

Cash Box ONE COPY


Price Increases Undoing The Illogic Of 'Profit-
less Prosperity' (Ed): Dealers, Manufacturers Trade
Diverging Views At ARD Meeting... Propose Int'l AGAC
... Douglas Switches To Global Columbia Dist. ...
Biv WB Music Exec VP... Kellam RCA's Pop Chief...

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through on the mood, and the feeling,
that Ray Price introduced us to in his biggest
hit, "For The Good Times."

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"I Won't Mention It Again"** 4-45329
on Columbia Records 





Cash Box

VOL. XXXII - Number 36/February 27, 1971

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Price Increases: Undoing The Illogic Of 'Profitless Prosperity'

The recording industry is making logical business sense in re-evaluating and, in some cases, following through on wholesale and consumer price increases. For in that instant classic phrase of Dave Kapp's some years ago, the industry is still haunted by a condition of "Profitless Prosperity."

The industry has always been self-conscious about price adjustments, giving off the impression that by some twist of fortunate fate it conducted its affairs in a vacuum far removed from the economics of continually rising costs in all areas it takes to bring a recording to the consumer. Capitol Records has, of course, made the most dramatic news by increasing the list price of its \$4.98 pop LP product to \$5.98 and, perhaps more significantly, going to market with a \$1.29 singles price. This has followed general price increases on the wholesaling level by most companies, including RCA and Columbia. Neither RCA nor Columbia felt obliged to justify wholesale price adjustments, but again reflecting industry self-consciousness, issued statements on the Capitol decision. While both labels did not follow Capitol's move, their use of the words "understand" (Columbia) and "sympathy" (RCA) indicated that we'll be hearing from them on the subject, with particular Columbia emphasis and concern on the singles price. (Columbia feels it can retain a \$4.98 LP line

based on a "variable pricing" policy that takes into account cost factors). Many dealers operate on a calculated "Profitless Prosperity" approach to recordings, too. Large users utilize the attractiveness of recordings, especially the big hits, as 'loss leaders' to lure customers into a store for purchases in addition to recordings. Why not dealer pricing practices that put back the profit that can be gained by a highly saleable product?

Columbia, we feel, is properly concerned with the \$1.29 singles tag announced by Capitol in view of its professed fear of an "adverse" affect such pricing may have on the single's "attractiveness" to consumers. This, the label said, would be used as a "guideline" to its proposed study of singles pricing. For singles, Columbia, realizing the promotional value of singles in stimulating the sales of LP's, is really saying "What price singles price increase?"—and that makes sense, too.

But, the overwhelming fact is that the industry must, from time to time, look into its pricing structure to undo the illogic of enduring "Profitless Prosperity." Whether it does so on a product-by-product basis ("variable pricing") or some other means, the industry must insure that its success is not measured only by the charts, but by profit-and-loss statements as well.

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CashBox TOP 100

February 27, 1971

| | | | | |
|-----|---|---|----|-----|
| 1 | ONE BAD APPLE | Osmonds-MGM 149193 | 1 | 7 |
| 2 | MAMA'S PEARL | Jackson 5-Motown 1177 | 3 | 7 |
| 3 | ROSE GARDEN | Lynn Anderson-Columbia 45252 | 2 | 2 |
| 4 | HAVE YOU SEEN THE RAIN | Credence Clearwater Revival-Fantasy 655 | 6 | 24 |
| 5 | SWEET MARY | Wadsworth Mansion-Sussex 209 (Dist: Buddah) | 5 | 15 |
| 6 | IF YOU COULD READ MY MIND | Gordon Lightfoot-Reprise 0974 | 7 | 19 |
| 7 | I HEAR YOU KNOCKING | Dave Edmunds-Mam 3501 (Dist: London) | 4 | 4 |
| 8 | WATCHING SCOTTY GROW | Bobby Goldsboro-U. A. 50727 | 8 | 9 |
| 9 | MR. BOJANGLES | Nitty Gritty Dirt Band-Liberty 56197 | 13 | 14 |
| 10 | AMOS MOSES | Jerry Reed-RCA 9904 | 16 | 33 |
| 11 | THEME FROM LOVE STORY | Henry Mancini-RCA 9927 | 12 | 28 |
| 12 | DON'T LET THE GREEN GRASS FOOL YOU | Wilson Pickett-Atlantic 2781 | 15 | 26 |
| 13 | AMAZING GRACE | Judy Collins-Elektra 45709 | 14 | 16 |
| 14 | DOESN'T SOMEBODY WANT TO BE WANTED | Partridge Family-Bell 963 | 17 | 34 |
| 15 | SHE'S A LADY | Tom Jones-Parrot 40058 (Dist: London) | 18 | 27 |
| 16 | JUST MY IMAGINATION | Temptations-Gordy 7105 (Dist: Motown) | 19 | 41 |
| 17 | ME & BOBBY McGEE | Janis Joplin-Columbia 45314 | 36 | 49 |
| 18 | FOR ALL WE KNOW | Carpenters-A&M 1243 | 24 | 35 |
| 19 | TEMPTATION EYES | Grass Roots-Dunhill 4263 | 22 | 29 |
| 20 | (DO THE) PUSH AND PULL | Rufus Thomas-Stax 0079 | 20 | 23 |
| 21 | CRIED LIKE A BABY | Bobby Sherman-Metromedia 206 | 31 | 50 |
| 22 | KNOCK THREE TIMES | Dawn-Bell 938 | 9 | 3 |
| 23 | PROUD MARY | Ike & Tina Turner-Liberty 56216 | 39 | 62 |
| 24 | WHAT IS LIFE | George Harrison-Apple 1828 | 46 | — |
| 25 | PRECIOUS PRECIOUS | Jackie Moore-Atlantic 2681 | 11 | 12 |
| 26 | JUST SEVEN NUMBERS | Four Tops-Motown 1175 | 27 | 32 |
| 27 | JODY'S GOT YOUR GIRL AND GONE | Johnnie Taylor-Stax 0085 | 28 | 36 |
| 28 | OYE COMO VA | Santana-Columbia 45330 | 49 | — |
| 29 | IF I WERE YOUR WOMAN | Gladys Knight & Pips-Soul 35078 (Dist: Motown) | 10 | 6 |
| 30 | YOUR TIME TO CRY | Joe Simon-Spring 108 (Dist: Polydor) | 30 | 31 |
| 31 | LONELY DAYS | Bee Gee-Atco 6795 | 21 | 5 |
| 32 | YOU'RE ALL I NEED TO GET BY | Aretha Franklin-Atlantic 2787 | 47 | — |
| 33 | REMEMBER ME | Diana Ross-Motown 1176 | 23 | 8 |
| 34 | BURNING BRIDGES | Mike Curb & Congregation-MGM 14151 | 42 | 51 |
| 35 | SOMEBODY'S WATCHING YOU | Little Sister-Stone Flower 9001-Atlantic | 25 | 22 |
| 36 | COUNTRY ROAD | James Taylor-Warner Bros. 7460 | 44 | 58 |
| 37 | HANG ON TO YOUR LIFE | Guess Who-RCA 0414 | 45 | 56 |
| 38 | LOVE'S LINES, ANGLES & RHYMES | Fifth Dimension-Bell 965 | 55 | — |
| 39 | D.O.A. | Bloodrock-Capitol 3009 | 41 | 46 |
| 40 | WHEN I'M DEAD AND GONE | McGinnis Flint-Capitol 3014 | 35 | 37 |
| 41 | I'M SO PROUD | Main Ingredient-RCA 0401 | 43 | 45 |
| 42 | FRESH AS A DAISY | Emmit Rhodes-Dunhill 4267 | 38 | 40 |
| 43 | HELP ME MAKE IT THROUGH THE NIGHT | Sammi Smith-Mega 0015 | 52 | 73 |
| 44 | WHAT'S GOING ON | Marvin Gaye-Tamla 54201 | 66 | — |
| 45 | WE GOTTA GET YOU A WOMAN | Runt-Ampex 31001 | 26 | 21 |
| 46 | YOUR SONG | Elton John-Uni 55265 | 37 | 77 |
| 47 | FREE | Chicago-Columbia 45331 | 71 | — |
| 48 | GROOVE ME | King Floyd-Chimneyville 435 (Cotillion/Atl) | 32 | 10 |
| 49 | WILD WORLD | Cat Stevens-A&M 1231 | 65 | 82 |
| 50 | KEEP THE CUSTOMERS SATISFIED | Gary Pluckett-Columbia 45303 | 54 | 55 |
| 51 | CHAIRMAN OF THE BOARD | Chairman of the Board-Invictus 9086 (Dist: Capitol) | 61 | 71 |
| 52 | THEME FROM LOVE STORY | Francis Lai-Paramount 0064 | 62 | 65 |
| 53 | FREEDOM | Isley Bros.-T Neck 927 (Dist: Buddah) | 53 | 54 |
| 54 | ONE TOKE OVER THE LINE | Brewer & Shipley-Kama Sutra 516 | 70 | 84 |
| 55 | SUPERSTAR | Murray Head-Decca 732603 | 59 | 70 |
| 56 | THEME FROM LOVE STORY | Andy Williams-Columbia 45317 | 74 | 87 |
| 57 | TRIANGLE OF LOVE | Presidents-Sussex 212 (Dist: Buddah) | 57 | 59 |
| 58 | BLUE MONEY | Van Morrison-Warner Bros. 7462 | 75 | 85 |
| 59 | CHERISH WHAT IS DEAR TO YOU | Freda Payne-Invictus 9085 (Dist: Capitol) | 64 | 74 |
| 60 | WHOLE LOTTA LOVE | C.C.S.-Rak 4501 (Dist: Epic) | 58 | 61 |
| 61 | WHOLE LOTTA LOVE | King Curtis-Atco 6779 | 60 | 63 |
| 62 | I LOVE YOU FOR ALL SEASONS | Fuzz-Galla 174 (Dist: Roulette) | 63 | 67 |
| 63 | LONELY TEARDROPS | Brian Hyland-Uni 55272 | 67 | 76 |
| 64 | NO LOVE AT ALL | B. J. Thomas-Scepter 12307 | 84 | — |
| 65 | 1900 YESTERDAY | Liz Damon's Orient Express-White Whale 368 | 29 | 30 |
| 66 | SOUL POWER | James Brown-King 6368 | 77 | — |
| 67 | I REALLY DON'T WANT TO KNOW | Elvis Presley-RCA 9960 | 33 | 13 |
| 68 | AIN'T IT A SAD THING | R. Dean Taylor-Rare Earth 5023 (Dist: Motown) | 72 | 83 |
| 69 | DIDN'T IT LOOK SO EASY | The Stairsteps-Buddah 213 | 80 | 89 |
| 70 | MORNING OF OUR LIVES | Arkade-Dunhill 4268 | 76 | 85 |
| 71 | ANGEL BABY | Dusk-Bell 961 | 82 | 88 |
| 72 | THE LOOK OF LOVE | Isaac Hayes-Enterprise 9028 (Dist: Stax) | 79 | — |
| 73 | LET YOUR LOVE GO | Bread-Elektra 45711 | 34 | 20 |
| 74 | MY SWEET LORD | George Harrison-Apple 2995 | 40 | 38 |
| 75 | 18 | Alice Cooper-Warner Bros. 7449 | 95 | — |
| 76 | BED OF ROSES | Statter Bros.-Mercury 73141 | 73 | 75 |
| 77 | ASK ME NO QUESTIONS | B. B. King-ABC 11290 | 88 | — |
| 78 | TONGUE IN CHEEK | Sugarloaf-Liberty 56218 | — | — |
| 79 | STONEY END | Barbra Streisand-Columbia 45236 | 48 | 11 |
| 80 | APEMAN | Kinks-Reprise 0979 | 68 | 39 |
| 81 | HEAVY MAKES YOU HAPPY | Staple Singers-Stax 0083 | 93 | — |
| 82 | EVERYTHING IS GOOD ABOUT YOU | Letterman-Capitol 3020 | 85 | 81 |
| 83 | GOD BLESS WHOEVER SENT YOU | Originals-Soul 35079 (Dist: Motown) | 83 | 52 |
| 84 | BRIDGET THE MIDGET | Ray Stevens-Barnaby 2024 (Dist: Columbia) | 50 | 43 |
| 85 | WILD WORLD | Gentrys-Sun 11222 | 90 | 93 |
| 86 | AIN'T GOT TIME | Impressions-Curtom 1957 (Dist: Buddah) | — | — |
| 87 | HE CALLED ME BABY | Candi Staton-Eame 1476 (Dist: Capitol) | 51 | 48 |
| 88 | MY SWEET LORD | Billy Preston-Apple 1826 | 92 | 99 |
| 89 | ONE MAN'S LEFTOVERS | 100 Proof-Hot Wax 7009 (Dist: Buddah) | — | — |
| 90 | MARIA (YOU WERE THE ONLY ONE) | Jimmy Ruffin-Soul 35077 (Dist: Motown) | 97 | — |
| 91 | TULSA | Billy Joe Royal-Columbia 45289 | — | — |
| 92 | DO ME RIGHT | Detroit Emeralds-Westbound 172 (Dist: Janus) | 99 | 100 |
| 93 | STANDING HERE WONDERING WHICH WAY TO GO | Marion Williams-Atlantic 2788 | — | — |
| 94 | GIVE IT TO ME | The Mob-Colossus 134 (Dist: MGM) | — | — |
| 95 | GO ON FOOL | Marion Black-Avco-Embassy 4559 | 98 | — |
| 96 | FUNKY | Chambers Bros.-Columbia 45277 | — | — |
| 97 | IF IT'S REAL WHAT I FEEL | Jerry Butler-Mercury 73169 | — | — |
| 98 | STOP THE WORLD & LET ME OFF | Flaming Ember-Hot Wax 7010 (Dist: Buddah) | — | — |
| 99 | BAD WATER | Ralettes-Tangerine 1014 (Dist: ABC) | — | — |
| 100 | AFTER THE FIRE IS GONE | Loretta Lynn & Conway Twitty-Decca 32776 | — | — |

ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

| | | | | | | | |
|---|-----|---|----|--|----------|---|----------|
| After The Fire Is Gone (Twitty Bird—BMI)..... | 100 | For All We Know (Pamco—BMI) | 18 | Keep The Customer Satisfied (Charing Cross— | 50 | Rose Garden (Lowery—BMI) | 3 |
| Ain't Got Time (Curtom—BMI) | 86 | Free (Aurelia Music—ASCAP) | 47 | BMI) | 50 | She's A Lady (Spanka—BMI) | 15 |
| Ain't It A Sad Thing (Jobete—BMI) | 65 | Freedom (Triple Three—BMI) | 53 | Knock Three Times (Pocket Full of Tunes/ | 22 | Somebody's Watching You (Daly City—BMI) | 35 |
| Amazing Grace (Rocky Mt. Nat'l Park—ASCAP | 13 | Fresh As A Daisy (Thirty Four—ASCAP) | 42 | Saturday—BMI) | 22 | Soul Power (Cried—BMI) | 66 |
| Amos Moses (Vector—BMI) | 10 | Funky (Chambro—BMI) | 96 | Let Your Love Go (Screen Gems/Columbia—BMI) | 73 | Standing Here (Hill & Range—BMI) | 93 |
| Angel Baby (Pocketful of Tunes—BMI) | 71 | Give It To Me (Legacy/Susan—BMI) | 94 | Look Of Love (Colgems—ASCAP) | 72 | Stoney End (Tura Fish—BMI) | 79 |
| ApeMan (Carbert/Noma—BMI) | 80 | God Bless Whoever Sent You (Jobete—BMI) | 83 | Lonely Days (Casseroles—Warner Tamerlane— | 31 | Stop The World (Goldforever—BMI) | 98 |
| Ask Me No Questions (Pamco/Sounds Of | 77 | Go On Fool (Danmo Pub. Co.—BMI) | 95 | BMI) | 63 | Superstar (Leeds—ASCAP) | 55 |
| Lucille—BMI) | 77 | Groove Me (Malaco/Roffig/NRC—BMI) | 48 | Lonely Teardrops (Merrimac—BMI) | 5 | Sweet Mary (Kama Sutra/Big Hawk—BMI) | 5 |
| Bad Water (Unart—BMI) | 99 | Hang On To Your Life (Dunbar—BMI) | 37 | Love's Lines, Angles & Rhymes (April Music | 38 | Temptation Eyes (Truesdale—BMI) | 19 |
| Bed Of Roses (House of Cash—BMI) | 76 | Have You Seen The Rain (Jondora—BMI) | 4 | Inc.—ASCAP) | 11-52-56 | Theme From Love Story (Famous—ASCAP) | 11-52-56 |
| Blue Money (Van Jan/W.B.—ASCAP) | 76 | Heavy Makes You Happy (Unart—BMI) | 81 | Mama's Pearl (Jobete—BMI) | 2 | Tongue In Cheek (Unart—BMI) | 78 |
| Bridget The Midget (Ahab—BMI) | 58 | He Called Me Baby (Central Songs—BMI) | 87 | Maria (Jobette—BMI) | 90 | Triangle Of Love (Interior/Van McCoy—BMI) | 57 |
| Burning Bridges Hastings—BMI | 34 | Help Me Make It Through The Night (Combine | 43 | Me & Bobby McGee (Combine—BMI) | 17 | Tulsa (Earl Brown—BMI) | 91 |
| Chairman Of The Board (Gold Forever—BMI) | 51 | —BMI) | 43 | Morning Of Our Lives (Wingate—ASCAP) | 70 | Watching Scotty Grow (BnB—BMI) | 8 |
| Cherish (Gold Forever—BMI) | 59 | If I Were Your Woman (Jobete—BMI) | 29 | Mr. Bojangles (Cotillion/Danel—BMI) | 9 | We Gotta Get You A Woman (Earmark—BMI) | 45 |
| Country Road (Blackwood/Country Road—BMI) | 36 | If It's Real (Ice Man—BMI) | 97 | My Sweet Lord (Harrisons—BMI) | 74-88 | What's Going On (Jobete—BMI) | 44 |
| Cried Like A Baby (Almo—ASCAP) | 21 | If You Could Read My Mind (Early Morning— | 6 | 1900 Yesterday (Lamaja—BMI) | 65 | What Is Life (Harrisons—BMI) | 24 |
| D.O.A. (Ledgfield—BMI) | 39 | ASCAP) | 6 | No Love At All! (Rose Bridge & Press Music— | 64 | When I'm Dead & Gone (Gallagher Lyle— | 40 |
| Do Me Right (Bridgeport—BMI) | 92 | I Love You For All Seasons (Ferncliff—James | 62 | BMI) | 1 | ASCAP) | 40 |
| Don't Let The Green Grass Fool You (Assorted | 12 | BMI) | 62 | One Bad Apple (Fame—BMI) | 1 | Whole Lotta Love (Cotillion—BMI)—Super- | 60-61 |
| (BMI) | 12 | I Really Don't Want To Know (Hill & Range— | 67 | One Man's Leftovers (Gold Forever—BMI) | 89 | hype—ASCAP) | 60-61 |
| (Do The) Push & Pull (East Memphis—BMI) | 20 | BMI) | 67 | One Toke Over The Line (Talking Beaver—BMI) | 54 | Wild World (Irving Music—BMI) | 49-85 |
| Doesn't Somebody Want To Be Wanted | 14 | I Hear You Knocking (Travis—BMI) | 7 | Oye Como Va (Planetary Music—ASCAP) | 28 | Your Song (Dick James—BMI) | 46 |
| (Screen Gems/Columbia—BMI) | 14 | I'm So Proud (Curtom—BMI) | 41 | Precious, Precious (Cotillion—BMI) | 25 | Your Time To Cry (Gaucha—BMI) | 30 |
| Didn't It (Sleeping Sun & Kama Sutra—BMI) | 69 | Jody Got Your Girl & Gone (Groovesville—BMI) | 27 | Proud Mary (Jandora—BMI) | 23 | You're All I Need To Get By (Jobete—BMI) | 32 |
| 18 "Bizarre—BMI) | 75 | Just My Imagination (Jobete—BMI) | 16 | Remember Me (Jobete—BMI) | 33 | | |
| Everything Is Good About You (Jobete—BMI) | 82 | Just Seven Numbers (Jobete—BM) | 26 | | | | |

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Johnny Mathis Love Story

Rose Garden
My Sweet Lord
It's Impossible
For The Good Times
We've Only
Just Begun
What Are You Doing The
Rest Of Your Life
I Was There
Ten Times Forever More
Traces
Loss Of Love
(Where Do I Begin)
Love Story



Johnny Mathis songs always bring people close together. So when a movie theme as beautiful as "Love Story" becomes popular, it's only natural for Johnny to sing it.

Now "Love Story" is Johnny's new Columbia album. Eleven great songs of love and joy, including "What Are You Doing The Rest Of Your Life," "Rose Garden," "It's Impossible," "Traces," "We've Only Just Begun," "My Sweet Lord" and the title song.

"Love Story." The inevitable album from Johnny Mathis.

ON COLUMBIA RECORDS  AND TAPES

Proposed Int'l AGAC Seeks 'Solidarity' & 'Cooperation'

NEW YORK — An International Guild of Authors & Composers has been proposed by Ervin Drake, vp of AGAC, in a move to achieve "solidarity and cooperation between all songwriter guilds in the world." All members of this projected "informal federation," Drake told an annual meet of the association, would reserve complete autonomy.

To this end, an international guild committee has been formed, co-chaired by Leonard Whitcup and Ervin Drake, backed by Sheldon Harnick and Robert Colby with AGAC members from the west coast to be appointed at an early date.

Invitations to participate have been sent to various guilds of authors and composers throughout the world and enthusiastic acceptances in principle have already been received.

From Great Britain—David Heneker, chairman of The Songwriters Guild of Great Britain.

From France—Roger Fernay, vice president of Syndicat National des Auteurs et des Compositeurs de Musique.

FRONT COVER:



Engelbert Humperdinck's name might once have been regarded as a humorous tag or the answer to an opera student's exam question. However, Parrot Records has changed all that, turning the monicker into a household phrase and an RIAA spelling problem.

Authority has it though, that the Association has correctly lettered the inscriptions on each of the gold-album awards made to the British songster since he first entered the million-dollar ranks in 1967 with "Release Me."

The star of his own weekly television hour last year and a special aired last Sunday, Humperdinck was also the center of promotional attention in a "Sweetheart" drive on his latest album. His new single, "When There's No You," has just been released from the LP.

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From Germany—Raimund Rosenberger, Stellvertretender President of Deutscher Komponisten-Verband

From Australia—Eric Gross, president of the Fellowship of Australian Composers

From Holland—Jack der Kinderen, executive secretary of Vereniging van Woord-en Toondichters der Lichte Muziek

From Malta—F. X. Pisani, Executive Secretary of the Guild of Maltese Composers and Authors.

'Imbalance' Seen

The International Guild Committee recognizes the fact that there has existed for many years a condition of imbalance between our American Copyright law of 1909 and the laws that govern copyright in Western Europe.

Cites AGAC: "When a composition crosses the Atlantic from Europe and is published in the U.S., it instantly takes on the limitations of the American law. Whereas the work of European authors and composers is copyright throughout the lifetime of its creators plus fifty years after death, in our country it may only be protected for a maximum of fifty-six years. Many works of either American or foreign authorship pass into the public domain in the U.S.A. while they are still being protected else-

Cont'd on p. 12

Dealers, Manufacturers Trade Pricing Views At ARD Meeting

NEW YORK — Dealers vs. manufacturers could have been the billing for a main event at last week's Association of Record Dealers meeting in New York last week (16). For those were the lines drawn in ARD's floor debate on the newly announced price increases for single and LP record product.

Virtually all dealer voices raised in the dialog portended that cost elevations would "kill the sale of singles" and "injure new and less established performers." While, manufacturer representatives attending offered justification on the basis of cost and presented a calmer outlook regarding the effect on sales.

The bulk of dealer censure was directed at the price and policy lines issued by Capitol, while virtually no criticism was leveled at the less dramatic announcements from Columbia and RCA, among others, of price raises on the wholesale level.

Major objections to the Capitol hikes were that the list increase on singles \$1.29 was far too steep, representing a more than 20% jump at both wholesale and retail levels; and that the \$5.98 list on all LP's (new and catalog) was unreasonable. "Variable pricing" used by Columbia to support sales of less established artists and catalog product was cited as a more advantageous method of effecting LP price increases.

Otherwise, there would be no con-

tention about boosting the retail list on strong sales items to \$5.98 as Columbia has been doing in its "variable pricing" setup.

In frustration, one dealer suggested that he might boycott Capitol product as a protest to the strict price lines. However, he was enjoined by others who suggested that this might be considered a violation of fair trade practice.

Label Views

Spokesmen representing several manufacturers expressed a calmer view of the pricing moves. In part, they pointed out, the increases were justified by rising costs (see this week's editorial). And too, where the increases involved list prices the profit margin to retailers still offered considerable room to discount the sales prices offered to customers.

The situation, it was also pointed out, was not unlike other price changes in other areas. Coffee and cigarette increases brought warnings from sales outlets. In both cases, sales dropped during the first few weeks, and then returned to former levels despite the extra charge to consumers.

Similar results were expected in this industry.

One of the dealers concurred, stating that his in-store sales included some 75% in volume on new product which already carried a \$5.98 tag.

It was further suggested that the larger profits afforded by the new prices would not be pocketed by manufacturers, but that they would eventually be passed on to the dealer in terms of better merchandising aids, more promotion behind product and greater benefits particularly in the area of advertising.

Douglas Goes To Columbia For World-Wide Dist. Deal

NEW YORK — Douglas Communications Corp. has signed with Columbia Custom Labels for world-wide distribution of all future Douglas product. Columbia president Clive Davis and Allan Douglas said that within the first months of the agreement Douglas will be supplying masters and art elements of what Davis cites as being "the most imaginative new record label in the industry." Douglas was previously distributed in the U.S. by Pickwick Int'l.

Included will be the second album of the Last Poets, "This Is Madness," the second album of British guitarist John McLaughlin, "Garcia-Wales," an album by Grateful Dead leader Jerry Garcia and Douglas artist Howard Wales on keyboard, an Eric Dolphy set which Douglas is re-issuing due to attention the now unavailable disk has been receiving in the underground press and the current resurgence of interest in the horn, and an album by Malcolm X, "By Whatever Means Necessary."

Also being prepared for release is the debut album of Douglas' first pop group, Memphis-based Steal, whose members have served as Issac Hayes' band, and the soundtrack of Douglas' feature film, "El Topo" by Alexandro Jodorowsky.

Under the agreement Douglas retains its position as a fully self-contained independent label, and will be supplying to Columbia all elements including artwork, advertising

Earl Wolf Dies

DENVER, COLO. — Earl Wolf, 38, senior vp of Transcontinental Distributing Corp., died here last week (17) of cancer at General Rose Hospital. Wolf had been ill with the disease for many months.

Wolf and Eddie Hacker sold their Action Distributors in Denver 2½ years ago to TDC, with Wolf remaining as head of the operation. Before establishing Action, he worked for Irv Pinensky's wholesaling operations in Hawaii and San Francisco.

Surviving Wolf are his wife, Sandra, and three children.

material and schedules.

As part of the agreement, Douglas and Columbia are operating in a relationship in the areas of publicity and promotion. Douglas' "propaganda" will be, as it has been for three years, under the supervision of Ken Schaffer. Schaffer will be working closely with Columbia's director of

Cont'd on p. 12



Davis, Douglas

McCracken Stays As RIAA President

NEW YORK — Jarrell McCracken, president of Word Records, has been reelected president of the Recording Industry Association of America for a second one-year term.

The Association also elected Thomas J. Valentino, who heads a company under his own name, as its vice-president. Mrs. Rose Rubin, president of Monitor Records, was chosen as vice-president and treasurer.

Members of the RIAA Board who will serve for the coming year include: Ron Bledsoe, United Artists Records; Clive Davis, CBS Records; Bill Gallagher, Famous Music Corp.; Stan Gortikov, Capitol Industries, Inc.; Bud Katzel, Avco Embassy Records; Rocco Laginestra, RCA Records; Mike Maitland, MCA Records; Hal Neely, Starday-King Records; Mo Ostin, Warner Bros. Records; Irwin Steinberg, Mercury Records; John Stevenson, Young People's Records; D. H. Toller-Bond, London Records and Randolph C. Wood, Ranwood International, Inc.

Hartstone Shops Make Stock Offer

NEW YORK — Integrity Entertainment Corp., a retail disk/tape operation headed by Lee Hartstone, is making a public offering of 400,000 shares of common stock and 200,000 shares of common stock purchase warrants.

The company, established in Jan., 1970, operates a chain of stores primarily in Calif. that sells "head" merchandise in addition to recordings. The net proceeds of the offering, estimated at \$478,000, will be used, a prospectus states, primarily to open six new outlets. There are now seven stores in Pomona, Westwood, Torrance, Los Angeles, Long Beach, Panorama City and Costa Mesa. An additional store in Torrance is expected to open next month.

In addition to Hartstone, president and director, officers and directors also include vp and director Ben Bartel, formerly vp of Cal Racks, a subsidiary of Recona; and secretary, treasurer and director Louis Fogelman, formerly controller of Nor-Cal Records Service, also a subsidiary of Recona, Inc., and treasurer of Music West, Inc., a rack firm.

