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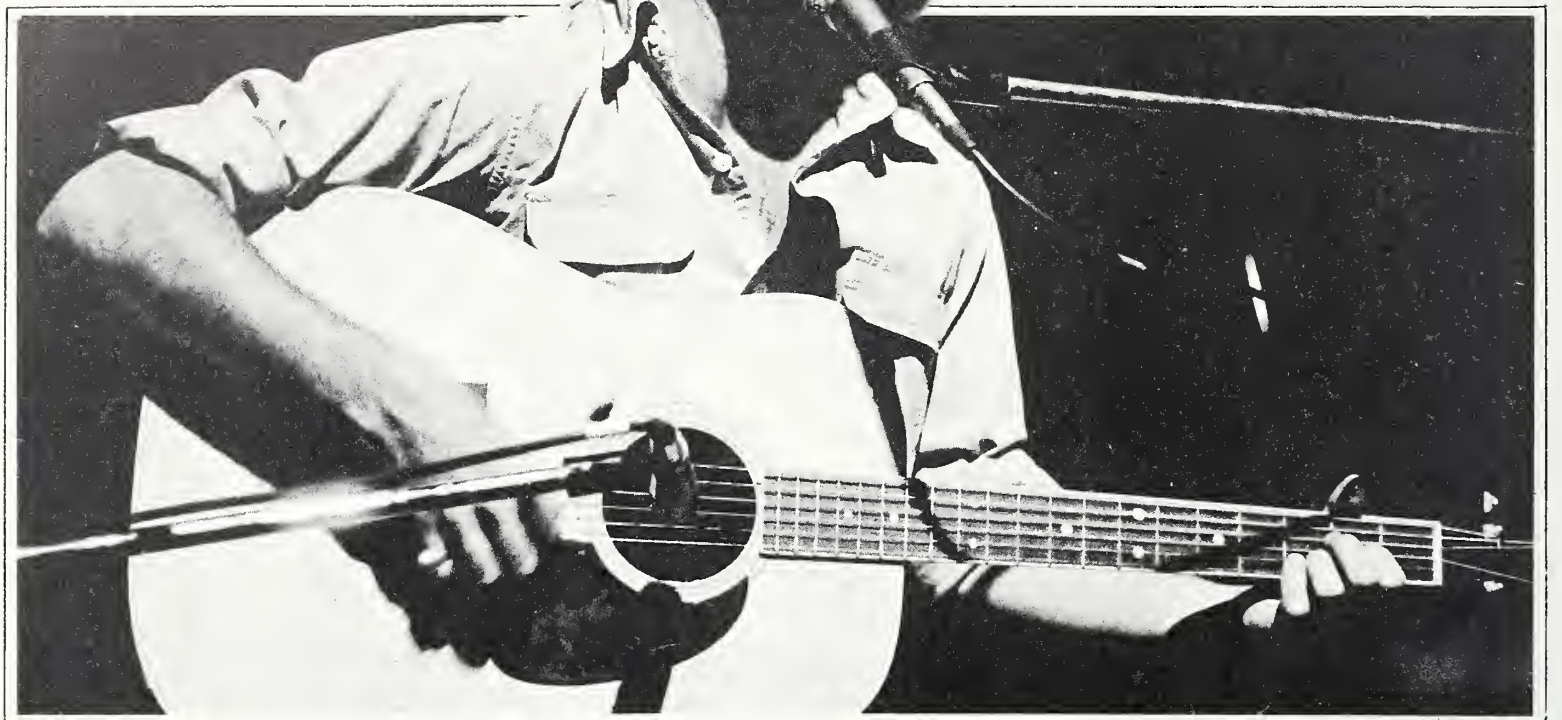
Cash Box

**Films & TV: Their Disk Ratings Are High (Ed) . . .
Growth Memo: Recording Volume Outdistances Films
& TV . . . Wein To Stage Newport West In June . . . The
'Why' Behind MCA's Greatest Year . . . BMI, NBC Settle
Claims . . . Polydor's 1st Single From Deutsche Gramm**

ELVIS PRESLEY: A GLOBAL 'STEAMROLLER'



Bill Quateman's startling first 14 days.



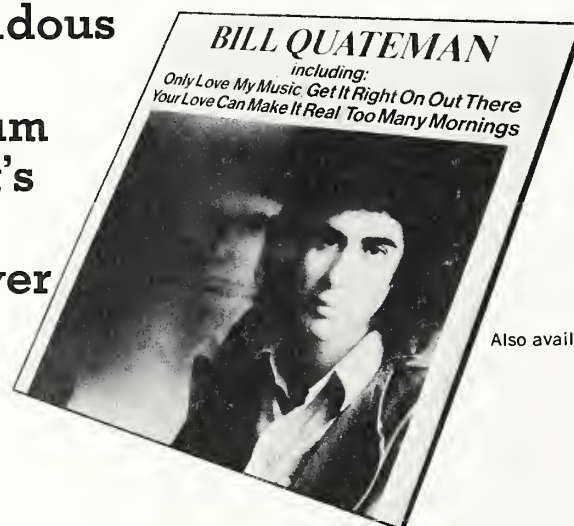
Two weeks ago Bill Quateman's first album and single were released.

In those 14 very short days, his single "Only Love" is getting what-has-to-be-considered tremendous initial Top-40 response.

Critics have called his album "unique" and "exhilarating." It's getting massive FM air play. And is selling through all over the country.

Bill Quateman's contagious first single, "Only Love" is only the beginning.

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Films & TV: Their Disk Ratings Are High

Artists and material from various entertainment media are getting a better shake on the best-selling charts. This is due, we feel, to a greater awareness in these areas of what's happening in pop music, which is being reflected in strong recording market appeal of the disk versions of what originates from sources other than the industry itself.

Interestingly enough, the only medium not well represented—in fact by only one entry—last season's "Godspell"—is the Broadway area, a point we have stressed in various editorial commentaries in recent years.

But, as far as films and TV are concerned, both media have chart records going for them in numbers that indicate that music exposure from these fields can spell big recording success.

On the LP front, some 12 albums, including the two number one LP's, "Dueling Banjos," and "Lady Sings The Blues," originated from films. Others include the soundtracks "Trouble Man," Marvin Gaye's soundtrack, "Wattstax," "Superfly," "Black Caesar," "Man of La Mancha," "Lost Horizon," "Across 110th St." Filmdom's John Wayne is the sales impetus of "America, Why I Love Her."

While TV is represented with only one album, Elvis Presley's "Elvis Aloha from Hawaii via Satellite," the me-

dium is showing up well on the singles listings, with such artists as Jud Strunk ("Laugh-In" regular), Vicki Lawrence ("Carol Burnett Show"), Sonny & Cher and a song, "Sing," from "Sesame Street." Other singles with film affiliations include "Across 110th St.," "Dueling Banjos" ("Deliverance"), "Last Tango in Paris," "Oh La De Da" from "Wattstax" and "Also Sprach Zarathustra," the Richard Strauss classical piece that got off the pop ground via its use in the film, "2001," a name for the opus that looks like it's going to stick—it's certainly easier to pronounce.

We believe the above is a solid collection of examples of what is taking place. There is little doubt that both films and TV are producing music with more creative reasoning toward recording recognition—and the philosophy is obviously working to the benefit of the media and the music industry. Of course, it's true that more recording industry names are playing a role in the creation—as artists and composers—of film and TV productions.

Whatever the case, exposure of music from films and TV reaches millions, many of whom are record buyers who seemingly desire a recording duplication of what they hear. Everybody gets what he wants out of this parlay.

Top 100 Singles

1	LOVE TRAIN O'Jays—Phila. Int'l 3524 (Dist: Columbia)	2	2
2	NEITHER ONE OF US Gladys Knight & Pios—Soul 3704 (Dist: Motown)	7	9
3	LAST SONG Edward Bear—Soul 3452	3	3
4	ALSO SPRACH ZARATHUSTRA Dezobro—CTI 12	4	5
5	THE COVER OF ROLLING STONE Dr. Hook & The Medicine Show—Columbia 45732	5	6
6	KILLING ME SOFTLY WITH HIS SONG Roberta Flack—Atlantic 2940	1	1
7	AIN'T NO WOMAN Four Tops—Dunhill 4339	9	11
8	DANNY'S SONG Anne Murray—Capitol 3481	10	10
9	SING Carpenters—A&M 1413	11	16
10	CALL ME Al Green—Hi 2235 (Dist: London)	13	23
11	AUBREY Bread—Elektra 45832	12	13
12	TIE A YELLOW RIBBON ROUND THE OLE OAK TREE Dawn—Bell 45318	20	29
13	THE NIGHT THE LIGHTS WENT OUT IN GEORGIA Vicki Lawrence—Bell 45303	19	30
14	BREAK UP TO MAKE UP Stylistics—Avco 4611	16	21
15	DEAD SKUNK Loudon Wainwright III—Columbia 45626	18	22
16	STIR IT UP Johnny Nash—Epic 10949	17	19
17	MASTERPIECE Temptations—Gordy 7126	23	28
18	LITTLE WILLY The Sweet—Bell 45251	24	31
19	SPACE ODDITY David Bowie—RCA 9876	21	24
20	THE CISCO KID War—United Artists 163	33	56
21	I'M JUST A SINGER IN A ROCK & ROLL BAND Moody Blues—Threshold 67012 (Dist: London)	8	8
22	HUMMINGBIRD Seals & Crofts—Warner Bros. 7671	15	17
23	THE TWELFTH OF NEVER Donny Osmond—MGM 14503	34	47
24	PEACEFUL Helen Reddy—Capitol 13527	29	35
25	DUELING BANJOS Deliverance Soundtrack—Warner Bros. 7659	6	4
26	KISSING MY LOVE Bill Withers—Sussex 250 (Dist: Buddah)	26	27
27	DRIFT AWAY Dobie Gray—Decca 33057	38	48
28	ONE MAN BAND Ronnie Dyson—Columbia 45776	35	42
29	DADDY'S HOME Jermaine Jackson—Motown 1216	14	7
30	BIG CITY MISS RUTH ANN Gallery—Sussex 248 (Dist: Buddah)	22	12
31	BITTER BAD Melanie—Neighborhood 4210	36	41
32	ONE LESS SET OF FOOTSTEPS Jim Croce—ABC 11346	30	32
33	COOK WITH HONEY Judy Collins—Elektra 45831	39	44
34	SUPERMAN Donna Fargo—Dot 1744	40	45
35	DAISY A DAY Jud Strunk—MGM 14463	44	52
36	MASTER OF EYES Aretha Franklin—Atlantic 2941	37	39
37	PINBALL WIZARD/SEE ME, FEEL ME New Seekers—MGM/Verve 10709	45	53
38	STUCK IN THE MIDDLE WITH YOU Stealers Wheel—A&M 1416	56	65
39	HELLO HURRAY Alice Cooper—Warner Bros. 7673	25	26
40	WILD FLOWER Skylark—Capitol 3511	51	59
41	STEP BY STEP Joe Simon—Spring 132 (Dist: Polydor)	50	58
42	WALK ON THE WILD SIDE Lou Reed—RCA 9887	55	64
43	HALLELUJAH DAY Jackson Five—Motown 1224	58	69
44	OH LA DE DA Staple Singers—Stax 0156	48	55
45	YOU ARE THE SUNSHINE OF MY LIFE Stevie Wonder—Tamla 54232	61	7 9
46	ARMED AND EXTREMELY DANGEROUS First Choice—Philly Groove 175 (Dist: Bell)	54	62
47	CHERRY CHERRY (HOT AUGUST NIGHT) Neil Diamond—MCA 40017	60	68
48	ROCKY MOUNTAIN HIGH John Denver—RCA 0829	28	15
49	OUT OF THE QUESTION Gilbert O'Sullivan—MAM 3628 (Dist: London)	52	61
50	REELING IN THE YEARS Steeleye Dan—ABC 11352	64	76
51	CROCODILE ROCK Elton John—MCA 4000	46	25
52	COULD IT BE I'M FALLING IN LOVE Spinners—Atlantic 2927	27	14
53	BLUE SUEDE SHOES Johnny Rivers—United Artists 198	65	75
54	LOVE IS WHAT YOU MAKE IT Grass Roots—Dunhill 4335	32	33
55	YESTERDAY I HAD THE BLUES Harold Melvin & Blue Notes—Phila. Int'l 3525 (Dist: Columbia)	59	67
56	LET'S PRETEND Raspberries—Capitol 3546	67	80
57	IF YOU GOTTA BREAK ANOTHER HEART Albert Hammond—Mums 6015 (Dist: Columbia)	57	60
58	THINKING OF YOU Loggins & Messina—Columbia 45815	82	—
59	A LETTER TO MYSELF Chi-Lites—Brunswick 55491	41	43
60	I'M DOIN' FINE NOW New York City—Chelsea 0113 (Dist: RCA)	70	81
61	FUNKY WORM Ohio Players—Westbound 214 (Dist: Janus)	71	74
62	CINDY INCIDENTALLY Faces—Warner Bros. 7681	72	82
63	THE RIGHT THING TO DO Carly Simon—Elektra 45843	89	—
64	MAMA WAS A ROCK AND ROLL SINGER Sonny & Cher—MCA 40026	74	83
65	DOWN AND OUT IN NEW YORK CITY James Brown—Polydor 14168	76	86
66	GUDBUY T'JANE Slade—Polydor 15060	69	73
67	DO IT IN THE NAME OF LOVE Candi Staton—Fame 91005 (Dist: U.A.)	63	63
68	WHO WAS IT? Hurricane Smith—Capitol 3455	77	87
69	PLAYGROUND IN MY MIND Clint Holmes—Epic 10891	73	84
70	LET YOUR YEAH BE YEAH Brownsville Station—Big Tree 161 (Dist: Bell)	79	85
71	ACROSS 110th STREET Bobby Womack & Peace—United Artists 196	81	91
72	WISH THAT I COULD TALK TO YOU Sylvers—Pride 1019 (Dist: MGM)	78	57
73	PILLOW TALK Sylvia—Vibration 521	—	—
74	LAST TANGO IN PARIS Herb Alpert & Tijuana Brass—A&M 1420	80	89
75	I CAN UNDERSTAND IT New Birth—RCA 0912	84	93
76	HOCUS POCUS Focus—Sire 704 (Dist: Paramount)	87	94
77	MAGIC WOMAN TOUCH Hollies—Epic 10951	43	46
78	HEARTS OF STONE Blue Ridge Rangers—Fantasy 700	—	—
79	FRANKENSTEIN Edgar Winter—Epic 10891	90	97
80	I KNEW JESUS (BEFORE HE WAS A SUPERSTAR) Glen Campbell—Capitol 6633	85	—
81	SAW A NEW MORNING Bee Gees—RSO 401 (Dist: Atlantic)	83	88
82	WILL IT GO ROUND IN CIRCLES Billy Preston—A&M 1411	86	92
83	MR. MAGIC MAN Wilson Pickett—RCA 0898	88	95
84	PARDON ME SIR Joe Cocker—A&M 1407	49	51
85	DRINKING WINE SPO-DEE O' DEE Jerry Lee Lewis—Mercury 73374	—	—
86	THE TEDDY BEAR SONG Barbara Fairchild—Columbia 45743	91	—
87	GIVE IT TO ME J. Giles Band—Atlantic 2953	—	—
88	BACK WHEN MY HAIR WAS SHORT Gun Hill Road—Kama Sutra 569 (Dist: Buddah)	—	—
89	LEAVING ME Independents—Wand 11252	100	—
90	PREACHER MAN Impressions—Curtom 1982 (Dist: Buddah)	92	98
91	ALWAYS Luther Ingram—KoKo 2115 (Dist: Columbia)	93	—
92	DELTA QUEEN Don Fardon—Chelsea 0115 (Dist: RCA)	97	—
93	WHO GETS YOUR LOVE Dusty Springfield—Dunhill 4341	94	99
94	IT'S HARD TO STOP Betty Wright—Alston 4717 (Dist: Atlantic)	—	—
95	DANCING TO YOUR MUSIC Archie Bell & Drells—Glades 1707	96	100
96	IF WE TRY Don Mclean—United Artists 206	—	—
97	NOBODY WINS Brenda Lee—MCA 40003	99	—
98	FRIEND AND A LOVER Partridge Family—Bell 45-336	—	—
99	FRIENDS OR LOVERS Act I—Spring 132 (Dist: Polydor)	—	—
100	I'M A STRANGER HERE Five Man Electrical Band—Lion 149	—	—

ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

A Letter To Myself (Julio-Brian—BMI)	59	Delta Queen (Clan-Very Little Tune—ASCAP)	92	Leaving Me (Our Children/Mr. T. J. Chenita—BMI)	89	Reeling In The Years (Wingate/Red Giant—ASCAP)	50
Across 110th Street (Unart—BMI)	71	Do It In The Name Of Love (Heiress—BMI)	67	Let Your Yeah Be Yeah (Irving—BMI)	70	Right Thing To Do (Quackenbush—ASCAP)	63
Ain't No Woman (Trousdate/Soldier—BMI)	7	Down And Out In New York City (Dijon—BMI)	65	Let's Pretend (C.A.M.-USA—BMI)	27	Rocky Mountain High (Cherry Lane—ASCAP)	48
Also Sprach Zarathustra (Three Bros.—ASCAP)	4	Drift Away (Almo—ASCAP)	27	Little Willy (Chinnichap/Rak—ASCAP)	18	Saw A New Morning (RCO & Warner Bros.—ASCAP)	81
Always (Klondike—BMI)	91	Drinking Wine (Jobete—ASCAP)	85	Love Is What You Make It (Wingate—ASCAP)	54	Space Oddity (Tro-Andover—ASCAP)	9
Armed & Extremely Dangerous (Nickel/Six Strings—BMI)	46	Dueling Banjos (Warner/Tamerlane—BMI)	25	Love Train (Assorted—BMI)	1	Step By Step (Gaucho/Belinda & Unichappell—BMI)	19
Aubrey (Screen Gems/Columbia—BMI)	11	Frankenstein (Hierophant—BMI)	79	Magic Woman Touch (Bramsden/Famous—BMI)	77	Stir It Up (Cayman—ASCAP)	16
Back When My Hair Was Short (Gunhill Road—ASCAP)	88	Friend And A Lover (Screen Gems/Col.—BMI)	98	Mama Was A Rock & Roll Singer (Chrismarc—BMI)	64	Stuck In The Middle With You (Hudson Bay—BMI)	38
Big City Miss Ruth Ann (Cedarwood/Free Breeze—BMI)	30	Friends Or Lovers (Gaucho/Belinda—BMI)	99	Mr. Magic Man (Eva & Fridays Child—BMI)	83	Superman (Prima Donna—BMI)	34
Bitter Bad (Neighborhood—ASCAP)	31	Funky Worm (Bridgeport—BMI)	61	Master Of Eyes (Pundit & Syberia—BMI)	36	Teddy Bear Song (Duchess—BMI)	86
Blue Suede Rivers (Hill & Range—BMI)	53	Give It To Me (Juke Joine-Walden—ASCAP)	87	Masterpiece (Stone Diamond—BMI)	17	Thinking Of You (Jasperilla—ASCAP)	58
Break Up To Make Up (Bellboy & Assorted—BMI)	14	Gudbuy T' Jane (Barn)	66	Neither One Of Us (Keca—ASCAP)	2	Tie A Yellow Ribbon (Levine & Brown—BMI)	12
Call Me (Al Green—BMI)	10	Hallelujah Day (Jobete—ASCAP)	43	Night The Lights Went Out In Georgia (Pixruss—ASCAP)	13	Twelfth Of Never (Empress—ASCAP)	23
Cherry (Tallyrand—BMI)	47	Hallelujah Day (Jobete—ASCAP)	43	Nobody Wins (Resaca—BMI)	97	Waik On The Wild Side (Oakfield Avenue—BMI)	42
Cindy Incidentally (Warner Bros.—ASCAP)	62	Hearts Of Stone (Regent/Travis—BMI)	78	Oh La De Da (Muscle Shoals—BMI)	44	Who Gets Your Love (Trousdate/Soldier—BMI)	93
Cook With Honey (Judy Collins—Elektra)	33	Hello Hurray (Warner Bros.—ASCAP)	39	One Less Set Of Footsteps (Blendingwell/Wingate—ASCAP)	32	Who Was It (M.A.M.—ASCAP)	68
Could It Be I'm Falling In Love (Spinners—Atlantic)	52	Hocus Pocus (Radio-Tele/Bleu Disque—ASCAP)	76	One Man Band (Blackwood—BMI)	28	Wild Flower (Edsel—BMI)	40
Cross 110th Street (Unart—BMI)	71	Hummingbird (Dawnbreaker—BMI)	22	Out Of The Question (MAM—ASCAP)	49	Will It Go Round In Circles	82
Daddy's Home (Jermaine Jackson—Motown)	29	I Can Understand It (Unart—BMI)	75	Pardon Me Sir (Tro-Andover—ASCAP)	84	Wish That I Could Talk To You (Dotted Lion/Sylco—ASCAP)	72
Dead Skunk (Loudon Wainwright III—Columbia)	15	I Knew Jesus (Encino—ASCAP)	80	Peaceful (Four Score—BMI)	24	Yesterday I Had The Blues (Mighty Three—BMI)	55
Delivering Soundtrack (Warner Bros.)	6	If We Try (Wyawah—BMI)	96	Pillow Talk (Gambi—BMI)	73	You Are The Sunshine Of My Life (Stein & Van Stock/Blackbull—ASCAP)	45
Dueling Banjos (Warner/Tamerlane)	25	If You Gotta Break Another Heart (Leaders/Roberts/April—ASCAP)	57	Pinball Wizard/See Me, Feel Me (Tracks—BMI)	37		
Drift Away (Dobie Gray—Decca)	38	I'm A Stranger Here (Four Star/Galeneve—BMI)	100	Playground In My Mind (Vanlee/Emili—ASCAP)	69		
Drinking Wine (Jobete)	85	I'm Doin' Fine (Mighty Three—BMI)	60	Preacher Man (Curtom—BMI)	90		
Dueling Banjos (Warner/Tamerlane)	25	I'm Just A Singer (Leeds—ASCAP)	21				
Edelweiss (Columbia)	12	It's Hard To Stop (Sherilyn—BMI)	94				
Edward Bear (Soul)	3	Killing Me Softly (Fox-Gimble—BMI)	6				
Edward Bear (Soul)	3	Kissing My Love (Interior—BMI)	26				
Edward Bear (Soul)	3	Last Song (Eeyor—ASCAP)	3				

Cash Box Top 100/Singles

week ending 3/24

52

OUT OF THE QUESTION

Gilbert O'Sullivan—MAM 3628 (Dist: London) 61 78



week ending 3/24

★ 65

OUT OF THE QUESTION

Gilbert O'Sullivan (Gordon Mills), MAM 3628 (London) 4

TOP 40 Easy Listening

week ending 3/24

18

28 34 -

OUT OF THE QUESTION.....3

Gilbert O'Sullivan, MAM 3628 (London)
(MAM, ASCAP)

THE SINGLES CHART

week ending 3/24

55

68 OUT OF THE QUESTION GILBERT O'SULLIVAN/MAM 3628 (London) 4

"OUT OF THE QUESTION" #3628

On its way to the top. Following in the footsteps of "Clair," the other hit single in Gilbert O'Sullivan's latest LP "Back To Front!"



MAM 5



LONDON

Announcing a major musical merger.

Norman Whitfield. One of the most successful producers and writers in the music business—with a staggering record of hits. Rare Earth. One of music's most successful groups—with an equally impressive record of hits. We

turned them loose in the studio. The result is "Ma." A new single by Rare Earth. Written and produced by Norman Whitfield. Watch out. "Ma" is a mother. Rare Earth Single #R-5053 Watch for a mother of an album, coming soon.



Listen to what's happening at Motown. You'll hear the times change.



RIAA In D.C.: Disk Library, Sen. Pell Award

WASHINGTON—The RIAA and presidents of many member labels had two special events in the nation's capital last Tuesday and Wednesday.

On Tues., Mar. 20, Pat Nixon accepted a library of 2000 albums selected by a special committee organized as a result of an RIAA offer in 1969 of a White House record library and phono system. The 2000 albums cover a varied spectrum of music, including pop, jazz, classics and spoken-word. The library was presented to Mrs. Nixon at a reception in the White House, with presentation speeches by Stan Gortikov, president of RIAA, Clive Davis, chairman of RIAA, and Willis Conover, head of the special commission named to select the recordings. A duplicate of the collection will be available for public use in Washington.

The following evening Sen. Claiborne Pell (D-R.I.) received RIAA's fifth annual cultural award to members of Congress. Some 700 attended the affair, which also saw entertainment by the Osmonds and Lou Rawls.

FRONT COVER:



Ever since Elvis Presley signed with RCA in 1956, he's been an international rock phenomenon. He's been on the charts ever since with an album, single or both and has sold-out concerts wherever he's given them, world-wide.

His latest venture, a TV special called "Elvis-Aloha From Hawaii Via Satellite" was shown outside the States to an audience of over one billion. It's scheduled to be broadcast over NBC, Wednesday, April 4th to complete its success story. From the soundtrack LP, already bulleted at #14, comes his next single: "Steam-roller Blues."

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Wein To Stage Newport West Event In June

HOLLYWOOD — Jazz festival producer George Wein hosted a news conference here last week to announce the schedule and participating artists in the first Newport Jazz Festival—West being held here in June. Wein's initial venture into southern California follows on the heels of his success in New York last year with a festival bearing the Newport imprimatur.

Kicking off at the Hollywood Bowl on Sunday, June 17, Newport/West will offer a little over a week of concerts featuring top-flight jazz talent, a good many Los Angeles-based musicians among them.

Said Wein, "There is a wealth of musical talent in the Los Angeles area, and we hope to be adding many local musicians to our program." He went on to mention that he always aims to tailor his programs to the locality in question, whether he is producing concerts in New York or New Orleans, so that they come across more spontaneously and less as "packages."

Opening Bill

Appearing on the opening bill is an array of veteran jazz "giants"—Dizzy Gillespie, Art Blakey, Sonny Stitt, Mary Luo Williams, Al McKibbin

with James Moody and Jon Hendricks. Billy Eckstine is also featured, along with several "young giants"—Gary Burton, George Duke, Jean-Luc Ponty and Tony Williams.

Other concerts announced to date are as follows:

Tuesday, June 19 (noon), at Los Angeles Southwest College: Dizzy Gillespie Quintet, Walter Bishop, Jr., Quartet. Free concert. (8:00 p.m.), Santa Monica Civic: "Interesting Directions" with the Gil Evans Orchestra, Cecil Taylor, others.

Wednesday, June 20 (noon): Will Rogers Park, Watts: Dizzy Gillespie Quartet, local group to be announced. Free concert. (8:00 p.m.), Santa Monica Civic: "Two Generations of Brubeck" featuring Dave Brubeck and sons, and special guest Carmen McRae.

Saturday, June 23 (1:00 p.m.), Hollywood Bowl: "Guitar Explosion" with Roy Buchanan, Herb Ellis, Mary Osborn, Jim Hall, others. (7:00 p.m.) Hollywood Bowl: "A Touch of Jazz and Soul," with Louis Bellson and orchestra, Rahsaan Roland Kirk and the Preservation Hall Band, the Staple Singers, Stevie Wonder, others.

Sunday, June 24 (7:00 p.m.) Hollywood Bowl: "A Touch of Jazz and Soul," with B.B. King, Dizzy Gillespie, Gladys Knight and the Pips, Charles Mingus, Billy Paul, others.

MCA Label Earnings In '72 Register An All-Time High

Label, Pub Income Over \$12 Million

UNIVERSAL CITY — MCA, Inc., has announced a combined operating income figure of \$12,246,000 in 1972 for its records and music publishing divisions. For MCA Records, under the restructured operational administration of president Mike Maitland, the year's results were the highest in company history, surpassing last year's figures, which constituted the

previous all-time high and included the record sales of "Jesus Christ Superstar."

The new-high operating income figure of the record and publishing divisions is a highlight of MCA corp's financial statement for the 1972 fiscal year, which showed gross revenues of \$69,876,000 from the combined sales of records, tape cartridges and music publishing.

Major contributing factors to these earnings were the company's several top-selling albums and singles and the restructuring and streamlining of MCA Records operations initiated
(Cont'd on p. 32)

Thorn Added To SQ Licensees; Total Is 60

NEW YORK — Thorn Consumer Electronics—London, the United Kingdom's largest domestic consumer electronics manufacturer and marketer, has become the latest member of the worldwide SQ Family. In addition to Thorn Consumer Electronics, Rogers Developments (Electronics) LTD—London, one of Britain's top high fidelity equipment manufacturers, has also become an SQ licensee. These British entries into the SQ Family join the already existing British SQ hardware advocates, which includes Connaught Equipment (Tate) LTD and AMC Electronics LTD. Connaught's SQ products are sold by Lasky's, one of England's major audio-equipment retailers.

Other Licensees

Highlighting the acceptance of the SQ system in the United Kingdom and the Continent is the recent SQ licensee addition of one of West Germany's leading OEM's, Hunte Electronic. Hunte is manufacturing SQ hardware for Quelle, a leading West German department store and mail order house.

These newest licensees brings the total number of worldwide brands in the SQ Family to over 60 with 15 licensees joining since the beginning of the year.

The spread of consumer interest in quad sound in Europe was recently underscored at the International Festival Du Son Exhibition in Paris, where 11 major brands displayed SQ hardware models.

MCA, Track Team On New Label

UNIVERSAL CITY — Mike Maitland, president of MCA records, has announced a distribution agreement between MCA and Track Records. Peter Kameron, American manager for the Who will head the Track Records label out of New York offices.

First releases on the MCA-Track label are solo albums by Who members Peter Dinklage ("Who Came First") and John Entwistle ("Whistle Rymes"). The Who are now recording a new LP scheduled for summer release.

New product to be released in May on the MCA-Track label includes Roger Daltrey's first solo LP titled "Daltrey" and a single titled "Giving It All Away," which will be released shortly in the States. A June release is planned for an LP by Rigor Mortis, the group Who bassist John Entwistle.
(Cont'd on p. 32)



Track Logo

Recording Vol. Ahead Of TV, Film Business

NEW YORK — The recording industry now takes in more volume than either the motion picture or TV industries.

Cy Leslie, board chairman of Pickwick Int'l, into its 79th consecutive quarter of rising profits, told the Wall Street Journal recently that annual recording volume of more than \$1.8 billion is a "few thousand dollars" better than the total of TV billing and well ahead of the \$1.5 billion film business.

As for its own volume boom, Pickwick expects 1973 to continue its rising profits over the past 20 years.

BMI, NBC Settle Claims; New Pact To Sept. 30, '76

NEW YORK — Broadcast Music Inc. and the National Broadcasting Co. have issued the following joint statement:

"Our two companies have entered into an agreement which settles a number of intricate issues, claims and counter-claims that have grown up between NBC and BMI since 1961. After a long period of discussion and negotiation, both parties have ended their differences on a variety of matters, which include anti-trust accounting and copyright infringement claims. The agreement includes the grant of a new blanket license for the use of BMI music in the NBC television network programs for the period from April 1, 1970 to Sept. 30, 1976."

Diana Ross Agrees To New Films

NEW YORK — Academy Award (Best Actress) nominee Diana Ross has agreed to two new film commitments stemming from her performance in "The Lady Sings The Blues." The first, described as being a drama with music set in the 19th century, is "A Couple of Swells." Details on the second have not yet been disclosed pending negotiations with a male European star and director.

The films will be produced by Paramount Pictures Corporation and Motown Industries, co-producers of "The Lady Sings The Blues." A multi-million dollar budget has been set for the projects. Directors and principal casting will be announced shortly.

Tangential Pick-Up On New Turntable

NEW YORK — A turntable scheduled for production this year features a tangential pick-up arm that moves from right to left, stopping in the center. The cartridge, therefore, touches the center, not the side or edges of the record grooves, which, according to the manufacturer, Bang & Olufsen of Denmark, reduces or eliminates distortion and skipping. The prototype was recently featured at the New York Museum of Modern Art's new-acquisitions show. Jacob Jensen designed the unit.

McKendree Spring

A New Single

Underground Railroad

MCA-40024

From The LP "TRACKS" DL7-5385

Spring Tour:

- March 9 PRESBYTERIAN COLLEGE
Clinton, South Carolina
- 10 LAKE FOREST COLLEGE
Lake Forest, Ill.
- 17 MULTI-PURPOSE GYM
University of Missouri
Rolla, Missouri
- 23 LOUISIANA STATE UNIVERSITY
Baton Rouge, La.
- 30 LONG BEACH AUDITORIUM
Long Beach, Cal.
- 31 CELEBRITY THEATRE
Phoenix, Arizona
- April 4 HENRY LEVITT ARENA
Wichita, Kansas
- 5 UNIVERSITY OF KANSAS
Lawrence, Kansas
- 6 REED FIELD HOUSE
Western Michigan Univ.
Kalamazoo, Michigan
- 7 EASTERN MICHIGAN UNIVERSITY
Ypsilanti, Michigan
- 8 DANE COUNTY ARENA
Madison, Wisconsin
- 9 ILLINOIS ST. FIELD HOUSE
Normal, Ill.
- 10 CONVENTION CENTER
Louisville, Kentucky
- 11 EASTERN CAROLINA UNIVERSITY
Greenville, North Carolina
- 13 UNIVERSITY OF GEORGIA
Athens, Georgia
- 14 PARK CENTER
Charlotte, North Carolina
- 15 CUMBERLAND COUNTY AUDITORIUM
Fayetteville, North Carolina
- 17 MUNICIPAL AUDITORIUM
Birmingham, Alabama
- 19 COLISEUM
Auburn University
Auburn, Alabama
- 20 UNIVERSITY OF SOUTH CAROLINA
Columbia, South Carolina
- 21 WILLIAM AND MARY COLLEGE
Williamsburg, Virginia
- 22 CIVIC CENTER
Baltimore, Maryland
- 24 FIELD HOUSE
West Virginia University
Morgantown, W. Virginia
- 27 LONGWOOD COLISEUM
Farmville, Virginia



DL7-5104



DL7-5230



DL7-5332



DL7-5385

A FREEFLOW PRODUCTION

MCA RECORDS

Retailer Cites Defective 45's

I have been buying records for the past 20 years. In the past year, I have become very annoyed with the quality of the 45 rpm pressing. There is very little if any quality control nowadays. For instance, of the 50 records by Steve Wonder that I ordered, 50 had to be returned because of their being warped and/or off-center. A large majority of the singles cause the stylus to move from side to side, making the record sound off center.

Many of the RCA records have a ticking sound on one channel. The best example of that is "Without You" by Nillson. Also, the Elektra single, "Your So Vain," has been the cause of many complaints due to skipping, mainly in the second pressing. Capitol pressings such as "Oh Babe" and "Last Song" are usually warped. You can tell this by placing the record on a flat surface and pressing it down and then letting up on it.

People are spending good money for these records, and are entitled to a decent pressing. Retailers, naturally, get blamed for selling faulty records. People got a decent record in 1953. Why can't they get the same in 1973. It's time for more quality control.

Yours truly,
Sam Neuhaus
Retailer

Special Grammy For Mayfield?

In all my years in our industry, I have never until now picked up a pen to relate to others what I hope to be constructive criticism on the televised Grammy Awards.

I want to go beyond the obvious need to better both production and sound! I assume that was so obvious, that it has to be better next year, as it has no where else to go! I do want to deal specifically with what I feel is a glaring injustice to a major talent in our industry.

How is it possible in this day and age, with the multitude of problems that surround us and at times seem to overwhelm us, that a truly great artist like Curtis Mayfield, who draws from very personal street experience, and thru whose magnificent talent come words and music that become Superfly, is not recognized somehow for what he has given.

For our industry not to publicly recognize the humanitarian aspect of what this human being has said to millions thru "Freddie's Dead," not to realize how many souls he has touched with those words, is not to recognize that we do indeed have that multitude of problems!

The criteria for any group to give awards to their own, does have to revolve around a given formula. That formula must, by nature, revolve around taste, sales and creative factors. My point is, that this should not be the only criteria used. We must recognize the humanistic element in our industry, ala the Jean Hersholt Award in the giving of Oscars.

I nominate Curtis Mayfield for that award whatever it be called!

Sincerely
Frank Day

"Healer, Heal Thyself"

When the sick man went to the doctor, the doctor said, "I'm too busy, I don't feel good". The sick man said, "Healer, Heal Thyself," I am referring to the March 17th issue of CASH BOX, the Editorial, whereas the record men who went to the NARM Convention when they were sent—they went and they learned twice as much and knew less than before they went—because their illness lied with themselves.

What was the cause of it? Why weren't they making money? Why did the manufacturers take the lines away
(Cont'd on p. 32)

UA's War, E.L.O. Campaigns Reflect Mktng Philosophy

HOLLYWOOD — When does a record company know when and when not to advertise and use promotional materials with an act or group? Mike Salisbury, UA's art director, answered that a group's prior sales and its future potential is the bottom line consideration of any record company considering a campaign.

Since the record company can absorb only so much loss from one group, the company's bread-winners have to be given special attention. UA's War, a group that has had five successive gold records, is about to be the recipient of a promotional and merchandising campaign that will break April 15.

Secrecy Maintained

According to Salisbury, the campaign will feature the conventional kind of in-store promotion, displays, billboards and press-kits but with one added promo item that they are keeping the lid on. Salisbury states, "It will not only be good as an identifiable record promotion item but will be a functional one with a longer life-span than other promotional products." When pressed further as to the identity of the item, Salisbury demurred maintaining that it was the only promotional item that has had to have been kept secret to avoid piracy by competitive record companies.

It was also learned that the delineation of promotional campaigns for artists is not always an easy one. For example, UA's Don McLean would not require the kind of campaign that War would receive since the listener is more prone to listen to him than to dance to his music. Whereas War requires an active participation upon the part of the listener. Thus, campaign images and mer-

ASCAP Board Is Re-Elected

NEW YORK — All the incumbent writer members and publisher members of the board of ASCAP were re-elected to serve for the two-year term starting April 1.

The writer members re-elected in the popular-production field are Stanley Adams, president, Harold Arlen, Cy Coleman, George Duning, Arthur Hamilton, Gerald Marks, Richard Rodgers, Arthur Schwartz and Ned Washington.

The writer members re-elected in the standard field are Samuel Barber, Morton Gould and Vincent Persichetti.

Popular-production publisher members re-elected are Leon J. Brettler of Shapiro, Bernstein & Co., Inc.; Jacques R. Chabrier of Chappell & Co., Inc.; Salvatore T. Chiantia of MCA Music; Edwin H. Morris of Edwin H. Morris & Co., Inc.; Irwin Z. Robinson of Colgems Music Corporation; Wesley H. Rose of Milene Music, Inc.; Larry Shayne of Larry Shayne Music, Inc.; Alan L. Shulman of Belwin-Mills Publishing Corp., and Ed Silvers of Warner Bros. Music.

The standard publisher directors re-elected are Arnold Broido of Theodore Presser Company, Ernest R. Farmer of Shawnee Press, Inc., and W. Stuart Pope of Boosey and Hawkes, Inc.

Mitchell Parish chaired the society's committee on elections which consisted of Fred E. Ahlert, Jr., Sammy Cahn, John Corigliano, Jerry Herman, Joseph Meyer, David K. Sengstack, Jule Styne and Leo Talent.

ASCAP Meet

NEW YORK — The semi-annual East Coast membership meeting of ASCAP will be held on this Wed. (28) at 2:30 PM at the New York Hilton, ASCAP president Stanley Adams reports. At this meeting, reports will be given by the president and other officials of the Society.

chandising must be geared to the individual artist rather than a blanket campaign that would cover everyone.

Another consideration, of course, is the speed with which a record company can react to the market in terms of promotion and merchandising. The Electric Light Orchestra (ELO) is another UA group that has had sufficient public nibbling at their "Roll Over Beethoven" recording that the company has decided to launch a campaign.

Salisbury noted that the trade advertising approach would be completely different from the "typical announcement ad saying that the group has had a hit record." Rather, the idea is to use special, attention-getting lay-out and art concepts with relevant copy that editorializes the group without it sounding like a hype. Additionally, the Beethoven t-shirts that are already on the market will be satirized and marketed shortly
(Cont'd on p. 32)

GRT Office In Quebec, Maritimes

ONTARIO — Ross Reynolds, president of GRT Of Canada, Limited, has announced the opening of a Montreal branch office, effective March 19.

Ken Dion, formerly the Quebec sales rep for the company has been named branch manager of the office, which will service the Province Of Quebec. Reynolds stated: "Although we have appreciated our association with London Records in Quebec, we feel that because of the increasing amount of new product, both from Canada and the United States, we are in a better position to serve our customers in Quebec by dealing with them directly."

Brian Ayres, Ontario promo manager for GRT, will be assisting Dion with promo for all product in Quebec. All inquiries for th Province should be made through Dion, at 59 West St. James Street, Suite #304, Montreal, telephone: 514-884-6657.

At the same time, Reynolds announced the appointment of Ted Evans, as maritimes sales rep for GRT. He will be dealing directly with the rack jobbers and retailers on the East Coast, rather than through Canadian Assemblies. Evans can be reached at 62½ Agnew Street in Amherst, Nova Scotia, telephone: 902-667-9195.

Warners New Burbank Label To Be Unveiled

NEW YORK—Warner Bros. Records will use a new label beginning with its April release. The new label pictures palm and eucalyptus trees in Burbank, home of Warner Bros. "We wanted something that wasn't selling anything," said Art Director Ed Thrasher, "something nice with warmth and slight humor."

