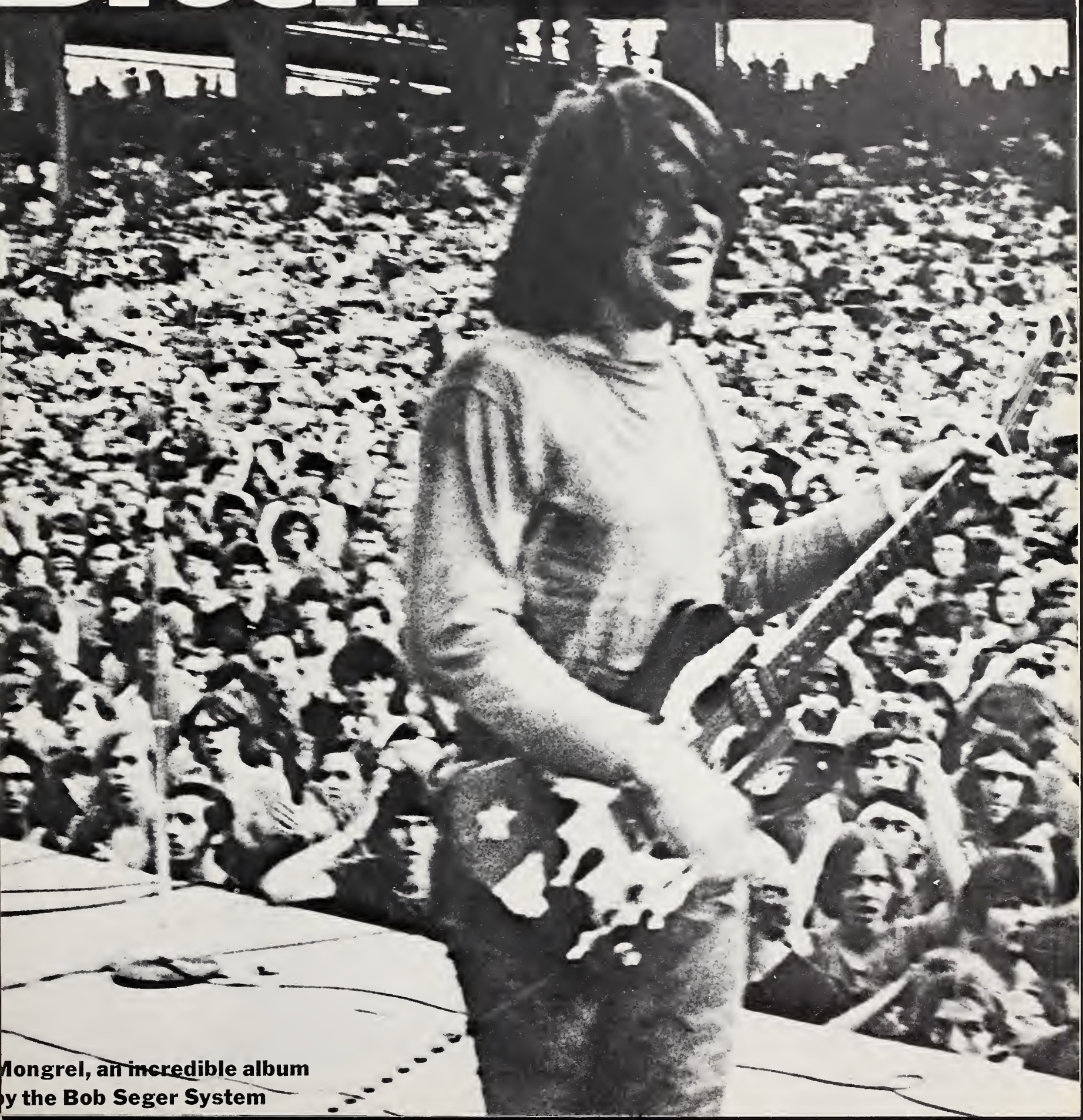
These include such major hits as Bob Crewe's "Can't Take My Eyes Off Of You," "Lover's Concerto," "To Give," "Sock It To Me Baby," "Sun Ain't Gonna Shine," as well as the hit repertoire of the Four Seasons, among others.

Saffer was associated with Barclay Records as talent coordinator and staff producer. Saffer left Barclay to establish his own production business in Paris, which in turn was followed in a year's time by a return to America, where he joined Warner Brothers Music in New York.

## Holidays Shift Scepter Confabs In Chi. Frisco

NEW YORK — The Jewish holidays have switched two of the three regional Scepter sales meetings. The meeting in Chicago is now scheduled for Tuesday, Oct. 6, and the San Francisco meeting is set for Thursday, Oct. 8. The New York date of Monday, Oct. 5, remains unchanged.

# Mongrel is a Bitch



Mongrel, an incredible album  
by the Bob Seger System



**GUESS WHAT?**—Canadian the Guess Who stopped by the RCA Records offices during their current concert tour to pick up Gold records for their million-selling single "American Woman," and album of the same name. Presenting the golden goodies is seated (l.) Don Burkheimer, label's east coast rock music manager to the group and their manager, Don Hunter (r.).

## Blue Cheer, Miller Are Spotlit In 6-LP Merc Release

CHICAGO — New albums by Blue Cheer and Roger Miller are included in a 6 LP release for Sept. by Mercury Records.

The Cheer LP, "The Original Human Being" is the San Francisco act's fifth for the label. It was produced by group member Gary Yoder. Roger Miller's album "A Trip in the Country" is comprised of some of his earliest tunes written before such hits as "Dang Me," "Chug-A-Lug," and "King of the Road."

Also included in the release is "The Second Coming," the debut album by a nine-man Chicago act that opens this week at the Whiskey-A-Go-Go in Los Angeles; "Mystical Soul," by vocalist/violinist John Blair whose LP is the second for the Mercury-distributed A&R Label; "Zoo," by Zoo, a nine-piece group that is one of the most popular in France; and "Revelation," by Revelation, six vocalists who perform an LP of Jimmy Webb tunes.

## Flack Won NATRA Award

Last week's story coverage of the NATRA conference (incorrectly) identified the winner of the organization's Female Jazz Vocalist prize. Atlantic's Roberta Flack received the award, not Nancy Wilson.

## Pickwick Releases New Fall Albums

NEW YORK — Rich Lionetti, director of marketing for Pickwick International, announced the release of nine new albums, six on the Design label, and three on Pickwick.

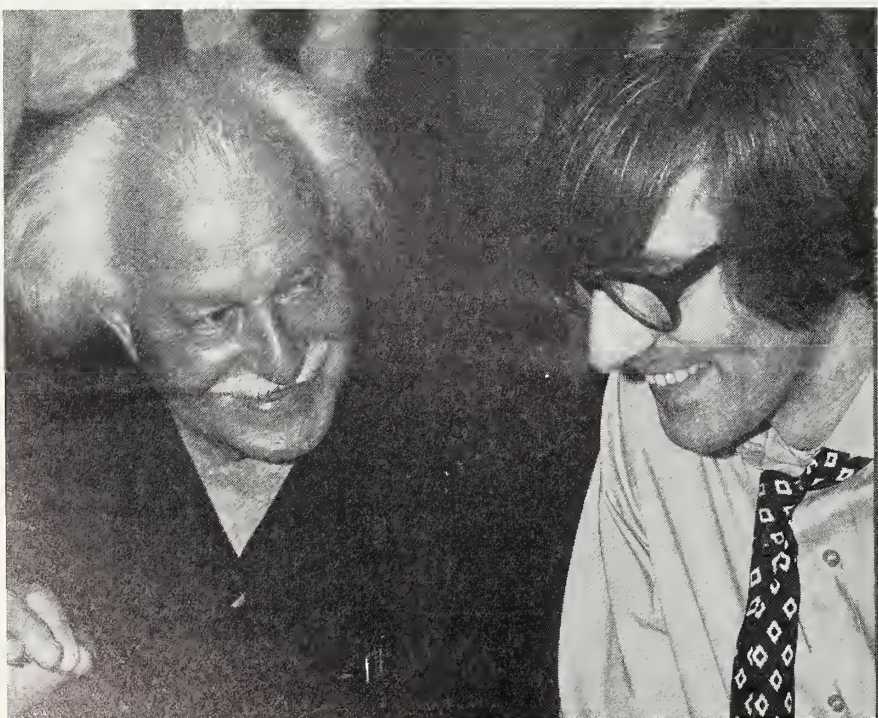
The Design releases are "Sesame Street," "The Square Song," "Sounds Like Woodstock," played by Stonehair; "A Song Of Joy," by The Symphonic Strings & Voices; "The Long And Winding Road," played & sung by The Pop Machine; "Rubber Duckie," sung by Billie Bubbles; and "All I Want For Christmas Is My Two Front Teeth."

On Pickwick, "White Christmas" by Jackie Gleason; "Sesame Street," featuring "Rubber Duckie" and "Pufnstuf," and "El Condor Pasa," by the Voices and Guitars of the Juan Morales Singers, which is now being rush-released.

## 'Baby Maker's' Track To Ode/'70

HOLLYWOOD — Lou Adler has acquired original soundtrack of "The Baby Maker" for his Ode/'70 label.

Film, produced by the National General Corp., will be a major fall release starring Barbara Hershey. Score is by Fred Karlin and lyrics by Tylwyth Kymry (sic) with the title song sung by Ole (sic) Blue.



**POPPING UP ON POLYDOR**—Boston 'Pops' conductor, Arthur Fiedler (l.) consults with Tom Mowrey, director of Polydor's classical division concerning the arrangements for his two new LP's on the label. Under the new contract Mowrey will be producing the 'Pops' album, the first of which will be released in Sept.



## CashBox Radio Active

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

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
60%	God Love And Rock & Roll—Teegarden & Van Winkle—Westbound			70%
50%	We Can Make Music—Tommy Roe—ABC			86%
50%	We've Only Just Begun—Carpenters—A&M			50%
47%	It's Only Make Believe—Glen Campbell—Capitol			97%
38%	I'll Be There—Jackson 5—Motown			38%
36%	Long, Long Time—Linda Ronstadt—Capitol			68%
35%	Deeper & Deeper—Freda Payne—Invictus			35%
33%	As Years Go By—Mashmakahn—Epic			85%
32%	Fire & Rain—James Taylor—Reprise			41%
31%	Mongoose—Elephant's Memory—Metromedia			73%
30%	Indiana Wants Me—R Dean Taylor—Rare Earth			93%
28%	If I Didn't Care—Moments—Stang			28%
27%	El Condor Pasa—Simon & Garfunkel—Columbia			97%
26%	Come On, Say It—Grassroots—Dunhill			26%
24%	I Do Take You—Three Degrees—Roulette			40%
22%	Just Let It Come—Alive & Kicking—Roulette			22%
21%	Our World—Blue Mink—Phillips			21%
20%	I Stand Accused—Isaac Hays—Enterprise			47%
20%	Georgia Took Her Back—R. B. Greaves—Atco			47%
20%	Montego Bay—Bobby Bloom—MGM/L&R			28%
20%	Gas Lamps & Clay—Blues Image—Atco			20%
18%	Soul Shake—Delaney & Bonnie—Atco			96%
18%	We're All Playing In The Same Band—Bert Sommer—Eleuthera			81%
17%	Somebody's Been Sleeping—100 Proof—Hot Wax			40%
16%	When You Get Right Down To It—Delfonics—Philly Groove			16%
14%	Let's Work Together—Canned Heat—Liberty			14%
14%	All You'll Ever Get From Me—Sweet—Paramount			14%
13%	Express Yourself—Watts 103rd. Street Band—Warner Bros.			95%
12%	Still Water (Love)—Four Tops—Motown			95%
10%	Closer To Home—Grand Funk Railroad—Capitol			88%
10%	The Box—Kendrew Lascelles—Media Arts			10%
Less Than 10%				
	Stand By Your Man—Candi Staton—Fame	22%	Sunday Morning Coming Down—Johnny Cash—Columbia	24%
	Funky Man—Kool & Gang—De-lite	9%	(Baby) Turn On To Me—Impressions—Curtom	24%



By next week,

**NEIL YOUNG**

will have his first gold album:

**AFTER THE  
GOLD RUSH**

Reprise already has the orders to  
prove it (Available as Reprise  
album RS6383 and Reprise tapes  
distributed by Ampex)

**AFTER THE  
GOLD RUSH**  
**NEIL YOUNG**

**EC**  
6383



## Picks of the Week

### THE JACKSON 5 (Motown 1171)

I'll Be There (3:35) (Jobete, BMI—Gordy, Jr., West, Hutch, Davis)  
Revealing a new side to the quintet, the Jackson 5 tackles a ballad this time round. Side is a stunning change-of-their-hectic-pace entry which should maintain the sales momentum that has greeted everything from the 5 so far. Flip: "One More Chance" (2:56) (Jobete, BMI—the Corp.)

### FREDA PAYNE (Invictus 9080)

Deeper & Deeper (3:17) (Gold Forever, BMI—Toney, Dunbar, Wayne)  
From "Band of Gold" to a record of gold, Freda Payne finally arrived with the impact to assure a long run on the best seller lists. Newest side is a gleaming ballad in the "Someday We'll Be Together" vein and comes across with power to establish R&B and top forty results. Flip: "The Unhooked Generation" Miss Payne's first recording revisited.

### CROSBY, STILLS, NASH & YOUNG (Atlantic 2760)

Our House (2:59) (Giving Room, BMI—Nash)  
From their "Deja Vu" album, Crosby, Stills, Nash & Young are highlighted in a jewellike ballad that spotlights the quartet's vocal quality by nearly absenting rhythmic impetus. Crystalline performance with excellent top forty effectiveness. Flip: "Deja Vu" (4:10) (Guerilla, BMI—Crosby)

### CARPENTERS (A&M 1217)

We've Only Just Begun (3:04) (Irving, BMI—Williams, Nichols)  
Delicious lyrics and a sparkling production add a new chapter to the Carpenters' story. Soft delivery heightened by group vocal shine turn the title, "We've Only Just Begun" into a prophesy that is already on its way to fulfillment. Flip: No info.

### ALIVE 'N KICKIN' (Roulette 7087)

Just Let It Come (3:09) (Big Seven, BMI—Martin)  
Immediate follow-up to "Tighter & Tighter" for Alive 'N Kickin' keeps the team's thrust moving at top speed. Faster dance side than their first, "Just Let It Come" shoots directly at the teen market with rhythm and lyrics to guarantee a fast second hit. Flip: No info.

### THE GRASSROOTS (Dunhill 4249)

Come On & Say It (2:25) (Trousdale/Brother Duck, BMI—Provisor, Grill, Entner)  
Were it not for production credits on the label, this side would be mistaken for a special delivery side straight from Memphis. Booming rhythm track and a smashing vocal give the Grassroots a potent side to kick off the autumn. Excellent top forty effort. Flip: "Something's Comin' Over Me" (2:45) (Trousdale, BMI—Grill)

### COLD BLOOD (San Francisco 62)

Too Many People (3:24) (Grossboy, ASCAP—Pense, Matute, Field, Ellicott, Stoltie, Hull)  
Following the long wait between Cold Blood's first single and LP hit, this single arrives as evidence that the time was marvelously spent. Tremendous improvement in the instrumental and material work should give the team its biggest seller yet in this west-coast blues sampling fired by Latin/blues blended brasswork. Flip: no info.

### BUDDY MILES (Mercury 73119)

Dreams (3:03) (No Exit, BMI—Allman)  
Two fairly strong singles have now become just the prelude for Buddy Miles as the man turns on his energy in an AM/FM/R&B side that should win plaudits from all three markets. Driving percussion in a smouldering framework make this the biggest Miles yet. Flip: no info.

### THE BROOKLYN BRIDGE (Buddah 193)

Day Is Done (2:29) (Pepamar, ASCAP—Yarrow)  
Glancing back to the Peter, Paul & Mary catalog, the Brooklyn Bridge turns to a ballad for their latest. As expected, the lead vocal puts an edge on "Day Is Done" that should have the inspirational song returning to top forty charts shortly. Flip: "Opposites" (3:14) (Sperbridge/Kama Sutra, BMI—Davis)

### PAUL KELLY (Happy Tiger 555)

509 (2:54) (Tree, BMI—Kelly)  
One great side deserves another as Paul Kelly shows in his comeback from "Stealing In the Name of the Lord." Especially fine arrangement and vocal performance of Kelly's less controversial material here give this side the drive to move into R&B and top forty sales lists. Flip: No info.

### LULU (Atco 6774)

To the Other Woman (I'm the Other Woman) (3:25) (Jerry Williams/No Exit, BMI—Bonds, Williams)  
Since her first trip to Memphis, Lulu has broadened her exposure vistas to include play on MOR and blues as well as top forty channels. Now, this side brings the lady forward with a side that should capitalize in all three areas. Especially fine material and performance. Flip: "Melody Fair" (2:50) (Casserole, BMI—B, M & R Gibb)

### BRENDA LEE (Decca 32734)

Sisters in Sorrow (2:00) (Pocketful/Jillbern, BMI—Wine, Levine)  
Trimming her country roots, though not cutting them, Brenda Lee comes up with the most teen-oriented single that she has done in years. From her forthcoming "Memphis Portrait" LP, the side should stir up powerful top forty advance notice. Flip: "Do Right Woman, Do Right Man" (Press, BMI—Moman, Penn)

### THE MISSION (Ranwood 381)

Mr. Music Man (3:04) (Unart, BMI—Barry)  
Operating out of St. Louis, the Mission has had several singles that received good reactions. This latest, though, teams them with material and production work that should prove the decisive factors in breaking the group onto national best seller lists. Something of a "Mr. Tambourine Man" brought into top forty focus. Flip: "You Bring it All Together" (2:24) (Unart, BMI—Barry, Bloom)

### MARK LINDSAY (Columbia 45229)

And the Grass Won't Pay No Mind (3:32) (Stonebridge, ASCAP—Diamond)  
Surprising to see a songwriter like Mark Lindsay turning to someone else's material, but his choice is an excellent one. Working with Neil Diamond's ballad, Lindsay brings it into his individual styling to reach not only teens, but also MOR programmers this time out. Flip: no info.

### PEGGY LEE (Capitol 2910)

One More Ride on the Merry-Go-Round (2:18) (Screen Gems/Columbia, BMI—Sedaka, Greenfield)  
A perfect follow-up item for her "Is That All There Is," this new side shows off Peggy Lee's charm and power in exquisite form. Delightful material and production that will win MOR exposure and entice top forty excitement as well. Flip: "Pieces of Dreams" (2:40) (United Artists, ASCAP—A&M Bergman, Legrand)

### RAY CHARLES (ABC—Tangerine 11271)

If You Were Mine (2:49) (Tangerine, BMJ—Lewis)  
For the second time in his career, Ray Charles turns to country rooted sounds to revitalize his style. The first time proved phenomenal and this new effort should reap giant results. Big blues market breakouts are likely to bring this side home on top forty levels. Flip: "Till I Can't Take It Any-more" (3:29) (Eden, BMI—Otis, Barton)

### THE SATISFACTIONS (Lionel 3205)

One Light Two Lights (2:54) (Tattersall/Lan-tastic, BMI—McNeil)  
Back from a first time on the charts with "This Bitter Earth," the Satisfactions turn to new material that should establish the team as a regular member of the R&B chart clan. Could move into top forty radio as well. Flip: "Turn Back the Tears" (3:18) (Same credits)

### OKAYSIONS (Cotillion 44089)

Watch Out Girl (2:44) (Peer Int'l, BMI—Forte, Francis)  
Their finest side since "Girl Watcher" brings the OKaysions back, this time via Cotillion. Side has that familiar "Girl Watcher" styling, but enough new sparkel to boom the act back into the pop and blues sales ranks. Flip: no info.

## Newcomer Picks

### CASH & CARRY (Uni 55255)

Mary's in the Closet (2:40) (Ten-Hi/Slim Foot, BMI—Ormsby, Neltner)  
A bit of insanity is captured in the instrumental track on this weird teen offering. Top the electronic flash with a mixture of teen and blues in the vocal and wrap it up with rhythmic magnetism. That's "Mary's in the Closet," a stunning top forty piece which should see instant results. Flip: no info.

### FEARLESS FRADKIN (Sunflower 101)

Song of a Thousand Voices (3:22) (Leo Feist, ASCAP—Fradkin)  
Built around the choral effectiveness of "A Song of Joy," though not a Beethoven melody, the "Song of a Thousand Voices" forms a powerful new ballad that should gain across-the-board reactions. Delightful presentation of folk melody amplified by classical perspective. Flip: "You Can Cry If You Want To" (2:41) (Same credits) Sunflower handled by MGM.

### CLIVE SARSTEDT (RCA 0378)

Looking for Jesus (2:30) (Dunbar, BMI—Sarstedt)  
Brother to Peter Sarstedt ("Where Do You Go to My Lovely"), Clive and his sound are otherwise unrelated. His debut single in the U.S. is an almost-traditional ballad, but with the spice of a magnificent production and the twinkling guitar touches, the song becomes a contemporary sparkler with AM and FM potential. Flip: "Anything You Want Me to Be" (2:44) (Dunbar, BMI—Sarstedt, Horse)

## Choice Programming

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

### BILL COWSILL (MGM 14166)

When Everybody's Here (2:52) (—, BMI—Cowsill) A bit of old fashioned rock giddiness from the Buddy Holly school invites attention for this Bill Cowsill solo. Could prove a long-shot top forty winner. Flip: "Wish I Could Say the Same About You" (3:11) (Jo-Aaron, BMI—Coswill, Clinger)

### THE EVERLY BROTHERS (Warner Bros. 7425)

Yves (3:33) (Hollenbeck, BMI—McKenzie) The Everlys make a sparkling return to their soft-rock "All I Have to Do is Dream" manner in this enchanting ballad. Teen-40 and MOR potential. Flip: "Human Race" (3:07) (Isaac, — Everly)

### HONDELLS (Amos 150)

Shine on Ruby Mountain (2:52) (Kangaroo, BMI—Young) Spotlited at several secondaries, this teen rocker could jump into the running for national top forty action. Flip: "The Legend of Frankie & Johnny" (2:46) (4 Star, BMI—Monda)

### TERRY WILLIAMS (Reprise 0943)

When the Baby in My Lady Gets Blue (2:54) (Acuff-Rose, BMI—Newbury) Exceptional song is sparklingly delivered by First Edition-er Terry Williams to attract top forty and even MOR exposure. Flip: "Memories of Tomorrow" (2:35) (Peer Int'l, BMI—Carter, Shakespeare)

### DUPREES (Heritage 826)

Have You Heard (2:14) (Prestige, ASCAP—Curtis, Foster) Standard fare is contemporized in this updating by the Duprees. More a top forty than adult treatment, but with polish to win MOR attention. Flip: no info.

### THIRD CONDITION (Sundi 6815)

Monday in May (2:59) (Candius, BMI—Robinette) Descriptive lyrics regarding the Kent State University tragedy are set to a top forty backing in this venture. Flip: "Nickel" (2:14) (Same credits)

# A PARAMOUNT PAIR

(two hit records)

Breaking out of key cities

## ANDRA WILLIS

**“KNOCK, KNOCK, WHO’S THERE”**

PAA-0048

Seattle, Dallas and St. Louis among others are already bringing this hit version of “KNOCK, KNOCK” home.

Breaking out of another set of key cities

## THE SWEET

**“ALL YOU’LL EVER GET FROM ME”**

PAA-0044

New Orleans, Jacksonville, Orlando, Augusta, Roanoke, Louisville, Bowling Green, Ky., Asheville, N. C. and many others are breaking this record

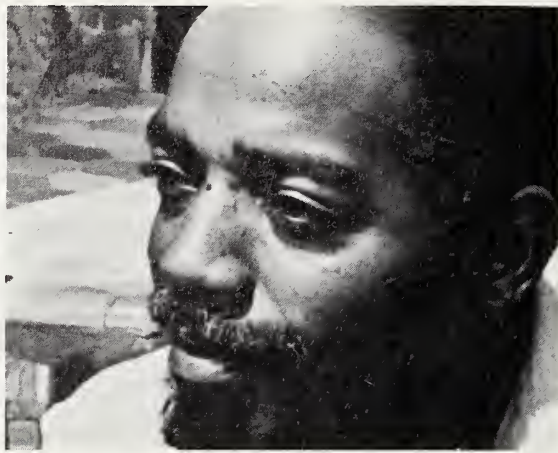


**Paramount keeps on truckin’**





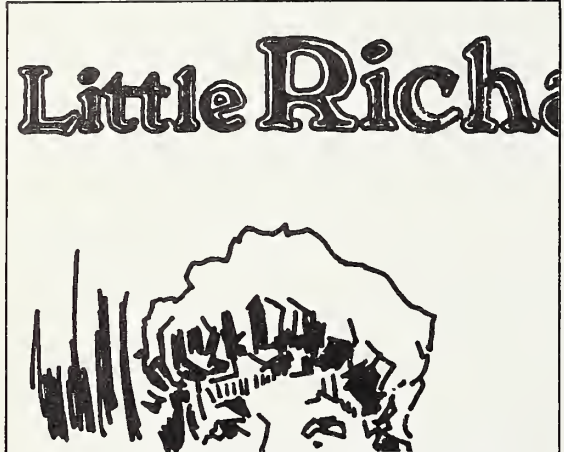
**BROOKLYN BRIDGE - BDS-5065.** Johnny Maestro and associates continue to expand the bridge to new musical horizons. Cuts like "Down By The River", "Night in White Satin" and their new single "Day is Done" will show you what we mean.



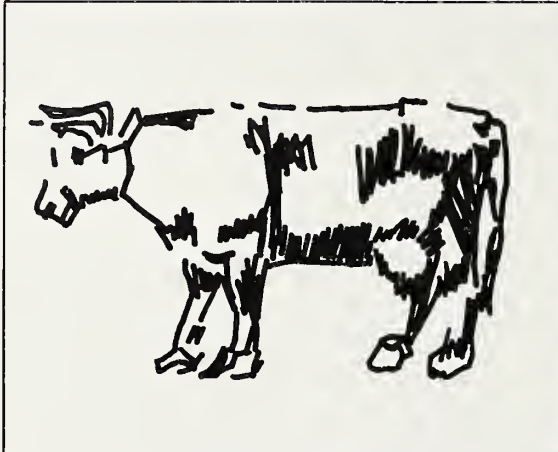
**DO WHAT YOU WANT TO - Willie Bobo and the Bo Gents - SXBS-7003.** Willie Bobo is a real pro, and it shows on every cut. Some have a strong Latin flavor, others are rather cool jazz. Musicians: Jimmy Smith, Reggie Andrews, Vistor Pantoja, Ron Starr, Barry Zweig, Steve Huffsteter, & Ernie McDaniel.



**PRISCILLA GYPSY QUEEN - Priscilla - SXBS-7002.** Now you understand the "sex" in "Sussex". A sexy, sultry voice. Powerful lyrics, most of which Priscilla wrote herself. She lives with her husband, Booker T. Jones, on Lana Turner's old ranch.



**LITTLE RICHARD - KSBS-2023.** No one screams and shouts like Little Richard on this classic collection of favorites like "Good Golly, Miss Molly", "Tutti Frutti", "Long Tall Sally", and more. Little Richard for real!



**SAFE AS MILK - Captain Beefheart & His Magic Band - BDS-5063.** Back by popular demand! (Rolling Stone called it "one of the forgotten classics of rock and roll history". Includes such all-time favorites as "Yellow Brick Road" (Remember?) "Sure 'Nuff 'N Yes I Do" and others.



**IF YOU KNEW HIM LIKE I DO - Barbara Mason - NG-2001.** Features Barbara's last hit, "If You Knew Him Like I Do", and also such great Bacharach and David tunes as "Raindrops Keep Falling". Includes her latest single release "Just a Little Lovin".



**HEAD - BDS-5062.** Good as Acapulco gold, this collection of spiralling grooves not only gives your ears something to do while your mouth is busy smoking, it gives your hands something to do also. Comes complete with coloring book.



**EVOLUTION - Dennis Coffey and the Detroit Guitar Band - SXBS-7004.** Dennis Coffey has something really unusual here: the ultimate evolution of the guitar. Hard to believe that some of the sounds are made without the help of a Moog.



**GENE VINCENT - KSBS-2019.** The heavy sound of Gene Vincent is most apparent on "Sunshine", and on the nine-minute cut "Slow Times Comin", both included on the album with the musical back up of the quintet.



**FLAMINGO - Flamin Groovies - KSBS-2021.** Swinging sounds by a group that's really hep to the jive. Some numbers are definitely Jitterbug music, others are in the cheek-to-cheek category. An album to listen to while you're polishing up the old Model T. Get it and bop.



**MORE HAPPY DAYS - Edwin Hawkins Singers - BDS-5064.** The Edwin Hawkins Singers perform for you with the rich texture of their sound that has made them the world's top gospel group.



**ROCK & ROLL IS HERE TO STAY! - Sha Na Na - KSBS-2010.** Dust off your white bucks and your black tapered trousers. Rock 'n Roll is here to stay, with voices you thought were buried in the past. Oh, baby, you know what I like! Dig them in the Woodstock movie!





**CHECK OUT YOUR MIND - The Impressions - CRS-8006.** We quote Cashbox: "Coming off the singles chart with "Check Out Your Mind", the Impressions are headed right back on with their current LP..." "Destined to be one of their biggest yet." Curtis Mayfield wrote and produced the album.



**LEFTOVER WINE -- MELANIE - BDS-5066.** ON STAGE, naked, alone for the world to see - as millions have seen her at Woodstock, Powder Ridge, and concerts throughout the world.



# curtis

**CURTIS - Curtis Mayfield - CRS-8005.** We quote Cashbox: "And now his first release as a solo artist." "One of the most important albums of the year". "All eight tracks are Mayfield-penned...Curtis may become a musical landmark". What more can we say?



**LIGHT OF YOUR SHADOW - Mutzie - SXBS-7001.** The Detroit sound of "Mutzie" as he gives you "Hiway", "Cocaine Blues", "Daily Cycle" and others, in a gutsy blues style that makes you want to rock.



**WEEDS - Brewer and Shipley - KSBS-2016.** This is a natural-sounding album. It sounds as if Brewer and Shipley are doing what they like to do. Musicians: Bloomfield - Naftalin - Kamin - Kahn - Huberman - Jones - Olson - "Red" Rhodes - Green - Andion. Produced by Gravy.



**BRAND NEW DAY - Dorothy Morrison - BDS-5067.** The quality she lent to the Edwin Hawkins Singers' "Oh Happy Day" comes pouring out in this album. Produced by the man who brought Van Morrison and John Cale to prominence, Lew Merenstein. An incredible album!



**STAIRSTEPS - BDS-5061.** Includes the hit, "O-O-H Child", and the classic soul version of "Dear Prudence". The Stairsteps has to be the hottest soul group around, judging from the charts and from the editorial coverage we've seen. Dig: "Because I Love You".

New and  
nearly new  
releases from  
the Buddah Group.

Also available on Ampex 8-track  
cartridge and cassette stereo tapes.



**LIVE ON TOUR - Up With People - PS-6101.** At least one national T.V. special a year. Most any town is only a few weeks away from an Up With People troupe performance. Features H. J. Chocktim Smithfields and the Up With People Singers.



**INSIDE BERT SOMMER - ELS-3600.** Bert Sommer was in Hair and at Woodstock. This album includes his single "We're All Playing in the Same Band". Get inside Bert Sommer - it will feel so good. Smile!



**WESTBOUND #9 - Flaming Ember - HA-702.** When one side of an album includes "Westbound #9", "Mind, Body and Soul", and "Shades of Green", you know you've got a hit album. But then, you knew that anyway. Hot Wax has never missed the charts.



**CANDLES IN THE RAIN - MELANIE - BDS-5060** We won't insult you by writing anything about this album - you already know.

# Motown Frisco Confab: Delightfully 'Shanghaied'

SAN FRANCISCO, CALIF. — Distributors who attended the Motown 10th Anniversary Celebration and Convention (dubbed the San Francisco Shanghai by the company) in this city will probably never forget the super treatment they received on this

auspicious occasion. Until order taking time (after new product was introduced) it was one big party, and everyone loved it. Chauffeured limousines picked everyone up at the airport and took them to the Fairmont Hotel. Breakfast, lunch and

dinner was one banquet after another. Sight-seeing tours of San Francisco, Tiboron, Sausalito, shopping tours and food kept everyone groaning from the first day to departure time. And a super-show featuring the Jackson 5, Rare Earth, the Four

Tops, the Ruffin Brothers, Hugh Masakela, Gladys Knight and the Pips, and a number of others made the entire convention a memorable one. Below are some of the scenes of the Shanghai Festivities:



top strip  
 1) Berry Gordy, Jr. president of Motown as he delivered a touching address about the ten years of the company's unbelievable growth, thanking distributors who stuck with him through the leaner periods. It was shocking to hear Gordy refer to the \$700 he borrowed to get rolling what is now one of the industry's giant firms. 2) Motown exec. v.p., Barney Ales, receiving a ceramic reproduction of a phonograph from Gerry Oord, head of Bovema of Holland, Motown's licensee in that country, for the success Bovema is enjoying with Motown product in Holland. Ales laid the groundwork internationally for the Motown label many years ago when the Motown sound was alien to European ears. 3) Ad director Tom Schlessinger with Motown's Director of Marketing and Merchandising, Phil Jones. 4) Mitzi and Barney Ales with Mr. & Mrs. Kev Devigian. 5) The Motown group on a visit to the Muir Woods in Sausalito.

middle strip  
 1) Berry Gordy with Mrs. Phil (Minta) Jones. Smokey Robinson is in the backdrop talking to Phil Jones. 2) The motorized cable cars which Motown had on call to transport the conventioners from one event to another. 3) Distributor Dick Godlewski receiving a prize for his gambling prowess from Phil Jones. The Motown "men in blue" one of whom is in the background helped keep things running on schedule. 4) Vocalist Dave Ruffin soulizing during the final banquet show. 5) A Dixieland band plays requests for the conventioners as they travel on a cruise ship under the Golden Gate Bridge.

bottom strip  
 1) Berry Gordy, Sr. and his wife come down the steps of the museum ship on which a gambling night (for prizes) was staged. In the background is George Edwards and Phil Jones. 2) A helicopter flying a "Welcome Motown" sign over the cruise ship taking the conventioners around Alcatraz. 3) Berry Gordy, Jr. with George Albert, president and publisher of Cash Box. 4) Barney Ales and Gerry Oord being Shanghaied by pirates into the banquet hall for the Oriental evening and The Empress Restaurant.

## Motown Convention Report

(Cont'd. from page 7)  
 "Chartbusters" series featuring hit singles recaps. Packaging is in a distinctive foil sleeve. Motown is also making a bid for Christmas sales with four albums. There's the "Jackson Five Christmas Album," "The Temptations Christmas Card," (on Gordy) "The Season for Miracles," Smokey Robinson & the Miracles, and a varied artist "Christmas Gift Rap" set.