The prospectus also noted that there are two legal actions against the company in Superior Court of California. Both suits, by Disco Distributing and Wallis Music & Entertainment Co., charge violation by Integrity of the Calif. Unfair Practices Act, which generally prohibits sales for less than the sellers invoice or replacement cost, whichever is lower, plus the cost of doing business as that term is defined in such act.

**NARM Meet
Program
See Pg. 14**

they've got the road
to themselves...



The Partridge Family

starring
SHIRLEY JONES

featuring
DAVID CASSIDY

their newest single

"DOESN'T SOMEBODY WANT TO BE WANTED"

produced by WES FARRELL



CLL #963

BELL RECORDS, A Division of Columbia Pictures Industries, Inc.



From the Screen Gems TV Series on ABC-TV

Kellem Chief Of RCA's Pop Music

NEW YORK — Manny Kellem has been appointed director of pop music at RCA Records, reports by Mort Hoffman, vice president of commercial operations, who said the appointment is effective immediately. Kellem replaces Joe D'Imperio, who resigned to join Ringling Bros.-Barnum & Bailey Combined Shows, Inc. as head of its music-talent units.

"It is a great advantage to have an executive in this key position capable of carrying out not only the administrative requirements of A & R but also of being able to step in and produce recordings should the occasion arise," Hoffman said.

Most recently, Kellem was director of A & R at Metromedia Records, which position he relinquished last fall in favor of indie producing. He had joined Metromedia in that capacity in 1968. Prior to that, he was exec producer for Epic Records.

Kellem entered the recording industry in 1953 as a local promo man for Capitol Records in Philadelphia. In the next 12 years, he advanced rapidly with Capitol, first as east coast promo manager, then as eastern sales manager, next as national promo manager and then on to national sales manager.

In 1959, he decided to switch to A&R and became a producer for Capitol in New York. Among the artists with whom he has been associated at Capitol, Epic and Metromedia have been Al Martino, Donovan, Jackie Gleason, King Curtis, Merv Griffin, Mike Douglas, The Dave Clark Five, Bobby Sherman and the Beatles. He also actively participated in the recording of a number of original cast albums and films.

Kellem attended the Curtis Institute of Music in Philadelphia, Villanova University, and took the American Management Association course. He supported his collegiate studies by playing with top name bands and he continued performing with bands for a number of years.

Oldfield Is Chief Of English Philip's International Dept.

LONDON — Rex Oldfield has been named international operations manager for Philips Records here and will work with international promotion manager Howard Harding and services manager Mrs. Toos Tokars in the expansion and streamlining of the existing international set-up. Oldfield is an experienced record company executive, having begun with EMI as a sales rep before moving into the company's marketing, repertoire and production sections and then leaving four years ago to head MGM Records' independent UK operation. He resigned 18 months later to form his own indie Lynx Productions and publishing enterprise.

Barbra Among Firsts At Col NARM Show

NEW YORK — Columbia Records has arranged for some of its top artists to appear at the 1971 NARM Convention in Los Angeles at the Century Plaza Hotel on Monday, March 1. The annual Columbia NARM show will feature performances by Barbra Streisand, Ray Stevens, Lynn Anderson, Ronnie Dyson, and Percy Faith, his Orchestra and Chorus. This will be the first time these artists have appeared in a Columbia show at a NARM Convention. Clive Davis, president of Columbia, will host the evenings entertainment. Columbia NARM banquet shows in the past have included Andy Williams, Jim Nabors, Johnny Mathis, and Tony Bennett.

Next will be Ray Stevens, composer of "Everything Is Beautiful." The evening will be concluded by the consistently exciting Barbra Streisand who has reached one of the peaks of her career with her latest Columbia album and single, "Stoney End."

Company Financial Reports

ABKCO 1st Quarter Sales, Income Up; 3 Beatles Own Shares

NEW YORK — ABKCO Industries has reported increases revenues and income for the first quarter ended Dec. 31.

At a shareholders meeting here last week (16), the company announced revenues of \$3,485,000 and earnings of \$464,000 or 37c a share. For the same period last year, revenues came to \$3,137,000, with earnings at \$449,000 or 36c a share. The prior period also had extraordinary income of \$345,000, equal to 27c a share, attributable to reduction of Federal income taxes arising from a carry forward of prior years losses. There was no extraordinary item in the current quarter. All per share amounts have been adjusted to reflect the special 10% and 3% stock dividends paid in Oct., 1970 and Feb. 1971, respectively.

Beatles' Shares

At the meet, which also saw the shareholders elect Allen Klein, Henry L. Newfeld and Joel Silver as directors and approve the appointment of Arthur Andersen & Co. as the firm's independent auditors, Klein revealed, as a result of shareholder questioning, that he had sold, personally and for investment purposes only, shares to John and Yoko Lennon (20,000), George Harrison (10,000) and Ringo Starr (10,000). Klein also said that he did not expect Paul McCartney's action in England to dissolve the partnership between he and the other Beatles in Apple Corps, managed in the U.S. by ABKCO, to materially affect the income of the firm. ABKCO is not a party to the suit, he noted.

Following the meet, the board of directors elected the following officers: Allen Klein, president; Harold Seider, exec vp; Henry L. Newfeld, vp & treasurer; Joel Silver, vp & secretary; William H. Speakman, 3rd, vp; Alan E. Horowitz, assistant secretary; and Krishnan Malik, assistant treasurer.

Harold Seider, exec vp of ABKCO, noted that the company was engaging in preliminary discussions with the American Stock Exchange that could lead to a listing of the company on the exchange. ABKCO stock is presently traded Over-the-Counter.

Kinney Gains In 1st Fiscal Qtr

NEW YORK — Kinney services, Inc. established record highs in both net income and income per share in the first fiscal quarter of 1971, ended Dec. 31.

William V. Frankel, chairman of the service company, told the annual meeting of Shareholders at the New York Hilton last week (16) that "income per Common and Common equivalent share for the first quarter increased to a record \$.55, from \$.50 a year earlier, a 10% gain. Fully diluted income per share was \$.51, up from \$.46 a year earlier".

Frankel stated that "Kinney's net income in the first fiscal quarter of 1971 was \$10,185,000, as compared with \$8,793,000 for the same period in fiscal 1970". "Revenues were \$149,176,000 for the quarter, compared with \$124,360,000 in the same period last year", Frankel noted.

Frankel also said that Kinney had attained record revenues and income for the fiscal year ended Sept. 30, 1970 at a time when many companies were suffering from the decline in the economy. Revenues for fiscal 1970 were \$514 million, net income \$33.8 million, and income per Common and Common equivalent share was \$1.90.

Shareholders voted to change the name of the Company from Kinney National Service, Inc. to Kinney Services, Inc. Frankel pointed out that the name change is part of a program to build "a better recognition of Kinney, the corporation". He stated that "In line with this quest for better recognition, we have also designed a new Kinney trademark. It will appear on the covers of millions of comic books and magazines, on millions of record albums and tapes, and on thousands of uniforms. In animated form, it will identify our television programs and motion pictures where millions of people will see it. We want Kinney to be identified with all the things we do; we think this is a step toward such recognition".

Frankel told shareholders that "It has been the goal of your management to embody in Kinney a service mix encompassing a minimum down-

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Orleans: Chess' Album Release Reflects Interest In Blues, Jazz, Gospel

NEW YORK — Chess Records is releasing nine new LP's, including a Muddy Waters set and four albums in the label's Jazz Vintage series.

Commenting on the sets, Arnie Orleans, marketing vp, noted "the lack of any specific trends in the music business has renewed an interest in the old standbys: blues, jazz and gospel music. FM stations and record buyers are becoming increasingly aware of the roots of contemporary music. In our Feb. album release, the Chess roots go back nearly 25 years.

The Feb. package includes "They Call Me Muddy Waters"—Muddy Waters on Chess; "The Next 100 Years"—Eddie Fisher on Cadet; "The Prayer"—Ray Scott and "Born To Love Me"—Jim Reeves, Jr., both on Checker; "Shout For Joy"—East St. Louis—Gospelettes on Checker Spiritual; "The Blues"—Shoutin'—

Swingin' and Makin' Love" with Jimmy Rushing, Al Hibbler, Jimmy Witherspoon and Wynonie Harris; "Leo Parker, Baritone Great (1950-51)" with Sahib Shihab and Red Saunders; "Chicago's Boss Tenors (1948-1956)" with Gene Ammons, Tom Archia, Claude McLin and Johnny Griffin; and "South-side Jazz," with Eddie South, Lonnie Simmons, Dave Young, Prince Cooper and Eddie Johnson.

Lee Mendell Exits Fantasy-Galaxy

HOLLYWOOD — Lee Mendell, who joined the Saul Zaentz Fantasy-Galaxy labels in Oakland less than a year ago as exec vp, has severed ties with the firm effective this week.

Prior to joining Fantasy-Galaxy, now located in Berkeley, Mendell was a vp with the Liberty-UA complex and his responsibilities included the international sales division, the overseas companies, Sunset Records, the labels' tape operations and public and consumer relations. During his eight year tenure with Liberty-UA, he served as west coast district manager, director of Liberty's branches, national vp sales manager and gm.

Bly WB Music's Executive VP

NEW YORK — Mel Bly has been named exec vp of Warner Bros. Music, according to Ed Silvers, president of the company. Bly will assist Silvers in all areas of administration of the various firms under the WB Music banner. Additionally, Bly will continue to direct all activities of the Viva and Bravo labels. Bly previously served with Silvers as vp of Viva Music and Bravo Records, now being administered by WB.

As the first key appointment of Silvers, Bly initial efforts will be to consolidate all the publishing holdings of the company while streamlining the operation.

At Viva, Bly was responsible for all facets of the record company's activities, including sales, promo and merchandising, as well as product acquisition. Before joining Viva, Bly was previously vp of Challenge Records. He began his career as a studio musician in St. Louis.



Silvers & Bly

Hot Pants In 5 Styles

NEW YORK—Hot pants has already become the biggest (and smallest) thing to hit fashions since the miniskirt. Already, within a month of the style's American premiere, five singles have been released to laud the leg-baring design.

With the print still drying on the first stories about the fad, the Mercury-distributed Odax label had rushed "Hot Pants" from "Itsy Bitsy Bikini" authors Vance & Pockriss into release by Salvage and Major Bill Smith had hustled Gene Summers' "Hot Pants" out on the Charay label.

A week later, three more versions of original "Hot Pants" titles have surfaced: Mr. Jim & the Rhythm Machine (Wizdom), Tony Lee Sybert (Metromedia) and "The Coolest Hot-pants" by Jimmy Clanton (Sprial). The latter has even received comment in a "Women's Wear Daily" column (the Feb. 18 issue).

Aretha 1st Trio: Fillmore, NARM, NARAS

NEW YORK — Aretha Franklin will be making a trio of appearances over the next few weeks that will include The Fillmore West in San Francisco, The NARM meet in Los Angeles, and the NARAS Grammy Awards TV show. It will mark the first appearance for the star at NARM, NARAS or the Fillmore West.

The Fillmore West appearances by the artist will take place on March 5 & 6. She will do two shows each night. Supporting her on the bill will be King Curtis and The Kingpins with the Memphis Horns, and the Tower of Power band.

The appearance of Franklin at the Fillmore West follows by a week her appearance at The NARM Meet in Los Angeles on Feb. 27. She is the star of the "Fillmore at NARM" late night party that will also feature King Curtis & The Kingpins, Cold Blood and Tower of Power. The evening is sponsored by Fillmore Corp. Bill Graham will be there to present the performers, and David Rubinson will coordinate the show.

At the NARAS TV show, which will be aired on March 16, she will perform one of the tunes nominated for "Song Of The Year", Simon and Garfunkel's "Bridge Over Troubled Water". The writers requested that Aretha perform their song. Aretha's recording of "Don't Play That Song" is up for a Grammy Award as "Best singer."

New Additions To Radio Playlists — Primary Markets

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

WKBW—Buffalo
Oh Woman/Another Day—Paul McCartney—Apple
Hang On—Guess Who—RCA

WTIX—New Orleans
Pick: Don't Change On Me—Ray Charles—ABC
Stay Awhile—Bells—Polydor
She's A Lady—Tom Jones—Parrot
Heavy—Staple Singers—Stax
So Proud—Main Ingredient—RCA

WQAM—Miami
Eighteen—Alice Cooper—Warner Bros.
You're All I Need—Aretha Franklin—Atlantic
Pick—What A Life—Geo. Harrison—Apple

WOKY—Milwaukee
Oy Como Va—Santana—Columbia
No Love At All—B.J. Thomas—Scepter
What's Going On—Marvin Gaye—Tamla
Gettin In Over My Head—Badge—Exhibit
Country Road—James Taylor—Warner Bros.

NOTICE

Pardon Us!

Due to the heavy demand for "THE COOLEST HOT PANTS" and the holidays, we've been unable to get records out to you as soon as we would like. Please bear with us. Your record is coming to you soon.

SPIRAL RECORD CORP.
ASCAP

WMAK—Nashville
Proud Mary—Ike & Tina Turner—Liberty
Loves Lines Angles And Rhymes—5th Dimension—Bell
Blue Money—Van Morrison—Warner Bros.
Put Your Hand In The Hand—Ocean—Kama Sutra
Free—Chicago—Columbia
What's Going On—Marvin Gaye—Tamla

WLS—Chicago
Imagination—Temptations—Gordy
Eighteen—Alice Cooper—Warner Bros.
Sit Yourself Down—Stephen Stills—Atlantic
Animal Trainer And The Toad—Mountain—Windfall

WMEX—Boston
You're All I Need—Aretha Franklin—Atlantic
No Love At All—B.J. Thomas—Scepter
Push Bike Song—Mixtures—Sire
Eighteen—Alice Cooper—Warner Bros.
What's Going On—Marvin Gaye—Tamla
Sad Thing—R. Dean Taylor—Rare Earth
Pencil Marks On The Wall—Hershel Bernardi—Columbia
Oh Woman/Another Day—Paul McCartney—Apple

WDGY—Minneapolis
For All We Know—Carpenters—A&M
Amos Moses—Jerry Reed—RCA
Country Road—James Taylor—Warner Bros.
Love Story—Francis Lai—Paramont

WEAM—Washington, D.C.
What Is Life—Geo. Harrison—Apple
Free—Chicago—Columbia
Oy Como Va—Santana—Columbia
No Love At All—B. J. Thomas—Scepter

CKLW—Detroit
For All We Know—Carpenters—A&M
Cried Like A Baby—Bobby Sherman—Metro-media
Heavy—Staple Singers—Stax
Free—Chicago—Columbia

WIXY—Cleveland
Love Story—Andy Williams—Columbia
Blue Money—Van Morrison—Warner Bros.
Oy Como Va—Santana—Columbia
No Love At All—B.J. Thomas—Scepter
Angel Baby—Dusk—Bell
Give It To Me—The Mob—Colossus

WFIL—Philadelphia
No Love At All—B.J. Thomas—Scepter
Free—Chicago—Columbia
Green Grass—Wilson Pickett—Atlantic
Right On The Tip Of My Tongue—Brenda & Tabulations—Top & Bottom

WQXI—Atlanta
One Toke—Brewer & Shipley—Kama Sutra
Dream Baby—Glen Campbell—Capitol
Baby Let Me Kiss You—King Floyd
Morning Of Our Lives—Arkade—Dunhill
Black Skinned Blue Eyed Boys—The Equals

WKNR—Detroit
She's A Lady—Tom Jones—Parrot
What Is Life—Geo. Harrison—Apple
Stay Awhile—Bells—Polydor
Heavy—Staple Singers—Stax
Angel Baby—Dusk—Bell
Timothy—Buoyi—Scepter
Help Me—Sammi Smith—Mega
Electronic Magnetism—Soloman Burke—MGM

WIBG—Philadelphia
One Toke—Shipley & Brewer—Kama Sutra
No Love At All—B. J. Thomas—Scepter
Wild World—Cat Stevens—A&M

KRLA—Pasadena
Don't Change On Me—Ray Charles—ABC
Another Day/Oh Woman—Paul McCartney—Apple
One Toke—Brewer & Shipley—Kama Sutra
Sit Yourself Down—Stephen Stills—Atlantic
Country Road—James Taylor—Warner Bros.