The new label will apply to Warner Bros. product only, with Reprise and the other custom labels keeping their own label art. Development of the new label began more than a year ago with work initiated by Ed Thrasher with the help of David Bajng who was then with Warner Bros. art department. The final painting was done by David Wilkins who specializes in architectural renderings. A printing process idea to simulate a stone lithography look, developed by Ed Thrasher and Dave Bajng was used in printing the new label.

First copies of the new label will be used on the April release with albums shipping March 30 and singles shipping April 4. The present stock of old labels will be used on catalog albums until the present supply is exhausted.

Mkt 1st Single On DDG Label: 'Blues Band'

NEW YORK — Polydor Inc. has released "Blues Band, Opus 50," the first single ever on its classical Deutsche Grammophon label. William Russo's "Three Pieces for Blues Band and Orchestra," with the San Francisco Symphony led by Seiji Ozawa and fronted by the Siegel-Schwall Band, has garnered underground airplay and sales since its issue on a DG album last month, prompting Polydor's A&R department to release the third movement in single format.

Since commissioning the piece in 1967, Ozawa has performed it with the Siegel-Schwall Band throughout the country to general acclaim.

Widespread underground, college and even R&B airplay has marked Polydor's intensive campaign for the DG lp, including a heavy mailing of albums and publicity materials to pop music stations and youth-oriented publications—followed up now by all-markets promotion of the new single.

The DG album, now cover-stickered to tie in with the single, is also being issued in 8-track and cassette configurations through Polydor, and in open reel format via Ampex. Supporting point-of-sale materials include posters, streamers and counter displays, also made available to headshops, bookstores and other youth outlets. The Russo is paired on the LP with symphonic dances from Leonard Bernstein's classic "West Side Story," also of youth interest. "Initial allocations and re-order patterns reflect sales far above the usual classical release, and continuing promotional and merchandising efforts are being directed toward chart action for both the album and single," the label states.

Mogull Sues 2 Pubs Over Sub-Publishing

NEW YORK — Ivan Mogull Music Corp. has filed a \$250,000 damage suit in Supreme Court of New York against Catalogue Music, Inc. and Artal Music.

According to the complaint, Ivan Mogull Music entered into a sub-publishing agreement with the firms, owned by Art Talmadge, that was to run for a two-year period from Nov., 1971 to Nov. 1973. The sub-publishing rights involved all world markets with the exception of the U.S. and Canada, and the action claims.

The suit contends that the two publishing firms violated first-refusal rights to Ivan Mogull Music in assigning copyrights to others in various markets.

Attorney for Mogull in the action is Alan Stein of Zissu, Marcus, Stein & Couture of New York.



SO WHAT'S NEW?—Columbia Records has inaugurated a new label design for its single releases. The new label, designed last fall, replaces the old red and black one used by the company for the last dozen years. The new design features an orange to red background highlighted by white lettering.

Company Financial Reports:

Schwartz Bros. Sets Record In 4th Quarter

WASHINGTON, D.C. — Schwartz Brothers Inc., the east coast music merchandiser has reported net income of \$414,931 or \$.55 per share on sales of \$20,520,865 for the year ended Dec. 31, 1972, compared to \$472,677 or \$.62 per share on sales of \$19,901,341 for the prior year.

James Schwartz, company president, noted that the three months period ended last Dec. 31, was the most profitable quarter in the company's 26 year history. Net income increased to a record \$182,285 or \$.24 per share compared with \$171,542 or \$.22 per share in the last quarter of the previous year. Sales rose to a record \$6,930,372 from \$6,433,748.

In the last five months of 1972, the company opened four Harmony Hut stores: a 3,800 square foot unit in Cloverleaf Mall, Richmond, Va.; a 4,500 square foot music center in Park City Mall, Lancaster, Pa.; a 4,000 square foot unit in Manassas Mall, Manassas, Va. and a 2,700 square foot unit in College Park, Md. to replace its original 500 square foot Harmony Hut.

Since the end of 1972, two 6,500 square foot Harmony Hut stores were opened: one at Security Square Mall, Baltimore, Md. and the other at Springfield Mall, Springfield, Va. These, and an 8,500 square foot unit to open in Brunswick Square Mall, East Brunswick, N.J. during the fourth quarter, of 1973, will bring the number of Harmony Hut retail stores to 12 in a corridor running 330 miles from Richmond, Va. to Wayne, N.J.

Schwartz Brothers, Inc. common shares are traded over the counter (NASDAQ symbol: SWAR).

Jervis Increases Profits, Sales Over 6 Months

LAKE SUCCESS, N.Y. — Jervis Corp., parent of Harman-Kardon and James B. Lansing, has announced that sales for the six-month period ended Feb. 28, amounted to \$29,375,000, compared with \$19,751,000 for the same period a year ago.

Profits after provisions for taxes (and before the extraordinary credit of \$314,000) were \$2,075,000 compared with earnings of \$684,000 for the same period a year ago.

Net income for the period was \$2,389,000 up from \$904,000 for the same period in 1972.

Per share earnings on 1,502,143 shares (before an extraordinary credit of \$.21) were \$1.38 as compared with \$.48 for the same period last year. Per share earnings (after the extraordinary credit) were \$1.59 compared with \$.63 for the same period last year.

On a fully diluted basis, per share earnings (before an extraordinary credit of \$.19) were \$1.30 compared with \$.46 per share for the same period a year ago. Net income per share (after extraordinary credit) was \$1.49 compared with \$.60 for the same period last year.

Gemini NARM Poster

NEW YORK — A special poster-calendar for the National Association of Record Merchandisers has been created by Gemini Rising, Inc., national publisher of contemporary posters.

The day-glo poster features an abstract record motif, as well as a calendar running from Mar. 1973, through Feb. 1974. Gemini, whose product is marketed through basic record retail outlets, is a NARM member.

Superscope In 16th Yr Of Upswing

SUN VALLEY, CALIF. — Joseph S. Tushinsky, president and chairman of the board of Superscope, Inc., has announced that for the 16th consecutive year the company achieved new highs in sales and earnings.

Fourth quarter sales for 1972 reached an all-time high in Superscope's history, amounting to \$32,010,000, as compared to \$25,710,000 for the same period in 1971.

Earnings for the fourth quarter also reached an all-time high, amounting to \$2,860,000 or \$1.24 a share as compared to \$1,600,000 or \$.72 a share for the same period in 1971.

For the year ended Dec. 31, 1972, Superscope reported an all-time high earnings of \$5,640,000, up from \$3,440,000 in 1971.

Earnings per share for 1972 were \$2.45 (including \$.20 per share from Standard Radio Corporation) compared with \$1.57 in 1971.

Earnings per share is based on average common shares outstanding of 2,303,513 for 1972 compared with 2,195,821 in 1971.

Tushinsky also announced that projected consolidated sales for 1973 are estimated to be \$122,500,000, which represents a 45% increase over the same period in 1972, and \$3.60 per share earnings.

Earnings before taxes for 1973 are estimated to be \$16,130,000. Earnings after taxes are estimated to be \$8,310,000, which represents a 47% increase over 1972.

Projected per share earnings of \$3.60 for 1973 are based on average shares outstanding of 2,303,513.

Superscope, Inc., is the sole distributor in the United States for SONY tape recorders and SONY magnetic tape, and manufacturers and distributors of Marantz high fidelity stereo components and Superscope home entertainment products.

A&M Shifts In Promotion

HOLLYWOOD—Harold Childs, national promotion director for A&M Records, has announced two key changes in his staff.

Dave Fitch, former promotion man for Miami, has taken over the Denver territory, effective immediately. He will be replaced in Miami by Robert Shorbett. Shorbett was formerly a promotion man for United Artists in Miami and Capitol Records in Chicago.

O'Martian To Mums Pact

HOLLYWOOD—Top keyboard man and arranger Michael O'Martian has been signed to a long term multiple pact with Mums Records, a Columbia Custom label, according to Mums toppers Bobby Roberts and Hal Landers.

O'Martian will perform as a vocalist, writer and producer for Mums. His first project for the label will be a coupling with Albert Hammond. The two had previously worked together on "It Never Rains in Southern California," which O'Martian arranged and played keyboard on, and "If You Gotta Break Another Heart," which he arranged.

A native of Evanston, Illinois, O'Martian has been in demand as a keyboard player and arranger since he arrived in California less than three years ago. In December, 1972, five discs with O'Martian credits were among the top 20 chart listings.

Salstone Is Assistant To WB's Smith

BURBANK — Joe Smith has appointed John Salstone as assistant to the president of Warner Bros. Records, effective immediately.

Smith has chosen Salstone to assist him as an exec liaison in the areas of A & R and negotiations for recording artists, as well as acquiring new talent for the label. He will also be involved in special projects for Warner Bros.

Salstone was previously the company's A & R administrator, working with director Lenny Waronker where he coordinated studio time and costs as well as talent auditions and actual record production. He began his career with Warner Bros. Records in 1970 as local and campus promo man in New Orleans and then traveled to Burbank to become an assistant engineer for Warner Bros.

Before accepting the position of A & R Administrator he worked in national promotion for Warner Bros. Music.

Brown To Col. A&R Asst. Post

NEW YORK—Kip Cohen vice president of A&R East Coast-Columbia Records has announced the appointment of George Paul Brown to the position of assistant to the vice president of A&R, East Coast.

In his new position Brown will work directly with Cohen in both the creative and administrative aspects of A&R on the East Coast.

Before joining Columbia George worked with College Entertainment Associates an agency representing colleges in the acquisition of popular concert attractions. In 1970 he became president of that company.



Brown

Portofino Names Two

HOLLYWOOD—Todd Schiffman and Larry Larson have appointed Marc Wanamaker and Rick Shoemaker as professional managers of Portofino Music.

Wanamaker has worked with Canned Heat and helped create the Los Angeles Kaleidoscope. Shoemaker, a musician and one-time disk jockey, was employed by Elektra Records in the company's west coast promotion department. They will now be responsible for developing relationships between new artists and songwriters and Portofino Music.

Elvis Single 'Steamroller'

NEW YORK — RCA Records has announced that "Steamroller Blues" from "Elvis-Aloha From Hawaii Via Satellite" will be Elvis Presley's next single release. RCA is rush releasing the cut to coincide with the American showing of the TV special on which the album is based. The special will be aired on the NBC-TV network on Wed. April 4.

Wekser Nat'l Dir. Of Prof. Dept. At Jobete

HOLLYWOOD — Marty Wekser has been appointed national director of professional activities for Jobete Music and its affiliated publishing companies, reports Robert L. Gordy, vice president and general manager.

Wekser will divide his time between New York and Jobete's Hollywood headquarters prior to making a permanent move to California in mid-April. He reports directly to Gordy.

Wekser served for the past several months as east coast professional director, having joined the firm in 1970 as east coast professional director, having joined the firm in 1970 as east coast professional rep for Jobete, the music publishing arm of Motown Industries.

After attending New York University, Wekser served as Music Director for radio station WWRL in New York.

Prior to joining Jobete, Wekser held administrative A & R posts with the Epic and Polydor labels.



Wekser

Montgomery To RCA Singles Post

NEW YORK—Tony Montgomery has been appointed national single sales manager by RCA Records.

Announcement was made by Jack Kiernan director of field sales RCA Records, who said Montgomery will be headquartered in New York.

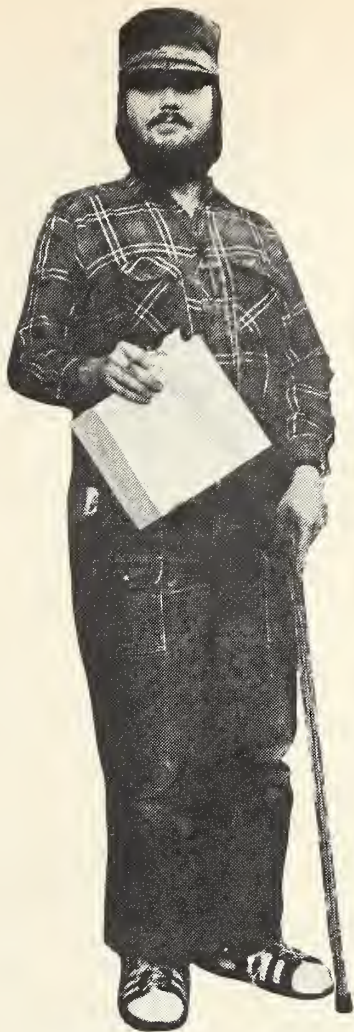
For the past year, Montgomery had been RCA Records' northeast regional promotion manager operating out of Philadelphia. Two years previously, he had joined RCA Records as promotion manager of the Washington-Baltimore district.



Montgomery

Lauritz Melchior Is Dead At 83

SANTA MONICA—Lauritz Melchior, the famed Danish tenor who performed over 1000 times at the Met from 1926 to 1950, died here last week (18) three days before his 83rd birthday. His forte was Wagnerian operas. Melchior left the Met in 1950 as a result of a dispute with general manager Rudolph Bing over his desire to make movies. Most of Melchior's recordings are available on RCA. He underwent a gall bladder operation on Mar. 10. He will be buried in Copenhagen.

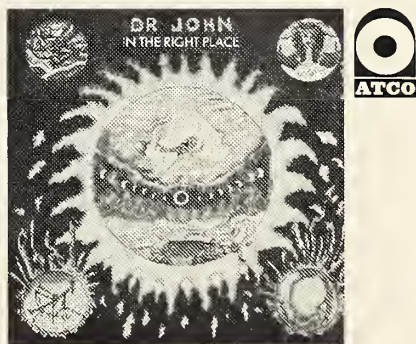


DR. JOHN IS IN THE RIGHT PLACE.

Dr. John's flamboyant New Orleans "fonk" was a bit avant garde, but time and tastes have caught up with him at last.

Backed by the "legendary" Meters and Allan Toussaint, with added side help from people like Ralph McDonald and David Spinozza, his new album, "In the Right Place," brilliantly captures some incredibly powerful musical sessions.

"IN THE RIGHT PLACE!" DR. JOHN'S NEWEST ALBUM ON ATCO RECORDS AND TAPES.



SD 7018

Music On Soundtracks

THE BLACK MACK TRACK

The latest black ballyhoo to come our way is "The Mack," a new Harvey Bernhard produced Cinerama film. The soundtrack soon to be released on Motown is quite possibly the best black-oriented film music to date, and the credit goes to its competent composer Willie Hutch. Hutch who has penned scores of hits like "Let Yourself Go" (Friends of Distinction), "California My Way" (Fifth Dimension), and "I'll Be There" (Jackson Five), had never scored a movie before. Now one might conject that since Willie is signed to Motown as a writer, producer, and artist that his label played an intrinsic role in sewing up the deal. It sounds like a smart guess, considering Motown currently has the hottest soundtrack in the nation with its Billie Holiday biopic "Lady Sings the Blues" and since the same record company has also been successful with its Marvin Gaye "Trouble Man" soundtrack.

If your guessing has been following the somewhat logical progression above, you're off to a false start. Actually the deal was consummated by Willie's manager who wasn't really Willie's manager until after the deal was set. That makes sense. And it made plenty of cents for Hutch, too, who got to do his first soundtrack and did it with finesse for a modest \$15,000. This little tale debunks the theory that today's film producers will only use top recording artist/composers for their soundtracks. Willie wasn't known as a recording artist (he's going to be a big one now), and as a composer he had no consumer identity.

Here's how it all happened, practically over night. Eddie Theodorou, manager of the Sisters Love, an act on the Motown roster, didn't have his own office so he'd borrow Willie's once in a while. Willie didn't mind since he spent more of his time in the studio than his office anyway. Theodorou began occupying the office more and more frequently and soon became as stationary as the Gold Record on Willie's wall. It wasn't too long ago that Eddie found out that the picture "The Mack" (a polite word for pimp), which had already used his Sisters Love in a spot, was scouting for someone to score the picture. Eddie learned that they were strongly considering Billy Preston, who had already scored a picture. He immediately called up the director Mike Campus and told him that he had a client who could do it (he wasn't about to say the fellow I share an office with).

Campus heard Willie's string of hit singles and then arranged a screening of the film for him. Hutch viewed it and then went home and wrote the theme. No one told him he had it, and no one told him he should even go ahead and write an experimental theme. Fortunately Willie had the prescience to do this for when a meeting with the producer Harvey Bernhard was finally scheduled, it was this theme that won him the assignment.

That's how Eddie won Willie as a client, and Willie won the mack track. Motown has just released a single from the picture called, "Brother Gonna Work It Out," which is sung by Willie and will surely work it's way to the very top of the charts. It looks as if Willie ditto the success of Curtis and Isaac. Willie concedes that his only change since all of this is in reference to time; he's busier. Now that he knows how to score a picture and all about segments and cues (his indoctrination took two weeks), he can start on the sequel, "The Mack in New Orleans."

Hutch may also clutch the scoring honors to a Wolper Production of a science fiction flick with a \$50,000 music budget. His manager says that Willie (he calls him the gentle giant) is even being considered for the next "Shaft in Africa" film. Not bad for a newcomer. If things continue at this pace it's not at all improbable that an oscar will eventually also end up sharing space with a gold record and a manager in the gentle giant's office.

20TH PUBLISHING IS MAKING WAVES

Herb Eiseman, who instigated the "Trouble Man" soundtrack while he was at Motown administrating Jobete, is now the conservator of Twentieth Century Music, owners of the other 50% to those publishing rights. In a year's time Eiseman has firmly reactivated the publishing firm, which owns such classics as "Night Lights," "Near You," "You Make Me Feel So Good," "I'll Never Say Never Again, Again," "Misty" and countless others. Herb pointed out that this re-credescence was due to the fact that Gordon Stulberg, new president of Twentieth, wanted to diversify in all phases of the entertainment industry. He says Stulberg realized the importance of integrating music and film today and was therefore eager to create a totally viable publishing arm.

So Herb was hired (he has a vast background including Frank Music, Desilu, a vp at BMI, & Jobete) and in turn hired a solid staff consisting of Bruce Kramer (New York office) Stan Shulman (Nashville office), and based here Barry Oslander, Piggy Smith, and Dave Mani. He is working closely with the newly reactivated 20th Records but at the same time stressed the fact that they are indeed separate entities Eiseman emphasized that the publishing division is working very closely with its parent film company. They have already made waves by being nominated in this year's Oscar race for a song in "The Poseidon Adventure" called "The Morning After."

The song was written by Al Kasha and Joel Hirschhorn. It's not sung over the titles but rather heard in a segment just before the optical tidal wave. Today most people expect an Oscar nominee in this category to be a song sung over the titles. Herb reminds us that this is quite contrary to how it used to be. He indicated how "Baby It's Cold Outside" was never sung over the titles. "The Morning After" was recorded on 20th Records by Maureen McGovern (Connie Stevens will sing it on the Oscarcast). To help promote the song, it was put on a tape at the end of the movie so it could be used for the theatre owners intermission music. This kind of unprecedented ingenuity proved to be a good way of promoting a theme.

The strong liaison at Twentieth between music and film is further evidenced by the mere fact that Herb attends all of the production meetings at the studio. He makes it his responsibility to familiarize himself with all of the movie and TV projects. Some forthcoming involvements will be the movie "Emperor of the North Pole," in which Hal David will team with Frank DeVol for the theme. Artist Jim Grady who is signed to the publishing company and who is also a record producer will sing the title tune to "Who's For Complain," a Fox Easter release. Other films with music adjunct will be a black action adventure called "Gordon's War," a Jeff Bridges starrer about stock car racer Junior Johnson called "Last American Hero," and Cliff Robertson's "Ace Eli and Rodger of the Skies."

George Fox (who co-authored the hit "Killing Me Softly") has written the soundtrack to the new "Karen Valentine" TV show. He collaborated with Larry Weiss

Almo Inks 4 For Pic Scores

HOLLYWOOD—Michael Arciaga, director of Almo Productions, has signed John Simon, Tom Scott, Fred Myro and the Orphanage to publishing agreements involving filmscore song placements.

Simon, recording artist, producer, arranger and conductor, will publish his film music through Almo. His prior film-credits include scoring for Allied Artists' "Last Summer" and "You Are What You Eat." As an artist, Simon is represented by two Warner Bros. albums and several performances on the soundtrack albums for the two films.

Tom Scott, A&M recording artist, will score films through Almo. He has already done three BC Movies of the Week, including "Girls of Huntington House," for which songwriter Paul Williams wrote the theme song while Scott composed and arranged the remainder of the score. Scott also has an album recently released by A&M called "Great Scott!"

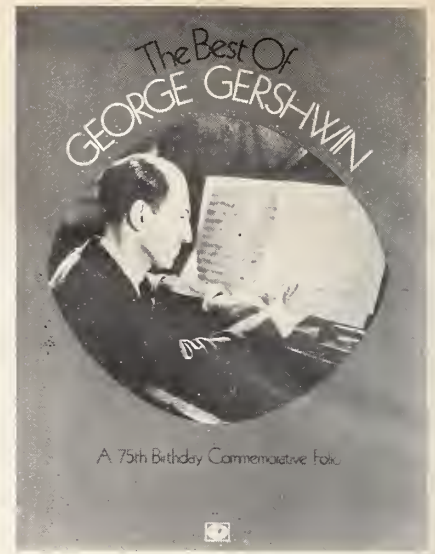
Fred Myro will likewise score films include MGM's "Lolly Madonna" and through Almo. His past film credits Warner Brothers' documentary, "Blue Angels," his first for Almo Productions.

Orphanage

The Orphanage, a trio of composer-performers including Jerry Ripelle, Murray MacLeod and Stuart Margolin, has been signed to handle film composing assignments. They have already scored five ABC Movies of the Week and will continue to work in film through Almo. Their other credits include several record albums, two Capitol solo efforts by Ripelle and one A&M effort by MacLeod.

Tipton

In a related move, Arciaga arranged for producer/arranger George Tipton to align himself with Almo Productions for future film song publishing. As a record producer Tipton has handled albums by Jose Feliciano, Herry Nilsson, the Mills Brothers and Jackie Deshannon. Most recently he has collaborated with songwriter John Bettis on new material and arranged on sessions for A&M recording artist Paul Williams.



GEORGE'S 'BEST'—Chappell Music, publishers of George Gershwin music since 1935, is issuing a folio, "The Best of Gershwin: A 75th Birthday Commemorative Songbook," containing 30 songs by the composer. The edition, \$5.95 in soft-bound, also features bio material and photos of George and Ira Gershwin.

Rundgren Feedback Album Post Cards

NEW YORK—Bearsville Records has included a return post card in every copy of Todd Rundgren's newly released album, "A Wizard, A True Star." The card, addressed to Todd, c/o Bearsville, provides a means for the record buyer to send his or her name to Bearsville for inclusion in the packaging of the next Todd Rundgren LP.

The post card was meant by the label to be an extension of audience participation. The card was conceived as a device whereby Todd's fans and friends would mark the next album with their own identities. Radio and record store people, being the first to acquire the record, were first to respond.

The cards are also being used to track sales throughout the country with added promotion emphasis added in areas responding heavily relative to total population. Computer consultants will be contracted to utilize the thousands of names in terms of album graphics; Todd Rundgren will oversee the project.

on it. Weiss is another artist who is signed to 20th's publishing and record companies. With all of this going on it certainly looks as if Fox is intrepidly off to a good start in music publishing under the aegis of Eiseman.

REEL SHORTS

Smokey Robinson may write a Broadway musical with none other than Lalo Shrifin. The story is about ancient Mayan civilization. . . . Warner Bros. Records will release the soundtrack to the controversial "Deep Throat" film. Apparently track has some very good MOR cuts on it interspersed with libidinous sighs. . . . Diana Ross has signed a two-picture deal with Paramount. . . . When Warners released "Dueling Banjos" from the movie "Deliverance" they need an album to go along with it, so they bought an old Eric Weissberg aggregate from Elektra. . . .

r.b.

SOUNDTRACK STOCKING

Dueling Banjos

Eric Weissberg, Steve Mandel, Marshall Brickman (Warner Bros. BS 2683)

Lady Sings The Blues

Diana Ross (Motown M 758 D)

Trouble Man

Marvin Gaye (Tamla T322L)

Across 110th Street

Bobby Womack & Peace, J. B. Johnson (UAS 5225)

Lost Horizon

(Bell 1300)

Black Caesar

James Brown (Polydor PD 6014)

Man of La Mancha

(United Artists UAS 9906)

The Hottest Film of '73

Last Tango in Paris

Music by
Gato Barbieri
Lyrics by
Dory Previn

**The Most RECORDED
AND EXCITING NEW SONG OF 1973**

**A special thanks from the UA Music Publishing Group
to the artists who have recorded "Last Tango" so far . . .**

Instrumental

Herb Alpert—A&M
Gato Barbieri—UA
El Chicano—MCA
Ferrante & Teicher—UA
Robin Kenyatta—Atl.
Andre Kostelanetz—Col.
Chuck Mangione—Merc.
Peter Nero—Col.

Vocal

Andy Williams—Col.
Marlena Shaw—Blue Note

Instrumental

Willie Mitchell—Hi
Mongo Santamaria—Vaya
Doc Severinsen—RCA
Tito Puente—Roulette
Sounds Orchestral—Pye
Roger Williams—MCA
Ventures—UA
Longine Symphonette—Longine
Shirley Scott—Chess

*Last
Tango in
Paris*

United Artists Music Publishing Group

729 SEVENTH AVE., NEW YORK, N.Y. 10019 (212) CI 5-6000

Albums In a Hurry Of Activity

NEW YORK — The Buddah Music publishing companies have been highly active in recent months.

Eddie O'Laughlin, the company's general professional manager, states, "We have experienced significant success with the placing of our material on commercially active albums. This success has been mirrored, moreover, by the performance of our songs on the singles charts."

Among the compositions cited by O'Laughlin are the Bells single, "He Was Me, He Was You," and the recent SoftTones release, "I'm Gonna Prove It." In addition, there have been numerous new recordings of "City Of New Orleans," the most recent Buddah composition to establish itself as off-cut number.

Pursuant to Buddah's sub-publication agreement with Micky Most's RAK Music, Buddah Music now publishes the debut album by Barclay James Harvest on Capitol, as well as various selections by Mary Hopkins and Hurricane Smith from their current LPs.

Bette Midler's album, The Divine Miss M, represents the most successful LP with Buddah material to date, containing three Buddah Music selections. O'Laughlin is continuing promo and exploitation, with new material by Steve Goodman and other exclusive writers, in order to maintain Buddah's active status in publishing.

Cooper Mag. Tie with U.S. Tour

NEW YORK—Now that Alice Cooper has started his biggest U.S. tour to date, a full color, 60 page feature magazine has been prepared to accompany the Warner's act. The special concert edition, entitled simply "Alice Cooper," features photography, artwork and articles that trace Alice's career, from the beginning of the group to the recent "Billion Dollar Babies" extravaganza.

The magazine was edited by Mark Pines, who has previously written for Cash Box. Michael Neufeld served as art director and graphic equalizer, and Ron Ross as contributing editor, responsible for articles depicting the group's musical development, as well as biographies of each group member. Other articles include "Funky Dada: Alice Plays Dr. Jekyll and Mrs. Hyde," by Sam Sutherland, "Erected—Sexual Politics" by Bruce Harris, and a double feature entitled "Rock Becomes Theatre—Theatre Becomes Rock." The feature consists of two articles: "Slash & Bosco In the Big Apple" by Eric VonLustbader and "A Lawn Party At Rodez" by Ed Kelleher.

Artwork

Full color art in the magazine includes an eight-page centerfold by illustrator Carole Jean and a cover painting by Sabo. The centerfold is a removable wall poster of Alice's snake with scenes of Alice's exploits superimposed on the skin. The Sabo cover is a pop-art style painting of Alice with his whip.

Photo spreads cover live action shots of Alice onstage and enter the world of the Coopers as they relax at home in their Greenwich, Connecticut estate. A photo-feature on Alice's recent tour includes pictures of the Cooper supersession with rock personalities such as Donovan, Marc Bolan, Harry Nilsson, Keith Moon and Ric Grech. Noted lensmen Elly Holckner, Bob Gruer, Lynn Goldsmith and Jon Fieldman were among those who contributed camera work.

A version will be issued for newsstand and bookstore sales, to be distributed by Dell Publishing Co. The book is published by Warner Music, a subsidiary of Atlantic & O'Laughlin Enterprises, Inc., 45 Madison Ave., New York City. Phone number: 212-755-0255.



HAPPY TOGETHER—Bell Records' president Larry Uttal and Melissa Manchester exchange victory smiles as they celebrate her signing with Bell Records. Manchester, who writes her own material, is already set for the Mike Douglas and Jack Paar TV shows and is currently preparing her debut album tentatively set for an April release.

MCA Sets Nelson 'Party' Campaign

NEW YORK — Rick Nelson's solo debut appearance at Carnegie Hall on March 30 is being launched by MCA with a "Carnegie Party" promotion, marketing and advertising campaign.

The campaign is called "Carnegie Party" in honor of Nelson's first appearance in New York since the rock and roll revival show that inspired his Gold Record, "Garden Party."

A comprehensive advertising, promotion and publicity campaign is currently in full swing, in addition to up-and-coming activities such as personal appearances in schools and record stores and disc jockey visits.

Radio spots for the Carnegie date are currently being aired on WPIX-FM and WNEW-FM and a one-sheet poster featuring Nelson and his backup group, The Stone Canyon Band, will be displayed on billboards in midtown Manhattan, Conn. and New Jersey several weeks before the concert. Handbills devised by New Audiences, Ltd., the promoters, will also be distributed in these areas.

Special promotional material for displays in schools and colleges is being prepared by MCA. A press conference, attended by local college newspaper editors, will be held here prior to Nelson's appearance.

According to Willie Nelson, Rick Nelson's manager, his New York solo

debut will be followed by an Apr. 13 date at the Santa Monica Civic Auditorium where Nelson will introduce material from his forthcoming MCA album, the follow-up LP to "Garden Party." The release is currently being recorded in Los Angeles.

Several local TV appearances and interviews with local and national underground, college and trade press will take place during the week of the concert, as well as radio interviews and national magazine coverage.

B'nai B'rith Installation Dinner Apr. 2

NEW YORK—The Music & Performing Arts Lodge of B'nai B'rith will hold its 9th annual installation dinner here on Monday, April 2. Honored will be the Lodge's new president, Ira Moss, and officers. Tickets are \$10 per person, including a complimentary cocktail and free parking at the Tavern on the Green. For further info contact Milt Suchin, dinner chairman, at International Famous Agency, 1301 Ave. of the Americas.

20th Drive: Barry White

HOLLYWOOD — Russ Regan, president of 20th Century Records, plans to execute a "total-concept" marketing campaign in behalf of Barry White who, according to Regan, has the fastest breaking single, "I'm Gonna Love You Just A Little More Baby," since the company's inception.

Among the plans Regan has set is a press and radio junket to San Diego on April 28 where White will be performing. 20th will utilize a funkily decorated bus stocked with gourmet foods and beverages for the drive from Los Angeles to San Diego.

White will headline an r&b show hosted by XPRS radio personality The Magnificent Montague. 20th artists Love Unlimited and Fugi will also be on the bill.

"White will also derive the benefits of additional trade and consumer advertising and a series of in-store merchandising aids," according to Tom Rodden, 20th's sales manager.

National pop promotion director Paul Lovelace and national r&b promotion director Hosea Wilson have advised Regan that up until the present time 20th's recent million-seller "Love Jones" by Brighter Side of Darkness was the hottest disc in the company's short history. White's single is moving even faster.

Simultaneously, White has signed a management pact with George Greif and Sid Garris.

Commercial Sparks Disks On 'Good Life'

NEW YORK — An American Airlines commercial using "The Good Life" has proved a big boost for the song on disks. Duke Niles of Rayven Paris Music reports that Julius LaRosa, who sings the song on the commercial, will release an MGM dicking of the oldie, while also noting a revival of interest in the Tony Bennett version. "We are getting calls for sheet music and there are other records in the offing," adds Niles.

Richard Wess Dies At 43

Richard Wess, 43, the arranger, composer, conductor, and pianist died on Wed., March 14, in his Hollywood apartment. Official cause of his death was not announced.

Wess was born in New York and graduated from the Greenwich School of Music. He studied under Elmer Bernstein and was considered an accomplished musician in his craft. His talents as an arranger launched many a career; in particular, Bobby Darin's with "Mack The Knife." Another big hit was his arrangement of "I've Got To Be Me" for Sammy Davis, Jr; and his composition of "A Classical Blues" for Kellie Greene was nominated for a Grammy Award in 1969. He also composed for Frankie Avalon, Nat Cole, Tony Martin, Aretha Franklin, and many others. He was the conductor for the TV series "I Dream of Jeannie" when it was on NBC, and was the composer for other TV series as "Bewitched," "Hazel," "Farmer's Daughter" and "Giget."

He was the orchestrator for the Marlon Brando feature "The Apaloosa," and did the prescoring for "Thoroughly Modern Millie." Wess scored and composed the soon-to-be released motion picture "The Ballad of Billie Blue," and in this production he wrote his own eulogy through his music.

Memorial services were held on Sat., March 17, at The Pierce Brothers Mortuary, 417 N. Maple Drive, Beverly Hills. Wess is survived by his parents, Mr. & Mrs. Harold Wess of Sarasota Florida, and his brother, Edwin, who lives in Washington, D.C.



ARGENT 'IN DEEP'—Lennie Petze (left) east coast regional promotion manager for Epic/Columbia Custom labels welcomes local branch managers to Boston for a special preview of the new Argent LP, "In Deep." Standing left to right are Petze, Jack Perry—branch promotion manager, Syracuse; Bob Mandel—branch promotion manager, New York; Jerry Thompson—branch promotion manager, Baltimore/Washington; Dave Demers—branch promotion manager, Hartford and Lenny Collins—branch promotion manager, Boston.



*We're So Vain
 We bet this
 song will be
 Carly's next
 No. 1 single
 ↓*

SIDE ONE: THE RIGHT THING TO DO THE CARTER FAMILY/YOU'RE SO VAIN/HIS FRIENDS
 ARE MORE THAN FOND OF ROBIN/WE HAVE NO SECRETS/SIDE TWO: EMBRACE ME, YOU
 CHILD/WAITED SO LONG/IT WAS SO EASY/NIGHT OWL/WHEN YOU CLOSE YOUR EYES

PRODUCED BY RICHARD PERRY

"The Right Thing To Do" EK-45843, the new Carly Simon single from her album No Secrets (EKS-75049)

EXCLUSIVELY ON ELEKTRA RECORDS AND TAPES

April Opens 5th Dimension Promo At Bell

NEW YORK — Gordon Bossin Bell Records vice president/marketing, has announced that Bell Records has designated April as "5th Dimension Month". The campaign combines promotion, publicity, merchandising and advertising in one cohesive effort.

A key item in the "5th Dimension Month" promotion is a specially designed display piece which can be used as a mobile, a wall unit or a stand-up easel. The combination display features all of the 5th Dimension's LP's plus photos of the group. In addition, promoters and TV stations are being offered 16mm color 30 and 60 second commercials for TV which feature the 5th Dimension performing live. For radio, there is a 60 minute special that includes the group's latest hits, features all the members and has spots for commercial breaks. There are also ten minute specials on each member featuring an interview and a selection from their new album, "Living Together, Growing Together."

The program will consist of reserving to all distributors on the entire, seven-album 5th Dimension catalog; "Portrait," "Love's Line, Angles and Rhymes," "5th Dimension Live," "Reflections," "Individually and Collectively," "Greatest Hits On Earth" and their new "Living Together, Growing Together."

Bell will ship all seven albums to key radio stations throughout the country along with special information kits heralding the group's career.

The 5th Dimension will spend the month of April touring Turkey and Eastern Europe, including Romania, Poland and Czechoslovakia under the aegis of the U.S. Cultural Presentation Program.

In addition to public performances, the group, who have waived their salaries and domestic engagements to make the tour as a national public service, will conduct work shops with students and give lectures in U.S. Cultural Centers.

Secretary of State Rogers expressed his personal pleasure at learning of the 5th Dimension's generous contribution of time and talent to this program.

Bell March LP's

NEW YORK — Gordon Bossin, Bell Records vp/marketing, reports that the label has scheduled three new albums.

The original soundtrack of the movie "Godspell," a debut LP from songwriter Mark James and on the Bell-distributed Rocky Road label, "Weighing In" by Al Wilson are the scheduled releases.

All Rachmaninoff Disks Planned For Fall By RCA

NEW YORK — RCA Records is preparing a five album, 15-record collection of all the known recordings ever by Sergei Rachmaninoff in connection with the composer-pianist's centennial celebration this year.

The five Red Seal packages, each containing three LP's will be ready for fall release and will be co-produced by RCA's Jack Pfeiffer and Gregor Benko, vice president of the International Piano Library.

Unreleased Items

R. Peter Munves, director of classical music for RCA Records, noted that "Rachmaninoff not only was one of the most important composers of the last 100 years, he also was a titan of the piano. During most of his career, he recorded exclusively for

Fiedler In Quad Due From RCA In April

NEW YORK — A new album, recorded last Jan. and featuring the Boston Pops Orchestra conducted by Arthur Fiedler for the first time in quadric sound, is being released in April by RCA Records as the spearhead of a six-record Boston Pops series of the biggest hit songs from the past six decades.

The new album, "Greatest Hits of the 70's," is a stereo/discrete four-channel Quadradisc recorded in 360 degree "Surround sound." It also is RCA's first symphonic 16-track recording.

"This recording, arranged through an artist exchange between RCA and Polydor, is something of a homecoming for the Boston Pops, the world's most popular light classical ensemble for almost 40 years," said Peter Munves, director of classical music for RCA. "We are taking this opportunity to present the Boston Pops in a series of six albums of the biggest hits from six decades. The other five albums contain big, lush symphonic arrangements of hits of the past, recorded for RCA in the finest stereophonic sound shortly before our long association with the Pops ended three years ago."

The new album contains the following songs: "Popcorn," "Play Me," "Me and Julio Down by the Schoolyard," "Amazing Grace," "Everything Is Beautiful," "Lost Horizon," "Help Me Make It Through the Night," "Song Sung Blue," "The First Time Ever I Saw Your Face" and "We've Only Just Begun."

The album was produced by Peter Dellheim in Boston's Symphony Hall.

The five other albums are Greatest Hits of the 60's, 50's, 40's, 30's, and 20's.

RCA, and during this year when the world will be paying homage to him, we feel it important that these recordings be made available again."

"However, research into our vaults reveals that we have at least 13 items recorded by the master which were never released. Also, we have all Edison disks, his first recordings, for inclusion."

The first package will contain Rachmaninoff's recordings during the acoustical era (this including the Edison disks). The second three-record set will contain electrical recordings of Rachmaninoff as piano recitalist. The third set will contain the remainder of his electrical solo works. The fourth set will contain performances of collaborations between the pianist and the late violinist Fritz Kreisler, as well as Rachmaninoff conducting the Philadelphia Orchestra in performances of his orchestral works. Finally, there will be a package of brand new transfers from the 78 rpm works of his performances of the four concerti and the Rhapsody on a Theme of Paganini, all with the Philadelphia Orchestra conducted by Leopold Stokowski and Eugene Ormandy.

The 13 previously unpublished works will be scattered throughout the five sets.

The packages will contain a special booklet with an appreciation of Rachmaninoff as a recording artist, an essay on his career as pianist and composer, a poem by the pianist Josef Hoffman, and a short article by Sophie Satina, Rachmaninoff's cousin and only known surviving relative.

Phonogram Mkts. Six March LP's

CHICAGO — Phonogram, Inc. has released six pop and country albums and ten Phillips Import classical albums. Included are the new Tom T. Hall and Dave Dudley country LP's. Also included in the release of the pop/country albums are Doug Sahn, Domenic Troiano, Sam Leopold and Don Covay, all on the Mercury label. Hall, Dudley and Troiano will also be released on 8-track and musicassette.

Hall's LP "The Rhymer and Other Five And Dimers" comes immediately following his recent Carnegie Hall concert, which marked Hall's first official New York appearance. His new LP will be given total pop and progressive radio and press promotion, in addition to country. Tom T. Hall was recently named Songwriter of The Year by the National Songwriters' Association and was awarded a Grammy award earlier for Best Liner Notes ("Tom T. Hall's Greatest Hits").

Dudley Month

Dave Dudley will be feted with "Dave Dudley Month" as part of the campaign around his new LP, "Keep On Truckin'", also the title of his current single release. A strong merchandising/promotion campaign is planned plus national radio advertising for the new LP, details to be forthcoming.

The "Ruff Edges" album by Doug Sahn includes several previously unissued tracks recorded during Sham's four year stay with Phonogram.

"Tricky" marks the second solo album by Domenic Troiano, the lead guitarist of the James Gang. The album contains all original compositions by Troiano except for the new version of the late 1950's hit "Fannie Mae".

Debut LP's

"Sam Leopold" is the debut LP by Leopold, recorded at Mercury Studios in New York. The album was co-produced by Jeff Labes and Dave Shaw.

Covay's debut album for Mercury is "Super Dude I".

Evolution Sets Phase Two Of Bloontz Promo

NEW YORK — Evolution Records is launching phase two of their national promotion and advertising campaign for Bloontz, a five-man rock group of Texan origin. Commencing Monday, March 26, the company will begin to air radio spots in key geographical locations. The commercial, which was produced by Mike Roach of ZBS Industries was chosen from six different spots prepared for Bloontz. Time buys have been made in key locations including Houston, Dallas, Memphis, Knoxville, Atlanta, St. Louis, Minneapolis, Milwaukee and Baltimore. This spot-buy will be extended over the months ahead in various additional markets.

The first phase of the Bloontz campaign included numerous trade ads and elaborate direct mail incentives.

"A sales pattern is already emerging on Bloontz," noted Evolution president Loren Becker, "with the biggest impact noticed through the southern tier of the U.S. Substantial initial orders were placed and records already received from Dallas and Chicago."