Other Motown packages include "Jackson 5-Third Album," Diana Ross' "Everything Is Everything," "Changing Times," Four Tops, "The Magnificent 7," the Supremes & Four Tops, "String Out," Gordon Staples & the String Things, "New Ways But Love Stays," Supremes.

The Tamla line-up includes "A Pocketfull of Miracles," Smokey Robinson & the Miracles, "The Return of the Marvelettes," "Super Hits," Marvin Gaye, On Soul, there's "All in a Knight's Work," live per-

formances by Gladys Knight & the Pips, "I am My Brother's Keeper," Jimmy & David Ruffin, "The Groove Governor," Jimmy Ruffin, "A Gasssssss," Jr. Walker & the All Stars, "Naturally Together," the Originals, "The Earl of Funk," Earl Van Dyke, "The Second Time Around," the Spinners, VIP sets are "Stop the World—We Wanna Get On," Hearts of Stone, "Teardrops Keep Fallin' On My Heart," Chuck Jackson, The Gordy label is represented with "Natural Resources," Martha Reeves & the Vandellas and "The Temptations Greatest Hits."

The Rare Earth line is augmented by "Ain't Nothin' In Our Pocket But Love," Poor Boys, "Love at First Sight," Sounds Nice, "Pretty Things," Parachute, "Power of Zeus," the Gospel According to Zeus, "45 Lives," the Cats, "Lost Nation," Paradise Lost. Chisa Records is represented with "Letta," the South African songstress.

## Herston Into Jingles

NASHVILLE — Moving into his sixth month as an independent producer, Kelso Herston is well into the Nashville jingle field.

Herston, terming commercial jingles for national and regional radio and television as the fastest growing facet of today's music industry, deals with over 50 agencies based in New York, Los Angeles, and Chicago, producing and arranging under the corporate banner of Jangle Jingles, Inc.

Herston, producing the first contemporary "rock" jingle aired on network television, put together the "wet and wild" series for 7-Up, and lists as clients; 7-Up, Sterling Beer, Libby's, Kraft, Quaker Oats, Sears and Roebuck, Hammond Organ, Hamms Beer, Alberto Culver, Uncle Ben's Rice, The Cereal Institute, and Life of Georgia Insurance.

In the record field, the former Music City A&R chief for both United Artists and Capitol Records, has a fast growing roster of major label artists.

## Island Pacts Amazing Blondel

LONDON — Christopher Blackwell, president of Island Records, has announced the signing of The Amazing Blondel to a four year contract with both Island Records and the firm's agency, Island Artists.

The Amazing Blondel consists of lead vocalist John Gladwyn who plays lute, theoboa, sittern and double bass; harmony vocalist Terry Wincott who plays pipe organ, harmonium, recorder, flute, crumhorn, guitar, ocarina, tabor-pipe and numerous percussion instruments; and vocalist Eddie Baird who plays lute and guitar.

The use of archaic Elizabethan instruments such as theoboa, sittern, crumhorn and tabor-pipe, is in keeping with The Amazing Blondel's aim to re-establish traditional English music. Formerly with Bell Records in the U. K., their product has never been released in the U. S. They have begun work on their first album for Island which will be recorded in September and released this fall.

**LOOK WHAT  
YOU'VE  
DONE TO  
OUR SONG!**



**THE SEEKERS**

**“LOOK WHAT  
THEY'VE DONE  
TO MY SONG,  
MA”**

**B/W “It’s A Beautiful Day” EKS-45699**

**Another hit single from Elektra**

Produced by Dave McKay for Leon Henry Productions, Ltd.





**TJ AND NEON: GLOWING FUTURE**—Paramount Records and Tommy James Ventures have combined to launch Neon, a group to be produced by James and partner Bob King. First release is expected in October. Shown are James (seated) and (l. to r.) Mark Alan, manager of Neon and TJ, Bob King, Famous Music president William P. Gallagher, and Paramount's exec v.p. Jack Wiedenmann.

## Woodbury Signs Recording Pact

**NEW YORK** — Comic Woody Woodbury has signed a three-year recording pact with Stereodities Records calling for two comedy albums per year through 1973. His first album under the new contract, "Woody Woodbury Sings of Love and Life," is due for release in November.

The new album will be Woodbury's first singing-comedy venture. He previously made six highly successful straight comedy albums for Stereodities in the early 1960s.

Woodbury, whose home comedy base is the Bahama Hotel in Ft. Lauderdale, will next appear at Caesar's Palace in Las Vegas for four weeks starting September 9th.

## 78RPM Disk Is Part Of Lib/UA's Nitty Band Promo

**HOLLYWOOD** — Bill Roberts, director of Liberty/UA album product, has set plans for a promo of The Nitty Gritty Bands' forthcoming album, "Uncle Charlie and His Dog Teddy."

Aside from three press gatherings for the debut of Uncle Charlie (Los Angeles, The Troubadour Sept. 15, San Francisco, The Troubadour Sept. 22 and Boulder, Marv's, Oct. 9), there will be three separate mailings to all progressive radio and media outlets. The first phase of the mailing consists of the mailing of a 78 RPM record. The disk features an excerpt from the album Uncle Charlie and His Dog Teddy and "Mr. Bojangles," which will also be the single. The 78 RPM record, a promo designed by Roberts supports an old Liberty Records logo stating, "A Liberty Talking Machine Record."

Secondly, there will be a mailing of an interview with The Dirt Band along with the group's first Liberty album originally released in 1967.

A press kit designed by the Dirt Band's producer, William McEuen, will subsequently be sent. Aside from containing all of the aforementioned, the package will include the group's new album, photos and various forms of printed matter. All of this will be within wooden-like binder.

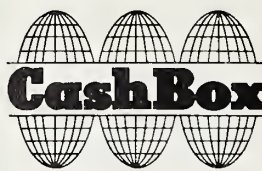
## Jonali Forms Complex Three

**NEW YORK** — Paul Jonali, president of Complex Three Ltd., has announced the formation of his own label to be known as Complex Three Records.

Jonali is currently completing his negotiations with distributors for his new label. Presently set are Beta Distributors, N. Y. area; Marnel Distributors, Philadelphia area; Summit Distributors for Chicago, Cincinnati, Indianapolis and Wisconsin; Merit Distributors, Detroit, and Zamoiski Distributors for Baltimore. Other major market distribution will be completed within two weeks and will be announced at a later date.

Maintaining an open door policy for masters, producers and artists, Jonali has signed to the label an r&b pop group from Harlem, called The Composers, and songstress Peggy Young, a soul-pop-rock artist from Detroit.

The first single to be released on Complex Three will be The Composers' "Let's Get To The Point" b/w "Chances Go Round." Connie De Nave Public Relations will handle the publicity for the new label.



# Looking Ahead

- 1 ROLY POLY**  
(Peer Int'l—BMI)  
Stamford Bridge (Monument 1217)
- 2 FATHER COME ON HOME**  
(Breton—BMI)  
Pacific Gas & Electric (Columbia 45221)
- 3 YOU BETTER THINK TWICE**  
(Little Dickens—ASCAP)  
Poco (Epic 10636)
- 4 STONED COWBOY**  
(Umart—BMI)  
Fantasy (Liberty 56190)
- 5 PURE LOVE**  
(Sherlyn—BMI)  
Betty Wright (Alston 45B7)
- 6 MONTEGO BAY**  
(Cheezburger—BMI)  
Bobby Bloom (L&R 157)
- 7 YOU'RE GONNA MAKE IT**  
(Collage—ASCAP)  
Festivals (Colossus 122)
- 8 RUNAWAY PEOPLE**  
(Drive-in/Westward—BMI)  
Dyke & Blazers (Original Sound 96)
- 9 I WANNA LOVE YOU**  
(Legacy—BMI)  
George Baker Selection (Colossus 124)
- 10 GEORGIA TOOK HER BACK**  
(Cuddles—BMI, Cotillion—BMI)  
R. B. Greaves (ATCO 6778)
- 11 LONELY SOLDIER**  
(Conrad—BMI)  
William Bell (Stax 0070)
- 12 EVERY NIGHT**  
(Maclean—BMI)  
Billy Joe Royal (Columbia 45220)
- 13 WHEN WILL IT END**  
(Gold Forever—BMI)  
Honey Cone (Hot Wax 7005)
- 14 THE CIRCLE GAME**  
(Siquomb—BMI)  
Duffy Sainte-Marie (Panquard 3510B)
- 15 LETS WORK TOGETHER**  
(Mozela Music Inc.—BMI)  
Canned Heat (Liberty UA 5 6151)
- 16 ALONE AGAIN OR**  
(Bread Crust—BMI)  
Love (Elektra 45700)
- 17 UN RAYO DE SOL**  
(Beechwood—BMI)  
Los Diablos (Crazy Horse 1325)
- 18 ROXANNA**  
(AH Points/U.A.—ASCAP)  
Wild Butter (Liberty 50688)
- 19 SOUTH**  
(Pixrus—BMI)  
Roger Miller (Mercury 73102)
- 20 A PART OF ME**  
(Zethus Music/Intersong USA Inc.—ASCAP)  
Country Funk (Polydor PD2-14034)
- 21 WAIT FOR SUMMER**  
(Intune—BMI)  
Jack Wild (Capitol 2868)
- 22 SOMETHINGS A MAN'S GOTTA DO**  
(St. Croix—BMI)  
Shawgo (Dunhill 4242)
- 23 LOST**  
(Downstairs, Parabut & Double Diamond—BMI)  
Dusty Springfield (Atlantic 2739)
- 24 KNOCK KNOCK**  
(Peer Int'l Corp—BMI)  
Liv Maesson (Cadet/Concept 7026)
- 25 GIMME SOME**  
(Merye—Earl—BMI)  
General Cook (Down to Earth)
- 26 HEART ASSOCIATION**  
(Peru's—BMI)  
Emotions (Volt 4045)
- 27 SWEET GINGERBREAD MAN**  
(Leo Feist—ASCAP)  
Mike Curb Congregation (MGM 14140)
- 28 I CAN'T BE YOU**  
(Gold Forever—BMI)  
Glass House (Invictus 9076)
- 29 PIECES OF DREAMS**  
(United Artists—ASCAP)  
Johnny Mathis (Columbia 45223)
- 30 MONEY MUSIC**  
(Greyhound/Dorafo—BMI)  
Boys in the Band (Spring 106)
- 31 BABY DON'T TAKE YOUR LOVE**  
(Van McCoy/Net—BMI)  
Faith, Hope & Charity (Maxwell B08)
- 32 SEEING IS BELIEVING**  
(East/Memphis—BMI)  
Mad Lads (Volt 4041)
- 33 NOW IS THE TIME**  
(Almo—BMI)  
Sisters Love (A&M 1212)
- 34 ALL I WANT TO BE IS YOUR WOMAN**  
(Gil—BMI)  
Carolyn Franklin (RCA 224)
- 35 HALF AS MUCH**  
(Acuff-Rose—BMI)  
Sonny Charles (A&M 1214)
- 36 SALLY**  
(UA Music—ASCAP)  
Michael Parks (MGM K14154)
- 37 I LIKE YOUR STYLE**  
(Jobete—BMI)  
The Originals (Soul 35074)
- 38 GOING TO THE COUNTRY**  
(Sailor—ASCAP)  
Steve Miller Band (Capitol 2878)
- 39 SET ME FREE**  
(Tree—BMI)  
Esther Phillips (Atlantic 19388)
- 40 I WON'T CRY**  
(Ron—BMI)  
Johnny Adams (SSS 809)

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## Moorhead Named VP With WMMS; Station To Go Full-Scale Rock

CLEVELAND — David Moorhead has moved back to Cleveland as vp and general manager with WMMS, the Metromedia Stereo station here. In announcing the appointment, George Duncan, president of MM's stereo division, said that Moorhead will preside over MMS' transition and expansion this month into a full-scale stereo operation programming contemporary rock. The station had formerly operated on an automated basis, mixing rock and pop music.

Though specific details on the changeover were not covered by Moorhead, he explained that the shift is being made because "there is really only one AM station in Cleveland where listeners can hear rock . . . the most significant and influential form of popular music today."

He noted that even as a mixed music station, WMMS has attracted a sizeable audience and "faced with this

continuing demonstration of interest in rock from the Cleveland community, we now feel that we can best serve listeners by making WMMS available to them as a full-scale alternative to what is currently available in rock programming in the market."

Moorhead originally broke into radio in Cleveland at WSRB while studying at John Carroll University. He was an air-personality in various mid and southwestern cities using the name Guy Williams during the '50's and made the shift into programming as program director with KTKT, Tucson. Since then, Moorhead has worked as general program exec with WCBS and the Bartell Broadcasting Stations. He started with Metromedia in '69 as operations director of KLAC, Los Angeles and program director with KMET-FM in that city.

## Tuning In On . . .

### WJFM, Grand Rapids It's Pronounced Automation

The trend toward automation in radio has become more pronounced in recent years than ever before. No longer just an oddity in a few select markets, it is now apparent in cities across the country. Take Grand Rapids, Michigan as an example. Of the seven FM stations there, three are automated. WJFM is one of those three. It is also the most powerful stereo radio station in the country.

Back in the 1940's, before radio wattage was limited, WJFM secured a license to broadcast with 500,000 kw. And it has been sending out this strong signal ever since, easily reaching Lansing and Kalamazoo and covering a total of 25,000 square miles. It has been programming

country music according to an automated system which, according to production supervisor Joe Hempstead, has been an invaluable asset, both in terms of cost efficiency and consistency of production.

Explains Hempstead: "No longer do we have to worry about jocks putting 33 records on at 45 speed or announcers making mistakes on the air. As a result of being automated, we have extremely tight production and a very professional sound." The station has been automated since the Fall of 1968.

Each week Hempstead records the top thirty country songs on individual cartridges which are then placed in a Carousel, an automatic cartridge changing machine. By putting the

## KRLA Fall Concerts

LOS ANGELES — KRLA, Los Angeles, has already set 20 dates in its fall series of rock concerts to be played at major arenas in the metropolitan area. Dates, which began late last week, were arranged in conjunction with Concern Associates and Sight & Sound Productions. Attractions still being negotiated are expected to bring the concert series total to 30 dates.

Starting with Johnny Winter and Savoy Brown at Santa Monica Civic last week (2), KRLA's series will feature a Woodie Guthrie Benefit with Peter Fonda, Joan Baez, Arlo Guthrie at Hollywood Bowl, September 12; Chicago in Hollywood Bowl (18); Neil Diamond, Linda Ronstadt, Anaheim Convention Center (26); Steppenwolf at the Forum, October 2; Blood, Sweat & Tears, Anaheim Convention Center (9); Jethro Tull and supporting show, the Forum (18) Dionne Warwick, Anaheim Convention Center (23); Pink Floyd, Santa Monica Civic (23); Small Faces, Santa Monica Civic (30); Leon Russell, Anaheim Convention Center, December 4; Moody Blues and supporting show, the Forum (12); Laura Nyro, Music Center Pavilion (12 and 13); Poco, Santa Monica Civic (18)

## New Functions & Faces At MCA As Station Moves To Dial-Log

NEW YORK — A series of changes, in role and personnel, have been disclosed at WMCA, New York, as the Strauss station goes into its final stages of shift into all-talk.

With the September 21 change to "Dial-Log" (see story in Aug. 29 issue), music director Joe Bogart becomes production director of MCA and veteran air-man Jack Spector becomes sports director and assumes control of a phone-in sports show from 6-7 pm Monday thru Saturday.

Bogart has been with the station for 15 years and won "music director of the year" awards in the Gavin poll for 3 consecutive years (66-68). A professional musician, Bogart's background includes writing, arranging and performing for radio, tv and Broadway.

Spector joined MCA in '61 as one of the original "Good Guys," though his pre-broadcasting experience includes a term in professional baseball in the Brooklyn Dodgers' farm system.

Bill Scott, with the inception of "Dial-Log," will turn in his vp for programming title with MCA &

Strauss for a full-time seat at the mike. Fred Gale of WWDC, Washington, D. C., also joins the station's air-staff with an afternoon phone show.

With them, Ken Fairchild arrives at MCA from KTRH, Houston, where he was director of news and programming. He becomes MCA's new program director.

Scott joined the New York staff with extensive newscasting plaudits and a reputation that dates back as far as '59 when he was the only broadcaster allowed to sit at the negotiators table during the steel strike talks. He recently received wide praise for his reportage from Los Angeles of the assassination, funeral and burial services for the late Robert F. Kennedy.

He relinquishes his executive responsibilities to handle MCA's "News Call" mornings from 6-9 am. Mon-Sat, but is not going back to the air cold since Scott has hosted two regular weekly news interview and commentary programs during the last three years.

Gale comes to New York from the high-rated night show in which he featured interviews and telephone response over WWDC.

Fairchild has spent 15 years in radio, much of it in the talk-channel area. Program manager for WNBC's New York flagship station, Fairchild masterminded the all-talk format of KTRH and headed the station's award-winning news department and hosted his own morning talk show.

Richard Logan also comes to WMCA, he in the post of account executive on the sales staff. Until last year, Logan was vp and station manager with WGLI-Babylon, N. Y.; and national sales manager of Beck-Ross Communications, owner of WGLI and WMFK, Flint, Mich. In '69 he was named general manager of WHRF, Riverhead, N. Y.; and was more recently special consultant in sales & management for WBAB, Babylon.

## Rounsaville Buys WABR, Winter Park

ATLANTA — WABR, subject to FCC approval, will become a part of the Rounsaville chain. The purchase of ABR, Winter Park-Orlando, was disclosed last week by Robert Rounsaville, chairman of the board and chief executive officer of the Rounsaville Radio Stations, Inc.

WJFM — Grand Rapids, Michigan. 500,000 kw. Glenn Gilbert, general mgr.; Bruce Glycadgis, operations mgr.; Bob Quinn, program director; Joe Hempstead, production supervisor.

Format: Modern Country. Playlist: 55-60 singles, few albums.

songs on individual cartridges, Hempstead is able to change the top thirty frequently. An additional 25-30 singles are recorded each week on a reel-to-reel machine.

Along with the music produced by the station itself, WJFM broadcasts the Americana series, produced by Plough Broadcasting for International Good Music. Twice daily the station also airs Nashville deejay Ralph Emery.

The station has a low commercial limit, only seven minutes per hour. This fact plus the absence of jock chatter make it possible for as many as 18 records to be aired in a single hour. "We have the ability to draw from six different cartridge machines and four reel-to-reels," says Hempstead. "So we can insert items such as weather forecasts wherever we like."

WJFM shares its news department with AM counterpart WJEF but has also put together a number of news programs on its own. These include special series on the environment, as well as interviews with local community people, which are heard during a one hour news bloc each day at noon.

## Gavin Advisors To Complete Planning For 5th Conference

LOS ANGELES — The forty member advisory committee is expected to complete its planning this week for the 5th Annual Radio Program Conference to be held in L. A. this November. Completion of inspections of facilities and a full run-down of conference highlights and details will wrap up the final points for the meeting.

Members of the advisory committee are to be called into session by founder-director Bill Gavin this week (12-13) at the Century Plaza as the final meet of the complete advisory group prior to the Conference. Primary reports are to be delivered to the group by Epic executive vp Ron Alexenburg, who is heading the arrangements sub-committee for Gavin; and George Burns, program supervisor for Pacific-Southern Broadcasters, chairman of the Gavin Awards sub-committee.

## Thanks NATRA



Isaac Hayes  
Best R&B Album Of The Year  
"Hot Buttered Soul"



Enterprise Records is a division of STAX RECORDS, 98 North Avalon, Memphis, Tennessee 38104.

# ROLL OUT THE BARRREL



or, to put it less figuratively, stuff your racks with the latest album by Lee Michaels, if not because it's his finest to date or because he is at the moment America's most rapidly-rising superstar, because it's a proven super-seller. Lee Michaels' **BARREL**.  
Produced by Larry Marks  
On A&M albums and tapes SP-4249

## Ampex 'Instavision' Video Record/Playback Bows

NEW YORK — The Ampex Corp. introduced its 'Instavision' videotape recorder/playback system at a press showing Wed., Sept. 2nd at the Americana Hotel. The system features cartridge loading and is destined to be marketed to both the industrial-education fields and the home-owner.

Richard J. Elkus, Jr., general manager of the Ampex educational and industrial products division, described 'Instavision' as "the smallest cartridge-loading video recorder and/or player to date and will include a choice of recorder/players and players operating on batteries or household current in either color or black and white. All components in the system will be available in mid-1971.

"This recorder line will bring new convenience to today's growing educational, industrial, government and medical training and communications markets," Elkus said. "At the same time it has all the simplicity, reliability and economy required for the coming home recording and playback market."

The Instavision recorder/player uses half-inch-wide video tape enclosed in a circular plastic cartridge 4.6 inches in diameter and .7 inches thick. It is compatible with all other conventional reel-type recorders embodying what Elkus termed the 'Type 1' standard recently adopted by many manufacturers of half-inch reel to

reel video recorders.

To operate the recorder/player, the cartridge is inserted in the recorder and the "record" or "play" button pushed. Cartridges may also be played on other machines conforming to the "Type 1" standard.

"We believe the combination of automatic cartridge loading with the Type 1 standard will be well accepted in existing closed circuit markets both as a convenient portable recorder/player and as a highly simplified playback unit for distribution of previously recorded material," Elkus said.

"We also believe that the forthcoming home market will best be served by equipment that not only plays back cartridge-loaded recordings but permits completely portable or off-the-air recording as well. The Instavision approach permits all three in a smaller package than any other advanced to date."

Prices will be approximately \$800 for a monochrome player, \$900 for a monochrome recorder/player or color player and \$1,000 for a color recorder/player. Any model may be modified for color or recording capability after purchase with the addition of simple plug-in modules, Elkus revealed.

"These prices are based on production levels forecast for today's closed circuit market. As home recording and playback materializes, volume

production will make possible lower prices," Elkus said.

Blank tape cartridges will sell for under \$13 for 30 minutes of recording time at the Type 1 standard or 60 minutes in an extended play mode. Changing from standard to extended play is accomplished by a simple switch. Playing times up to two hours will be offered in subsequent configurations.

The basic recorder/player weighs less than 16 pounds complete with common flashlight or rechargeable batteries. It measures 11" x 13" x 4.5". It permits slow motion and stop action recording and elementary editing. Two independent audio channels permit flexibility in audio recording, including stereo playback. Rewind or fast forward controls advance the complete tape in one minute. A shoulder strap is included for portable operation. An accessory permits operation from an automobile cigarette lighter outlet.

Standard with each recorder or player is a separate power pak that houses an a/c power converter for plug-in operation, a battery recharger and optional electronic circuitry for color record or playback. The power pak is designed as an attractive base for the recorder during any of these operations. The recorder is detached from the power pak for portable recording or playback.

For recording, a companion mono-

## ITA Meeting Spurs Second Gathering

NEW YORK — Larry Finley, executive director of the International Tape Assn., has announced plans for an ITA meeting within the next 90 days. The meeting follows the first ITA luncheon meeting held here Aug. 26.

Finley said the meeting will be a one-day seminar where ITA members will be able to attend the general meeting and then have a selection of 10 individual seminars that will cover the industry areas of the ITA membership.

Four committees of engineers and executives of member firms are now being formed. One committee will deal with the level of standardization of audio and video equipment and tape. Another will work toward establishing a certification of quality of audio and video equipment tape so that performance standards will be determined to protect consumer needs and requirements.

A third committee will work toward a standard of ethics in advertising and the fourth will deal with setting up a proper definition of warranty.

According to Finley ITA offices have been receiving applications for membership from all areas of the industry and a meeting will be held by the ITA membership committee on Sept. 16 to process these applications.

The recent ITA luncheon attracted 147 representatives in both the audio and video field which was highlighted by a speech by Mrs. Virginia Knauer, special assistant to the President on consumer affairs. There were also speeches by industry leaders covering various areas of the tape field.

## Tape Speakers Bureau

NEW YORK — Responding to requests for qualified speakers from the tape industry, the Videotape Production Association's President, Mort Dubin, announced the formation of the Speaker's Bureau. The new bureau will be headed by Gaylord Creedon of Teletap Productions.

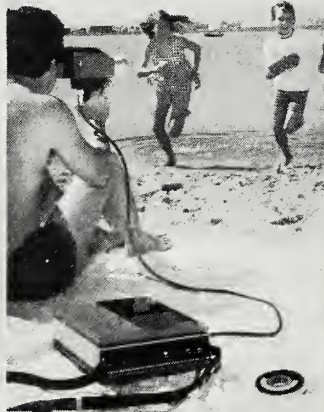
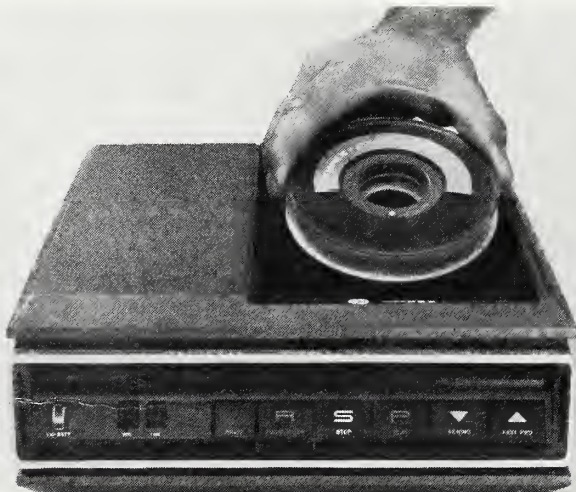
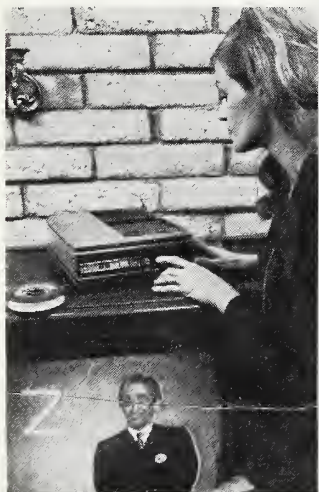
Speakers will be drawn from the VPA's membership of executives in the tape industry and will be available to industry association meetings, festivals, public service groups, educational programs, etc.

As its initial contribution, the bureau will provide speakers for the International Film & TV Festival to be held October 27-30 at the Americana Hotel. Arrangements for speakers from the VPA Speaker's Bureau may be made by contacting Gaylord Creedon at (212) JU 2-3400.

## 24 Trk Console to TVC

NEW YORK — Jack Hunt, Director of Engineering at the New York Record Plant, has announced that a new 24-track console with quadraphonic monitoring capability is being installed in Record Plant's Studio 'A'. The equipment was produced and will be installed by the Record Plant Audio Manufacturing Division. Following the installation of the console, their own tape equipment will be installed. This will make Studio 'A' of The Record Plant, which is a division of TVC, a total facility with all equipment, including the playback monitor systems, supplied by their own manufacturing division.

wide as some forecasters expect, we're sure many firms will be supplying the software programs to meet it. At that time, we also expect to be in a position to bring the Instavision price down substantially lower," he added.



'Instavision' (left) can record & playback TV programs in color or black & white; mini-sized cartridge (center) offers 30 minutes of programming (standard) or 60 in extended play; components can be taken anywhere, like to the beach (right) where unit functions on batteries.

## Thanks Again NATRA



**Johnny Taylor**  
Best R&B Male Vocalist



STAX RECORDS, 98 North Avalon, Memphis, Tennessee 38104.

chrome camera is offered for approximately \$400. It weighs five pounds including a standard "professional quality" 4-1 zoom lens and electronic viewfinder. The viewfinder, actually a miniature television receiver, permits precise scene framing, viewing of exactly what is being recorded, and pushbutton replay of recordings. A trigger control built into the pistol-grip handles one person to operate both camera and recorder.

"Performance specifications for the recorder equal or exceed those of competitive systems announced to date," Elkus said. Video resolution is 300 lines for monochrome. Color resolution is compatible with standard color television receivers. Signal to noise ratio is 42 db.

The Instavision line has been designed by the Ampex Educational and Industrial Products Division, Elk Grove Village, Illinois. It will be manufactured by TOAMCO, the company's joint venture company with Toshiba in Tokyo, Japan. Toshiba will market the line in Japan, Ampex elsewhere in the world.

Elkus advised that Ampex has no plans to enter the videotape duplication business for home entertainment program production but expects independent production firms in the entertainment industry to adopt the 'Instavision' system as standard and produce such product themselves. "Should the home market open as



The first "TIGHTER, TIGHTER"



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was the hardest

**NOW**

A New Single

**JUST LET IT COME**

R7087

and

A New Album



SR 42052

and

**1,325,210 Thanks**



## Cassette 'Single' Presented to Tape Trade By Audio Comm., Inc., Jersey Duplicator

■ Seen As Answer to 'Lag' in Pre-Recorded Cassette Sales

DOVER, N. J. — The cassette equivalent to the 45 rpm single disk was presented to major and key independent record labels last week by Audio Communications, Inc., a prominent custom tape duplicator located in Dover, N. J.

Tagged the "Swinging Single", the Audio concept will give record companies a two-tune, 50' tape, housed in a standard sized cassette blank, and according to firm president E. M. (Mike) Daspin, will retail for under one dollar.

Initially, the Swinging Single will be presented as a complement or close followup to a recent or current chart hit. After the concept has been established in the marketplace, Daspin says record companies will begin releasing new singles in both disk and cassette versions.

While the Swinging Single concept is at present an Audio Communications exclusive, Daspin advised that all manufacturers and duplicators of cassettes are free to pick up their lead. "If the demand for the Swinging Single reaches even half our expectations, our operation will only be able to satisfy a small portion of the workload," he said. "We are, however, equipped right now to turn out close to 100,000 such units a day, or roughly 8 million by the end of this year," he observed.

Daspin said Audio can offer its customers a moderate base production price for the Swinging Single, affording them ample profit at the under one dollar suggested retail. "We've got the base price down, thanks largely to our being totally and vertically integrated in production technology," Daspin stated. "We produce all of the components in the cassette. He revealed that negotiations are currently underway with DuPont to gain a manufacturing license for their chromium dioxide tape formulation.

"Only two or three other cassette manufacturers in this country are in the position to offer our 'one stop' service," Daspin continued. "We can-

not and do not want an exclusive on the Swinging Single but I fail to see where any other duplicator will be able to beat our base price, which at this point is the all important question record companies will be asking," he declared.

Daspin contacted roughly 35 labels by letter last week, to introduce his concept of a "single" cassette and invited their initial orders. "I wrote that we will reserve production time for them on our line, roughly equivalent to their respective shares of the singles market, but I advised that we must know their decisions right away."

Why a two-tune cassette will become a viable product on the marketplace, according to Daspin, is because such an item will fill a number of basic needs in the tape field. "First, and possibly foremost, we must reckon with the fact that the cassette configuration has lagged behind the 8 track in all respects. The music industry knows that the consumer looks primarily on a cassette machine as a tape recorder, only secondarily as a playback unit for pre-recorded tape. This consumer would rather spend an extra buck for an 8 track album because he feels he's getting more value for his money, even though the cassette provides the same amount of music with the same fidelity. Our idea will now put a very attractive price on a cassette and coax many consumers toward the cassette concept as a playback system.

"Secondly, we all know the tape industry depends wholly upon the record industry, not only for its musical product but for that very product's promotion. Tapes have simply been a reflection of the success of single records and albums. A single version tape, and one that was priced in the same range as a single disk, will now fill the very same promotional role for its album as does the record single for its LP. Simply, our concept can now put tape on its own two legs," Daspin declared.

"We've done extensive market re-

## EDITORIAL: Of Singular Importance

We are most often told that the pre-recorded tape field is still a fledgling when companies attempt to project sales on their very brief histories.

But we are also reminded of the industry's youth by its mistakes born of inexperience. The internal flux of the tape field often appears more as conflict than growth. Item: The configuration combat might have sold units to consumers dissatisfied with one, but how many customers were lost to tape because they were unable to choose the best for themselves? Item: Conflict over the merchandising and packaging of tape may have resulted in cost, but how much more business could have been generated if the subject were approached with just a bit more unity? Etc.

That lack of union in tape and failure to observe more carefully the historical examples provided by the disk industry, which is selling essentially the same product—music, is one of the reasons that tape has failed to reach the level that even this young an industry might.

These problems, however, are overshadowed by other advantages of the record business. The manufacturing cost of records places the tape duplicator at a distinct disadvantage. Passed on to the consumer, the hindrance is amplified as a greater cost to him for the same product available on disk.

And, even more important, the record industry has a promotional tool that has not yet been matched by the tape business. The single! A number of Cash Box editorials have pointed up the benefits of one song which has often triggered landslide sales for an entire album catalog and created huge demands for subsequent LP's.

Thus far, the tape industry has been able to skim profits from this, but always as a hanger-on. No tape album has yet made sales gains on its own. And none has been able to create any sizeable interest without an album counterpart leading the way.

It is unfortunate that the first major attempt to come up with a tape counterpart to the single, PlayTape, created its own problems since it might have led the way to a more rapid fusion between tape/disk efforts. Incompatible with existing configurations, and on the market when customers were still unsure about the futures of 8-track and cassette and reel, the 4-song almost-cassette could not solve as many difficulties as it created.

Yet, the need remains for a means to market an inexpensive, exploitative and entertaining tape single. Ampex is showing this with its Micro-Cassette (see separate story—this page) and a very few premium duplicators also offer the, essentially, equivalents to EP's.

Also, the youngster who can afford to only buy a single, and whose interest is rooted in the top forty, will have a phonograph with (or instead of) a tape player. As his allowance or earnings grow, he will think in terms of records, the more familiar, the cheaper and more convenient (since he has the hardware) medium.

So, the advantages of a two-song, priced-under-a-dollar, compatible tape are obvious. Whether the "single" should follow-up the 7" disk as cartridges do LP's or not, the sales area is virtually empty now. As important as being a profit area, the tape single can become an extremely valuable promotional tool for the pre-recorded tape merchant whose errors of inexperience have in part been already experienced.

search on this before we decided to inaugurate the program," Daspin continued. "We've learned that the very small market for pre-recorded cassettes has resulted from the lack of a 'single' cassette. Single disks are used to entice people to buy albums. Since the cassette business has not had the benefit of its own 'single', very little cassette album sales have been generated."

Audio Communications, Inc. has been in operation for three years. Its principal facility is located in Dover, and performs all duplicating and loading steps there. Four other plants in Livingston, Rockaway and in Newark, N. J. house its injection molding and component manufacturing equipment. The firm soon hopes to regroup all facilities under one roof in the general Dover area.

The company produces both cassettes and 8 track cartridges, is having a public offering this fall, according to Daspin, and is stressing video tape production for the coming year.

## Phillips P.R. Dir. Is "Interested"

NEW YORK—Asked to comment on the use of a cassette in a two-tune version, equivalent to a 45 rpm single, Lester Krugman, public relations director at North American Phillips said last week: "We always watch any innovative use of the cassette for the music or any other market, with great interest, provided the people developing such ideas observe the technical standards as set down by Phillips, in order to insure the product's compatibility with existing cassette players."