KHJ—Hollywood
Country Road—James Taylor—Warner Bros.
Heavy—Staple Singers—Stax
Don't Change On Me—Ray Charles—ABC
One Toke—Brewer & Shipley—Kama Sutra
Help Me—Sammi Smith—Mega
Another Day—Paul McCartney—Apple

KFRC—San Francisco
Another Day—Paul McCartney—Apple
Cherry Chery Cheep Cheep—Sally Scott—Philips
Eighteen—Alice Cooper—Warner Bros
For All Seasons—Fuzz—Calla

KGB—San Diego
Sit Yourself Down—Stephen Stills—Atlantic
No Love At All—B. J. Thomas—Scepter
Somebody's Watching—Little Sister—Stone Flower

KYNO—Fresno
Free—Chicago—Columbia
What Is Life—Geo. Harrison—Apple
Give It To Me—Mob—Colossus
Another Day—Paul McCartney—Apple
Proud Mary—Ike & Tina Turner—Liberty
No Love At All—B. J. Thomas—Scepter
Green Grass—Wilson Pickett—Atlantic

WAYS—Charlotte
Hot Pants—Salvage—Odox
What Is Life—Geo. Harrison—Apple
Dream Baby—Glen Campbell—Capitol

KQV—Pittsburgh
What's Going On—Marvin Gaye—Tamla
No Love At All—B. J. Thomas—Scepter
You're All I Need—Aretha Franklin—Atlantic
Love Lines Angles And Rhymes—5th Dimension—Bell

KLIF—Dallas
Tongue And Cheek—Sugarloaf—Liberty
Woodstock—Matthew Southern—Decca
Sweet And Innocent—Danny Osmond—MGM
Toast And Marmalade—Tin Tin—Atco

THE BIG THREE

1. No Love At All—B. J. Thomas—Scepter
2. What's Going On—Marvin Gaye—Tamla
3. Heavy Makes You Happy—Staple Singers—Stax

KXOK—St. Louis
You're All I Need—Aretha Franklin—Atlantic
What Is Life—Geo. Harrison—Apple
Wild World—Cat Stevens—A&M
One Toke—Brewer & Shipley—Kama Sutra
Help Me Make It—Sammi Smith—Mega
Oy Como Va—Santana—Columbia

WABC—New York
She's A Lady—Tom Jones—Parrot
Imagination—Temptations—Gordy

WSAI—Cincinnati
Cherish—Freda Payne—Invictus
You're All I Need—Aretha Franklin—Atlantic
What Is Life—Geo. Harrison—Apple

WRKO—Boston
Heavy—Staple Singers—Stax
What's Going On—Marvin Gaye—Tamla
Stay Awhile—Bells—Polydor
Sit Yourself Down—Stephen Stills—Atlantic
Dream Baby—Glen Campbell—Capitol

WHB—Kansas City
Tongue And Cheek—Sugarloaf—Liberty
Snow Blind Friend—Steppenwolf—Dunhill
What Is Life—Geo. Harrison—Apple
Pick: Dream Baby—Glen Campbell—Capitol
Pick: No Love At All—B. J. Thomas—Scepter

WCAO—Baltimore
Pick: Morning Of Our Lives—Arkade—Dunhill
Love Story—Andy Williams—Columbia
Heavy—Staple Singers—Stax
What's Going On—Marvin Gaye—Tamla
Jodis' Got Your Girl—Johnny Taylor—Stax
Chairman—Chairman—Invictus

WMPS—Memphis
Heavy—Staple Singers—Stax
Temptation Eyes—Grass Roots—Dunhill
Proud Mary—Ike & Tina Turner—Liberty
Love Story—Andy Williams—Columbia
Don't Change On Me—Ray Charles—ABC
When There's No You—Engelbert Humperdinck—Parrot

WAPE—Jacksonville
Free—Chicago—Columbia
Blue Money—Van Morrison—Warner Bros.
Stay Awhile—Bells—Polydor
One Mans Leftover—100 Proof—Hot Wax
Chairman—Chairman—Invictus
Dream Baby—Glen Campbell—Capitol
Tongue And Cheek—Sugarloaf—Liberty
Runaway Child—Buddy Miles—Mercury

KXOA—Sacramento
Covered Wagon—Danny O'Keefe—Cotillion
Tongue And Cheek—Sugarloaf—Liberty
Snow Blind Friend—Steppenwolf—Dunhill
Ballad Of Tricky Fred—Arlo Guthrie—Warner Bros.
Love Go—Bread—Elektra
Child Is Coming/Let's Get Together—Paul Kantner—RCA

KJR—Seattle
Groove Me—King Floyd—Chimneyville
Proud Mary—Ike & Tina Turner—Liberty
Wild World—Cat Stevens—A&M
Love Lines Angles And Rhymes—5th Dimension—Bell
Chery Chery Cheep Cheep—Sally Scott—Philips
Green Grass—Wilson Pickett—Atlantic
Treat Her Like A Lady—Cornelius Bros
No Love At All—B. J. Thomas—Scepter

Coming Soon! New Albums on Atco

Delaney & Bonnie
Alex Taylor
Cactus
King Curtis
Jack Bruce
Black Oak Arkansas



On Atco Records & Tapes (Tapes Distributed by Ampex)



hot wax records

lays
hit
after
hit
on
you!

**STOP THE WORLD
AND LET ME OFF**

The Flaming Ember

HS 7010

A Stagecoach Production



This album includes the certified gold single "Somebody's Been Sleeping in My Bed"



100 proof
aged in soul

somebody's been
sleeping in my bed



**ONE MAN'S LEFTOVERS
(Is Another Man's Feast)**

100 PROOF Aged in Soul

HS 7009

A Stagecoach Production
Produced by Greg Perry

FRIGHTENED GIRL

Silent Majority

HS 7008

A Stagecoach Production
Produced by Ronald Dunbar



Levine Exec Producer W/Duncan

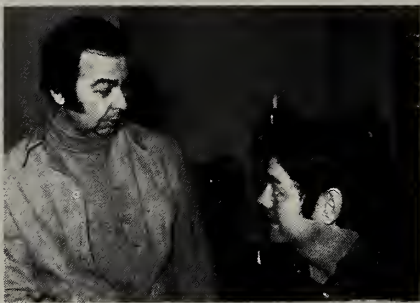
LEVINE—Jimmy Duncan, president and A&R director of the Soundville and Westpark labels, has announced the appointment of Hank Levine as executive producer and arranger for the Houston and Nashville offices of Jimmy Duncan Productions, Inc.

Although Levine will continue his work in Los Angeles and Nashville, Soundville will be his assignment in Houston and he will be in the city at least twice each month. In his capacity at Soundville, Levine will head the creative team and be responsible for selecting and promoting new artists for the Soundville and Westpark labels. He will arrange and produce all recording sessions for such Soundville acts as Jamie Rich and Water Brother, Peter Gorisch, The Oklahoma Love

Band and Bojangles.

Levine has devoted 15 years to the music industry. He was A & R Head for Colpix/Dimension, has scored several movies, and has arranged and conducted for many top Vegas acts. Recently, he arranged such chart climbers for Roy Clark as "Love Story" and "Yesterday When I Was Young". Coca-Cola, Ford, RC Cola and Budweiser are among his jingle credits.

Some of the artists for whom Levine has arranged are Roy Clark, Dino, Desi and Billy, Gary Lewis and the Playboys, Glen Yarbrough, The Beachboys, Billy Daniels, Lorne Greene, The Lettermen, Wayne Newton, Ray Peterson, Hank Thompson, David McCallum, Jody Miller, Frankie Carle, Ann-Margaret, Martin Denny, The Fleetwoods, David Jones, Danny Hutton, Richard Chamberlain, Rod McKuen, Stan Kenton, The Paris Sisters, Harry James, Vic Dana, Donny Brooks, Dorsey Burnett, Gene McDaniels, The Fifty Guitars, Pat Boone, Nancy Ames, John Wayne, Johnny Mann, Bobbie Gentry, Boots Randolph, Dianna Trask, Freddie Cannon, Burl Ives, The Pozo-Seco Singers, Bobby Vinton, Stan Hitchcock, Bobby Bare, Lynn Anderson, Judy Lynn, Loretta Lynn, David Houston, Tex Ritter, Eddie Arnold, Jeanie C. Riley, Conway Twitty and Tammy Wynette.



Levine & Duncan

Casady Heads Beacon

HOLLYWOOD—Bill Casady, who recently vacated his post as national promotion director for Amos Records, has been tapped as coast director for Deacon Artists Corp., the Chicago home based booking agency. Casady will function as head of the L. A. office, booking acts for colleges and involved with the acquisition of new acts. Beacon's current roster includes Peter Nero, Ides of March, Curtis Mayfield and Hedge and Donna. Casady will also manage the Ides of March's publishing operations here. L. A. office is located at 8467 Beverly Blvd.

Holiday In New WB Post

HOLLYWOOD—Laurel Holiday has been promoted to the newly created post of corporate relations director for Warner Bros. Records, according to Stan Cornyn, vice president and director of creative services.

Miss Holiday will also be involved in several specific projects relating to the institutional promotion of Warner Bros. Records through such media as advertising and in-store display.

Also among Miss Holiday's duties will be the creation of a weekly newsletter to fill the communication gaps that exist in the record industry. Warner Bros. Records' two year old "Circular" publication will be revitalized for this purpose by Miss Holiday.

Laurel Holiday joined Warner Bros. Records in 1969 as the company's publicity director.

SD Names Leigh's Tomorrow Today

NEW YORK—Stereo Dimension Records has retained Candy Leigh's Tomorrow Today agency for public relations. First project for the company is the label's Toronto group, Steel River, currently embarking on their first U. S. concert tour. TT will work closely with SD's local distributors and with David Krebs of the William Morris Agency on the tour, Loren Becker, label president, noted.

Mulligan RCA's Manager Of Special Product

NEW YORK — Bill Mulligan has been appointed manager of special products, marketing and services by RCA Records. Bill Walsh, vice president of Marketing, to whom Mulligan will report, effective immediately, Mulligan replaces Harry Anger, whose promotion to Director, Merchandising and Market Planning, was announced last week.

Mulligan will be responsible for RCA records Custom, Premium Record and Tape Products, the sale of studio services in all RCA Records' recording locations in the U.S.—New York, Chicago, Los Angeles and Nashville, and RCA Records' Educational Sales and Communications Sales. Since last fall, Mulligan has been manager of field sales for the department he now heads.

He joined RCA in 1949 in Indianapolis in the merchandising and warehousing function. In 1953, he was promoted to the manufacturing activity as manager of production control, and later served as manager of production and material control. In 1960, he was brought to New York as manager of planning and services in the Custom Record department, and subsequently became manager of special projects in the same department.

Johnny Tucker Dies

NEW YORK — John A. (Johnny) Tucker, composer, author, conductor, trombonist, pianist, publisher, fireman—died on Sunday, Feb. 14 at the age of 73. Born in New York City, he was educated at Epiphany School and the Delahanty Institute, and studied music with Horace Waters and Catherine Nolan. He became a member of the New York Fire Department in 1920 and played trombone in the Department's Band.

A member of ASCAP since 1924, he wrote the score for the film, Third Alarm and his songs include: "Dance of the Paper Dolls"; "Sleep, Baby, Sleep"; "Maybe, Who Knows?" and "The Christmas Polka." His chief collaborator was Joe Schuster, with whom he also appeared as a team, The Delivery Boys, in theatres, night clubs and on radio. Tucker led his own orchestra in hotels and restaurants, and was acting bandmaster in the United States Navy during World War I. After nine years he left the Fire Department and concentrated on his music career, and co-founded the music publishing company, Tucker & Marchant. He rejoined the Fire Department in 1937 and remained active until 1958.

A resident of Woodside, New York, Tucker is survived by his widow. Funeral services were held last Wed. (17) at Queen of the Angels Church, Skillman Avenue and 44th Street in Sunnyside at 9 A.M.

Int'l AGAC

cont'd from p. 7 where.

"In other words, we American songwriters and composers of serious musical works fare better in lands across the sea than we do right at home. While this situation is unfair to the American writer, it is certainly unfair and inhospitable to the foreign creative man and woman who is treated with honor in his own country, but is subjected to the condition of public domain in our homeland when his brainchild reaches its middle age.

"It is also true that while American authors and composers are always paid under European law for the public performance of their works in European juke boxes and motion picture houses, the foreign author and composer is denied these rights in the U.S. because the performance of his work is not similarly paid for in American juke boxes and motion picture theatres."

AGAC feels that the world community of authors and composers should receive the same benefits and protection in the U.S. that American writers receive abroad. To that end—the

Hochwald To TMC As Controller

NEW YORK—Gerald Hochwald has been appointed vice president & controller of Transcontinental Music Corp. (TMC), according to Arnold Greenhut, president of TMC and exec vice president of its parent company, Transcontinental Investing Corporation.

TMC is one of the country's largest rack jobbers in the recording and tape field. In calendar 1969 it had sales of \$94,000,000. It employs 1,100 and has 13 distribution centers across the country.