A concert tour, as well as personal management and agency affiliation, will be announced shortly.

Hollander LP From GRT Canada

TORONTO — Xaviera Hollander, author of "The Happy Hooker," has signed a world record production agreement with a new company formed by Sheldon Safran Productions of Toronto.

Miss Hollander has started recording her first album at Manta Sound Studios and the LP will be rush-released within 30 days.

GRT of Canada's president Ross Reynolds signed a Canadian distribution agreement with the new company formed by Sheldon Safran Productions for the express purpose of producing the three planned albums.

The noted Canadian writer/director, Tony Flanders, has been hired to create the script with Miss Hollander. Sheldon Safran said the first album would comprise material drawn from her life and escapades as New York's most famous madame.

In addition, a special single featuring Miss Hollander as vocalist is being recorded.

'Moses' Work Goes To BASF

HOLLYWOOD — Juergen Broeker, BASF's music division director, has completed negotiation's with producer Artie Wayne for the release of latter's production of "Moses and the Impossible Ten."

Recorded in the United Kingdom by the 50-piece London Rock Symphony, the two-record set was arranged and conducted by Ben Benay with additional charts by Tom Scott. While the music was recorded in Europe, all voices were added here, by a large array of rock singers and two musical groups.

The entire package, with complete libretto and unusual artwork, was conceived and prepared by Wayne's Vi-Way Production Company.

According to BASF's Broeker, the Massachusetts-based label, plans to back the project with a "highly aggressive" marketing campaign, to include consumer and trade advertising, radio spots, in-store merchandising aids and a number of other items—all geared to coincide with the upcoming Easter-Passover holiday season.

Although BASF will begin its rush release at the end of March, the firm is quick to stress that the property has mass appeal and should not be confused with a pure holiday release.

coming soon Moses and the Impossible Ten

BI-25120

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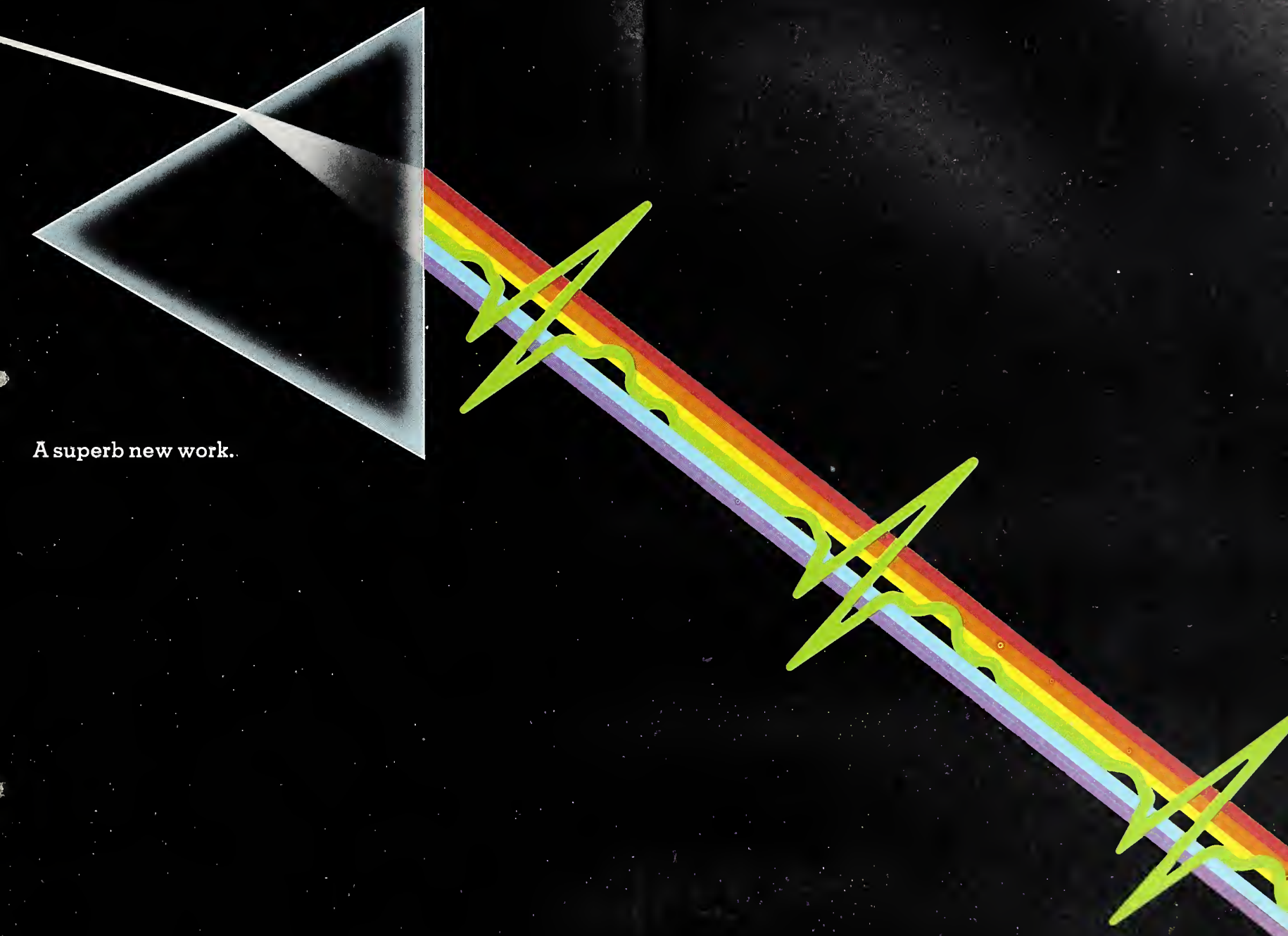
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A superb new work..

Thanks for a sell-out tour in March
Pink Floyd will return in June



Available from...

Picks of the Week

ELTON JOHN (MCA 40046)

Daniel (3:52) (Dick James Music, BMI—John Taupin)

Follow up to Elton's million seller of "Crocodile Rock" is another surefire smash but in his "Your Song" vein. Fascinating lyrics by Bernie Taupin will make you want to listen over and over again. Look for this one to continue John's top 10 chart surge. Flip: No info. available.

LOBO (Big Tree 16001)

It Sure Took A Long, Long Time (3:12) (Kaiser/Famous, ASCAP—Lobo)

From Lobo's forthcoming album entitled "Calumet," comes another masterpiece from the prolific singer/songwriter. This one will follow "I'd Love You To Want Me," and "Don't Expect Me To Be Your Friend" straight into the golden halls. Chalk this one up as number three in a row for Lobo. Flip: No info. available.

ISAAC HAYES (Enterprise 9065)

Rolling Down A Mountainside (4:20) (Better Half, ASCAP—Hilliard, Ware)

After only moderate chart success with his last few ventures, Isaac Hayes returns to his "Shaft" style of vocal delivery for a track culled from the tremendously popular "Wattstax" album and film. This disk will no doubt return him to top 40 status in both pop and r&b areas. Flip: "(If Loving You Is Wrong) I Don't Want To Be Right" (4:45) (East/Memphis/Klondike, BMI—Banks, Jackson, Hampton)

CORNELIUS BROTHERS & SISTER ROSE (United Artists XW208W)

Let Me Down Easy (3:00) (Unart/Stage Door, BMI—E. Cornelius)

Another natural winner from the consistent hitmaking team. Record is already getting heavy r&b action, and in no time at all, should overcome boundaries and jump right into pop contention to stay. Always great to hear this group sing! Flip: No info. available.

THE DELLS (Cadet 5696)

Give Your Baby A Standing Ovation (3:52) (Conquistador, ASCAP—Johnson, Williams)

Constant chart makers in both the pop and r&b field, The Dells return with yet another certain winner. Fine blend of music and smooth vocal harmonies makes this one an immediate standout. Watch this one climb in the weeks to come. Flip: No info. available.

RARE EARTH (Rare Earth 5053)

Ma (5:24) (Stone Diamond, BMI—Whitfield)

Currently one of the hottest producers around, Norman Whitfield (The Temptations) handles the chores for this driving outing from Rare Earth who are certain to score many top 40 points in the weeks to come. Some is well arranged for its length, and is likely candidate for chart honors. Flip: No info. available.

HOT BUTTER (Musicor 1473)

Percolator (1:58) (Meadowlark, ASCAP—Bedell, Freeman)

Hot Butter has already had already had two singles releases. Their first, "Popcorn," was a certified million seller, and their second, "Tequila" went unnoticed. This one, because of its relaxing atmosphere and its familiarity to million of people, young and old-should repeat in the gold category. Here's one you can enjoy all day long. Flip: No info. available.

PAUL ANKA (Buddah 349)

Hey Girl (4:13) (Spanka, BMI—Anka, Harris)

Paul Anka, who should have had a monster with his "Jubilation" single of last year, returns again in the up tempo bag for a superlative venture certain to garner the superstar immediate airplay in most major markets. As always, brilliantly crisp vocals highlights the outing. Flip: No info. available.

BOBBY GOSH (Paramount 0201)

Have I Got A Song For You (3:14) (Bygosh, ASCAP—Gosh)

If you take the time to listen, you'll quickly discover that Bobby Gosh has a style and delivery all his own. His lyrics speak for many in a most unassuming manner. Title of this track is very appropriate-after listening you'll discover that Bobby Gosh sings more than songs! Flip: "Two For A Dollar" (3:13) (same credits)

SOUL SEARCHERS (Sussex 253)

Think (4:44) (Dynatone, BMI—J. Brown)

Group made some noise with their first single. This new version of the James Brown classic should impress everyone with its expansive funk. As the market for black music continues to grow, expect the Soul Searchers to be up there with the biggest of 'em. Flip: "1993" (4:50) (Interior/Fern Cliff/Sharrief)

DAVID BLUE (Asylum 11015)

Outlaw Man (2:49) (Good Friends/Benchmark, ASCAP—D. Blue)

Graham Nash produced this most commercial Blue entry. Song about badmen is treated to the full Asylum production that is just to the hard side of Eagles. Flip: "Troubadour Song" (3:41) (same credits)

SOFT TONES (Avco 4613)

I'm Gonna Prove It (3:14) (Buddah/Kama Sutra, ASCAP—M. Barkan, D. Oriolo)

This song could be the "You Are Everything" this talented Avco soulteam needs to establish itself. A very pop-oriented sound—the ballad has what it takes to be accepted both Top 40 and r&b. A winning instrumental arrangement tops it off. Flip: no info. available.

PETER ALLEN (Metromedia 68-0101)

Tenterfield Saddler (3:35) (Valando, ASCAP—P. Allen)

The titular, autobiographical story-song from Allen's masterful second LP, produced by Richard Landis. Now that RCA is handling distribution, maximum mileage from the sensitive reading should be a final reality. Flip: no info. available.

THE KINGSMEN (Capitol 3576)

You Better Do Right (3:20) (Beechwood/Black Shoshannah, BMI—Kingsmen)

"Louie, Louie" brought this group into the national spotlight, but the current interest in the musical past has sparked their recording reunion with a brand new label affiliation. This up tempo commercial outing will re-ignite the necessary spark of success for group. Flip: No info. available.

Newcomer Picks

TANK (Bang 701)

Don't You Just Know It (3:16) (Cotillion, BMI—Smith, Vincent)

With just a slight push, this could become one of the giant records of the year! Tank has everything going for it with this outing: a touch of novelty, tight powerful rhythm, and a hook that can't miss. Remake of the Huey Piano Smith classic will happen all over again. Flip: "She Please Me" (3:28) (Penelope, BMI—Kimberl)

JOHN & ERNEST (Rainy Wednesday 201)

Superfly Meets Shaft (2:25) (Rainy Wednesday, ???—Goodman, Passantino)

If you're at all familiar with the novelty song "Flying Saucer" of many years ago, you'll delight in hearing a brand new novelty disk in the r&b field. Much tight editing went into making this one work, and the listener response has been great thus far. Could take the country by storm. Flip: "Part Two" (1:50) (same credits)

JOSHIE JO ARMSTEAD (Gospel Truth 1207)

Ride Out The Storm (3:55) (Notable/Aldi, ASCAP—Coleman, Fields)

This is one of those records that has everything going for it. Firstly it was co-written by Cy Coleman and Dorothy Fields from the new Broadway musical, "Seasaw." Then, it's got the incredibly powerful vocal performance of Joshie Jo Armstead who is destined to become quite a celebrity. Definitely a record that grows with every listening. Flip: "I Got The Vibes" (2:18) (Ideas & Hunches/East/Memphis, BMI—Armstead)

ROBIN TROWER (Chrysalis 2009)

Man Of The World (2:38) (Chrysalis, ASCAP—Dewar, Trower)

Former lead guitarist with Procol Harum now releases his first solo venture in traditional rock fashion. Aply produced by another former Harum member, Matthew Fisher, single is but a glimpse of what's to come in the future. Flip: No info. available.

Choice Programming

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

TOMMY ROE (MGM South 7013)

Working Class Hero (3:20) (Low-Twi, BMI—Roe)

THE BUOYS (Polydor 14170)

Don't Try To Run (3:20) (Famous/Buoys, ASCAP—Brozena, Kelly, Hludzik)

RITA COOLIDGE (A&M 1414)

Whiskey, Whiskey (4:00) (Combine, BMI—Ghent)

SMITH CONNECTION (Music Merchant 1014)

The Day You Leave (3:22) (Gold Forever, BMI—Smith, Dunbar)

McKENDREE SPRING (MCA 40024)

Underground Railroad (2:58) (Serendipity/Duchess, BMI—Woods, McKendree)

ROBIN LAMONT (Bell 45-341)

That's What I'm Here For (3:21) (Warner Bros./Godspell, ASCAP—S. Schwartz)

GREENFIELD (RCA 6924)

Sweet America (2:55) (Kennedy Street/Beechwood, BMI—Greenfield)

BO HANSSON (Chrysalis 104)

The Black Riders/Right To The Ford (3:15) (Mooncrest, ASCAP—Hansson)

BUDDY MILES (Columbia 45826)

Life Is What You Make It (3:11) (Miles Ahead, ASCAP—Miles)

DAVID WAGNER & CROW (Amaret 148)

If It Feels Good, Do It (2:52) (Caesar's/Emerald City/Larry Cox, ASCAP—J. Stevenson)

FANNY (Reprise 1148)

All Mine (3:23) (Braintree/Tinkle Tunes, BMI—J&J Millington)

THE SPRINGFIELD REVIVAL (MGM)/Verve 10717

Come Follow, Follow Me (2:54) (Blackwood, BMI—Karlin & Karlin)

EILEEN FULTON (Nectar 1254)

You're The Child Your Daddy Never Saw (2:12) (Scottie, BMI—Marcus)

THE BAR-KAYS (Volt 4092)

You're Still My Brother (3:32) (East/Memphis, BMI—Marion, Banks, Thigpen)

THE BUCK RAM PLATTERS (Avalanche XW224W)

Sunday With You (2:48) (UA/AMC, ASCAP—B. Ram)

BARBARA KEITH (Reprise 1144)

All Along The Watchtower (3:08) (Dwarf, ASCAP—Dylan)

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HOW RICK WAKEMAN MADE



In addition to the above instruments a Thomas Goff Harpsichord and A.R.P. Synthesizer were used. All sounds put through two Stereo Leslies, Fender Dual Showman Amp & two JBL Cabinets. Also used a custom built Oscillator, Fuzz & Wahwah Pedal and Binson Echo Unit. Keyboards & Amplifications set up by: John Cleary, Michael Tait, Philip Hepple, Claude Johnson Taylor. The organ on 'Jane Seymour' was recorded at St. Giles, Cripplegate.

THE SIX WIVES OF HENRY VIII.

IN EARLY 1972, while on his third American tour with yes, you probably know the group, Rick stopped in at the airport bookstall after a long flight into Richmond, Virginia and bought all the books they had—all four of them. Amongst them was *THE PRIVATE LIFE OF HENRY VIII*. He started reading it on the plane to Chicago and as he read about Anne Boleyn, one of the themes he recorded back in November of '71 started to run through his mind.

That was enough to do it. He had discovered the concept for his first solo album.

He then bought countless books on the wives of Henry VIII and spent 8 months recording; using three drummers, three guitar players, four bass players, two percussionists, six girls for the choir (the album has no lyrics), and nine keyboard instruments (which he played personally, not necessarily all at the same time).

Now, meet the stars of Rick's album:



Catherine of Aragon

Born 1485, Married 1509
Divorced 1533, Died 1536

The youngest child of Ferdinand and Isobella of Spain. She was intelligent, accomplished and spirited although not a ravishing beauty. Henry, anxious for a son to continue the dynasty, ordered her to leave the court after 18 years of marriage and having borne a daughter. She spent her last years in loneliness and sorrow. Prayer and her deep-seated faith sustained her. She died three weeks after her 50th birthday.



Anne Boleyn

Born 1502, Married 1532
Executed 1536

Educated in France, Anne came to the court of King Henry in 1521 where she gained popularity with the younger men. She was of middling stature, long neck and beautiful dark eyes. In 1533 she was crowned as queen. Later that year she gave birth to a girl—her first and greatest failure. Anne's quick temper and savage tongue broke the spell that once had bound Henry to her. She was executed 19 May 1536.



Jane Seymour

Born 1509, Married 1536
Died 1537

It was the very contrast to Anne that appealed to Henry. Jane was calm, meek and gentle and ready to submit to her sovereign's will. In October 1537 Henry received the son, Prince Edward, he had so ardently desired. Although she never recovered from this birth, she was treated more kindly by posterity and was lovingly remembered as the mother of Henry's son. She is the only wife to share his grave.



Anne of Cleves

Born 1515, Married 1540
Divorced 1540, Died 1557

She came from the ducal court of Dusseldorf and was schooled in the domestic arts which made her unfamiliar with the world of music and books, which played such a large part in Henry's life. As the Holbein portrait shows, she was neither a captivating beauty nor entirely without appeal. When Catherine Howard appeared it became apparent that the king wanted to free himself from Anne and the political and personal obligations therein. It took six months to untie the knot. Anne graciously accepted the honorary title "King's Sister" and the property that was her compensation, living in comfortable obscurity until 1557.



Catherine Howard

Born 1521, Married 1540
Executed 1542

A gay, high spirited girl, free with her favours and possessing uninhibited behaviour. Her presence in the Queen's entourage undoubtedly accelerated the nullification of the Cleves marriage. Catherine was patently adored by her loving and devoted spouse who showered her with gifts and pampered her in every way. Fine clothes and flattery she enjoyed, as well as the privileges that belonged to her as queen. Her promiscuous life behind the king's back shattered his idyll. She was revealed as a deceiver who had played with his affections and dishonoured his crown. She was beheaded in the tower on 13 February 1542.



Catherine Parr

Born 1512, Married 1543
Died 1548

A well educated lady who could discourse with the foremost scholars of the day. She also possessed a sensitivity and sympathetic feelings. She kept her personal protestant sympathies to herself while Henry was alive. Twice widowed when she married the king, she became as much a nurse to him as a wife. She knew how to humour him, ease his pain and soothe his spirits. Although Catherine had her enemies she managed to bring to the royal family a degree of harmony it had scarcely known before. She survived her spouse and married Thomas Seymour, and died shortly after giving birth to his child.

We are honored to release a recording of this magnitude.

"THE SIX WIVES OF HENRY VIII."
RICK WAKEMAN'S SOLO DEBUT ALBUM.



Rick Wakeman: *The Six Wives of Henry VIII*

ON A&M RECORDS

Hansen Renews Chappell-Can. Distribution

NEW YORK — Hansen Publications, Inc. has renewed its exclusive distribution agreement for the territory of Canada with Chappell & Co. for five additional years through 1978.

The original agreement, initiated in early 1972, covers the entire Hansen Publications catalog, including product by such top artists as Carly Simon, Charley Pride, Nilsson, Joni Mitchell, Johnny Cash, the Who and Chicago, plus such educational material as the John Brimhall Series.

"During 1972, sales for the Canadian area improved by 250%, stated Cyril Devereux, manager for Chappell-Canada. "We attribute this to product, our aggressive sales policy, and new, improved facilities."

The extensive Hansen catalog will continue to be coordinated by Devereux, working directly with Tony Lenz, head of publications Chappell-New York and Arturo Rainerman, Miami-based international sales manager for the Hansen Organization.

One of the upcoming Chappell-Hansen projects is the setting up of workshops for the well-known educational specialist John Brimhall, to be held in Windsor, Hamilton, Toronto, Ottawa and London at the end of this month.

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"TOMMY"—Seen with producer Lou Reizner at the Tommy gold disk presentation for world wide sales of one million copies are various members of the stage and record cast including: Steve Winwood, David Measham, Sandy Denny, Roger Daltrey, John Entwistle, Keith Moon, Will Malone, and Harold Lawrence.

Big Advance On Donovan Album; Epic Sets Drive

NEW YORK — Touting his first album in nearly two years, Epic recording artist Donovan has racked up over 175,000 advance orders for his new "Cosmic Wheels" LP, the label reports. Coinciding with the rush release of both the album and the "I Like You" single, Epic Records has inaugurated a merchandising program which will include television spots, to promote both products.

The campaign, currently underway, will be highlighted by a multi-media push featuring full color ads in national magazines, massive radio saturation on both the AM and underground levels and a series of multi-product television spots.

The company will also sponsor a Donovan coloring contest through Flip magazine, with contestants coloring facsimiles of the inside jacket of the album. Winners will be awarded trips to either Disney world or Disneyland. Epic will also sponsor similar contests through local radio stations with regional winners being selected from markets throughout the country.

In addition, the Epic campaign will feature a six-pronged promo program aimed at stirring both consumer and retailer interest. The program will include: poster sized versions of the "Cosmic Wheels" cover, special "now in stock" streamers, "Cosmic Wheels" mobiles for in-store use, Donovan divider cards, Donovan record dumps for retailer use and FM oriented album and poster giveaway contests.

Evolution Drive On Harbus LP

NEW YORK — Evolution Records has just completed a special mailing of its newly released album, "Harbus."

Over 500 college and FM programmers throughout the United States received, along with the album, a special six page report detailing prison conditions. This subject is closely related to the social commentary found in many of the songs written by Neil Harbus for this, his first Evolution album release.

"Initial response to Harbus has been significant, with airplay reported building heavily in a number of major markets," the label states.

The "Harbus" album was produced by Neil Portnow and John Miller for Evolution Records.

RSO Single By Peter Kelly

NEW YORK — RSO Records has released a debut single by Peter D. Kelly, a new British artist recently signed to the label, reports Johnny Bienstock, managing director.

"Hard Road," b/w "100% Rock and Roll Melody," was written by Easybeat members Vander and Young for Kelly, and produced by George Alexander for Very Good Music.

Kelly emerged from the Mersey sound of the early 60s—the same roots that produced the Beatles. At that time, he led a group called Rhythm and Blues Incorporated, and later formed The Peter Kelly Solution. As a solo artist, Kelly recorded an album of original material for RCA, which was released in Europe. Currently, Kelly and his five-piece band are working on the continent. An album on the RSO label is forthcoming.



HEEP GOLD—Uriah Heep, Mercury recording artists, were recently presented with gold plaques for their album, "The Magician's Birthday" signifying a million dollars in sales. It marks the second gold LP for the group in four months, the first being "Demons and Wizards." Shown with the award from left are David Byron, Lee Kerlake, Mick Box, Gary Thain, Uriah Heep's manager/producer Jerry Bron and Ken Hensley.

E. Stratta's Varied Activity

NEW YORK — Ettore Stratta, who sold his interests in Cromia Music, to start his own publishing and production firms, is reporting action on many fronts. As a classical recording artist, Stratta has a new album "First Love" on RCA Records in which he conducts the Baroque Chamber Orchestra in a program of baroque Adagios. The LP is released world wide by RCA.

As a record producer, Stratta has a new LP, also on RCA Records by Al Stewart's Museum of Modern Brass, a new instrumental rock-baroque group. The album is slated for an April release. In preparation is another instrumental project which Stratta will produce and record for RCA Red Seal label in Europe next month. Other artist he just produced for Polydor Records of Canada: French singer Jocelyn Joeya. Single and LP are on immediate release in Canada.

On the publishing side, Stratta reports acquisitions by his companies Ars Nova and Jubilus Music of the U.S. rights to compositions by Zack Laurence, Eddy Marnay, Michel Fugain and other top European writers.

'Faith' At L.A. Forum In Works

HOLLYWOOD — Terry Knight has flown to Los Angeles for the third time in the last two weeks on business involving his new group of unidentified musicians, "Faith." It is reported Knight made this trip to personally approve the artwork for a huge Sunset Strip billboard he rented which carries the message: "Faith Comes To The U.S.A. In April."

It was also reported that Knight met with the president of the Los Angeles based Concert Associates regarding a premiere live concert appearance in the U.S. by the group "sometime after the release of their first album." According to Steve Wolf of Concert Associates, a debut appearance by the group at the 18,500 seat Los Angeles Forum is now being considered "although Terry Knight won't even tell us who the group's members are. Apparently the first time any of us will actually get to see the musicians will be the first time they walk on a stage together. It's very exciting and I hope we'll get to present their first concert appearance."

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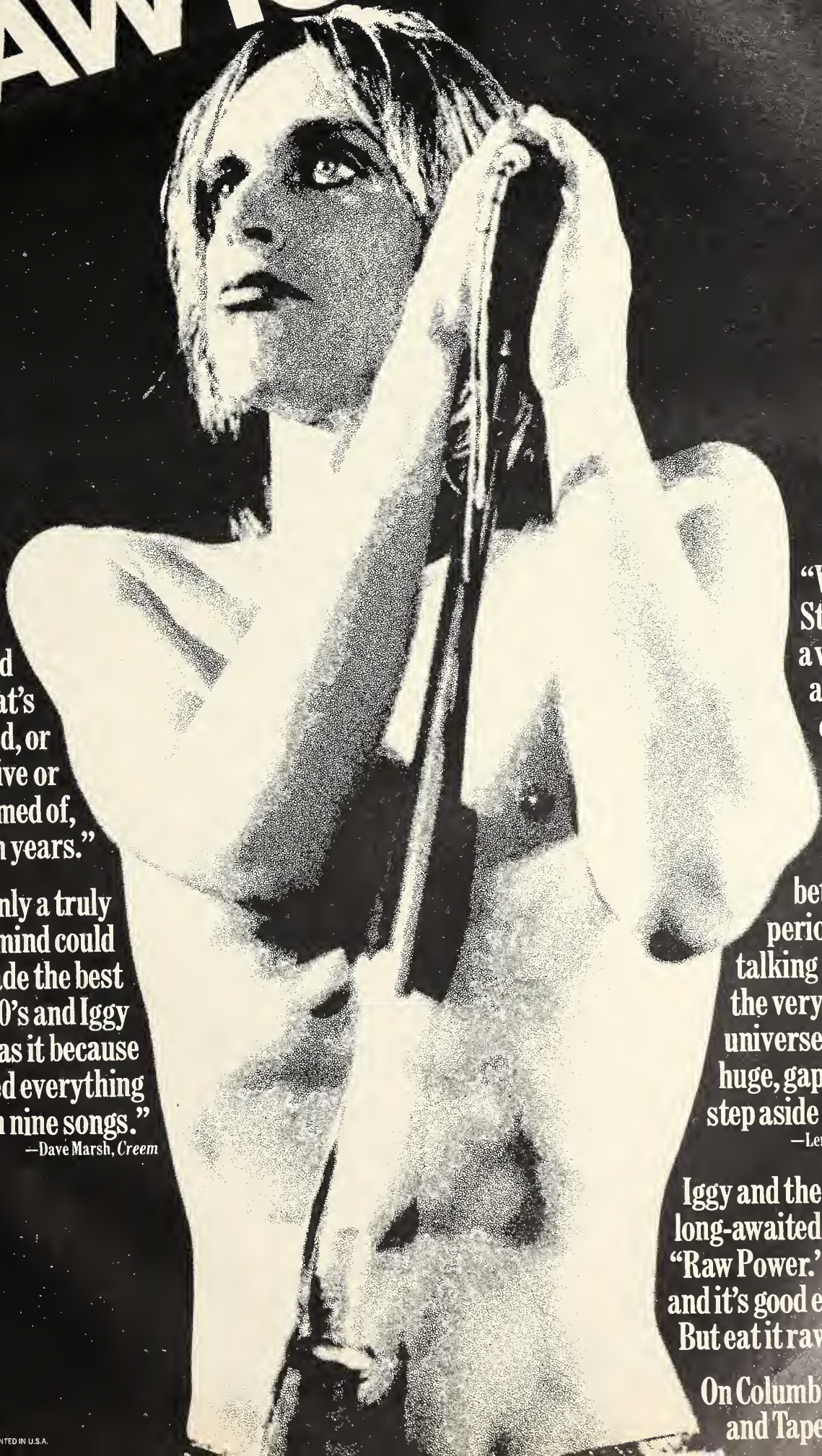
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—Dave Marsh, *Creem*

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—Lenny Kaye, *Rolling Stone*

Iggy and the Stooges' long-awaited return: "Raw Power." It's on Columbia, and it's good enough to eat. But eat it raw.

On Columbia Records and Tapes

Bill Gavin Is Alive And Well; Planning New Conference Format De-Emphasizing Musical Focus

SAN FRANCISCO — Influential timesheet editor Bill Gavin recently issued a two-pronged statement, detailing the reasons why he is not planning a Gavin Radio Program Conference for '73 while at the same time making it clear he has no plans to "phase himself out" of the business for any reason. The following is his complete statement on the matter, amplifying on his plans for a revamped '74 conference devoted to radio's "own thing."

No '73 Meet

"I have decided, most reluctantly, not to sponsor a Radio Program Conference this year. If circumstances in 1974 seem to warrant its renewal, I will consider it at that time.

"The decision to omit the conference this year was made after consultation with our Advisory Board and others who have played key roles in planning our past meetings. Most of the radio people I consulted favored a meeting primarily—or exclusively—of and for radio. While radio programming has been the focus for all our past gatherings, we have concerned ourselves most with the programming of records in various musical formats. Our radio board mem-

Motown Joins KGFJ In Talent Search

HOLLYWOOD — Motown Records will participate in the annual KGFJ "Soul Search" this year. The 1973 talent hunt will take place at Manuel Arts High School, where 300-400 teenagers from local high schools will participate as applicants.

Motown Records will underwrite half of the costs incurred by the school for hosting the sixth annual Soul Search. In addition, Motown has agreed to pay a portion of the cost of prizes and a portion of the scholarship to the University of Redlands that will be awarded to the first prize winner. In the event the winner cannot utilize the scholarship, he or she will be presented with a United States saving bond in the same amount.

As a special grand prize, the winner will have the opportunity to appear in concert with the Temptations in Los Angeles and San Francisco, according to Phil Jones, the label's marketing director.

The 1973 "Soul Search" is one of many endeavors being undertaken by Motown and KGFJ in support of the black community in Los Angeles.

KSJB Goes All Country

NASHVILLE — Ed Crilly, president of KSJB Radio has announced his station will begin to format full time modern country in early April. Located in Jamestown, North Dakota, it will be the first full time signal serving substantial areas of both North and South Dakota and western Minnesota with country music programming. KSJB is a five thousand watt AM station operating on 600 kc.

Crilly, said that the station has considered a switch to country music for some time, and recent conferences with broadcast and music professionals in Nashville prompted him to make the decision to switch.

Present personnel will be retained under the new format. The firm of Bill Hudson & Associates here in Music City has been retained as consultants for the switch.

bers suggest that we should pay more attention to non-musical aspects of radio—news, promotion, public service, audience research and so on. As I understand their comments, most radio people would prefer having 'their own thing,' in a smaller meeting devoted to the fundamentals of good radio, regardless of format.

Rebuilding

"The new problems of trying to rebuild the Conference along strict radio only lines seem to me too great to solve this year. Rather than run the risk of inadequate preparation for a restructured conference in 1973, I'll use this year to explore needs and wishes among radio broadcasters regarding a resumption of the Radio Program Conference in 1974.

"As far as the Annual Awards Banquet is concerned, this will also have to be suspended for this year.

Health

"Just to spike the rumors before they start: I am not retiring or 'phasing out,' my health is excellent and I expect it to keep going and growing for a long time to come."

C6 Meeting Airs Content Ruling

TORONTO — The Canadian Music Industry's Communication Six, held at the Inn On The Park (10-12) was given an extra spark of interest when Alden Diehl, program director of CKLW, Windsor, filled in for George Davies.

Speakers at the morning session of C6 were: Ken Middleton, president of Juneau, chairman of the Canadian WEA Music of Canada, Ltd.; Pierre Radio-Television Commission; Alden Diehl and Bill Gavin. Pierre Juneau appeared to be in good form and after making a short comment, threw the meeting open to questions from the floor. It was obvious that he was disappointed in the lack of questioning by those programmers present who represented several major radio stations. One observer noted: "It's obvious the static that Juneau has been hearing about problems with contemporary AM radio stations regarding the 30% ruling are the figment of someone's imagination."

Diehl however, who followed the chairman, was frank and sincere in his remarks. He explained some of the problems that he has experienced with the ruling. Although he didn't agree with the ruling, he did believe that something of this nature was necessary.

Bill Gavin was the supreme diplomat. He revealed some of the problems with programming in the U.S., but gently sidestepped any involvement in the 30% Canadian content ruling.

Workshops

Afternoon workshops were panelled by Gene Kirby, pd of CKEY; Jim Sward, gm of CKGM; Tom Williams, national promo manager for WEA Music of Canada, Ltd.; Ed Preston, national promo manager for RCA Ltd.; Brian Chater, Much Productions; John Williams, Columbia a&r; Stan Klees; Paul White, Capitol a&r; Greg Hambleton, September Productions; John Mills, CA-PAC; Harold Moon, BMI; Vivian Hicks, Blackwood/Columbia; and John Bird.

The three days of events were highlighted by record companies who utilized hospitality suites as well as ballrooms to showcase their product and artists.



SOLID GOLD CADILLAC—Epic Records' Flash Cadillac and the Continental Kids pictured in pyramid at CBS FM's offices during a promotional tour touting their first Epic LP. Shown are (bottom left to right) Steve Slutzah, national LP and FM promo for Epic/Columbia custom labels, Angelo, Butch, Spike and John Gehron, PD for CBS-FM. Supporting the top of the musical mound (who is Candy Henry, MD for the station) are Flash Cadillac and Spike.

STATION BREAKS:

Funny, You Don't Look Irish Department: TWA officials were recently baffled as WMOD's midday man, Mike Fitzgerald boarded a plane for Honolulu on St. Patrick's Day carrying a twenty pound green bagel. He flew from Washington to present the seasonal gift to morning man at KGMB Hal Aku Lewis.

New PD appointments: Enoch Gregory, "The Dixie Drifter," has been officially named to the post he's been serving in at WWRL since the departure of Jerry Boulding. Enoch will continue as the station's morning man . . . Bob Ward has replaced Bill Quay who resigned the post at WWVA for personal reasons. Ward will continue in PM drive while Quay keeps his 9-noon slot . . . Rod McGrew is the new GM and PD at black-owned and operated KJLH-FM in LA . . . Sammy Taylor is the operations manager now at KWJJ in Portland, Oregon. He's been an air personality on the sta-

tion for 36 years and has been MD for a number of them . . . Tom Brown is the new operations manager at WPEN AM & FM in Philly. He's been PD there since August.

Stu Bulman has moved from engineering at WFIL to WRC. Feels he's back home . . . Some changes at New Haven's WAVZ: Bobby Rich is now asst. PD; Mason Dixon is MD; Tom Britton is the new production director . . . Other new MD appointments include Steve Carter at KOTN in Pine Bluff; Jim Channell at Chicago's WEFM; Jerry Rohnert at Boise's KBBK-FM and Thomas McKay at KNX in LA.

We saw one guy in the audience come backstage at The Bitter End during Imus' stint there as a stand-up comic and tell him that his cough had been cured during his Rt. Rev. Dr. Billy Sol Hargus bit. Don's opening act was an organ grinder and a monkey. robert adels

TALENT ON TV

In Concert, ABC — (30) Hi's Al Green, Columbia's Dr. Hook and the Mahavishnu Orchestra, Warner's Eric Weissberg and Deliverance, comedy duo Muledeer and Moondogg Medicine Show.

(Apr. 13) — Atlantic's J. Geils Band, Sire's Focus, ABC/Dunhill's Steely Dan and RSO's the Bee Gees.

(Apr. 27) — Special three-hour concert with talent from the first two "In Concert" shows: Warner's Seals and Crofts, Alice Cooper, Capricorn's Allman Brothers, Columbia's Blood Sweat & Tears, Epic's Poco, Curton's Curtis Mayfield and Chess' Bo Diddley.

(May 11) — Mercury's Jerry Lee Lewis, Grunt's Hot Tuna and Columbia's New Riders Of The Purple Sage.

Midnight Special, NBC — (30) ABC's Ray Charles hosts with Atlantic's Aretha Franklin, Columbia's Earl Scruggs Revue, Carol Burnett and Taj Mahal, Epic's Johnny Nash, Polydor's James Brown and Mercury's Jerry Butler.

Sentry Insurance Special, ABC — (Sept. 6) Lena Horne and MGM's Tony Bennett host an hour-long special to tape in London next month.

Kane & Kompany, syndicated — (taping 26-7 in Washington, D.C.) Stax's The Staple Singers, singing in front of the Lincoln Memorial; Epic's Johnny Nash, Dot's Donna Fargo and Elektra's Mickey Newberry. Debut of the new format for the former "Larry Kane Show." Airdates in mid-May.

Easter Seal Telethon, ABC — (Apr. 7-8) Columbia's Tony Wells, from the cast of "Shelter."

Peggy Fleming Special, NBC — (currently taping in U. S. S. R.) Ludmilla Senchina, the Leningrad Philharmonic Orchestra, The Andreev Balalaika Orchestra, The Red Army Choir.

Black Omnibus, syndicated — Blue Note's Elvin Jones. Airdates in late March and early April.

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- New York — SKYLINE ENTERTAINING CORP.
- Philadelphia — UNIVERSAL RECORD DIST. CORP.



NEWLYWEDS—Ahmet Ertegun, president of Atlantic Records, held a reception at the Hotel Carlyle in New York Monday (19) for newlyweds Stephen Stills and Veronique Sanson. Stills and Miss Sanson were married in England last Wednesday (14). Attending the reception, in addition to Ahmet Ertegun, were Atlantic executive vice president Jerry Wexler, vice president and WEA International president Nesuhi Ertegun, Elektra Records president Jac Holzman, Atlantic artists Herbie Mann, Doug Sahn, Donny Hathaway, Vinegar Joe, WNEW-FM program director Scott Muni, WBLS program director Frankie Crocker, and a host of New York music business reporters. Shown above are Mrs. Ahmet Ertegun, Ahmet Ertegun, Steve Stills & Veronique Sanson.

Bread Global Tour To Aid 'Best' Album

NEW YORK — Elektra recording artists Bread are planning a world-wide tour to promote the release of their new album, "The Best of Bread."

During March and April, they will be performing in major metropolitan areas in the western U.S., highlighted by a performance on April 21, in the Anaheim Convention Center in California. In May, there will be concerts in the south, and southwest before Bread depart for England where they will give four headline concerts including Manchester, Bristol, Birmingham, and the Royal Festival Hall in London. Plans are under way for performances in Glasgow, Frankfurt, and Amsterdam as well.

While they are in Europe, Bread will be seen on a number of television broadcasts, notably "Top of The Pops" and the "Paul Denver Show" in London, during which time a major special will be taped with England top producer Stanley Dorfman. In the U.S., Bread will be seen on U.S. T.V., on both "The Bobby Darin Show," tentatively scheduled for airing on April 13th, and "Supershow," aka HOTEL 90, which is expected to be aired on March 26.

Blue Thumb Sets Albums For April, May

HOLLYWOOD — Blue Thumb Records plans to release new LP's in April and May.

Among the forthcoming albums, there will be product from Dan Hicks, and His Hot Licks, Larry Carlton, Sun Ra, recently signed to the label, The Pointer Sisters, Paul Humphrey, The Hoodoo Rhythm Devils, Ben Sidran, Tom Rapp with Pearl Before Swine, and the cast LP of National Lampoon's hit show "Lemmings," which was recorded live at New York City's Village Gate, where the show is enjoying a long successful run.

Also to be released on the label will be a Dave Mason album titled "Dave Mason is Alive," which consists of his live performance at Los Angeles' Troubadour.

Blue Thumb is enjoying success with "2nd Crusade" LP by The Crusaders, which was recently released, and The Arthur Adams LP, "Private Tonight." Recently released was "Sylvester & The Hot Band," recently embarking on a nation-wide tour.

Sal Licata, vice president and general manager for the label, will be working closely with each distributor in setting up "unprecedented" market-



WELCOME—Leading European contemporary group "I Pooh" met with CBS International execs in New York recently after completing a successful American tour. Standing left to right are group members Dodi and Red, their road manager Ivo Saggini and Joe Valente who set the group's tour schedule. Seated left to right are CBS Records International execs Ulpio Minucci, Walter R. Yetnikoff, Sol Rabinowitz, and Roby of "I Pooh."