## Micro-Cassette Succeeds

NEW YORK—It's about one year since the introduction of the Ampex Corporation's 'Micro-Cassette' and product manager Irving Brusso described its response by the tape consumer as "excellent, when exposed to the buyer properly." The Micro-Cassette, a standard sized cassette carrying four tunes gleaned from specific hit albums, retails for \$1.98.

Brusso said new titles are released on a monthly basis, and over 100 Micro-Cassettes have already been issued.

"The item is excellent but almost exclusively as an impulse purchase product," Brusso advised. "The retailer has to expose it right out front, preferably nearby the single records. Those that have handled it properly find it a very fast moving item."

Brusso himself personally selects albums for his Micro-Cassette program from the trade chart. "We only take proven hits and only four of the best cuts from those hit albums. In addition, we've learned from experience the artists we pick must have special appeal to the teenage buyer, who's most receptive to the product. We tried the Montovani's but have had a far better experience with the Creedence Clearwater's," he revealed.

While Micro-Cassettes have been most successful on the East Coast, Brusso expects to move the product into retail outlets all throughout the country. "We've penetrated most areas with the item but only on a small basis, an outlet here and an outlet there. We should merchandise the item more to dealers but as you can guess, Ampex is involved with quite a variety of products for consumer consumption and you can only devote so much time to each," he observed.

And Thanks Again NATRA

Maceo Woods  
and  
The Christian  
Tabernacle Choir  
Best Gospel Choir and  
Best Gospel Record  
"Hello Sunshine"

VOLT

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# The "HOTTEST" Revolution IN THE MUSIC INDUSTRY SINCE The "45"



## OPENING A NEW "VISTA" in the MUSIC WORLD

45 rpm singles sell LP's. That's not news. "Cassette singles" selling cassette albums? Now that's news!

Audio Communications' "Swinging Single" . . . 2 tunes from your chart-bound or chart-proven hit 45's, in a standard cassette carrier . . . is the hottest sales promotion innovation in the pre-recorded tape industry.

"Swinging Singles" apply the most proven music merchandising

principle to cassette tapes . . . giving the music industry that necessary tool to pry into a waiting market of 20 million-plus cassette owners. And at a suggested 99¢ retail every cassette owner can afford, and any dealer can't afford to pass.

Retailers, rocks, distributors, all want their share of this multi-million dollar market. They're waiting, and we're waiting, for you Mr. Manufacturer. Don't hesitate to call:

**ACI**

**AUDIO COMMUNICATIONS, INC.**

Route 10, Randolph Industrial Park, Dover, N. J.  
(201) 361-7600

# New 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.

**WEAM—Washington, D.C.**  
Peace—Melanie—Buddah  
Come On And Say It—Grass Roots—Dunhill  
We've Only Just Begun—Carpenters—A&M  
Neanderthal Man—Hotlegs—Capitol  
Grapevine—Creedence Clearwater—Fantasy  
Closer To Home—Grand Funk—Capitol

**WTIX—New Orleans**  
Come On And Say It—Grass Roots—Dunhill  
Bouree Man—Lenny Damon—Jubilee  
Peace—Melanie—Buddah  
Snowbird—Ann Murray—Capitol  
When You Get Right Down To It—Delfonics—Philly Groove  
All You'll Ever Get From Me—Sweet—Paramount

**WFIL—Philadelphia**  
Express Yourself—Watts 103rd St. Band—Warner Bros.  
All Right Now—Free—A&M  
Green Eyed Lady—Sugarloaf—Liberty  
We've Only Just Begun—Carpenters—A&M

**WMEX—Boston**  
Where Did I Go Wrong—Poppy Family—London  
Green Eyed Lady—Sugarloaf—Liberty  
Georgia Took Her Back—R. B. Greaves—Atco

**WQXI—Atlanta**  
We Can Make Music—Tommy Roe—ABC  
Cracklin' Rosie—Neil Diamond—Uni  
Green Eyed Lady—Sugarloaf—Liberty  
God Love And Rock And Roll—Teegarden & Van Winkle—Westbound

**WMCA—New York**  
Pick: Deeper And Deeper—Freda Payne—

Invictus  
Stand By Your Man—Candi Staton—Fame  
Indiana Wants Me—R. Dean Taylor—Rare Earth  
Come On And Say It—Grass Roots—Dunhill  
Day Is Done—Brooklyn Bridge—Buddah  
Just Let It Come—Alive & Kicking—Roulette  
God Love And Rock And Roll—Teegarden & Van Winkle—Westbound  
You And I—Geraldine Hunt & Charlie Hodges—Calla  
Make Believe—Glen Campbell—Capitol  
If I Didn't Care—Moments—Stang  
We've Only Just Begun—Carpenters—A&M

**WDGY—Minneapolis**  
Where Did I Go Wrong—Poppy Family—London  
Rainbow—Marmalade—London  
Yellow River—Christie—Epic  
On The Beach—5th Dimension—Bell  
Make Believe—Glen Campbell—Capitol  
Mongoose—Elephants Memory—Metromedia  
Look What They've Done—New Seekers—Elektra  
Fire And Rain—James Taylor—Reprise

**CKLW—Detroit**  
Still Water—4 Tops—Motown  
Out In The Country—Three Dog Night—Dunhill  
Look What They've Done—New Seekers—Elektra  
Neanderthal Man—Hotlegs—Capitol  
Baby I Need Your Lovin'—O. C. Smith—Columbia

**WKBW—Buffalo**  
El Condor Pasa—Simon & Garfunkel—

Columbia  
Express Yourself—Watts 103rd St. Band—Warner Bros.  
Make Believe—Glen Campbell—Capitol  
Soul Shake—Delany & Bonnie—Atco

**WQAM—Miami**  
Green Eyed Lady—Sugarloaf—Liberty  
Joanne—Mike Nesmith—RCA  
Pick: Make Believe—Glen Campbell—Capitol

**WABC—New York**  
It's A Shame—Spinners—V.I.P.  
Snowbird—Ann Murray—Capitol  
I'm Losing You—Rare Earth—Rare Earth  
Everybody's Got The Right—Supremes—Motown

**WLS—Chicago**  
Snowbird—Ann Murray—Capitol  
Where Did I Go Wrong—Poppy Family—London  
Indiana Wants Me—R. Dean Taylor—Rare Earth  
Cracklin' Rosie—Neil Diamond—Uni  
Out In The Country—Three Dog Night—Dunhill

**WOKY—Milwaukee**  
I'll Be There—Jackson 5—Motown  
We've Only Just Begun—Carpenters—A&M  
Holy Man—Diane Kolby—Columbia  
Laugh—Neighborhood—Big Tree  
LPs: Up On The Roof—Carole King—Ode 70  
So Many People—Neighborhood—Big Tree  
Cry Me A River—Joe Cocker—A&M  
Only You And I Know—Dave Mason—Blue Thumb

**KXOK—St. Louis**  
Make Believe—Glen Campbell—Capitol  
Look What They've Done—New Seekers—Elektra  
If I Didn't Care—Moments—Stang  
We Can Make Music—Tommy Roe—ABC  
Come On Say It—Grass Roots—Dunhill  
Green Eyed Lady—Sugarloaf—Liberty  
Long Long Time—Linda Ronstadt—Capitol

**WMAK—Nashville**  
Cracklin' Rosie—Neil Diamond—Uni  
It's A Shame—Spinners—V.I.P.  
Pick: Flowers For Your Pillow—Neon Philharmonic—Reprise  
All Right Now—Free—A&M  
We've Only Just Begun—Carpenters—A&M  
I Cried—Crystal Gayle—Decca  
Soul Shake—Delany & Bonnie—Atco  
LP: War And Peace—Edwin Starr—Gordy

**KHJ—Hollywood**  
We've Only Just Begun—Carpenters—A&M  
I'll Be There—Jackson 5—Motown  
Rainbow—Marmalade—London  
Out In The Country—3 Dog Night—Dunhill  
That's Where I Went Wrong—Poppy Family—London  
Neanderthal Man—Hotlegs—Capitol  
LP: Cry Me A River—Joe Cocker—A&M

**KYA—San Francisco**  
Lola—Kinks—Warner Bros.  
Gaslamps And Clay—Blues Image—Atco  
El Condor Pasa—Simon & Garfunkel—Columbia

**KYNO—Fresno**  
All Right Now—Free—A&M  
El Condor Pasa—Simon & Garfunkel—Columbia  
Out In The Country—3 Dog Night—Dunhill  
Groovy Situation—Gene Chandler—Mercury  
Rainbow—Marmalade—London  
That's Where I Went Wrong—Poppy Family—London  
Neanderthal Man—Hotlegs—Capitol  
LP: Stage Fright—Time To Kill—Band—Capitol  
LP: Mad Dogs & Englishmen—Cry Me A River—Joe Cocker—A&M

**KIMN—Denver**  
Yellow River—Christie—Epic  
Make Believe—Glen Campbell—Capitol  
Stoned Cowboy—Fantasy—Liberty  
El Condor Pasa—Simon & Garfunkel—Columbia  
Don't Play That Song—Aretha Franklin—Atlantic  
And The Grass Won't Pay No Mind—Mark Lindsay—Columbia

**WAYS—Charlotte**  
Deeper Deeper—Freda Payne—Invictus  
I'll Be There—Jackson 5—Motown  
Stand By Your Man—Candi Station—Fame  
If I Didn't Care—Moments—Stang  
Every Night—Billy Joe Royal—Columbia  
Green Eyed Lady—Sugarloaf—Liberty  
LP: Chicago—Columbia  
LP: Grand Funk—Capitol

**WIXY—Cleveland**  
Where Did I Go Wrong—Poppy Family—London  
Indiana Wants Me—R. Dean Taylor—Rare Earth  
Neanderthal Man—Hotlegs—Capitol  
Express Yourself—Watts 103rd St. Band—Warner Bros.  
Soul Shake—Delany & Bonnie—Atco  
Baby I Need Your Loving—O. C. Smith—Columbia  
Screaming Night Hog—Steppenwolf—Dunhill

**WMPS—Memphis**  
Sunday Morning Coming Down—Johnny Cash—Columbia  
If I Didn't Care—Moments—Stang  
We're All Playing—Bert Sommer—Eleuthera  
Still Water—4 Tops—Motown  
As Years Go By—Mashmakhan—Epic  
Green Eyed Lady—Sugarloaf—Liberty  
Mongoose—Elephant's Memory—Metromedia  
Too Many People—Cold Blood—San Francisco  
Screaming Night Hog—Steppenwolf—Dunhill  
Better Times—Rhinoceros—Elektra  
Sisters In Sorrow—Brenda Lee—Decca  
For What It's Worth—Sergio Mendes—A&M  
I Stand Accused—Isaac Hayes—Enterprise  
Make Believe—Glen Campbell

**WSAI—Cincinnati**  
We've Only Just Begun—Carpenters—A&M  
Where Did I Go Wrong—Poppy Family—London  
God Love And Rock And Roll—Teegarden & Van Winkle—Westbound  
Long Long Time—Linda Ronstadt—Capitol  
Make Believe—Glen Campbell—Capitol  
Somebody's Been Sleeping—100 Proof—Hot Wax

**KILT—Houston**  
Pick: God Love And Rock And Roll—Teegarden & Van Winkle—Westbound  
We've Only Just Begun—Carpenters—A&M  
And The Grass Won't Pay No Mind—Mark Lindsay—Columbia  
As Years Go By—Mashmakhan—Epic  
Dirty Woman—Merlin—1 2 3  
I Do Take You—3 Degrees—Roulette

**WRKO—Boston**  
Out In The Country—3 Dog Night—Dunhill  
We've Only Just Begun—Carpenters—A&M  
God Love And Rock And Roll—Teegarden & Van Winkle—Westbound  
Groovy Situation—Gene Chandler—Mercury  
Neanderthal Man—Hotlegs—Capitol

**WHB—Kansas City Mo.**  
Pick: I'll Be There—Jackson 5—Motown  
Deeper Deeper—Freda Payne—Invictus  
Look What They've Done—New Seekers—Elektra  
We Can Make Music—Tommy Roe—ABC  
I Stand Accused—Isaac Hayes—Enterprise

**KFRC—San Francisco**  
We Can Make Music—Tommy Roe—ABC  
El Condor Pasa—Simon & Garfunkel—Columbia  
I'll Be There—Jackson 5—Motown  
Green Eyed Lady—Sugarloaf—Liberty  
LP: On The Waters—Look What You've Done—Bread—Elektra

**KGB—San Diego**  
We've Only Just Begun—Carpenters—A&M  
God Love And Rock And Roll—Teegarden & Van Winkle—Westbound  
Montego Baby—Bobby Bloom—L&R

**KRLA—Pasadena**  
Look What They've Done—New Seekers—Elektra  
We Can Make Music—Tommy Roe—ABC  
I'll Be There—Jackson 5—Motown  
God Love And Rock And Roll—Teegarden & Van Winkle—Westbound  
Holy Man—Diane Kolby—Columbia  
LPs: Chicago—Wake Up Sunshine—Columbia  
Green Eyed Lady—Sugarloaf—Liberty

**WAPE—Jacksonville, Fla.**  
El Condor Pasa—Simon & Garfunkel—Columbia  
Yes—Everly Bros.—Warner Bros.  
Indiana Wants Me—R. Dean Taylor—Rare Earth  
We've Only Just Begun—Carpenters—A&M  
Green Eyed Lady—Sugarloaf—Liberty  
Grass Don't Pay No Mind—Mark Lindsay—Columbia  
Deeper Deeper—Freda Payne—Invictus  
I'll Be There—Jackson 5—Motown  
Night Time:  
Express Yourself—Watts 103rd St. Band—Warner Bros.  
Closer To Home—Grand Funk—Capitol

## BOBBY'S

fourth gold single and his biggest yet. (RIAA certified it last week.) "Julie, Do Ya Love Me" is heading for number one. By the time you read this ad, the total units to date will be over 1.5 million and selling. Watch it leap to number one.



And By The Way NATRA Thanks Again.



The Staple Singers  
Best Folk Gospel Group



STAX RECORDS, 98 North Avalon, Memphis, Tennessee 38104.

(Cont'd on page 30)

# Al Capps' 15 gold singles almost speak for themselves.

He got them as the arranger for Gary Puckett and The Union Gap, Bobby Sherman, and Spiral Starecase.

Now, after a six month search to find the right song, he's begun to arrange for himself. His first Columbia single, "Odyssey Park Rock." And it's already on the air in Top 40 markets.

But that should be no surprise. Because you don't arrange 15 gold singles for other people without learning a few things for yourself.

**The Al Capps Band. "Odyssey Park Rock."**

4-45219

**On Columbia Records** 

# New 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.

**WSGN—Birmingham, Ala.**  
Out In The Country—Three Dog Night—Dunhill  
El Condor Pasa—Simon & Garfunkel—Columbia

**WGLI—Babylon, N.Y.**  
We've Only Just Begun—Carpenters—A&M  
I'll Be There—Jackson 5—Motown  
Fire & Rain—James Taylor—Reprise  
Long Long Time—Linda Ronstadt—Capitol

**WKLO—Louisville, Ky.**  
God Love & Rock & Roll—Teegarden & Van Winkle—Westbound  
I'll Be There—Jackson 5—Motown  
El Condor Pasa—Simon & Garfunkel—Columbia  
On The Beach—5th Dimension—Bell  
Our World—Blue Mink—Phillips  
Gas Lamps & Clay—Blues Image—Atco

**KIOA—Des Moines, Iowa**  
Long Long Time—Linda Ronstadt—Capitol  
Soul Shake—Delaney & Bonnie—Atco  
Look What They've Done—Seekers—Electra  
We Can Make Music—Tommy Roe—ABC  
It's Only Make Believe—Glen Campbell—Capitol

**WPOP—Hartford, Conn.**  
Indiana Wants Me—R. Dean Taylor—Rare Earth  
Funk #49—James Gang—ABC  
Long Long Time—Linda Ronstadt—Capitol  
Our World—Blue Mink—Phillips  
It's Only Make Believe—Glen Campbell—Capitol  
Let's Work Together—Canned Heat—Liberty  
We've Only Just Begun—Carpenters—A&M  
Sweetheart—Engelbert Humperdinck—Parrot  
Revolution—Reivers—White Whale

**WHLO—Akron, Ohio**  
All Right Now—Free—A&M  
Closer To Home—Grand Funk—Capitol  
Green Eyed Lady—Sugarloaf—Liberty  
It's A Shame—Spinners—V.I.P.  
God Love & Rock & Roll—Teegarden & Van Winkle—Westbound  
We're All Playing—Bert Sommer—Eleuthera  
As Years Go By—Mashmakahn—Epic  
Indiana Wants Me—R. Dean Taylor—Rare Earth  
We've Only Just Begun—Carpenters—A&M  
Pick: Come On, Say It—Grassroots—Dunhill

**WPRO—Providence, R.I.**  
We've Only Just Begun—Carpenters—A&M  
El Condor Pasa—Simon & Garfunkel—Columbia  
Fire & Rain—James Taylor—Reprise  
Long Long Time—Linda Ronstadt—Capitol  
Deeper Deeper—Freda Payne—Invictus  
Out In The Country—Three Dog Night—Dunhill

**WING—Dayton, Ohio**  
Out In The Country—Three Dog Night—Dunhill  
It's Only Make Believe—Glen Campbell—Capitol  
Still Water—Four Tops—Motown  
Lola—Kinks—Reprise  
We Can Make Music—Tommy Roe—ABC

**WBBO—Augusta, Ga.**  
Peace Will Come—Melanie—Buddah  
Mongoose—Elephant's Memory—Metromedia  
Deeper Deeper—Freda Payne—Invictus  
Fire & Rain—James Taylor—Reprise  
Turn On To Me—Impressions—Curton  
As Years Go By—Mashmakahn—Epic  
Pick: Where Did All The Good Times Go—Classics IV—Liberty

**WKWK—Wheeling, W. Va.**  
All You'll Ever Get—Sweet—Paramount  
I Do Take You—Three Degrees—Roulette  
Funky Man—Kool & Gang—De-lite  
If I Didn't Care—Moments—Stang  
As Years Go By—Mashmakahn—Epic  
It's Only Make Believe—Glen Campbell—Capitol  
In The Beginning—Jacky Corneil—Lionel  
Something—Shirley Bassey—U.A.  
It Must Be Love—Bobby Rydell—RCA

**WBAM—Montgomery, Ala.**  
We Can Make Music—Tommy Roe—ABC  
Out In The Country—Three Dog Night—Dunhill  
Just Let It Come—Alive & Kicking—Roulette  
Gas Lamps & Clay—Blues Image—Atco

**WJET—Erie, Pa.**  
We Can Make Music—Tommy Roe—ABC  
I Do Take You—Three Degrees—Roulette  
When You Get Right Down To It—Delfonics—Philly Groove  
Do What You Wanna—5 Flights Up—TA  
Montego Bay—Bobby Bloom—Mercury  
Deeper & Deeper—Freda Payne—Invictus  
Pick: El Condor Pasa—Simon & Garfunkel—Columbia

**WIFE—Indianapolis, Ind.**  
Lola—Kinks—Reprise  
Only You Know—Dave Mason—Blue Thumb  
Look What They've Done—Seekers—Elektra  
That's Where—Poppy Family—London  
El Condor Pasa—Simon & Garfunkel—Columbia  
Indiana Wants Me—R. Dean Taylor—Rare Earth  
We Can Make Music—Tommy Roe—ABC  
God Love & Rock & Roll—Teegarden & Van Winkle—Westbound  
Mongoose—Elephant's Memory—Metromedia  
Out In The Country—Three Dog Night—Dunhill  
Pick: Fire & Rain—James Taylor—Reprise

**WLOF—Orlando, Fla.**  
The Box—Kendrew Lascelles—Media Arts  
Green Eyed Lady—Sugarloaf—Liberty  
Peace Will Come—Melanie—Buddah

**WDRC—Hartford, Conn.**  
Georgia—R. B. Greaves—Atco  
We Can Make Music—Tommy Roe—ABC  
Soul Shake—Delaney & Bonnie—Atco  
It's Only Make Believe—Glen Campbell—Capitol  
El Condor Pasa—Simon & Garfunkel—Columbia  
Still Water—Four Tops—Motown  
Indiana Wants Me—R. Dean Taylor—Rare Earth

**WAAB—Worcester, Mass.**  
It's Only Make Believe—Glen Campbell—Capitol  
I Just Want To Keep It Together—Paul Davis—Bang  
El Condor Pasa—Simon & Garfunkel—Columbia  
Odyssey Park Roll—Al Capps Band—Columbia  
Still Waters—Four Tops—Motown  
Sunday Morning—Johnny Cash—Columbia

**WLAV—Grand Rapids, Mich.**  
All Right Now—Free—A&M  
As Years Go By—Mashmakahn—Epic  
Joanne—Mike Nesmith—RCA  
It's Only Make Believe—Glen Campbell—Capitol  
Look What They've Done—Seekers—Electra  
Pick: Somebody's Been Sleeping—100 Proof—Hot Wax

**WIRL—Peoria, Ill.**  
Come With Me—Utopia Pkwy.—U.A.  
Deeper Deeper—Freda Payne—Invictus  
Georgia—R. B. Greaves—Atco  
I'll Be Right There—Jackson 5—Motown  
It's Only Make Believe—Glen Campbell—Capitol  
Just Let It Come—Alive & Kicking—Roulette

**WFEC—Harrisburg, Pa.**  
Let's Work Together—Canned Heat—Liberty  
Gas Lamps & Clay—Blues Image—Atco  
I Do Take You—Three Degrees—Roulette  
Cracker Jack—Micky & His Mice—Capitol  
Deeper Deeper—Freda Payne—Invictus

**KLEO—Wichita, Kansas**  
All The Tired Horses—Bob Dylan—Columbia  
God Love & Rock & Roll—Teegarden & Van Winkle—Westbound  
Gonna Get Along Without You—Sweet Rain—Polydor  
Indiana Wants Me—R. Dean Taylor—Rare Earth  
Long Long Time—Linda Ronstadt—Capitol  
It's Only Make Believe—Glen Campbell—Capitol  
Our World—Blue Mink—Phillips  
El Condor Pasa—Simon & Garfunkel—Columbia  
Fire & Rain—James Taylor—Reprise  
Sympathy For The Devil—Stones—London

**KEYN—Wichita, Kansas**  
Gas Lamps & Clay—Blues Image—Atco  
Deeper Deeper—Freda Payne—Invictus  
Father Come On Home—Pacific Gas—Columbia  
Candida—Dawn—Bell  
LP CUTS:  
Brand New Day—Al Kooper—Columbia  
Jamima Surrender—Band—Capitol  
She Belongs To Me—Bob Dylan—Columbia  
Does Anybody Really Know What Time It Is—Chicago—Columbia

**WKIX—Raleigh, N.C.**  
Still Water—Four Tops—Motown  
We Can Make Music—Tommy Roe—ABC

**WAVZ—New Haven, Conn.**  
Indiana Wants Me—R. Dean Taylor—Rare Earth  
Deeper Deeper—Freda Payne—Invictus  
Our World—Blue Mink—Phillips  
If I Didn't Care—Moments—Stang  
Better Think Twice—Poco—Epic  
Picks: Our House—Crosby Stills, Nash & Young—Atlantic  
I'll Be There—Jackson 5—Motown  
God Love & Rock & Roll—Teegarden & Van Winkle—Westbound  
We've Only Just Begun—Carpenters—A&M

## "JULIE"

is the next number one single in the country. RIAA certifies "Julie, Do Ya Love Me" by BOBBY SHERMAN as a GOLD RECORD. His fourth gold single (he also has two gold albums) in less than a year and a half.



And Before We Forget NATRA,  
Thanks.

*Al Bell*

Al Bell



STAX RECORDS, 98 North Avalon, Memphis, Tennessee 38104.

## New Additions To Radio Playlists

(Cont'd from p. 28)

**WIBG—Philadelphia**  
Pick: We've Only Just Begun—Carpenters—A&M  
Pick: God Love And Rock And Roll—Teegarden & Van Winkle—Westbound  
I Stand Accused—Isaac Hayes—Enterprise  
Out In The Country—3 Dog Night—Dunhill

**KQV—Pittsburgh**  
We Can Make Music—Tommy Roe—ABC  
We're Only Just Begun—Carpenters—A&M  
Express Yourself—Watts 103rd St. Band—Warner Bros.  
Fire And Rain—James Taylor—Reprise  
I'll Be There—Jackson 5—Motown

### Stuarti To Record LP

NEW YORK—Enzo Stuarti, songster also known for his "That's A Nice" Ragu Spaghetti commercial, will soon release a new single by the same name. His LP, planned for an Oct. release, is now being prepared by Stereo Dimension Records.

**WKNR—Detroit**  
Stay Away From Me—Major Lance—Curton  
Love Uprising—Otis LaValle—Dakar  
If I Didn't Care—Moments—Stang  
Fire And Rain—James Taylor—Reprise  
Look What They've Done—New Seekers—Elektra  
We've Only Just Begun—Carpenters—A&M

### Boye Tries New Approach

NEW YORK—Almost anyone can tell you how to write a song, but very few know how to go about placing it with a record company or artist. Henry Boye, songwriter, and former manager of The Emotions, has written a book called "How To Make Money Selling Songs You Write." The book is aimed at telling new songwriters how to go about selling their material. Released by Frederick Fell, Inc., the book, in hard cover form, will sell for \$4.95.



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**"HE'S EVERYWHERE"**

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**"HE'S EVERYWHERE"**

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**"RANDY DENNISON'S  
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APPROACH TO THE CON-  
TEMPORARY UNDERGROUND  
SCENE.



**BOB DALTON**  
**"MAMA CALL  
ME HOME"**

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THE ORIGINAL AND HIT VERSION



**HOLLY GARRETT**  
**"IT'S THE RIDER"**

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- New York
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ABC/DUNHILL FEST — Shown at the recent ABC/Dunhill national convention held over the weekend of Aug. 31 in Hollywood are TOP (l. to r.) Jay Lasker, president of ABC/Dunhill Records with Leonard H. Goldenson, (far right) president of the ABC Corporation. Jay Lasker introducing producer Allan Sandler and Mike Marmer, creators of the new ABC Fall Series, "Lance Link." Bluesmaster B. B. King performing. BOTTOM (l. to r.) Jay Lasker with Steve Barri, ABC/Dunhill veep in charge of A&R. Lancelot Link, star of his own ABC/TV series and ABC/Dunhill recording artist, goes ape while ABC/Dunhill prexy Jay Lasker digs the action. New ABC/Dunhill recording group Bush.

## ABC/Dunhill's 'Gumdrops' Meet

(Con't. from Page 8)

Named in the new executive structure of ABC/Dunhill were the following:

Jay Lasker—President ABC/Dunhill

Howard Stark—executive vice president ABC/Dunhill

Marvin Helfer — vice president ABC/Dunhill

Dennis Lavinthal—national director of sales ABC/Dunhill

Lou Sebok—director of ABC Branch Operations

Don Thorn—director of marketing (Impulse/Westminster/Audio Treasury Series)

Marty Goldrod—ABC sales manager

Julie Zimmand—Dunhill sales manager

Joe Carbone—field rep east coast

Charlie Trepel—special projects

Marty Hirsch—field rep midwest

Barry Gross—vice president and national promo manager Dunhill Records

Larry Ray—national promo manager LP's for ABC/Dunhill

Marty Kupps—national promo manager ABC

Steve Barri—vice president A&R

Joel Sill—vice president publishing

**Budget Tapes Previewed**

A new line of ABC/Dunhill budget tapes on the APT label was announced, with an initial release of 35 titles with a suggested retail price of \$3.98. The line will be affiliated with both GRT and AMPEX.

Ferrante & Teicher—Tempation

Judy Garland—At The Palace

Jimmy Reed—Cookin'

Johnny Nash—Imagination

The Impressions—Keep On Pushin'

Day of The Bullfight—Sabicas

My Funny Valentine—Jane Morgan

The Best of the Tams

The Copacabana Trio—Cuando Caliente El Sol

The Mamas & The Papas Instrumental Song Book

The Best of Walt Disney—The Trousdale Strings & The Dawn Chorale

The Best of Mickie Finn

Sabicas & Montoyo—The Giants of Flamenco

The Best of Barry McGuire

Kay Starr—When The Lights Go On Again

The Brass Ring Plays Great Movie Love Themes

The Mamas & The Papas—Dedicated To The One I Love

Jerry Smith—Truck Stop

The Country Sound of Curly Putman

The Country Sound of Jimmy Dempsey

Elton Britt—The Wandering Cowboy

Dion & The Belmonts—Together Again

Brian Hyland—Sealed With A Kiss

The Best of Steve Lawrence

Eydie Gorme—I'll Take Romance

Steve Lawrence & Eydie Gorme—This Could Be The Start of Something

The Best of Della Reese

The Best of Frankie Laine

Fats Domino—Groovin'

The Best of Alfred Apaka—Hawaiian Village Nights

Louis Armstrong Sings What A Wonderful World

The Best of Lloyd Price

Ruby And The Romantics—On A Clear Day

The Original Hits Volume I—The Hits That Started Rock & Roll

The McGuire Sisters—Right Now

Classics on Westminster Gold

A new line of budget classical LP's was announced on the WESTMINSTER GOLD label, with an initial release of 35 LP's, with a suggested retail price of \$2.98.

Best of Tchaikovsky—Philharmonic Orch., London-Vienna Opera Orch.—The Utah Symphony Orch. Conductors: Rodzinski-Abravanel-Aliberti

Best of Beethoven—London Symphony-Vienna Opera Orch.-Pittsburgh Symphony. Conductors: Montoux-Scherchen-Steinberg

Best of Bach—Vienna Opera Orch./Scherchen—C. Weinrich, V. Fox/Organ-Greenhouse Cello—Makas/Piano.

The Best From the Russia We Love—Vienna Opera Orch.-L'Orchestre des Concerts, Colonne. Conductors: Scherchen-Dervaux-Abravanel

Best of Puccini for Orchestra—Vienna Opera Orch. Sy Shaffer conducting

Best Known Overtures—Vienna Opera Orch.—Vienna Festival Orch. Conductors: Scherchen-Adler-Rudel

Julian Breams Greatest Hits—Julian Bream

Virgil Fox's Greatest Hits—Virgil Fox

Baroque & Contemporary Concertos For Trumpets and Orchestra—Soloists: Delmotte-Haneuse-Andre-Vienna Opera Orch. Orch. des Concerts Lamoureux. H. Scherchen-Andre Jolivet/conductors

Spanish Guitar—John Williams

Gassman: Electronic Music for the Ballet—New York City Ballet Co. George Balanchine/Director

Green Sleeves and Theme from Tallis—Sir Adrian Boult Conducts Vienna Opera Orch.

Beethoven—Piano Concerto 3 and Choral Fantasy—Daniel Barenboim/Piano-Laszio Somogy/Cond.—Vienna Acad. Choir & Vienna Opera Orch.

Julian Bream Plays Bach

Handel: Water Music—Scherchen

conducting Vienna Opera Orch.

Flutz & Harpsichord Sontatas—Rampal/Flute — Lacroix/Harpsichord

Organs of the National Shrine, Washington, D.C.—M&M Durufle/Organists

Norman Treigel Arias (Verdi, Mozart, Ponchielli, Halevy, Gounod)—Vienna Radio Orch./Chorus—Jessi

Jalas conducting.

Brahms: Hungarian Dances—Gerle/Violin—Shetler/Piano

Beethoven: Piano Sonatas—Moonlight — Appassionata — Pathetique—R. Lewenthal

Liszt: Hungarian Rhapsodies—Vienna Opera Orch.—H. Scherchen conducting

Korsakoff: Scheherazade—Vienna Opera Orch.—Scherchen conducting

Gershwin: American in Paris—Rhapsody in Blue—Utah Symphony Orch. Conducted by Abravanel

Beethoven: 5th Symphony/Schubert: Unfinished Symphony Philharmonic Symphony Orchestra of London-Rodzinski conducting

Charm of Lullabies—Maureen Forrester—J. Newmark/Piano

1812 Overture/Cappriccio Italien/Cappriccio Espanol—Vienna Opera Orch.—Deutschmeister Band—Abravanel conducting

Holst: The Planets—Sir Adrian Boult conducts Vienna Opera Orch. and Academy Chorus

Berloiz: Romeo & Juliet (Comp.)—Pierre Monteux conducting London Symphony Orch. & Chorus

Masterpieces Russian Church Music—Capella Russian Male Chorus—Conducted by Nicholas Afonsky

Provocative Electronics—Emerson Meyers director

Wagner: Der Ring Des Niblelungen—Pittsburgh Symphony—William Steinberg conducting

Bolero/Sorcerers Apprentice/Espana/Fire Dance—Vienna Opera Orch. E. Scherchen conducting

Vivaldi: Gloria—Vienna Opera Orch. & Academy Chorus—Herman Scherchen conducting

Tchaikovsky: Swan Lake Excerpts Abravanel conducting the Utah Symphony Orch.

Haydn: Military and Farewell Symphonies: Vienna State Opera Orch. H. Scherchen conducting

**Dunhill, ABC, Command and Impulse Product**

A Convention-Fall release of 19 major LP's on Dunhill, ABC, Command and Impulse labels was announced. The Dunhill release consists of 8 LP's.

**DUNHILL**

Atlee—Atlee, The Grass Roots—More Golden Grass, Three Dog Night—Naturally, Emitt Rhodes—Emitt Rhodes, Steppenwolf—7, Magana Carta—Seasons, Arties Kornfeld—A Time To Remember—The Artie Kornfeld Tree, Mama Cass Elliot—Mama's Big Ones—The Best of Mama Cass, The ABC releases consist of 8

LP's, including three major motion picture soundtrack LP's. . . Blues

Magoos—Gulf Coast Bound, B. B. King—Indianola Mississippi Seeds, Tommy Roe—We Can Make Music, Lance Link—Lance Link—Evolution/Revolution, Rare Bird—As Your Mind Flies By, Zachariah—Soundtrack, Song of Norway—Soundtrack, Lovers and Other Strangers—Soundtrack, The Impulse release is . . . Pharoah Sanders—Summun-Bukman-Umyun, John Coltrane—The Best of John Coltrane, The Command label release is . . . Doc Severinsen—The Best of Doc Severinsen

**Two From Audio Treasury**

A new classical label was announced, Audio Treasury, with an initial release of two major LP's, Beverly Sills—Beverly Sills Sings Mozart/Strauss Barbosa-Lima — Scarlatti.

Business meetings were followor on Saturday nite (Aug. 29) with a banquet at the Century Plaza Hotel. Aside from distribs and licensees, more than 30 radio stations were represented along with reps from GRT, Ampex and the press. A new group, Bush, performed and was followed by B. B. King and his orchestra. King, who also worked the Greek Theater the same night, was one of the in-person highlights of the meet.