Hochwald, until recently, was corporate controller of New England Industries. Prior to this, he had substantial experience in the music and entertainment field, having served in financial executive positions with the Walter Reade Organization and RCA Records.

Reiner To WB Music

NEW YORK—Sol Reiner for many years sales and production manager of Edwin H. Morris & Company, Inc., has been appointed sales manager of Warner Bros. Music.

Kinney Report

Cont'd from p. 9 side risk in the event of recession or other adverse factors, while at the same time providing a reasonably optimum opportunity for growth".

Recording Unit In a division-by-division report, Frankel noted that the company's recording units, including Warner Bros., Atlantic and Elektra, were awarded 28 RIAA-certified gold records in 1970. He praised the management of this division for "their awareness of public acceptance, their alertness to change in taste." He said that the Kinney record group's establishment of its own branch distribution operation in the U.S., started in fiscal 1970, would be accelerated in 1971. He noted that abroad the division now has its own units operating in England, Germany and Australia and major partnership ventures in Japan and France. Warner Bros. Music, he also noted, has a variety of copyrights in the standard and contemporary fields, including most of the songs in the hit revival of "No, No Nanette."

Douglas/Columbia

cont'd from p. 7 public information Bob Alshuler, whose department will be handling the publicity servicing function, while Schaffer will operate out of facilities Columbia has provided for Douglas' use, developing concepts and intimate liaison between Douglas and Columbia. Schaffer will be travelling extensively to the homes of music and lifestyle publications throughout the country.

In addition, Neil Illiano, who has been supervising Douglas' product flow to college and university campuses, will be working closely with his Columbia counterparts while remaining on the road much of the time coordinating Douglas' insurgent activities on college campuses.

According to Davis, Douglas' success in marketing what previously had been considered by the industry to be 'esoteric' and limited market product (such as The Last Poets LP which rode the album charts for over six months in 1970 without the benefit of airplay) should be tremendously expanded and reinforced by its teaming with Col.'s marketing force.

During 1970 Douglas released four albums, working them on a concentrated 'project' basis, one at a time. It scored successfully with each, Lenny Bruce's "To Is A Preposition; Come Is A Verb," John McLaughlin's "Devotion," Timothy Leary's "You Can Be Anyone This Time Around," and The Last Poets' debut album.

International Guild Committee is calling on all authors and composers throughout the world for a combined effort to correct some of these existing inequities.

The TONY BENNETT recording of "I LEFT MY HEART IN SAN FRANCISCO"

words by Douglass Cross music by George Cory and still a world wide hit!

General Music Publishing Co., Inc.

New York, N.Y. 10021

9 years this week



THE GREASE BAND

HAS FOUND SHELTER

1971 NARM CONVENTION PROGRAM

FRIDAY, FEBRUARY 26

9:00 AM-5:00 PM CONVENTION REGISTRATION
California Lounge

7:00 PM-8:30 PM PRESIDENTIAL WELCOMING
COCKTAIL RECEPTION
California Lounge

8:30 PM DINNER AND ENTERTAINMENT
Los Angeles Ballroom
Host: CAPITOL RECORDS

SATURDAY, FEBRUARY 27

Registration Desk in the California Lounge will be open 8:00 AM—2:00 PM

7:45 AM-8:45 AM BREAKFAST
Santa Monica Room

9:00 AM-12:00 Noon BUSINESS SESSION
Los Angeles Ballroom

Chairman of the Day: Amos Heilicher, *Pickwick International Convention Chairman*
INVOCATION

President's Welcome: James Schwartz, *Schwartz Bros./ District Records President, NARM*
Keynote Address: Clive J. Davis, *President, Columbia Records*

"DECADE FOR DECISION"

"THE ROCK PSYCHOLOGY"

Speaker: Stan Cornyn, *Vice President, Warner Bros. Records*

"The Rock Morality"

Speaker: Bill Graham, *President, Fillmore Corporation*

"The Groups—Youth Idols, A Phenomenon of Our Times"
PANEL DISCUSSION

Moderator: Dr. Alton F. Doody, *Professor of Marketing, Ohio State University Vice Chairman, Management Horizons, Inc.*

| | |
|--|--|
| Carl Cook <i>Notional Merchandise Manager Home Entertainment Dept. Montgomery Ward President, Sam Goody, Inc.</i> | David Rothfeld <i>Divisional Merchandise Manager E. J. Korvette James Schwartz President, Schwartz Bros./District Records</i> |
| Sam Goody <i>President, Sam Goody, Inc.</i> | Marvin Saines <i>President, Discount Record Shops</i> |
| Jack Grossman <i>President, Merco Enterprises</i> | Russ Solomon <i>President, Tower Records</i> |
| Amos Heilicher <i>President, Pickwick International</i> | |

BRUNCH AND FASHION SHOW

10:30 AM WESTSIDE ROOM
Fashions by Areta Farrell
Coiffures by Vidal Sassoon
Host: HANSEN PUBLICATIONS
Santa Monica Room

12:00 Noon REGULAR MEMBERS
LUNCHEON-MEETING
California Drive

2:00 PM-6:30 PM PERSON TO PERSON
CONFERENCES, EXHIBITS
Refreshments during person to person throughout the Convention courtesy of
Motown Records

10:00 PM-? FILLMORE AT NARM
Los Angeles Ballroom
Casual Dress
Host: FILLMORE CORPORATION

SUNDAY, FEBRUARY 28

Registration Desk in the California Lounge will be open 8:00 AM—1:00 PM

7:45 AM-10:00 AM BREAKFAST-MEETING
Santa Monica Room

DEMONSTRATION OF AMPEX INSTAVISION

Richard J. Elkus, General Manager
(Ladies Invited to Attend)

10:00 AM-12:30 PM BUSINESS MEETING
Los Angeles Ballroom

HARVARD CASE STUDY SESSION

Chairman: Cy Leslie, *Chairman of the Board, Pickwick International*
The Harvard case study session will be conducted by
DR. RALPH Z. SORENSON, Associate Professor, Harvard School of Business
The subject of the case study will be The Buttoneer, a product of Dennison Mfg. Co.

| | |
|---|--|
| Russ Bach <i>Musical Isle of America</i> | Mort Hoffman <i>RCA Records</i> |
| Al Bell <i>Stox/Volt Records</i> | David Lieberman <i>Lieberman Enterprises</i> |
| Alvin Bennett <i>Cream Records</i> | Leonard Levy <i>GRT Records</i> |
| Sidney Brandt <i>Bell & Howell Magnetic Tape Co.</i> | Harry Losk <i>Lieberman Enterprises</i> |
| Victor Faraci <i>WEA Distributing Corp.</i> | Ira Moss <i>Pickwick International</i> |
| Bill Farr <i>Columbia Records</i> | David Peirez <i>Viewlex</i> |
| Sigmund Friedman <i>Record Club of America</i> | David Press <i>D & H Distributing Co.</i> |
| William Gallagher <i>Famous Music Corp.</i> | Walter Rozett <i>Copitol Industries</i> |
| Jack Gelbart <i>ABC Record & Tape Sales</i> | Jack Silverman <i>ABC Record and Tape Sales</i> |
| Floyd Glinert <i>Shorewood Corporation</i> | Irwin Steinberg <i>Mercury Record Corporation</i> |
| William Goetze <i>Music West</i> | Peter Stocke <i>Taylor Electric Company</i> |
| Arnold Greenhut <i>Transcontinental Music Corp.</i> | Richard Stultz <i>Record Supply Company</i> |
| William Hall <i>Transcontinental Music Corp.</i> | Ted Sullivan <i>CBS</i> |
| Larry Harris <i>Ampex Records</i> | James Tiedjens <i>National Tape Distributors</i> |
| | Ed West <i>Warner Bros. Records</i> |

12:30 PM-3:00 PM ENCOUNTER LUNCHEONS

NOTE: Luncheon will be served only until 1:00 PM, when the encounter sessions will begin. Each registrant should select the topic for discussion which interests him most, and attend that luncheon and session.

"Are we all supposed to become retailers today, the way distributors were supposed to become rack jobbers ten years ago?"

Discussion leader: Joseph Smith, Executive Vice President, Warner Bros. Records
Pacific Palisades Room

"How do creative people in our creative business live with the big corporation?"
Discussion leader: Neil Bogart, President, Buddah Records
Brentwood Room

"Can we honestly say there is such a thing as the mass merchandising of tape?"

Discussion leader: Sasch Rubinstein,
Vice President, Bell & Howell Magnetic Tape Co.
Encino Room

"How do we handle the mushrooming problem of returns?"

Discussion leader: Dr. Alton F. Doody,
Professor of Marketing, Ohio State University
Vice Chairman, Management Horizons, Inc.
Westwood Room

LADIES LUNCHEON AND TOUR OF UNIVERSAL STUDIOS

Buses leave the Century Plaza Hotel at 10:30 AM
Host: MCA RECORDS

3:00 PM-6:30 PM PERSON TO PERSON
CONFERENCES, EXHIBITS
California Drive
8:00 PM NARM SCHOLARSHIP
FOUNDATION DINNER
Los Angeles Ballroom

Featuring . . .

DIANA ROSS

Motown Records

THE CARPENTERS

A & M Records

MONDAY, MARCH 1

Registration Desk in the California Lounge will be open 8:00 AM—1:00 PM.

7:45 AM-8:45 AM BREAKFAST
Santa Monica Room

9:00 AM-12:00 Noon SEMINARS

Session I: 9:00 AM-10:30 AM

Session II: 10:30 AM-12:00 Noon

Each seminar session will be given twice.

"THE OTHER SIDE OF THE COIN: ARTISTS, MANAGERS, PRODUCERS VIEW THE MARKETING OF THEIR PRODUCT"

Westwood Room

Chairman: Alvin S. Bennett, *President, Cream Records*

Wes Farrell
President, Wes Farrell Organization

Gerald W. Purcell
President, Conference of Personal Managers

David Rubinson
Executive Vice President, Fillmore Corporation

Marvin Schlachter
President, Janus Records

Charles Schlang
Executive Vice President, Transcontinental Music Corp.

Jerry Schoenbaum
President, Polydor, Inc.

Also some of America's leading recording artists

"GETTING IT TOGETHER: RADIO PROMOTION AND MERCHANDISING"

Brentwood Room

Chairman: Larry Uttal, *President, Bell Records*

Ted Atkins
Program Director, KHJ, Los Angeles

Morris Baumstein
Vice President, Wundermon, Ricotto, and Kline

Ron Alexanburg
Epic Records

Lucky Cordell
Assistant Manager, WYON, Chicago Illinois

Willis Duff
Vice President, Genl. Mgr., KSAN, San Francisco, Calif.

Art Grobart
President, Discount Record Centers

Jac Holzman
President, Elektra Records

Jerry Moss
President, A & M Records

James Schwartz
President, Schwartz Bros./District Records

Jack Solinger
President, Independent Music Sales

"LABOR UPDATE '71"

Sherman Oaks Room

Chairman: Charles S. Rutenberg, Esq.
Arent, Fox, Kintner, Plotkin and Kohn

Speaker: Allen G. Siegel, Esq.
Arent, Fox, Kintner, Plotkin and Kohn

An attorney and expert in the field of labor relations will speak on current problems in his field, bringing up to date material previously presented to NARM members. Sufficient time will be provided at each session for questions from NARM members, specifically related to problems they face in their own business operations.

"FREIGHT SEMINAR"

Encino Room

Chairman: Earl W. Kintner, Esq.

NARM General Counsel; Arent, Fox, Kintner, Plotkin and Kohn

Speaker: Jacob P. Billig, Esq.

Jacob P. Billig, NARM freight consultant, attorney and specialist in the area of freight rates and related problems, will review NARM's current and future activities in aiding its members to solve their freight-related problems. A Question and Answer period will be featured at each session.

12:00 Noon-2:30 PM COUNTRY MUSIC LUNCHEON
Los Angeles Ballroom Host: COUNTRY MUSIC ASSOCIATION

starring Merle Haggard, Capitol Records

All members and their wives are invited to attend this luncheon.
No luncheon will be served after 12:30 P.M.

(Cont'd on p. 21)

HEAVENLY STARS

ARETHA FRANKLIN WILSON PICKETT SOLOMON BURKE ROBERTA FLACK
THE SWEET INSPIRATIONS BROOK BENTON MYRNA SUMMERS MARION WILLIAMS



STEREO

Cotillion

SD 052

Picks of the Week

PAUL McCARTNEY (Apple 1829)
 Another Day (3:41) (McCartney/Maclen, BMI—McCartneys)
 Vignette verses and a haunting chorus give Paul McCartney an intriguing side for his first post-LP material. The attraction of McCartney should spark initial action for the side, but each additional hearing shows that "Another Day" will come into its own as a song too. Flip: "Oh Woman, Oh Why, Why, Why" (4:37) (Maclen, BMI—McCartney) Rockier venture.

STEPHEN STILLS (Atlantic 2790)
 Sit Yourself Down (2:40) (Gold Hill, BMI—Stills)
 Taking the rhythmic edge off his approach, Stephen Stills follows "Love the One You're With" by a slower track from his LP. Side offers a tastier sample of his vocal strength and chorale touches to heighten the song's impact. Flip: no info.

GLEN CAMPBELL (Capitol 3062)
 Dream Baby (2:35) (Combine, BMI—Walker)
 Visiting the Roy Orbison archives, Glen Campbell has found a fine artifact upon which to work some magic. Sparkling material is mated in this performance by a vocal delivery bound to place the single solidly in the running for top forty breakouts and MOR support. Flip: "Here & Now" (2:35) (Fullness/Allanwood, BMI—Fuller, Kelly)

NILSSON (RCA SPS—250)
 Me & My Arrow (2:30) (Dunbar/Golden Syrup, BMI—Nilsson)
 Bright theme from the "Point" tv special gives Nilsson a sunny shot at across the board breakouts. The song's recurrence in the prime-time program and its out of context sparkle should make it the artist's biggest since "Everybody's Talkin'." No flip info.