“PILLOW TALK”

with **SYLVIA**



GAMBI MUSIC

Available on

VIBRATION RECORDS

a division of

ALL-PLATINUM RECORDS

Additions To Radio Playlists

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

WABC—NEW YORK
Stir It Up—Johnny Nash—Epic
The Night The Lights Went Out In Georgia—Vicki Lawrence—Bell
Space Oddity—David Bowie—RCA
Little Willy—The Sweet—Bell
Cisco Kid—War—U.A.
Tie A Yellow Ribbon—Dawn—Bell

WTIX—NEW ORLEANS
Hallelujah Day—Jackson Five—Motown
Right Thing To Do—Carly Simon—Elektra

WKLO—LOUISVILLE
Stuck In The Middle With You—Stealer's Wheel—A & M
Back When My Hair Was Short—Gunhill Road—Kama Sutra
Behind Closed Doors—Charlie Rich—Epic
Sing—Carpenters—A&M

WDGY—MINN.
Cisco Kid—War—U.A.
Walk On The Wild Side—Lou Reed—RCA
Stuck In The Middle With You—Stealer's Wheel—A&M
Drift Away—Dobie Gray—MCA
Let Your Yeah Be Yeahs—Brownsville Station

WHB—KANSAS CITY
Right Thing To Do—Carly Simon—Elektra
Hocus Pocus—Focus—Sire
Call Me—Al Green—Hi
Neither One Of Us—Gladys Knight & The Pips—Soul
Drift Away—Dobie Gray—MCA

WLOF—ORLANDO
Needles & Pins—Love & Tears—Polydor
Superman—Donna Fargo—Dot
Rosalie—Bob Seeger—W.B.
The Harder They Come—Jimmy Cliff—Mango

WLAV—GRAND RAPIDS
Masterpiece—Temptations—Gordy
Reelin' In The Years—Steely Dan—ABC
The Night The Lights Went Out In Georgia—Vicki Lawrence—Bell
Armed & Extremely Dangerous—First Choice—Philly Groove

WDRG—HARTFORD
You Are The Sunshine—Stevie Wonder—Tamla
One Man Band—Ronnie Dyson—Columbia
Drift Away—Dobie Gray—MCA
Thinking Of You—Loggins & Messina—Columbia
Walk On The Wild Side—Lou Reed—RCA

WQAM—MIAMI
One Man Band—Ronnie Dyson—Columbia

WPRO—PROVIDENCE
You Are The Sunshine—Stevie Wonder—Tamla
Walk On The Wild Side—Lou Reed—RCA
Who Was It—Hurricane Smith—Capitol
Pinball Wizard—See Me, Feel Me—The New Seekers—Elektra

WKWK—WHEELING
Right Thing To Do—Carly Simon—Elektra
Drinking Wine—Jerry Lee Lewis—Mercury
If We Try—Don McLean—UA
Give It To Me—J. Geils Band—WB
Oh La De Da—Staple Singers—Stax

WJET—ERIE
Daisy A Day—Jud Strunk—MGM
Frankenstein—Edgar Winter—Epic
Masterpiece—The Temptations—Gordy
If We Try—Don McLean—UA
Hearts Of Stone—Blue Ridge Rangers—Fantasy
Do You Wanna Touch Me—Gary Glitter—Bell
I'm A Stranger Here—Five Man Electrical Band—MGM

KIOA—DES MOINES
Space Oddity—David Bowie—RCA
Stuck In The Middle With You—Stealer's Wheel—A & M
Cisco Kid—War—UA

WOKY—MILWAUKEE
Out Of The Question—Gilbert O'Sullivan—MAM
Walk On The Wild Side—Lou Reed—RCA
Pinball Wizard—New Seekers—Elektra
Pillow Talk—Sylvia—Vibration
Gonna Love You More—Barry White—20th Century
Let's Pretend—Raspberries—Capitol
Only Love—Bill Quateman—Columbia

KXOK—ST. LOUIS
The Twelfth Of Never—Donny Osmond—MGM
Wildflower—Skylark—Capitol
Reelin' In The Years—Steely Dan—ABC
Step By Step—Joe Simon—Spring
Pinball Wizard—New Seekers—Elektra
Stuck In The Middle With You—Stealer's Wheel—A&M

WING—DAYTON
Who Was It—Hurricane Smith—Capitol
Pinball Wizard—New Seekers—Elektra
Bitter Bad—Melanie—Neighborhood
Space Oddity—David Bowie—RCA
Cherry Cherry—Neil Diamond—MCA

WIFE—INDIANAPOLIS
Cisco Kid—War—U.A.
I'm Doin' Fine Now—New York City—Chelsea
Cook With Honey—Alice Cooper—Elektra
One Man Band—Ronnie Dyson—Columbia
Sunshine Of My Life—Stevie Wonder—Tamla
Wildflower—Skylark—Capitol

WIXY—CLEVELAND
Frankenstein—Edgar Winter—Epic
Slide—Rufus—ABC
Thinking Of You—Loggins & Messina—Columbia
Daisy A Day—Jud Strunk—MGM
Armed & Extremely Dangerous—First Choice—Philly Groove

WFIL—PHILADELPHIA
Drinking Wine—Jerry Lee Lewis—Mercury
Masterpiece—Temptations—Gordy
Daniel—Elton John—MCA
Little Willy—The Sweet—Bell
Stuck In The Middle—Stealer's Wheel—A&M

KILT—HOUSTON
Sunshine Of My Life—Stevie Wonder—Tamla
Peaceful—Helen Reddy—Capitol
Daisy A Day—Jud Strunk—MGM
It Sure Took A Long Long Time—Lobo—Big Tree
Daniel—Elton John—MCA
Playground In My Mind—Clint Holmes—Epic

WMPS—MEMPHIS
Break Up To Make Up—Stylistics—Avco
Sunshine Of My Life—Stevie Wonder—Tamla
Hallelujah Day—Jackson Five—Motown
Funky Worm—Ohio Players—Westbound
Rock & Roll Singer—Sonny & Cher—MCA

WMAK—NASHVILLE
Sure Took A Long Time—Lobo—Big Tree
Hocus Pocus—Focus—Sire
You Are The Sunshine Of My Life—Stevie Wonder—Tamla
Zip A De Doo Dah—Christopher Cloud—Chelsea
Hearts Of Stone—Blue Ridge Rangers—Fantasy

WCOL—COLUMBUS
Hearts Of Stone—Blue Ridge Rangers—Fantasy
I'm A Stranger Here—Five Man Electrical Band—MGM
Sure Took A Long Long Time—Lobo—Big Tree
Drinking Wine—Jerry Lee Lewis—Mercury

WSGN—BIRMINGHAM
Frankenstein—Edgar Winter—Epic
Right Thing To Do—Carly Simon—Elektra
Daisy A Day—Jud Strunk—MGM

WLEE—RICHMOND
Roll Over Bethoven—Electric Light Co.—Wildflower—Skylark—Capitol
Cisco Kid—War—U.A.
Bitter Bad—Melanie—Neighborhood
Hallelujah Day—Jackson Five—Motown
Give It To Me—J. Geils Band—Atlantic
One Man Band—Ronnie Dyson—Columbia

THE BIG THREE

1. YOU ARE THE SUNSHINE OF MY LIFE—STEVIE WONDER—TAMLA
2. THE RIGHT THING TO DO—CARLY SIMON—ELEKTRA
3. DAISY A DAY—JUD STRUNK—MGM

WIBG—PHILADELPHIA
Thinking Of You—Loggins & Messina—Columbia
Reelin' In The Years—Steely Dan—ABC
Right Thing To Do—Carly Simon—Elektra
Daisy A Day—Jud Strunk—MGM
And I Love Her So—Perry Como—RCA
Hearts Of Stone—Blue Ridge Rangers—Fantasy
Gudbuy T' Jane—Slade—Polydor
No More Mister Nice Guy—Alice Cooper—W.B.
Masterpiece—Temptations—Gordy
Good Morning Heartache—Diana Ross—Motown

WMEX—BOSTON
Peaceful—Helen Reddy—Capitol
Drift Away—Dobie Gray—MCA
Little Willy—The Sweet—Bell

CKLW—DETROIT
Pillow Talk—Sylvia—Vibration
Oh My Lady—Stamper—Bell
Cherry Cherry—Neil Diamond—MCA

WPOP—HARTFORD
Thinking Of You—Loggins & Messina—Columbia
Daisy A Day—Jud Strunk—MGM
Right Thing To Do—Carly Simon—Elektra
Pinball Wizard—New Seekers—Elektra
Blue Suede Shoes—Johnny River—U.A.

KLEO—WICHITA
Walk On The Wild Side—Lou Reed—RCA
Daisy A Day—Jud Strunk—MGM
Wildflower—Skylark—Capitol

WAYS—CHARLOTTE
Sunshine Of My Life—Stevie Wonder—Tamla
Stir It Up—Johnny Nash—Epic
Stuck In The Middle—Stealer's Wheel—A&M
Zip A Di Doo Dah—Christopher Cloud—Chelsea

KNOE—MONROE
Wildflower—Skylark—Capitol
Twelfth Of Never—Donny Osmond—MGM
Stuck In The Middle—Stealer's Wheel—A&M

KLIF—DALLAS
One Man Band—Ronnie Dyson—Columbia
I'm Doin' Fine Now—New York City—Chelsea
Oh La De Da—Staple Singers—Stax
Step By Step—Joe Simon—Spring
Reelin' In The Years—Steely Dan—ABC

WIRL—PEORIA
Cindy Incidentally—Faces—W.B.
Pinball Wizard/See Me Feel Me—New Seekers—Elektra
Drift Away—Dobie Gray—MCA
Tie A Yellow Ribbon—Dawn—Bell
Neither One Of Us—Gladys Knight & The Pips—Soul

KKDJ—LOS ANGELES
Stir It Up—Johnny Nash—Epic
Tie A Yellow Ribbon—Dawn—Bell

WCAO—BALTIMORE
Blue Suede Shoes—Johnny Rivers—U.A.
Oh La De Da—Staple Singers—Stax
Cherry Cherry—Neil Diamond—MCA
Sunshine Of My Life—Stevie Wonder—Tamla
I'm Doin' Fine Now—New York City—Chelsea

WAPE—JACKSONVILLE
Twelfth Of Never—Donny Osmond—MGM
Stuck In The Middle—Stealer's Wheel—A&M
Little Willy—The Sweet—Bell

WWDJ—HACKENSACK
Call Me—Al Green—Hi
Masterpiece—Temptations—Gordy
Tie A Yellow Ribbon—Dawn—Bell
Stir It Up—Johnny Nash—Epic
Peaceful—Helen Reddy—Capitol
Twelfth Of Never—Donny Osmond—MGM
Superfly Meets Shaft—John & Ernest—Rainy Wednesday

WQXI—ATLANTA
Sunshine Of My Life—Stevie Wonder—Tamla
Armed & Extremely Dangerous—First Choice—Philly Groove
Reelin' In The Years—Steely Dan—ABC
Frankenstein—Edgar Winter—Epic

WSAI—CINCINNATI
Break Up To Make Up—Stylistics—Avco
Frankenstein—Edgar Winter—Epic
Stuck In The Middle—Stealer's Wheel—A&M
Masterpiece—Temptations—Gordy

KIMN—DENVER
Hocus Pocus—Focus—Sire
Masterpiece—Temptations—Gordy

WLAC—NASHVILLE
Rock Keeps Rollin'—Randy Horam—Eastbound
Mama Was A Rock N' Roll Singer—Sonny & Cher—MCA
Brand New Kind Of Love—Bobby Goldsboro—U.A.
Teddy Bear Song—Barbara Fairchild—Columbia
Let Your Yeah Be Yeah—Brownsville Station—Big Tree
Armed & Extremely Dangerous—First Choice—Philly Groove

KQV—PITTSBURGH
Peaceful—Helen Reddy—Capitol
Sunshine Of My Life—Stevie Wonder—Tamla
Stuck In The Middle—Stealer's Wheel—A&M

WROV—ROANOKE
Everything's Changed—Fifth Dimension—Bell
Cook With Honey—Judy Collins—Elektra
No More Mister Nice Guy—Alice Cooper—W.B.
Right Thing To Do—Carly Simon—Elektra
Armed & Extremely Dangerous—First Choice—Philly Groove
I'm Doin' Fine Now—New York City—Chelsea

KYA—SAN FRANCISCO
Masterpiece—Temptations—Gordy
Sunshine Of My Life—Stevie Wonder—Tamla
Stuck In The Middle—Stealer's Wheel—A&M

KISN—PORTLAND
Drift Away—Dobie Gray—MCA
Peaceful—Helen Reddy—Capitol

KHJ—LOS ANGELES
Masterpiece—Temptations—Gordy
Tie A Yellow Ribbon—Dawn—Bell
Sunshine Of My Life—Stevie Wonder—Tamla

KNDE—SACRAMENTO
Frankenstein—Edgar Winter—Epic
Brand New Thing—Undisputed Truth—Gordy
Hocus Pocus—Focus—Sire
Who Was It?—Hurricane Smith—Capitol
Last Tango In Paris—Herb Albert & TJB—A&M
Sure Took A Long Long Time—Lobo—Big Tree

R&B Additions

WWRL—NEW YORK
Bad Bold Beautiful Girl—Persuaders—Atco
Woman—Barrabas—RCA
It's Gotta Be Love—Trumaines—Vigor
Don't Let It Get You Down—Crusaders—Blue Thumb
She'll Never Be Your Wife—Irma Thomas—Fungus

WJMO—CLEVELAND
You'll Never Be Sorry—Gerald Sims—W.B.
People Are Dying—Timmy Thomas—Glades
Just You & Me—Spinners—Atlantic
Across 110th Street—Bobby Womack—U.A.

WCHB—DETROIT
I'm Gonna Love You—Barry White—20th Century
Yesterday I Had The Blues—Harold Melvin & BlueNotes—Philly Int'l.
Without You In My Life—Tyronne Davis—Dakar
What I Want—Gloria Taylor
I Been Watching You—Southside Movement—Wand
Wrapped Up In Your Warm & Tender Love—Richard Parker
If I Can't Fly—Honeycone—Hot Wax
Ride Out The Storm—Joshie Armstead—Gospel Truth

WIGO—ATLANTA
Pajama Game—G. C. Cammeron—MoWest
Your Turn To Cry—Betty Lavette—Atco
I'm Gonna Love You—Barry White—20th Century

WVON—CHICAGO
Hung Up On You—Billy Butler—Lion
Lord Don't Move That Mountain—Inez Andrews—Songbird
Standing Ovation—The Dells—Chess
People Are Changing—Timmy Thomas—Glades
This Time Around—Soul—Musicor

KGFJ—LOS ANGELES
Million Dollars—Soul Generation—Ebony
Sound
Leaving Me—Independents—Wand
I Can Understand It—New Birth—RCA
I'm Gonna Love You—Barry White—20th Century

Black Oak Real Estate

NEW YORK—More than 30,000 letters have been received by Atco recording group Black Oak Arkansas in response to their offer of free deeds to "Heaven on Earth."

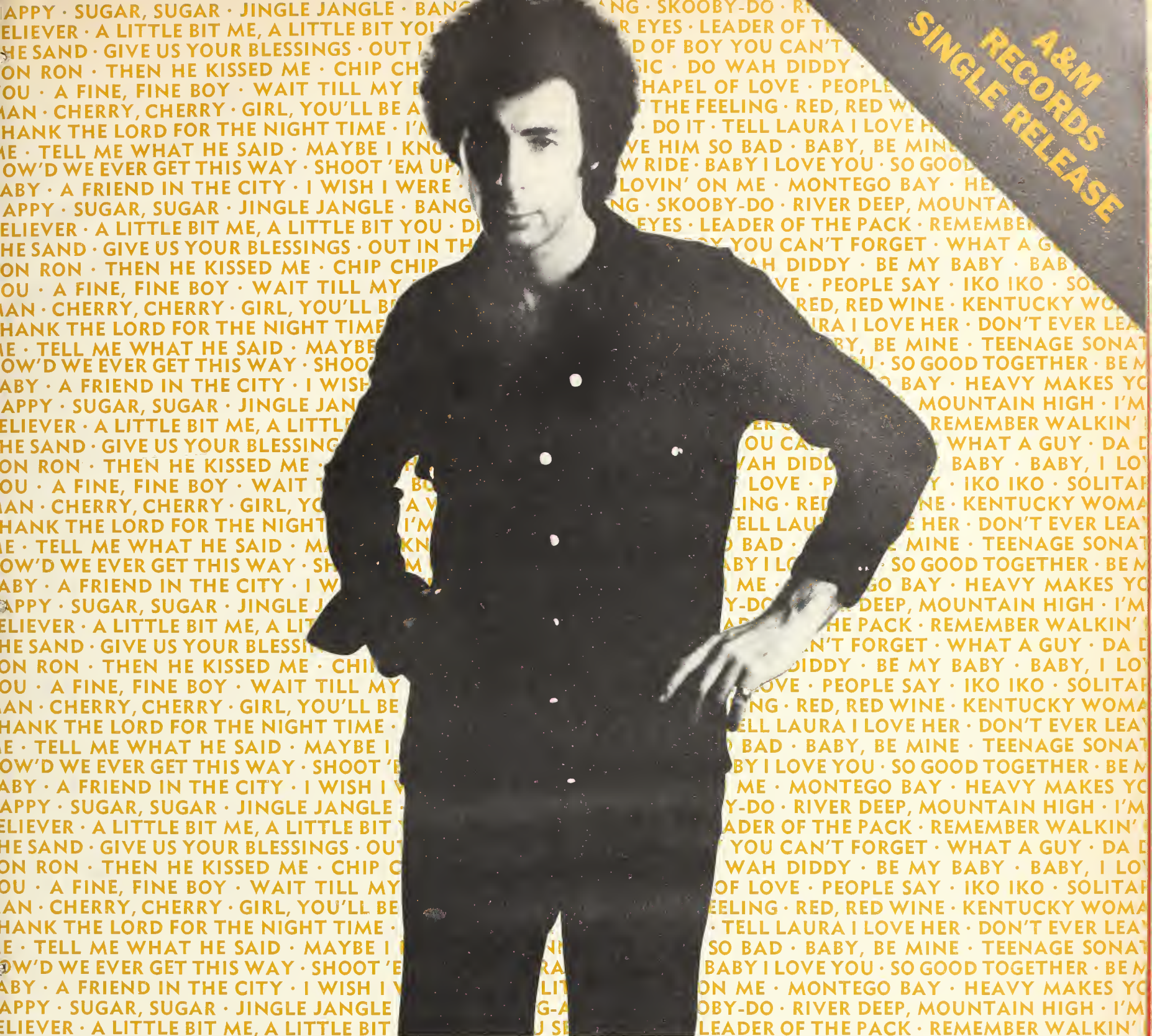
A deed to one-square inch of Heaven, Arkansas land is also included in each copy of the group's new live album, "Raunch 'n' Roll."

Legal restrictions and requirements, involving matters such as taxes and improvements, obligated the group to classify ownership as "honorary." The original intention had been to simply give away each square inch parcel and, commented the group's manager, Butch Stone, "in our minds and hearts that's what we've gone and done."

The acre sub-divided into square inch parcels is one of 1,300 purchased with earnings by Black Oak Arkansas, who created the community of "Heaven," located about 15 miles north of Dogpatch in Boone County, as a communal homesite. A dozen residential dwellings already have been erected as part of the initial developmental phases.

In addition to forthcoming dedication ceremonies at Heaven, the group contemplates a Summer Fresh Air Festival and Frolic in their community, an Ozark concert exclusively for deed-holders.

A&M RECORDS SINGLE RELEASE



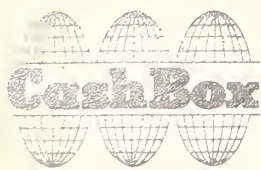
WALKIN' IN THE SUN

(AM 1422)

The first Jeff Barry single.

After writing and/or producing more than 60 hits over the last 12 years, Jeff Barry wrote this for Jeff Barry, sang it for Jeff Barry, and produced it for Jeff Barry. And that's as pure as you can get.





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.

TITLE	ARTIST	LABEL	% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
1. You Are The Sunshine Of My Life—Stevie Wonder—Tamla			36%	95%
2. The Right Thing To Do—Carly Simon—Elektra			30%	47%
3. Daisy A Day—Jud Strunk—MGM			29%	60%
4. Frankenstein—Edgar Winter Group—Epic			25%	34%
5. Drift Away—Dobie Gray—MCA			24%	82%
6. Pinball Wizard/See Me Feel You—New Seekers—MGM			24%	69%
7. Reelin' In The Years—Steely Dan—ABC			20%	34%
8. Walk On The Wild Side—Lou Reed—RCA			20%	57%
9. One Man Band—Ronnie Dyson—Columbia			20%	55%
10. The Cisco Kid—War—United Artists			18%	99%
11. Stuck In The Middle With You—Stealer's Wheel—A&M			18%	99%
12. Wildflower—Skylark—Capitol			16%	76%
13. Masterpiece—Temptations—Gordy			15%	99%
14. Armed & Extremely Dangerous—First Choice—Philly Groove			15%	15%
15. It Sure Took A Long, Long Time—Lobo—Big Tree			14%	14%
16. Hocus Pocus—Focus—Sire			14%	14%
17. Thinking Of You—Loggins & Messina—Columbia			12%	36%
18. Hearts Of Stone—Blue Ridge Rangers—Fantasy			12%	12%
19. I'm Doin' Fine—New York City—Chelsea			12%	12%
20. Cherry Cherry—Neil Diamond—MCA			10%	26%
21. Hallelujah Day—Jackson 5—Motown			10%	34%
22. Oh La De Da—Staple Singers—Stax			10%	22%
23. Give It To Me—J. Geils Band—Atlantic			9%	9%
24. Drinking Wine Spo-Dee O' Dee—Jerry Lee Lewis—Mercury			9%	9%
25. Who Was It?—Hurricane Smith—Capitol			8%	28%

LOOKING AHEAD

- | | |
|--|---|
| <p>101 SO IN LOVE WITH YOU
(Silent Giant/APA—ASCAP)
Leroy Hutson (Buddah CR 1980)</p> <p>102 NATURAL HIGH
(Crystal Jukebox—ASCAP)
Bloodstone (London 1046)</p> <p>103 WISHING WELL
(Ackee/Cayman—ASCAP)
Free (Capitol P 1212)</p> <p>104 THE LORD KNOWS I'M DRINKING
(Stallion—BMI)
Cal Smith (Decca 33040)</p> <p>105 EYESIGHT TO THE BLIND
(ARC—BMI)
Richie Havens (Ode 66032) (Dist: A&M)</p> <p>106 LOVE MUSIC
(Thousdale/Soldier—BMI)
Sergio Mendes & Brasil '77 (Bell 45-335)</p> <p>107 BLACK COFFEE
(HUH—BMI)
Humble Pie (A&M 1406)</p> <p>108 LOVE MUSIC
(Trousdale/Soldier—BMI)
Lloyd Price (GSF 6894)</p> <p>109 BREAKAWAY
(Gaucho/Belinda/Unichappell—BMI)
Millie Jackson (Spring 134)</p> <p>110 WHERE HAVE ALL THE FLOWERS GONE
(Fall River—BMI)
Earth, Wind & Fire (Columbia 45800)</p> <p>111 CAROL
(Arc—BMI)
Roy Head (TMI 750113) (Dist: RCA)</p> <p>112 SUNSHINE LOVER
(Page Full Of Hits—ASCAP)
Daniel Boone (Mercury 73357)</p> <p>113 LAST TANGO IN PARIS
(Unart—BMI)
Willie Mitchell (Hi 2237)</p> | <p>114 WORKING CLASS HERO
(Low-Twi—BMI)
Tommy Roe (MGM South 7013)</p> <p>115 MIDNIGHT TRAIN TO GEORGIA
(Keca Music—ASCAP)
Cissy Houston (Janus 206)</p> <p>116 WE'LL MAKE LOVE
(Sennario—ASCAP)
Al Anderson (Vanguard 35168)</p> <p>117 FENCEWALK
(Mandrill/Intersong USA/Chappell—ASCAP)
Mandrill (Polydor 14163)</p> <p>118 LAST TANGO IN PARIS
(Unart—BMI)
Doc Severinsen (RCA 74-0904)</p> <p>119 PEOPLE ARE CHANGIN'
(Sherlyn—BMI)
Timmy Thomas (Glades 601)</p> <p>120 THE DUTCHMAN
(Duchess/Hawaii—BMI)
Steve Goodman (Buddah 348)</p> <p>121 I'M GONNA LOVE YOU JUST A LITTLE MORE BABY
(January/Sa Vette—BMI)
Barry White (20th Century 2018)</p> <p>122 ONLY LOVE
(High Ness—BMI)
Bill Quateman (Columbia 45792)</p> <p>123 MAMA I GOT A BRAND NEW THING (DON'T SAY NO)
(Stone Diamond—BMI)
Undisputed Truth (Gordy 1124)</p> <p>124 ORANGE BLOSSOM SPECIAL
(MCA—ASCAP)
Charlie McCoy (Monument 78566)</p> <p>125 SUPERFLY MEETS SHAFT
John & Ernest (Rainy Wednesday 201)</p> |
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Vital Statistics

- | | |
|--|--|
| <p>#73
Pillow Talk (3:41)
Sylvia—Vibration—521 (Dist: All Plat.)
96 West Street, Englewood, N.J. 07631
PROD: Sylvia Robinson & Michael Burton
PUB: Gambi Music—BMI
c/o All Platinum
WRITERS: Sylvia Robinson & M. Burton
FLIP: My Thing</p> <p>#78
Hearts Of Stone (2:10)
Blue Ridge Rangers—Fantasy—700
10th & Parker, Berkeley, Calif.
PROD: John Fogerty
c/o Fantasy
PUB: Regent Music, 1619 B'way, NYC—Travis Music, c/o Metric Music, 729 Seventh, NYC—BMI
WRITERS: Ray & Jackson
ARR: John Fogerty
FLIP: Somewhere Listening (For My Name)</p> <p>#85
Drinking Wine Spo-Dee O'Dee (3:37)
Jerry Lee Lewis—Mercury—73374
35 E. Wacker Dr., Chicago
PROD: Steve Rowland
PUB: Leeds Music—ASCAP
445 Park Ave., NYC 10022
WRITERS: Gransville & McGhee
FLIP: Rock & Roll Medley</p> <p>#87
Give It To Me (6:31)
J. Geils Band—Atlantic—2953
1841 B'way, NYC
PROD: Bill Szymczyk for Pandora Productions, Ltd.
PUB: Juke Joint, Walden—ASCAP
WRITERS: Peter Wolf & Seth Justman
ARR: J. Geils Band
FLIP: Hold Your Loving</p> <p>#88
Back When My Hair Was Short (2:39)
PUB: Gunhill Road Music—ASCAP
810 Seventh Ave., NYC
PROD: Kenny Kerner & Richie Wise
PUB: Dunhill Road Music—ASCAP
WRITER: Glenn Leopold
FLIP: We Can't Ride The Roller Coaster Anymore</p> | <p>#94
It's Hard To Stop (2:53)
Betty Wright—Alston—4717 (Dist: Atlantic)
1841 B'way, NYC
PROD: Willie Clarke & Clarence Reid for Marlin Productions
PUB: Sherlyn—BMI
495 S.E. 10th Ct., Hialeah 33010
WRITERS: C. Reid, W. Clarke & B. Wright
FLIP: Who'll Be The Fool</p> <p>#96
If We Try (3:30)
Don McLean—United Artists—XW206-W
6920 Sunset Blvd., LA 90028
PROD: Ed Freeman
PUB: Wyahweh Tunes, Inc.—BMI
WRITER: Don McLean
ARR: Ed Freeman
FLIP: The More You Pay (The More It's Worth)</p> <p>#98
Friend And A Lover (2:29)
Partridge Family—Bell—45-336
1776 B'way, NYC
PROD: Wes Farrell for Coral Rock Productions, Inc.
3 E. 54th, NYC
PUB: Screen Gems/Col. Music, Inc.—BMI
711 Fifth Ave., NYC
WRITERS: Wes Farrell, Danny Janssen & Bobby Hart
ARR: Strings & Horns: Mike Melvoin
FLIP: Something's Wrong</p> <p>#99
Friends Or Lovers (2:55)
Act I—Spring—132 (Dist: Polydor)
1700 B'way, NYC 10019
PROD: Raeford Gerald
PUB: Gaucho Music/Belinda Music—BMI
WRITER: Raeford Gerald
FLIP: I Never Had A Love Like Yours</p> <p>#100
I'm A Stranger Here (3:19)
Five Man Electrical Band—Lion—149 (Dist: MGM)
7165 Sunset Blvd., LA 90046
PROD: Dallas Smith
PUB: Four Star Music Co., Inc., 9220 Sunset, Rm. 312, Hollywood
Galeneye—c/o Joan Hoffman, 280 S. Beverly Dr., Rm. 501, Beverly Hills—BMI
WRITER: Les Emmerson
FLIP: Doin' The Best We Can Rag</p> |
|--|--|

CASH BOX TOP TEN HITS—March 29, 1969

1. TIME OF THE SEASON—ZOMBIES—DATE
2. AQUARIUS/LET THE SUNSHINE IN MEDLEY—5TH DIMENSION—SOUL CITY
3. DIZZY—TOMMY ROE—ABC
4. TRACES—CLASSICS IV—IMPERIAL
5. PROUD MARY—CREEDENCE CLEARWATER—FANTASY
6. INDIAN GIVER—1910 FRUITGUM CO.—BUDDAH
7. GALVESTON—GLENN CAMPBELL—CAPITOL
8. RUNAWAY CHILD, RUNNING WILD—TEMPTATIONS—GORDY
9. YOU'VE MADE ME SO VERY HAPPY—BLOOD SWEAT & TEARS—COLUMBIA
10. MY WHOLE WORLD ENDED—DAVID RUFFIN—MOTOWN

A&M
RECORDS
SINGLE RELEASE

**THE #1 R&B INSTRUMENTALIST OF 1972
HAS A NEW R&B HIT
GOING 'ROUND AT THE FOLLOWING STATIONS:**

WIGO

WAOK

WOL

WOOK

WWIN

WGIV

WVON

WABQ

WJMO

WCIN

WDAO

WVKO

KNOK

KDKO

KYOK

KGFJ

WAWA

KALO

WLOU

WWRL

WBLS

WNJR

WBLK

WUFO

WDAS

KYAC

KPRS

WLIB

BILLY PRESTON

WILL IT GO ROUND IN CIRCLES

(AM 1411)

From "Music Is My Life"

(SP 3516)



cash box/talent on stage

Roberta Flack Quincy Jones

FELT FORUM, NYC — If more bills could attract this kind of crowd—black, white, old, young, jazz, pop, soul—music would be much healthier for it.

Quincy's band filled the large stage. It was difficult to count their number (somewhere between 25 and 30), but it was an honor to absorb their competence and oneness. The evening was set up so that Roberta Flack could drift onto the stage and do her thing towards the end of both sets on either side of intermission. It was a comfortable change from evenings where the separate performers act as if they wouldn't know each other if they tripped over themselves in broad daylight.

Jones' band had a number of fine soloists spotlighted, including Hubert Laws on flute and Ray Brown on bass. Harmonica man Toots Thielmans bowed for three featured performances and was strongly received each time. Quincy's vocals did not seem as spirited as they had on his A&M LP, but he led his band with the gentle gyrations of a refined boogaloo and so just to watch him was an experience.

Roberta Flack performed some of her songs with her own smaller combo. Hugh McCracken's guitar and Ralph McDonald's drums were particularly impressive here. A number of new Flack songs were unveiled, including "Mr. Magic," Gene McDaniels' "River" and a medley of "Suzanne/Where Were You." Ms. Flack flowed onto the stage with a commanding presence that somehow doesn't threaten and proved she was in as strong a voice as ever.

The only thing which marred her generally high level of performance was the use of Cissy Houston & The M&Ms as background vocalists. We know of their abilities, and were very surprised at their apparent lack of preparation for this particular gig. They missed beats and hit a few off-notes that were all the more apparent because, for the rest of the night, everything but the lighting worked well.

Ms. Flack closed with "Killing Me Softly" running into a newie for her, "No Tears In The End." She encored with "Oh Happy Day" and we all responsively shouted hallelujah.

r.a.

Pink Floyd

RADIO CITY MUSIC HALL, NYC — Rising amid a cloud of red fog in utilizing the magnificent facilities of this grand old hall, Pink Floyd wasted no time in mesmerizing their audience of 6,000 plus as the group continued their latest U.S. tour. In keeping with past tradition of expect the unexpected, the Floyd magnificently utilized special lighting and stage effects and performed material from their latest Harvest/Capitol album, "The Dark Side of The Moon" as well as older material in fully entertaining the stunned gathering.

In what would seem to be one of the highlights of any staged rock performance, a huge silver disk, set twenty feet above the band, circled in a cloud of red fog and was occasionally hit with powerful white spotlights which sent thousands of light stars rushing throughout the hall creating a magnificent cosmic effect.

The remaining special effects, were limited as Radio City would not permit possibly dangerous events to occur on stage but regardless, Pink Floyd once again kept their tradition of "cosmic consciousness" alive and left many in the crowd in eager anticipation of future Floyd appearances.

a.g.

Silverhead

WHISKY, L.A. — A new MCA act (formerly on Sign-post Records) called Silverhead is another quintet in the continuing trend of glitter groups. This one headed by feisty lead singer Michael Des Barres, seems to have all of the necessary elements. They are full of energy, raucous, and quite adept at spoofing erotica. Michael isn't quite as freaky as Alice and is much prettier than David.

Other members in the group include Nigel Harrison on bass guitar, Stevie Forrest on guitar, Pete Thompson on the drums, and Rod Rook Davies on acoustic guitar.

The most outstanding songs during their set were "Rolling with My Baby," "Sold Me Down the River," and "Rock and Roll Band." The last sounds like a hit single. The act itself sounds a little like Humble Pie or if you really stretch your imagination like the Stones. Barres becomes practically bare chested during one part of the show. Rock acts have gone from suits, to jeans, to sequins and now may be approaching quasi-nudity. MCA's English act Silverhead should prove to be a silverlining for that rainbow in the sky.

r.b.

Mongo Santamaria Rorschach

KENNY'S CASTAWAYS, NYC — Now that the Latin element has been truly assimilated into rock (witness a group like Steely Dan without one Spanish-surnamed member getting it on like natives), it seems a very appropriate time to acknowledge the contributions of one Mongo Santamaria, congo player and total musician. He is more than his '63 hit of "Watermelon Man" or his version of "Cloud Nine," six years later. More than any other individual (with the possible exception of Tito Puente), Mongo's spirit has been the very staple of Latin rock.

Mongo is a purist in the sense that his new group has not added guitar for surface commerciality. The horns are tighter than other Latin bands, and he plays primarily instrumental sound that does not depend on improvisational shouting to carry it along. Although he has always fitted comfortably into the jazz category, his melodic sense is never sacrificed for an impressive solo riff. Most rock-oriented fans could easily get as excited over him as they have over Santana and Malo. His new band is

his most awesome ever—and we can only hope that the Fania-distributed Vaya Records for whom he now records will go after sales outside the Latin market. To our ears the potential is definitely there—especially if "Para Ti" were redone as a single to spark it.

A new trio from Seattle, now residing in the area, opened the show. Rorschach is Bob Cozetti on Fender rhodes and trumpet, Tim Gemmill on alto and tenor sax and Steve Schwartz on drums. Both Tim and Bob occasionally move over to maracas, but it's Steve's inventive work which truly keeps the beat interesting. Cozetti has penned the group's material—typically, a tune begins with a strong catch phrase and is developed by all in tight but expressive pursuit.

The group is still young and has something to learn about stage presentation—but basically they are a temptingly tangible extension of the new music. Though now unsigned, a future inking seems deserved for Rorschach.

r.a.

Don Imus

BITTER END, NYC — WNBC's morning man is branching out. First two RCA comedy albums, and now a full-fledged act which he performed to packed houses for six days running. Don Imus began the week in typical form. At the press party opening night, he only did the first fifteen minutes of his act for the crowd and told them in so many words that since they hadn't paid to get in, that's all they were going to get.

The paying customer later entered the newly and specially decorated-as-a-tent inside of the club to be greeted by an organ grinder, his wife and their monkey as an opening act. Imus's own shtick included the services of The Holyland U.S.A. Choir and Chorus (the same four fine-voiced female foxes he used on his last RCA/LP) and the appropriate organ

of Dick Hyman.

Imus' stage sparkle is totally winning, although his material got mixed reaction. His high points were wonderfully and painfully sidesplitting however. One routine was keyed to the Eyewitness News team of WABC-TV, but the bulk was universal and filthy as all get-out (though nobody was prone to because of any offense that might have been taken due to his language or ethnic references).

Don Imus is strong on the radio and on record, but the man should be on TV. He is totally visual as the Rt. Rev. Dr. Billy Sol Hargus, and even in a simple denim suit, he looks like a million. Although what he does would typically fall into the "stand-up comic" class, Imus emerges as a first class humorist.

r.a.

Cheech & Chong Steely Dan

WESTBURY MUSIC FAIR, NY — Cheech & Chong have devised an intelligent way of dealing with their success. They perform their certified gold material from their two A&M albums embellishing each routine with new twists. Thus, their "Let's Make A Dope Deal" comes off as new grass in old paper and everyone gets off.

To their "Unamerican Bandstand" bit, they've added the country singer Red Neck. Their "Old Man In Pigeon Park" routine is humor of situation rather than punchline stuff, and so as long as they can keep on their theatrical toes, the audience will laugh as hard the tenth time 'round. They do.

Their opening remarks were very loose in contrast to their staged bits. But they do serve the purpose of allowing the audience to let off their own enthusiasm-on-sight which Cheech & Chong engender as easily as a Tom Jones or a Stephen Stills. They are idols in every sense of the term, but they perform with professional prowess. For as long as drugs are illegal, they can stay on top with-

out ever having to change their direction.

Steely Dan's first ABC LP is a current Top 20 item, but they have yet to establish a sense of identity apart from their music which is genuinely exciting and just different enough to please both critic and fan. The band may not walk off with first prize at a beauty pageant as a whole, but lead singer Dave Palmer can hold the interest of those who only want to look—he hits the stage like Don McLean's r&r double.

Their post-CSN&Y/Santana sound is heavy on rhythm and keyboard as well as vocals. Their lead guitarist occasionally lapses into sheer excess—as if to make up for the group's rather stationary stage manner—but he can easily fit into the total picture when he's not soloing. From the crowd's reactions, "Reelin' In The Years" will be as big or bigger than "Do It Again." And their next LP will offer additional reasons why this new group will be more than just "around" in the future.

r.a.

Rick Roberts John Martyn

UPSTAIRS AT MAX'S KANSAS CITY, NYC. — All too often a performer will not realize his own limitations and his live performance will be directly affected as a result. Such was the case with A&M recording artist Rick Roberts (formerly of The Flying Burrito Brothers) who dared to face the Max's Upstairs audience with nothing more than a simple acoustic guitar.

Roberts' initial solo LP effort, "Windmills," expertly displayed his fine talent but unfortunately his live renditions lacked percussion, lead and steel guitars, fiddle and keyboard which were so vitally important to the album. Roberts can carry an audience, but not for a full hour alone. Not with the same regurgitated chords over and over again and not with silly chit chat between numbers to keep the audience awake. On that same level his vocals are strong but they too tend to wear thin on the ears without the necessary backing.

Highlights of Roberts' set were few and far between but John David Souther's "The Fast One" and Rick's own "In A Dream" and "Davy

McVie" did stand out as accomplished pieces which easily succeed with accompaniment.

Although his set was lackluster at best, Roberts' performance did carry with it a glimmer of hope for the future. Judging by the quality of his debut album, things will considerably improve with the addition of those very necessary back up musicians.

Opening the bill was Island Records (Capitol) recording artist John Martyn who was truly dazzling on acoustic guitar throughout his set and demonstrated finesse as folk singer, blues dealer and electric musician as he performed material from his fourth album, "Curved Air."

Martyn's vocals are of high quality and wide ranging and always perfectly accent his music which is, for the most part, soft and relaxed. Having recently completed a U.S. tour with Traffic, it would seem apparent that the public will finally be picking up on this promising talent. The future indeed looks bright for one John Martyn, a Briton with taste and quality to match.

a.g.

Meet Motown's newest teen sensation.



When we released Irene "Granny" Ryan's new single, "No Time at All," from Broadway's smash musical, "Pippin," we knew it had magic in it. After all, Granny stops the show with the same song every night at the Imperial Theater. Here are just a few of the reactions:

WJR, Detroit—"Heavy calls, Irene Ryan."

KMPC, Los Angeles—"Still huge calls for Irene Ryan."

KFI—Los Angeles—"Fantastic calls: Granny Ryan."

WIP, Philadelphia—"Calls: Irene Ryan."

KEX, Portland—"Calls: Irene Ryan."

WMAQ, Chicago—"Calls: Irene Ryan."

KLIV, San Jose—"Heavy teen calls."

All those calls only tell us what we already knew: Granny has a hit.

Motown Single #M1221F.

Produced by Bob Crewe



© 1973 Motown Record Corporation

Listen to what's happening at Motown. You'll hear the times change.

Lubinsky Letter

(Cont'd from p. 9)

from them? Why were the majority of rackers and distributors unable to meet their bills? Why were they demanding terms. Because they sold their souls for a pittance! The status symbol is—how much business did you do last year. But, you know everyone added on a little bit and no one was going to be topped because, after all, they had to show face. But, the whole thing is that frankly conventions don't help—it is merely an assembly of people who are trying to feather their own nest at the expense of the manufacturers or distributors but, unknown to themselves, doing more harm than good to themselves.

One of the major problems is the fact that manufacturers, distributors and rackers don't know the record business. Many of them are opportunists, "they want to make hay while the sun shines," at everyone's expense. Let's boil it down. When the record business started up we are talking about our 50 years' experience, a dealer got himself a franchise and the distributor did him a favor, but, he nursed that franchise and he was proud of it and he got himself 40% discount and if he cut prices, Woe unto him," and he played the whole game of supply and demand until he got sales and it is a known fact in those days he could have hired a clerk for \$20.00 to \$40.00 a week and he would make a profit and he demonstrated—and he sold records. He suggested and if he was a good salesman he sold four or five records and would make a profit. Today, you have got to cut prices. Chains put their demands upon the manufacturers, and the manufacturer says, "Here's a man who wants quantity," but going back 40 years ago no such thing as a return. You bought and paid and it was yours and nobody ever pressured you to buy quantity in records and dealers prospered and today when a distributor offers records to a dealer he says, "How much free goods," "Do I get a guarantee of 100% return?"