**Victor 4-Channel Disk**

(Con't. from Page 8)

JVC America, Inc., offers Victor's consumer products throughout the United States. Inquiries should be sent to Genald Orbach, national merchandising manager, at JVC headquarters, 50-35 56th Road Maspeth L.I., N.Y., 11378—(212) EX 2-2668

**Specifications**

Characteristics of the disk:

1. System: CD-4

2. RPM and size: same as conventional records

3. Compatibility: compatible with conventional 2-channel stereo record and playback units; and with monorecords.

4. Frequency range: sum: 30-15,000 Hz difference: 20,000-45,000 Hz

5. Cross talk: between left and right: 25dB front to rear: 20dB

6. Signal to noise ratio: better than 50dB

7. Life: same as usual stereo disk

**Characteristics of 4-channel reproducer:**

Pick-up cartridge:

1. Frequency response: 20-45,000 Hz

2. Type of stylus: Elliptical

3. Needle pressure: 1.5 gr.

4-channel decoder:

1. Frequency response: each channel 30-15,000 Hz

2. Output: 0.1 volt

3. Transistors: 29



## Pop Picks

### HISTORICAL PERFORMANCES RECORDED AT THE MONETARY INTERNATIONAL POP FESTIVAL — Otis Redding, Jimi Hendrix Experience — Reprise-2029

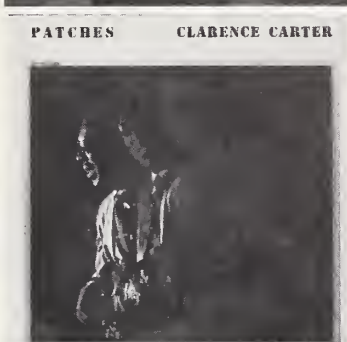
This live album, recorded at the Monterey Pop Festival in 1967, devotes an entire side to the incredible Otis Redding, and one side to the Jimi Hendrix Experience. Unlike many live albums recorded, this one contains all the excitement and splendor of the actual performance. Hendrix and company perform Dylan's "Like A Rolling Stone," "Rock Me, Baby," "Can You See Me," and "Wild Thing." The flip side finds Redding doing "Shake," "Respect," "I've Been Loving You Too Long," the Stones' "Satisfaction," and "Try A Little Tenderness." This LP is a must for all music lovers.

### LEFTOVER WINE — Melanie — Buddah — 5066

With her current chart single, "Peace Will Come," Melanie wasted no time in releasing this fine package which includes the single as well as 11 other self composed tunes. Many of the numbers, such as "Close To It All," "Beautiful People," and "Animal Crackers" have been taken from previous albums, but they are always a refreshing treat. Other selections include "Uptown And Down," "Mama Mama," "Psychotherapy," and the title tune, "Leftover Wine." This album looks like it'll be a huge chart item. Watch out for it!

### GREATEST HITS — O. C. Smith — Columbia — 30227

If God didn't make little green apples, he sure can make hit records! This latest package from O. C. is just that—a collection of songs that have put him right at the top of the charts week after week. "Little Green Apples," "Son of Hickory Holler's Tramp," "Honey," and a host of other cuts should make this a huge chart item.



### AFTER THE GOLD RUSH — Neil Young — Reprise 6383

After his premier album with CS&N, after the Gold Rush, d'ya see, comes Neil Young's third solo LP. Just as the works of Buffy St. Marie reflect our both proud and sorrowful past, so the songs of Neil are the spirit of the great American West. The record is a document simultaneously from the past and of the present and perhaps that is where Neil's popularity stems from. It's nice to think so, in any case. Minor keys, churning rhythms, heartbreaking melodies and very special lyrics, all hallmarks of Young material are here with a vengeance. With Neil are Crazy Horse, Steve Stills and pianist Nils Lofgren all forged into one entity burning with Young's convictions. The path is clear. "After The Gold Rush" should be Neil Young's largest selling LP.

### PATCHES — Clarence Carter — Atlantic 8267

From the dynamite single, "Patches," comes the new Clarence Carter LP of the same name. It's a surefire chart deck from first cut to last, starting with Tony Joe White's "Willie And Laura Mae Jones" through his own "Say Man" and "I Can't Leave Your Love Alone," to the Lennon-McCartney "Let It Be," this is a fine offering by the strong voiced Carter which should please his long time fans and at the same time garner him many new ones.

### CLOSE TO YOU — Carpenters — A&M 4271

This is, in fact, the Carpenters' second album. The first, "Offering," was released with little fanfare, and so was passed by by a lot of people. No one will pass this one by, which just goes to show what a hit single can do. So it goes. A good deck, this one, with the title hit, Tim Hardin's "Reason To Believe," Beatles' "Help," and Bacharach-David's "Baby It's You" and "I'll Never Fall In Love Again." Much of the LP features some fine material penned by Richard Carpenter. All in all this offering is fully as good as the first.

## Newcomer Picks

### FOTHERINGAY — A&M — 4269

And so we come to Sandy Denny of the Judy Collins-Joni Mitchell-S. Denny trilogy. Sandy's mellow voice and arresting songs brought fame to Britain's Fairport Convention. Now she's left to fulfill the early promise with Fotheringay. In all, the group comprises five superb musicians. Jerry Donahue's warm lead guitar is neither over-loud nor overdubbed but consistently spins out controlled and original melodies. Trevor Lucas shares vocals with Sandy, whose songs show both a contemporary immediacy and a strong link with the British Isle's past. An important release because groundswell is beginning (justifiably, I might add—no hyp) that will launch Sandy into super-stardom. Get in on the beginning.



### AN EVENING WITH — Danto Shaft — Decca — DL-75217

If you've been looking for a bright new interesting album, stop right here. This package by Danto Shaft is what you've been waiting for. The group combined their writing talents and came up with one of the most refreshing LP's in a long time. All the cuts on the album are exceptional, with "In The Country," and the instrumental "Drops Of Brand," standing out a little above the others. The group should be attracting a lot of attention with this release.

## Pop Best Bets

### IN CALIFORNIA — Compton & Batteau — Columbia 30039

Once upon a time there was a group called Appaloosa. All of the songs on their first LP were composed and sung by John Compton. He and violinist Robin Batteau have left the group to construct this gentle and fleecy album that brings back memories of unhurried warm summer days merging from one to another in a lazy procession. John's material is immediately recognizable as his own with a great deal of classical influence in evidence like "Silk On Steel," and "Elevator." But there's also uptempo material that is delivered with great panache, like "Honeysuckle" and "Homesick Kid." When the ears get overloaded with the heavies, this album is the one to spin.



### SECOND THOUGHTS — McKendree Spring — Decca 75230

One of the happiest things to happen to Decca in recent months was their signing McKendree Spring. As the title suggests this is the group's second album and a fine progression it is too. Fran McKendree, main-spring of the group, leads them through soft material like James Taylor's "Fire And Rain," and "Got No Place To Fall" and on to the harder-edged songs like "Friends Die Easy" and "Because It's Time." An excellent album.

### CONCERT IN STEREO/LIVE AT THE SAHARA/TAHOE — Ray Conniff — Columbia-G-30122

With the release of this 21 cut, two record set, Ray Conniff and his singers dip their musical know-how into every field of the business, and come up with a natural winner. Conniff performs an Improvisation On Schubert's "Serenade," and in improvisation on Chopin's "Nocturn In E Flat," as well as the standards, "Tea For Two," "Besame Mucho," "Smoke Gets In Your Eyes," "Mack The Knife," and "He's Got The Whole World In His Hands." The album is a must for all easy listening fans.



### THE BEST OF VAN MORRISON — Bang 222

Shortly after leaving the Irish group Them, lead singer Van Morrison embarked on a short but interesting career at Bang Records. Here then is the best of the early cuts of Van on his own. Included are his highly acclaimed "Brown Eyed Girl" and "Spanish Rose" along with two previously unreleased tracks "Send Your Mind" and "The Back Room." The rest of the set is made up of B sides and suchlike but they are pretty consistent and give the avid Van Morrison fan a good glimpse of his dawning talent.

## Pop Best Bets

### THANK CHRIST FOR THE BOMB — Groundhogs — Liberty 7644

The British are coming again, and this time in the form of the Groundhogs. This English trio lays down some fine rock music featuring Tony McPhee on vocals. The lp contains nine solid songs including the title tune. "Thank Christ For The Bomb," with the emphasis on satire and lyrical content. Other impressive cuts are "Strange Town," "Ship On The Ocean," and "Soldier."



### GYPSY QUEEN — Priscilla — Sussex — SXBS-7002

Lovely Priscilla, the gypsy queen, comes on strong with this fine package of 11 songs. Of the 11, six were written by the gypsy queen herself, who just happens to be Rita Coolidge's sister, and those are the ones which should capture your immediate attention. "Good Morning Freedom," "The Children Remind You," "Long Rivers Flow," "Hummingbird," and "Spring Rain," the remaining five tunes, also prove very interesting.

### SHIRLEY BASSEY IS REALLY SOMETHING — Shirley Bassey — UAS-6765

Shirley Bassey collected an impressive list of songs for her latest album including the Beatles, "Something," "Spinning Wheel," "Light My Fire," and from Hair, "Easy To Be Hard." The lp makes for some very easy listening and should please all her fans.

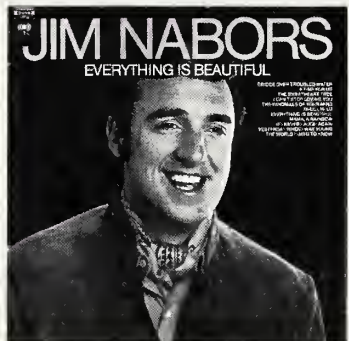


### FRIENDS — Feather — Columbia-30137

This new album release by a group called Feather, puts together a brand new set of good time, happy-go-lucky music that should please a lot of easy listening fans. Some of the finer selections include "Alone Too Long To Be Lonely," "The Bible Way Mission Band," "No Time For Sorrow," and "The Fifth Stone." Could stir a lot of chart action if it catches on.

### KEN LYON IN CONCERT — Ken Lyon — Decca — DL 75197

A very interesting album by folk artist Ken Lyon who includes in the package, the ever popular "Muscle In My Arm," along with seven other tracks. Ken also performs Paul Simon's "Homeward Bound," and Dylan's "Girl From The North Country." The album is very well recorded for a live product and is worth your attention.



### EVERYTHING IS BEAUTIFUL — Jim Nabors — Columbia-30129

Everything is Jim Nabors on this brand new package featuring 11 beautifully done songs. Included on the LP, aside from the title tune, is Rod McKuen's "The World I Used To Know," and the ever popular Paul Simon number, "Bridge Over Troubled Water." Jim tears into these 11 cuts as only he can, and the results will soon be found right on the LP charts!

### MONGO '70 — Mongo Santamaria — Atlantic — 1567

Mongo Santamaria, who seldom misses the charts, should have no trouble finding his way right to the top again with the release of his latest LP, Mongo '70. With a brand new band, who incidentally are responsible for writing the entire album, Mongo and company lay down some fine Latin rhythms that should attract a lot of attention. Some of the more interesting tracks include "Wind-jammer," "March Of The Panther," "Night Crawler," and "Adobo Criollo."

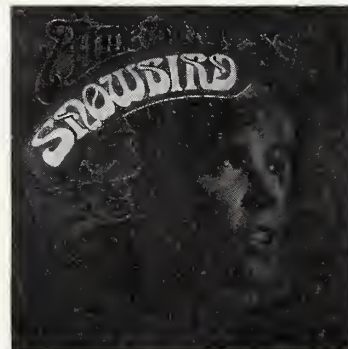


### THE SLY, SLICK AND THE WICKED — Lost Generation — Brunswick — 754164

Following their big chart single, the Lost Generation have just released an album of the same name. The LP which contains 10 cuts, is a mixture of soulful ballads, and up tempo R&B sounds. Some of the more outstanding tracks include "Love On A Two Way Street," "Sorry I Can't Help You," "Didn't I Blow Your Mind," "Wait A Minute," and naturally, the title tune. This album should do rather well on the charts and should establish them as a hit making group.

### SNOWBIRD — Anne Murray — Capitol — ST-579

Anne Murray, currently riding high on both the pop and c&w charts with her "Snowbird" single, offers this package of 10 beautifully performed tunes. Apart from the title tune, Miss Murray offers her renditions of Dylan's "I'll Be Your Baby Tonight," and James Taylor's "Fire And Rain." Following in the footsteps of her single, this album should be a chart buster.



### OXPETALS — The Oxpets — Mercury — SR 61289

A fine album by this easy going five man group. The accent is on short quiet songs with interesting melodies and fine instrumental accompaniment. "Don't Cry Mother," "What Can You Say," and "Declaration Of Oneness" are among the more interesting cuts. Once you hear the album, it's hard to put it down.

### THE ORIGINAL VOICE TRACKS FROM HER GREATEST MOVIES — Mae West — DL 79176

Mae West gets it all together with this lp containing some of her most popular songs. Also contained in the album are excerpts from "My Little Chickadee" with W. C. Fields, and various sayings for which she was known. Album should please both young and old.



### REDEYE — Redeye — Pentagram — PE-10003

This album marks the group's first release on the Pentagram label. The package includes 10 cuts all written by guitarist, vocalist, Dave Hodgkins. Some of the more interesting tunes include "Games," "Down Home Run," "Collections Of Yesterday And Now," "Empty White House," and "Dadaeleus/Unfinished Dream." A good first attempt by Redeye.

# news

On July 20 we introduced

**If**

**Shiva's**

**Headband**

**Quatermass**

Since then...

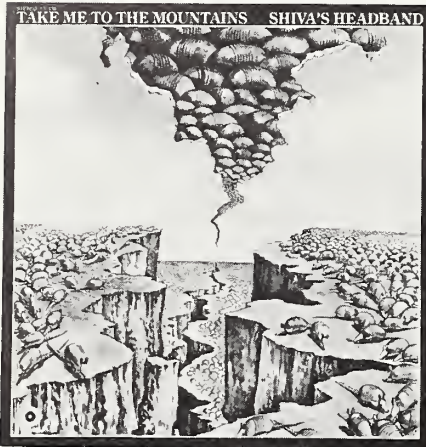


## If:

"...no matter how far they go, the results are always listenable...  
IF is a must, whether you have the bread or not."

—Chris Van Ness, *L. A. Free Press*

"...there's probably not a battle of the bands staged  
that IF couldn't win..." —John Mendelsohn, *L. A. Times*



## Shiva's Headband:

"Describing Shiva's music is kind of like talking about God...  
I've never really heard music like theirs before... I came away  
not only liking what they are doing, but respecting it as well."

—Pat Pope, *Dallas Notes*



## Quatermass:

"...They haven't been subject to hype, which is lucky, for their  
first album on Harvest Records is far ahead of its time..."

They disperse an inventive mixture of jazz, rock and classical  
music that sounds uniquely like themselves...

It's about time things got interesting." —Nigey Lennon, *L. A. Free Press*

"...this album is one of the happiest finds of the year...  
consistently superior and exciting. Almost impossible to  
pick outstanding cuts as the set should be listened to from  
beginning to end..." —*Cash Box*

New artists from the new Capitol...being discussed, being  
played, being bought. Capitol has news again on September 8  
with Yellow Hand, David Rea, Ashton, Gardner & Dyke,  
Bob Seger, and Richard Brautigan.



Good news...marketed, distributed and promoted by **Capitol™**

## Silvers Heads Viva

(Con't. from Page 7)

### Record/Production Distribution Goals

However, the major thrusts by Viva are to be aimed at reactivating, on a steady basis, the Viva and Bravo labels both as sources of new recordings and as companies handling distribution for independently produced product. Viva and Bravo, and labels distributed through them in the future, are to be distributed through the Decca distribution system.

The two labels, Silvers pointed out, were built on the strength of marketing "concept LP's." Biggest sellers among these were the Midnight String and "Themes Like Old Times" packages. "But, the changing distribution patterns have made it increasingly difficult to rely on the concept mer-division is therefore going to be re-achandising album today. The record tivated so that we will be turning out a regular, strong flow of contemporary productions both from our own people and independent producers." At least three contracts with producers are near completion and a series of product/production ties are being negotiated through Viva in affiliation with Ampex Stereo Tapes for the record rights to material whose tape rights are already AST's.

First Viva releases in the program will be from Pentagram Records in a deal negotiated by Silvers and his newly appointed executive vice president Mel Bly with Al Schmitt, president of Pentagram Records, Steve Douglas, Pentagram's exec vp, and Bobby Applegate, vp and general manager of the label. In release this week is the "Redeye" album, and a single, "Games" will be forthcoming from the set as a result of radio reaction to the LP track.

The distribution deal of Pentagram through Viva calls for 6 albums and 6 singles yearly for the duration of the pact.

### Cutting Omega Ties?

The entire Viva operation is presently owned by Omega Equities, Inc. through a cash-outright purchase negotiated last year. However, Silvers voiced his intentions to seek independence for the complex in the very near future. "The monies made by Viva Publishing," Silvers said, "were likely the only profits brought into Omega in the last fiscal period. Consequently, Omega is likely to feel that by renegotiating, they could not only eliminate the paying out of our purchase costs, but also gain in the repayment of monies already given in the purchase agreement."

## See Sachs Exiting CU To Form New Co.

NEW YORK — Len Sachs has left his post as vp and general manager of Commonwealth United Records, Cash Box has learned. It's understood that Sachs is in the process of forming a new record operation, being presently engaged in lining-up talent for the proposed label. Sachs joined CU last year after a long stint with Atlantic Records, where he served as vp and marketing head. The status of CU remains unresolved since it ceased a release schedule earlier this year. Sachs is represented by attorneys Mayer & Nussbaum at 1841 Broadway in New York.

## Michael Jackson Joins A&M Staff

HOLLYWOOD — Michael Jackson has been named executive producer and co-ordinator of A&R for A&M Records, reports Chuck Kaye, vice-president in charge of recorded product.

Jackson's tasks will include the supervision of record production, seeking new talent and the general co-ordination of A&M's A&R staff. His first project for the company was a 10 day trip to Canada to expand A&M's artist and repertoire contracts in that country.

## Stigwood Signs Staple Singers To Mgmt, Pub Deal

NEW YORK — Rik Gunnell, president of the Robert Stigwood Organisation, reports that the firm has been signed for management and publishing contracts with the Staple Singers. All of the Staple Singers' music will be published by Casserole Music, Inc.

The quartet is lead by Roebuck "Pop" Staples, also in the group are his daughters, Yvonne, Cleo and Mavis. In addition to the groups management contract, an individual artist contract has been signed with each member of the group. Mavis Staples, accomplished soloist in her own right, has entered the charts with her latest Volt single, "I've learned to Do It Without You." This record is also included on Miss Staples' current Volt album "Only for the Lonely."

Recording is presently underway on the Staple Singers new volt LP to be released this fall. The album, produced by Al Bell, exec vice president Stax/Volt records, is being recorded in Muscle Shoals, Alabama.

The Staple Singers departed last week on Aug. 25, for Teheran, Iran where they will present two special concerts. In addition to an extensive number of forthcoming concert appearances in the United States, the Staple Singers are preparing for a European tour, arrangements for which are being made by the Robert Stigwood Organisations' London office.

Also under way at present are plans for a return tour of Japan where the Staple Singers were a success in 1968.

## Averne Is Lib/UA Latino Director

NEW YORK — Harvey Averne has been appointed head of the UA Latino division of Liberty/UA. Mike Lipton, vice president and general manager, to whom Averne will report, pointed out "we are instigating a major drive to reach a wider market, and I strongly feel that Averne's experience in the business will be a tremendous aid towards that end."

A writer and recording artist with his own group and several albums to his credit, Averne spent two years with Fania Records in sales and promo, and also produced independently for Ray Baretto, Orchestra Harlow, La Lupe and others. He also managed artists, and his most recent client was Sakinah, star of the Broadway hit musical, "Hair."

Averne said one of his biggest projects will be looking for new acts in a contemporary Latin soul vein.

Averne will work out of Liberty/UA's New York offices, and can be reached at (212) 245-6000.

## Blue Thumb Indie

(Con't. from Page 7)

deal with Warner Bros. fell through because Krasnow chose not to include a buyout option in the negotiations, he says.

### Krasnow on Distributions

Krasnow feels the days of the independent distributor are numbered because of companies like Warners and London going into branch operations, and because independent distributors tend to rely on hits and do not aggressively merchandise catalog albums.

"Where is the young, independent record company going to go for distribution if their distributors won't work their records?" he asks. "They will have to go to the big people to obtain market penetration."

Blue Thumb's deal with GRT involved financial backing with all creative endeavors developed by the young company's Beverly Hills based staff. Forthcoming product includes new albums by Love, Gabor Szabo, Joao Donato and teaming of Dave Mason with Mama Cass. Upcoming singles will feature Leon Russell, Dave Mason and Love.

# cash box/talent on stage

## The Association/B.B. King

GREEK THEATRE, L.A.—With a spit-and-polish that usually glittered but at isolated moments came close to paling, the 1970 model of the Association took its place on the line. Over the past half-decade, the Warners septet has grown to be one of the most successful and pleasant recording aggregations, specializing in a lush, airy, and totally sweet-tempered repertory. Getting it together (with special guest, B. B. King) for their latest joint enterprise, the Association continued to be the source of some of the best easy-listening, no tricks, rock music.

Jules Alexander, Ted Bluechel, Jr., Brian Cole, Richard Thompson, Terry Kirkman, Larry Ramos, and Jim Yester have retained and refined their cohesive, full-bodied sound, their flawless style, and their ingratiating audience rapport. Being mike-shy is never one of their faults and they are nothing, if not complete pros. Still, for one reason or another, their two weekend s.r.o. performances, Aug. 28 and 29, lacked warmth and definition.

Any Association show, however, has got to be a gold-mine of sharp, likable performers and immaculate

performances. The two nights at the Greek were no exception. These seven talented musicians have written and/or produced a string of classic million sellers, including "Cherish," "Along Comes Mary," and "Windy." To this hardy staple, the Association has added a number of equally pleasing tunes. The best of the lot were Ramos' "Are You Ready?," Alexander's lovely "Mabu Iowa Ames," the delicate "Along The Way," and the group's moving "Requiem For The Masses."

B. B. King, who opened the Greek shows, has long been recognized as "the king of the blues guitar," but not many really know what a remarkable vocalist and showman he is—swinging and soulful and straight-ahead. A special treat of his 45-minute set was "Someday, Baby," in which the master gave some hilarious, rocking, up-front advice to the delighted audience. Other highlights included "Everyday," "The Thrill Is Gone," and his current BluesWay hit, "Hummingbird." King's back-up band, headed by drummer Sonny Freeman, was first-rate throughout.

m.r.r.

## Fairport Convention Savoy Brown/Fleetwood Mac

FILLMORE EAST, NYC — It was a strange but happy night at the Fillmore last Saturday. Savoy Brown, back for their sixth appearance at the concert hall put on a solid show that continued into the wee hours of the morning. With Savoy was a big surprise in Fleetwood Mac. The night was rounded out by Fairport Convention.

Savoy Brown is a relatively big concert attraction, though never much of a commercial product. Their hailing call is the "BOOGIE," of which they must be considered the marathon champions. The group Kim Simmonds (guitar), Roger Earle (drums), Tone Stevens (bass) and Dave Peverett (guitar) are a very tight unit with the power and stage appeal of dominating the crowd. Most of their material came from their Raw Sienna album, with the exception of two songs from their upcoming LP, "Looking Back." They closed the night or rather the morning by this time (4 am) with three encores of the "boogie."

Fleetwood Mac surprised the crowd with a tremendous set that included old greats like "Blue Suede Shoes," and a version of "What I Say." They did a lot of Elvis Presley and Chuck Berry renditions, but with their own innovative flavor.

The John Mayall influence in Mick Fleetwood and John McVie were quite evident as both were once Mayall prodigies, until they left to form Fleetwood in 1967. Playing with the group on live performances is John McVie's wife Christine who completely overwhelmed the listeners with her original and versatile organ playing.

Fairport Convention completed the show and did an interesting set, though were no competition for the headliners. They did however perform songs from their just released LP "Full House," (which was produced by Incredible String Band producer Joe Boyd) and the future seems bright for the group.

m.h.

## Stewart/Kaye/Nelson & Levinson

ICE HOUSE, PASADENA — A longtime favorite with the Hollywood "in-crowd," Capitol's John Stewart proved to be capable of capturing and holding the attention of a capacity weekend audience at this L.A. area club.

It was those crowds, in fact, that made it impossible for this reviewer to be admitted until Stewart's third set on Saturday night. The set was, in Stewart's own words, "really strange." It was also highly competent, exciting, and real fun.

In his most recent area performances, Stewart has limited his program to his own compositions, with the sometime addition of Joe South's "Don't It Make You Want to Go Home." This time, though, the set—too short because it started late—started with the old Elvis hit, "Mystery Train," and kept on truckin'. Other selections included "The Long and Winding Road" and "Good Golly, Miss Molly"—not exactly the songs you might expect of Stewart, yet he performed them with familiarity (although the set was obviously quite spontaneous), distinction and respect. His version of "Road," especially, would be a fine addition to a future album.

Stewart's own songs are, of course, plenty good enough to stand up on their own. The three included in the set reviewed were all from his most recent albums, "California Bloodlines" and "Willard." The songs, "The Pirates of Stone County Road," "Mis-

souri Bird" and "You Can't Look Back" were among his most appealing.

It would be a real pleasure to see Stewart in a situation such as the Santa Monica Civic Auditorium, where he could stretch out and relax with more songs—of his own and those by other composers. A special mention should be made of Stewart's accompanying group, who performed quite well, particularly considering the off-the-cuff nature of the program.

Second and third billed were comedy team Nelson & Levinson and country/folk singer Jonnie Kaye. The comedians, writers for the Lohman and Barklay and Tim Conway shows, were capable performers in their own right, specializing in a rather surrealistic form of humor. Samples included a supposed dialog between Walt Disney and Michael ("Don't call me Mickey!") Mouse, and another between two ageing flower children. Much of the material was rather blue, but they could undoubtedly come up with cleaner skits if they had to. Audience response was good.

Kaye is a mediocre talent who could achieve a certain level of success. He has a pleasant voice and stage manner, but performs material that would have been thought old-hat on the coffeehouse circuit ten years ago. He might consider putting a band together, getting some new songs and going straight country.

t.e.

The question was then  
as it is now...  
will you

“LAY A LITTLE LOVIN’ ON ME”

Find out inside the album “Lay A Little Lovin’ On Me,” the happiness filled follow up to the hit single: “Lay A Little Lovin’ On Me.” Straight from the heart of ROBIN McNAMARA.

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Direction:  Mark Alan

including the hit  
“Got To Believe  
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(to be continued)



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# TOP 100 Albums

BOTTOM NO. INDICATES 8 TRACK AND CASSETTE

September 12, 1970

- 1 **COSMO'S FACTORY**  
CREOENCE CLEARWATER REVIVAL (Fantasy 842) 1
- 2 **WOODSTOCK**  
ORIGINAL SOUNOTRACK (Cotillion SD3-500) (TP 3-500) (CS 3-500) 2
- 3 **BLOOD SWEAT & TEARS 3**  
(Columbia KS 30090) (CA 30090) (CT 30090) 3
- 4 **LIVE AT LEEDS**  
THE WHO (Decca DL 79175) (6-9175) (73-9175) 4
- 5 **CHICAGO**  
(Columbia KSP 24) (18 80 0858) (16 80 1858) 9
- 6 **DEJA VU**  
CROSBY, STILLS, SASH & YOUNG (Atlantic SD 7200) (TP 7200) (CS 7200) 7
- 7 **JOE COCKER MAD DOGS & ENGLISHMEN**  
A&M (SP 6002) (8T 6002) (CT 6002) 25
- 8 **CLOSER TO HOME**  
GRANO FUNK (Capitol SKA0 471) (8XT 471) (4XT 471) 6
- 9 **JOHN BARLEYCORN MUST DIE**  
TRAFFIC (United Artists UAS 5504) 8
- 10 **ABSOLUTELY LIVE**  
THE DOORS (Elektra EKS 9002) (T8 9002) (CT 2 9002) 5
- 11 **HOT TUNA**  
(RCA LSP 4353) (P8S 1630) (PK 1630) 11
- 12 **TOMMY**  
THE WHO (Decca DXSW 7205) 10
- 13 **ON THE WATERS**  
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- 14 **STAGEFRIGHT**  
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- 15 **LET IT BE**  
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- 16 **ERIC CLAPTON**  
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- 17 **McCARTNEY**  
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- 18 **ABC**  
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- 19 **SWEET BABY JAMES**  
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- 20 **JAMES GANG RIDES AGAIN**  
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- 23 **DIANA ROSS**  
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- 27 **THE SESAME STREET BOOK & RECORD**  
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- 29 **ALONE TOGETHER**  
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- 67 **HAIR**  
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- 68 **DON'T CRUSH THAT DWARF, HAND ME THE PLIERS**  
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- 69 **SLIM SLO SLIDER**  
JOHNNY RIVERS (Imperial LD 16001) 67
- 70 **IN THE WAKE OF POSEIDON**  
KING CRIMSON (Atlantic 8266) (TP 8266) (CS 8266) 82
- 71 **THE LAST PUFF**  
SPOOKY TOOTH (A&M 4266) (8T 4266) (CT 4266) 69
- 72 **THE ASSOCIATION LIVE**  
(Warner Bros. 2WS 1868) (8WJ 1868) (CWJ 1868) 52
- 73 **JOE COCKER**  
(A&M SP 4224) (8T 4224) (4T 4224) (CS 4224) 58
- 74 **POCO**  
(Epic 8N 26522) (N18 10258) (N16 10258) 80
- 75 **THE DELFONICS**  
(Phillip Groove PG 1153) 77
- 76 **LADIES OF THE CANYON**  
JONI MITCHELL (Reprise RS 6376) (8RM 6376) (CRX 6376) 72
- 77 **AMERICAN WOMAN**  
THE GUESS WHO (RCALPS 4266) (P8S 1518) (PK 1518) 54
- 78 **HENDRIX BAND OF GYPSY'S**  
JIMI HENORIX (Capitol STA0 472) (8XT 472) (4XT 472) 65
- 79 **BITCHES BREW**  
MILES OAVIS (Columbia GP 26) (18 80 0908) 63
- 80 **MARRYING MAIDEN**  
IT'S A BEAUTIFUL DAY (Columbia CS 1058) (18 10 1058) (16 10 1058) 75
- 81 **MAKE IT EASY ON YOURSELF**  
BURT BACHRACH (A&M SP 4188) (8T 4188) (CT 4188) 85
- 82 **MUNGO**  
MUNGO JERRY (Janus JXS 7000) 88
- 83 **I'LL NEVER FALL IN LOVE AGAIN**  
OIONNE WARWICK (Scepter 581) 73
- 84 **SUGARLOAF**  
(Liberty LST 7640) 87
- 85 **SPIRIT IN THE DARK**  
ARCTHA FRANKLIN (Atlantic SD 8265) (TP 8265) (CS 8265) —
- 86 **DEEP PURPLE IN ROCK**  
(Warner Bros. WS 1877) (8WM 1877) (CWX 1877) —
- 87 **HERE COMES BOBBY**  
BOBBY SHERMAN (Metromedia 1028) (8090-1028 M) (5090-1028 M) 86
- 88 **WHY CAN'T I TOUCH YOU?**  
RONNIE DYSON (Columbia C 30223) (CA 30223) (CT 30223) —
- 89 **AFTER THE GOLD RUSH**  
NEIL YOUNG (Reprise RS 6383) (8RM 6383) (CRX 6383) —
- 90 **BOB McGRATH FROM SESAME STREET**  
BOB McGRATH FROM SESAME STREET (Affinity A 10015) 92
- 91 **SHILO**  
NEIL DIAMOND (Bang 221) 97
- 92 **FIVE BRIDGES**  
THE NICE (Mercury SR 61295) 83
- 93 **TOM**  
TOM JONES (Parrot XPAS 70037) (M 79837) (M 79637) 74
- 94 **LIVINGSTON TAYLOR**  
(Capricorn 33-334) (Atlantic) 93
- 95 **BEFOUR**  
(P8S 1600) (PK 1600) BRIAN AUGER & THE TRINITY (RCA LSP 4372) 100
- 96 **THE YARDBIRDS**  
(Epic EG 30135) —
- 97 **HELLO DARLIN'**  
CONWAY TWITTY (Decca DL 75209) (6-5209) 99
- 98 **ABBEY ROAD**  
BEATLES (Apple SD 383) (8XT 383) (4XT 383) 96
- 99 **GULA MATARI**  
Quincy Jones (A&M SP 3030) (8T 3030) (CS 3030) —
- 100 **EASY DOES IT**  
Al Kooper (Columbia G 30031) (GA 30031) (GT 30031) —

# Basic Album Inventory

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

## DOLTON

Vic Dana	Red Rose For A Blue Lady	8034
Ventures	Walk, Don't Run	8003
Ventures	The Ventures Play Telstar	8019
Ventures	Let's Go	8024
Ventures	Walk, Don't Run II	8031
Ventures	Ventures A Go-Go	8037
Ventures	Where The Action Is	8040
Ventures	Go With The Ventures	8045
Ventures	Wild Thing!	8047
Ventures	Guitar Freakout	8050
Ventures	Super Psychedelics	8052
Ventures	Play Guitar With Ventures I	17501
Ventures	Play Guitar With Ventures II	17502
Ventures	Golden Greats By The Ventures	8053
Ventures	Million Dollar Weekend	8054
Ventures	Play Guitar With Ventures III	17503
Ventures	Play Electric Bass With The Ventures IV	17504
Jimmy Bryant	Play Country Guitar With Jimmy Bryant IV	17505
Chet Atkins	Play Guitar With Chet Atkins VI	17506
Ventures	Play Guitar With Ventures VII	17507
Ventures	The Horse	8057
Ventures	Underground Fire	8059

## DOT

Billy Vaughn	Golden Instrumentals	DLP 25016
Pat Boone	Pat's Great Hits	DLP 25071
Billy Vaughn	Sail Along Silv'ry Moon	DLP 25100
Billy Vaughn	La Paloma	DLP 25140
Mills Bros.	The Mills Bros. Great Hits	DLP 25157
Billy Vaughn	Blue Hawaii	DLP 25165
Billy Vaughn	Theme From A Summer Place	DLP 25276
Mills Bros.	The Mills Bros. Great Hits, Vol. II	DLP 25308
The Surfaris	Wipe Out And Surfer Joe	DLP 25535
Eddy Peabody	Eddy Peabody Plays More Smo-O-O-Thies	DLP 25562
Liberace	New Sounds	DLP 25755
Mills Bros.	Fortusity	DLP 25809
Billy Vaughn	Golden Hits — The Best Of Billy Vaughn	DLP 25811
Del Shannon	Golden Hits — The Best Of Del Shannon	DLP 25824
Lalo Schifrin	Mission: Impossible	DLP 25831
Liberace	The Love Album	DLP 25858
Roy Clark	Urban' Suburban/The Fantastic Guitar Of Roy Clark	DLP 25863
Count Basie	Basie Straight Ahead	DLP 25902
Anita Kerr Singers	The Anita Kerr Singers Reflect	DLP 25906
Roy Clark	Yesterday, When I Was Young	DLP 25953
Mills Bros.	Movin' Day	DLP 25960
Billy Vaughn	True Grit	DLP 25969
Roy Clark	The Everlovin' Soul Of Roy Clark	DLP 25972
The Compton Bros.	Charlie Brown/Haunted House	DLP 25974
Roy Clark	The Other Side Of Roy Clark	DLP 25977
Hank Thompson	The Countryopolitan Sound Of Hank Thompson	DLP 25978
Roy Clark	I Never Picked Cotton	DLP 25980
Peggy Little	More Than A Little	DLP 25982
George Wright & His Orch.	Reflections Of My Life	DLP 25984
Billy Vaughn Singers	Everything Is Beautiful	DLP 25985

## DUKE

Johnny Ace	Memorial Album	
Bland-Parker	Blues Consolidated	
Variety	Like'er Red Hot	
Bobby Bland	Two Steps From The Blues	
Bobby Bland	Here's The Man	
Junior Parker	Driving Wheel	
Bobby Bland	Call On Me	
Bobby Bland	Ain't Nothing You Can Do	
Bobby Bland	The Soul Of The Man	
Variety	Blues That Gave America Soul	
Junior Parker	The Best Of Junior Parker	
Bobby Bland	The Best Of Bobby Bland	
Bobby Bland	The Best Of Bobby Bland (Vol. 2)	
Bobby Bland	Touch Of The Blues	
Bobby Bland	Spotlighting The Man	DLP 89

## DUNHILL

Mamas & Papas	If You Can Believe Your Eyes & Ears	DS 50006
Mamas & Papas	Mamas & Papas Deliver	50014
Mamas & Papas	Farewell To The First Golden Era	50025
Richard Harris	A Tramp Shining	50032
Steppenwolf	Steppenwolf The Second	50037
Richard Harris	The Yard Went On Forever	50042
Grass Roots	Golden Grass	50047
Three Dog Night	Three Dog Night	50048
Brass Ring	Best Of The Brass Ring	50051
Grass Roots	Lovin' Things	50052
Steppenwolf	At Your Birthday Party	DSX 50053
Helma Houston	Sunshower	DS 50054
Smith	A Group Called Smith	50056
Various Artists	Treasury Of Great Contemporary Hits	50057
Three Dog Night	Suitable For Framing	50058
Colosseum	Those Who Are About To Die, Salute You	50062
Original Soundtrack	Easy Rider	DSX 50063
Mamas & Papas	16 Of Their Greatest Hits	DS 50064
Mickie Finn	The Best Of Mickie Finn	50065
Steppenwolf	Monster	50066
Grass Roots	Leaving It All Behind	50067
Three Dog Night	Captured Live At The Forum	50068
Various Artists	Original Hits Of Right Now	50070
Mama Case Elliot	Make Your Own Kind Of Music	50071
Steppenwolf	Steppenwolf	DS 50029
Steppenwolf	Early Steppenwolf	DS 50060
Richard Harris	The Love Album	DS 50074
Steppenwolf	Live	DS 50075
John Phillips	John Phillips	DS 50077
3 Dog Night	It Ain't Easy	DS 50078
Colosseum	The Grass Is Green	DS 50079
Smith	Minus-Plus	DS 50081
Shango	Trampin'	DS 50082
Various Artists	The Big Hits Now	DS 50085
Bush	Bush	DS 50086

## DYNOVOICE

The Glitterhouse	Color Blind	31905
Bob Crewe Generation	Barbarella	31908
Orch.		