ENGELBERT HUMPERDINCK (Parrot 40059)
 When There's No You (2:57) (Drummer Boy, ASCAP—Reed, Rae)
 From his "Sweetheart" album, Engelbert Humperdinck's latest single presents yet another classic turned pop. This time the spotlight aria from "Pagliacci" is the adapted source for a splendid love ballad. Outstanding MOR fare. Flip: "Stranger Step Into My World" (3:24) (Leeds, ASCAP—Pilat, Panzeri, Pace, Owen)

TOMMY JAMES (Roulette 7100)
 Adrienne (2:40) (Big Seven, BMI—James, King)
 Midway between the citric tartness of his own recent works and the saccharine "Sugar, Sugar" sound, Tommy James' latest finds a pleasing medium. Grand top forty side with enough power to get T. J. back into the winner's circle. Flip: "Light of Day" (3:44) (Same credits)

RAY CHARLES (Tangerine 11291)
 Don't Change on Me (3:22) (Racer/United Artists, ASCAP—Holiday, Reeves)
 An especially fine ballad selection from his last LP gives Ray Charles an exciting departure for this single. Side has the effectiveness of a grand performance to attract MOR as well as blues and top forty attention for the side. Flip: "Sweet Memories" (3:31) (Acuff-Rose, BMI—Newbury)

Newcomer Picks

EMERSON, LAKE & PALMER (Cotillion 44106)
 Lucky Man (3:33) (TRO-Total, BMI—Lake)
 From the still climbing best seller LP by Emerson, Lake & Palmer comes this delightful ballad to introduce them to top forty as well as FM audiences. The material and E, L & P's reading should build a sales thrust for the premiere. Flip: no info.

Choice Programming

THE IDES OF MARCH (Warner Bros. 7466)
 L. A. Goodbye (2:49) (Bald Medusa, ASCAP—Petrik) Complete change of styling for the Ides of March shows the group off with a ballad sans brass. Intriguing material and performance for top forty thought. Flip: "Mrs. Grayson's Farm" (5:13) (Same credits)

TEN WHEEL DRIVE (Polydor 14052)
 Down in the Cold (3:09) (Harry DaLuggage/Noma, BMI—Scheffrin, Ravan, Zager) Super dance side and a great album track offered for FM play and top forty possibility. Flip: "Last of the Line" (3:17) (Scheffrin-Zager/Noma, BMI—Zager Scheffrin)

RAIDERS (Columbia 45332)
 Indian Reservation (2:55) (Acuff-Rose, BMI—Loudermilk) Eerie production of the John Loudermilk material should stir Raider interest with FM's as well as top forties this time round. Flip: no info.

NANCY SINATRA (Reprise 0991)
 Hook & Ladder (3:14) (Great Honesty, BMI—Greenbaum) Fascinating arrangement and some tasty material should turn this into Nancy Sinatra's strongest commercial bid in a long while. MOF and top forty shot. Flip: "Is Anybody Goin' to San Antone" (3:05) (Tree, BMI—Kirby, Martin)

SLIM HARPO (Excello 2316)
 Rainin' in My Heart (2:31) (Excellorec, BMI—West, Moore) Outstanding blues, as expected from Harpo, makes this "Blueberry Hill" styled side a prospect for R&B and FM exposure. Flip: "Jody Man" (3:40) (Excellorec, BMI—Moore)

WHATNAUTS (Stang 5023)
 I'll Erase Away Your Pain (2:55) (Gambi, BMI—Kerr, Robinson) Splendid vocals and a tasty bit of ballad material could put the Whatnauts back in the R&B winner's circle. Top forty long shot too. Flip: "Just Can't Lose Your Love" (3:10) (Gambi, BMI—Kerr)

ROZETTA JOHNSON (ClinTone 003)
 Who Are You Gonna Love (Your Woman or Your Wife) (3:20) (Moonsong/Cotillion, BMI—Dees) An exceptional ballad performance here could boom Rozetta Johnson to the top of the R&B lists with just a taste of exposure to kick the action off. Flip: no info.

ROGER WHITTAKER (RCA 0442)
 Why? (2:45) (Arcola, BMI—Whittaker, Stanton) Another exceptional ballad from Roger Whittaker cements his hold on the MOR market. Also another long-shot prospect to move top forty. Flip: "Moonshine" (2:39) (Arcola, BMI—Whittaker, Petts)

600 Title EVR Guide In Print

NEW YORK — A mailing of some 17,000 folders has been made by the EVR division of CBS to stimulate advance of the audio/visual cassette medium. This first catalog of software describes in detail more than 600 titles available for telecasting via EVR Teleplayer.

Subjects included in the guide are listed on a complete roster, or under subject with full information about length, program matter, price, etc.

Mailed to 17,000 schools and audio/visual centers, the catalog makes it possible for all a/v interests to order titles from any of the several agencies which have in-EVR materials. Among the firms whose material in EVR format is represented are: the National Audiovisual Center, NASA, U.S. information Agency, Department of Agriculture, Motor-

la's EVR Teleprogram Center, Ford Motors, Gulf Oil, Bailey-Film Assoc., Harvest Films, AMA and the Shell Oil Co.

According to EVR division president Robert Brockway, the collection was assembled through cooperation from all the above to make possible orders of single titles or packages by individual schools. "Listed films," he explained, "can now be purchased inexpensively and acquired permanently without the long waiting periods customary in sponsored film library materials."

Working in connection with the 100 film package offered to public libraries, the catalog is meant to broaden and individualize selections and to open the door to individual schools and libraries for individual composition.

2 Children's Series Set For Cartrivision

NEW YORK — Fifty hours of animated programming ranging from scientific studies of space exploration to the escapades of Roger Ramjet will be available on the Avco Cartrivision system under terms of two separate programming agreements announced last week.

Sixteen cartoon features in the educational, entertainment "Cartoon Classics" series will be released in the Cartrivision format, it was announced jointly by Samuel Gelfman, vice-president of programming and production of Cartridge Television Inc., an Avco Corporation subsidiary, and William Cayton, president of Radio and Television Packers, Inc.

Also, two dozen of the popular Roger Ramjet entertainment cartoon series will be converted to the Cartrivision format as the result of a separate agreement announced jointly by Cartridge Television Inc. and Winters/Rosen Distribution Corporation.

The 16 "Cartoon Classics" will be released in their original hour-plus lengths in cartridge form by Cartrivision. Series includes Charles Perault's "Beauty and the Beast," Hans

Christian Andersen's "The Wild Swans," Rudyard Kipling's "The Magic Antelope," the scientific thriller "The Undersea Explorers," as well as "The Frog Princess" and "The Fisherman and The Fish" by the brothers Grimm.

The Winters/Rosen agreement calls for conversion of two dozen Roger Ramjet cartoons for Cartrivision. The children's cartoons feature sketches like "The Sheik," "Rabbit Man," and "April Fool," which have established themselves in over 150 television markets.

The new Cartrivision cartoon programs mark the beginning of an expanding series which is designed to provide provocative entertainment and educational information for younger viewers using the Cartrivision medium, and to permit youngsters to enjoy their favorite cartoons over and over again in their own homes, regardless of frequent interruptions.

Denning Named Head Of MCA Technology

UNIVERSAL CITY — James Denning has been elected president of MCA Technology, Inc. of North Hollywood, succeeding Dr. C. J. Savant, Jr.

MCA Technology, Inc. develops, manufactures and sells high-speed magnetic tape duplicating systems and studio recording systems as well as precision magnetic heads and electronic components for manufacturers and users of video, audio instrumentation and digital magnetic recording devices. It is also engaged in advanced electronic research related to high density information storage and retrieval techniques.

Denning, an MCA Inc. staff executive since 1959, has been associated with MCA Technology, Inc. and its predecessor companies since 1967 as a vice president and, more recently, as executive vice president.

Astrachan Is Optronics VP

NEW YORK — Margot Astrachan has been appointed vice president of Optronics Library, Inc., which owns video cartridge rights to thousands of film properties. Mrs. Astrachan will be involved in the area of adult education and will also be seeking films pertaining to dance, drama, visual arts and music.

A freelance photojournalist, Mrs. Astrachan has been still picture editor for Twentieth Century Fox pictures and she was on the editorial board of Infinity Magazine.

Kelly VP Of Merc Tapes

CHICAGO — Harry Kelly has been elected a vice president of Mercury Records, heading the tapes and special sales Division.

Upon joining Mercury in 1959, Kelly handled sales. He later did sales work for the label's economy Wing line and then became national sales manager for Wing and premium sales.

Faraday Files Suit Against 3M Company

A patent infringement suit has been filed by Faraday, Inc. against the 3M Company in the Northern District Court of Illinois.

Fred J. Kluin, president of Faraday, stated that the suit (filed Wednesday, February 3) accuses 3M of infringement of Faraday's patent 2,804,401 covering lubricated magnetic tape.

Faraday recently culminated a successful suit against Capitol Industries for similar patent infringement. This suit was dismissed with a permit for Capitol to continue production upon a substantial cash payment.

ITA Follows Up Warning With Washington Action

NEW YORK — The International Tape Association has concluded the first of a series of meetings in Washington to secure government assistance in altering consumers about the dangers to tape posed by airport and customs checking devices. This action follows a membership warning offered by ITA of the damages inflicted by X-ray and security machinery used to check baggage.

Executive director Larry Finley has already met with Virginia Knauer, assistant to the President on consumer affairs, and Elizabeth Hanford of the Bureau of Consumer Affairs. Mrs. Knauer had scheduled a meeting last week for the Federal Aviation Authority and Post Office Department to pursue matters of notifying air travelers entering foreign countries about the possibility that tapes (blank or pre-recorded) might become damaged or erased in passing through checkpoints.

The Latest Album Release In The New Gospel Series On Cotillion Records and Tapes



(Tapes Distributed by Ampex)

Colossus, Heritage Offer New Singles

NEW YORK — The Colossus and Heritage labels' talent development program is mirrored in a bevy of new singles. They include "Give It To Me" by the Mob, from the group's LP; The Festivals' "Baby Show It," "I Love You Baby" by Crystal Mansion; and "Something In the Way She Moves" by Wolfe, on the Heritage label.

Colossus will soon release a deck by Carolyn Daye, Ltd., another newcomer to the label. Meanwhile, the company is working on two previous singles, the Jerry Ross Symposium's "First Love," from the U.M.C. film of the same name, and "Hope for the Best," theme from "Twelve Chairs"; and the Shocking Blues' "Never Marry a Railroad Man."

Big Seven Hot With 'Oye' Tune

NEW YORK — Santana's "Oye Como Va" is shaping up as a top copyright in the catalog of Big Seven Music.

Written by Tito Puente and initially exposed primarily in Latin markets, the tune drew wider recognition upon release in Santana's Columbia album, "Abraxas." Reaction to the album selection caused its release as a single.

With pop market popularity firmly established, inroads are once again being pursued in the Latin area with the proposed re-release on RCA of the original Puente recording and a new single on Tico by Joe Cuba. According to Big Seven, additional versions by several prominent artists are being planned.

Richard Gurlek and Roger Stone, Big Seven execs, plan a West Coast visit in the near future to personally thank Santana for their world-wide hit and to acquaint the group with other selections from their extensive catalog.

Young Hearts To King of Hearts

HOLLYWOOD — Hosea Wilson, president of Zea Records, reports a change in the name of his vocal group, the Young Hearts. The group will be known as the King of Hearts.

At the same time, Wilson is releasing a new single by the group, "A Little Togetherness" b/w "When You Wish Upon A Star," produced by Bobby Sanders for Zea, which is distributed nationally by Roulette.

Another current Zea single is "Love Vibrations" by David T. Walker. Song will serve as the title of an upcoming LP.

Stax Phases Out Promo Man In Favor Of A 'Field Rep'

MEMPHIS — A broader "field representative" function has replaced the traditional duties of "promotion man" at Stax Records.

Jim Stewart, president, and Al Bell, exec vp, said the move reflected the "demands of today's highly complex and sophisticated industry."

"We have phased out the 'Promotion Man' category and all personnel in that function have been relieved of their traditional duties," says Stewart. "The department has been restructured and all parties involved have been upgraded to meet the requirements of additional responsibilities."

"We are introducing a new and broader category of 'Field Representatives,'" says Bell. "The field representatives will still deal with promotions in addition to becoming involved in merchandising, marketing, traffic coordination, sales, public relations, distributions and advertising. The Field Representative will be a total man in the record industry."

The newly expanded marketing department will be headed by Stax's newest appointee, Chester A. Simmons, former national promo director for Chess Records.

Simmons feels that "the new marketing innovations will play a major part in bringing about significant changes in Stax's status in the music industry during '71."

Michael Williams, former supervisor of Stax Records' mail department, has been promoted to administrative service manager to Simmons.

He will work closely with Simmons in all functions of the marketing in-

novations and act as liaison between the field representatives and the marketing department.

Jack Gibson, former promo director, has been promoted to director of special services. He will become involved in the public affairs element of the parent company and all divisions and concentrate on the development of promotional interest in the areas of Jazz, Contemporary Rock and College markets.

Regional assignments for the field representatives are: David Samuels, southern region; Hank Talbert, mid-west region; Harold Burnside, east coast region and Edward Shields, west coast region.

Michael Papale, former midwest regional director of Chess Records and Polydor, has been appointed national field representative.



"Top Ten Story in Sound," a single LP compilation of excerpts from 105 Jobete Music Company Inc. (BMI) and Stein & Van Stock Inc. (ASCAP) Top 10 chart hits of the past decade is a special presentation album from the Motown publishing subsidiaries, it's been distributed among virtually every indie and label producer in the nation. One of the major hitmakers, producer Bones Howe (left), received his during a visit to Mister Bones Productions by Herb Eiseman, Jobete-Stein & Van Stock general professional manager.

McCartney's Song Print To Chappell

NEW YORK — Chappell & Co., Inc. has concluded an agreement securing the print rights to Paul McCartney's new single "Another Day" in the areas of the United States, Canada and the U. K.

The song, the first written jointly by Paul McCartney and his wife Linda, is being rushed into print to coincide with release of the Apple single. Sheet music will feature a photograph of the McCartneys.

The "Another Day" printing is in line with Chappell's new policy of accepting increasing numbers of outside copyrights for print, including recent deals covering Bob Dylan's hit LP "New Morning", the Cannon Film Group and Amos Productions.

Agreement with McCartney Music, Inc. was negotiated with Lee Eastman of Eastman and Eastman, the New York law firm.

(Big) Dee Erwin Opens Indie Co.

HOLLYWOOD — After having been associated with Wally Roker Music (BMI) for three years as professional manager, Dee Erwin has moved into his own offices here to handle his writing, producing and own music publishing company, Dividend Music (BMI). Address is 249 S. Occidental Blvd., Suite 310. Telephone: (213) 389-6059.

His producing credits include Freddy Robinson's "Black Fox" and The Three Sounds' "Soul Symphony", these two in conjunction with Monk Higgins. He recently produced Hot Ice Co. for Lionel; currently is producing The Whispers for RRG and tentatively scheduled to produce The Mirettes for Zea.

His recent writing efforts scoring are The Whispers' "Seems Like I Gotta Do Wrong", Betty Everett's "I Got To Tell Somebody", Howard Rice of TV's Room 222's "I'd Rather Stay A Child" and "Your Love Is So Dog-gone Good" from Ray Charles' "Country Style" album.

Dee hopes in expanding he will find time to prepare a production on an artist who had a big hit in '63-64, "Swinging On A Star" . . . Big Dee Erwin, who is of course, himself.