Now we at Savoy have never forced a record down the throats of our distributors. They can buy as much as they want. There is no standard amount they should order. They order what they need and what they think they can pay for and if we see they order too much we advise them so. None of our distributors are overloaded, but, not so with some of our competitors who ship in automatically on allocation. They are on the phone with the manufacturer who high pressures them saying, "We have a smash hit!" and they ship and the distributor pays and he pays the freight back and he is always owing money and in debt to the manufacturer. We don't have those problems at Savoy because when we find our distributors slow in their payments we try to ascertain the cause, either poor management, promiscuous credit risks, lack of promotion and salesmen who are robots. Problems can be solved very easily if the distributor will try to heal himself. Figure out your overhead and I have found that 15% is very conservative. It is more like 20% with your clerical and shipping room and salesmen's demand more cost of living, food and everything else costs more. I don't have to elaborate—increased taxes—so figure out your freight, then figure your profit—and if you can't make a net of 21% on a sale get out of the business! And these are facts that have been proven. We have cured a few distributors from the bad sales habit of saying, "Well, they give me a lot of business and we have to work with them, otherwise they get it elsewhere". In essence they are doing business the manufacturer who gives them protection but the manufacturers turn to other sources—

The one stop—why? What was the reason for the one stops? It was because the distributor—salesmen left at 5 o'clock, didn't make any night calls to the juke box men, to the leading dealers, and the mama and papa shops.

Distribution is a tough game and it

Goodman Re-Inks Buddah Pacts

NEW YORK—Neil Bogart and Art Kass, co-presidents of The Buddah Group, announced the renewal of contracts with Buddah Records recording artist Steve Goodman. "In essence," Kass noted, "this is a two-fold signing, in that new, 4-year contracts have been signed with Goodman both as a recording artist with Buddah Records, and as a songwriter with Buddah Music."

In his capacity as a performer/re-recording artist, Steve Goodman has released two albums on the Buddah label, Steve Goodman and most recently Somebody Else's Troubles, from which a single, "The Dutchman," has also just been released.

UK's King U.S. Visit

NEW YORK—Jonathan King, president of UK Records, arrives in the U.S. on April 4th to launch his latest album of original material "An Album By Jonathan King." On April 10th, Jonathan will address the London Records sales meeting at the Warwick Hotel and present the London sales staff with an audio visual presentation of his aims and plans for UK Records. During his stay in New York, Jonathan will be doing radio and press interviews and will also be auditioning writers and listening to masters for release in America and Great Britain.

UA Dist. Units Get Motown, A&M In Frisco, Denver

NEW YORK—Motown Records and its family of labels will be distributed exclusively in the San Francisco and Denver market areas by Eric Mainland Distributors and Record Sales of Denver, respectively. Both firms are part of the mass merchandising division of United Artists. In addition, Eric Mainland has also taken on Bay area distribution for A&M Records. The announcement was made by Russ Bach, vice president of the UA mass merchandising wing, which also includes the Musical Isle of America network of rack jobber branches.

The Denver branch, which includes MIA and Record Sales under the same roof, was opened less than a year ago, under the direction of branch chief, Bob Krug. The Record Sales outlet there also handles the entire Buddah group and the Chess-Checker family of labels.

is based on profit and service! You give service but are given no profit—and all the time old man overhead keeps rolling on like old man river. And you can't make hay while the sun shines as long as you are getting your profit, you can save your convention expense money and you can buy from the legitimate manufacturers who don't force you to buy and you can choose your customers. Get rid of those that don't pay or put your foot down—you don't have to travel 3,000 miles to have someone tell you what is wrong with the business. You have destroyed your own confidence and there is only one thing you can do and that is take inventory of yourself and your selling methods. Get out your pen and add up your costs. These are plain facts and last but not least stop the abuse of returns, which are labeled defective but in reality they are not defects but the dealers' methods of paying his bills. We have checked returns and find 90% of them are not defective but the inability of the dealers to sell their records and who want to pay their bills with returns.

We trust that we haven't bored you
Very truly yours,
Herman Lubinsky

Ms. Thornton Wes Farrell VP

NEW YORK—Wes Farrell president of the Wes Farrell Organization has named Vel Thornton to the post of vice-president in charge of business affairs of the WFO companies.

Ms. Thornton has been with the Wes Farrell Organization for the past five years as administrator of all WFO publishing groups. She has been responsible for organizing the administration of the publishing and production divisions of WFO, including Chelsea Records.

The Corporate alignment of WFO includes Steve Bedell, vice-president in charge of the commercial division; David Mook, head of west coast operation of production and publishing and Tony Asher, head of west coast commercial division operations.

Rogers To Mega A&R

NASHVILLE—Brad McCuen, president of Mega Records & Tapes has announced the promotion of Larry Rogers to the position of manager of the Mega A&R Department. Rogers, who has been a producer for Mega for over two years, will coordinate production for the company and be responsible for independent working for the label.

Following the announcement of his promotion Rogers said: "The A&R department will maintain an open door policy directed mainly at independent producers and publishers, and a concentrated effort will be made to seek out good independent product."

Rogers will continue his affiliation with Lyn-Lou Studios in Memphis and will maintain offices in both Nashville and Memphis.

Jim Malloy, formerly in charge of A&R for Mega, will continue with the company as executive producer responsible for Sammi Smith, Ray Pillow, and Jackie Ward, and as a member of the Board of Directors of Mega. His former administrative duties have been turned over to Rogers.

Blue Thumb Dist. Shift

HOLLYWOOD — Sal Licata, vice president and general manager for Blue Thumb Records, has announced the realignment of two distributors. Blue Thumb will now be distributed in New York by Skyline, and in Charlotte, by Mangold-Bertos.

MCA-Track

(Cont'd from p. 7)

wistle has formed featuring Tony Ashton.

John Keen's first album, "Previous Convictions," will be released in May on the MCA-Track Label. Keen wrote and recorded the hit single "Something in the Air," which has been number one in England for nine weeks, climbing to the Top Ten charts in the States, and has been featured in the films "Strawberry Statement" and "The Magic Christian." Keen formerly was a member of the British group Thunderclap Newman.

"We are extremely pleased with the continuance of our relationship with Track Records," commented Maitland, "and feel this is another step in the formulation of our building year for 1973."

U.A. Campaign

(Cont'd from p. 9)

which it is hoped will relate the item to the group's identification.

One final point that Salisbury stressed was the need for professionalism and the need to "stop out-gimmicking each other"—instead, to function like an organization in the entertainment business should function: "with creativeness and sound judgment."

WEA's Friedman To Host Seminar For Disc Chain

HOLLYWOOD — Joel Friedman, president of Warner/Elektra/Atlantic Corp., will host a business seminar and new-release presentation April 16-18 for 40 members of the disc Record chain at the Payboy Club Hotel in Lake Geneva, Wisconsin.

"The meeting is one of a series we have been holding with many of our customers in an effort to maintain a closer working relationship with the people who sell our records," says Friedman.

Attending the meeting will be John Cohen, president of Disc Records, general manager Raul Acevedo, and all regional marketing managers of the record chain, as well as each of their store managers.

"We recognize that there's a new, dynamic force of creative energy in the field," notes Friedman, "many of whom can make a positive and creative contribution to solving new avenues of merchandising in the 70's. The cadre of these young, aggressive store managers that John Cohen has are enthusiastic music devotees as well as good businessmen."

The agenda for the WEA/Disc meetings will include rap sessions and panel discussions on merchandising, advertising, service and sales programs, as well as a series of discussions relating to data processing and store management.

Attending the meeting, in addition to Friedman, will be Henry Droz, national sales director for WEA; Skid Weiss, national advertising director; Ed Rosenblatt, vice president of marketing of Warner Bros. Records; Stan Marshall, national sales manager for Elektra Records; Stan Schoen, mid-west regional sales director for Elektra, and Rick Willard, national merchandising manager for Atlantic.

MCA Gains

(Cont'd from p. 7)

two years ago by Maitland. The latter consolidated the world-wide operations of the record division. It also consolidated the manufacturing and distribution of the Decca, Uni and Kapp labels, which had previously operated as independent units, into the one entity MCA Records.

Organizationally, Maitland appointed four divisional vice presidents: Lou Cook in administration, Rick Frio in marketing, George Jones in operations and Artie Mogull in artist acquisition and development.

On the product side last year, MCA Records had 10 albums and three singles registering sales at gold record levels and over.

Restructure

In restructuring, Maitland had MCA Records' executive staff moved entirely to Universal City. At the same time he reduced the company's distribution points from 25 to 7 and combined the New York recording studio with the expanded facility at Universal City. MCA will otherwise utilize recording facilities in any key U.S. city where top talent is found.

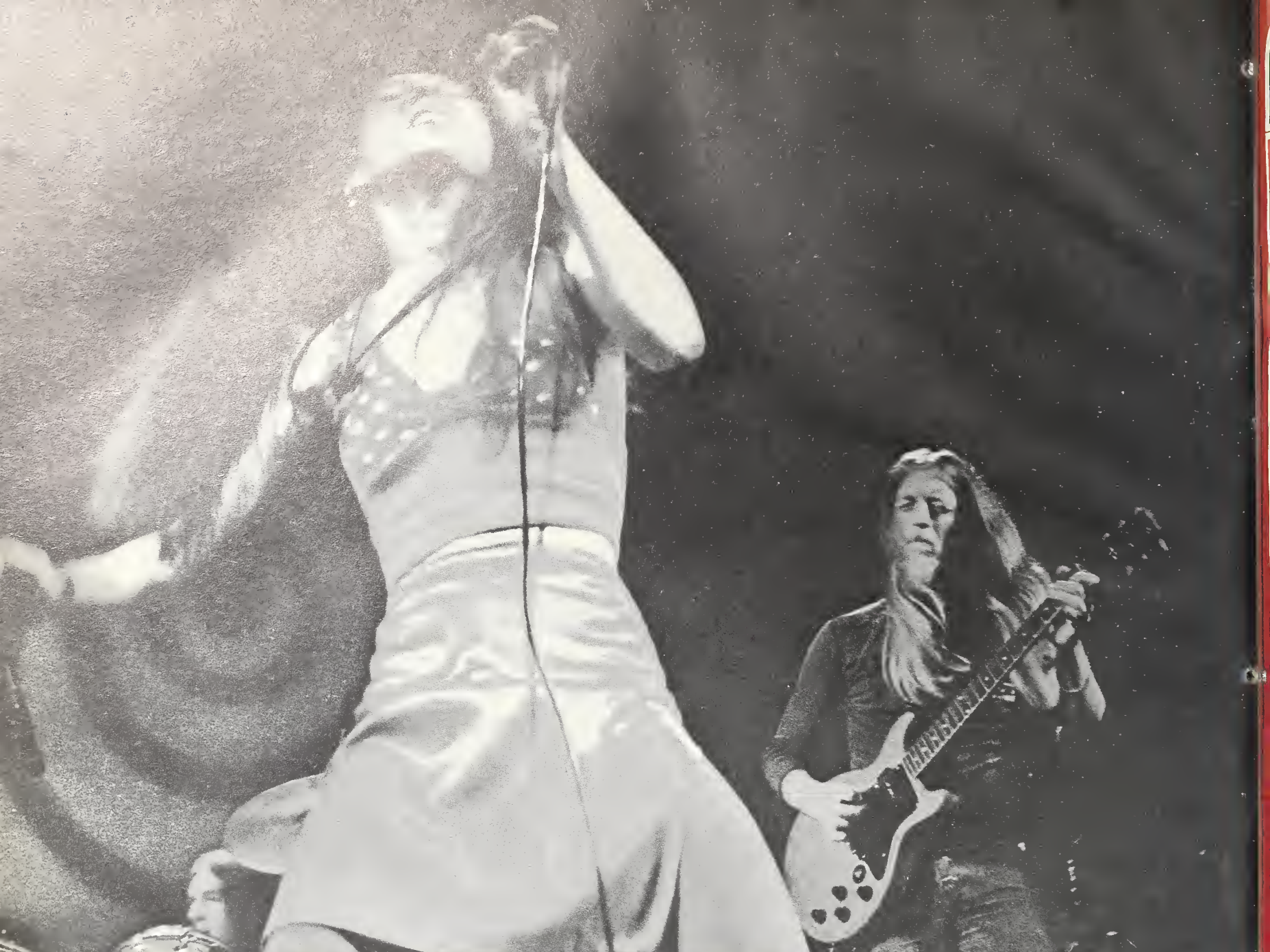
MCA's Nashville office, operating under Owen Bradley, continues to keep MCA's product at the top of the country charts.

The company has also opened a new office in London headed by Derek Everett and geared toward the acquisition of English talent and product.

In line with the company's blueprint for continued growth Maitland has just launched MCA Records on a new "artist development program for 1973" with five major signings—the Persuasions, Blue Mink, Martha Reeves, Lee Clayton and Toni Brown (the last-named formerly with Joy of Cooking).

Number One
in the Nation
the Soundtrack
Album
"Lady Sings
The Blues"





VINEGAR JOE PLAYS ROCK 'N ROLL THE WAY IT'S MEANT TO BE PLAYED— RAUCOUS, ROUSING AND EARTHY.

Vinegar Joe's powerful, free-wheeling rock music has already taken England by storm. Spearheaded by their lead singer, the incredible Elkie Brooks, a lady who is being called "one of the best female singers in the country" by *Melody Maker*, the band also includes Jim Mullen and Pete Gage on guitars, Steve York on bass, Mike Deacon on Keyboards, John Woods on drums and Robert Palmer on additional vocals.

VINEGAR JOE. A HIGH VOLTAGE ROCKER ON ATCO RECORDS AND TAPES.



TWO WORLDS ARTISTS MANAGEMENT LIMITED, LONDON
Booking: ASSOCIATED BOOKING CORP

SD 7016

VINEGAR JOE ON TOUR:

3/25-28/73 The Brewery, Lansing, Mich. per Michigan State U. / 3/29/73 Massey Hall, Toronto, Ont. Cda. / 3/30/73 Civic Center, Ottawa, Ont. Cda.
3/31/73 U. of Waterloo, Kitchner, Ont. Cda. / 4/1/73 Centennial Hall, London, Ont., Cda. / 4/2/73 The 2001 Club, Pittsburgh, Pa. / 4/3/73 Agora Theatre,
Columbus, O. / 4/4/73 Palace Theatre, Dayton, O. / 4/5/73 Music Hall, Cincinnati, O. / 4/6/73 Ford Theatre, Detroit, Mich. / 4/7/73 Morris Civic Center, South Bend,
Ind. / 4/8/73 Melody Skateland, Indianapolis, Ind. / 4/9/73 U. of So. Dakota, Vermillion, So. Dakota / 4/10/73 Wisconsin State U., LaCrosse Wis. / 4/11/73
Minneapolis Civic Arena, Mnpls. / 4/12/73 Municipal Aud., Des Moines, Ia. / 4/13/73 Cowtown Ballroom, Kansas City, Kans. / 4/14/73 Kinetic Playground, Chgo., Ill.
4/15/73 Kinetic Playground, Chgo., Ill. / 4/17/73 Performing Arts Center, Milw., Wis. / 4/18/73 Convention Center, Louisville, Ky. / 4/19/73 Little Rock Aud.,
Little Rock, Ark. / 4/20/73 Municipal Aud., Shreveport, La. / 4/21/73 Independence Hall, Baton Rouge, Ala. / 4/22/73 Warehouse, New Orleans, La. / 4/26/73
Municipal Aud., Atlanta, Ga. / 4/27/73 Ellis Aud., Memphis, Tenn. / 4/28/73 Municipal Aud. Annex, Mobile, Ala. / 4/29/73 Municipal Aud., Birmingham, Ala.
5/2-6/73 Whiskey A Go Go, L. A., Calif. / 5/10-13/73 Liberty Hall, Houston, Tex. / 5/14/73 U. of Illinois, Champaign, Ill.

CashBox Top 100 Albums

- | | | | | | | | | |
|-----------|---|----|-----------|--|----|------------|--|-----|
| 1 | LADY SINGS THE BLUES
DIANA ROSS/SOUNDTRACK (Motown M 758 D) | 3 | 35 | I'M STILL IN LOVE WITH YOU
AL GREEN (Hi ZSRL 32074) (Dist: London) | 25 | 68 | DOUG SAHM AND BAND
(Atlantic SD 7254) | 68 |
| 2 | DUELING BANJOS
ERIC WEISSBERG, STEVE MANDEL, "W" MARSHALL BRICKMAN (Warner Bros. BS 2683) | 1 | 36 | SLOPPY SECONDS
DR. HOOK & THE MEDICINE SHOW (Columbia KC 31702) (CT/CA 31702) | 41 | 69 | FOR THE ROSES
JONI MITCHELL (Asylum SD 5057) (CT/CA 5057) (Dist: Atlantic) | 74 |
| 3 | ROCKY MOUNTAIN HIGH
JOHN DENVER (RCA LSP 4731) (P8S/PK 1972) | 4 | 37 | TROUBLE MAN
MARVIN GAYE, ORIGINAL MOTION PICTURE SOUNDTRACK (Tamla T322L) (Dist: Motown) | 15 | 70 | BEGINNINGS
ALLMAN BROTHERS BAND (Atco SD 2-805) (Dist: Atlantic) | 97 |
| 4 | DON'T SHOOT ME I'M ONLY THE PIANO PLAYER
ELTON JOHN (MCA 2100) | 2 | 38 | RHYMES & REASONS
CAROLE KING (Ode SP 77016) (8T/CS 77016) (Dist: A&M) | 42 | 71 | ME & MRS. JONES
JOHNNY MATHIS (Columbia KG 32114) | 82 |
| 5 | SHOOT OUT AT THE FANTASY FACTORY
TRAFFIC (Island SW 9323) (Dist: Capitol) | 6 | 39 | TOMMY
LONDON SYMPHONY ORCHESTRA & CHAMBER CHOIR WITH GUEST SOLOISTS (Ode SP 99001) (Dist: A&M) | 40 | 72 | THE BEST OF B. B. KING
(ABC ABCX-767) | 72 |
| 6 | PRELUDE
DEODATO (CTI 6021) | 7 | 40 | AROUND THE WORLD WITH THREE DOG NIGHT
(Dunhill DTS 50138) | 57 | 73 | CHUCK BERRY GOLDEN DECADE VOL. 2
(Chess CH 1514) | 84 |
| 7 | NO SECRETS
CARLY SIMON (Elektra EKS 75049) | 5 | 41 | CATCH BULL AT FOUR
CAT STEVENS (A&M SP 4365) (8T/CS 4365) | 37 | 74 | BACK TO FRONT
GILBERT O'SULLIVAN (Mam) (Dist: London) | 46 |
| 8 | THE DIVINE MISS M
BETTE MIDLER (Atlantic SD 7238) (TP/CA 7238) | 9 | 42 | HEARTBREAKER
FREE (Island SW 9324) (Dist: Capitol) | 44 | 75 | ONE MAN DOG
JAMES TAYLOR (Warner Bros. BS 2660) (M8/M5 2660) | 48 |
| 9 | THE WORLD IS A GHETTO
WAR (United Artists UAS 5652) | 8 | 43 | GREEN IS BLUE
AL GREEN (Hi SHL 32055) (Dist: London) | 28 | 76 | CLAPTON
ERIC CLAPTON (Polydor PD 5526) | 80 |
| 10 | BILLION DOLLAR BABIES
ALICE COOPER (Warner Bros. BS 2685) | 22 | 44 | CYMANDE
(Janus JLS 3044) | 47 | 77 | DON McLEAN
(United Artists UAS 5651) | 55 |
| 11 | TALKING BOOK
STEVIE WONDER (Tamla 319) (Dist: Motown) | 11 | 45 | LOST HORIZON
ORIGINAL SOUNDTRACK (Bell 1300) | 53 | 78 | THE GREAT LOST KINKS ALBUM
KINKS (W.B. 2127) | 79 |
| 12 | I AM WOMAN
HELEN REDDY (Capitol ST 11068) | 13 | 46 | EDWARD BEAR
(Capitol 11157) | 49 | 79 | SITTIN' IN
LOGGINS & MESSINA (Columbia 31044) | 62 |
| 13 | CAN'T BUY A THRILL
STEELY DAN (ABC ABCX 758) (8/5 758) | 14 | 47 | THE FIRST SONGS
LAURA NYRO (Columbia KC 31410) | 50 | 80 | GIVE ME YOUR LOVE
BARBARA MASON (Buddah 5119) | 86 |
| 14 | ELVIS ALOHA FROM HAWAII VIA SATELLITE
ELVIS PRESLEY (RCA VPSX 6089) (P8S/PK 5144) | 19 | 48 | ROUND 2
STYLISTICS (Avco AV 11006) | 38 | 81 | SEPARATE WAYS
ELVIS PRESLEY (Camden CAS 2611) (C8S/CK 1227) | 43 |
| 15 | WATTSTAX
VARIOUS ARTISTS (Stax STS-2-3010) (Dist: Columbia) | 17 | 49 | ACROSS 110th STREET
BOBBY WOMACK & PEACE, J. B. JOHNSON, ORIGINAL MOTION PICTURE SCORE (United Artists UAS 5225) | 52 | 82 | LOUDON WAINWRIGHT III
(Columbia KC 31462) | 95 |
| 16 | WHO DO WE THINK WE ARE?
DEEP PURPLE (Warner Bros. 2678) | 16 | 50 | COSMIC WHEELS
DONOVAN (Epic KE 32156) | 83 | 83 | ALONE TOGETHER
DONNY OSMOND (MGM SE 4886) | 119 |
| 17 | BIRDS OF FIRE
MAHARISHNU ORCHESTRA (Columbia KC 31996) | 20 | 51 | LIFE & TIMES
JIM CROCE (ABC ABCX 769) | 54 | 84 | SUPER FLY
CURTIS MAYFIELD—Original Motion Picture Soundtrack (Curton CR8 8014) | 75 |
| 18 | IN CONCERT
DEREK & THE DOMINOES (RSO-2-8800) (Dist: Atlantic) | 18 | 52 | SLAYED?
SLADE (Polydor PD 5524) | 60 | 85 | PLEASURE
OHIO PLAYERS (Westbound K2017) (Dist: Chess) | 94 |
| 19 | MASTERPIECE
TEMPTATIONS (Gordy G 965L) (Dist: Motown) | 29 | 53 | THE BEST OF BREAD
(Elektra EKS 75056) | 77 | 86 | WILL THE CIRCLE BE UNBROKEN
NITTY GRITTY DIRT BAND (United Artists 9801) | 69 |
| 20 | THEY ONLY COME OUT AT NIGHT
EDGAR WINTER (Epic KF 31584) | 23 | 54 | MORE HOT ROCKS
ROLLING STONES (London 2PS 626/7) | 39 | 87 | A GRAND HOTEL
PROCOL HARUM (Chrysalis CHR 1037) (Dist: W.B.) | — |
| 21 | SEVENTH SOJOURN
MOODY BLUES (Threshold THS 7) (Dist: London) | 12 | 55 | THE SESSION
JERRY LEE LEWIS (Mercury SRM 2-803) | 67 | 88 | LIVING IN THE PAST
JETHRO TULL (Chrysalis 2CH 1035) (M8/M5 1035) (Dist: W.B.) | 61 |
| 22 | THE DARK SIDE OF THE MOON
PINK FLOYD (Harvest SMAS 11163) (Dist: Capitol) | 56 | 56 | SUMMER BREEZE
SEALS & CROFTS (W.B. BS 2629) (M8/M5 2629) | 59 | 89 | THE CAPTAIN AND ME
DOOBIE BROTHERS (Warner Bros. BS 2694) | 120 |
| 23 | SPACE ODDITY
DAVID BOWIE (RCA LSP 4813) (P8S/PK 2101) | 26 | 57 | THE BEST OF MOUNTAIN
(Columbia KC 32079) | 65 | 90 | 16 GREATEST HITS
STEEPENWOLF (Dunhill DSX 50136) | 102 |
| 24 | KEEPER OF THE CASTLE
FOUR TOPS (Dunhill DS 50129) | 24 | 58 | CREEDENCE GOLD
CREEDENCE CLEARWATER (Fantasy 9413) | 45 | 91 | STEALERS WHEEL
(A&M SP 4377) | 106 |
| 25 | MOVING WAVES
FOCUS (Sire SAS-7401) (Dist: Paramount) | 32 | 59 | EAT IT
HUMBLE PIE (A&M SP 3701) | 88 | 92 | LIFE IN A TIN CAN
BEE GEES (RCO S0870) (Dist: Atlantic) | 64 |
| 26 | HOT AUGUST NIGHT
NEIL DIAMOND (MCA 28000) | 10 | 60 | AMERICA WHY I LOVE HER
JOHN WAYNE (RCA LSP 4828) (P8S/PK 2122) | 70 | 93 | BIRTH DAY
NEW GIRTH (RCA LSP 4797) (P8S/PK 2079) | 110 |
| 27 | DOUBLE GOLD
NEIL DIAMOND (Bang BSD2-227) | 27 | 61 | EUROPE '72
GRATEFUL DEAD (Warner Bros. 3 WX 2668) | 63 | 94 | THE SINGER
LIZA MINNELLI (Columbia KC 32149) | 116 |
| 28 | TRUE STORIES AND OTHER DREAMS
JUDY COLLINS (Elektra 75053) | 36 | 62 | BLACK CAESAR
JAMES BROWN, ORIGINAL SOUNDTRACK (Polydor PD 6014) | 76 | 95 | THE MAGICIAN'S BIRTHDAY
URIAH HEEP (Mercury SRM 1-652) | 98 |
| 29 | HOMECOMING
AMERICA (Warner Bros. GS 2655) (M8/M5 2655) | 21 | 63 | THE BEST OF THE JAMES GANG FEATURING JOE WALSH
(ABC ABCX-774) | 71 | 96 | ROMANY
HOLLIES (Epic KE 31992) | 51 |
| 30 | HOLLAND
BEACH BOYS (Brother/Reprise MS 2118) | 31 | 64 | TAPESTRY
CAROLE KING (Ode SP 77009) | 66 | 97 | 360° OF BILLY PAUL
(Phila. Int'l 31793) (Dist: Columbia) | 73 |
| 31 | TRANSFORMER
LOU REED (RCA LSP 4807) (P8S/PK 2095) | 35 | 65 | COMPOSITE TRUTH
MANDRILL (Polydor PD 5043) | 78 | 98 | GODSPELL
ORIGINAL CAST (Bell 1102) (8/5 1102) | 85 |
| 32 | LOGGINS & MESSINA
(Columbia KC 31748) (OT/CA 31748) | 33 | 66 | BYRDS
(Asylum SD 5058) (Dist: Atlantic) | 87 | 99 | WHY CAN'T WE LIVE TOGETHER
TIMMY THOMAS (Glades 33-6501) | 56 |
| 33 | LAST DAYS & TIME
EARTH, WIND & FIRE (Columbia 31622) (CT/CA 31622) | 34 | 67 | NEITHER ONE OF US
GLADYS KNIGHT & THE PIPS (Soul 737) (Dist: Motown) | 92 | 100 | THE GUITAR MAN
BREAD (Elektra EKS 75047) (ET 85047) (TC 55047) | 96 |
| 34 | HURRICANE SMITH
(Capitol ST 11139) | 30 | | | | | | |

TOP 100 Albums

101 TO 170

- | | | | | | |
|------------|--|------------|--|------------|--|
| 102 | CHAPTER VII
BUDDY MILES BAND (Columbia KC 32048) 122 | 126 | FUNKY SERENITY
RAMSEY LEWIS (Columbia KC 32030) 142 | 149 | A WIZARD/A TRUE STAR
TODD RUNDGREN (Bearsville BR 2133) (Dist: W.B.) 152 |
| 103 | BETTER DAYS
PAUL BUTTERFIELD/BETTER DAYS (Bearsville BR 2119) (Dist: W.B.) 102 | 127 | FACES
SHAWN PHILLIPS (A&M 4363) (8T/CS 4363) 125 | 150 | SONNY & BROWNIE
SONNY TERRY & BROWNIE MCGHEE (A&M 4379) 154 |
| 104 | THE POWER OF JOE SIMON
(Spring SPR 5704) (Dist: Warner) 105 | 128 | BITE DOWN HARD
JO JO GUNNE (Asylum SD 5065) (Dist: Atlantic) 163 | 151 | IN DEEP
ARGENT (Epic KE 32195) — |
| 105 | I CAN SEE CLEARLY NOW
JO JO GUNNE (Epic 31607) 81 | 129 | THE LADY'S NOT FOR SALE
RITA COOLIDGE (A&M SP 4370) (8T/CS 4370) 100 | 152 | GOOD TIMES
KOOL & THE GANG (De-Lite DE 2012) 168 |
| 106 | BACK STABBERS
O'JAYS (Phila. Int'l 3524) (Dist: Columbia) 109 | 130 | CARAVANSERAI
SANTANA (Columbia KC 31610) (CT/CA 31610) 103 | 153 | FOGHAT
(Bearsville BR 2136) (Dist: W.B.) 158 |
| 107 | AN ANTHOLOGY
DUANE ALLMAN (Capricorn 2LP 0103) (Dist: W.B.) 99 | 131 | SECOND ALBUM
ROY BUCHANAN (Polydor PD 5046) 140 | 154 | BARBRA STREISAND LIVE CONCERT AT THE FORUM
(Columbia KC 31760) (CT/CA 31760) 137 |
| 108 | THE RISE AND FALL OF ZIGGY STARDUST & THE SPIDERS FROM MARS
DAVID BOWIE (RCA LSP 4702) (P8S/PK 1932) 104 | 132 | OF A SIMPLE MAN
LOBO (Big Tree 2013) (M8/M5 2013) (Dist: Bell) 121 | 155 | SAM NEELY—2
(Capitol 1143) 141 |
| 109 | BECK, BOGART & APPICE
(Epic KE 32140) — | 133 | RICH MAN
CLIMAX BLUES BAND (Sire SAS 7402) (Dist: Famous) 136 | 156 | NEVER A DULL MOMENT
ROD STEWART (Mercury SRM-1-646) (MC-8-646) (MCR-3-646) 145 |
| 110 | 1957 1972
SMOKEY ROBINSON & THE MIRACLES (Tamla 320) (Dist: Motown) 91 | 134 | STILL ALIVE AND WELL
JOHNNY WINTER (Columbia KC 32188) — | 157 | I MISS YOU
HAROLD MELVIN & BLUE NOTES (Phila. Int'l KZ 31648) (Dist: Columbia) 138 |
| 111 | A LETTER TO MYSELF
CHI-LITES (Brunswick 754188) — | 135 | BIG BAMBU
CHEECH & CHONG (Ode SP 77014) (8TICS 77014) 127 | 158 | SIMON & GARFUNKEL'S GREATEST HITS
(Columbia KC 31350) (CT/CS 31350) 155 |
| 112 | MAN OF LA MANCHA
MOVIE SOUNDTRACK (United Artists UAS 9906) 90 | 136 | ARTIFICIAL PARADISE
GUESS WHO (RCA LSP 4830) (P8S/PK 2114) 115 | 159 | CLASS CLOWN
GEORGE CARLIN (Little David LD 1104) (TP/CS 1104) (Dist: Atlantic) 157 |
| 113 | I CAN SEE CLEARLY NOW
RAY CONIFF (Columbia KG 32091) 113 | 137 | PHOENIX
GRAND FUNK (Capital SMAS 11099) 131 | 160 | SOMEBODY ELSE'S TROUBLES
STEVE GOODMAN (Buddah BDS 4121) 161 |
| 114 | MORNING STAR
HUBERT LAWS (CTI 6022) 117 | 138 | UNDERSTANDING
BOBBY WOMACK (United Artists UAS 5577) 134 | 161 | CLOSE TO THE EDGE
YES (Atlantic 7244) (TP/CS 7244) 144 |
| 115 | THE 2nd CRUSADE
CRUSADERS (Blue Thumb BTS 7000) (Famous) 123 | 139 | LEE MICHAELS LIVE
(A&M SP 3518) — | 162 | THE SYLVERS
(Pride 0007) (Dist: MGM) 162 |
| 116 | LIVING TOGETHER GROWING TOGETHER
5th DIMENSION (Bell 1116) 130 | 140 | A SONG FOR YOU
CARPENTERS (A&M SP 3511) (8T/CS 3511) 132 | 163 | ONE MAN BAND
RONNIE DYSON (Columbia KC 32211) — |
| 117 | FREE TO... YOU AND ME
MARLO THOMAS & FRIENDS (Bell 1110) 118 | 141 | DRIFT AWAY
DOBIE GRAY (Decca DL 5397) 151 | 164 | FIDDLER ON THE ROOF
SOUNDTRACK (United Artists 10900) 164 |
| 118 | DAYS OF FUTURE PASSED
MOODY BLUES (Deram WES 18012) (Dist: London) 108 | 142 | DION & THE BELMONTS LIVE AT MADISON SQUARE GARDEN
(Warner Bros. BS 2664) 143 | 165 | OGDEN'S NUT GONE FLAKE
SMALL FACES (ABKCO AB 4225) — |
| 119 | RAUNCH N' ROLL LIVE
BLACK OAK ARKANSAS (Atco SD 7019) (Dist: Atlantic) 148 | 143 | ALL MY CHOICES
MARY TRAVERS (W.B. BS 2677) 139 | 166 | WILSON PICKETT'S GREATEST HITS
(Atlantic SD 2-501) 166 |
| 120 | MY SECOND ALBUM
DONNA FARGO (Dot DOS 260960) (Dist: Famous) 133 | 144 | CHICAGO V
(Columbia KC 31102) (CT/CS 31102) 126 | 167 | STRANGE FRUIT
BILLIE HOLIDAY (Atlantic SD 1614) — |
| 121 | ALL DIRECTIONS
TEMPTATIONS (Gordy G962) 108 | 145 | DAVID RUFFIN
(Motown 762) 153 | 168 | THE SIX WIVES OF HENRY VIII
RICK WAKEMAN (A&M SP 4361) — |
| 122 | HOT ROCKS 1964-1971
ROLLING STONES (London 2PS 606/7) 111 | 146 | SKY DIVE
FREDDIE HUBBARD (CTI 6018) 150 | 169 | BURNING LOVE
ELVIS PRESLEY (CAS 25953) (CBS/CK 1216) 167 |
| 123 | JOE COCKER
(A&M SP 4368) (8T/CS 4368) 89 | 147 | TYRANNY AND MUTATION
BLUE OYSTER CULT (Columbia KG 32017) — | 170 | PROUD WORDS ON A DUSTY SHELF
KEN HENSLEY (Mercury SRM 1-661) — |
| 124 | SONGS OF LOVE
CHARLEY PRIDE (RCA LSP 4837) (P8S/PK 2120) 93 | 148 | TUNEWAVING
DAWN FEATURING TONY ORLANDO (Bell 1112) 159 | | |
| 125 | HONKY CHATEAU
ELTON JOHN (Uni 93135) 122 | | IN THE RIGHT PLACE
DR. JOHN (Atco SD 7018) (Dist: Atlantic) — | | |



R & B TOP 65

- | | | | | | | | |
|-----------|---|-----------|--|-----------|--|-----------|--|
| 1 | NEITHER ONE OF US
Gladys Knight & The Pips (Soul 350978) (Dist: Motown) 1 | 17 | GIRL YOU NEED A CHANGE OF MIND
Eddie Kendricks (Tamla 54230) 20 | 33 | FRIENDS OR LOVERS
Act 1 (Spring 133) 35 | 49 | LORD DON'T MOVE THE MOUNTAINS
Inez Andrews (Song Bird 1203) (Dist: ABC/Dunhill) 54 |
| 2 | AIN'T NO WOMAN
Four Tops (Dunhill 4339) 3 | 18 | YOU ARE THE SUNSHINE OF MY LIFE
Stevie Wonder (Tamla 54232) 23 | 34 | PEOPLE ARE CHANGIN'
Timmy Thomas (Glades 601) 40 | 50 | I'VE BEEN WATCHIN' YOU
Southside Movement (Wand 11251) 53 |
| 3 | KILLING ME SOFTLY WITH HIS SONG
Roberta Flack (Atlantic 2940) 2 | 19 | PILLOW TALK
Sylvia (Vibration 521) (Dist: All Plat.) 42 | 35 | AM I BLACK ENOUGH FOR YOU
Billy Paul (Phila. Int'l 3526) 37 | 51 | ALWAYS
Luther Ingram (Koko 2115) 52 |
| 4 | CALL ME (COME BACK HOME)
Al Green (Hi 2235) (Dist: London) 5 | 20 | GOOD MORNING HEARTACHE
Diana Ross (Motown 1211) 21 | 36 | WE DID IT
Syl Johnson (Hi 2229) (Dist: London) 16 | 52 | PUT ON YOUR SHOES AND WALK
Clarence Carter (Fame 179) (Dist: U.A.) 51 |
| 5 | BREAK UP TO MAKE UP
Stylistics (Avco AV-4611) 6 | 21 | DO YOU STILL FEEL THE SAME WAY
Tommie Young (Soul Power 112) 24 | 37 | MR. MAGIC MAN
Wilson Pickett (RCA 0898) 41 | 53 | FENCEWALK
Mandrill (Polydor 14163) 58 |
| 6 | MASTERPIECE
Temptations (Gordy 7126) 7 | 22 | WILL IT GO ROUND IN CIRCLES
Billy Preston (A&M 1411) 25 | 38 | ACROSS 110th STREET
Bobby Womack & Peace (UA XW 196W) 43 | 54 | SUPERFLY MEETS SHAFT
John & Ernest (Rainy Wednesday 201) (Dist: Mainstream) — |
| 7 | MASTER OF EYES
Aretha Franklin (Atlantic 2941) 8 | 23 | LEAVING ME
The Independents (Wand 11252) 30 | 39 | NATURAL HIGH
Bloodstone (London 1046) 44 | 55 | GIVE ME YOUR LOVE
Barbara Mason (Buddah 331) 10 |
| 8 | A LETTER TO MYSELF
Chi Lites (Brunswick 75491) 11 | 24 | I'M DOING FINE NOW
New York City (Chelsea 78-0113) 26 | 40 | I CAN UNDERSTAND IT
Valentinos (Clean 60005) (Dist: Atlantic) 47 | 56 | IF I CAN'T FLY
Honey Cone (Hot Wax 7301) 59 |
| 9 | DO IT IN THE NAME OF LOVE
Candi Staton (Fame 91000) (Dist: UDC) 9 | 25 | KISSING MY LOVE
Bill Withers (Sussex 250) 27 | 41 | TIME IS LOVE
Black Ivory (Today 1516) (Dist: Perception) 31 | 57 | I MAY NOT BE ALL YOU WANT
Carla Thomas (Stax 0152) 63 |
| 10 | THE CISCO KID
War (UA XW 163W) 15 | 26 | DANCING TO YOUR MUSIC
Archie Bell & The Drells (Glades 1707) 28 | 42 | ARMED AND EXTREMELY DANGEROUS
First Choice (Philly Groove 175) (Dist: Bell) 50 | 58 | I MAY NOT BE WHAT YOU WANT
Bobby Sheen (Warner Bros. 7662) 61 |
| 11 | STEP BY STEP
Joe Simon (Spring 132) 10 | 27 | YESTERDAY I HAD THE BLUES
Harold Melvin & The Bluenotes (Phila. Int'l 3525) 32 | 43 | I MAY NOT BE WHAT YOU WANT
Mel & Tim (Stax 0154) 45 | 59 | MILLION DOLLARS
Soul Generation (Ebony Sounds 176) 57 |
| 12 | LOVE TRAIN
O'Jays (Phila. Int'l 3524) (Dist: Columbia) 10 | 28 | HALLELUJAH DAY
The Jackson 5 (Motown 1224) 33 | 44 | I'M GONNA LOVE YOU JUST A LITTLE MORE BABY
Barry White (20th Cent. 2018) 56 | 60 | LOVE MUSIC
Lloyd Price (GSF 6894) — |
| 13 | STIR IT UP
Johnny Nash (Epic 10400) 14 | 29 | CAN I
Vee Allen (Lion 140) (Dist: MGM) 29 | 45 | WITHOUT YOU IN MY LIFE
Tyrone Davis (Dakar 4519) — | 61 | MAMA FEELGOOD
Lyn Collins (People 618) 64 |
| 14 | FUNKY WOMAN
Ohio Players (Polygram 1000) 17 | 30 | I CAN UNDERSTAND IT
The New Birth (RCA 45-435) 34 | 46 | DRIFT AWAY
Dobie Gray (Decca 33057) — | 62 | EARLY ONE MORNING
Ike & Tina Turner (U.A. 174) 62 |
| 15 | ON LA DE DA
Shirley Simmonds (Capitol 1143) 18 | 31 | IT AIN'T ALWAYS WHAT YOU DO
The Soul Children (Stax 0152) 36 | 47 | LOOSE BOOTY
Funkadelic (Westbound 205) 49 | 63 | FUNKY ROBOT
Rufus Thomas (Stax 1053) 65 |
| 16 | DOWN AND OUT IN NEW YORK CITY
James Brown (A&M SP 4368) (8T/CS 4368) 89 | 32 | COULD IT BE I'M FALLING IN LOVE
Spinners (Atlantic 2927) 12 | 48 | ONE MAN BAND (PLAYS ALL ALONE)
Ronnie Dyson (Columbia 4-45776) 55 | 64 | IF I COULD ONLY BE SURE
Nolan Porter (ABC 11843) — |

Bobby Womack Across 110th Street

"Across 110th Street" is Bobby Womack's latest smash hit single. It's his fourth in less than a year, a year which has also included two top-selling albums. As he nears the end of his extensive tour with Santana, one fact is undeniably clear: Bobby Womack is a Star.