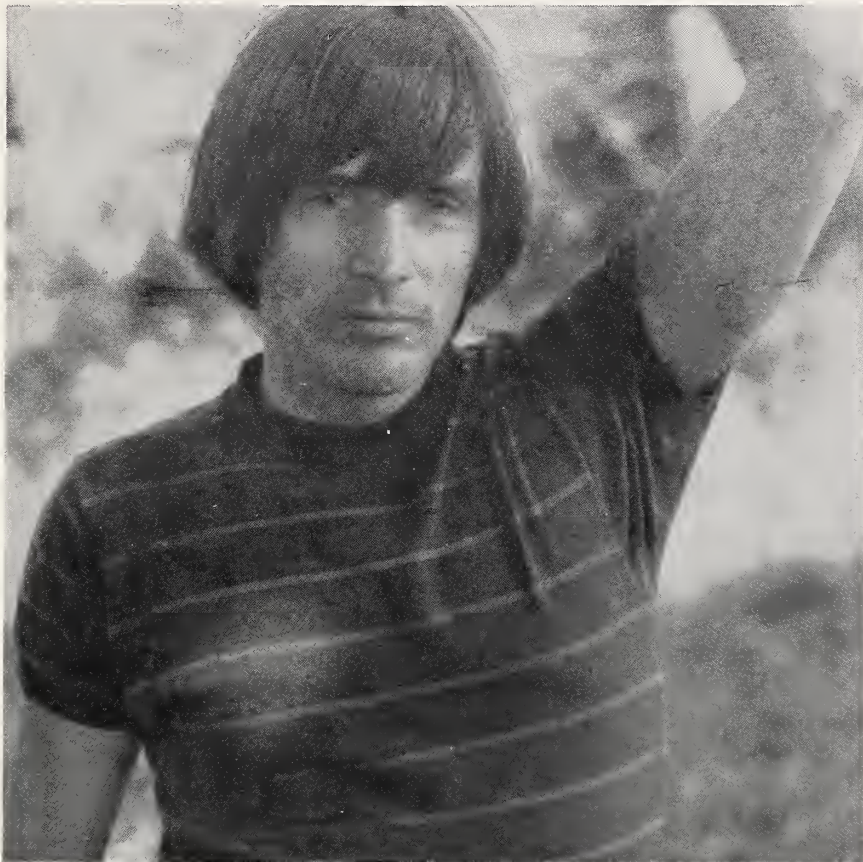


# TOP 100 Albums

101 TO 140

101 THE STRAWBERRY STATEMENT	111 MASHMAKHAN	Tyrone Davis (Dakar SD 9027)	132 REFLECTIONS OF MY LIFE
Original Soundtrack (MGM 2 SE 14 ST)	(Epic E 30235)	(TP 9027) (CS 9027)	Marmalada (London PS 575)
(814) (514)	112 THE FIGHTIN' SIDE OF ME	122 BRIEF REPLIES	(72171) (57171)
102 LOVE COUNTRY STYLE	Merle Haggard (Capitol ST 451)	Ten Wheel Drive with Genya Ravan	133 PSYCHEDELIC SHACK
Ray Charles (ABC-S 707)	(8XT 451) (4XT 451)	(Polydor 24-4024)	Temptations (Gordy 947)
(8022-707v) (5022-70m)	113 ARE YOU READY	123 MY BABY LOVES LOVIN'	(G8 1974) (G75 947)
103 EVERYTHING IS BEAUTIFUL	Pacific Gas & Electric (Columbia CS 1017)	White Plains (Deram DES 18045)	134 RAINDROPS KEEP FALLIN' ON MY HEAD
Ray Stevens (Barnaby 212 35005)	(18 10 1017) (16 10 1017)	124 THE BEST OF THE YOUNGBLOODS	Andy Williams (Columbia CS 9896)
(Z 18 35005) (Z 16 35005)	114 CHAPTER 2	(RCA LPS 4399)	(18 10 0736) (16 10 0736)
104 HEY JUDE	Roberta Flack (Atlantic 1569)	125 MAYBE	135 PORTRAIT
Beatles (Apple SW 385)	(TP 1569) (CS 1569)	Three Degrees (Roulette SR 42050)	5th Dimension (Bell 6045)
(8JT 385) (4XT 385)	115 BLACK SABBATH	126 RAINDROPS KEEP FALLIN' ON MY HEAD	(M8 6045) (M5 6045)
105 OPEN	Warner Bros. (WS 1871)	B. J. Thomas (Scepter SPS 580)	136 RIGHT ON
Blues Image (Atco 33-317)	(CWX 1871) (8WM 1871)	127 EASY RIDER	Supremes (Motown MS 705)
(TP 33-317) (CS 33-317)	116 A SONG OF JOY	Original Soundtrack (Dunhill DSK 50063)	M8 1705) (M75 708)
106 SANTANA	Miguel Rios (A&M SP 4267)	(8RM 2026) (CRM 2026)	137 BLOOD SWEAT & TEARS
(Columbia CS 9781)	117 THE JIM NABORS HOUR	128 VEHICLE	(Columbia CS 9720)
(18 10 0692) (16 10 0962)	(Columbia CS 1020)	Idea of March (Warner Bros. WS 1863)	(COL 18 10 0552) (COL 14 10 0552)
107 GRAND FUNK	(18 10 1020) (16 10 1020)	(8 WM 1863) (CWX 1863)	(1610 0552)
(Capitol Skao 406)	118 LIVE CREAM	129 COME SATURDAY MORNING	138 CRICKLEWOOD GREEN
8XT 406) (4XT 406)	(Atco ST 33-328)	The Sandpipers (A&M SP 4262)	Ten Years After (Deram DES 18030)
108 SILVERBIRD	(TP 33-328) (CS 33-328)	(8T 4262) (CT 4262)	(M 77838) (M 77638)
Mark Lindsay (Columbia C 30111)	119 THE DEVIL MADE ME BUY THIS DRESS	130 COME TOGETHER	139 LED ZEPPELIN II
(CA 30111) (CT 30111)	Flip Wilson (Little David LD 1000)	Ike & Tina Turner & The Ikettes	(Atlantic SD 8236)
109 DARLING LILI	120 REFLECTIONS	(Liberty LST 7637)	(8326)
Julie Andrews/Henry Mancini (RCA LSPX 1000)	The Letterman (Capitol ST 496)	131 STAND!	140 BARBRA STREISAND'S GREATEST HITS
(PBS 1596)	(8XT 496) (4XT 496)	Sly & The Family Stone (Epic BN 26456)	(Columbia KCS 9968)
110 URIAH HEEP	121 TURN BACK THE HANDS OF TIME	(N 18-10186) (N 14-10186) (N 16-10186)	(18 10 0852) (16 10 0852)





## NEW YORK — WATERTOWN: PRICE AND PROGRESS

Jake Holmes is a rather thin young man with intelligent eyes and an affable personality. He's a performer. And a writer of fine music. Some time ago he wrote a number of songs with Bob Gaudio revolving around a story line. He seemed to be writing about someone and he took his material to that someone: Sinatra, who flipped for it. The result is "Watertown," a love story, an oratorical suite, or what have you.

In any case the project was a radical departure for the Grand Old Man; something to admire. It's important and striking that a man of Sinatra's calibre and influence should take a direct interest in young composers. It's also interesting that such an excellent product should be the result of the amalgam. Yet somehow initial sales seemed to indicate that it was going to take some time for the public to get used to the new concept.

Not only is the set a departure for Sinatra but for writers Jake Holmes and Bob Gaudio also. The material is hybrid, not main stream pop nor straight MOR but a subtle combination. For many people, especially those who like to catalogue everything, the LP came as somewhat of a shock. The basic order of things was shaken up. Now groundswell is beginning to build not only around the album but advancing on to a Broadway show, a film, even a ballet, based on "Watertown" which could ultimately turn out to be vastly more important to both Sinatra and Holmes' careers than either could have at first realized.

eric van lustbader

## IT'S ABOUT THE MUSIC AND NOTHING BUT THE MUSIC

Human interest stories are hard to come by these days, especially in the music industry where the dollar is very often more important than talent, and ticket prices steeper than your pay check.

The big rooms charge a fortune! Fillmore gets \$5.50 for the best seats, Ungano's gets \$3.00, and the Garden has had shows with a \$7.50 ceiling, and others where the sky's the limit. When you consider that the top acts in the business are getting between 25 and 60 thousand dollars for an hour long set, it becomes increasingly clear that ticket prices can only rise in the near future.

How would you like to see a good rock show for twenty-five cents? That's right, twenty-five cents, a quarter, one fourth of a dollar buys a first row orchestra seat at the Anderson Theatre in Manhattan—just two blocks from the Fillmore East.

The Anderson Theatre officially opened its doors to the public on June 22, 1970, for a minimal service charge of twenty-five cents. Each day, between 2 p.m. and midnight, known and local talent will step from behind the curtains and play their hearts out to an appreciative and satisfied audience. They will play and play and play, as if there were no tomorrow, as if they were an English super act, as if they were getting paid! Sounds incredible, but its true.

The National Musitime Corporation, lessee of the Anderson Theatre, and Harvey Weiss, vice president of Music at Anderson has no intention of closing its doors, unless, as Mr. Weiss puts it, "We run out of new talent."

The Anderson Theatre is well on its way to becoming the house of new talent. The owners feel that many of their acts have very promising futures in the music business, and for only a quarter, the public can get a chance to see them before Bill Graham does!

(Cont'd. on page 42)

## HOLLYWOOD — PRODUCT FOR YOUR AUNT IN PEORIA

In the early 60's Bones Howe was unquestionably the most in-demand, if not affluent, recording engineer on the west coast. He had shrewdly tacked on an additional sideman fee to his United Recording Studio salary check and hit producers like Lou Adler and Terry Melcher knew the price was right. In the mid-sixties Howe decided to join their ranks and a steady stream of chart product (from the Association, Fifth Dimension, Turtles, Elvis Presley and Laura Nyro) has flowed since that time. At the moment Mr. Bones Productions, formed in '67, boasts 7 LP's and 2 singles on the national charts; more than most record labels.

But, according to Howe, he has no designs on forming his own label. He is not interested in manufacturing nor competing with the labels he's currently doing business with—"we simply want to be a full line production company."

At the time he formed the production firm, Bones was producing the Fifth Dimension and the Association. He started with a small office, a secretary and himself. Gay French was subsequently added to run the publishing firms (Mr. Bones Music, BMI and Hello There Music, ASCAP). In three years it has grown into one of the two or three most successful indie production operations hereabouts. Recently Macey Lipman, v.p. at Liberty, abandoned his post to join up as g.m. and v.p. in charge of administration. But other indie producers, like Bob Alicivar, Toxey French and writer Jeffrey Comanor are now active members of the organization.

Bones, who was involved with Steve Binder on TV two specials (Elvis and Pet Clark) feels that TV is a significant medium—"it's really where it's at"—and believes that by the time the cassette comes in "there's going to be a tremendous difference in attitudes about TV . . . just as top 40 radio has changed, TV will also. To take an extreme, the psychedelic oriented kids are going to be adults pretty soon. But their tastes aren't going to alter that much—just because a person gets older it doesn't mean he's going to go from the Beatles to Lawrence Welk—the things they are going to want to see on TV are not going to be Green Acres or Bonanza." Bones suggests that what those kids are looking for is something that reflects their own life style—"you can't find that on TV right now." At the moment Mr. Bones is uninvolved with TV, awaiting the inevitable revolution.

Lipman explains his new post activities as "encouraging the companies we're dealing with to spend a little more time and attention to the artists we're producing. Included in that encouragement is some very strong suggestions on how that product should be marketed . . . one of the big problems in our industry is that manufacturers put out records without knowing who they're trying to reach—what, for example, is going to make your aunt in Peoria buy a group

(Cont'd. on page 42)

Jake Holmes  
Mylon LeFevre  
Saratoga Trunk

NEW YORK (Cont'd from page 41)

## LOST AND FOUND DEPT.

Once again into the breach, dear friends (and out on a limb) to talk about two LPs recently released. First is the Mylon album on Cotillion. Mylo is simultaneously a gospel-tinged rock group and a gospel-trained rock person named Myloi Lefever. The sound is authentic (Delaney & Bonnie have been trying unsuccessfully for some time to get this feeling in their music) and instantly commercial. How the record was passed over at first glance by some people is still a mystery shrouded in enigmatic darkness. In any case it's no hunch to say that Mylon will happen big—and soon. New York area people will see him at the Capitol Theater Sept. 11-12, everyone should hear the first single, "Old Gospel Ship."

The second album is by Osmosis, a Boston group that records for RCA. Their music is, admittedly, not tremendously catchy and not very simple but it's so good that it's worth the trouble to sit down and give it a hard listen. Listen first to the cut "Adrift," a three-part song that is both unusual and compelling.

## TRUNKATED SOUND?

If the name Saratoga Trunk sounds familiar, don't worry, it should. Years ago, thousands of high school kids were reading the Edna Ferber novel of the same name, and then, Gary Cooper and Ingrid Bergman presented their version of the novel on the silver screen.

Now, Saratoga Trunk is Jeff Raymond, Andy Denno, Ricky Chanin, Paul Margiotta, and David Lavender. They are a recording group on Capitol Records, and have just released their first single, "Jackson Mississippi."

If the group has as much success as the novel and the motion picture, indications are that they will enjoy a long, prosperous stay in the music industry.

## HOLLYWOOD (Cont'd from page 41)

called Punch" (among the new and current acts being produced by Mr. Bones Prod. is *The Punch* for A&M, *Carnival* for Liberty and *Dunn and McCashen* for Capitol).

"What we're trying to do," adds Howe, "is co-ordinate what the image of an act should be—all the way around. Who is the audience for this act—that's usually the management's function. Since we don't have time to be line level managers, we're involved with consultation-management (on *Carnival* and *Punch*, among others) 'cause we certainly do want to be involved in what the act looks and sounds like in person."

Lipman feels the record industry is starting to pattern itself after some of the motion picture firms, avoiding the heavy overhead and utilizing indie producers who are totally involved in the merchandising of their product. "Every month," says Lipman, "we see less and less house producers in our business."

Mr. Bones Productions is predicated on the manufacturers' never ending need for record talent. "It's the blood that keeps our business (and theirs) going. And I've discovered what they really want most is to know that we're going to deliver product of good quality, on time, within a budget." Mr. Bones is continuing to cut the Fifth Dimension with acts like *Robin Wilson* and the *Sandpipers* also on their production roster. **CREATING TRENDS**—Newest indie producer is arranger/composer *Richard Wess* whose first project (for Uni) was released here last week. It's titled *Percussion Ltd.* and was produced, arranged and conducted by Wess. The LP features four percussionists playing thirty-eight different instruments.

Wess is probably best known for his arrangement of "Mack the Knife," the *Bobby Darin* Grammy winner and, more recently, "I've Gotta Be Me" which he orchestrated for *Sammy Davis, Jr.* He has a pretty good background in R&B as well, having arranged and conducted for *Aretha Franklin*, *Ruth Brown*, *La Vern Baker* and the *Drifters*. In the MOR field, he has worked for *Nat Cole*, *Connie Francis*, the *McGuire Sisters* and *Wayne Newton*. "There is no reason," says Wess, "why an album should cost forty or fifty thousand dollars, unless you're cutting a symphony orchestra . . . there is also a need for new instrumental music—and that can best be produced by arrangers and composers. I believe in not following trends—but creating them."

## WEST COAST GIRL OF THE WEEK

Along with a few hundred others, we discovered *Annette Ferrera* at the old Red Velvet club on Sunset back in '64. Her dad was proprietor of the location at the time and, on occasion, he'd let her warble a tune of two between rock sets. We recall dropping in one night to hear a new Challenge group (The *Knickerbockers*, remember them?) and being charmed by the nine year old nymph. Now she's all of fifteen, a maturescent 5'2" blonde enchantress who has just recorded her first sides for Quad. *Annette*, who champions positive thinking and psycho-cybernetics, currently resides in Burbank and lists her marital status as "single." Plug side of her first Quad record, released last week, is "Davy" and, to our ears, it's the most sensual disk we've encountered since *April Stevens* first purred for RCA Victor. She'll soon be seen on "The Brady Bunch" tv'er as *Barry Williams'* girl friend.

harvey geller



AND PARTRIDGE MAKES A PAIR THREE—Shirley Jones and David Cassidy, stars of the upcoming "Partridge Family" TV'er visited New York on their recent cross country promo tour for their Wes Farrell-produced single "I Think I Love You" on Bell Records. Shown are Shirley flanked by Marty Ostrow, Cash Box veep (l.) and Irv Lichtman, Cash Box Editor.

## Fete Is Kick-Off For 'Globetrotters'

NEW YORK—More than 2,000 guests from the press, radio and TV, distributors and dealers are expected to be present this Tues. (8) when RCA Records throws a party to launch Don Kirshner's newest musical creation, the

*Globetrotters*, at the Felt Forum of Madison Square Garden.

Features of the entertainment for the evening will be the showing of a film from the new CBS-TV series, *The Globetrotters*, and a basketball game featuring the internationally famed Harlem *Globetrotters* pitting their court talents against a team made up of personalities of the entertainment world.

Guests at the party also will be given copies of the *Globetrotters'* first album on the Kirshner label, and children present at the party will be given basketballs to commemorate the launching of this new package entertainment creation.

The *Globetrotters* is a cartoon series, animated by Hanna-Barbera premiering on CBS-TV Sept. 12. For his record label, Kirshner has created a musical group, product of which will be tied in to the overall package.

In addition to the album, "The *Globetrotters*," RCA has released a single, "Gravy" b/w "Cheer Me Up." Album and single were produced by Jeff Barry with musical supervision by Kirshner.

### Massive Push

With the Madison Square Garden party as a launching pad, RCA swings into a mammoth nationwide promotion-advertising-publicity campaign comparable to those employed in launching the *Monkees* and the *Archies*. The advertising will be kicked off with a 2-page spread in the music trades followed by extensive consumer publication advertising.

Merchandising tools will include special mobile display pieces, deluxe LP jacket mountings, ad mats and minnies, window streamers, decals of the cartoon characters.

Meadowlark Lemon, who sings with the *Globetrotters* will make radio, television and in-store appearances with his teammates on behalf of the recordings.

RCA Records manufactures and markets product on the Kirshner label.

## Atlantic Avenged 10-8; Hands CB First Defeat

NEW YORK—Atlantic sought revenge for its own first loss at the hands of the *Cash Box* *Bullets*—and found vengeance. Fired up for the rematch, Atlantic stunned CB with a last-inning rally that brought the team to a 10-8 victory. This was the first defeat of the season for the *Bullets*.

A tense match, the game started in much the matter of the first meeting, with Atlantic moving to a sizeable lead. CB rebounded with strong middle-inning play to set the stage for a comeback, taking the lead in an uphill struggle only to relinquish victory in a seventh inning drive.

- DON'T PLAY THAT SONG  
ARETHA FRANKLIN.....ATLANTIC  
Hill & Range
- I'VE LOST YOU  
ELVIS PRESLEY.....RCA  
Gladys Music
- THE NEXT STEP IS LOVE  
ELVIS PRESLEY.....RCA  
Gladys Music
- SUMMERTIME BLUES  
THE WHO.....DECCA  
Elvis Presley Music  
Hill & Range
- RAINBOW  
MARMALADE.....LONDON  
Noma Music
- MORNING MUCH BETTER  
TEN WHEEL DRIVE.....POLYDOR  
Noma Music  
Scheffrin-Zager
- YELLOW RIVER  
CHRISTIE.....EPIC  
LEAPY LEE.....DECCA  
Noma Music
- LOLA  
KINKS.....REPRISE  
Noma Music  
Hi-Count Music
- YAKETY YAK  
THE PIPKINS.....CAPITOL  
Tiger Music
- BETTER TIMES ARE COMING  
RHINOCEROS.....ELEKTRA  
Noma Music  
Rhino Music
- THE BIRTHMARK HENRY  
THOMPSON TALKS ABOUT  
DALLAS FRAZIER.....RCA  
Hill & Range  
Blue Crest
- NATURAL SINNER  
FAIR WEATHER.....RCA  
Anne-Rachel
- NEVER IN MY LIFE  
MARGIE MCCOY.....CYCLONE  
Anne-Rachel  
Case Music Corp.

**THE ABERBACH GROUP**  
241 Wst 72 Street, New York, N.Y.







# Top 60 In R & B Locations

1	<b>DON'T PLAY THAT SONG</b> Aretha Franklin (Atlantic 2751)	3	31	<b>DON'T NOBODY WANT TO GET MARRIED</b> Jesse James (Zea 50000)	29
2	<b>AIN'T NO MOUNTAIN HIGH ENOUGH</b> Diana Ross (Motown 1169)	4	32	<b>I WON'T CRY</b> Johnny Adams (SSS 809)	35
3	<b>PATCHES</b> Clarence Carter (Atlantic 2748)	1	33	<b>WHEN YOU GET RIGHT DOWN TO IT</b> Delfonics (Philly Groove 163)	41
4	<b>WAR</b> Edwin Starr (Gordy 7101)	2	34	<b>(BABY) TURN ON TO ME</b> Impressions (Curtom 1954)	43
5	<b>SIGNED SEALED, DELIVERED I'M YOURS</b> Steve Wonder (Tamla 54196)	5	35	<b>SEEMS LIKE I GOTTA DO WRONG</b> Whispers (Soul Clock 1004)	49
6	<b>YOURS LOVE</b> Joe Simon (Sound Stage 7-2664)	9	36	<b>HEY ROMEO</b> Sequins (Gold Star 101)	44
7	<b>IT'S A SHAME</b> Spinners (V.I.P. 25057)	11	37	<b>DOUBLE LOVIN'</b> Spencer Wiggins (Fame 1470)	42
8	<b>GET UP I FEEL LIKE BEING A SEX MACHINE</b> James Brown (King 6318)	6	38	<b>SET ME FREE</b> Esther Phillips (Atlantic 2745)	37
9	<b>(I KNOW) I'M LOSING YOU</b> Rare Earth (Rare Earth 5017)	15	39	<b>I DO TAKE YOU</b> Three Degrees (Roulette 708B)	47
10	<b>IF I DIDN'T CARE</b> Moments (Stang 5016)	16	40	<b>BABY I NEED YOUR LOVIN'</b> O. C. Smith (Columbia 45206)	40
11	<b>I LIKE YOUR LOVIN'</b> Chit-Lites (Brunswick 55438)	14	41	<b>IN MY OPINION</b> Vandals (T-Neck 923)	45
12	<b>GROOVY SITUATION</b> Gene Chandler (Mercury 73083)	7	42	<b>I NEED HELP</b> Bobby Byrd (King 6323)	50
13	<b>EXPRESS YOURSELF</b> Watts 103rd St. Band (Warner Bros. 7417)	21	43	<b>A MESSAGE FROM THE METERS</b> Meters (Josie 1024)	46
14	<b>STAY AWAY FROM ME</b> Major Lance (Curtom 1953)	17	44	<b>I'LL BE THERE</b> Jackson 5 (Motown 1171)	—
15	<b>EVERYBODY'S GOT THEIR RIGHT TO LOVE</b> Supremes (Motown 1167)	12	45	<b>I'M GONNA FORGET ABOUT YOU</b> Bobby Womak (Liberty 56186)	48
16	<b>DON'T MAKE ME OVER</b> Brenda & The Tabulation (Top & Bottom 404)	18	46	<b>FAIRY TALE</b> Spaniels (North American 0001)	55
17	<b>BLACK FOX</b> Freddie Robinson (Pacific Jazz B8155)	19	47	<b>FUNKY MAN</b> Kool & Gang (De-lite 534)	56
18	<b>I STAND ACCUSED</b> Isaac Hayes (Enterprise 9017)	22	48	<b>DEEPER &amp; DEEPER</b> Freda Payne (Invictus 90B0)	—
19	<b>EVERYTHING'S TUESDAY</b> Chairmen of the Board (Invictus 9079)	24	49	<b>HUMMINGBIRD</b> B. B. King (ABC 11268)	20
20	<b>WHY CAN'T I TOUCH YOU</b> Ronnie Dyson (Columbia 45110)	10	50	<b>THE LOVE YOU SAVE</b> Jackson 5 (Motown 1166)	28
21	<b>SOMEBODY'S BEEN SLEEPING/SAVE YOU</b> 100 Proof (Hot Wax 7004)	26	51	<b>LOVE UPRISING</b> Otis Leaville (Dakar 620)	—
22	<b>DO YOU SEE MY LOVE</b> Jr. Walker & All Stars (Soul 35073)	13	52	<b>PURE LOVE</b> Betty Wright (Alston 4587)	51
23	<b>I'LL BE RIGHT HERE</b> Tyrone Davis (Dakar 618)	8	53	<b>TRYING TO MAKE YOU LOVE ME</b> Ella Washington (Sound Stage 2665)	—
24	<b>STAND BY YOUR MAN</b> Candi Staton (Fame 1472)	30	64	<b>YOU'RE GONNA MAKE IT</b> Festivals (Colossus 122)	59
25	<b>SHE SAID YES</b> Wilson Pickett (Atlantic 2753)	27	55	<b>MELLOW DREAMING</b> Young Holt Unlimited (Cortillon 44092)	—
26	<b>STILL WATERS</b> Four Tops (Motown 1170)	32	56	<b>5-10-15-20-(25-30 YEARS OF LOVE)</b> Presidents (Sussex 207)	—
27	<b>STEAL AWAY</b> Johnny Taylor (Stax 006B)	23	57	<b>THEM CHANGES</b> John Hamilton & Doris Allen (Minaret 159)	60
28	<b>WE CAN MAKE IT BABY</b> Originals (Soul 35074)	33	58	<b>GREENWOOD MISSISSIPPI</b> Little Richard (Reprise 0942)	54
29	<b>SINCE I FELL/I HAVE LEARNED</b> Mavis Staples (Volt 4044)	34	59	<b>LONELY SOLDIER</b> William Bell (Stax 0070)	—
30	<b>I WANNA KNOW IF IT'S GOOD TO YOU</b> Funkadelics (Westbound 167)	36	60	<b>HALF AS MUCH</b> Sonny Charles (A&M 1214)	—



**THEY'RE ALL MARCHING IN THE SAME BAND**—Warner Brothers' Charles Wright and the Watts 103rd Street Rhythm Band made a recent whirlwind trip to New York to promote their new single, "Express Yourself" along with a four day gig at Ungano's. Shown here, left to right, at Ungano's: James Gadson, drummer and vocalist with group, George Lee, Vice President & general manager of Warner Bros. Music; Irene Rogers, manager of Watts Band; Charles Wright; Paul Tannen, director of Eastern operations for Warner Bros. Records; Michael Olivieri, Warner Bros. Records promotion and Alan Rosenberg, artists relations manager for the label.

## Blackwell Returns To Epic Records

**NEW YORK**—After several years absence from the music business, Otis Blackwell will once again record. Blackwell just completed an up beat single for Epic, "It's All Over Me," b/w "Just Keep It Up," which is set for immediate release.

The man who in the 1950's wrote "Don't Be Cruel," "Fever," "Great Balls of Fire," "All Shook Up," and "Breathless," has now penned another winner, and has recorded it himself.

## Schneider, Janis Open Chi Promo

**CHICAGO**—A new promotion firm, Promotion Etc., has been formed in Chicago with headquarters at 7 W. Madison St. in the heart of the Loop area.

Helmed by Dan Schneider, formerly national promotion director for Paramount; and Andy Janis, who handled the label's local promo and artists relations; the new company's aim is to provide "thorough promotion" on both the local and national level with a great deal of emphasis on the campus market. During their tenure at Paramount, Schneider and Janis conceived and implemented the label's current national college program.

## Record Plant Adds Console

**NEW YORK**—Jack Hunt, director of engineering at New York's Record Plant, has announced that a new 24 track console with quadrasonic monitoring capability is being installed in Record Plant's Studio 'A'. The equipment was produced and will be installed by the Record Plant Audio Manufacturing Division. Following the installation of the console, their own tape equipment will be installed. This will make Studio 'A' of The Record Plant, a total facility with all equipment, including the playback monitor systems, supplied by their own manufacturing division.

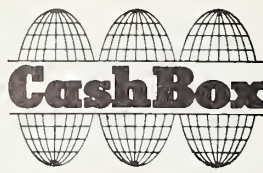
All of the equipment was custom designed from basic models available to the recording industry from The Record Plant Audio Manufacturing Division.

## Feather To Col

**HOLLYWOOD** — Columbia Records has announced the signing of Feather to a long term recording contract. The group, consisting of Danny Greer, Steve Woodward, Mike Cottings, Roger White, and John Townsend, has performed in concert with such stars as Jimi Hendrix, Little Richard, Iron Butterfly, Ritchie Havens, and Lee Michaels. Their first Columbia LP, "Friends," has just been released by the label.



**THEIR MISSION**—Ranwood Records has signed a unique disk act in the Mission who are young Catholic Brothers who will soon be priests. Their seminary is a city ghetto in St. Louis where they support themselves, their education and their ghetto involvement by singing and doing gigs. Jeff Barry has written and produced their first single for the label called "Mr. Music Man." Shown (l. to r.) Rev. Patrick J. Berkery, supervisor of activities of the Mission, Randy Wood, president of Ranwood Records, Brother John O'Reilly of the group, and (standing) Larry Welk v.p. and g.m. of the label.



## Country Music Month Gets Governor's Praise

NASHVILLE — With proclamations from the 50 states pouring into the Country Music Association's headquarters on Music Row in Nashville, Tennessee, and expectations growing high for proclamations from Prime Ministers and Government heads overseas, attention was focused this week on the great impact of the proclamation of Governor Tom McCall of Oregon.

His words point out why every Governor and indeed every citizen should find Country Music the special music of America in October and every month.

The statement of the Governor is as follows:

"Just as laughter needs no translation, so music needs none either. Music, like laughter and tears, comes from the center of the human spirit and speaks in a universal tongue.

Folk music has been one of the great sources for historical discovery: not just of melodies and rhythms preferred at the time, but also of the most sensitive and most central feelings and thoughts of the balladeers and those who sought them.

In America, we have produced much great and enduring music of the people: the sinew and soul of the black people's gift to us in spirituals and jazz; the European-flavored ballads of the Northeast; the prairie and valley cowboy songs of the West; the contributions of every ethnic group; and, of course, the special sound that leaped from England into the 17th Century Colonial hill country, survived, expanded, and became what we call Country Music.

Most Americans find great joy and satisfaction in country music; all, I feel, appreciate its direct and honest presentation of the thoughts and feelings of those who produce it. The protest songs, the marching songs, the guitars of the commune, all reflect the influence of country music.

As Governor of the State of Oregon, I am pleased to join the rest of the United States in declaring October, 1970, to be 'Country Music Month'."

Proclamations are now on hand from nearly forty Governors according to Committee Chairman, Roy Horton. More are expected in the near future.

## CMA Seminar Set For Oct.

NASHVILLE — The Second International Seminar sponsored by the Country Music Association will be held during the 45th birthday celebration of WSM's Grand Ole Opry and the CMA convention in Nashville, Oct. 15-17.

The seminar will feature a panel of local and foreign representatives who will discuss the growth pattern and the many facets of Country Music overseas. Tentative plans include appearances by artists from England, Holland, Japan and other nations.