Elton John Gold

HOLLYWOOD — Elton John's Uni Records LP, "Elton John," has been awarded a gold record by the Record Industry Assn. of America (RIAA). John's second album, "Tumbleweed Connection" is currently in the top 10 on all national trade charts and is also expected to exceed a million dollars in sales.

Belle Barth Dies

NEW YORK — Belle Barth, comedienne who cut a number of blue-material LP's, died of cancer in Miami Beach on Sunday, Feb. 14, at the age of 59. Her albums, appearing on specialty labels, were large sellers. Her second husband, three brothers and a sister survive.

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Hill & Range

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THE KINKS REPRISE
Noma Music
Carbert Music

PADRE
MARTY ROBBINS COLUMBIA
Anne-Rachel

SHE WAKES ME WITH A
KISS EVERY MORNING
NAT STUCKEY RCA
Hill & Range
Blue Crest

SOLDIER'S LAST LETTER
MERLE HAGGARD CAPITOL
Noma Music

WHAT AM I LIVING FOR
CONWAY TWITTY MGM
Hill & Range
Tideland

BUBBLES IN MY BEER
RAY PENNINGTON MONUMENT
Hill & Range

SWEET WATER
BRASS MONKEY RARE EARTH
Anne-Rachel

SHE'S AS CLOSE AS I CAN GET
TO LOVING YOU
HANK LOCKLIN RCA
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Blue Crest

THE ABERBACH GROUP
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ENGELBERT'S 'SWEETHEARTS': As part of its Valentine's Day week promo of Engelbert Humperdinck's new "Sweetheart" LP, London Records offered the public shopping bag kits. One of the stops was Record Hunter in New York. Phil Wesson, (right) manager of London's New York distributor branch, is shown with John Byers of Record Hunter and Engelbert's "Sweethearts."

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Artha Associates, PR Firm, Launched

NEW YORK—Artha Associates, a public relations and management organization "to represent the alternate arts," has been formed here by Deborah Steinfest, former v.p. of Jay K. Hoffman Presentations, Inc. Her associate in the venture is Suzanne Levitt, former PR liaison for Studio International magazine in London.

Complete artist management plans are scheduled to be announced shortly. Meanwhile the company has taken on three clients: "AC/DC," a play by Heathcote Williams at the Chelsea Theatre Center in Brooklyn; "Tarot," a rock musical due to re-open soon at the Circle in the Square Theatre; and "Deafman Gance," a play with dance and music due Feb. 25 at the Brooklyn Academy Of Music.

On the record front, a forthcoming Artha project will be representation of a double album by John Giorno entitled "Dial-A-Poem."

Conti Feted On 25th PSO Anny

NEW YORK—In honor of his 25 years of service with Peer-Southern Organization, a luncheon was held recently for Mario Conti, international professional manager at the N.Y.A.C. In attendance were, Ralph Peer II, PSO exec V.P., attorney Maxwell Okun, and such top PSO execs as: Provi Garcia, head of the PSO Latin-American division, Lucky Carle, general professional manager, Ronald Freed, head of the serious music dept., Al Kugler, national promo director and Roy Horton, manager of the C&W division. The luncheon was highlighted by a phone call from Mrs. Monique I. Peer, PSO President; who was unable to attend due to prior commitments in Los Angeles. Conti joined the PSO accounting dept. in 1946, after his discharge from the U.S. Army. He has been international professional manager since 1958.

Stark Record & Tape: A 10 Year, \$7 Mil Growth Story

CANTON, OHIO—What in 1960 had its beginning as a one-man operation working out of the proverbial broom closet and making deliveries from the back seat of an old Buick has blossomed to where it operates many retail outlets and services wholesale accounts in a seven-state region, employs over 100 people, runs a fleet of delivery trucks, maintains corporate offices in a lush industrial park complex, with an adjoining 27,000 sq. ft. warehouse, and grosses nearly \$7 million in sales. This is Stark Record & Tape Service, Canton distributors.

"We're somewhat unique in that we specialize in all three types of retail outlets," explains Paul David, founder & president, "mall developments, department stores and mass merchandising chains. Without a doubt, this versatility has, to a great degree, accounted for our annual growth rate average of 36%."

Within its home office, for example, is a fully staffed advertising and sales promotion department which coordinates the extensive newspaper, radio and television advertising of their retail outlets. In addition, extensive research and sales analysis is conducted on a regional basis in all of Stark's market areas to determine musical tastes, demands and price lines that constitute volume.

On the sales front, creative in-store merchandising with custom designed point-of-purchase materials and well-catalogued inventories are the hallmarks of every Stark outlet. Prominent pricing and categorized stocks, filed by type of music and individual artists have paid big dividends. Also included in Stark's automatic replenishment system.

At the distribution level, Stark's centralized warehousing assures each retail outlet of having current, timely stock. This includes not only a complete inventory of records and tapes, but complementary lines, such as phonographs, needles, stereo acces-

sories, tape units, earphones, etc. This aspect of having the goods while the demand exists, according to Paul David, is the key. "We've built our business on our ability to anticipate through research and to deliver. It's that simple."

New Store Concept

Stark's scientific approach to marketing records and tapes is, by their standards, old hat. Newest among innovations is the design of their mall retail outlets. Explains David, "We began by building a module, to scale, of what we called 'the perfect record and tape shop'. For months we refined each aspect. Every detail was included, from potted plants to wall decor."

The result? Stark's own design, in conjunction with prominent architect Raymond E. Coia of Canton, Ohio. Interiors feature custom carpeting; vinyl walls; tailored, low-slung fixtures; vivid dramatic coloring; spacious aisles; built-in stereo systems—in short, wall-to-wall innovations. The exterior design features a break-front entrance with panoramic glass and two-tone marble formica fronts, offset by the distinctive Camelot Music (Stark's mall retail outlet) horse's head atop a disc logo.

"Until a few years ago," Davis says, "mall developers considered record and tape retailers as step-children, as far as making space available was concerned—and with good reason. It's no secret that, in many operations, once the lease was signed it was only a matter of putting in racks and choking the display windows full of sale information. No decor, a minimum of furnishings, and a lean stock. It's still being done today."

"By contract, we've tried to keep pace with modern building trends and the importance of corporate identity through tasteful furnishings and designs. As a result, by having a facility which complements the mall, our stores are well-received and are assigned the proper area to round out the tenant mix."

A total of 10 months in the planning (in addition to 3 months of extensive training for new store sales personnel), the first of Stark's newest 2,400 sq. ft. installations was opened this past December and with success.

The initial opening day crowd to see the new store and a guest appearance of The Lettermen was estimated at 2,200, channelled through the store in less than two hours. David: "This was the supreme test of our new store concept. I'm happy to say that it passed with flying colors. We already have others just like it under construction."

Own Tape Packaging

And while all the talk in the industry concerning the package or no-package tape question was flourishing, Stark took the initiative, and elected to do its own packaging of tapes, a decision that required an initial investment of \$50 thousand. Now, all tapes are boxed and heat-sealed in clear plastic prior to shipment to retail stores. "Marketing did a study which, when boiled down, indicated that it was the way to go", David says, "and that was that". He commented that the visibility aspect was essential to consumer impulse buying. "Our sales increases prove it was and is the right move in our markets."

According to David, the ability to "deliver the goods" cannot be over-emphasized. Translated in terms of dollars, the Stark philosophy represents a minimum of \$70 thousand of inventory for each mall retail store. "We're extremely fortunate that, with volume purchasing power, we are able to have a widespread of merchandise and the inventory depths that allow back-up stocks, replenishments, and the ability to react to the latest musical whims. This includes not only current "heavy sounds", country and western groups and singles, but ethnic selections, classics, and sacred music as well.

New Cactus LP

NEW YORK—Atco Records is rush-releasing the new album by the rock group Cactus. Group's new album, called "One Way . . . Or Another", was completed late last month. Initial orders, even before any records have been shipped, are "extremely heavy," says the label.

Their first album, "Cactus," hit the charts shortly after release.

Since then, the group has become hot on the one-nighter circuit. Last summer, hit the third act at the Fillmore; Mar. 19 and 20, Cactus plays the Fillmore as the headliner.

New Faces Album

HOLLYWOOD—Warner Bros. Records has rush-released a new album by the Faces titled "Faces—Long Player," in conjunction with the group's national tour, which is now in progress.

The LP, the Faces' second for Warner Bros., contains both live and studio performances. Six of the nine songs were written by one or more members of the group, which includes Rod Stewart, Ian McLagan, Kenny Jones, Ron Lane and Ron Wood.

Beach Boys Tour, Prepare New LP

HOLLYWOOD—The Beach Boys have temporarily shut down their recording studio, in preparation for the group's first American concert tour in two years. The tour opens Saturday (20) at the Santa Monica Civic here, in Calif. It then moves on to a number of U.S. cities, highlighted by New York (24), where the group will perform at Carnegie Hall, and Boston (28), where the concert will be at Symphony Hall.

The studio shut-down comes amidst the first series of sessions for The Beach Boys in several years. No one has been admitted to the studio, besides members of the group and back-up musician Darryl Dragon. There have been several speculative reports on what's going on inside, but no one in the group will confirm or deny their accuracy beyond saying that Dennis Wilson seems to be a major force in the sessions and that his brothers Brian and Carl are taking active roles, along with Dragon.

Brother Records director of engineering Stephen Desper, commented only that "it's all being done in quadrophonic sound, but I can't say what is going down on the tracks."

Jeff Markoff Joins MPC As Sales Manager

NEW YORK—Music Production Consultants' president Richard Nader reports the appointment of Jeff Markoff as national sales manager.

Markoff joins Music Production Consultants from Entermedia Futures where he served as account exec, promoting contemporary rock concerts which were presented by commercial sponsors, Falstaff Brewing, and Muriel Cigars.



TICKET TO RIDE—Contemporary pop singer Gary Smith (r) is shown signing an exclusive recording pact with RCA Records. With him is Mort Hoffman division v.p. of commercial operations. Smith's first single "Tickets For Sale" is being released this week.

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cash box / talent on stage

Elvis Presley

INTERNATIONAL HOTEL, LAS VEGAS—It's Presley's fourth sell-out week of his fourth engagement here, another closing, another show with sweet young (and old) things, six to sixty, rushing to the stage to be hugged, kissed, touched or merely noticed. The magic act that began in the mid-fifties seems undiminished.

Once again he pulsates across the immense stage at the International, a legend poured into a body tight, flared panted white cowboy suit, leather laces dangling from his arms and legs; a purple scarf matching a long tassled sash belt. Once again you're strolling with him down lonely street to that "Heartbreak Hotel," hearing those hound dog songs ("I Got A Woman," "Love Me Tender," "Johnny B. Good," "Blue Suede Shoes") that are his eternal copyrights. Revisiting that innocent age of James Dean, rock-a-billy and the hoola-hoop.

There are more recent vintage songs added but Presley branded: Neil Diamond's "Sweet Caroline," Lennon-Mc-

Cartney's "Get Back" and "Something," "Lovin' Feelin'" and "Suspicious Minds."

The swivel hips and long side burns are immutable, unmodified. He "camps" a few pratfalls. And, for awhile, it's as though we are witnessing the best damned impersonation of Elvis Presley ever offered. He tosses a sweated scarf to a stageside teenager who weeps as she embraces it. More embraces, a few more females rush the stage. "There's something I gotta say to the girls I just kissed," he breathes, "I have the flu."

"Impossible Dream" is the closer. It is a stunning, dramatic one, calculated to demonstrate intensity and range. Once again we are faced with irrefutable evidence. Presley, sideburns and swivel hips aside, is still one of our nation's great white blues shouters, one of the most eloquent pop and country singers in the past two decades. The talent is constant. Once again, confirmed.

h.g.

Poco Bert Sommer James Anderson

CARNEGIE HALL, NYC—Rather than bore you with the details of another one of their magnificent performances, suffice it to say that Poco is one of the tightest, most melodic, energetic, satisfying groups in the music business. It is impossible to sit still during any one of their performances—their music won't allow it. They come on strong, get even more powerful as they continue, and when they're done, the audience is breathless, exhausted. Listening to Poco is to become completely immersed in their lives. They're happy, and play happy music. If Poco can't make you smile—nobody can. All that is Poco, is life. They are an experience unlike any other previously in the music business. Poco is living—they're your friends!

Opening the Feb. 12 late show at Carnegie was Cotillion recording artist James Anderson who came dancing in from the wings and proceeded to perform a set composed entirely of material already recorded and made famous by other artists. He and his band became, for an hour, a juke box. In this respect he was disappointing. Hopefully, he will concentrate his efforts on writing original material that will be enhanced by his powerfully crisp voice.

k.k.

Acoustics can be dealt with. Or, so Bert Sommer's performance seemed to indicate.

Opening the early show at Car-

negie, Sommer seemed to have learned from the handful of blasts at the hall's sound—and learned well.

He eliminated virtually all the amplified instrumentation that accompanied his recent Bitter End stand (using bass in support of only two songs) in order to highlight the site's ability to transmit the undistorted sound of his voice.

In fact, he delivered an even more brilliant sound in the spacious hall than at the more intimate coffee-house.

Working solo, or with Michael Brown on piano, Sommer ran through simple arrangements of highlights from his first two Eleuthera LP's and offered a fine sampling yet to be heard from his next album. The Sommer favorites, "Grand Pianist," "Magic Elixir" and "We're All Playing in the Same Band" came out fresh in the framework instrumental setting as did "Stick Together" (the preview selection).

Only one point marred the artist's show, his inability to talk during the between-song tuning pauses. "This next song," "for my next song" and "the song next" became tedious to hear. And, while Sommer has never offered patter or bon mot as an extra, at least he had presented a variety of comment to pass the unavoidable delays. Thankfully, the quality of his one-show singing more than made up for the lacking personal side.

m.g.

Steve Lawrence & Eydie Gorme

CAESAR'S PALACE, LAS VEGAS—Booking a stand-up, warm-up comic with Steve and Eydie is as superfluous as placing a Gideon Bible in a Sunset Strip motel. Samples of their pleasurable pleasantries: Steve solo opening with "I Gotta Be Me" and "Clear Day," explaining that Eydie is in her dressing room "doing her musical exercises—breaking Streisand albums."

Later the two comment on the L.A. earthquake: "We don't want to accuse anybody of starting it, but did you notice that the day before, Danny Thomas got a bad review? And that Charlton Heston's house wasn't touched? . . . We ran into Jim Nabors, it really shook him up. Now he talks straight and sings funny." The following one of Eydie's dramatic ballads, replete with those incredible hernia-hemorrhagic moon-shot notes, she turns to Steve (obviously pleased with herself) with "and what would you like to hear now?" Pause—deadpan—"Peggy Lee."