This single, and the soundtrack album from which it was taken, have firmly established Bobby Womack in the upper echelons of contemporary music. It's about time.

ON UNITED ARTISTS RECORDS & TAPES
LP UAS-5225 - SINGLE UA-XW196-W



tape news report

Stereodyne Unveils New Canadian Headquarters

TORONTO — While the tape and disc people wage a cream puff war against each other, Ron Newman and his Stereodyne crew have made quiet inroads to shake the industry. The recent unveiling of their new Toronto headquarters, Stereodyne, has gathered their branch office together for a lesson in indoctrination at the Valhalla Inn.

A tour of the plant (9) was just the warm-up revealing spacious, tidy warehousing, the latest in packaging and dolbized systems in their initial transferring procedures.

Back at the Inn, Newman brought his crew up to date on how Stereo-

dyne came about in Canada and what was inspired in the two and a half years of his association with the company. They were also introduced to Bob Jackson and Jim Daigle, two U.S. cartridge configuration business experts who supplied Newman with financial and moral support in launching Stereodyne across Canada. Newman, president of Stereodyne (Canada) introduced his vice-president of Marketing, Bob Kerr, who supplied the group with a pep talk using "Stereodyne Heartbeat" as his theme.

Stereodyne has just completed a \$3 million year and are moving toward becoming a total music company. They already have licensing agreements with international companies including Ember and Alshire and have just taken on board, Arrow Tab, the UK giant of cover versions. Their LeBo Accessory line has realized a good return and now that some of the problems have been ironed out, Lear Jet hardware is showing indications of becoming the hottest 8-track hardware systems on the market. John Barry, of Lear Jet, flew in from Tucson to lend his support to the meet.

The afternoon session was broken up into workshops which included: preplanning and feedback, inventory order control and purchasing, and accounts receivable. The day's meet was capped by an address on "Trying to operate without routines" by Professor Peter Zarry of York University.

Superscope Sales & Earnings Up

SUN VALLEY, CALIF. — Joseph S. Tushinsky, president and chairman of the board of Superscope, Inc., (AMEX, PCSC) announced that for the sixteenth consecutive year, the company achieved new highs in sales and earnings.

1972 fourth quarter sales reached an all-time high in Superscope's history, which amounted to \$32,010,000, as compared to \$25,710,000 for the same period in 1971.

Fourth quarter earnings also reached an all-time high, amounting to \$2,860,000 or \$1.24 a share as compared to \$1,600,000 or \$.72 a share for the same period in 1971.

For the year ended December 31, 1972, Superscope reported an all-time high earnings of \$5,640,000, up from \$3,440,000 in 1971.

Earnings per share for 1972 were \$2.45 (including \$.20 per share from Standard Radio Corporation) compared with \$1.57 in 1971.

Earnings per share is based on average common shares outstanding of 2,303,513 for 1972 compared with 2,195,821 in 1971.

Tushinsky also announced that projected consolidated sales for 1973 are estimated to be \$122,500,000 which represents a 45% increase over the same period in 1972, and \$3.60 per share earnings.

Earnings before taxes for 1973 are estimated to be \$16,130,000. Earnings after taxes are estimated to be \$8,310,000, which represents a 47% increase over 1972.

Fine-Tone Audio NY Dist. Col. Tape

NEW YORK — Columbia Magnetics announces the appointment of Fine-Tone Audio Products Co., Inc., of New York as the New York distributor for the Columbia Soundcraft lines of blank cassette, 8-track cartridge and open reel tape. Fine-Tone services more than 100 dealers in the greater metropolitan area and is also the distributor for Janchi, Pioneer, Garrard, and other audio and accessory products.

Ampex Open Reel Quad Releases

NEW YORK — Ampex Stereo Tapes announced its entry into the quadraphonic open reel market with the release of eight albums from four record labels.

William Slover, Ampex vice-president and general manager of AST, said the firm's entry into quadraphonic open reel came as a result of requests from field sales personnel and consumer demand.

Ampex has produced discrete quadraphonic 8-track cartridges since October, 1971, and now has 48 Q-8 titles from ten record companies in its catalog.

Heading the list of new releases are four albums from London Records: Frank Chacksfield, "Chacksfield Plays Bacharach"; Mantovani, "Annunzio Paolo Mantovani"; Ted Heath, "A Salute to Glenn Miller"; and a sampler album, "Quadraphonic World of Phase 4 Stereo."

Project 3 records is offering two selections: Enoch Light's "Four Channel Dynamite Quadraphonic," and "Movie Hits."

A Vanguard sampler, "Surround Stereo Sound," and an Ovation album by its president, Dick Shory, "Movin' On," complete the release.

"While there has been sufficient demand to warrant our entry into this format, we realize that the amount of hardware in use is small," Slover said. "However, we are issuing eight albums now and will add to the catalog as the demand increases," he said.

ITA Award

TUCSON — At the recent ITA Seminar, the first Annual ITA Achievement Award was presented to Dr. Walter J. Fahey, Dean of the College of Engineering at the University of Arizona. The presentation was made by William D. Lee, deputy assistant secretary for business development, U.S. Department of Commerce and executive director for the National Business Council for Consumer Affairs, who was in Tucson attending the ITA Seminar.

The Award was given to Dr. Fahey for his outstanding contribution to education and video technology. Dr. Fahey and his staff developed the Microcampus, which enables a student to take a full college course by the use of video cassettes and graduate without having to ever be on the campus.

In his presentation at the Awards Banquet attended by over 300 guests, Lee stated, "This year's award and future Annual ITA Achievement Awards could well be in stature of the audio-video industry when the Nobel and Pulitzer prizes were awarded to artists working in the field."

Dr. Fahey, executive director of the ITA, said the award was given to Dr. Fahey for his outstanding contribution to education and video technology. Dr. Fahey and his staff developed the Microcampus, which enables a student to take a full college course by the use of video cassettes and graduate without having to ever be on the campus.



BEAR FACTS Bhaskar Menon, president, Capitol Industries, Inc. presents Edward Bear with gold record for their single "The Last Song", certified by the R.I.A.A. Pictured (l. to r.) Menon, Bob Kendall, Roger Ellis and Larry Evoy.

Edwards Capitol Employment Mgr.

HOLLYWOOD—Eldon R. Edwards has been appointed manager of training and employment at Capitol Records, Inc., reporting to Robert L. Franz, director, personnel-industrial relations. Eldon brings to this position several years experience in personnel training and development, will initially be involved in offering support and assistance to field and headquarters management in the identification of needs and problems related to training and development of personnel.

Along with this appointment, Melody Daigle has been promoted to the position of personnel representative. In this capacity, she will be responsible for professional and non-exempt recruitment; employee counseling; and programs related to the development of non-exempt personnel.

Goldstein To Grevatt Assoc.

NEW YORK — Toby Goldstein has joined the staff of Ren Grevatt Associates, music publicity agency, as account exec and staff writer. Ms. Goldstein will be involved in all facets of promo for such R.G.A. artists as Alice Cooper, Steve Miller, The Nitty Gritty Dirt Band, and the Earl Scruggs Revue, among others.

Ms. Goldstein was most recently a publicist at Polydor Records, and was formerly a producer for WMCA radio. For the past two years, she has also been a free-lance writer for a number of publications, including Rock, Rolling Stone, Crawdaddy, Words & Music and Zoo World.

Jazz Tap Dancing At N.Y. Museum

NEW YORK — The New York Jazz Museum, 125 W. 55th Street has recently reintroduced to NYC the jazz tap dance. The headliner is Baby Laurence. He is joined by John T. McPhee, Chuck Green, L. D. Jackson and Buster Brown and others.

Mssrs. Laurence and McPhee introduce their portions of the program with an explanation of jazz tap dance and its performance as a percussion recital. Each of the dancers has its own style which differs from the others.

Baby Laurence appeared frequently with Count Basie's Orchestra in the 1940's, with Nat "King" Cole and also toured Europe with the Duke Ellington Orchestra.

Admission to the Sunday sessions is by contribution.

For more information call 765-2150.

CAM—U.S.A. To Publish Score

NEW YORK, N. Y.—The score to the new Anthony Quinn, MGM feature film "Los Amigos" has been composed by Daniele Patucchi. This marks the first feature film score for the young composer. The announcement was made by Vittorio Benedeto and Jimmy Jenner, principals of C.A.M.-U.S.A., publisher of the movie score. A single from the score is being readied for release. The film, which also stars Pamela Tiffin and Franco Nero, is directed by Paolo Cavera.

Playboy Signs Pete Robinson

HOLLYWOOD—Playboy Records has signed 23-year old pianist-composer Pete Robinson to the label, according to Larry Cohn, exec vice president.

Robinson joined the Don Ellis Orchestra while studying at U.S.C. with Michael Tilson Thomas, now conductor of the Boston Philharmonic. After two years with Ellis, Robinson joined Shelly Manne for a year and then formed his own group, Contraband, which recorded one album for Epic Records.

Dyer Joins New Div. At Shorewood

NEW YORK—Rod Dyer West Coast designer, will act as special creative consultant to newly formed Shorewood Graphics, a division of Shorewood Packaging Corp., according to Shorewood president, Paul Shore.

Dyer will work closely with Bob Weiner, Shorewood Graphics' director of creative marketing in analyzing the merchandising needs of today's record market in terms of packaging and associated merchandising materials.

Shorewood Graphics is located at 8383 Grandview Drive in Los Angeles. Telephone is: (213) 656-8008.

Lanier To Rep Indy Film Prem

HOLLYWOOD — Producer F. Fred Williams, president of Boots Turner Productions, Inc. has announced the signing of Warren Lanier Enterprises a public relations and publicity firm to handle all publicity and stage a world wide premiere for their soon to be released motion picture "Brother On The Run".

The film directed and written by Herbert L. Strock and starring Terry Carter, Gwenn Mitchell, Kyle Johnson, James Sikking, Gary Rist, Byron Morrow and Diana Eden is currently in its final stages of filming on location.

Cash Box/R&B News Report

Joe Jones In New York To Place Artists

NEW YORK — Joe Jones, the arranger-producer who operates Uptight Recording Studios in Syracuse, is making an extended visit to New York. He'll be placing product by some of the acts he manages and produces, including Alvin Robinson, Florence Jones, Chris Kenner and Eskereeder. Jones, who had his own big disk some years ago, "You Talk Too Much," can be contacted at: (212) CI 6-2100.

Phonogram Appoints Regional R&B Mgr.

CHICAGO — Stan Bly, Phonogram (Mercury) national promotion director, has named Maurice Watkins as Southeast Regional R & B promotion manager. The appointment is effective immediately. Watkins home base is to be Atlanta and his market areas will also include, Florida; Alabama; North & South Carolina; Southern Georgia and Eastern Texas.

In addition to his past promotion experience, Watkins, for the past three years, has been a buyer for the J. L. Marsh One Stop in St. Louis.

Atlantic Gathers Execs in NY For Black Music Conference

NEW YORK — Underscoring Atlantic Records commitment to R&B music, more than 25 home office and field promotion, sales and merchandising executives attended Atlantic's 1973 Black Music Marketing Conference in New York last week.

Chaired by Henry Allen, vice president, promotion; LeBaron Taylor, R&B director of A&R; and Paul Johnson, R&B promotion director; and Gregg Hall, director of Jazz promotion; the meeting was called to discuss new departmental innovations and techniques in R&B and Jazz promotion, to receive input from the field staff, and preview newly-acquired artists and forthcoming product.

Now celebrating its 25th Anniversary Year, Atlantic was founded on black music product, and a major thrust of last week's convention was to emphasize the continuing importance of R&B artists and marketing methods in Atlantic's future.

As Henry Allen opened the meeting, the keynote concept was that Atlantic is building total marketing executives in its national staff, a new breed of promotional men who are involved in every phase of sales, merchandising and point-of-sales marketing. Further topics discussed were new systems on every level of promotion, from corporate, to branch, to one-stop and retail outlets and radio stations. Additionally, Atlantic has effected new procedures in interdepartmental communication, retail information, and promotion priorities

and product scheduling.

Le Baron Taylor next previewed new directions in Atlantic's artist roster, and presented forthcoming product by Aretha Franklin, Roberta Flack, Donny Hathaway, The Spinners, The Persuaders, The True Reflections, King Floyd, and Wayne Davis, Jackie Moore, The Duponts, Percy Sledge, and Clyde Brown.

Paul Johnson outlined specific promotional and marketing strategies for each artist. A special campaign was presented for Atlantic's new artists, The Spinners. Included in Atlantic's campaign for this group are national print and media advertising programs, and a varied merchandising effort which will include many new point-of-sale implements including posters, easel displays, patches, contests and other material.

For the marketing strategy portion of the meeting, discussions were led by Dave Glew, vice president, marketing. Also in attendance were a home office contingent led by Jerry Greenberg, senior vice president, and general manager, singles sales manager Larry Yasgar, album sales manager Sal Uterano, director of pop promotion Dick Kline and assistant director Vince Faraci and Bill Statton, regional marketing director.

Among the regional R&B promotional fieldmen in attendance were Jerry Stephen, Alan Lott, Larry Green, Leroy Little, Jr., Chuck Young, Charles Geer, Sonny Woods, Eddie Pugh, Willie Smith, George Goodman, Walter Morehead, Eddie Holland and Gary Johnson.

Bowen 'Tribute' Dinner Glitters



RUTH BOWEN'S NIGHT—The New York Hilton Main Ballroom is the scene of the successful tribute dinner honoring Ruth Bowen, president of Queen Booking Corp. In his opening remarks, Percy Sutton, Manhattan Borough president, proclaims March 14th, Ruth Bowen day.

(SHOWN ABOVE: Left Photo—L. to R.) Eddie O'Jay, WLIB d.j.; Mrs. Ruth Bowen; Don Cornelius, Soul Train; and Mr. Billy Bowen, Ruthie's husband. (Right Photo) (L. to R.) Percy Sutton; Billie Bowen, Ruth Bowen, Ruth Innis (Chess/Janus Records), Rev. Jesse Jackson (P.U.S.H.) and Dr. Benjamin Watkins (Mayor of Harlem) addressing the audience.

R & B INGREDIENTS—Sir James (Jimmy) Randolph, doing his first Motown album, was invested a knight by the Liberian government last year after writing and singing "Liberia" at their centennial celebration. Randolph recently completed a four-week stint at the Stardust in Las Vegas. He has also been re-signed by the Stardust for twenty weeks this year . . . "She'll Never Be Your Wife", an Irma Thomas single on the Fungus label (Dist. by BASF) is doing well in several key markets . . . Geneva Wade Morganfield, wife of blues singer Muddy Waters, died on March 16 at St. Bernard's Hospital in Chicago after a long-term illness. She was 57 years old. Geneva, born in Lexington, Mississippi, met Waters in church and they were married in 1940. Geneva Morganfield is survived by her husband, two sons, Charles W. and Dennis W.; four grandchildren and her mother, Mrs. Marie Thompson . . . Eddie Kendricks, currently riding high with, "Girl You Need A Chance of Mind", is now in the studio working on his third album for Tamla. The album, as with the first two is being produced by Leonard Caston and Frank Wilson . . . Carol L. King has been appointed Administrative Assistant to special projects director Les Anderson at Warner Bros. Records in Burbank. Ms King will work with Anderson on all R & B promotion and special projects . . . David Witz, noted Chicago rock critic, has been appointed publicity director for Curtom Records.

A WORTHY EVENT—Bill Satterfield presents "Uptown Goes Downtown" a benefit concert celebrating the fifth anniversary of The Morrisania Youth and Community Service Center, Inc. The concert will be held, April 15th at Philharmonic Hall, Lincoln Center in NYC. The Morrisania Service Center is one of the largest multi-service street programs in the country. It's supported by people from every walk of life and it has 100 employees working in 20 operation centers in the Bronx, three centers in San Francisco and consultant services throughout the nation. With these facilities Morrisania runs a pre-school program, a boys cadet corps, athletic and recreational facilities, education services, a drug addiction program, unemployment referral units, a special housing department and also provides legal assistance to youth. It involves itself with business and economic development assistance to community merchants. Yet, the organization has not had any anti-poverty funds. Proud of this record, Morrisania hopes to build residential homes in the Concourse Morrisania area and in Hugenot, NY for homeless boys and girls with the proceeds from this benefit. "Uptown Goes Downtown" will be M.C'd by WLIB's Eddie O'Jay and it will star, Freda Payne; Jazz organist, Seleno Clarke; singing duet, Joanna & Joe; Ray Gant & The Arabian Knights; the African Drummers and Dancers of Isaac and the Interplanetary Group, Come Serving as musical director is Rueben Phillips and his seventeen piece orchestra. Barbara Jean English is a special guest artist. A worthy event to attend and it's for a good cause. The concert is schedule to begin at 7:30 p. m. and after the concert there will be a special champagne and award party. don drossell



ATLANTIC'S TEAM—(Standing L. to R.) Willie Smith, Chuck Young, Larry Green, Walter Morehead, George Goodman, Jerry Stephen, Paul L. Johnson, Gregg Hall, Sonny Woods and Eddie Holland. (Seated L. to R.) Eddie Pugh, Allen Lott, "C. B." Bullard, Leroy Little, Henry Allen and Charles Geer.

Ms. Grant Inks Mercury Pact

NEW YORK — Phonogram, Inc. has signed composer-performer Micki Grant, winner of a number of awards for her varied contributions to the long running musical, "Don't Bother Me, I Can't Cope," according to Charles Fach, Phonogram vp/A&R. Ms. Grant wrote the music and lyrics for "Cope," then starred in the initial production which won an Obie. The show has since been nominated for four Tony Awards including Musical Score and Libretto nominations for Ms. Grant. The New York production has spurred two road productions of the musical, in Los Angeles and in Chicago. Meanwhile, Ms. Grant is working on the songs for her first album as a solo artist, to be released on the Mercury label.

For her work in "Cope," Ms. Grant

received the following awards: an Obie (for music and lyrics), the Outer Circle Critics Award (music, lyrics and performance), the Image Award given by the N.A.A.C.P. (playwriting), the Drama Desk Award (music and lyrics).

Ms. Grant has appeared in several Broadway and Off-Broadway productions since coming to New York from Chicago ten years ago. For the past several years, she has been involved with the Urban Art Corps, where "Cope" originated. Two of her projects, "Croesus and The Witch" and "Step Lively, Boy," are currently being presented by the U.A.C.

In the photo above, Fach (left) and publisher Tommy Volando listen while Ms. Grant sings one of her new songs.

HOLLYWOOD—SMOKEY: STALWART STORYTELLER WHO TURNS EVERYDAY EMOTIONS TO ELIXIR

If anyone saw Smokey Robinson maybe a year ago ordering an orange Julius in sunny California, where oranges flourish and its derivative vitamin C still reigns triumphantly, they'd think he was here to do a TV guest spot or concert appearance with *The Miracles*. However since his resignation from the Miracles, the group he founded and had been with for over 15 years, and since Motown had made its move from Detroit (land of where cars are made) to Los Angeles (land of freeways for which they are made), it's no longer such an unusual occurrence to see him here. Especially since he is a vice president with the company. The only thing serendipitous is having Smokey enter the orange Julius concession practically adjacent to his Motown office and discover the waitress behind the counter to be *Carolyn Crawford*, an artist he once produced on Motown.

Carolyn had two singles out during the early days of Motown. One was a tune Smokey wrote called "My Smile Is Just a Frown (Turned Upside Down)." Smokey is the king creator of catchy conundrums involving inverted smiles, tracks of tears, paradoxical tears of a clown, the contradictory cleverness of a choosy beggar, and of heartsome hunters who get captured by their game. He's an originator who declares that love itself is as old as man himself. What can be new, so he asserts, is the ways, the new ways, in which it is told. Smokey is without a doubt the ultimate, stalwart storyteller who can take everyday emotions like smiles and tears and turn them into elixir.

Revisiting those early Motown days, one finds that affairs were much like an orange Julius—frothy, uncomplex, and succulent with young talent. It was a time when Smokey claims he was working for around nine dollars a week, when the entire Motown cadre regularly got served ambrosial lunches of Franco American spaghetti and pork and beans specially prepared by *Lillie Hart* (who now takes care of Smokey's children), and when a day often stretched far past a staid 24

NEW YORK—ARIF MARDIN: THE GO BETWEEN

'Production' is a term that many people will talk about, but one that few totally understand. The recording industry is filled with hundreds of jobs. Some impressive. Some glamorous. And some even important. One of the most necessary jobs within the industry is that of the record producer. For it is the function of the producer to act as a catalyst between the artist and engineer; between the group leader and other group members; and between the entire group and the total song.

For the past eight years, *Arif Mardin* has been one of the most highly acclaimed record producers in the industry. Over that period, he has produced or co-produced such acts as *The Young Rascals*, *Eddie Harris*, *Herbie Mann*, *Dusty Springfield*, *Aretha Franklin*, *Roberta Flack* and *Donny Hathaway*. Mardin's latest assignment is an album for Epic recording artists, *Looking Glass*.

Mardin's interpretation of a record producer can be likened to the job of a film director. "All producers of pop records work exactly as directors do," commented Mardin, "Their job is to direct the situation and get the project finished. They must organize, and I especially like to minimize the glory."

One of the most talked about questions regarding production is who actually makes the record? Sure, the artist does the recording, but isn't it true that the producer adds the final touches that sometimes makes the difference between a hit record and a stiff? According to Mardin, "the artist ultimately makes the record. If there's no artist, there's no record. It's as simple as that. The producer must act as a catalyst. He must discuss the record with the act and both must agree upon a set direction for the song."

There are many different ways of going about recording a song. Many will immediately go after a certain performance, while others will be more concerned with the accuracy or musical virtuosity of the particular track in question. *Arif Mardin* feels that there is a time to do both. "With jazz artists for example,



SMOKEY ROBINSON



DOUG SAHM & FRIENDS

hours. Now people have been known to get by on Franco American spaghetti, but when Smokey was asked how he got by on nine dollars a week he replied, "That's what I'd like to know."

As for some of those interminable days, Smokey recalled one in particular. It was the night *Berry Gordy*, his boss and founder of Motown, gave him an unexpected wake-up call. Berry told a sleepy Smokey, "Hey man, get the group together and meet me in a hour. I can't sleep because I've been thinking all night that we have to rerecord 'Shop Around.'" Smokey's reply, "Hey man, it's three a. m." If Berry hadn't interrupted *Smokey Robinson's* dreams that night, he might have prevented his own dream of success from ever coming true. So Berry's closing remarks on the phone that evening were, "I don't care what time it is. I already called the musicians. See you there." Smokey reminisced how the musicians all showed up except for the piano player whose duties were then assumed by Berry. The tune "Shop Around" got a faster beat, sold a million copies, and made Berry's dream come true.

After "Shop Around" (which Smokey wrote in five minutes) there was a succession of hits for him and the Miracles. Soon he was writing and producing other artists signed to Motown.

His sessions on *Carolyn Crawford* never really made it, but the ones he produced on *Mary Wells* did. He disclosed how his composition "My Guy" was a deadline assignment for Mary's album, which he only had two weeks to write, produce, and mix before going back on the road with the Miracles. He remembered how surprised he was to learn from Berry that particular track was being culled from the album because it would be a monster single. It was.

It made sense that Smokey would write a song called "My Guy" since he had written an equally successful one for *The Temptations* called "My Girl." He's a fantastic melody and lyric blender who can write tender love songs for either gender. Since he is undeniably the romanticist of our age, one hardly blinks an eye or wonders why he'd order an album for his own listening pleasure called "The Romantic Era," a potpourri of classical pieces. He once wrote a song about love and gave Motown the longest label copy it, any other record company for that matter, has probably ever had. It was something like, "Are You Just a Breathing Earthshaking, One Night Love Making, Next Day Heart Breaking Guy?"

Smokey considers his uncanny ability of being able to touch people with song as a gift. He contends, "It has to be my mission in life. I write songs too easily." In this same, amazing almost effortless manner he is able to keep writing about archaic love in fresh, imaginative, effective ways. In his new soon-to-be-released solo album for Motown he does *Carole King's* "Will You Love Me Tomorrow?" but as a prelude to the song he offers two of his own lines, which reveal how

(Cont'd on page 40)

there's really a lot less producing to do because almost all of the material is based on improvising. In such a case, we just discuss the songs before we record. With pop acts, there's a time to go for performance and a time to rely on accuracy. I usually prefer a highly emotional performance over total accuracy. There are things that *Aretha* does at rehearsals that just can't be repeated in the studio. Some of them are absolutely beautiful! We recorded the *Doug Sahm* album in only 4 days, and got some 30 tracks. All live, too! The feeling was there. Doug is a great guitarist. Even better than many of our legendary guitarists. He has the ability to improvise incredibly well. The same is true of *Donny Hathaway* on piano. With *Doug Sahm* though, the feeling was right there all the time."

One of Mardin's pet projects has been production work with *Margie Joseph* whom Mardin feels will soon blossom into an incredibly well known talent. "I believe in her as a true singer. She's very dynamic, she can sing almost anything and she loves good songs." The conversation of good songs was intriguing, so we continued with Mardin commenting: Songs in general are getting better, but I can't understand why more people in pop and r&b aren't recording country songs! Country songs happen to be extremely beautiful and sentimental, and there are many popular recording artists who can offer great renditions. Country & western music will always be getting more and more acceptance because the songs are always getting better!"

One of the first functions a producer must perform is to gain the confidence of his clients. For *Arif Mardin*, this is secondary. His fine reputation usually precedes him, but there were times in the very beginning when the opposite was true. "Even though I am now in a comfortable position, I still never agree to produce acts that I do not like. The ultimate project I must say was working with *Aretha Franklin*. If I had to choose one album that I am most proud of, it would be the "Young, Gifted & Black" album that I co-produced with *Jerry Wexler* and *Tom Dowd*. As far as live albums go, I must again choose an *Aretha* album—"Live At The Fillmore," for its honesty, and for all the excitement it captures."

As far as other producers are concerned, Mardin seems to favor *Thom Bell*, *Gamble* and *Huff*, and *Willie Mitchell* for their original sound specifically created for their artists. But *Arif Mardin* too ranks high amongst those who can be described as totally dedicated and totally original. *kenny kerner*

STILL ALIVE AND WELL—Johnny Winter—Columbia KC 32188

Johnny's first LP in two years is basically a trio effort as he's assisted by Randy Jo Hobbs on bass and the drums of Richard Hughes. Rick Derringer, who also produced, guests on three tracks (slide, pedal steel and electric); cameos also from Todd Rundgren's mellotron and Jeremy Steig's flute. The affinity that the Texas-born guitar/vocalist has for Jagger & Richards material starts and ends side two with "Silver Train" and a strong rendering of "Let It Bleed" respectively. The countrified "Ain't Nothing To Me" is also impressive. He's still in the forefront of bluesrock—and for good reason.



FOCUS 3—Focus—Sire SAS—3901

Currently on their first American tour with their previous LP effort in the Top 25 and still climbing (thanks to a hit single, "Hocus Pocus"), these Dutchmen are indeed flying. This new two-record set is already Top 10 in England, and the cut "Sylvia" was a Top 5 single there. But their story is more than one of mere numbers. This is the first non-English speaking rock group to show anything resembling FM-oriented staying power. They are also the first 99 44/100th% pure instrumental band in the progressive camp. This is the stuff of which excitement on an international scale is made—and Focus is making it.

ONE MAN BAND—Ronnie Dyson—Columbia KC 32211

Up until very recently, Ronnie was best known for his "Aquarius" lead in "Hair" and for his hit "If You Let Me Make Love To You (Then Why Can't I Touch You?)." Then along came Thom Bell, the man behind The Stylistics, The Spinners and other top pop/soul sounds. The result of their collaboration has already produced a hit of large proportions looming larger still (the title tune) and now an album follows suit. There is one cut in particular that is a total knock-out—the ballad, "Just Don't Want To Be Lonely." Loads of hooks and the production build-up just doesn't quit. Sandy Shaw's hit oldie, "Girl Don't Come" also works well.



RAW POWER—Iggy And The Stooges—Columbia KC 32111

The original glitterboy has resurfaced at last, this time on Columbia. Album has been getting heavy airplay on FM rockers. As if the group's reputation as the honorary kings of Mid-west raunch 'n roll and their absence from the recording scene for a number of years are not enough to stir interest in their latest incarnation, liner notes indicate that the sessions were mixed by none other than David Bowie. (His association with Mott The Hoople did much to spark sales there.) Iggy Pop, here you are when they need you!

IN THE RIGHT PLACE—Dr. John—Atco SD 7018

Dr. John has been around. Not content to glide on the psychedelic air currents of the mid and late sixties, he built around himself an entire aura of devilish power and mysticism that no act before or since has ever duplicated. Now that we're in the age of glitter, the good Dr. has seen fit to change his music once again in a direction of his own making. Using the strong rhythm talents of The Meters, his latest brings him a degree of commercialism along the lines of Stevie Wonder—without departing drastically from his gutsy gris gris style that's long been his trademark. Best tracks are "Right Place, Wrong Time" and "I Been Hoodoo."



OGDEN'S NUT GONE FLAKE—Small Faces—Abkco AB 4225

The historical package in both sight and sound has been reissued through an agreement with the original label, Immediate. The non-Top 40 oriented LP the group used to follow-up their "Itchy Coo Park" hit single in '68 was the starting point for the experimentation that would later create Humble Pie under the direction of Steve Marriot and Faces under Ronnie Lane and Rod Stewart. Side 2 is a musical fairy-tale that's unbanded. The original circular packaging is now encased within tradition square stock to facilitate store display. But if they still come in asking for "that funny little round record," this is what they mean.

IT'S A BEAUTIFUL DAY . . . TODAY—Columbia KC 32181

The group grew out of the San Francisco rock scene, but they gave more than they took. After San Francisco became a different scene than it had been in its musical heyday, the group continued to expand its audience. Now with some internal changes (the most noticeable is the appearance of Greg Bloch on violin, replacing David LaFlamme), they have wrought themselves a new sound. Attempting to integrate both blues and Mahavishnu-oriented new music into a more strident variant of their original vocal sound, they emerge with a very different image. Best track is Jimmy Seals' "Ridin' Thumb" with Bloch on mandolin.



DON'T BURN ME—Paul Kelly—Warner Bros. BS 2689

There are many factors working together which makes this second Paul Kelly LP for the label the best pop/soul effort from Warners in recent memory. The most obvious is the background vocals and the quality thereof. These studio overdubs of Paul's voice with Juanita Rogers stand alone as a very smooth exercise in natural righteousness. Titled after his r&b hit, the album includes a very strong track in "Wrapped Up In Your Love," a potential big single in both soul and pop markets. Buddy Killen has produced like a cross between Curtis Mayfield, Willie Mitchell and Thom Bell.

NEWCOMER PICKS

RUFUS—ABC ABCX—783

Got a pencil? Good! Add the name Chaka Khan to that growing list of gifted female performers who can take any musical moment they care to touch and turn it into a truly superior and solid time. Chaka is the main generator churning out the electricity front and center of the band she knows and loves (and vice versa). Other vocals are handled by Ron Stockert, whose original tunes blend influences from Leon Russell to Elton John. The single "Slip N' Slide" opens the set, and the door just slams shut after you enter—you can't leave until you are exulting with them on the closing Stephen Stills medley. Who was it who put it so well . . . "Gud Gawd!"



FOR REAL—Ruben And The Jets—Mercury SRM-1-659

As the title says, Ruben and the Jets are no longer mere metaphor. The concept advanced by Frank Zappa and the Mothers Of Invention is now a group unto itself. Appropriately, the lead singer is one Ruben Guevara. The group begins with the oldies gimmick, but instrumentally they veer from the fifties norm and the resultant sound is a hybrid that could well propagate a new species all its own. Best boogie on the disk is "All Nite Long," the oft-used theme song from fifties r&r radio written by Harris Woody. Opening cut, "If I Could Only Be Your Love Again" could make a strong single.

EVER SENSE THE DAWN — Providence — Threshold THS 9

Imitation is mere flattery; further development on a theme can get you a contract. Providence take the basic pastoral approach of the Moody Blues (whose personal discovery they are), takes away the synthesizer and replaces it with real strings—bass, viola, cello. They add autoharp, recorder, harpsichord and glockenspiel to further put them into a new, though very much related realm. They are at their best and most commercial on "Fantasy Fugue." In general, they might be termed the first contemporary act to turn light classical music into modern beauty with youth appeal.



DOC HOLLIDAY — Metromedia BML 1-0171

File the fact Doc Holiday is a "they" (as in "quartet") rather than a singular "he." You will have cause to return to that bit of information quite soon, as this group is obviously a talent who will see a following grow. Living in a strikingly original house shared by both hard and soft rock sounds, Doc Holliday cannot help but stand up to the ravages of time which greet all new groups at their front door. It would appear that when you combine a band from Long Island with a producer of the calibre of Chris Kimsey, you get something worth paying attention to. Nothing inventive in the earth-shattering sense—just a new way to bring a little joy to an increasingly jaded rock audience.

HOLLYWOOD: SMOKEY ROBINSON (from page 38)

conceivably cupid he is, "Now I lay me down to love you tonight, but will you feel the same in the morning light?"

Smokey was actually the first to write a love song an operator, one who served as a mediator between a despondent lover and the person loved. His tune, "Operator," recorded by Brenda Holloway, another early Motown pactee, came out nearly ten years before Jim Croce ever had a hit with his operator song.

Smokey, who received his nickname at age two from his Uncle Claude because he was born really light, blonde, and blue eyed, said he left the Miracles mainly because he wanted to be more with his family and less on the road performing. He said he had been seriously thinking of leaving the group shortly after the birth of his son: "I got tired of telling my son that I had to go on the road and would see him in a couple of months." He also wanted to get more into an administrative role at the company. On his new solo LP he's dedicated a tune called "Sweet Harmony" to The Miracles. The Miracles last album with Smokey, "1957 to 1972," recorded live at Washington, D. C.'s Carter Baron Amphitheatre last summer, is actually the soundtrack to a movie that Smokey is having edited right now. The film, of their last concert together, is being prepared for theatrical release.

Another song on the new LP, called "Smokey," is one he wrote titled "That's Just My Soul Responding." Smokey requested Tommy Bee, a member of an American Indian group called XIT, personally to teach him an authentic Indian chant for this song. During the session Smokey tried a few times to emulate the proper vocal inflection of the Indian. Then, all of a sudden, something took place that clearly demonstrated what a humble, modest artist Smokey really is. Realizing that it wasn't all that easy for a black to imitate an Indian, he turned to Tommy, urging, "Look man, how about you doing the chant yourself? I really like the way you do it."

Tommy, who only thought he was going to tutor Smokey, had no idea he'd actually end up singing on the same session. That's the kind of guy Smokey is. To take a good look at his face, you'd see he's unassuming in his place. And even if you look closer there's no way to trace the tracks of an inflated ego in this man. It's just not there.

While Smokey continues to write hit songs like "That's Just My Soul Responding," his fans will also keep responding to his unparalleled soulful artistry.

ron baron

NEW YORK—CHICK COREA & RETURN TO FOREVER: A NEW TRIP

"There are two very clear cut elements in music—mechanics and purpose. are properly aligned. The mechanical aspects of music include the form and Music can and does achieve a high quality art form when these two elements technique, the instrumentation and programming; but it is in the purpose of the music which is primary importance. It's the purpose which supplies the strongest communicative force," says Chick Corea.

Chick, who has established himself as a first-rate creative artist, gets up-tight when he is given a categorization stamp. Chick says, "My music in the past has been in the jazz areas, and playing jazz has been a tremendous experience; but being a true jazz artist is more an inner-thing—a more self-orientated expression. In the past, my music was created more as an experiment in sound and self than as a means (purpose) of communicating on a much broader level. My intention is to reach the whole spectrum by creating from all sources and roots. The form may range from simple to complex with different time signatures and different chords. The improvising elements are still present and the idea of spontaneity is retained. But, the development and rendering of the new creative thrust will be quite different from what I have been doing in the past."

Chick feels that his "Light As A Feather", Polydor LP has been his ultimate offering in one phase of his career. It is also a 'positive' beginning in this communicative desire.

"Realizing that it is possible to cause and control my environment positively, I began again to create a new universe of music based on my, and I feel, everyone's timeless dream to create a world where people take the responsibility, with love, to make themselves understood by others. I feel I am again in touch with people and life."

Within the past few months, Chick Corea has reorganized his group which still includes Chick on the keyboards and Stanley Clarke on bass. The new members are: Bill Connors, guitar; Mingo Lewis, percussion and Steve Gadd, drums. Flora Purim has rejoined her husband Airto who is forming his own group.

Chick and the new group recently gave their first performance at the Village Vanguard in New York City. Of course, the Vanguard was packed with Corea's fans. The rendering of his new creative ideas were starkly different from what one has come to expect from Chick Corea. Nevertheless, his genuine talent and his imaginative musical offerings found the mark with the audience. "Senor Mouse", "La Fiesta," "Sometime Ago" and "Hymn of The Seventh Galaxy" are given forceful and dramatic offerings from Chick and Return To Forever.

Chick in his new setting, has broken a categorization stamp. This is most definitely a new trip. When these talented musicians have had more time together as a unit, this new journey will be widely accepted. don drossell

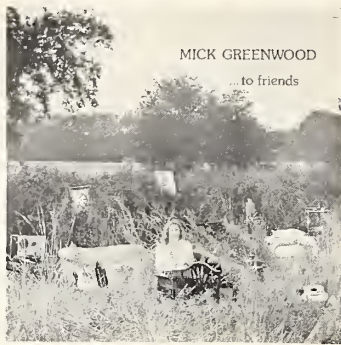
PASSING REMARKS—

There was quite a party at the intimate L.A. restaurant, 'Lost on Larabee', last week. David Bowie took up all the space with his entourage of friendly oddities. Among the 2001 invited stars were Ringo and his wife Maureen and Mel Evans. Ringo has been in town recording a new album. It is the LP which has kindled rumors about The Beatles reforming. This is since Lennon and Harrison were seen at Ringo Starr's sessions. . . . Billion dollar baby Alice Cooper may get to play her act where people play with dollars; Las Vegas. It was learned that Alice may get booked into Caesar's Palace. . . . Two Columbia solo artists have been touring Europe singing about the weather. Albert Hammond sings "It Never Rains in Southern California" and Chi Coltrane sings "Thunder and Lightning". . . . Jose Feliciano has been recording again. He just recorded the Loggins and Messina tune, "Lady of My Heart." L & M did the back ups. . . .

If you're looking for a great place to meet and eat, you might try the newly opened English Pub located right here on 7th Ave., just off 57th St. Atmosphere is quiet and remarkably English. The food's good, too.

cash box/album reviews

POP BEST BETS



MICK GREENWOOD
to friends

TO FRIENDS—Mick Greenwood—MCA 307
Mick's first album really brought out the accolades. He was compared, and favorably so, to Elton John without being accused of the mortal sin of rip-off in any way, shape or form. For his second album, he has chosen a very even, steady approach—one that doesn't make for huge flourishes directing the listeners to particular tracks. His sense of self is spread honestly and purposely throughout the entire album, making for a solid listening experience. But give him and his group, The Cockington All-Stars, your mind as well as both your ears. Anything but undivided attention detracts from what it very much here in the grooves.



History of British Blues

HISTORY OF BRITISH BLUES, VOLUME ONE—Various Artists—Sire SAS-3701

Most of the British blues re-issue sets in the past have been plagued by poor sound quality and a rather monotonous selection of material. This two-record set from the Famous-distributed label breaks with that tradition. Many of the cuts, especially Rod Stewart's track with the Aynsley Dunbar Retaliation—"Stone Crazy"—should see very strong FM airplay. Clapton, Stevie Winwood, John Mayall, Ginger Baker, Peter Green, Jack Bruce and others are all here in their previous incarnations. Very appealing in every respect.



SMILE—Bill Medley—A&M SP-3517
The Charles Chaplin song which closes the album serves as the title for former Righteous Brother Bill Medley's latest. The majority of the tunes are aimed straight at the Top 40 audience, with full strings and vocal chorus backup dominating the Tom Catalano production. There's a rocker here though that comes on like Joe Cocker and really exudes raw power—his own "Hello Rock N Roll." Other material from Jim Webb, Mann & Weil and Lambert-Potter.



NINE SONGS—Bobby Doyle—Bell 1115
When Bobby sits down at the piano, you've got to give him a lot of room. Producer Mike Post totally understands that and has thus allowed this keyboard/vocalist to unveil himself on his debut LP as a one-of-a-kind Delta-tinged purveyor of his own brand of soul-in-song. The most obvious example, (because there are so many other versions with which to compare it) is his "I Think It's Gonna Rain Today." It's as definitive a statement in the performance area as the Randy Newman tune is on paper. Vocal and horn arrangements follow the lines set by Doyle, and not any cookbook approach. "Touch Me" could prove another important cut.



TUFANO AND GIAMMARESE—Ode—SP 77017
They aren't easy on the tongue, but they are that and so much more on the mind. They join the ranks of male duos like Brewer & Shipley, Seals & Crofts and Loggins & Messina. Being the first new act to be signed by Ode in over a year, Lou Adler does especially nice things for the primarily acoustic act. Carole King and David Walker are some of the in-house guests doing their bit to make the guys feel at home. But it's the percussion of Ms. Bobbye Hall that really helps it all hang together. The single sounds to be "Music Everywhere," a bright upper.