Last year over 100 people attended the Seminar, and it is anticipated that this year the event will draw over 200 with the British Country Music Association bringing in a group of approximately 185. The slate of panelists for the meeting will be announced later.



**NO MORE TEARS**—Crystal Gayle, Decca recording artist whose single, "I Cried" (the blues right out of my eyes) recently made the c&w charts, takes time out to pose with Ellis Nasour of artist relations, during her visit to Cash Box.

## Top Country Albums

1	<b>CHARLEY PRIDE'S 10TH ALBUM</b> (RCA LSP 4367)	1	16	<b>ONCE MORE</b> Porter Wagoner & Dolly Parton (RCA LSP 4388)	22
2	<b>THE FIGHTIN' SIDE OF ME</b> Merle Haggard (Capitol ST 451)	2	17	<b>JUST PLAIN CHARLEY</b> Charley Pride (RCA LSP 4290)	18
3	<b>MY WOMAN, MY WOMAN, MY WIFE</b> Marty Robbins (Columbia CS 9978)	3	18	<b>THE WORLD OF TAMMY WYNETTE</b> (Epic EGP 503)	19
4	<b>MY LOVE/DON'T KEEP ME HANGIN' ON</b> Sonny James & The Southern Gentlemen (Capitol ST 479)	5	19	<b>YOU WOULDN'T KNOW LOVE</b> Ray Price (Columbia CS 791B)	17
5	<b>LORETTA LYNN WRITES 'EM AND SINGS 'EM</b> (Decca DL 75198)	4	20	<b>LUKE THE DRIFTER, JR.</b> (MGM SE 4673)	20
6	<b>HELLO DARLIN'</b> Conway Twitty (Decca DL 75209)	6	21	<b>THE WORLD OF JOHNNY CASH</b> (Columbia GP 29)	16
7	<b>TAMMY'S TOUCH</b> Tammy Wynette (Epic BN 26549)	7	22	<b>NAT STUCKEY</b> (RCA LSP 4389)	26
8	<b>THE POOL SHARK</b> Dave Dudley (Mercury SR 61276)	10	23	<b>LOVE IS A SOMETIMES THING</b> Bill Anderson (Decca DL 75206)	21
9	<b>LIVE AT THE INTERNATIONAL, LAS VEGAS</b> Jerry Lee Lewis (Mercury SR 6127B)	14	24	<b>FOR THE GOOD TIMES</b> Ray Price (Columbia C 30106)	27
10	<b>I NEVER PICKED COTTON</b> Roy Clark (Dot DLP 25980)	13	25	<b>BABY, BABY</b> David Houston (Epic BN 26539)	23
11	<b>THE KANSAS CITY SONG</b> Buck Owens & The Buckaroos (Capitol ST 476)	12	26	<b>THE BEST OF EDDY ARNOLD VOL. II</b> (RCA LSP 4320)	25
12	<b>THE BEST OF JERRY LEE LEWIS</b> (Smash SRS 6/131)	9	27	<b>C. ATKINS/J. REED</b> (RCA LSP 4396)	—
13	<b>A REAL LIVE DOLLY</b> Dolly Parton (RCA LSP 4387)	15	28	<b>NO LOVE AT ALL</b> Lynn Anderson (Columbia C 30099)	30
14	<b>ON STAGE—FEBRUARY 1970</b> Elvis Presley (RCA LSP 4362)	8	29	<b>HANK WILLIAMS, JR. GREATEST HITS</b> (MGM SE 4656)	28
15	<b>JACK GREEN'S GREATEST HITS</b> (Decca DL 75208)	11	30	<b>THIS IS BARE COUNTRY</b> Bobby Bare (Mercury SR 61290)	—

## Country Stations Begin Contest Promo

NASHVILLE — The Country Music Association mailed nearly 1200 special contest kits to radio stations in the United States and Canada in preparation for the annual "October Is Country Music Month" promotion contest.

President of CMA, Harold Hitt, said this large number of kits is due to the increased growth of country music and the vast number of stations now programming it. The latest survey by the CMA of all Canadian and U.S. stations showed that there are more than 650 full time C&W broadcasters, and more than 1200 other stations that broadcast some country music from 2-12 hours daily.

The contest, open to any radio and television station in either country, is based on entries submitted by the stations showing the extent and quality of the promotion engaged in for boosting October as Country Music Month. The winners of the top three places in the contest are awarded trophies by the CMA.

Last year's winners were, WMTS Radio, Murfreesboro, Tenn.; WDVA Radio, Danville, Va.; and WHOO Radio, Orlando, Fla.

## Riley Tapes Sullivan Show

NASHVILLE—Dub Allbritten's One Neters, Inc. has set Jeannie C. Riley, recently signed to a personal management contract with the firm, for guest appearances on two upcoming special segments of the Ed Sullivan Show.

Miss Riley's first appearance, to be taped at the Hollywood Bowl, will feature her as a part of Sullivan's tribute program to composer Richard Rodgers. Scheduled for a November 22 airdate, the program will feature Miss Riley in a specially scripted medley from the Rodgers' musical, "Oklahoma."

Her follow-up Sullivan guesting will be taped in Germany and England as a salute to the Armed Forces Musical Festival and will be telecast early in 1971.

## Haggard Sets Fall Lineup

HOLLYWOOD — Merle Haggard will headline the Ed Sullivan Show and guest on the David Frost Show this month, and, at the same time move into a two-month concert tour scheduled to begin Friday, September 18, in Syracuse, N.Y.

The Capitol artist will appear as Curly in scenes from the musical "Oklahoma," to highlight Sullivan's special tribute to composer Richard Rodgers. He'll sing "Oh, What A Beautiful Morning," "Surrey With The Fringe on Top," "People Will Say We're in Love," and the title tune, during a 15-minute segment.

Sullivan will tape the show Sept. 15-16 at the Hollywood Bowl, which will be televised by CBS-TV in November.

On Sept. 21, Haggard will join David Frost, discussing "Okie From Muskogee" and other compositions that have earned the entertainer larger audiences this past year.

The September concert schedule for Haggard, subject of a major, front-page feature in a recent edition of the Wall Street Journal, includes: Memorial Auditorium, Syracuse, N.Y. (Sept. 18); Music Hall, Buffalo (19); Eastman Theater, Rochester (20); Kitchener Memorial Auditorium, Kitchener, Ontario, Canada (24); Memorial Hall, Dayton, Ohio (25); Veterans Memorial Auditorium, Columbus (26); Civic Theatre, Akron (27); National Arts Center, Ottawa, Canada (28); Proctor Theater, Schenectady, N.Y. (29).

The Haggard Show will also feature Bonnie Owens and The Strangers.

## Buddy Lee Signs Smith

NASHVILLE — Artist-agent Buddy Lee announced the signing of an exclusive management booking contract with Columbia Records' Carl Smith.

Smith, recently honored by Columbia for 20 years of record sales totaling over 15 million copies, is the latest addition to the expanding list of headliner acts now booked by Buddy Lee Attractions.



# CashBox Country Roundup

While MOR and top forty radio stations are boasting from 15 to 35% Canadian content, country spinners are showing a solid 30% backing for Canadian country releases. Leading the way is Anne Murray's "Snowbird" deck on Capitol, with Gordon Lightfoot right behind with his Reprise single, "Me And Bobby McGee". One of the big moves is "Countryfied" by Dick Damron on Apex. Damron has been one of the most successful Western Canadian recording artists in the business. Donna Ramsay has been fairly constant with her Capitol release, "Cool Green Waters" as have Columbia's Mercey Brothers with their "Pickin' Up The Pieces". The Great Speckled Bird have made a surprise move up the charts with their Ampex single, "Trucker's Cafe". The single actually features Sylvia of Ian and Sylvia and was culled from their album "Great Speckled Bird". The Rainvilles, currently drawing packed houses and receiving standing ovations at the Whitby House are showing moves towards the pop charts with their Melbourne single, "Fortunate Son". The flip, "Too Much In Love" which features Dot Rainville and was penned by the man and wife duo is also receiving top country play. Another Western Canadian, Bob Smith has shown good strides up the charts with his Apex release, "Ode To Suburbia", and a new comer Mike Graham with his second release on Rodeo, "These Things", is now established as one of the finest Canadian country artists on the scene. He will be sharing a matinee show with MGM's Hank Williams Jr. at Toronto's Horseshoe Tavern. He will be appearing at this Toronto country showplace for two weeks before this well publicized show. Tom Connors is still battling heavy sales with his "Ketchup Song" on Dominion. He was recently awarded The Gold Potato from the Government of Prince Edward Island for his efforts in making the Island's prime export, potatoes, a household word from coast to coast in Canada. Connors had seen national chart action with his "Bud The Spud" release, which told of a spud islander's trip to Upper Canada with a truck load of potatoes.

Dianne Leigh hasn't had as much success with her new Chart release, "I'm Your Puppet" as her previous releases but she is beginning to show action in the west in view of her appearances there. Tony White, an Edmontonian, has kept up with the winners with his Columbia outing, "Big Window" with another Westerner, Jimmy Arthur Ordge has made a strong bid for national recognition with his Damon single "The Ballad Of Muk Tuk Annie". "Uncle Pen" by Blake Fordham and Crowbar has made a surprise move from the pop charts to be recognized by country spinners and has made good gains into this new field for the heavy rock group. Harry Rusk, well known Western Canadian, is still hanging in with his Dominion deck, "A Big Man". On Joey Gregorash's recent jaunt across Western and Central Canada several country spinners picked up the flip of his Polydor single and have now established Gregorash as a country artist with "I'm Easy Come Easy Go". The giant CFGM (Toronto) has given excellent exposure to this single.

Van Trevor says, "Country music is not a stage—it's a living room and we're having a party" . . . The nominating for the annual CMA Country Music Awards Program for 1970 has been completed. Upon receipt of the second round of ballots, members of CMA should immediately make their selections for the weeding out process which will result in the third round and a select list of only 5 names in each of the 11 awards categories . . . September 5 was set for

"Conway Twitty Day" in Knoxville, Tennessee. Conway and the Twitty Birds were featured along with Don Gibson, Johnny Darrell, Snuffy Miller, Carl and Pearl Butler, and others. During the celebration Conway was made an honorary citizen of Tennessee . . . Pierce LeFevre, manager of the Atlanta-based gospel group "the Singing LeFevre's" has announced the appointment of G. Hill and Company of Nashville to handle press, publicity and public relations for the group. The LeFevre's, widely known for their founding structure in gospel music and preparing for their 50th golden anniversary year in 1971 . . . Green Grass Music rolled out the green carpet to welcome Johnny Carver to its staff of writers. Green Grass president, Curly Putnam, is writer of "Green Grass of Home," popular Tom Jones tune . . . A recent visitor to Music City became the latest member of the exclusive CMA Country Club when Jo Walker, executive director of the Country Music Association, presented the treasured certificate to Hiroshi Kanai, Columbia Records representative from Japan. Attending at the ceremonies was Frank Jones, chairman of the board of trustees of the Country Music Foundation. Membership in the Country Club can only be sponsored by an organizational member of the CMA, so, Jones, a Columbia Records executive, also served as the sponsor for the membership . . . Peggy Little's new Dot Records album, "More Than A Little," is set for release in September as is Mary Taylor's new Dot single . . . Dale Ward is slated for September release on his latest Paramount single . . . Del Trolinder and Carl Watson, both from Texas, recently signed exclusive writer's contracts with Bill Anderson's Stallion Music. "Not Really Living At All" is one of their tunes recorded by Anderson in his current "Love Is A Sometimes Thing" album . . . Bobby Harden has just signed an artist contract with Mega Records. Bobby, a member of the Harden Trio who had a number one hit with "Tippie Toin," is slated for a September release on Mega, produced by Jim Malloy . . . David Rogers, who had three previous appearances on the Grand Ole Opry, doubled that number on a recent weekend, appearing on the Friday show and two Saturday shows. He then went on to host the Ernest Tubb Record Shop Show from midnight until 1 A.M. . . . It took Jim Riley 30 days to walk 700 miles from his home in Dibolt, Texas to Cedarwood Publishing Company and Columbia Records in Music City . . . Ben Peters was honored on Nashville's WENO Radio with a "mini-view" where his hit songs, both past and present, from the Shelby Singleton Music catalog were featured . . . Roy Rogers' "Money Can't Buy Love," a Cedarwood property, is "triggering" a wave of warm response . . . The Perry Sisters appeared on Big Show in Seymour, Conn. recently with their new formed band "The Scorpions." The Perry Sisters record for Raven Records, the label being distributed by Sounds of Music, Inc., headed by Little Richie Johnson . . . Hank Thompson suffered a broken arm during a traffic accident in Oklahoma which has caused his Dot Records album session to be postponed from August until sometime in late September . . . Proud pappa RCA promo exec Wally Cochran, reports new daughter, Sara Jane, weighs in at 12 lb. 6½ oz. at three weeks of age . . . Billy Deaton, Faron Young's manager, just returned from Stonewall, Texas, where he attended the dedication of the Lyndon B. Johnson State Park, on Saturday, 29th of August. Deaton stated that former President Johnson was at his very best shaking hands and he spoke to more than

8,000 people who attended the ceremonies . . . Holly Garrett, A Tom Compton (Compton Brothers) singer/writer discovery has been signed to a long term recording contract by Mega Records, a division of RPM, Inc. Her first recording, "It's A Rider" will be released by the label in early September . . . Jerry Seabolt, national promo manager for Mega Records, a division of RPM, Inc., assisted by gal Friday, Kathy Naitove, is publishing a weekly info sheet dubbed "Mega's Music Memos." This newsletter will be mailed weekly to all radio stations . . . David Rogers slated for a new Columbia release, "I Wake Up In Heaven," September 7 . . . Hank Cochran is scheduled for a Dot Records session following his recent signing with the label . . . The Compton Brothers, after a week of personal appearances in the Midwest, leave September 3 from Chicago's O'Hare Airport for their first overseas tour. They are slated for one appearance in London, England, four days in Spain, and thirteen days in Germany . . . "I'm Proud To Be A Woman" was the tune Mercury's Linda Meadors taped for The Porter Wagoner syndicated NBC TV show which will be aired in early fall . . . Bob Dalton, Mega Records artist, enjoying success with his first single on the label, "Mama Call Me Home," is in town from his West Palm Beach, Florida residence to discuss an upcoming album for the label with Jim Malloy, producer . . . Faron Young will sing the title song, "Guns Of Johnny Rhondo" on the High Chaparral on NBC Network, on September 11. This will be a re-broadcast . . . Capitol Records hosted Joe South at a picnic in Hollywood recently following his very successful week at the Greek Theatre. Joe will be one of the artists featured on the "Country Fair" album promotion during September . . . Look for a new single release by Mercury's Norro Wilson, written by Tom T. Hall and produced by Jerry Kennedy. Norro's current chart action is on Hall-written "Do It To Someone You Love." . . . Ashley Records, Ashmar Music, and Ashley Talent advise they are no way associated with Cavalcade of Music and H. L. Miller . . . While on routine call August 16, 30-year-old patrolman Larry Minard was killed. Ron Thompson of Radio Station KOIL in Omaha, Nebraska, raised just under \$2,600 in 4½ hours for patrolman Minard's wife and five children. The check was presented to the family the next day . . . The Judy Lynn Show played the Snohomish County Fair, Monroe, Washington Sept. 6 & 7, and then returned to Las Vegas for a 4-week return engagement at the Flamingo Hotel, Sept. 10 thru Oct. 7 . . . The Blackwood Brothers Quartet is slated for 24 appearances in September, covering North, East, South, and West . . . Curley McIntyre has been appointed as assistant coordinator for Mega Records C&W promotion, working directly with Jerry Seabolt, national promotion manager . . . Mercury artist/writer Tom T. Hall recently put the finishing touch on an LP to be released in November . . . Karen Scott is now reporting as secretary to promo exec Rorey Bourke who is based in Nashville's Mercury office . . . The recent hurricane in Texas chased Faron and Hilda Young and Billy and Barbara Deaton out of the state during a recent vacation . . . Jimmy Kish, the flying cowboy, has moved to Nashville and now calls Music City home.

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## Country Top 65

- |    |  |    |    |   |    |
|----|--|----|----|---|----|
| 1  | <b>FOR THE GOOD TIMES</b><br>Ray Price (Columbia 45178)<br>(Buckhorn—BMI)  | 1  | 32 | <b>I'VE LOST YOU</b><br>Elvis Presley (RCA 9873)<br>(Glady's—ASCAP)   | 34 |
| 2  | <b>MULE SKINNER BLUES</b><br>Dolly Parton (RCA 9863)<br>(Peer Int'l—BMI)   | 3  | 33 | <b>RUN, WOMAN, RUN</b><br>Tammy Wynette (Epic 10653)<br>(Algee—BMI)   | 46 |
| 3  | <b>ALL FOR THE LOVE OF SUNSHINE</b><br>Hank Williams, Jr. & Mike Curb Cong.<br>(MGM 14152) (Hastings—BMI)                    | 4  | 34 | <b>YOUR SWEET LOVE LIFTED ME</b><br>Ferlin Husky (Capitol 2882)<br>(Al Gallico—BMI)                           | 36 |
| 4  | <b>HEAVEN EVERYDAY</b><br>Mel Tillis—The Statesiders (MGM 14148)<br>(Jack & Bill—ASCAP)                                      | 5  | 35 | <b>HARD, HARD TRAVELING MAN</b><br>Dick Curless (Capitol 2848)<br>(Acuff-Rose—BMI)                            | 37 |
| 5  | <b>DON'T KEEP ME HANGIN' ON</b><br>Sonny James (Capitol 2834)<br>(Marson—BMI)  | 2  | 36 | <b>SOUTH</b><br>Roger Miller (Mercury 73102)<br>(Pixrus—ASCAP)  | 47 |
| 6  | <b>SNOWBIRD</b><br>Ann Murray (Capitol 2738)<br>(Beechwood—BMI)  | 10 | 37 | <b>SAME OLD STORY, SAME OLD LIE</b><br>Bill Phillips (Decca 32707)<br>(4 Star—BMI)                            | 40 |
| 7  | <b>DADDY WAS AN OLD TIME PREACHER MAN</b><br>Porter Wagoner & Dolly Parton<br>(RCA 9875)<br>(Dwengar—BMI)                    | 7  | 38 | <b>BACK WHERE IT'S AT</b><br>George Hamilton IV (RCA)<br>(Acuff-Rose—BMI)                                     | 44 |
| 8  | <b>WONDERS OF THE WINE</b><br>David Houston (Epic 10643)<br>(Algee—BMI)  | 9  | 39 | <b>DO IT SOMEONE YOU LOVE</b><br>Norro Wilson (Mercury 73077)<br>(Newkeys—BMI)                                | 38 |
| 9  | <b>THERE MUST BE MORE TO LOVE THAN THIS</b><br>Jerry Lee Lewis (Mercury 73099)<br>(DeCapo, Varia, Chimneyville—BMI)          | 13 | 40 | <b>I WANT YOU FREE</b><br>Jean Sheppard (Capitol 2847)<br>(Al Gallico—BMI)                                    | 43 |
| 10 | <b>SUNDAY MORNING COMING DOWN</b><br>Johnny Cash (Columbia 45211)<br>(Combine—BMI)   | 20 | 41 | <b>SUGAR IN THE FLOWERS</b><br>Anthony Armstrong Jones (Chart 5083)<br>(Sue-Mir—ASCAP)                        | 39 |
| 11 | <b>EVERYTHING A MAN COULD EVER NEED</b><br>Glen Campbell (Capitol 2843)<br>(Insign—BMI)                                      | 11 | 42 | <b>JOLIE GIRL</b><br>Marty Robbins (Columbia 45215)<br>(Bujo—BMI)   | —  |
| 12 | <b>WONDER COULD I LIVE THERE ANYMORE</b><br>Charlie Pride (RCA 9855)<br>(Hall-Clements—BMI)                                  | 8  | 43 | <b>LOUISIANA MAN</b><br>Connie Smith (RCA 47-9887)<br>(Acuff-Rose—BMI)  | 48 |
| 13 | <b>NO LOVE AT ALL/I FOUND YOU JUST IN TIME</b><br>Lynn Anderson (Columbia 45190)<br>(Press, Rose Bridge, BMI/Al Gallico—BMI) | 19 | 44 | <b>THANK GOD AND GRAYHOUND</b><br>Roy Clark (Dot 17355)<br>(Window—BMI)                                       | —  |
| 14 | <b>WHEN A MAN LOVES A WOMAN</b><br>Billy Walker (MGM 14134)<br>(Forrest Hills—BMI)   | 15 | 45 | <b>IT'S ONLY MAKE BELIEVE</b><br>Glen Campbell (Capitol 2905)<br>(Marielle—BMI)                               | 56 |
| 15 | <b>ONE SONG AWAY</b><br>Tommy Cash (Epic 10630)<br>(House of Cash—BMI)   | 16 | 46 | <b>ALL AMERICAN HUSBAND</b><br>Peggy Sue (Decca 32698)<br>(Sure-Fire—BMI)                                     | 41 |
| 16 | <b>BILOXI</b><br>Kenny Price (RCA 9869)  | 17 | 47 | <b>FROM HEAVEN TO HEARTACHE</b><br>Eddy Arnold (RCA 9889)<br>(Shelby Singleton—BMI)                           | 59 |
| 17 | <b>ANGELS DON'T LIE</b><br>Jim Reeves (RCA 9880)<br>(Acclaim—BMI)  | 18 | 48 | <b>ONE MORE DIME</b><br>Porter Wagoner (RCA 9895)<br>Jim Johnson  | 58 |
| 18 | <b>HOW I GOT TO MEMPHIS</b><br>Bobby Bare (Mercury 73097)<br>(Newkeys—BMI)   | 23 | 49 | <b>SHUTTERS &amp; BOARDS</b><br>Slim Whitman (United Artists 50697)<br>(Vogue—BMI)                            | 52 |
| 19 | <b>MARTY GRAY</b><br>Billy Jo Spear (Capitol 2844)<br>(Jerry Chestnut—BMI)   | 22 | 50 | <b>TILL I CAN'T TAKE IT ANYMORE</b><br>Dottie West & Don Gibson (RCA 9867)<br>(Eden—BMI)                      | 49 |
| 20 | <b>SALUTE TO A SWITCHBLADE</b><br>Tom T. Hall (Mercury 30778)<br>(Newkeys—BMI)   | 6  | 51 | <b>LOOK AT MINE</b><br>Jody Miller (Epic 10641)<br>(Welbeck—ASCAP)  | 54 |
| 21 | <b>THE TAKER</b><br>Waylon Jennings (RCA 9885)<br>(Combine—BMI)  | 26 | 52 | <b>HEY BABY</b><br>Bobby G. Rice (Royal American 18)<br>(LeBill—BMI)  | 55 |
| 22 | <b>THE GREAT WHITE HORSE</b><br>Buck Owens & Susan Raye (Capitol 2871)<br>(Blue Book—BMI)                                    | 31 | 53 | <b>THE BIRTHMARK HENRY THOMPSON TALKS ABOUT</b><br>Dallas Frazer (RCA 9881)<br>(Blue Crest, Hill & Range—BMI) | 60 |
| 23 | <b>THIS NIGHT (AIN'T FIT FOR NOTHING BUT DRINKING)</b><br>Dave Dudley (Mercury 73098)<br>(Newkeys—BMI)                       | 25 | 54 | <b>HE'S EVERYWHERE</b><br>Sammi Smith (Mega 615)<br>(Two Rivers—ASCAP)  | —  |
| 24 | <b>THE WHOLE WORLD COMES TO ME</b><br>Jack Greene (Decca 32699)<br>(Contention—SESAC)  | 14 | 55 | <b>LIVE FOR THE GOOD TIMES</b><br>Warner Mack (Decca 32725)<br>(Page Boy—SESAC)                               | —  |
| 25 | <b>YOU WANNA GIVE ME A LIFT</b><br>Loretta Lynn (Decca 32693)<br>(Sure-Fire—BMI)   | 12 | 56 | <b>WHO SHOT JOHN</b><br>Wanda Jackson (Capitol 2872)<br>(Little Street—ASCAP)                                 | 61 |
| 26 | <b>HONKY TONK MAN</b><br>Bob Luman (Epic 10631)<br>(Cedarwood—BMI)   | 21 | 57 | <b>PATCHES</b><br>Ray Griff (Royal American 19)<br>(Gold Forever—BMI)   | —  |
| 27 | <b>TELL ME MY LYING EYES ARE WRONG</b><br>George Jones & Jones Boys (Musicor 14098)<br>(Blue Crest—BMI)                      | 27 | 58 | <b>CRYING</b><br>Arlene Hardin (Columbia 45203)<br>(Acuff-Rose—BMI)   | —  |
| 28 | <b>SOMEDAY WE'LL BE TOGETHER</b><br>Bill Anderson & Jan Howard (Decca 32689)<br>(Jobete—BMI)                                 | 24 | 59 | <b>WHISKY, WHISKY</b><br>Nat Stuckey (RCA 9884)<br>(Combine—BMI)  | —  |
| 29 | <b>KANSAS CITY SONG</b><br>Buck Owens & The Buckaroos (Capitol 2783)<br>(Blue Book—BMI)                                      | 28 | 60 | <b>I CRIED (THE BLUE RIGHT OUT OF MY EYES)</b><br>Crystal Gayle (Decca 32721)<br>(Sure-Fire—BMI)              | 65 |
| 30 | <b>BLAME IT ON ROSEY</b><br>Ray Sanders (United Artists 50689)<br>(Wilderness—BMI)   | 32 | 61 | <b>WATERMELON TIME IN GEORGIA</b><br>Lefty Frizzell (Columbia 45197)<br>(Wilderness—BMI)                      | —  |
| 31 | <b>GEORGIA SUNSHINE</b><br>Jerry Reed (RCA 9870)<br>(Vector—BMI)   | 33 | 62 | <b>MY HAPPINESS</b><br>Johnny & Jonie Mosby (Capitol 2865)<br>(Happiness—BMI)                                 | —  |



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EVERYDAY'**

**Mel Tillis**



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**'WHEN A MAN  
LOVES A WOMAN'**

**Billy Walker**



exclusively on MGM RECORDS MGM K14134





# C & W Singles Reviews

## Picks of the Week

**CHARLIE PRIDE** (Rca—47-9902)

**I Can't Believe That You've Stopped Loving Me** (3:06) (Blue Crest, BMI—Owens, Frazier) Charlie Pride keeps his string of hits alive with this new release. Should be a smash. Flip: "Time, (You're Not A Friend Of Mine)" (2:08) (Pi—Gem, BMI—Sue Lane)

**JIMMIE RIDDLE** (Decca—32735)

**Yakety Eeeph** (1:43) (Tree, BMI—Rich, Randolph) This single should come from far out in left field and make its way right to the top of the charts. An incredible tune, if you don't try to learn the lyrics. Flip: "Wildwood Eeeph" (1:35) (Jack Music, BMI—)

**HANK WILLIAMS, JR. & LOIS JOHNSON** (MGM—K-14164)

**So Sad** (2:50) (Acuff—Rose, BMI—Everly) Hank Williams, Jr. teams up with Lois Johnson and offers this pretty tune that should attract a lot of chart action. Flip: "Let's Talk It Over Again" (1:55) (Hank Williams, Jr., BMI—Williams, Jr, Keith Morris)

**MEL TILLIS** (Kapp K—2103)

**Too Lonely, Too Long** (2:40) (Sawgrass, BMI—Owen) Mel should find his way right back to the top of the charts with this new single. Flip: "Memories Made Of This" (2:25) (Sawgrass, BMI—Haynes)

**JANE MORGAN** Rca—47-9901)

**The First Day** (2:14) (Stuckey, BMI—Nat Stuckey) Once again, Miss Morgan offers a fine performance. This time with a Nat Stuckey tune from her album. Flip: "I'm Only A Woman" (2:57) (Shelby Singleton Music, BMI—Peters)

**FARON YOUNG**—(Mercury—73112)

**Goin' Steady** (2:04) (Central Songs, BMI—Young) This new bouncy tune written by Faron Young should do very well on the charts. Listen carefully to the interesting story line. Flip: (No Information available)

**WALT CONKLIN**—(MGM—K-14261)

**Mama's Gentle Hands** (2:36) (Green Grass, BMI—Putnam, Austin) You can count on mama's gentle hands for almost anything except hit records. In this case, count on Walt Conklin. Flip: "Half A Man" (2:43) (Tree, BMI—Nelson)

## Best Bets

**LAWRENCE REYNOLDS** (Warner Bros. 7421) **Doing His Thing** (2:39) (Wilderness, BMI-Reynolds, Cardwell) Lawrence Reynolds does his thing on this beautifully written ballad containing a most interesting story line. Should attract a lot of attention. Flip: "Does It Show" (2:10) (Wilderness, BMI-Reynolds)

**LINDA GAIL LEWIS** (Mercury-73113) **Before The Snow Flies** (3:08) (CobyMusic, BMI-Holliday) Before the snow flies, Linda Lewis should have a sure fire hit on her hands. Watch this one catch on in a hurry. Flip: (no information available)

**TONY BOOTH** (MGM K-14156) **Give Me One Last Kiss And Go** (2:33) (Blue Book, BMI-Wooten, Wooten) It's really not as simple as the title may suggest, but Tony Booth should have a huge hit on his hands nonetheless. Flip: "Las Virgenes Road" (2:52) (CoBurt and Lara, BMI-Collins, Naylor)

**RED WILLIAMS** (Chips-6009) **Jesus Jones** (2:39) (Press, BMI-Young, Williams) As you can tell by the title, this tune has a rather interesting and to the point lyric. Should arouse some attention. Flip: "The Wall" (2:36) (Same Credits)

**NORMA JEAN** (Rca-47-9900) **Whiskey Six Years Old** (2:14) (Tree, BMI-Martin, Slate) This bouncy c&w tune by Norma should be bouncing its way right to the top. Flip: "I'm Giving Up" (2:30) (Wilderness, BMI-Howard)

**STAN GUNN** (Sugar Hill 007) **I'll Be There** (2:27) (Peach, SESAC, Bulla, Williamson) This new c&w release by Stan also has a bit of gospel flavoring which only adds to an already beautiful song. Flip: "Dead And Gone" (2:17) (Yonah, BMI-J. Gibson)

**BOB DUNCAN** (Capitol 2818) **Mess-in' Up My Mind** (2:31) (Central songs, BMI-Stone, Roberts) In the tradition of "Honey," and "Gentle On My Mind," this tune should take off in both the c&w and pop markets. Flip: "Stone Man" (2:07) (Central Songs, BMI-Duncan, Garrett)

**LAUREL HANSON** (Renna-1090) **I Wonder Why** (3:05) (Glenglad, BMI-Hanson) Laurel Hanson asks the musical question "I Wonder Why." For the answer, give his new single a spin. Flip: "Why Did You Go?" (2:25) (Glenglad, BMI-Strickland, McGinnis)

**UREL ALBERT**—(Spar 30037) **I'm Free From Your Love** (2:42) (Silver Sands, ASCAP-J. Elgin) Here's quite an interesting and sincere ballad that should capture the hearts of all c&w listeners. Flip: "Twenty Wasted Years" (2:23) (Tennessee Music, BMI-Norris, Richards)

**STERLING BLYTHE** — (Tiffany 1400) **Mama Tell Me** (2:31) (Lake Forest, ASCAP-J. D. Bullock) Sterling has come up with one of the finest c&w releases in a long time. You'll be hearing this one a lot. Flip: "Little People" (3:17) (Dunbar, BMI-B. Charne)



# Country LP Reviews



## BOOT HILL — Buck Owens' Buckaroos — Capitol-ST-550

Don Rich and the world famous Buckaroos offer a brand new package of ten country and western numbers that is destined to be one of the biggest selling chart items in a long time. The album includes "Guitar Pickin' Man," "Cajun Steel Guitar," "Up On Cripple Creek," and seven other tunes on which the Buckaroos lay it all down, and get it together. On this LP, Don Rich proves once again, that he is the undisputed master of the c&w guitar.



## THE GREAT WHITE HORSE — Buck Owens and Susan Raye — Capitol-ST 558

Buck Owens rides again, but this time around, he's teamed up with lovely Susan Raye in what must be one of the finest country albums ever to be released. Buck and Susan blend their voices beautifully on many of these cuts into country classics. "The Great White Horse," "Tennessee Bird Walk," "High As The Mountains," "Your Tender Loving Care," and "Think Of Me," are among the more precious selections on the album.



## COUNTRY FAIR — Various Artists — Capitol-SWBB-562

This album, which has aroused considerable attention prior to its release is finally on the market and should sell like hot cakes. The two record set includes performances by all the leading c&w artists such as: Glen Campbell, "Try A Little Kindness," Merle Haggard, "Workin' Man Blues," Buck Owens, "Tall Dark Stranger," Wanda Jackson, "Two Separate Bar Stools," Ferlin Husky, "Every Step Of The Way," as well as performances by Joe South, Bobbie Gentry, Charlie Louvin, Sonny James, and Jean Shepard.



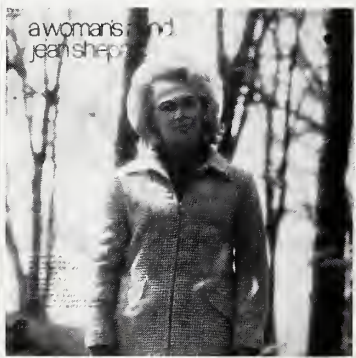
## A WOMAN LIVES FOR LOVE — Wanda Jackson — Capitol-ST-554

This new offering from lovely Wanda Jackson should find a home in the hearts of all c&w fans. The theme of the album seems to center around love, with such titles as "A Woman Lives For Love," "Stand By Your Man," "Walk Through This World With Me," and "You're The Only World I Know." Wanda's ability to always sound convincing has made her, over the years, a top record seller. This album should do very well in chart competition.



## COUNTRY GIRL — Billie Jo Spears — Capitol-ST-560

Country girl Billie Jo Spears, currently riding high on the charts with the single "Marty Gray," which is included in the album, offers a brilliant package of new material that should really catch on in a hurry. Billie Jo recorded Conway Twitty's "Hello Darlin'," as well as Mel Tillis' "Heart Over Mind," and eight other tunes. If you love country music, this LP is for you. Give it a listen.



## A WOMAN'S HAND — Jean Shepard — Capitol-ST-559

A woman's hand can do a lot, but when the woman is Jean Shepard, her voice can do a lot more as is evidenced by this beautifully overpowering LP. The album contains 10 cuts, some of which were written by country and western greats Bill Anderson, Buck Owens, and Hank Williams. This package should be getting a lot of turn table spins as well as a place on the c&w charts.

# COUNTRY MUSIC FEST

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1ST WEEK OF OCTOBER



# CashBox Canada

Columbia's regional promotion man, Charlie Camilleri has been kept busy with visiting artists to the Toronto Fair. The most successful was Johnny Cash, who was in for two concerts and received rave reviews. A posh, well laid out, reception was held for Cash at Toronto's Sutton Place with a restricted guest list, necessary because of the popularity Cash now enjoys with Canadians. Camilleri was also busy laying on promotional activity for their recent bust-out, "Rubber Duckie" by Ernie. A tractor trailer of rubber ducks has been brought in for giveaways to dealers, and radio personalities as well as for a giant promotion at the Toronto Fair. Columbia's Mashmakahn continues to sell briskly and begins a very slow downward trend although the deck now shows on the Cash Box 100.

New promotion manager at GRT of Canada is John Murphy, upped to this position from sales. Murphy was formerly with Apex and prior to that with Quality. Murphy's big chore now, a comparatively simple one, is the pushing of their "Crusin' Series". Backordering has already created a monster of this seven volume release, which is a history of rock and roll radio from 1956 through 1962.

Polydor's director of artist promotion, Lori Bruner, into Toronto for 10 days of promotion. She is touting the new single release, "I Am Your Little Boy" by Heintje, the Dutch boy who sings in German. This 14 year old already has 27 gold discs to his credit. Ordering from Vancouver and Toronto has been heavy, and because this single is in English, Bruner can see Heintje breaking nationally.

Quality has another full house of successful releases going for them. Leading the pack is Steel Ricer's "Ten Pound Note" now picked up by Stereo Dimension in the U. S. The group release on the Tuesday label. The Paul Craig single "Welcome To My Daydream" on the Tamarac label is showing signs of flipping to "Coat Of Colours". Craig is the leader of Thecycle who this week released "Walkin' Along", also on the Tamarac label. Quality has bowed their new label design with the release of "I'm Lost Without You" by David Jensen. The label was designed by Quality's national promotion coordinator, Mel Shaw. The Poor Souls are back with another Quality release. This time it's "Comin' Round". Quality will be hosting a cocktail party for the 5th Dimension who will be appearing at the grandstand of the Toronto Fair.

Art Young, president of Trans World Records, flew into Toronto to host an opening night cocktail party for Byron Lee & The Dragonaires at the Beverly Hills' Hook and Ladder Club. The reception was well attended by key dealers, radio, and press. Invites were arranged by Trans World's Ontario manager Ray Johnston. Byron Lee and his lead singer Keith Lyn spent much time tablehopping the party and created much excitement with his sixteen man group when they performed their first set.

Ginette Reno continues to chalk up good sales with her "Crowded By Emptiness" single on Parrot. Much of her success comes from the strong play she has received from MOR stations. Chilliwack, another Parrot group, have jumped into chart prominence with their "Chain Train" deck. Ken McFarland, Ontario sales and promotion manager for London, who distribute Parrot, reports top action for the two Canadian recording units. The Poppy Family are back on the charts with their recent hit, "That's Where I Went Wrong". U. S. action on the deck has created Canadian interest once again.

MCA's group of Canadian releases are showing national strength. The big winner is Christopher Kearner

with his Apex lid "Theme For Jody". International releases are expected shortly. The Barry Allen "Wednesday In Your Garden" on Molten is still showing sales gains as is "Second Thoughts" by Cheyenne Winter also on Molten. Allan's new CTV network show is due to bow Wednesday Sept. 9. MCA's Broderick into Toronto for talks with Canadian execs.

GRT's Ontario promotion manager, John Murphy, has found exceptional reaction to the new "Crusin'" series, on the newly acquired Increase label. The series consists of seven albums made up of the original hits (by the original artists) from 1956 through 1962. Key dealers have also shown much interest in the series.

Tape promotion for GRT for the months of September and October will concentrate on their 8 track release of "Have A Little Talk With Myself" by Ray Stevens. They are also readying a series of 15 top hits from country and rock past greats.

For those who were wondering who distributes the Brunswick single, "The Sly, The Slick & The Wicked" by Lost Generation, it's London. The single has already climbed into prominence across Canada. London also distributes the Coast label, a Vancouver based production company. New single, "A New Day" is by Spring, who have already picked up a good image with their first release for the label.

London's Ontario sales and promotion manager, Ken McFarland, reports good reaction to the instrumental deck "Black Fox" by Freddy Robinson. He also sends news that the label has re-released "That's Where I Went Wrong" by the Poppy Family.

Mercury's Big Mama Thornton pulled good houses during her engagement at Toronto's Colonial Tavern. Winnipeg's Tomorrow's Eves are scoring well with their "Hallelujah" deck. Another Canadian group, Chilliwack, who release on Parrot, is currently in Japan appearing at Expo '70.

The Mynah Bird single is still making good sales gains and has picked up listings on several MOR stations. Big promoter of the single is Colin Kerr, owner of the Mynah Bird Club in Toronto's Yorkville Village. Colin was the first to introduce topless and later bottomless waitresses in his club.

"Ten Pound Note" by Steel River is the big Canadian news from Quality. Both their single and album on the Tuesday label have established the group as the biggest sellers in the Quality fold since "Canada" a government hyped single by the Young Canada Singers during Expo '67.

A surprise release and making national gains is the British Rumpelstiltskin album. MGM's Golden Archive Series has bowed with good reaction from dealers and radio stations. This series of albums contains past hits by The Righteous Brothers, Connie Francis, Conway Twitty, Judy Garland, Mothers of Invention, Ian & Sylvia and many others.

Canada Goose have had their "Higher & Higher" resubmitted to the Maple Leaf System and was given a "pick". Another Canadian release, "Welcome To My Daydream" by Paul Craig on the Tamarac label has picked up chart listings in several areas of Canada.

Columbia will have a transport trailer packed full of rubber ducks at Toronto's Fair to give a boost to the Ernie release of "Rubber Duckie". Columbia's regional promotion manager, Charlie Camilleri, has even threatened to pose in a large sized bath tub along with rubber ducks to give an added boost to the release.



# CashBox Spain

We are now in the middle of the season called "ferragosto" by the Italians. Gone are the nights, the big nights of "Florida" and "Pavillón," both inside Madrid's famous Retiro Park, where some of the best known names in the Spanish show business parade, year after year, during July, increasing the pace as the month approaches its close. Everybody knows that roughly half of Madrid's population goes away in August, and this reflects of course, on the new record releases. Firms with big foreign catalogs launch just foreign records, and firms with no foreign catalogs do not release anything. Such is the case of Zafiro, for instance, which had not a single record launched last week. The Spanish disks of potential success are kept "in the sleeve" (here in a double sense) for the golden season of the big coming back continued through the golden season of the big Christmas anticipation. In other words: October-December will behold the release of the domestic hits for 1970-1971. In the meanwhile, only the Summer Song contest keeps very much alive.

El Musical's classification concerning its own competition, promoted both by the weekly itself and its powerful sister, the SER radio network, is as follows: 1) "Un rayo de sol" by Los Diablos (Odeón), 640 points; 2) "Cecilia," by Simon & Garfunkel (CBS), 410 points; 3) "Lennon" by Juan Pardo, (Novola), 121 points; 4) "Como un gorrión," by Joan Manuel Serrat (Novola), 103 points; 5) Mammy Panchita, by Marisol (also Novola), 99 points.

Victor Manuel (Fonogram), one of the more successful artists of the moment, announces he will try his chance as a movie star in an epic film: "Los hijos de Alvar González."

Leonardo Favio (CBS) will arrive in Madrid very soon for TV and personal appearances. Luis Eduardo Aute, a successful composer two years ago, is coming back to music. He was the author of tunes like "Aleluya," which became very well known not only in Spain but abroad. Massiel (Novola) had several hits with songs penned by Luis Eduardo Aute, and she will probably record some of the new tunes.

Surprising, it seems, everlasting is the success of "Un Rayo de Sol," by Los Diablos (Odeón). Produced by singer Tony Ronald, this single has been topping the charts for twenty weeks, sold around 300,000 copies (not an easy figure to reach in Spain), was released in 38 countries, recorded by foreign top groups, like the Tremeloés (CBS) . . . and it is still up there now. Los Diablos, for many years before this hit an obscure group, are very much aware of the dangers that the future might keep in store for them and want to keep the present standards in their next releases. The first one will be an L.P., this time, genuinely original, which will be launched in October or November.

"People talking around," by Los Bravos, (Columbia), awarded first prize at the Barbarela contest, is this week number one in Mundo Joven's "popular hit." It is the first time in years they reached the charts, and it looks like they are in the path to full recovery. By the way, some of the Barbarela galas in August, both at Palma and Torremolinos, have included Arthur Conley, Miguel Ríos, Dozy, Beaky, Mick and Tich, and Christie.

But the Maddox Discotheque in Playa de Aro, Costa Brava, has done better by bringing in Simon & Garfunkel. The reports are rather confusing. If they came, their stay was too short, and they did not leave the mark they surely deserve.

Oriol Regá's expedition has left for the Isle of Wight. Villagarcía de Arosa, a summer resort on the Spanish Atlantic Coast, north of Portugal, has had its Song Festival, a very sad affair indeed, and very poor in every respect. Something should be done in this country against the many provincial Song Festivals organized without a minimum of money, knowledge or intelligence.

## Spain's Best Sellers

This Week	Last Week	Artist/Label
1	1	Un Rayo De Sol—Los Diablos—Odeón
2	2	Corpiño Xeitoso—Andrés Do Barro—RCA
3	4	Como Un Gorrión—Juan Manuel Serrat—Zafiro
4	3	Cecilia—Simon & Garfunkel—CBS
5	5	Bridge Over Troubled Water—Simon & Garfunkel—CBS
6	7	Cuando Me Acaricias—Mari Trini—Hispavox
7	9	Aleluya Del Silencio—Raphael—Hispavox
8	10	La Nave Del Olvido—Henry Stephen—RCA
9	13	El Cóndor Pasa—Simon & Garfunkel—CBS
10	12	Carmina—Victor Manuel—Fonogram
11	6	Jingo—Santana—CBS
12	8	Señor Doctor—Los Payos—Hispavox
13	11	Let It Be—The Beatles—Odeón
14	17	People Talking Around—Los Bravos—Columbia
15	16	Mamy Panchita—Marisol—Zafiro
16	—	A.B.C.—Jackson-5—RCA
17	—	Yellow River—Christie—CBS
18	18	American Woman—Guess Who—RCA
19	15	Up Around The Bend—Creedence C. Revival—Marfer
20	19	Leonor/Meu Ben Dorme—Juan Pardo—Zafiro

### TOP LP'S

1	1	Bridge Over Troubled Water—Simon & Garfunkel—CBS
2	3	Let It Be—The Beatles—Odeón
3	2	Get Ready—Rare Earth—RCA
4	5	Llena Tu Cabeza De Rock—Various Performers—CBS
5	8	Victor Manuel—Victor Manuel—Fonogram
6	7	Aguaviva—Aguaviva—Acción
7	8	American Woman—Guess Who—RCA
8	7	Serrat-4—Joan Manuel Serrat—Edigs
9	—	José Feliciano En Vivo—José Feliciano—RCA
10	9	Santana—Santana—CBS

# cash box

INTERNATIONAL MUSIC SECTION



What's in a name? Songwriters Chris Arnold, David Martin and Geoff Morrow are equally well known as Butterscotch, the name they decided upon to record their own compositions, including "Don't You Know", which has been a big hit in the UK and is now released in the States. As Butterscotch they are contracted to RCA and as songwriters to Sunbury Music. Latest release: "Surprise Surprise."



# Great Britain

Songwriter Geoff Stephens, now living in Geneva, has registered a new music publishing company there. Its name is Tictoc Music, and it will be seeking material by leading continental writers as well as handling output by Stephens himself. Bob Az-zam will be writing for Tictoc, and the company's affairs in Britain will be handled by Jack Winsley, professional manager of Winsak Music.

"Catch My Soul", a rock musical version of Shakespeare's "Othello", featuring the 69 Theater Company will be presented by Richard Pilbrow at Manchester's University Theater October 12th through 31st. Pilbrow intends bringing the show to London later with its cast which includes P. J. Proby and Jack Good, who also produces. The music has been written by American Ray Pohlman.

Stephen James reports glowing reviews of Elton John's opening at the Troubador in Los Angeles last week. Currently in San Francisco, Elton plays two nights in Philadelphia before visiting New York for press and publicity. He then returns to London to promote his DJM album "Tumbleweed Connection" and another Stateswide visit is being negotiated for November.

CBS is to take over distribution of the Head progressive label and two Caribbean labels, Now and Bamboo, effective in September. The company is to launch a massive dealer campaign for "John Williams Plays Spanish Music" album from which a single "The Millers Dance by Falla" will be taken.

David Essex teams up with Rozaa (Miss Pepsi-Cola 1966) for new Philips single "Time of our Life" penned for the duo by Arnold Martin and Morrow otherwise known as Butter-scotch.

Quickies: Elektra released **Voices Of East Harlem** single to coincide with their appearances at the Isle of Wight Festival . . . **Norman Austin**, former Sceptre Records director, has been named sales and promotion manager for Rediffusion International Music . . . French singing star **Charles Aznavour** giving concert at Royal Albert Hall Sept. 28th, first London date for three years.

The Robert Stigwood Organization has come to the stock market in a £3.1 million flotation of shares, but has received only a lukewarm reception from the stock press and commentators. The Stigwood group is offering 2,100,000 ordinary two shilling shares at seven shillings and sixpence each, a price already criticised as excessive in comparison with comparable quoted companies. RSO is forecasting a pre-tax profit of at least £520,000 for the year ending Sept. 30th, on which dividends totalling 20% would be paid in a full year. This dividend would be covered 1.72 times by the profits available for payment to Ordinary shareholders, and at the offer price the yield would be 5.33%. The nearest show biz comparison in the stock market is Management Agency and Music which currently sells on a higher dividend yield of 6.1%. General opinion is that RSO has come to the market at an unpropitious time with the economic outlook set at gloomy and a woefully small number of other issues which could be termed successful. RSO marshalled a strong contingent of stars conected with it for the announcement, including film star Rita Tushingham and ace scriptwriters Alan Simpson and Ray Galton, and the news broke simultaneously that the Bee Gee brothers—Barry, Robin, and Maurice Gibb—have resolved their differences and will re-form as a trio. The Bee Gees were the cornerstone of RSO's profitability together with the disbanded Cream, and RSO director David Shaw stated that probably 50% of the organisation's earnings

derived from these two sources. The long offer for sale document issued by RSO contained some intriguing disclosures about RSO's past history in terms of contracts and settlements, including payment of £40,000 to former Bee Gee producer Ossie Byrne over a royalty dispute. There is a close association between RSO and Philips Phonographic Industries of Holland, an arm of the giant Siemens group which also controls Deutsche Grammophon and Polydor, and Keith Turner and Stephen Gottlieb have been named for the RSO board of directors by PPI, which holds about 20% of the Stigwood capital. Despite the apathetic reaction to RSO's appearance in the stock stakes, City circles have conceded the profit potential in the group's prospects with its record and music publishing income and its other facets such as artist management and agency and theater and film world activities. As things stand at present, the profit outlook for 1970/71 is better than those for the current year.

The Rolling Stones emerged recently for one of their rare encounters with the press, and revealed some revolutionary plans for the operation of their new record company. It will be headed by Marshall Chess, who will headquarter in New York with offices in London and other major cities around the world. Chess is already recruiting in the States for staff, and moving house from Chicago to New York, from where he will commute regularly to London and Los Angeles in connection with the new label. He expects the first release to be slated for November in the form of a single by the Stones, followed by a January album. Mick Jagger wishes to market the label in a different fashion to the norm, bypassing the retailer by going direct to the public on the streets. No details we revealed about their future pressing and distribution arrangements now that the Stones' deal with Decca has expired, but whatever is eventually fixed, the Stones' own organisation will control all productions, promotion, artwork, advertising and marketing. Chess hopes the Stones will become the first pop group to become available in audiovisual product.

A classically-orientated album is among the Apple album releases skedded for this month. Its title is "The Whale" and follows the Biblical story about Jonah. It was written by 26-year old John Tavener, whose brother Richard is a friend of Ringo Starr. Starr decided to record the work for Apple, and it was done in a London church by a chorus and the 100 strong London Sinfonietta. Other Apple releases include Starr's "Beaucoups Of Blues", recorded in Nashville and "Jacob's Ladder" by Doris Troy, which was produced by George Harrison. Paul McCartney has endeavored to end continuing rumors that the Beatles may get together again by writing to a pop weekly paper and stating categorically that they won't.

Major Minor disk chief Philip Solomon has again denied rumors that his company is being sold. The speculation has been increased by the fact that several of the Major Minor staff have left the label during recent weeks. Solomon stated that he has been interviewing replacements, and the company would be continuing "completely revitalized". He refuted reports that Major Minor has been sold to Decca or would be handled in future by EMI on a licensing deal.

## Great Britain's Top Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist
1	1	7	The Wonder Of You	Elvis Presley—RCA—Leeds
2	6	3	Tears Of A Clown	Smokey Robinson & Miracles—Tamla Motown—Jobete/Carlin
3	2	6	*Neanderthal Man	Hot Legs—Fontana—Kennedy Street
4	4	5	*Rainbow	Marmalade—Decca—Fleetwood
5	3	8	*Lola	Kinks—Pye—Davray/Carlin
6	5	9	*Something	Shirley Bassey—United Artists—Harrisons
7	9	4	*Natural Sinner	Fairweather—RCA—Amen
8	11	3	25 Or 6 To 4	Chicago—CBS—Franklyn Boyd
9	—	1	Mama Told Me Not To Come	Three Dog Night—Stateside—Schroeder
10	15	3	The Love You Save	Jackson 5—Tamla Motown—Jobete/Carlin
11	10	6	Love Like A Man	Ten Years After—Deram—Chris-a-Lee
12	8	7	I'll Say Forever My Love	Jimmy Ruffin—Tamla Motown—Mellin
13	17	2	*Sweet Inspiration	Johnny Johnson and Bandwagon—Bell—KPM
14	14	6	Big Yellow Taxi	Joni Mitchell—Reprise—Essex
15	7	11	*All Right Now	Free—Island—Blue Mountain
16	—	1	*Love Is Life	Hot Chocolate—Rak—Rak
17	19	2	*Wild World	Jimmy Cliff—Island—Freshwater
18	12	13	*In The Summertime	Mungo Jerry—Dawn Maxi—Our Music
19	16	5	Signed, Sealed, Delivered	Stevie Wonder—Tamla Motown—Jobete/Carlin
20	—	1	Song Of Joy	Miguel Rios—A & M—Welbeck

\*Local Copyrights

## Great Britain's Top Ten LP's

- 1 Bridge Over Troubled Water—Simon & Garfunkel—CBS
- 2 Question Of Balance—Moody Blues—Threshold
- 3 On Stage—Elvis Presley—RCA
- 4 Let It Be—The Beatles—Apple
- 5 Fire And Water—Free—Island
- 6 Deep Purple In Rock—Deep Purple—Harvest
- 7 Paint Your Wagon—Soundtrack—Paramount
- 8 Self Portrait—Bob Dylan—CBS
- 9 Bumpers—Various Artistes—Island
- 10 Led Zeppelin 2—Led Zeppelin—Atlantic



# Mexico

As part of his promotional plans Victor Blanco Labra, CBS COLUMBIA INT'L promo and publicity manager is inviting the press people to serve as witnesses in the signing of contracts for new talent. The first to be signed is composer/chanter Luis Aguile.

These are some of the releases of the week: Discos Universales launched "On Tour With Eric Clamton," first of Delany & Bonnie's LP on ATLANTIC, very popular down here after their last year's Blind Faith Tour. RCA released Alan Barry's "La Cumparsita," top of the Argentinian charts for weeks. Capitol de Mexico launched Rare Earth's LP with "Get Ready" among other cuts; Few weeks ago Dusa has done the same thing, so by now we have two versions of the same theme. The difference is that Dusa's is the short version, recorded few years ago by

Rare Earth on VERVE while CAPITOL's is the long version with the same Rare Earth on TAMLA MOTOWN. Discos Musart launched "Super Soul Party" and "Super Soul Detroit" with Peter Nero on Liberty; "On Her Majesty's Secret Service" soundtrack LP with music by John Barry and "Ferrante & Teicher LP" both on United Artists.

To find the Mexican product for the next October Rio de Janeiro Song Festival a local TV Channel has called a composers contest. The new material is to be judged by radio and TV A&Rs and will be sung by Alberto Vazquez, José José, Magda Franco, Roberto Jordan and Estela Nuñez among others.

Trio Los Panchos (CBS Columbia Int'l) left for Chile and Panama to do radio, TV and night club. After that they will appear in New York City.

## Alan Douglas On European Biz Trek

NEW YORK — Douglas Records president Alan Douglas has left New York for Paris, where he will discuss arrangements for distributing and promoting the Douglas catalog. The Douglas line, scheduled for introduction to France within the next two months, will be distributed with a heavy promo campaign through Barclay Records, Bernard De Bousson overseeing.

Following conclusion of business in Paris, Douglas will be in London to discuss English distribution for Douglas with several companies.

Douglas has released four records in the States since it began distribution with Pickwick International Presentations early this year. The line currently has product of Lenny Bruce, Timothy Leary, John McLaughlin and The Last Poets, the last two disks riding the domestic album charts. Due in the future months from Douglas will be a Laurel & Hardy LP and at least five others to be announced shortly.

## GRT Names J. Murphy

TORONTO — GRT of Canada has appointed John Murphy as Ontario promo manager. He will take on these duties as well as retain his position as Ontario sales representative which he has held since January of this year.

Murphy came to GRT from Apex Records where he served as sales rep in Western Ontario.

GRT has also appointed Van Dusen Bros. Ltd. and Emerson Sales as GRT's Master Distributors in the provinces of Alberta and British Columbia, respectively.

Previous to the appointments, both firms were servicing dealers only, with rack jobbers being serviced directly by GRT's London duplicating plant. Both Van Dusen and Emerson Sales will carry a complete inventory of all the GRT pre-recorded tape and record product.

The above announcements were made by Ed LaBuick, marketing manager for GRT of Canada Ltd.



## Named MCA Rep For Austria

NEW YORK — MCA Records International VP Dick Broderick has announced that Amadeo Osterreichische Schallplatten, headed by Stephan von Friedberg, has obtained the rights for distribution of the MCA Records catalog in Austria.

One of the newest members of the MCA family, Amadeo prefaced its introduction of the MCA repertoire with a large promo campaign. In a series of press receptions and dealer meetings in the key towns of Graz, Klagenfurt, Salzburg, Linz, and Vienna, Amadeo attracted about 85% of Austrian dealers (who represent 75% of the Austrian record market.) The affairs included presentation of the MCA catalog, promotional films of MCA artists, and live performances. Amadeo's efforts proved to be worthwhile and resulted in a relatively large number of orders and the placing of promo records with Austrian radio representatives.

## Five Firms To Ampex In Italy

LONDON — Having penetrated the U.K., Benelux and German markets, Ampex Stereo Tapes has concluded agreements with five Italian companies to duplicate and market their product on tape in Italy. They are Cemed, Clan Celentano, Ducale, Fonit-Cetra and Ricordi. Said product manager Stanley West: "These agreements with five important Italian record companies assure Ampex Stereo Tapes of a broad product source for its Italian operation. AST will have access not only to some of Italy's foremost local catalogs, but also to several top international labels such as A & M through Ricordi and the MCA group of labels through Ducale."

## Activity High At Lorna Music

LONDON — CBS Records is rushing releasing the five-year-old track "Sound of Silence" as the official Simon and Garfunkel single follow-up to "Bridge Over Troubled Water." This move is exclusive to the U.K.

Graham Nolder, professional manager of Lorna Music—handled Pettern Music—Paul Simon's publishing outlet in the U.K.—is planning to promote the single as a brand new release. No new material is expected from the duo this year.

Last Friday (4) "The Magic Shoemaker" by Fire, and LP in the form of a musical fairytale, was released on the Pye label. All the tracks on this album are signed to Hooray Music, a company jointly owned by Lorna Music and Ray Hammond and Ray Hendriksen of Hoo-Ray Productions Ltd., responsible for producing the Fire album. One of the leading progressive bands in this country, Fire have achieved notable chart successes on the Continent and have gained a reputation for their fine original material.

Colin Graves—a 21-year-old London born singer and songwriter—has been signed to Lorna Music as a writer and Hoo-Ray Productions as an artist. His copywrites will be divided between Lorna Music and Hooray Music and a recording outlet is currently being negotiated for him by Hoo-Ray Productions Ltd.

## A&M's 4th Annual Int'l Meet To Review Label's Operation

HOLLYWOOD — A&M Records will hold its fourth annual International Affiliates meeting this week (6-11) in London. David Hubert, international director of A&M, said that in addition to executives from the company's three self-contained branches (the United States, England and Canada), 21 representatives from A&M foreign affiliates will attend. The conclave, explains Hubert, will provide A&M's foreign affiliates an opportunity to become acquainted with each other, with each facet of the world-wide A&M operation, and to learn what new directions A&M will be taking in the upcoming months.

Hubert, whose A&M Hollywood office worked closely with Gerry Lacoursiere, managing director, A&M Canada; Larry Yaskiel, European director; and Lou Adler, head of Ode 70 Records, distributed by A&M, has provided a schedule of events which includes a keynote address by Jerry Moss, president of A&M; meetings between the A&M home staff, and individual representatives from each of the independent affiliates; presentations by the Canadian and British branches of A&M, and by A&M distributed Ode, the world-wide Rondor Publishing group, and a special presentation by A&M's legal counsel, Abe Somer.

### Live And On Film

There will also be extensive programs of product and artist presentation, including live appearances by A&M's Humble Pie, Lambert & Nuttycombe, Supertramp, Mark-Almond (formerly John Mayall's backing group), and The Strawbs.

A special film by noted cinematographer Chuck Braverman, detailing the history of A&M in music and business, will also be shown—featuring all of the firm's musical acts from Herb Alpert's first single,

## WB Australia Names 3 Execs

SYDNEY — Paul Turner, managing director of Warner Bros. Records of Australia, has announced the following appointments: Ray Mortimer has joined the organization as company secretary and finance controller. He was previously employed by Phonogram Recordings as Chief Administrator.

Mike Kempster has been appointed repertoire manager. Prior to joining Warner Bros., he spent two years with RCA, and 10 months in record retailing management of a large Sydney outlet.

Mike Hill, the new promo manager for the Australian operation, arrived in Australia nine months ago, and has worked for E.M.I. Hill was press and promo manager for President Records in London for three years before arriving in Australia. All the new execs are in their early 20's.

## Capitol's Phipps On Month's Trip

HOLLYWOOD — Charles H. Phipps, general manager of Capitol Records' international division, departs Tuesday, Sept. 15 for Europe, the Middle East and Africa to call on Capitol licensees and importers, and to review the label's activities with the United States Army's European Exchange System (PX).

He will visit Portugal, Munich, Is-

"The Lonely Bull," through Joe Cocker-Mad Dogs & Englishmen.

Yaskiel, A&M's European director, and John Deacon, A&M London, will introduce the new A&M-Mayfair medium priced line via a special film by Klaus Kohler.

Among those in attendance from A&M's home office will be Moss, Gil Friesen, vice-president of administration and creative services, Chuck Kaye, vice-president-publishing and artists and repertoire, Hubert, Lou Adler, Abe Somer, A&M's legal counsel, Michel DeMay, Hubert's assistant.

## WB Moves HQ In Toronto

TORONTO — Effective Sept. 1, Warner Bros. Records Ltd. has moved its complete headquarters to Toronto. New offices and warehouse space has been under construction since early summer and have now been completed. The offices are located in the Warden Ave. and 401 Highway area of Toronto.

In making the announcement of the move, Ken Middleton, president of the Canadian operation noted: "The move is necessitated because of the emergence of Toronto as the focal point of the record industry in Canada."

Besides the distribution of Reprise, Warner Bros. also distribute Atlantic, Atco, Cotillion, Nonesuch and Elektra. The latter two were just recently acquired by the Canadian firm.

## Lou Adler Abroad On A Talent Search

LONDON — Lou Adler, president of Ode/70 Records, is on a talent search for British and Continental acts for his label and to this end will open a London office toward the end of the year.

Adler is in London for the International A&M—Ode/70 Convention, being held Sept. 6-11 at the Churchill Hotel. His label is the only independent one distributed by A&M in the United States and Canada.

Although Adler makes periodic trips to Europe, he feels it's too difficult to keep on top of the fluid music and talent situation without a full-time personal representative.

While here, he will also be meeting with MGM European promotion staff in connection with his first feature film, "Brewster McCloud's Flying Machine," directed by Robert (M\*A\*S\*H) Altman.

Of special interest to him musically are two female singers on the Ode/70 label whom he is launching with premiere albums of their own:

Merry Clayton, leader of the Merry Clayton Singers and the only female voice used by the Rolling Stones on some of their recordings.

And Carole King, the composer and pianist-organist.

rael, Greece, South Africa and even such hard-to-reach locations as Tripoli and Lagos.

Commenting on his upcoming trip Phipps said: "Direct personal contact with importers can double or triple this business, which has high profit margins for Capitol." Phipps, since assuming the general manager post of Capitol's international division last March, has signed nine new licensees and is negotiating with several others from Central America to Africa. He will return to Hollywood Oct. 12.

## Decca Ltd. Profits, Sales Rose In Year

LONDON — Decca Ltd. saw earnings and sales rise in the fiscal year ended March 31. Profits were \$6.6 million compared to \$3.8 million, while sales rose from \$116 million to \$147 million.

The company also declared a final common dividend of 15¢ a share payable Dec. 11 to holders of record Sept. 23, making a total payment of 22¢ a share for fiscal '70 compared to 21¢ a share a year earlier.

## Bledsoe To Euro

HOLLYWOOD — Ron Bledsoe, executive vice president and general manager of Liberty/UA, Inc., embarks for an extensive European business tour this Sunday (12).

He will meet with key execs of the Liberty/UA English operation for several days beginning Sept. 14, then fly to Munich for a one-day conclave of all Liberty/UA European personnel, followed by another full day session with all of the organization's licensees from throughout the continent. This session will also be conducted at the German city. Also on the Bledsoe itinerary are stops with key Liberty/UA staffers in Paris and Milan.

The two-week jaunt is Bledsoe's initial one since his recent appointment as executive vice president and general manager of Liberty/UA, Inc. He will be scouting new talent for the label, and tightening the lines of communication between the Liberty/UA Hollywood headquarters and its many branches overseas.

Immediately preceding this European trip, Bledsoe will helm domestic regional sales meetings for his firm in New York and Chicago where a great fall line-up of new product will be introduced.

## Pine Euro Trek

NEW YORK — Arthur Pine, president of Arthur Pine Associates, Inc., public relations organization in the recording and publishing industries, leaves on Sept. 9 for a three week business trip to London, Milan, Berlin and Frankfurt on behalf of a number of his firm's clients.

While in Europe, he will meet with publishers, writers and producers to finalize international arrangements for representation of such individuals and organizations in the United States and to work out mutual exchange of ideas and properties.

He will be staying at The Dorchester in London from Sept. 9 to 15; at the Principe Savoia Hotel in Milan from Sept. 20 to 22; at the Kepinsky Hotel in Berlin from Sept. 22 to 25 and at the Frankfurter Hof Hotel in Frankfurt from Sept. 25 to 28. While in Frankfurt he will also attend the International Book Fair being held there at that time.

## American Producer For Wild Angels

LONDON — B & C Records director Jim Flynn has completed arrangements with American writer-producer Donnie Marchant to record Wild Angels LP for worldwide release. It's understood the album will be recorded at Morgan Studios.

Brooklyn-bred Marchant, who has worked with several publishing companies—Famous Music, MRC, Sunbeam Music and Metromedia is currently based in London with Shapero Bernstein Music. He worked in America until last year, writing for such names as Eddie Floyd, Steve Cropper, Reparata & The Delrons, Dion & The Belmonts, Peaches & Herb, The Show Stoppers and others.





## EDITORIAL:

### The Quiet Before the Storm

Somewhere on a grassy knoll in Kansas early Labor Day morning, the necessary coven of thirteen coin machine distributors and manufacturers gathered in a mystic circle and proceeded to conjure away the curse of the summer doldrums. Pardon the quip, but after the near-record sales slump the equipment business took since last spring, the spectre of machine dealers pulling any trick out of the hat to put the business back on course isn't too far-fetched.

Operators have been so spooked by all the stories of national economic depression you could have heard a pin drop at many a showroom this summer. Oddly, you could still have heard millions of coins dropping into the ops' machines on location. If route collections suffered at all this season, it was no more or less than all the other summers before. No, it wasn't poor collections that kept many operators from buying their normal compliment of machines . . . if anything, it was a hedge against "financial doomsday".

Doomsday? Where . . . in the music and games business? The notion of machine operators pulling in their horns from fear of a depression hitting the public so hard it wouldn't put its quarters in the machines, is more amusing than a new two player pingame. The "depression" will have been around for two years this coming January and how many operating companies have really felt the pinch in the coin box? Besides, trade veterans will recall that the coin machine business was one of the few industries which prospered during the depression 30's when jukeboxes earned the mantle of the "poor man's opera".

Certainly, the brightest light for dealers this summer shown from the popular electronic quarter games. Without the sales assist from that area, many dealers would have been crying a hell of a lot louder.

Dealers and factories, who traditionally push to sell record numbers of machines, actually know full well each operator can only absorb a certain amount of new equipment. What gripes them about this summer's slump is their belief that ops cut their purchase below their logical "quota", for wholly illogical reasons.

As one salesman recently observed: "Any operator would scream if he saw one of his customers yank the plug from the jukebox on a Friday night, so the customers could watch TV without interruption. He's losing income, the stop is losing income, but the bartender wants to watch 'Friday Night at the Movies' and the devil with the coin box. I think operators are watching the Dow Jones and saying the devil with their coin boxes by not upgrading as they should."

Factories and dealers are placing an enormous amount of importance on this year's MOA Expo in

## CUC Gains Extension of Debt Payment; Seeburg Gets \$27 Mill. New Financing

CHICAGO — Commonwealth United Corp. (CUC) has succeeded in arranging an agreement in principle for an 18 month moratorium on payment of principle and interest of its obligations to its major domestic and foreign secured lenders, according to Lou Nicastro, CUC's chairman and chief executive officer. He said the amount of principle involved is in excess of \$50 million.

Requests for a similar 18 month moratorium have also been made to the trustees for the holders of CUC debentures totalling \$55 million dollars of debt.

In addition, Nicastro, who is also chairman and chief executive officer of the Seeburg Corp. of Delaware, a wholly-owned CUC subsidiary, announced that new financing for Seeburg totalling \$27 million has been arranged, including an additional \$6 million of new funds plus the availability of \$2.4 million of deferred payments, for a total of \$8.4 million from banks and lending institutions, and the refinancing of existing indebtedness of \$22 million to Prudential Insurance Co. of New Jersey and Northwestern Mutual Insurance Co. of Milwaukee.