VERONIQUE SANSON—Elektra EKS-75050
If Karen Carpenter were Dusty Springfield, French and the new bride of Stephen Stills, she might approach what Sanson the chanteuse is all about. Album is very lacking in production information pertaining to musicians but the lyric sheet within seems to indicate that Vigrass & Osborne might have had a hand in it (as they wrote or translated from French to English, many of the songs here). The bilingual Veronique will obviously be the subject of much press attention as a result of her recent marriage—happily, she can do a lot more than stand there and look pretty. MORs in particular should pay attention.

Grand Ole Opry Programs Weekly Gospel Music Show

NASHVILLE — WSM's Grand Ole Opry, a name synonymous with country music for 47 years, will program a regular gospel music show each week, according to an announcement by E. W. "Bud" Wendell, general manager of the Opry.

The Sunday gospel show will originate from the stage of the Grand Ole Opry House in Nashville, Tenn., beginning April 15 from 7 to 9 p.m. The program will be heard nationally on WSM radio, 50,000-watt clear channel station, at 650 on the radio dial.

Scheduled for the initial performance are the Oak Ridge Boys, Downings, Singing Rambos, Kenny Parker Trio, J. D. Sumner and the Stamps Quartet, Hovie Lister and the Statesmen Quartet, Prophets Quartet and the Singing Hemphills. Former Louisiana Governor Jimmv Davis will be a special guest. Grant Turner, dean of Friday and Saturday night Opry announcers, will be the show's emcee.

The gospel show will be divided into 30-minute segments with two groups heard during each half-hour.

Tickets for the show may be purchased at the Opry box office at \$1 per person or ordered by mail by writing the Opry Place, Nashville, Tenn., 37219. Doors will open each

Sunday at 6 p.m.

The Grand Ole Opry House, scene of the weekly shows, is steeped in religious tradition. First named the Union Gospel Tabernacle and later called the Ryman Auditorium, it was incorporated in 1889 as "strictly religious, non-sectarian and non-denominational and for the purpose of promoting religion, morality and the elevation of humanity to a higher plane and more usefulness.

During the next 80 years, many changes came to Nashville and the auditorium was influenced greatly by those changes. But now, at least on Sunday nights, the historic building will once again be fulfilling the objectives of its founding fathers.

Herman Harper, general manager of Don Light Talent, and Don Butler, president of Sumar Talent, are coordinating the gospel talent for the Sunday programs. Harper did not know how far ahead of each program the complete talent lineup would be named, but said the tentative artists for the second program, on April 22, includes the Florida Boys, Wendy Bagwell and the Sunliters, Blackwood Brothers, Sego Brothers and Naomi, Higher Ground Singers, Alvis and the Bernetts and Bob Wills and the Inspirationalists.

Country Artist of the Week: DAVID HOUSTON



"GOOD THINGS" FOR DAVID—With a Godfather like Gene Austin and naturally talented from birth, David Houston made his first major professional appearance at the age of twelve on the Louisiana Hayride out of Shreveport and soon after, as a teenager went on the road with two other young hopefuls, Johnny Cash and Elvis Presley. Today the three of them can laughingly look back on the hard times of the past.

From his first hit, "Almost Persuaded"—now one of the all time country classics, through his current hit single Davis has brought to each of his almost two dozen number one hits a sound that makes them instantly recognizable to listeners as "the new David Houston hit". From ballads such as "Loser's Cathedral", "With One Exception", "Already It's Heaven", "Where Love Used To Live", and "Wonders Of The Wine", to such hardriving upbeat numbers as "Baby, Baby", "I'll Do My Swinging At Home", and hit duets with Barbara Mandrell ("After Closing Time", and "A Perfect Match"), David has imprinted each song with his own special magic.

David Houston, one of the newest members of The Grand Ole Opry, travels with his own show which includes seven members, approximately 350,000 miles per year in his Silver Eagle Bus, working 270 to 280 days per year.

His new single release is titled "Good Things" for Epic Records, was produced by Billy Sherrill. Personal management is by Tillman Franks Enterprises with booking by the Shorty Lavender Talent Agency, Inc.

Mother Maybelle Collector's LP

NASHVILLE — Artist/producer Larry Butler is in the process of finishing production on an LP by Mother Maybelle Carter for Columbia Records. The LP which started out as a 2 sided standard sized album has since been expanded to four (4) sides and will feature Mother Maybelle on autoharp and guitar and will contain old country standards as well as narration by Mother Maybelle on her early days in the music business.

"This is a timeless album," says Butler, "20 years from now it will be just as enjoyable listen to as it will be tomorrow. This will truly be a collector's item."

Mother Maybelle's recordings date back 43 years when she played on the very first country music recording session, done by Jimmy Rogers. Most recently she was one of the featured performers on the Nitty Gritty Dirt Band LP "Will The Circle Be Unbroken."

Rich Embarks On Promo Tour

NEW YORK — Epic Records has declared March and April "Charlie Rich" Months in honor of the Epic country recording artist. Rich, whose newest Epic album, "Behind Closed Doors," is scheduled for release in late March, has embarked on a two-month promotional tour designed to keep up market interest. In his eight-week schedule of stops, Rich will be performing for local press, radio station personnel and major accounts as well as holding informal press conferences, distributing albums and autographing photos.

The tour, which began March 12 and will run until the end of April, will include stops in San Antonio-March 27, Houston-March 28, Atlanta-March 29, Memphis-April 2, St. Louis-April 3, Little Rock-April 4, Denver-April 23, Phoenix-April 24, Seattle-April 25 and Los Angeles-April 26.

Country Radio Seminar Convenes In Nashville

NASHVILLE — The 4th Annual Country Radio Seminar, which was held March 16-17 in Nashville, Tennessee drew participation from 234 individuals interested in an a la carte serving of serious broadcast business.

Gathering at Roger Miller's King of the Road for a 2-day workshop, this year's group of country broadcasters came in clusters. Representation from many stations was inclusive of all three music, programming and management departments.

A keynote address delivered by MCA recording artist, Bill Anderson, officially welcomed the aggregation.

Never quite shaking his interest in radio, he now believes that country stations should no longer be satisfied rated as #5 or #6 in their markets. He urged everyone to be careful of outgrowing country music's own image, but to always "shoot high" with station goals.

Following a brief break, Don Nelson, General Manager of WIRE in Indianapolis, Ind., continued by introducing panelists William T. McLennahan, ARB; and George Sternberg, PULSE, Inc. It marked the beginning of a continuous montage of informative sessions.

This was the seminar's first year for drawing the agenda from actual broadcasters, and during the course

of the entire event a series of topic discussions ranged all the way from computers and music; to formats and production; even getting into personnel problems.

"Today, they do," he added, "because they can understand success." Davis, who began with a budget of only two country artists has since upped that to six or seven.

In an effort to exercise a 'think' theme this year, the 1973 seminar purposely presented all information merely as something happening in country radio today, rather than any right or wrong answers. Through rap sessions, one-on-one communication conditions, tape samples, and general meetings, each participant was almost forced to "think" how every situation related to his market.

A Saturday night banquet and "new faces" show, MC'd by Charlie Monk of ASCAP, allowed a highly educational seminar to ease its way into a comfortable closing. And over 200 broadcasters attended the grand finale event.

Performances were given by Pat Roberts, O. B. McClinton, Lloyd Green, Leona Williams, The Nashville Edition, Johnny Russell, Red Steagall, Charlie McCoy and Johnny Rodriguez.



BARBARA BACK WITH LONG BOOKING—Columbia recording artist Barbara Fairchild visits with her producer manager, Jerry Crutchfield, and booking agent, Dick Blake, following her contract renewal with Blake's Hubert Long booking agency.

CashBox/CountryTop75

1	YOU CAN LIVE WITH IT Bill Anderson (MCA 40004) (Stallion—BMI)	26	38	SO MANY WAYS Eddy Arnold (MGM 1478) (Eden—BMI)	37	57	MY MIND HANGS ON TO YOU Billy Walker (MGM 14488) (House Of Bryant—BMI)	63
2	IF YOU CAN LIVE WITH IT Bill Anderson (MCA 40004) (Stallion—BMI)	26	39	DON'T BE ANGRY Billy "Crash" Craddock (ABC 11349) (Acuff/Rose—BMI)	41	58	CHEATING GAME Susan Raye (Capitol 3569) (Blue Book—BMI)	65
3	SOMETHING ABOUT YOU I LOVE Johnny Paycheck (Epic 10947) (Jack & Bill—ASCAP)	27	40	I CAN SEE CLEARLY NOW Lloyd Green (Monument 8562) (Cayman—ASCAP)	43	59	YOU ALWAYS COME BACK Johnny Rodriguez (Mercury 73368) (Hall Note—BMI)	68
4	ANY OLD WIND THAT BLOWS Johnny Cash (Columbia 45740) (House Of Cash—BMI)	11	41	AIN'T IT AMAZING GRACE Buck Owens (Capitol 3563) (Blue Book—BMI)	48	60	LISTEN SPOT Peggy Little (Epic 0968) (Southtown—BMI)	66
5	EMPTIEST ARMS IN THE WORLD Merle Haggard (Capitol 3552) (Shade Tree—BMI)	32	42	SAY WHEN Diane Trask (Dot 17448) (Algee/Gallico—BMI)	47	61	WHY ME Kris Kristofferson (Monument 78571) (Resaco—BMI)	69
6	SHELTER OF YOUR EYES Don Williams (JMI 12) (Jack—BMI)	13	43	CRYING OVER YOU Dickie Lee (RCA 0892) (Milene—ASCAP)	45	62	WHAT'S YOUR MOM'S NAME Tanya Tucker (Columbia 45799) (Altam—BMI)	72
7	MARGIE, WHO'S WATCHING THE BABY Earl Richards (Ace of Hearts 0461) (Bealin—ASCAP)	16	44	I LET ANOTHER GOOD ONE GET AWAY Dorsey Burnette (Capitol 3529) (Mandina/Brother Karl's—BMI)	49	63	SATIN SHEETS Jeannie Pruett (MCA 40015) (Champion—BMI)	67
8	NO MORE HANGING ON Jerry Lee Lewis (Mercury) (Passkey—BMI)	30	45	BRING IT ON HOME Joe Stampley (Dot 1745) (Al Gallico/Algee—BMI)	53	64	SWEET COUNTRY WOMAN Johnny Duncan (Columbia 45818) (Chappell & Co.—ASCAP)	—
9	THE LORD KNOWS I'M DRINKING Cal Smith (Decca 33040) (Stallion—BMI)	19	46	AFTER YOU Hank Williams (MGM 14486) (Chesmont—BMI)	52	65	WHEN LOVE HAS GONE AWAY Jeannie C. Riley (MGM 14495) (Dunmar—BMI)	70
10	WALK SOFTLY ON BRIDGES Mel Street (Metromedia 906) (Blue Crest/Hill & Range Song—BMI)	36	47	GOOD NEWS Jodi Miller (Epic 10960) (Algee—BMI)	54	66	TIE A YELLOW RIBBON ROUND THE OLE OAK TREE John Carver (ABC 11357) (Warner/Tamerlane—BMI)	—
11	NEON ROSE Mel Tillis (MGM 14454) (Tomake—ASCAP) (Brougham Hall—BMI)	22	48	BABY'S GONE Conway Twitty (MCA 40027) (Twitty Bird—BMI)	56	67	WORKIN' ON A FEELIN' Tommy Cash (Epic 10964) (Tree—BMI)	71
12	WHEN A MAN LOVES A WOMAN Tony Booth (Capitol P 3515) (Blue Book—BMI)	29	49	I KNEW JESUS Glen Campbell (Capitol 6633) (Encino—ASCAP)	50	68	CHAINED Johnny Russell (RCA 0908) (Hall/Clement—BMI)	—
13	THANK YOU FOR TOUCHING MY LIFE Tony Douglas (Dot D0A 17443) (Cochise—BMI)	33	50	WALKIN' PIECE OF HEAVEN Marty Robbins (Mariposa—BMI)	51	69	TRUE LOVE Red Steagall (Capitol 3562) (Chappell—ASCAP)	74
14	IF YOU'RE GOIN' GIRL Don Gibson (Hickory 1661)	34	51	KEEP ON TRUCKIN' Dave Dudley (Mercury 73367) (Newkeys—BMI)	55	70	HONKY TONK WINE Wayne Kemp (MCA 40019) (Tree—BMI)	—
15	WE FOUND IT Porter Wagoner/Dolly Parton (RCA 0893) (Owepar—BMI)	38	52	DAISY A DAY Jud Strunk (MGM 14463) (Seven High Music—ASCAP)	58	71	MY WHOLE WORLD IS FALLING DOWN O. B. McClinton (Enterprise 9062) (East/Memphis—BMI)	—
16	WHAT MY WOMAN CAN'T DO George Jones (Epic 10959) (Altam/Algee—BMI)	39	53	LET'S BUILD A WORLD TOGETHER George Jones & Tammy Wynette (Epic 0963) (Algee—BMI)	62	72	DREAM ME HOME Mac Davis (Columbia 45773) (Screen Gems—BMI)	—
17	ORANGE BLOSSOM SPECIAL Charlie McCoy (Monument 31329) (Dist: Epic) (MCA Music—ASCAP)	46	54	DAISY MAY Terri Lane (Monument 7-8565) (Cape May/Banalú—BMI)	59	73	JOHN'S BEEN SHUCKIN' MY CORN Onie Wheeler (Royal American 76) (Birmingham/Onie's Music—BMI)	—
18	MY TENNESSEE MOUNTAIN HOME Dolly Parton (RCA 0868) (Owepar—BMI)	24	55	BRUSH ARBOR MEETING Brush Arbor (Capitol 3538) (House Of Hits—BMI)	61	74	NORTH TO CHICAGO Hank Snow (RCA 740915) (Vector—BMI)	75
19	LOVE IS THE LOOK YOU'RE LOOKING FOR Connie Smith (RCA 0860) (Neely's Bend—BMI)	28	56	YOU GOT ME (RIGHT WHERE YOU WANT ME) Connie Smith (Columbia 45816) (Al Gallico—BMI)	64	75	GO WITH ME Don Gibson & Sue Thompson (Hickory 1665) (Acuff/Rose—BMI)	—

No trouble finding "We Found It." Just check the charts.

74-0893

Cash Box 33* Record World 35* Billboard 43*

From Porter Wagoner and Dolly Parton's new album of the same name with the same kind of hot chart action.

RCA Records and Tapes



RCA
porter wagoner & dolly parton

WE FOUND IT

Includes: Between Us • Love Have Mercy on Us
How Close They Must Be • Love City
That's When Love Will Mean the Most

SP 4221 2/74
P/S-2/74 P/S-2124



**Springhill, Louisiana
(that's near Smackover, Arkansas),
has a famous son named
Joe Stampley.**

Joe's famous for "Soul Song". The big, big country single that crossed over into Pop top 40. Every jukebox in Springhill played nothing but. The rest of the country wasn't too far behind.

And Joe's going to be even more famous after the country hears his latest album called "Soul Song". Not only does it feature "Soul Song", but it also features another top 40 smash single called, "Bring It On Home (To Your Woman)". That's what we call a loaded album! Joe's rich, soulful voice and polished delivery bring it all home.



Who knows; one of these days, Springhill, Louisiana, may name a street after their famous country star, Joe Stampley.

**The Album:
"SOUL SONG"
DOD-26007**

**The Single:
"BRING IT ON HOME (TO YOUR WOMAN)"
DOA-17452**



Distributed by Famous Music Corporation
A Gulf+Western Company

Available on





Picks of the Week

TAMMY WYNETTE (Epic 5-10969)

Kids Say The Darndest Things (2:50) (Algee), BMI—B. Sherrill, G. Sutton)

The First Lady of country music is back with another powerhouse top of the chart item that is as lushly orchestrated as it is produced. Tammy delivers the social commentary oriented lyrics with her usual charm and innocent grace and all points add up to yet another tremendous success. Flip: no info. available.

BARBARA MANDRELL (Columbia 4-45819)

Give A Little, Take A Little (2:39) (Green Grass, BMI—S. Pippin, M. Kosser)

This considerate, loving advice from Barbara should reach country listeners ears with all the impact of a solid item heading for the top of the charts, which this one definitely is. Ms. Mandrell seems headed in the right direction and should be considered a top country lady with a brighter than bright future. Flip: no info. available.

FREDDY WELLER (Columbia 4-45827)

Too Much Monkey Business (2:09) (Arc, BMI—C. Berry)

Freddy experiments with countrified Chuck Berry and makes it work with all of the original rock and roll intentions included. A very exciting track which should get 'em all dancing on the farm. It'll be interesting to watch this one fly up the charts and it will, too. Flip: No info. available.

JOHNNY CARVER (ABC 11357)

Yellow Ribbon (2:57) (Warner-Tamerlane, BMI—I. Levine, L. R. Brown)

Following closely on the heels of the current Dawn chart rising hit, Johnny has come up with this solid country cover which should move programmers onto this version in no time. Chart action is soon follow. Flip: no info. available.

OSBORNE BROTHERS (MCA 40028)

Lizzie Lou (2:37) (House of Bryant, BMI—B. Bryant, F. Bryant)

The Osbornes has been hot of late and this should be the cut to keep them going in that direction. A frantic fiddlin', pickin' piece guaranteed to keep the feet a stompin'. A solid choice programming item with high charts in the future. Flip: Tears (2:30) (House of Bryant, BMI—B. Bryant, F. Bryant)

BOBBY BARE (RCA 74-0918)

Ride Me Down Easy (3:00) (Return, BMI—B. J. Shaver)

Looks like another hit for Bobby with this gospel flavored Western tune which rides as smooth as can be. Easy paced vocals and fine pickin' add to the overall effectiveness and make this one a top programming item. Flip: no info. available.

Additions To Radio Playlists

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

KCKN—KANSAS CITY

Just A Little Loving—Alicia Bridges—Mega

Another Place I Can't Go—Danny Taylor—

Royal American

Feel The Way—Wilma Burgess—Shanon

Kids Say The Darndest Things—Tammy

Wynette—Epic

Tilted Cup Of Love—Ray Smith—Cinamon

Taste Of Sorrow—Curtis Potter—Capitol

Love In The Back Seat—David Wilkins—MCA

I Wish Somebody Loved Me That Much—

Ray Pillow—Mega

The Joplin-Dallas Turn Around—Plainsmen

—Hickory

WBAP—FORT WORTH

I'm Right Where—Anthony Armstrong Jones

—Columbia

The Song Nobody Sings—Jerry Wallace—

MCA

My Daddy Plays The Guitar—Linda Plowman

—Columbia

The Fool I've Been Today—Jack Green—

MCA

If Loving You Means Anything—Stu Phillips

—Capitol

Leaning On Your Love—Virgil Warner—

Capitol

KBUY—FORT WORTH

Let's Build A World Together—Tammy

Wynette & George Jones—Epic

You Always Come Back—Johnny Rodriguez

—Mercury

Yellow Ribbon—Johnny Carver—ABC

What I've Never Let Go—Jack Reno—U.A.

Shelly's Blues—Compton Bros.—Dot

Listen Spot—Peggy Little—Epic

Angel Of The Night—Joe Denton—Tandem

Legend In My Time—Sammy Davis, Jr.—

MGM

Feel The Way—Wilma Burgess—Shanon

Song Nobody Sings—Jerry Wallace—MCA

WPLO—ATLANTA

Yellow Ribbon—Johnny Carver—ABC

Ain't It Amazing Gracie—Buck Owens—

Capitol

Your Love—US—MGM—South

Ride Me Down Easy—Bobby Bare—RCA

Daisy May—Terri Lane—Monument

KIKK—PASADENA

Feel The Way—Wilma Burgess—Shanon

It's Not A Good Day—Kenny Serratt—MGM

You've Got Me—Connie Smith—Columbia

Lightening The Load—Porter Waggoner—

RCA

Ride Me Down Easy—Bobby Bare—RCA

Sound Of Goodbye—Jerry Wallace—MCA

Yellow Ribbon—Johnny Carver—ABC

Kids Say The Darndest Things—Tammy

Wynette—Epic

WJJD—CHICAGO

Kids Say The Darndest Things—Tammy

Wynette—Epic

Sweet Country Woman—Johnny Duncan—

Columbia

You've Got Me—Connie Smith—Columbia

The Fool I've Been Today—Jack Green—

MCA

Yellow Ribbon—Johnny Carver—ABC

Ride Me Down Easy—Bobby Bare—RCA

WEEP—PITTSBURGH

A Song For Everyone—Ray Griff—Dot

I Wish Somebody Loved Me That Much—Ray

Pillow—Mega

The Song Nobody Sings—Jerry Wallace—

MCA

You Always Come Back—Johnny Rodriguez

—Mercury

The Fool I've Been Today—Jack Green—

MCA

That's A Whole Lotta Lovin'—Kenny Starr—

MCA

WONE—DAYTON

What's Your Name Child—Tanya Tucker—

Columbia

Chained—Johnny Russell—RCA

Workin' On A Feeling—Tommy Cash—Epic

Dream Me Home—Mac Davis—Columbia

Why Whole World Is Falling Down—O. B.

McClinton—Stay

Listen Spot—Peggy Little—Epic

WSLR—AKRON

Circle Me—Dee Mullins—Triune

My Daddy Plays The Guitar—Linda Plowman

—Columbia

Lizzie Lou—Osborne Bros.—MCA

Baby—Tennessee Ernie Ford—Capitol

Sweet Country Woman—Johnny Duncan—

Columbia

One Night For Willie—Tex Ritter—Capitol

Battlin' Banjos Polka—Arthur Smith—

Monument

WIL—ST. LOUIS

Indiana Girl—Marty Cooper—Barnaby

Cheating Game—Susan Raye—Capitol

Why Me—Kris Kristofferson—Monument

Everything I Know—Diane Sherrill

Let's Build A World—Tammy Wynette &

George Jones—Epic

WIRE—INDIANAPOLIS

Ride Me Down Easy—Bobby Bare—RCA

The Fool I've Been Today—Jack Green—

MCA

A Song For Everyone—Ray Griff—Dot

Butterfly—Trini Lopez—Griffin

One Night For Willie—Tex Ritter—Capitol

Lightening The Load—Porter Waggoner—

RCA

Sound Of Goodbye—Jerry Wallace—MCA

Yellow Ribbon—Johnny Carver—ABC

WVVA—WHEELING

Let's Build A World Together—Tammy

Wynette & George Jones—Epic

Ride Me Down Easy—Bobby Bare—RCA

Shelly's Blues—Compton Bros.—Dot



A SMASH

#1

BOBBY G. RICE

"YOU LAY SO EASY ON MY MIND"

METROMEDIA COUNTRY
MC 902

Manufactured and distributed by RCA
BOOKED EXCLUSIVELY BY:



Thank You!



CashBox Country Roundup

Johnny Paycheck says, "There's Something About You I Love" . . . Producer/arranger just back from a six week vacation in his native Australia and Hawaii, is off again for the land "down under for a three and 1/2 week tour with the Johnny Cash Show. While in Australia and New Zealand Bill will direct the music for two TV shows and play concerts with the group made up of **Johnny Cash and June, The Tennessee Three and Carl Perkins** . . . The four words that **Danny Davis** hears most these days are "sold out" and "held over." The Nashville Brass and Masters Festival are criss-crossing the country each month making an average of 15 concert performances each month.

Tammy Wynette's next single has the sound that resembles the singer's former "D-I-V-O-R-C-E." Titled "Kids Say The Darndest Things," it was co-written by **Glenn Sutton** and **Billy Sherrill** . . . **David Houston** who's been with the Shorty Lavender Agency less than two months is already contracted for 99 one-nighters in 1973, including over 20 fair dates for the forthcoming season . . . **George Jones** and **Tammy Wynette**, who'll perform March 16 and 17 for the Houston firemen, will immediately

drive to Austin, Texas to sing a total of ten hymns for the Christian Pro Athletes Football Association there at Memorial Stadium. All proceeds will go to benefit crippled children.

Toni Lee will be off Monday on a tour of the southwest to promote her new single release on the Corey label. "The Day That Our Love Came Back Home" . . . The Daughters Of The American Revolution have invited **Dallas Corey** to appear before their Tennessee state conference to perform excerpts from his album, "The History Of The American Revolution" . . . Columbia recording artist **Tanya Tucker** has formed her own (4) piece band to back her on all road dates, according to her manager, **Mr. John Kelly**. Tanya was named "Most Promising Female Artist Of The Year" by the Academy of Country & Western Music recently.

Jeanne Pruett is shipping "Satin Sheets" to the disc jockeys to promote her new MCA single titled "Satin Sheets" . . . RCA country artist **Mac Wiseman** did a lot more besides tape the **Ian Tyson Show** in Canada earlier this month. He actually taped two segments, one segment for two different programs in the

tremendously popular **Tyson** network series originating in Toronto. While there, working with RCA's **Barry Haugen**, **Wiseman** taped extensive open-end interviews for country station CFGM which serves Toronto and vicinity. The station is putting together a special salute to **Mac Wiseman**, who has been for two decades a very popular country artist in Canada.

Chattanooga, Tennessee's Brooks Singers are now making final preparations for a trip to Europe. The European tour will be with the United States Government. While in Europe the Singers will entertain servicemen and their dependents at US military bases. Plans are also being finalized to allow the **Brooks Singers** to travel behind the **Iron Curtain** and entertain audiences in Yugoslavia . . . JMI Record's two new singles are by songstress **Jackie Burns** and **Frank Meyers**, an artist newly signed to the label . . . **MGM's Billy Walker** in Anchorage for two weeks will be ice fishing when he isn't entertaining audiences at Naval and Air Bases.

Pat O'Gold Music Enterprises have moved from Dallas to Nashville and are "at home" at 2131 Elm Hill Pike.

President is **Luther Wood** . . . "Hands Off" and "Smokie Part II" are from a forthcoming album on **Candy Records** called "What's Left" by a group of the same name and featuring **Scotty Moore** as leader and producer. The LP is designed to demonstrate the musical trends during pre-Elvis days. **D. J. Fontana** on drums, along with **Scotty** on guitar, are literally "what's left" of the original **Presley** group. The tune "Smokie Part II" is a sentimental tribute to the late **Bill Black** who played bass with them.

E. Jimmy Key, president of **Rice Records**, has announced the signing of **Bobby Lord** to an exclusive recording contract. **Lord** is the first to be signed by **Rice Records** since the company purchased the **Bobby Bare** masters previously owned by **Mercury Records**. **Lord's** first release, which has already been shipped is, "Got Yourself Somethin," written by **Ted Harris** . . . "Crystal Chandelier" writer **Ted Harris's** success formula in life is 90% determination and perseverance . . . **RCA** has declared **March** as **Porter Wagoner/Dolly Parton** Month. The popular team, who are leading single artists as well, have a hot chart climbing single titled, "We Found It."

Country LP Reviews

THE RHYMER AND OTHER FIVE AND DIMERS —Tom T. Hall—Mercury SRM 1-668

The jacket of this latest **Tom T.** album proudly proclaims the Songwriter of the Year Award which was voted to the artist. The record itself proves that the honor was bestowed upon the right person. Once again **Tom T.** brilliantly retains his title as the Storyteller as he expertly delivers eleven new songs, each with its own story to tell. The high points of this fine collection appear on "Vanishing Ruby," "Another Town," "Too Many Do Goods" and on "Old Five And Dimers Like Me." Will delight country folk and might even tickle the pop people should access be made available.

SUPERPICKER—Roy Clark—Dot DOS-26008

Roy Clark has probably won more awards than any other country performer of late and deservedly so. This latest collection is entirely instrumental and shows **Roy** in an entirely intimate mood with his instrument. Included are such movie themes as "Never On Sunday," "The Midnight Cowboy," "Theme From Love Story" and "Somewhere My Love" and all are smooth and performed perfectly by **Roy** on guitar and backing orchestra. Pop, or more specifically MOR listeners will also find great interest in this collection which should have little difficulty breaking on the charts.

WHEN A MAN LOVES A WOMAN (The Way That I Love You)—Tony Booth—Capitol ST-11160

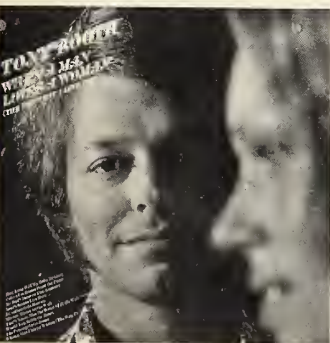
Tony Booth is a solid country singer of the first degree and this latest album could not have been a better indication of that fact. **Buck Owens** wrote eight of the ten tunes included on this collection and that fact in combination with **Tony's** strong vocals and equally as dominant steel guitar make this album one of the most enjoyable to appear in a good long time. Specific highlights appear on the title track, "Sweethearts In Heaven" and "Love's Gonna Live Here." **Tony** seems to have guaranteed a solid future with this powerhouse collection.

TRAVELIN'—Danny Davis and The Nashville Brass—RCA APDI-0034

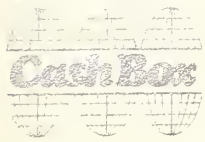
1972's top band is back with this very solid instrumental collection which should do much to recapture that same title in 1973. Strong country tunes backed by steel guitars and brass all add up to a wonderfully entertaining album which should go far for **Danny** and the Brass. Standout cuts include "Rocky Top," "Gotta Travel On," "The Nashville Express" and "Almost Persuaded." Look for this collection to appearing high on the charts very shortly and for the popularity of this group to rise even further.

Top Country Albums

1	DELIVERANCE Soundtrack (Warner Bros. 2638)	1	21	LET'S BUILD A WORLD TOGETHER Geo. Jones & Tammy Wynette (Epic 32113)	29
2	SONGS OF LOVE Charley Pride (RCA LSP 4837)	2	22	TWO SIDES OF CRASH Billy Craddock (ABC X 777)	28
3	WHO'S GONNA PLAY THIS OLD PIANO Jerry Lee Lewis (Mercury SR 61366)	3	23	THIS MUCH A MAN Marty Robbins (Decca DL 75389)	17
4	ROY CLARK LIVE (Dot DOS 26005)	5	24	EARL SCRUGGS LIVE AT KANSAS STATE (Columbia KC 31758)	30
5	ANY OLD WIND THAT BLOWS Johnny Cash (Columbia KC 32091)	6	25	LOVE SURE FEELS GOOD Susan Raye (Capitol ST 3135)	19
6	WILL THE CIRCLE BE UNBROKEN Nitty Gritty Dirt Band (United Artists 9801)	8	26	MY MAN Tammy Wynette (Epic 31717)	21
7	I'VE FOUND SOMEONE OF MY OWN Cal Smith (Decca DL 7 5369)	4	27	SUPER KIND OF WOMAN Freddie Hart (Capitol 11156)	33
8	DO YOU KNOW WHAT IT'S LIKE TO BE LONESOME Jerry Wallace (MCA 301)	9	28	MY SECOND ALBUM Donna Fargo (Dot DOS 26006)	35
9	SONNY JAMES SINGS THE GREATEST COUNTRY HITS OF 1972 (Columbia KC 32028)	10	29	WHISKEY RIVER/THERE STANDS THE GLASS Johnny Russell (RCA 4817)	31
10	HOT "A" MIGHTY Jerry Reed (RCA LSP 4838)	7	30	FIRST SONGS OF FIRST LADY Tammy Wynette (Epic KEG 30358)	37
11	THE STATLER BROTHERS SING COUNTRY SYMPHONIES IN E MAJOR (Mercury 61374)	12	31	ENTERTAINER OF THE YEAR Loretta Lynn (MCA 300) (Dist: Decca)	41
12	IN THE PALM OF YOUR HAND Buck Owens (Capitol ST 11136)	14	32	DON'T SHE LOOK GOOD Bill Anderson (Decca DL 5383)	24
13	IT'S NOT LOVE (BUT IT'S NOT BAD) Merle Haggard (Capitol S-11127)	11	33	BRUSH ARBOR (Capitol 11158)	39
14	SEPARATE WAYS Elvis Presley (RCA 2611)	16	34	HEAVEN IM MY WOMAN'S LOVE Tommy Overstreet (Dot 26003)	25
15	LOVE IS THE LOOK Connie Smith (RCA LSP 4840)	18	35	THE SESSION Jerry Lee Lewis (Mercury SRM 2-802)	42
16	THIS TIME THE HURTIN'S ON ME Faron Young (Mercury SR 61376)	13	36	INTRODUCING Johnny Rodriguez (Mercury SR 61378)	43
17	ALOHA FROM HAWAII Elvis Presley (RCA VIA 6089)	23	37	TWO FOR THE SHOW Jack Green (Decca DL 7 5392)	26
18	WE FOUND IT Porter Wagoner/Dolly Parton (RCA LSP 4841)	22	38	GOT THE ALL OVERS FOR YOU Freddie Hart (Capitol ST 1001 107)	32
19	KEEP ME IN MIND Lynn Anderson (Columbia 4-45768)	20	39	THE GENTLEMAN FROM THE SOUTH Sonny James (Capitol 1144)	27
20	PICTURE OF YOU WITHOUT ME George Jones (Epic KE 31718)	15	40	THIS IS BOBBY BARE (RCA VPS 6090)	45
			41	SOUL SONG Joe Stampley (Dot 26007)	—
			42	AMERICA WHY I LOVE HER John Wayne (RCA 4528)	—
			43	A SWEETER LOVE Barbara Fairchild (Columbia 31720)	—
			44	SHE NEEDS SOMEONE TO HOLD HER Conway Twitty (MCA 303)	—
			45	LYNN ANDERSON'S GREAT HITS (Columbia KC 31641)	40



CashBox International Best Sellers



Great Britain

TW	LW	
1	1	Cum On Feel The Noize—Slade—Polydor—Barn
2	8	20th Century Boy—T. Rex—EMI—Wizard
3	18	Twelfth Of Never—Donny Osmond—MGM—Franc Music
4	6	Hello Hurray—Alice Cooper—Warner Bros.—Warner Bros.
5	5	Feel The Need In Me—Detroit Emeralds—Janus—Carlin
6	2	Cindy Incidentally—Faces—Warner Bros.—Warner Bros.
7	11	Killing Me Softly—Roberta Flack—Atlantic—Butterfield/Essex
8	9	Baby I Love You—Dave Edmunds—Rockfield—Carlin
9	3	Part Of The Union—Strawbs—A & M—Hawkana
10	10	Sylvia—Focus—Polydor—Britico
11	16	Gonna Make You An Offer—Jimmy Helms—Cube—Essex
12	12	Doctor My Eyes—Jackson Five—Tamla Motown—Lorna
13	7	Whisky In The Jar—Thin Lizzy—Decca—Luddington House
14	4	Blockbuster—Sweet—RCA—Chinnichap/Rak
15	19	Pinball Wizard/See Me Feel Me—New Seekers—Polydor—Fabulous
16	14	Looking Through The Eyes Of Love—Partridge Family—Bell Screen Gems/Columbia
17	—	Power To All Our Friends—Cliff Richard—EMI—Big Secret
18	13	Do You Wanna Touch Me (Oh Yeah)—Gary Glitter—Bell—Leeds
19	—	Nice One Cyril—Cockerel Chorus—Youngblood—Bellwin-Mills
20	—	Why Can't We Live Together—Timmy Thomas—Mojo—Southern

TOP TWENTY LP'S

1	Don't Shoot Me I'm Only The Piano Player—Elton John—DJM
2	Moving Waves—Focus—Polydor
3	Bursting At The Seams—Strawbs—A & M
4	No Secrets—Carly Simon—Elektra
5	Slayed—Slade—Polydor
6	The Six Wives Of Henry VIII—Rick Wakeman—A & M
7	Back To Front—Gilbert O'Sullivan—MAM
8	Focus 3—Focus—Polydor
9	Rock Me Baby—David Cassidy—Bell
10	Greatest Hits—Simon & Garfunkel—CBS
11	Piledriver—Status Quo—Vertigo
12	Billion Dollar Babies—Alice Cooper—Warner Bros.
13	Who Do We Think We Are—Deep Purple—Purple
14	Blueprint—Rory Gallagher—Polydor
15	The Strauss Family—Cyril Ornadell L.S.O.—Polydor
16	Clockwork Orange—Soundtrack—Warner Bros.
17	Talking Book—Stevie Wonder—Tamla Motown
18	Catch Bull At Four—Cat Stevens—Island
19	Aloha From Hawaii Via Satellite—Elvis Presley—RCA
20	Holland—Beach Boys—Reprise



Belgium

TW	LW	
1	1	Bianca (Freddy Breck—BASF—Hans Kusters Music).
2	3	Yellow Boomerang (Middle of the Road—RCA—Universal).
3	5	Van 'S Morgens Tot 'S Avonds (Willy Sommers—Vogue—Vogue).
4	4	Go Like Elijah (Chi Coltrane—CBS).
5	10	Forever And Ever (Demis Roussos—Philips—Apollo).
6	2	Cum On Feel The Noize (Slade—Polydor—Hans Kusters Music).
7	6	Blockbuster (The Sweet—RCA—Universal).
8	—	Down By The Lazy River (The Osmonds—MGM).
9	15	Do You Love Me (Sharif Dean—CBS—Hans Kusters Music).
10	—	My Girl Donna (The Buffoons—CBS).



Australia

TW	LW	
1	1	You're So Vain—Carly Simon. Essex. Elektra.
2	2	Crocodile Rock—Elton John. Dick James. DJM.
3	3	I'd Love You To Want Me—Lobo. Festival. Philips.
4	6	Your Mama Don't Dance—Bootleg Family. Control. Bootleg.
5	4	Dreams Are Ten A Penny—Kincade. Screen Gems-Col. Penny Farthing.
6	—	Me And Mrs. Jones—Billy Paul. Control. CBS.
7	—	Goodbye P'Jane—Slade. M.C.P.S. Polydor.
8	—	I Am Woman—Helen Reddy. B'Lugs Music. Capitol.
9	—	I've Got To Have You—Carly Simon. Albert. Elektra.
10	7	Nights In White Satin—Moody Blues. Essex. Deram.



Argentina

TW	LW	
1	1	La Musica (Pamsco) Los Amigos (Music Hall); Eddie (RCA)
2	2	Jambalaya Blue Ridge Rangers (RCA)
3	3	Dejare La Llave En Tu Puerta (Pamsco) Tony Ronald (Music Hall)
4	11	La Vida Pasa Felizmente (Melograf) Luis Aguile (CBS)
5	10	Oh Nena Que Dirias Nini Rosso (Music Hall)
6	4	Te Vere En Setiembre Julie Budd (RCA)
7	12	Por Amor (Melograf) Roberto Carlos (CBS)
8	6	Delicias De La Luna De Monkberry (Korn) Exuma (Philips)
9	5	Fuimos Igual A Los Demas (Melograf) Sergio Denis (CBS)
10	15	Prometimos No Llorar (Clanort) Palito Ortega (RCA)
11	9	Del Album De Mi Abuela (Korn) Los Del Suquia (Microfon); Daniel Toro (Music Hall)
12	—	Con Razon O Sin Razon (Relay) Camilo Sesto (RCA)
13	—	Lluvia Mayfair Set (Music Hall)
14	7	El Culpable De Todo (Odeon) N. Amengual (EMI)
15	—	Nunca Llueve Albert Hammond (CBS)

TOP TEN LP'S

TW	LW	
1	1	Modart En La Noche Selection (Music Hall)
2	3	Ruidos En El Boliche Selection (RCA)
3	2	Ruidos En La Casa Del Puente Selection (Philips)
4	4	Por Amor Roberto Carlos (CBS)
5	5	Musica Para Toda La Gente Selection (EMI)
6	6	A Miguel Hernandez Joan Manuel Serrat (EMI)
7	7	Argentinisima Vol IV Selection (Microfon)
8	—	Te Espero Sandro (CBS)
9	9	Los Mas Grandes Exitos Hernan F. Reyes (CBS)
10	—	Pappo's Blues Pappo (Music Hall)
10	10	Vida Sui Generis (Microfon)



Japan

TW	LW	
1	1	Gakuseigai No Kissaten—Garo (Denon/Columbia) Pub: Apher Music
2	2	Onna No Negai—Shiro Miya & Pinkara Trio (Columbia) Pub: Daiichi Music
3	4	Chugaku Sannensei—Masako Mori (Minoruphone/Tokuma) Pub: Tokyo Ongaku Shuppan
4	3	Onna No Michi—Shiro Miya & Pinkara Trio (Columbia) Pub: Nichion
5	18	Haru No Otozure—Rumiko Koyanagi (Reprise/Warner-Pioneer) Pub: Watanabe
6	5	Hinageshi No Hana—Agnes Chan (Warner Brothers/Warner-Pioneer) Pub: Watanabe
7	6	Maruyama, Hanamachi, Haha No Uta—Eiji Miyoshi (Victor) Pub: Shinko Gakufu
8	10	It Never Rains In Southern California—Albert Hamond (Epic/CBS-Sony) Sub Pub: P M P
9	—	Ai Eno Start—Hiromi Goh (CBS-Sony) Pub: Nichion
10	9	Wakakusa No Kamikazari—Cherish (Victor) Pub: Victor Shuppan
11	8	Urami Bushi—Meiko (Teichiku) Pub: Toei Shuppan
12	7	Anata No Tomoshibi—Hiroshi Itsuki (Minoruphone/Tokuma) Pub: Watanabe/N T V
13	15	You're So Vain—Carly Simon (Elektra/Victor) Sub Pub: Undecided
14	—	Doosei Jidai—Reiko Ooshida (CBS-Sony) Pub: Nichion
15	—	Neraiuchi—Rinda Yamamoto (Canyon) Pub: Fuji Ongaku Shuppan
16	13	Ai To Shi—Four Leaves (CBS-Sony) Pub: April Music
17	11	Futari No Nichiyobi—Mari Amachi (CBS-Sony) Pub: Watanabe Music
18	19	Yoru No Hashiri Ame—Shinyichi Mori (Victor) Pub: Watanabe
19	20	Hi Hi Hi—Wings (Apple/Toshiba) Pub: Folster Music
20	—	Otokonaki—Yo Uchiyamada & Cool Five (RCA/Victor) Pub: Uchiyamada Music

TOP FIVE LP'S

TW	LW	
1	1	Onna No Michi/Shiro Miya & Pinkara Trio (Columbia)
2	2	Garo 2 (Columbia)
3	3	Elvis In Hawaii/Elvis Presley (Victor)
4	4	Genkidesu/Takuro Yoshida (CBS-Sony)
5	—	Asu Eno Melody/Mari Amachi (CBS-Sony)



Chi Coltrane recently visited Germany for a TV presentation in Radio Bremen's famous "Musikladen" (music shop), where she performed her songs "Thunder And Lightning" and "I Will Not Dance". Four days later, Chi appeared in the Sunday news program of Germany's second TV channel. Picture taken at Rhein-Main airport of Frankfurt, shows l. to r.: Ken Fritz, manager of Chi and Neil Diamond, Chi and Rudy Wolpert, managing director of CBS Germany.