Nicastro also announced that Commonwealth United Entertainment (CUE), the entertainment arm of CUC, is in the final stages of negotiations in respect to the further exploitation of its library of motion pictures. It is anticipated that a further announcement concerning such developments which are expected to include arrangement for the payment of all indebtedness of CUE will be made in a few days.

"Gaining the cooperation of all of our major lenders was a significant hurdle for our new management team in carrying out our plan for rehabilitating Commonwealth United," Nicastro stated. "As a result, we can go on to the next step in attempting to realize the maximum potential of our remaining operations."

"Negotiations to achieve the moratorium on our obligations extended over most of the past four months and has provided us with the single most significant opportunity to date to achieve the objectives we set for ourselves when we accepted the responsibility for the corporation of January of this year."

"Tight money plus the problems being experienced by Commonwealth United have taken their toll on the operations at Seeburg and with this additional financing Seeburg now has the funds to meet with all of its trade debts and as a result it will be able to maintain the leadership that it has historically enjoyed in the industry it serves," he stated.

Seeburg is CUC's largest subsidiary with sales of about \$100 million and more than \$45 million in working capital.

Nicastro stated that the CUC board of directors is now made up of the identical directors that compose the board at Seeburg. None had been directors of CUC prior to the time this year that Nicastro became its chief executive.

He had been president of Seeburg prior to its acquisition by CUC in late 1968 when CUC's management took over active control. In August, 1969, CUC's board of directors invited Nicastro to return to an active position with Seeburg as chief executive officer and president and in January 1970, at the request of the directors at CUC, he also accepted the responsibilities of president and chief executive officer of Commonwealth United.

"I came out of virtual retirement just about a year ago because I believed I could make a contribution at Seeburg that would be of benefit to CUC shareholders and to the employees at Seeburg. I accepted an even greater challenge seven months ago at Commonwealth for the same reasons. It is still premature to make any prediction about the eventual outcome of our efforts but we are pleased to have made some progress despite the obstacles," he concluded.

### Wagner at Leisure-Thon



GENE WAGNER

MILWAUKEE—Gene Wagner, original master-marketer of the I.Q. Computer machine for Nutting Industries, has joined Leisure-Thon, Inc. as sales vice president. The firm has been developing an amusement machine using the laser beam principle for over a year and Wagner disclosed it will be presented to the trade at the October MOA Expo.

October, hoping for that shot in the arm the trade needs to move forward. Now that Labor Day has officially closed out the summer vacation season, and with little more than a month till the Chicago show, factories and dealers will be punching out new music and amusement merchandise and promoting it on every level as never before. If operators respond, "summer 1970" will indeed prove out the "quiet before the storm."

# S. Vending Machine

## Shipments Down in '69

CHICAGO — The shipment of merchandise vending machines by U. S. manufacturers in 1969 totaled \$187,515,000, down 9 per cent from \$205,126,000 in 1968, according to compilations by the U. S. Bureau of the Census which were announced today by NAMA. The 1969 total has been exceeded only in three previous years.

The number of machines reported shipped in the annual survey also was down to 505,076 from 564,121 in 1968. As in 1968, reports were obtained from 36 vending machine manufacturers.

The largest dollar amount was accounted for by beverage machines, with 1969 shipments totaling \$119,863,000, off 9 per cent from \$131,307,000 in 1968. Even canned beverage venders, which had experienced spectacular increases in recent years, were down from 63,910 units to 61,900 in 1969.

The value of shipments of confection and food vending machines declined 12 per cent to \$41,149,000 from \$46,530,000 in 1968.

The only gains in the Bureau of the Census report were registered by post-mix cup soft drink machines (13,956 units vs. 13,760) and by hot canned food vending machines (5,134 machines vs. 4,262 in 1968).

"It's worth recalling that the value of merchandise, food and beverages vended through machines in 1969 increased by a record 10 per cent to \$5.5 billion," said Dick Schreiber, NAMA president. "Although part of that increase represented higher taxes and prices, the sale of products through vending machines is not necessarily related to machine production figures."

## Wurlitzer Holds Schools In Ohio, Colo., California

NORTH TONAWANDA — Wurlitzer field service engineers Bob Harding and Leonard Hicks have been on the move recently, conducting service seminars in three states. Harding traveled to Cleveland for a seminar and Hicks conducted schools in Denver and San Francisco.

In Cleveland, Harding extensively discussed the mechanical components of the Wurlitzer "Statesman" phonograph, emphasizing the "Wurl-a-Matic" record changer.

Attending the school were Steve Killion and Alva Butler of Bub's Vending in Van Wert, Ohio; John Ferland, Roger Van Brackel, Larry Van Brackel, Glen Grinden and Bob Snyder, A. Van Brackel & Sons, Defiance; and Bob Flynn, Jack Gerhardinger, Joe DiSilvester, Max Piwinski, Mike Kordeleski, E. H. Brainerd, Dave Trigilio and Lew Capi of Roy Frankhauser in Elyria, Ohio.

Attending Hicks' seminar on the "Statesman" in Denver were Keith Egging, Crick Brown, Joe Ribor, Jim Hollingsworth and Gus Brown of Front Range Music, Boulder, Colo.; Chuck Bybie, Owen Anglim and Jack Hackett, Apollo Stereo Music, Denver; and Bob Paulson and John Schlisser, Draco Sales, Denver.

Participating in the West Coast session were Craig Moore, Bob Kerley Sr., Bob Kerley Jr., Terry Sharp, Bruce Kellog, Skip Anderson and Darrel Cauch, Carson-Tahoe Vending, Carson City, Nev. Pat Burch and Jim Essenpries, Big "T" Market, Hawthorne, Nev.; Steve Snyder, John Phorman and Jim Davis, Nevada Novelty, Reno) and Red Davis and Leo Gerbisch, Davis Music Co., the former of Redding, Calif. and the latter from the company's Reno, Nev. branch.

Since introducing the "Statesman" last fall the Wurlitzer Co. has pursued an extensive service seminar program to acquaint technicians with the mechanical aspects of the phonograph.

# Betson's Sales and Service Blend Builds Ops' Confidence

NORTH BERGEN, N. J. — "Service behind the sale," one of consumer advertising's more dubious claims, is deadly serious business in the coin equipment industry. For jukebox, games and vending machine distributors, service support has often spelled the difference between consistent success and customer indifference.

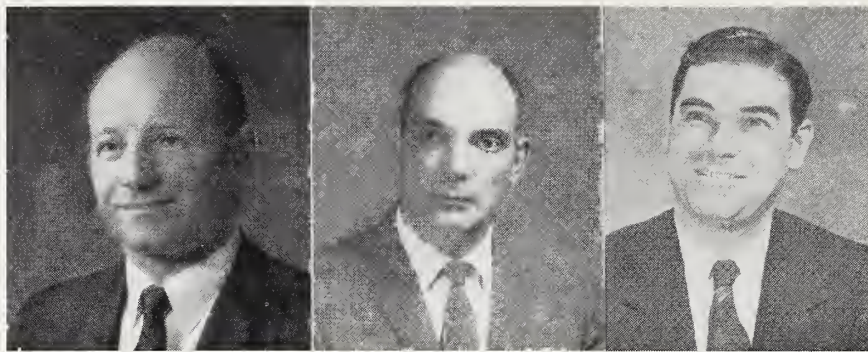
At Betson Enterprises, Inc., one of the East Coast's more prominent distributing organizations, a close integration between sales and service personnel has built up operator confidence and patronage to the point where the firm has consistently set higher sales records each year, even during normally slow periods which have hurt many of their fellow dealers across the land.

"Confidence is probably the most descriptive word I could pick to describe the relationship we have with our operators," Betson sales manager Jerry Gordon stated last week. "This means confidence in both the products we sell and the people at Betson who sell them.

"We live by a policy here which simply says: 'never sell an operator a machine he doesn't need but if he needs one, make sure he buys it from us and back it with service advice and help.' Fortunately, we have top lines to offer. . . Rock-Ola music and vending, ChiCoin, Midway and other fine games lines, practically all the coin tables and the Automatic Products and Westinghouse lines. The product, however, is only half the battle. . . the rest is to make sure the operator is satisfied with its performance on location and this is where service plays a key role.

"First of all, people in our service Dept., which is headed by vice president Lou Avoglia, are thoroughly familiarized with the new machines as they are delivered from the factories. If a customer has a problem with a new electronic amusement item, for example, chances are Lou or someone on his team can solve it over the phone. If not, we'll send a man out. You know, a lot of our customers have trouble finding qualified mechanics so we've helped fill that gap for them. Sure, some may abuse this and call for one of our guys for the slightest thing, but most respect our service people and won't request one unless it's really necessary."

In the vending area, Gordon usually sends people out to visit new accounts to give classes on the Automatic Products venders for the oper-



GORDON

AVOGLIA

BIEBELBERG

ators and their route people. This serves two ends, according to Gordon: "they'll become familiar with the mechanism of the machine and be more apt to buy more of that brand. Secondly, it means they can cure most service problems themselves as they may pop up and therefore have little or no need to call our people out to help. Incidentally," Gordon advised, "we hold quarterly service classes for operator groups in Connecticut and Jersey, as well as periodic schools on the Rock-Ola music and can vendor line . . . and they're always well attended."

The Betson sales team consists of Gordon, who puts in a ten hour day at the North Bergen headquarters, and sales representative Howard Rubin (spending two days per week covering Connecticut, two in Jersey and one in New York City and Long Island where they handle Automatic) and Les Biebelberg (covering Jersey primarily and some accounts in the City).

"When a Betson salesman calls on an operator, he's always warmly received, I can assure you," Gordon stated. "the relationship we enjoy with the trade is gold and we'll go to any end to keep it that way. When one of our sales people tells an operator that a new game will probably gross X number of dollars in one of his specific stops, that operator knows it won't be far off. We have our own route here in Jersey and test all the new games in a variety of stops, giving us a very clear indication of each game's earning power.

"And like I said, we never try to sell an operator a machine he can't use. We try to get to know each customer's basic route, the types of spots he has and this way we get a sixth sense into what he can use. We've had to discourage some customers from buying, let's say, six new cigarette machines when all they needed was four, plus two of their existing machines cleaned up. We'll also tell an operator a new target or racing game will go well at one of his specific bowling alleys or taverns and since we know this route pretty well, we can also suggest what to do with or where to move the piece presently there. Over the years, this kind of cooperation and frank advice has paid off for both parties," he said.

"Take Speedway for example," Gordon continued. "We believed in it

right at the outset, and our sales people pushed it hard. In some cases, it was tough to convince operators that such a piece would take in good money in a tavern or restaurant but convince them we did. Now, it's past history, the machine has brought in so much more income to our customers they are now able to upgrade the route equipment at a faster pace than before. When the operator enjoys improved cash flow, and his dealer's advice is partially responsible, that's the best foundation for what I described before . . . confidence."

Betson sales reps Rubin and Biebelberg have no strict appointment schedule which they follow for sales calls. They usually phone ahead before calling on an operator at his place of business, but just as often, they'll get them at home or out on the route. "Les is so familiar with the habits of many Jersey operators he can practically guarantee where they'll be on the route on any given day and drive over to meet them at a certain location," Gordon observed. "It's all a matter of knowing your customers and the products you would like them to buy. . . products you know they can use and will make them money, all backed up by a knowledgeable and efficient service team. It's not easy but it works and that's what counts," he stated.

## Coin Exporter to Probe Czechoslovakia Market



MORRIS NAHUM

NEW YORK — Morris Nahum, sales executive with the R. H. Belam Co., coin machine exporters, will visit Czechoslovakia from Sept. 19-26 with a group of American businessmen on a good will mission. The group, of which Nahum is the only one involved in coin-operated equipment, was invited by the Czech government. While there, he will discuss possible imports of American-made music and games with Czech officials.



Service technicians listen attentively at a recent "Smoke Shop" service class held at Betson's North Bergen, N.J. facilities.



Servomation service representatives take time out for a lunch break between "Smoke Shop" service seminars (photo left) and Al Kress, Westchester operator (center, photo right), checks out a machine component with Betson's Lou Avoglia (right).

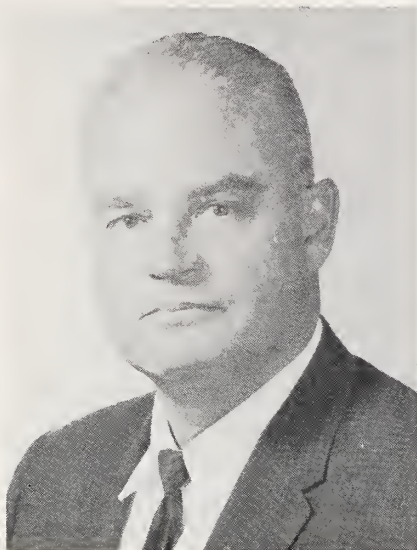
## Boasberg Comments on 'War' Amusement Games Issue

(The letter below is in response to a story that appeared in our June 6 issue concerning an operator who wrote to Myron Sugerman, president of Myron Sugerman Intl., "Your games of war are an outrage . . ." Sugerman suggested in his reply that amusement games with a war motif serve as a vicarious release for a person's anxieties and frustrations, and that such games help prevent rather than encourage anti-social behavior —Ed.)

In an earlier issue Myron Sugerman gives a very astute answer to the critics of coin operated war games. Strange to say the timidity of American manufacturers has been amazing. Our factories have always placed a self-imposed childlike censorship on all amusement games, guns, etc. that had anything to do with war, killing of indians or any other of the realistic facts of life.

I agree with Myron when he says that many people can work off their war like frustrations and participate in war and other so-called dangerous pastimes by the use of coin operated games. I recently met a well known doctor who told me how much he loves to play Sega's Grand Prix and Chicago Coin's Speedway. He said he is the most careful and slowest driver imaginable and he certainly would never attempt to get behind the wheel of a real racing car but he does get plenty of fun and thrills out of these two simulated racing games.

Since childhood we have been fed on a diet of submarine books and movies. Ever since "20,000 Leagues Under The Sea" everyone of us has always had the wish to be a submarine commander, sight the periscope and release the torpedo. Sega and Midway have given all of us with Periscope and Sea Raider the real thrill of being the commander of



LOUIS BOASBERG

a U-Boat, I don't think these games have created the desire in man or child for anyone to go out and enlist in the submarine service.

There is scarcely a man alive today that hasn't played with lead or tin soldiers and war games in his youth. How well we remember those wonderful books of our childhood days; The Boy Allies Series; The Army Boys; and so many other wonderful stories and legends of great battles.

The two large children and adult game manufacturers; The Avalon Hill Company and Parker Brothers have no qualms whatsoever about manufacturing games that have to do with war. May I quote the names of some of the games manufactured by these two game makers: Gettysburg, Tactics, U-Boat, D-Day, Waterloo, Bismarck, Africa Corps, Stalingrad, Midway, Battle of the Bulge, Blitzkrieg, Anzio 1914, Jutland, Guadalcanal, Booby Trap, Air Raid, Tank Battle and many others.

A walk through the toy departments of Woolworth's and all of our large department stores will find many and varied types of plastic soldiers, war games, guns of every kind, and I state that if men and boys play at war and are taught the horrors that come with it they are less likely to want to be violent toward their fellow men.

As long as there are battle scenes

## MOA Seeks Exhibitors From Overseas for Expo

CHICAGO — MOA executive director Fred Granger is conducting an international mailing effort to attract foreign exhibitors and visitors to the MOA Exposition here Oct. 16, 17 and 18.

The effort, directed at more than 600 operators and distributors, primarily in Europe and Australia, has in recent years drawn between a dozen and 25 foreign visitors.

Granger said he expects foreign attendance to increase during the next few years as the show "becomes better and better known." Granger hopes that in the near future the MOA Exposition will attract enough overseas exhibitors to become a "truly international" show.

on TV, both old and new, as long as there are war movies and war books there is no reason why we can't have war amusement games. The trouble with our manufacturers in naming their equipment and themes for same, they listen to a minute minority and run for cover at the first complaint. The time has come to be realistic.

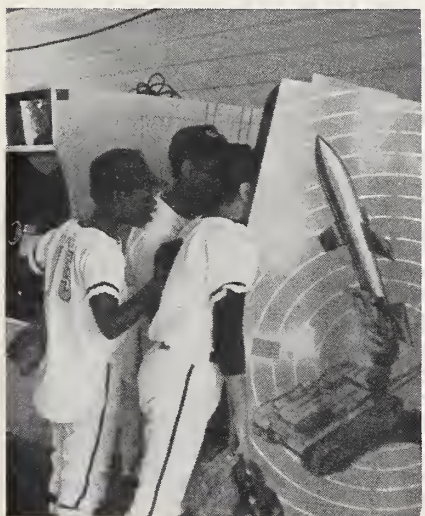
Louis Boasberg  
New Orleans Novelty Co.

## SEGA Lends Games For Charity Picnic

TOKYO — Ten coin-operated games were loaned by SEGA to the sponsors of a charity picnic in Tokyo on August 23, with all machine collections going to a fund for crippled and burned children.

A small arcade was set up under temporary cover between two buildings at the U. S. military's South Camp Drake base. SEGA's military sales manager Dick Sykes coordinated the project with the firm's Mori.

A spokesman for the sponsoring Torii Oasis Shrine Clubs of Japan called the picnic an "extraordinary success."



A trio of ballplayers cluster around one of the ten games loaned by SEGA to sponsors of a Tokyo charity picnic last month. The coins pumped into the machines by the youngsters were earmarked to a fund for crippled and burned children.



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**MOA Mailing Ballots  
For Juke Box Awards;  
Nominees List Included**

CHICAGO — Ballots are being mailed to MOA members to select the winners of the association's annual Juke Box awards. Through an earlier ballot, three nominees were selected in "artist of the year" and "record of the year" categories.

The artist nominees are RCA Victor's Charley Pride, Creedence Clearwater Revival, Fantasy, and Johnny Cash, Columbia. The record nominees are "Bridge Over Troubled Water," "Raintrops Keep Fallin' On My Head," and "Sugar, Sugar."

The deadline for returned ballots is Sept. 15. The awards will be presented at the MOA annual banquet on Oct. 18.

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**CashBox Location Programming Guide**

THIS WEEK'S TOP RECORD RELEASES FOR COIN PHONOGRAPHS

**Pop**

I'LL BE THERE (3:35)

**THE JACKSON 5**

One More Chance (2:56) Motown 1171

OUR HOUSE (2:59)

**CROSBY, STILLS, NASH & YOUNG**

Deja Vu (4:10) Atlantic 2760

WE'VE ONLY JUST BEGUN (3:04)

**CARPENTERS**

No Flip Info. A&M 1217

JUST LET IT COME (3:09)

**ALIVE 'N KICKING**

No Flip Info. Roulette 7087

COME ON & SAY IT (2:25)

**THE GRASSROOTS**

Something's Comin' Over Me (2:45) Dunhill 4249

ONE MORE RIDE ON THE MERRY-GO-ROUND (2:18)

**PEGGY LEE**

Pieces of Dreams (2:40) Capitol 2910

TOO MANY PEOPLE (3:24)

**COLD BLOOD**

No Flip Info. San Francisco 62

**R & B**

DEEPER & DEEPER (3:17)

**FREDA PAYNE**

The Unhooked Generation Invictus 9080

IF YOU WERE MINE (2:49)

**RAY CHARLES**

'Till I Can't Take It Anymore (3:29)  
Tangerine 11271

REVEREND LEE (3:00)

**ROBERTA FLACK**

Reverend Lee (4:31) Atlantic 2758

**C & W**

I CAN'T BELIEVE THAT YOU'VE  
STOPPED LOVING ME (3:06)

**CHARLEY PRIDE**

Time (You're Not a Friend of Mine) (2:08) RCA 9902

SO SAD (2:50)

**HANK WILLIAMS JR. & LOIS JOHNSON**

Let's Talk it Over Again (1:55) MGM 14164

YAKETY EEEPH (1:43)

**JIMMY RIDDLE**

Wildwood Eeeph (1:35) Decca 32735

check your local One Stop for availability of the listed recordings

**NAMA Member Cup Companies to Aid Crime Prevention**

CHICAGO — The millions of beverage cups dispensed by vending machines may contribute to crime prevention this fall in a nationwide public service program sponsored by members of NAMA with the cooperation of cup manufacturing companies.

During September vending service companies can obtain specially designed cups imprinted with messages aimed at crime prevention, reported Dick Schreiber, NAMA president.

"We are appealing to all NAMA members and to other vending service firms to participate in this public service by stocking their machines with the specially imprinted cups," Schreiber said.

The "crime prevention vending cup" program was launched by the California Automatic Vendors Council last spring and is being carried out nationally under the direction of

Walter Reed, NAMA director of public relations.

Vending cup manufacturers who are members of NAMA are furnishing the crime prevention cups to their customers without additional charge.

Messages on the vending cups are as follows: "Lock your doors!! Protect what's yours," "Suspicious persons?? Call the police," and "Lock out crime, lock your car."

"The police chiefs of Los Angeles and San Francisco praised the vending industry on television and held press conferences with vending company executives to laud the crime prevention cup program and the vending industry's public service support in crime prevention," Reed stated.

"NAMA is providing its members a detailed outline of suggestions on how to work with their local police officials, with locations and civic

groups in order to publicize this public service project of the vending industry," Reed added. "It's an excellent opportunity for every vending firm to support crime prevention and to earn good will in the local community."

The NAMA material, to be mailed soon to its members, gives pointers on making contact with police chiefs, mayors, location managers, vending company employees and local news media. Reed said national publicity will be undertaken by NAMA's staff.

Two different designs are expected to be furnished by the cup supplier firms. Participating suppliers expect to have the cups available during September.

At least three additional state councils of NAMA—Illinois, Kentucky and Pennsylvania—already have made plans to join in the "crime prevention cup program" on an organized basis.

# cashbox / Round The Route

## CHICAGO CHATTER

Ronnie and Larry Kaghan of Specialty Sales Corp. will be participating in the upcoming Indianapolis Restaurant Show, scheduled for September 29, 30 and October 1. The Specialty exhibit will feature the NSM Prestige and Consul model phonographs. Not long after that the bonys will be prepping for MOA. Also on the planning board at Specialty are a series of phonograph showings in the newly acquired Iowa territory but this will likely come to pass following the convention period.

Midway's "Sea Devil" is obviously attracting a great deal of attention in the trade. Sales manager Larry Berke has a pile-up of orders on his desk—and there's no let-up in sight. Game is definitely top priority at the Schiller Park plant . . . We understand the U.S. Marshall gun, manufactured by J. F. Frantz Mfg. Co. here, is quite a popular item in Israel. The Frantz factory is readying a shipment to Sport And Amusement Automatics Ltd. in Tel Aviv.

Early returns reaching the local MOA office indicate this year's attendance at Expo '70 will equal, if not surpass, last year's! Estimate is based on the exceptionally early response to the registration card mailing which was sent out a little over a week ago. The '69 attendance figure was 2,037. Fred Granger sees a sizeable increase in state association participation, individually and in groups, this year. Much MOA enthusiasm was noted during Fred's many travels to state meetings across the country.

"Space Flight" and the newly released "Zip-A-Doo" 2-player pinball game are the big items at Bally Mfg. Corp. . . . Chatted briefly with Hymie Zorinsky of H. Z. Vending & Sales in Omaha—who was anxiously (very anxiously) awaiting a shipment of ChiCoin "Motorcycles." The few we had were sold out immediately, says Hymie, and there are a lot of unfilled orders to be taken care of. In further conversation we learned that Eddie Zorinsky, who is presently director of the Omaha Public Power District, recently turned down a bid to run for governor of the state. What a great boost for the coin industry image.

IAAP's president Guy B. Hunt and executive secretary Bob Blundred will squire some 50 association members (including representatives from Mexico and South Africa) on a 3-week educational-business tour of Japan. Departure date is Wednesday, September 9. Group will spend some time at the Osaka World's Fair, touring the amusement parks section, and will also visit amusement parks in Tokyo, Singapore and Hong Kong.

Alvin Gottlieb is hopeful that by early '71 the mammoth, new D. Gottlieb & Co. plant in Northlake, Illinois will be completed. Phase three, the final operation in the current construction program, got underway last week. The new facility will be housed on 14 acres of land (3 acres under roof) with approximately 130,000 square feet of space and will ultimately hold the entire Gottlieb operation. Alvin has already taken customers out there to see the land and the nearly completed premises. The new plant would have been ready this year, were it not for the strikes and other delays of the past few months . . . Nice to see Bert Betti who was in Chicago for several days during the recent Billiard Congress of America convention and tournament at the Sheraton Chicago Hotel. Event received a great deal of newspaper and television coverage in this area.

## UPPER MID-WEST

Sorry to hear that Jerry Lawler's mother, age 92 fell and broke her leg. Mrs. Elizabeth Lawler is at the St. Lukes hospital in Duluth. . . . Lawrence Sieg and Mrs. Sieg in the cities for the day on a shopping tour. Larry just got a new Winnebago mobile home, air conditioned and the works and is taking off week ends and driving out into good fishing country for some relaxation . . . Mr. & Mrs. Leonard Anderson and family took off this week for a week vacation driving up the North Shore Drive into Canada . . . Vern Thomas bought a three-acre tract of land near his lake home and the whole family enjoyed planting all sorts of vegetables and they are enjoying the results of a good crop.

Bob and Phil Sande, Dickinson, in the cities for the day making the rounds. We were told that they have about 30 pin games on 25¢ play and it was going over great and that they intend to convert all of their games to 25¢ play . . . Fred Fixel, Pembina, in the cities for a couple of days taking in some ball games . . . Jims Stearns, Minot, is out of the hospital and is on the road to recovery. Sure good news as Jim had been in the hospital since May . . . Mr. and Mrs. Gordon Runnberg and the girls in town on a shopping tour, buying clothes for school. . . Darlow Maxwell, Pierre, in town over night picking up equipment, as was Ernie Woytossek of Breckenridge.

Stan Wozmak in town to see the Twins play Boston. Stan shed 15 lbs. and looks good . . . Reports from operators in the resort areas say business has never been better. Resorts have been filled all summer . . . Mr. & Mrs. Harlow Norberg and their children vacationed last week . . . Dave Lieberman took his family last week on a vacation to Rapid City. Making Rapid City home base, each day they took in different places of interest, such as Mount Rushmore, Black Hills, The Bad Lands, Needles, Custer State Park etc.

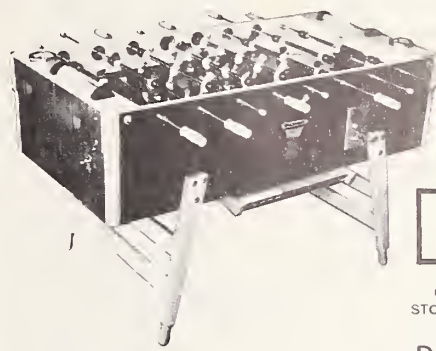
Einar Carlson and son Steve in the cities for the day as was Terry Boerger and Gabby Cluseau . . . Jim Chakaris returned last week with his wife after spending a month travelling through Europe. They went to visit Jim's parents' home in Greece and Mrs. Chakaris' folks hometown, also flying to Italy, France, England and Holland and home. All in all they had a marvelous trip.

## MILWAUKEE MENTIONS

Lots of praise among local operators and distributors for the new amusement machines pouring forth from the various factories—"Motorcycle", "Zip-A-Doo", "Sea Devil", to name a few. And there'll be more coming.

If there's a rainmaker within earshot, please head for Broadhead, Wisconsin. Marie Pierce of Pierce Music out there says the area's been bone dry for weeks and the ground is badly in need of moisture. As for business—not bad at all for this time of year, according to Marie . . . Empire Dist.'s Bob Rondeau saw his two sons off to school lastweek. Guy, the eldest, registered for his freshman year at the University of Wisconsin, Green Bay campus; and Eric, who is five entered kindergarten.

After a brief, slow period which is pretty consistent with this time of year, business is heading back to normal at United, Inc. The past week was an active one. Russ Townsend is managing to catch up so that he can head for Door County to participate in the Cherryland Open Golf Tournament September 12-



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SURFER . . . . . 260	APOLLO MOON SHOT . . . . . 495	
OP-POP-POP . . . . . 350	MEDALIST . . . . . 295	
ON BEAM . . . . . 395	PARK LANE . . . . . 395	
<b>WILLIAMS</b>	<b>MIDWAY</b>	
LUCKY STRIKE . . . . . \$140	PREMIER . . . . . \$215	
TEACHERS PET . . . . . 155	LITTLE LEAGUE . . . . . 210	
FULL HOUSE . . . . . 175	SPACE GUN . . . . . 350	
APOLLO . . . . . 220	FLYING SAUCER . . . . . 430	
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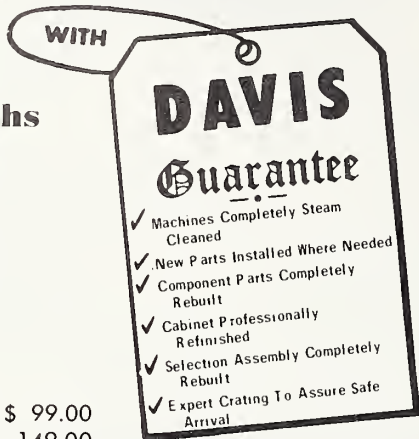
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**cashbox / Round The Route**

**EASTERN FLASHES**

**THE BUM'S RUSH IS OVER AND THE GOLD RUSH IS ON!**—With that charming headline, we'd like to herald the passage of Labor Day, and with it, the return to bigger collections. Did a little digging around 42nd St. and learn from a couple of music, games, arcade and naturally peep show operators that trade's been down as much as 60% this summer. Times Square Vending's **Harry Berger** says the area has not been unlike a ghost town. "The area's so full of drifters, junkies and other riff raff, normal people are afraid to walk around here, and I mean during the daylight hours as well," Harry complained. "There's a movie out called 'The Out of Towners' starring **Jack Lemon** which pretty well tells the story of a couple of visitors to Fun City. They get mugged, cheated, robbed, you name it, and I tell you, if the Mayor doesn't clean the town up, the tourist business will be shot. Operators like myself depend upon a highly transient crowd in this area who visit the arcades, bars and the rest spend money in the machines. We're losing all of them fast."

**UPSTATE ITEMS**—**Big John Bilotta** says he's put about 85 amusement games into the New York State Fair, currently underway up in Syracuse. John's got his arcade in one of the exhibit buildings right on the midway and reports excellent business. Hot items with the crowd include ChiCoin's new Motorcycle game, three Gottlieb Batter Up pins (add-a-ball version of the Baseball) and Midway's Sea Devil target game. The Batter Ups, incidentally, are programmed for 2-25¢ play, John says, and were shipped especially from the Gottlieb factory that way. Oh yes, Johnny's Rochester Lancers soccer team was slated to play Washington this past Saturday night for the Southern Div. championship; they've already won the Northern.

Spoke with **Jack Wilson** of Modern Vending in Newburgh who reports his family is especially active this weekend. His wife is in Indiana visiting their grandchildren and his son, **Jackie**, was preparing for four nights of stock car racing. Friday night Jackie was slated to compete at Accord Raceway in Accord, N.R., followed by a Saturday race at Lebanon Valley Raceway. Slated for Sunday was a 100-lap open event at Lebanon Valley and for Monday a 50-lap event at Accord. Jackie was last year's rookie-of-the-year at Lebanon Valley . . . **Ron Gregory** of Hudson Valley Amusement took a vacation for a week or so down on his Pennsylvania farm which he bought a few years ago . . . **Mike Mulqueen** of Mulqueen Enterprises took a short trip to Florida recently to visit his daughter and has since returned.

**JERSEY JOTTINGS**—**Bert Betti** back from quickie trip to Chicago for a visit with coin factories and the Bowling Congress of America convench; says he's looking forward to returning to Windy City for the MOA Expo where Eastern Novelty will be exhibiting. Bert's hospitality suite this year will be in the Bismark Hotel, he said . . . Grapevine has it that American Shuffleboard's about to unveil brand new look on their Classic coin table line. Hope to have details on it by next issue.

**HERE AND THERE**—**MONEY** managing director **Ben Chicofsky** reports the UJA "phone-a-thon" conducted last Wednesday was "very successful." Through this effort and others, about \$25,000 has been raised thus far in the UJA Coin Machine Division's annual drive. The "phone-a-thon" was the second this year, following the first the previous Wednesday. A third is scheduled for this Wednesday . . . Ben says that at last count close to 300 tickets were sold for the annual UJA dinner Sept. 26 at the New York Hilton . . . Ben adds that all New York operators and distributors should mark Sept. 15 on their calendar. A general MONY meeting is scheduled at 8 p.m. at the Park Sheraton Hotel. According to Benny, "Matters of great importance will be discussed." The meeting is open to non-members as well as members and refreshments will be served.

Spoke with **Lou Wolberg** at Runyon Sales Co. who's feeling a bit lonesome these days with most regular customers on vacation or otherwise preoccupied. Lou's confident the situation will change, though, and expects to start moving a lot of equipment real soon . . . Spoke with that honest duffer **Murray Kaye**, Atlantic New York sales manager, who admits his golf score is "still pretty bad." . . . Though Murray's golf score hasn't picked up much, business at Atlantic has and he reports a healthy pickup during the last week and a half. "The cool air has perked some of our customers up," he said, discussing the encouraging movement of Seeburg coffee and cold drink vendors and "Apollo" phones . . . Among the visitors Murray greeted recently are **Mack Pollay** of Kissena Vending, **James Durante** of East End Music Service in the Bronx and **Ray Knorse** of Arrow Serv-Well Music . . . Their presence and that of other operators prompted Murray to propesize, "It looks terrific for the fall."

**Howard Kaye**, sales manager at Irving Kaye Co., enthusiastically reports the firm's "Antique Apollo" billiards table is now in its third production run and is taking off beautifully sales-wise in all areas of the nation where it's being marketed. Though the table is being produced only in the 92" size at present. Howard hopes that within a few weeks, both an 86 and 101" table will be available . . . Howard says the "Antique Apollo" represents a fresh approach in marketing for the operator. Because of the table's classy appearance, Howard says, the operator can gain access to locations otherwise unavailable and that this table will hold locations for an operator because it cannot be obtained directly by any location.

**Harold Kaufman**, president of Musical Distributors Corp., reports that his new Brooklyn showroom is three-quarters complete. Because of its large size, several problems have arisen such as air conditioning. "The place is like a movie house," Harold says . . . With the annual UJA affair coming up, Harold reminisced about the "good old days" when such guests as **Joe E. Lewis** were on the bill. He remembers setting up the "Joker" 's performance and receiving instructions to line up six scotch and waters off stage for Joe E. The master comic picked one up before going on stage and when the six glasses were emptied knew that time was up. (Kind of a liquid hourglass we imagine) . . . Harold, guest of honor at a UJA dinner a few years back, says that he's run out of just about all his games with ChiCoin's "Motorcycle", and Midway's "Sea Devil" moving out sooner than Harold can reorder. He adds that most distributors are in the same boat and that with the fall should come truckloads of the successful new pieces.

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