Intersong Reps Deodato Catalog

NEW YORK — Heinz T. Voigt, managing director of the worldwide Intersong publishing group, has announced that Intersong has recently entered into a long-term agreement for representation of Eumir Deodato's Kenya Music catalog outside of the United States and Canada. The group has also extended the term of its agreement for representation of the Time Music catalog which contains the bulk of the compositions recorded by Otis Redding. The latter agreement was negotiated in Los Angeles by Voigt and Joe Shribman for Time Music.

Mayall Tours

NEW YORK — John Mayall undertakes an extensive tour of the Anzak (Australia-New Zealand) area and Western European cities starting April 5 and culminating in his appearance at the Newport Jazz Festival in New York at Philharmonic Hall on July 5.

U.S. Acts In Tokyo Fest

TOKYO — Paul Williams, Sammy Davis, Jr., and the Jackson 5 have been invited as guest stars to the second annual Tokyo Music Festival, April 27-28. Williams, A&M Records singer-composer, also will participate in the international song festival, grand prize being \$10,000 for "world's most popular song." Judges at the finals of the contest include film producer Al Ruddy and composer Don Black.

Feliciano In Far East

TOKYO — Vet Far East promoter Tatsuju Nagashima reports that RCA recording star Jose Feliciano's recent Far Eastern tour of Japan and Hong Kong was completely sold out, with 10 concerts in six Japanese cities grossing \$117,380, two Latin Quarter night club performances totaling \$7,000, and three Hong Kong appearances bringing in a record \$25,000.

Feliciano left here for his European tour Mar. 1.

MCA Unified Mktg Program In Europe For Older Catalog

HAMBURG, GERMANY — MCA Records for the first time will have a unified marketing program in Europe, according to Mike Maitland, president. Maitland was here this week to chair a meeting of MCA's European Licensees to discuss the re-issuing and marketing of MCA's older repertoire.

Accompanying Maitland at the meeting here from the label's Los Angeles offices were Artie Mogull, vice president in charge of artist acquisition and development; Lee Armstrong, vice president of international; and Lou Cook, vice president in charge of administration and finance. The meeting was held at the Hotel Maritim.

Licensees from more than 14 countries discussed the re-issuing and marketing of catalogs artists like Louis Armstrong, Count Basie, Bing Crosby, Billie Holiday, Ella Fitzgerald, Buddy Holly, Bill Haley, Brenda Lee, and Andres Segovia, among others.

"For the first time, we will have a unified marketing and distribution program for MCA product in Europe," stated Maitland. "We are especially pleased about the reception this program and its development has received." With this new marketing program, MCA's European outlets simultaneously will release this older repertoire.

Also attending the meeting here are Derek Everett, managing director of MCA in England and his associates David Howells and Alan Crow-

der.

Those countries represented at the MCA meeting included England, Sweden, Norway, Finland, Belgium, Netherlands, Luxembourg, Spain, Denmark, Italy, Switzerland, France, and West Germany.

Maitland and his staff met with their London offices following the meetings here.

Berry, Lobo Kluger Songs Via CBS Int'l

NEW YORK—Sub-publishing rights to Chuck Berry's Isalee Music Co. catalog exclusive of "My Ding A Ling" and to 12 Lobo compositions from the Kaiser Music catalog, have been assigned to the CBS International Publishing Group for Mexico, Brazil and South and Central America. Included in the pact are hit Lobo material, "Don't Expect Me To Be Your Friend" and "I'd Love You To Want Me." In addition, seven current compositions from the Roland Kluger Music catalog have been assigned to CBS International for sub-publishing in Argentina, Uruguay, Chile, Paraguay and Bolivia.

Tokuma Sets 5-Year Plan

TOKYO — Tokuma Musical Industries Co., (president: Mr. Yasuyoshi Tokuma) is scheduled as the main project of its 5 years plan which started this year, to reinforce its association with dealers, to complete its sales network and to expand its share of western music in this year. For these goals, a seminar for the staff will be held together with a branch managers conference, which have been held in the past.

"We should like to accomplish," Kuwata, chief of business-section said, "the first target in 1975, the 10th anniversary of company's foundation. At the same time, classics, jazz and pop will be pushed simultaneously with ENKA (Japanese traditional popular song), which has represented the unique coloration of our company."

Ave. Of America Plans To Mkt Budgets In Japan

HOLLYWOOD — Avenue of America Records will launch its budget album line in Japan, announces general manager Gary Salter. The company is moving into the Orient based on interest shown at the recent NARM convention for its catalog of 120 albums. Of that number 10 are three record sets.

While showing its line at NARM as Canada's only record company exhibitor, the label met with several Japanese officials and Salter now sees a new distribution affiliation on the horizon.

The Canadian label is about to introduce its three record set budget LP concept to the U.S. with television promotions for two of its newest items, "Grammy Awards 73" and "50 Top Hits of 72." Both disks were recorded by Alan Caddy and his orchestra and chorus in London. "They are re-creations of the original hits," Salter emphasizes.

Although Avenue is building a full price business with its GAS pop subsidiary line, Salter does not plan introducing this product to Japan just yet. He is working on building a pop image in Canada and the U.S. first, placing GAS artists on U.S. labels for distribution.

Two weeks ago GAS introduced its first four LPs tied in with a concert presentation for three of its acts. Introduced were the groups Abraham's Children, Side Effect and Rose. Debuted were the LP's "Bit Of Both" by David George; "Hooked On A Rose" by Rose; "Time" by Abraham's Children and "Effective" by Side Effect.

Abraham's Children is already on Buddah. Side Effect is a Los Angeles based soul band numbering eight pieces.

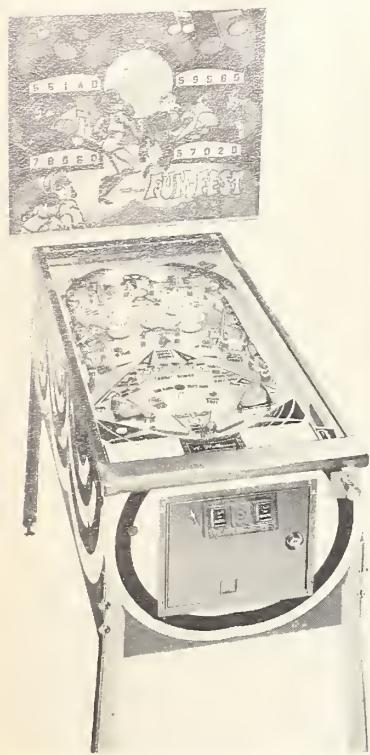


Phil Rose, vice president of the Kinney Group in charge of international operations of the Warner Bros., Atlantic and Elektra labels, has been touring the Latin American countries and South Africa, discussing the musical scene in each of them. Pictured here is Rose with Nestor Selasco, president of Music Hall Records, Kinney's licensee in Argentina, and Miguel Smirnoff, Cash Box' rep in that country.



Uriah Heep are very popular on the continent, and recently they achieved sales of over 10,000 in Sweden for the "Magician's Birthday" and "Demons and Wizards" Bronze albums. Picture shows Selwyn Turnbull (Bronze) and Lillian Bron (Bronze) accepting the disks from Lars Olof-Helen (Sonet Sweden) and Hans Bergqvist (Sonet).

Bonus Scoring Highlights New Williams Flipper



Wms. FUN-FEST 4-PI

CHICAGO — "Fun Fest" is the name and "bonus-play" is the game with Williams Electronics' brand new four player flipper, now shipping to the factory's domestic and overseas distributors.

The playfield, while spacious, has loads of bonus targets and point-scoring features, highlighted by an extra special triple bonus at the finish when the ball goes out.

Many established Williams scoring features are again incorporated into Fun-Fest, including the popular pop-up post between two jumbo flippers down front, a swinging target and five D.C. power bumper targets. It also has a left side ball return lane and another return gate at the right.

Skillful players will attempt to build up bonus points (indicated on a numbered-light arc in front of the center target) which collects the points when hit. Two "down post" rollovers are also located near the flippers which the player will attempt to avoid while amassing his points.

The appearance of the table is ex-

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EDITORIAL

Labels & Single Records

Last week, we listed some technical and marketing facts about jukeboxes for the record people. This week, let's set down some hard facts about records, singles in specific, for jukebox people. Perhaps if both parties knew a little more about each other, some of the problems facing both might be eased.

For starters, jukebox operators should know that the 45rpm single record is absolutely the least important product—**dollar-wise**—to any given record label. Singles account for less than 10% of the overall dollar volume generated by the sales of records and tapes.

As a matter of fact, the single is viewed almost strictly as a promotional vehicle for the artist on an LP. The sale of that artist's LP depends upon his exposure to record buyers. If a single hits so hard that good money is actually earned by it, so much the better. But it's an LP business today and that's the plain truth.

Do singles enjoy promotional exposure other than thru radio play? Why, of course—on jukeboxes. But labels feel the operators won't buy singles until they're charted, so therefore, the primary promotional thrust is thru radio. What of the 50% or so singles the music operator buys? More promotion and earnings, but not very significant overall.

So what we're talking about is two things: 1. Approximately 5¢ of the record industry's earnings come from the machines (not, according to anyone's figuring the spearhead of a marketing campaign); but 2. additional, complimentary promotion of an artist is achieved thru the play of his current single on thousands upon thousands of jukes (little radio stations) each and every day.

The jukebox fits hand in glove with the label's radio promotional push and should therefore receive the same deference as the radio station—specifically, filling its needs, whatever they may be.

tremely artful, both on the playfield and in the backglass where colorful musical notes surround a bevy of well-endowed dancing girls and the perennial "old pappy" kicking up his heels.

Bill DeSelm, Williams sales manager, recommends that the flipper be set at 2/25¢ play and on a three ball game. The game is, of course, adjustable to either three or five balls. Replay and add-a-ball versions of Fun-Fest are also available.

Optional items include single, double or triple coin chutes and an income totalizer kit.

DeSelm invites all games operators to drop down to their nearest Williams distributor and inspect the new four-player at their earliest convenience.

German Trade Leader Boosts Arcade Progress

HAMBURG — Lars K. Skriver of Hamburg, Germany, the German Amusement Arcade Owners' representative, will celebrate his 65th birthday on April 7th 1973 in his favorite city—Copenhagen. Skriver is well known in Hamburg by his twenty years' association work as well as by his own arcades not forgetting his regular visits to all foreign coin machine exhibitions, particularly the A.T.E. in London every year.

Last autumn Skriver visited the MOA exhibition and on learning it would be MOA's 25th anniversary in 1973 said he had apparently come one year too early but would return

72 Bally \$ Soar

CHICAGO — Bill O'Donnell, president of Bally Manufacturing Corp., announced March 21st that the company's net income for 1972 was \$9,534,000 compared with \$4,633,000 (including a \$342,000 extraordinary gain on translation of foreign currencies) for 1971, an increase of 105.8%. Net income per share in 1972 was \$1.82 compared with \$.86 (including extraordinary item of 6¢ per share) in 1971. Revenues likewise showed a sharp rise to \$87,138,000, an increase of 79.3% over 1971 revenues of \$48,602,000. Net income per share is calculated on an average of 5,237,117 shares outstanding for 1972 and 5,368,292 shares for 1971.

O'Donnell stated: "The all-time high in revenues and net income achieved by Bally in 1972 is the result of improved performance and internal growth by Bally and its subsidiaries, and of important acquisitions both overseas and in the U.S. The results for 1972 include the operations of Gunter Wulff Apparatebau GmbH for the period subsequent to acquisition, April 1st. The German company's contribution to consolidated revenues and net income for the nine month period was \$16,354,000 and \$2,885,000 (\$.55 per share), respectively. Both the 1972 and 1971 figures have been restated to include, on a pooling of interests basis, the results of Empire Distributing Inc. and its affiliated companies, which Bally acquired in December 1972."

On top of the impressive gains achieved by Bally in 1972, O'Donnell was enthusiastic on prospects for the first quarter 1973. "The first three months of the current year should be the best first quarter in the company's history," he said, "based on strong domestic demand, the continuing contribution to income from our overseas subsidiaries, and the recent dollar devaluation which is making our products more competitive in world markets."



again this year. Skriver is a director of the North German Operators' Association and takes part in all ZOA meetings in his capacity of counsellor for all matters concerning amusement arcades. This type of location is making fast progress in Germany at the moment. The total number of arcades is estimated at between 1000 and 1500.

Before terminating his career in association work it is Skriver's aim to secure an effective representation for the amusement arcades' branch of the coin machine industry if possible within the German Operators' Central Organization ZOA.

Apart from his association work Skriver has become well known for raising funds for the Dolphin Foundation for handicapped children. Up to now he has collected about \$18,000 from German coin men, especially arcade owners. Skriver hopes to double this amount. In each of his three arcades he has installed a flipper machine whose entire takings go to the Dolphin Foundation.

Triangle Income Up; Rowe Int'l Blossoming In Foreign Markets

HOLMDEL, N.J. — Triangle Industries, Inc., reported a strong surge in fourth quarter income—amounting to nearly 300-percent. For the full year, the company reported a 32-percent increase in earnings on record sales.

Net income for the year ended Dec. 31, 1972, amounted to \$2,728,000 equivalent to \$1.37 a share, compared to \$2,067,000 or \$1.03 a share in 1971.

Fourth quarter net was \$500,000 in 1972 compared to \$127,000 in 1971. Sales for the year were \$176,471,000—a new high—versus \$159,641,000 for the previous year.

Edward J. Simmons, president and chief operating officer, said that the momentum generated in the fourth quarter was carrying over into the

first quarter of 1973. Earnings in the first quarter are running far ahead of the 35-cents a share reported for that period in 1972, he said.

"The consolidation programs completed in 1972, coupled with major capital improvements to be undertaken in 1973 will provide a sound base for future growth and expansion, and further continued earnings improvement," Simmons said.

Commenting on the activities of the company's Rowe International Inc., subsidiary, Simmons said they will continue to place emphasis on their expanding international markets. The company expects export volume to increase by more than 50-percent in 1973, largely as a result of expansion in the Far East market.

East Coast for Pierre to Peabody's

VA. BEACH — Rene Pierre of France, manufacturer of the Competition Football machine, has granted exclusive importation and distribution rights for the United States for the machine to Peabody's, Inc. of Virginia Beach, Va.

In a visit to France in early March, Nabil Kassir and Edmund Ruffin, principals of Peabody's, made the final agreements for the contract. Among the subjects discussed was the heavy promotional campaign being mapped out by Peabody's to acquaint distributors and operators across the country with the Competition Football table.

Such promotion will include widespread mailouts and extensive advertising, as well as the opening of pilot "football centres" in key geographic areas. "The machine is immensely successful in Virginia and in many areas in the southeastern part of the country, and it is Peabody's objective to demonstrate to local distributors and operators just how profitable and popular Rene Pierre football and football centres can be," Kassir declared.

Kassir and Ruffin are very pleased



Kassir and Ruffin eye agreement granting exclusive Pierre distribution for East Coast.

with their new distributorship, and they are looking toward a very promising future for Rene Pierre football in the rest of the United States.

Goldsmith Outlines All-Tech Picture

MIAMI LAKES, FLA. — All-Tech Industries, Inc. reported sales from continuing operations in 1972 rose to \$18,347,000, a gain of \$3,329,000 or 22% over 1971. A net operating loss of \$136,338 resulted during this period compared to a profit of \$184,033 in 1971.

All-Tech reported the sales, as of January 31, 1973, of the net assets and business of an unprofitable division of Kayland Manufacturing Corporation at a loss and, during the fiscal year, a sale of the assets of International Commodities Export Corporation at a substantial profit.

After adjustment for extraordinary items and results from discontinued operations, a net loss in 1972 of \$153,272 or 9¢ per share compared to a net profit of \$382,991 or 23¢ per share in 1971 was experienced. Financial stability, however, is firm as reflected by improved liquidity as measured by the ratio of current assets to current liabilities which rose from 1.5 to 2.7.

Chairman of the board and chief executive officer, Justin Goldsmith, reported that significant changes in management, organization and oper-

ations have been made. The resignation of Hamilton T. Holt, Jr. as president and director was accepted and those additional duties were assigned to chairman Goldsmith.

Davenport New V.P. At ATI Recreation

MIAMI LAKES, FLA. — John Davenport, formerly vice president and treasurer of Rowe International, and assistant treasurer of the parent company Triangle Industries, has been hired as chief financial officer and elected vice president of ATI Recreation, the largest Division of All-Tech Industries, Inc.

Justin J. Goldsmith, chairman of the board and president of the Miami-based conglomerate, stated that the employment of Davenport and his election as an officer is in line with All-Tech's decision to reorganize operations and strengthen financial control in ATI Recreation which has the highest sales and the greatest potential for increased profit and growth in the conglomerate.

On The Road With Wurlitzer Schools In Neb. and Penn.

NORTH TONAWANDA — Wurlitzer servicemen attended two-day service seminars in Omaha, Nebraska; Pittsburgh and Wilkes-Barre, Pennsylvania and Wichita, Kansas on February 27, 28 and March 7, 8.

These seminars were conducted by Wurlitzer field service engineers Karel Johnson, Hank Peteet and Harry Gregg. Each two-day service seminar is an in-depth work/study program designed to familiarize jukebox servicemen with the electrical and mechanical elements of the Wurlitzer Americana Model 3700 phonograph.

Don Livermore of Kort Amusement in North Bend, Nebraska, Nicholas J. Ferrese, Sr. of Peerless Specialty Co. in New Castle, Pennsylvania, Jesse E. Laubach of Pep Amusement Co. in Mill Hall, Pennsylvania and Jim Hollabaugh of Stardust Equipment in Wichita, Kansas were the finalists drawn in The Wurlitzer Company's Serviceman's Sweepstakes at these seminars. Contest finalists are being drawn at each of the two-day Seminars held between January 5 and May 25, 1973. A Grand Prize winner will be selected from among the finalists on June 1, 1973, at the North Tonawanda Plant. The Grand Prize is an all-expense paid weekend for two at a famous fishing, golfing or sightseeing resort in the winner's geographic area. Nineteen other finalists have already been chosen in previous two-day service seminars throughout the country.

Those attending the seminar in Omaha on February 27 and 28 were: Don Livermore, Leonard Vyhldal, Richard Mehaffey, Bernard D. Conrad and Dennis J. Molnar of Kort Amusement in North Bend, Nebraska; John P. Mathis of Coin-A-Matic Music in Glenwood, Iowa; Bob Reichwein of A-1 Machines in Omaha, Nebraska; and Leonard Van Sant of Central Distributing in Omaha, Nebraska.

In attendance at the Seminar in Pittsburgh on February 27 and 28 were Edward J. Rowe of C & S Music in Verona, Pennsylvania; Patrick Guerrini and Samuel E. Trutt of Guerrini Vending Co. in Lewistown, Pennsylvania; Richard Bevilacqua of Johnstown, Pennsylvania; Robert Tidball of T & E Amusement Co. in Burgettstown, Pennsylvania; Tom Skelton of Skelton Vending Co., in Pittsburgh, Pennsylvania; Carl Dicarolo of Dicarolo Music Co. in New Castle, Pennsylvania; Nicholas J. Ferrese Sr. and Nicholas J. Ferrese, Jr., of Peerless Specialty Co. in New Castle, Pennsylv.

(Continued on next page)

RALLY

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ON LOCATION**



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OUR RECORDS PLAY (AND PAY).

A buyer's guide to the singles slotted to be hits; the singles that make those coins hit the slot.

CURRENT DYNAMITE SINGLES

Jerry Lee Lewis	"Drinking Wine Spo-Dee-O'Dee"	Mercury 73374
Joe Tex	"All the Heaven A Man Really Needs"	Dial D-1021
Johnny Rodriguez	"You Always Come Back (To Hurting Me)"	Mercury 73368
John Davidson	"What She Left Of Me"	Mercury 73362
Fire & Rain	"Hello Stranger"	Mercury 73373
Chuck Mangione	"Last Tango In Paris"	Mercury 73371
Mouth & MacNeal	"Let Your Life Lead By Love"	Philips 40724



products of phonogram inc., 35 e. wacker drive, chicago, ill.
formerly Mercury Record Productions, Inc.

Friedberg Joins Banner As Sales Rep

PHILADELPHIA — Frank S. Friedberg, a veteran of many years in the vending industry, has been appointed executive representative of Banner, according to Marc Rodstein, vice president sales and marketing of the company.

Since attending the Wharton School of the University of Pennsylvania, Friedberg has constantly been engaged in activities concerning vending. First as vice president of Glenside Wholesale Tobacco Company and then as president of Norris Vending Company, Norristown, Pa. for ten years prior to merger into Servomation Corporation.

For the past eleven years Frank has served as president of Servomation of Delaware Valley unit his assignment to the Mid Atlantic Division Staff where he performed as a specialist for the division.

He will now have executive responsibility for the Eastern Pennsylvania, New Jersey and Delaware area of Banner's distribution business.



FRANK FRIEDBERG



THE OLD AND THE NEW Rock-Ola's are on display in the showroom of Gerald's Amusement Machines in Lafayette, Louisiana. Gerald Goudeau, of Gerald's Amusement, recently moved into his new building and in the process, discovered an old Rock-Ola model 1422 (20 selections), which was the first jukebox he bought when he started his operation in 1948. "I was elated, and moved it into the new showroom right next to the current model 447," he declared. Goudeau is shown above between the two machines.

Wurlitzer Seminar Attendees

(Cont'd.)

vania; John R. Molenari and David Walters of JR & M Vending Co. in Jeannette, Pennsylvania; Ernest Stanton of Stanton Music Co. in North Braddock, Pennsylvania; Paul Stillitano of Allied Vending Company in Greensburg, Pennsylvania; Robert G. Zeiler of Harry M. Murray Amusements in McKeesport, Pennsylvania; Edward J. Jarusinski of Murray Amusement, Inc. in Pittsburgh, Pennsylvania; Samuel F. Billanti of C & S Music in Pittsburgh, Pennsylvania; Martin Buksa of Fields Music Co. in Weirton, West Virginia; Richard Brubach of J & D Music Co. in Pittsburgh, Pennsylvania; William Parkin of Adams Music Co. in New Kensington, Pennsylvania; and Douglas Scholar and Gary Lindner of Music Distributing Co. in Pittsburgh, Pennsylvania.

Attending the Seminar in Wilkes-Barre on February 27 and 28 were: Jesse E. Laubach of Pep Amusement Co. in Mill Hall, Pennsylvania; Harold L. orger, Sr. of Tri State Music Co. in Lancaster, Pennsylvania; Joseph Deluca of Deluca's Amusements in Wanamie, Pennsylvania; Richard Jayne of Jaynes Vending in Meshoppen, Pennsylvania; Lawrence Miller of Adam Borger Amusements in Jim Thorpe, Pennsylvania; Joseph Pelley of AM Coin Machine in Hazelton, Pennsylvania; Anthony Tomashunis of Pelley Coin Machine in West Hazelton, Pennsylvania; Ed Mountjoy of Roth Novelty in Wilkes-Barre, Pennsylvania;

Harry Webberking and Mrs. Jean Webberking of Skill Amusement Co. in Scranton, Pennsylvania; William Villano, James Duda and Dominick Saracino of Roth Novelty Co. in Wilkes-Barre, Pennsylvania; Adam D. Borger of Adam Borger Amusements in Jim Thorpe, Pennsylvania; Dave Day and Don Smith of K.E.D. Vending in Port Jervis, New York and Joseph Petribjak of Twin Novelty Company in Wilkes-Barre, Pennsylvania.

In attendance at the Wichita Seminar on March 7 and 8 were: Jim Hollabaugh of Stardust Equipment in Wichita, Kansas; Rollen R. Fooshee of Fooshee Amusement in El Dorado, Kansas; Steven R. McAdoo of Fooshee Amusement in El Dorado, Kansas; John D. Martin of Entertainment Enterprises in Hoisington, Kansas; Robert L. Blanken of Bud's Music Service in Junction City, Kansas; Ronald R. Montgomery of Emporia Music Service in Emporia, Kansas; Phil R. Macceli of Maceli Music Co. in Frontenac, Kansas; Harold Schreck of Harold's Vending in Cunningham, Kansas; Verlin L. McHenry and Bob Korf of Hutchinson Vending Co. in Hutchinson, Kansas; Richard Hearting and Russell A. Hearting of K-Hearting Amusement Co. in Wakeeney, Kansas; Marty Hammer of United Distributors in Wichita, Kansas, and Michael E. Harris of Wayne Ellis Glass Service in Wellington, Kansas.

EASTERN FLASHES

AROUND TOWN—Larry Galanti, Joe Bertolotti and the International Mutoscope sales staff will be hosting games operators to a special introductory showing of the new For-Play 'Rally' video game this Wed., Thurs. and Friday at Orestes Coin (44th and Tenth). The Rally game, which is distributed world-wide by A.C.A. Sales and Service (and handled locally by Mutoscope) is a fast, highly competitive two-player tennis or ping pong styled game, with action depicted on a television screen. And, says Larry, it appeals to players of all ages, and to clientele in all types of on- and off-street locations. First sample, which will be demonstrated at Orestes Coin, was air shipped in from the California factory last week. Bulk shipments are expected shortly. Coffee and cake will be served at the function. . . . Also air-shipping games these weeks is Belam's Marc Haim. Since they've secured exclusive overseas distribution rights to the Electronic Sensing Products games line, bulk deliveries of the Electro-Dart and Kennel Club electronic wall games have been jetting into Europe and the Far East with a gusto. Marc tells us Europe has over 500 Electro-Dart's on location already. Belam has set up the "Belam Export Division" to handle the new line. "We're very proud to represent this company and their products," Marc declared. "They are true pioneers in the remote control games field and have shown the way in modern circuitry to many in the business. We'll be doing a terrific job with the line, especially in those small European bars and cafes where space is at a premium and where folks love games competition even more than they do here at home." Belam chief Vic Haim back at his desk after couple days relaxation at his Florida vacation home.

Si Lipp at Albert Simon, Inc. says U.S. Billiards sales chief **Len Schneller** also back at his Amityville desk after week's sales trip on the road. . . . Ran into **Teddy (the champ) Seidel** on the street the other day, ducked an affectionate punch and pronounced the Champ hail and hearty and active as always. . . . Playmor in Brooklyn received first samples of the new Allied Leisure Industries 'Paddle Battle' video two-player game and prexy **Harold Kaufman** says this item will be one of the hottest numbers on location this season. "It's got superior competitive appeal, visual attraction and technical proficiency," says Harold. "It's a winner." The Paddle Battle's printed circuit, or "brain board" as the pro's call it, has a one year warranty.

Vic and Ginger McCarthy (Catskill Amusement) into Peekskill visiting with the **Al Kress's**. Vic brought down a Wurlitzer 1015 antique for Al's basement (hear there's going to be big things brewing with a machine of that description come April). . . . **Bruce Lipkin**, we hear, will be tying the matrimonial knot this May. Lush affair planned for the Manor House. . . . Any local operators still planning on attending the MOA business seminar (April 13-14 at Notre Dame University) had better make their reservations this week or forget it. Deadline for room reservations at the Morris Inn (on campus) is March 29th. April 9th is deadline for seminar registration. MOA members have received plenty of literature on the event from **Fred Granger** and have all necessary forms.

Couple of new singles for machines bear mention: **Brad Swanson**, Thunderbird Records' fabled organist, has just cut the "Beer Barrell Polka" b/w "Driving Home" TH548; **Vikki Carr's** also eyeing a jukebox hit with her Columbia disk entitled "Ms. America." On the latter, Columbia's jukebox product coordinator **Ron Braswell** (in his mailing to operators) writes: "Ms. America is a now song about today's woman. No one can bring across the effect a record like this should have but Vikki . . . and she does!" Bras also info's the disk is a "sure hit among your female audience as well as with curious male listeners."

Peabody's Inc., the Virginia Beach coin company which recently secured East Coast distribution rights to the Rene Pierre soccer table, issued a mailing to several hundred operators last week, apprising them of their new position and promoting the benefits of the machine. "While young and old alike are delighted with the newness and skillfulness of the sport, amusement operators who have taken on the Rene Pierre machines have been amazed at their quick success and high profitability," wrote **Ed Ruffin**, Peabody's secretary-treasurer. "We wish to inform you that you can obtain these machines directly from Peabody's, Inc. and may contact us by mail or phone for purchase and delivery information," he stated to the East Coast ops.

JUKEBOX PROGRAMMING GUIDE

POP

ELTON JOHN
DANIEL (3:52)
No Flip Info. MCA 40046

LOBO
IT SURE TOOK A LONG, LONG
TIME (3:12)
No Flip Info. Big Tree 16001

RARE EARTH
MA (5:24)
No Flip Info. Rare Earth 5053

HOT BUTTER
PERCOLATOR (1:58)
No Flip Info. Musicor 1473

PAUL ANKA
HEY GIRL (4:13)
No Flip Info. Buddah 349

R & B

ISAAC HAYES
ROLLING DOWN THE MOUN-
TAINSIDE (4:20)
b/w (If Loving You Is Wrong) I
Don't Want To Be Right (4:45)
Enterprise 9065

**CORNELIUS BROTHERS & SIS-
TERS ROSE**
LET ME DOWN EASY (3:00)
No Flip Info. UA XW 208-W

THE DELLS
GIVE YOUR BABY A STANDING
OVATION (3:52)
No Flip Info. Cadet 5696

C & W

BARBARA MANDRELL
GIVE A LITTLE, TAKE A LIT-
TLE (2:39)
No Flip Info. Columbia 4-45819

FREDDY WELLER
TOO MUCH MONKEY BUSINESS
(2:09)
No Flip Info. Columbia 4-45827

JOHNNY CARVER
YELLOW RIBBON (2:57)
No Flip Info. ABC 11357

OSBORNE BROTHERS
LIZZIE LOU (2:37)
b/w Tears (2:30) MCA 40028

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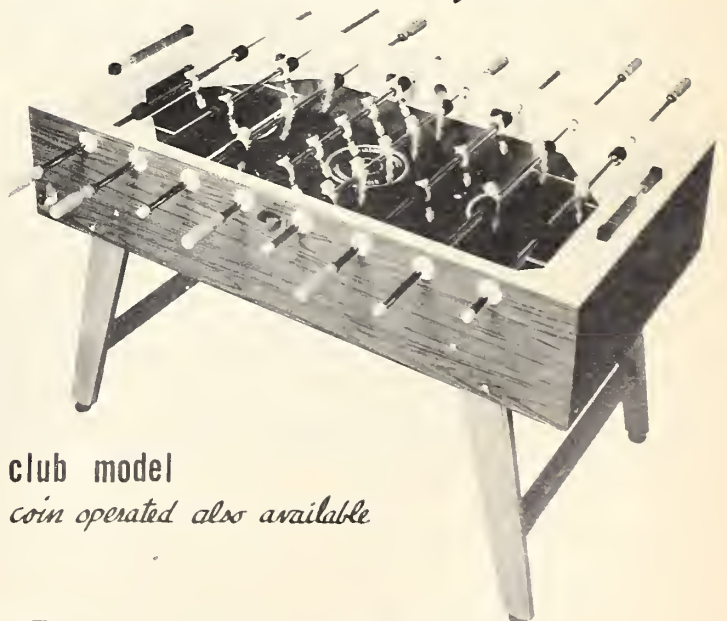


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6-PLAYER
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CHICAGO CHATTER

The D. Gottlieb & Co. factory complex in suburban Northlake, Illinois will be expanded by about 35,000 square feet when the new addition to the east side of the building is completed. Groundbreaking took place last week, according to Alvin Gottlieb, and construction is expected to be completed by September of this year . . . As has been the case during past expansion periods, business at the factory continues as usual, with much concentration at the present time on export!

WILLIAMS ELECTRONICS INC. announced the official release, this past week, of its new 4-player "Fun-Fest"! Bill DeSelm tells us the factory will begin volume production just as soon as sample shipments are completed. Meanwhile, they're doing an awful lot of business out there with the current "Upper Deck" baseball game!

BALLY MFG. CORP'S ad manager Herb Jones was a recent participant in the television show "To Tell The Truth", which will be aired in several hundred areas across the country during the coming weeks. On the show Herb and two "imposters" were questioned by panelists who were trying to determine which of the three was actually "Herb Jones, who can tell you all you ever wanted to know about the pinball." Since Herb's answers were so obviously accurate the panel discovered his identity in no time flat, but he did say the experience was a lot of fun! The show was taped, and in a segment of it panel members Peggy Cass and Kitty Carlyle will be seen playing Bally games!

AN UPSWING IN ACTIVITY on can venders, a common occurrence at this time of the year, is keeping that department at Rock-Ola Manufacturing Corp. very busy! Phonos, too—namely the "447", "450" and "451"—are very much in the spotlight out there! . . . Factory's field engineer Bill Findlay has been on the road constantly these days conducting schools in various parts of the country. Among his stops last week were Kenosha, Wisconsin and Philadelphia, Pa.

CHICOIN'S MARKETING MANAGER Chuck Arnold was exceptionally busy last week—what with heavy activity on the "Baseball Champ" and preparation for the firm's upcoming North American distributors meeting slated for March 30 at the Hyatt House here in town! Invitations are in the mail, by the way.

EMPIRE DIST. RECENTLY HOSTED some very successful Automatic Products service sessions in Indiana. A good many operators and servicemen from the area attended and were greeted by Joe Patterson and Wayne Benson, representing Empire. Sessions were conducted by AP's Hank Swalve . . . Distrib's Chicago headquarters is enjoying much activity in the games department—especially with current ChiCon and Gottlieb product!

ON THE SINGLES SCENE: Gus Tartol of Singers One Stop tells us area operators are showing interest in the following releases: "And I Love Her So" by Pery Como (RCA), "Stuck In The Middle With You" by Stealers Wheel (A&M), "The Night The Lights Went Out In Georgia" by Vicki Lawrence (Bell), "Sing" by The Carpenters (A&M) and "Wild Flower" by Skylark (Capitol).

MILWAUKEE MENTIONS

At presstime Hastings Dist. Inc. was preparing for its annual participation in the Restaurant Show being held at the Expo Center, March 20, 21 and 22. The Hastings booth was a big one this year, manned at various intervals by Jack Hastings, Wally Bohrer and Paul Page—and displaying such product as the Rock-Ola phonograph, Frigidaire ice machine and Tepco air purifier.

WURLITZER DIST. CORP. winds up its fiscal year at the end of March and Paul Jacobs happily notes "this has been the best year in our history!" Paul mentioned how well the Wurlitzer phonograph has been doing and how much business he has chalked up on such games as "Air Hockey", "Pong" and the "Garlando Soccer". Great!

EMPIRE DIST.—GREEN BAY is putting to good use the additional 4,000 sq. ft. of space acquired by the distrib's expansion into the adjacent building on Main Blvd. "We have a complete vending display in the new wing," said Bob Rondeau, "and a lot more breathing space!" Bob told us he's written up quite a bit of advance business on the new Bally pingame which is expected to be in delivery within the next few weeks.

ON THE SINGLES SCENE: John Jankowski of Radio Doctors notes that area operators are showing interest in a pair of easy listening medleys "You'll Never Know/All The Way" b/w "Three Coins In The Fountain"/"Gigi" by Gordon Jenkins and "Linger Awhile/Stumbling" b/w "You're Nobody Till Somebody Loves You" by Russ Morgan, on the Vee Jay label. Also, a new single by Judy Collins titled "Cook With Honey" (Elektra).

NAMA Moves On Security & Standardization

CHICAGO — Steps to improve vending machine lock security and standardization of locked coin box systems were discussed at a recent meeting of the NAMA Security Committee in Chicago, according to Richard W. Funk, committee secretary.

Funk said that the committee is moving toward recommendations for standard machine door handles so that operators can order vending machines from the manufacturer without locks.

As a matter of policy, the security committee recommended that operating companies purchase vending equipment without locks, ordering the locks they prefer direct from the lock manufacturers of their agents. Vending machines so ordered would be shipped with a leverage handle locking device, and the operating company would insert its own preferred lock.

"Lock manufacturers have discussed the necessary steps to standardize handle specifications so that all available locking mechanisms could be used by the operator in all models of vending machines," Funk

said. "Such standards would go a long way to thwart professional criminals who have made a lucrative business of illegally obtaining keys and codes in order to victimize vending companies."

In other discussions, the committee, composed of vending service company representatives and machine and lock manufacturers, has entertained recommendation for standard minimum dimensions in regular-size vending machines to accommodate future designs of locked coin boxes.

"The aim is to encourage coin box manufacturers to devise new approaches to coin security and to coin handling devices so that routemen would not be required to handle loose coins at vending locations or on their trucks," Funk said.

"While a number of problems will have to be solved before equipment can be designed and adapted toward better security operation, the exchange of views among the three segments of the industry has brought us a long way toward innovation and improved security measures," Funk said.

CLASSIFIED ADVERTISING SECTION

COIN MACHINES WANTED

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

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

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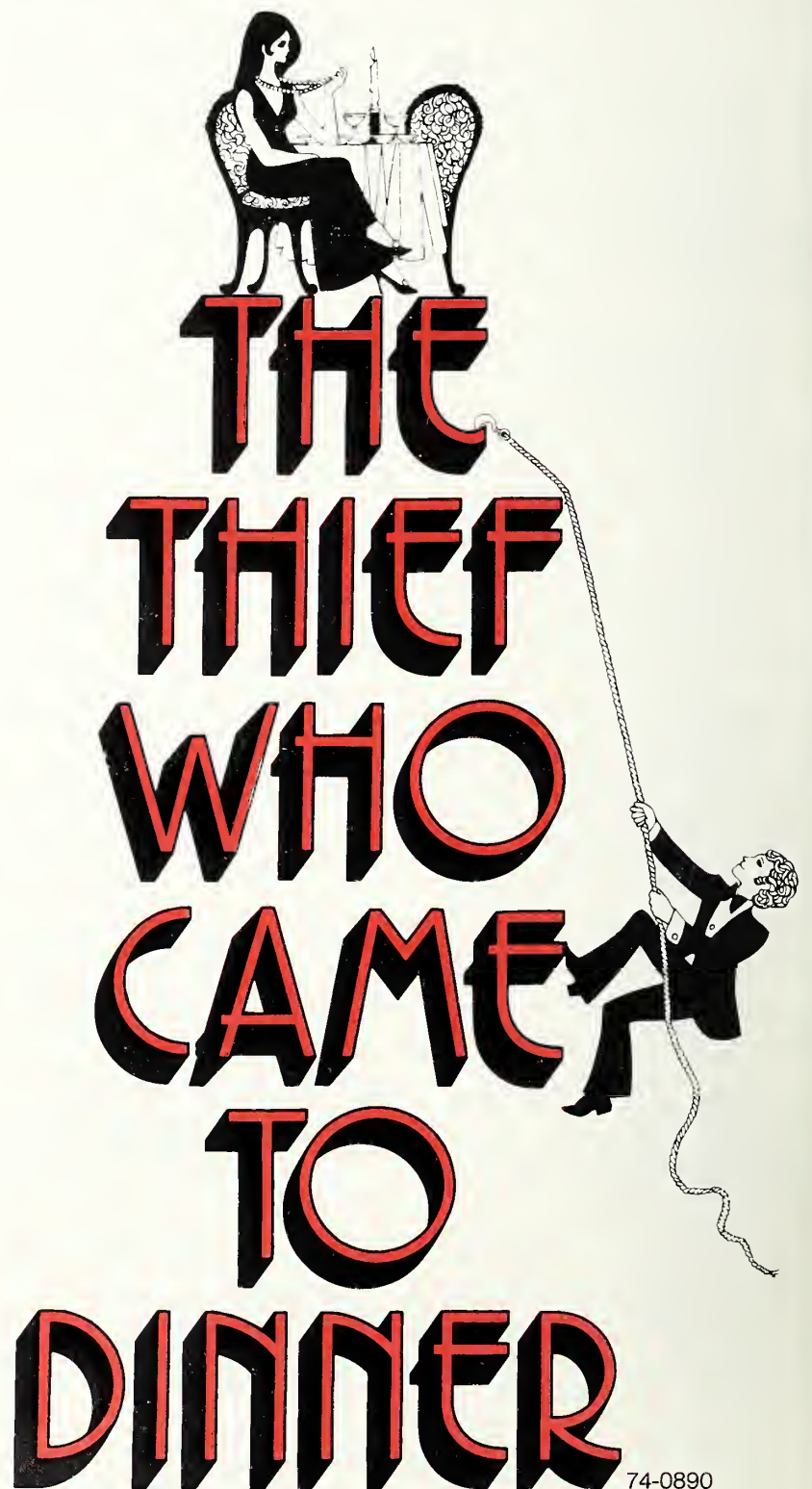
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