It's Steve and Eydie's debut at Caesar's, a one week engagement and

they are, as almost always, in wondrous form. Spellbinding the opening sell-out crowd with 90 minutes of vocals and versatility. There are few acts as stunning and rewarding. Their repertoire is mostly down the middle; show tunes ("Mama, A Rainbow," "Impossible Dream," "Think How It's Gonna Be," "If He Walked Into My Life") a Bachrach-David ("Close To You," "What The World Needs Now") or two and a Lennon-McCartney ("Can't Buy Me Love"). All inspired affairs. Eydie also tosses in a few choruses of her current MGM platter "It Was A Good Time," (from Ryan's Daughter), a treatment borrowed from Mary Hopkin's "Those Were The Days" hit. And it could possibly mean Gorme's return to the charts. They've both been away too long.

Nat Brandywine's orchestra backs admirably with Nick Perito conducting. And there is a stand-up, warm-up comic named Ronnie Martin. Agreeable. But like we said, superfluous. His most quotable line (on marriage): "the longer I'm married, the funnier Alan King gets."

h.g.

Bee Gees Staple Singers

PHILHARMONIC HALL, NYC—Curved white walls and roof, arched and squared. It was the only place, of course. A hall that had seen and heard the efforts of Bernstein, Szell, and Maazel, now played host to those orchestrated wonders of pop: the brothers Gibb.

Time and love had proved they couldn't make it alone. They need each other. That's an important enough statement in itself. And so some months after the bitter words and the actual split, Barry, Robin, and Maurice announced that they had met, decided that what had gone down was in the past, and that henceforth the Bee Gees lived again. As solid proof they offered "Lonely Days," a number one single, "Two Years On," a current top fifteen LP. And the tour.

So into Philharmonic Hall with an orchestra led by Bill Shepherd their musical director. With the first bars of "N.Y. Mining Disaster" the capacity crowd sat electrified by these three angelic and brilliant brothers. Immediately it became clear just why it was inevitable that the Bee Gees must remain together because, it is not their individual voices that creates the Gibbs' music but the blend of all three voices: Robin's heavy vibrato, Barry's clear rich tones, Maurice's slightly harder-edged notes.

The Byrds Redeye

CARNEGIE HALL, NYC—Since their inception seven years ago, the Byrds have flirted with super-success without attaining it. Could it be that now it is within their grasp? At Carnegie Hall Wednesday night, they scored a major triumph, playing a spectacularly cohesive set, and kicking off an audience reaction unlike any we have seen at one of their concerts.

The Byrds were up for this one. They literally bounded onto the Carnegie stage and launched "Lover Of The Bayou." From there it just kept building, through "Jesus Is Just Alright," "Truck Stop Girl," "Mr. Tambourine Man" (featuring Roger McGuinn and Clarence White as singing partners) until "Chestnut Mare" turned the thick. It set off waves of applause which were to be repeated for each succeeding number including the jammy "Eight Miles High" and the incredible encores of "So You Want To Be A Rock 'N Roll Star" and "Mr. Spaceman."

Opening the show was Redeye, a reasonably tight quartet which scored with their first song, "Games," before settling into a comfortable but too familiar groove. The Pentagon group might have had more of an impact had they concluded their set after a half dozen or so numbers.

e.k.

Joan Baez

CARNEGIE HALL, NYC—They came from all walks of life. The young and the old. The rich and the poor. They came to sing songs of freedom-religious songs. "I Shall Be Released" was the opening number, and they sang with her. "You Ain't Goin' Nowhere," and they continued to sing. "David's coming home in March," and the audience cheered.

There's something special about Joan Baez that can't be put into words. It's a feeling one gets while watching her perform. You know it's there, but you just can't explain what it is. It's mystifying.

Baez has, over the years, become somewhat of a legend in the folk field. Rather than writing her own material exclusively, she has chosen to record and perform meaningful, relevant songs. Standards. Songs that her audiences are familiar with. Songs that they love and want to hear. Songs of our times. Songs that

To be sure there were some minor flaws. For instance Robin seemed, annoyingly, to sing too far from the mike, and the mix from the orchestra seemed slightly too trebly. One also had to get used to Robin singing a quarter beat ahead of the accompaniment and Barry playing a few wrong chords. But as the evening progressed these trifles became increasingly less noticeable until they were swamped by the Bee Gees' incredible composing and singing talents. They were a non-stop delight.

Highlights? Why almost every number, but especially "Really And Sincerely," the early medley of "Jingle Jangle" and "Morning Of My Life" (one of the boys' best compositions), "Holiday," which saw Maurice playing some mighty fine piano riffs, "I Started A Joke," "Gotta Get A Message To You," the gigantic spine-tingling "Lonely Days" that closed the regular set, and their encore, "Massachusetts," for which fully half the audience moved silently down the graceful sweeping aisles of Philharmonic Hall to stand enraptured, at the feet of these miraculous pop stars.

Opening the evening were the Staple Singers, who performed a number of lackluster songs. And no one could blame the large segment of the audience for walking out.

e.v.l.

Carol Hall Randy Burns & Sky Dog Band

THE BITTER END, NYC—Behind her piano, a little nervous at first, then pleased and strengthened by a warm reception, slipping assuredly into visions of rainy afternoons and space and flowers, sky blue ceilings, witches and little girls, Carol Hall made her New York debut at the Bitter End.

Carol's songs are like picture books and her voice brings the pages to clear life. Her piano playing is never intrusive, but the ideal complement to her singing. Her set included most of pieces from her initial Elektra album. There were "Jenny Rebecca," about growing in this life; "Who Will Dance With The Blind Dancing Bear?" (really written about Kris Kristofferson?); the mad "Crazy Marinda," "Why Be Lonely," culled from the Village Voice classified page, and, at last, "Ain't Love Easy," a polished stone of simplicity and worth.

If Carol was stunned by the velocity of the applause at the conclusion of her performance, her feeling was matched by the jolt which the crowd felt at being present for the arrival of a major talent.

Sharing the bill was the Mercury group, Randy Burns And The Sky Dog Band. They contributed some effective harmonies and picking in a set which leaned lightly toward the country. Things reached the foot stomping stage with "Blue Line" and calmed nicely for a Randy Burns solo of Hoyt Axton's "Snow Blind Friend." Latter is a powerful song and Randy did it justice.

e.k.

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"Sweet Sir Gallahad,"—soft, melodic, like a spring breeze. "Kumbaya," inspirational, forceful. "Let It Be,"—emotional, almost religious. "Heaven Help Us All,"—reflective, prayerlike. "Sweet Chariot,"—no musical accompaniment, pure Baez, frightfully realistic.

Joan Baez creates the excitement that very few folk acts have been able to create. Her honesty and sincerity completely overwhelms the largest audiences. Her voice soars through the most spacious halls in graceful flight. Joan Baez is more than a performer. She is an inspiration to the young and the old.

k.k.

New Additions To Radio Playlists — Secondary Markets

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

WLOF—Orlando, Fla.
I Don't Know How To Love Him—Kimberlys—Happy Tigar
Just My Imagination—Temptations—Gordy 18—Alice Cooper—Warner Bros.
PICK—Shades Of Gray—P.K. Ltd.—Colgems

WLAV—Grand Rapids, Mich.
I'm So Proud—Main Ingredient—RCA
Oye Como Va—Santana—Columbia
What's Going On—Marvin Gaye—Tama
What Is Life—George Harrison—Apple
LPS: Emerson Lake & Palmer—Cotillion
The Point—Nilsson—RCA

WGLI—Babylon, N.Y.
Amos Moses—Jerry Reed—RCA
Oye Como Va—Santana—Columbia
Help Me Make It—Sammi Smith—Mega
Proud Mary—Ike & Tina Turner—Liberty
No Love At All—B.J. Thomas—Scepter
Love's Lines—5 Dimension—Bell
PICK: Put Your Hand In The Hand—Ocean—Kama Sutra

KIOA—Des Moines, Iowa
Oye Como Va—Santana—Columbia
Jody Got Your Girl—Johnnie Taylor—Stax
Free—Chicago—Columbia
What Is Life—George Harrison—Apple
Don't Let The Green Grass—Wilson Pickett—Atlantic
Just My Imagination—Temptations—Gordy

WPOP—Hartford, Conn.
Another Day—Oh Woman—Paul McCartney—Apple
When There's No Love At All—Engelbert Humperdinck—Parrot
A Sad Thing—R. Dean Taylor—Rare Earth
What's Going On—Marvin Gaye—Tama
All I Need—Aretha Franklin—Atlantic
Sweet Innocent—Donny Osmond—MGM

WPRO—Providence, R.I.
London Bridge—Alive & Kicking—Roulette
Rise Up—Blues Image—Atco
Help Me Make It—Sammi Smith—Mega
What Is Life—George Harrison—Apple
Tongue In Cheek—Sugarloaf—Liberty
Free—Chicago—Columbia

WSGN—Birmingham, Ala.
No Love At All—B.J. Thomas—Scepter
All I Need—Aretha Franklin—Atlantic
Love's Lines—5 Dimension—Bell

KLEO—Wichita, Kansas
Just My Imagination—Temptations—Gordy
Love's Lines—5 Dimension—Bell
In My Chair—Status Quo—Cadet
Help Me Make It—Sammi Smith—Mega
18—Alice Cooper—Warner Bros.
My Heart Is Yours—Wilbert Harrison—SSS
Another Day/Oh Woman—Paul McCartney—Apple

WJET—Erie, Pa.
Free—Chicago—Columbia
What About Me—Quicksilver—Capitol
Wild World—Cat Stevens—A&M
Chairman—Chairmen Of The Board—Invictus
Blue Money—Van Morrison—Warner Bros
PICK: Tongue In Cheek—Sugarloaf—Liberty

WBAM—Montgomery, Ala.
Chic A Boom—Daddy Dew Drop—Sunflower
Ask Me No Question—B.B. King—ABC
One Toke—Brewer & Shipley—Kama Sutra
I Believe In Love—Marion Love—A&R
Blue Money—Van Morrison—Warner Bros.
Country Road—James Taylor—Warner Bros.

WROV—Roanoke, Va.
Love's Lines—5 Dimension—Bell
Run Away—Help—Decca

WIRL—Peoria, Ill.
Cherish What Is Dear To You—Freda Payne—Invictus
All I Need—Aretha Franklin—Atlantic
Give It To Me—Mob—Colossus
Oye Como Va—Santana—Columbia
Something—Wolf—Heritage
Tongue In Cheek—Sugarloaf—Liberty
What About Me—Quicksilver—Capitol
What Is Life—George Harrison—Apple
Push Bike Song—Great American Disaster—U.A.

I Believe In Music—Marion Love—A&R
Signed—Bobby Vee—U.A.
Country Road—James Taylor—Warner Bros.
Love's Lines—5 Dimension—Bell

WING—Dayton, Ohio
Cried Like A Baby—Bobby Sherman—Metro-media
Wild World—Cat Stevens—A&M
What Is Life—George Harrison—Apple
One Toke—Brewer & Shipley—Kama Sutra
A Sad Thing—R. Dean Taylor—Rare Earth
Help Me Make It—Sammi Smith—Mega
Chic A Boom—Daddy Dew Drop—Sunflower

KEYN—Wichita, Kansas
Oh Woman—Paul McCartney—Apple
Dream Baby—Glen Campbell—Capitol
Timothy—Bucys—Scepter
I Believe In Love—Marion Love—A&R
LP CUTS: Aimless Lady—Grand Funk—Capitol
Too Much Love—Dave Mason & Cass Elliot—Blue Thumb

WLEE—Richmond, Va.
Triangle Of Love—Presidents—Sussex
Wild World—Cat Stevens—A&M
Hot Pants—Salvage—Odax
Temptation Eyes—Grassroots—Dunhill

WBBQ—Augusta, Ga.
Give It To Me—Mob—Colossus
Love's Lines—5 Dimension—Bell
Hot Pants—Salvage—Odax
All I Need—Aretha Franklin—Atlantic
What's Going On—Marvin Gaye—Tama
Life Is For Living—Austin Roberts—

WDRC—Hartford, Conn.
All I Need To Know—Aretha Franklin—Atlantic
Push & Pull—Rufus Thomas—Stax
PICK: Another Day—Paul McCartney—Apple
LP CUTS: Superstar—Murray Head—(Superstar)—Decca
Flight 602/Lowdown—Chicago—(Chicago)—Columbia
Hey Tinite/Molina—CCR—(Pendulum)—Fantasy

WKIX—Raleigh, N.C.
Temptations Eyes—Grassroots—Dunhill
Love's Lines—5 Dimension—Bell
No Love At All—B.J. Thomas—Scepter
Johnnie Got Your Girl—Johnnie Taylor—Stax
All I Need—Aretha Franklin—Atlantic
One Toke—Brewer & Shipley—Kama Sutra

WFEC—Harrisburg, Pa.
Push Bike Song—Mixtures—Sire
Ask Me No Questions—B. B. King—ABC
18—Alice Cooper—Warner Bros.
London Bridges—Alive & Kicking—Roulette
Lucky Man—Emerson Lake & Palmer—Cotillion
Snow Blind Friend—Steppenwolf—Dunhill

WKWK—Wheeling, W. Va.
Push Bike Song—Mixtures—Sire
It Was A Good Time—Edie Gorme—MGM
Hot Pants—Salvage—Odax
Love's Lines—5 Dimension—Bell
Baby Believe Me—Kurt Russell—Capitol
Chic A Boom—Daddy Dew Drop—Sunflower
LP CUT: Brownsville—Joy Of Cooking—Capitol

WIFE—Indianapolis, Ind.
Hot Pants—Salvage—Odax
Just My Imagination—Temptations—Gordy
Oye Como Va—Santana—Columbia
Love's Lines—5 Dimension—Bell

WHLO—Akron, Ohio
Temptation Eyes—Grassroots—Dunhill
What Is Life—George Harrison—Apple
Oye Como Va—Santana—Columbia
When There's No Love—Engelbert Humperdinck—Parrot
Free—Chicago—Columbia
PICK: Put Your Hand In The Hand—Ocean—Kama Sutra
LP: Black Sabbath—(Paranoid)—Warner Bros.

Coming Soon! New Albums on Cotillion

**Woodstock Two
Kate Taylor
Ronnie Hawkins
Herbie Mann
Wade Marcus
David Newman
The Floating Opera**



On Cotillion Records & Tapes (Tapes Distributed by Ampex)

Holly Memorial Day Slated For July

TEXAS — Mayor Jim Granberry officially designated July 3, 1971 as "Buddy Holly Memorial Day" in Lubbock. The announcement came on the 12th anniversary of Holly's death in a tragic plane crash.

The proclamation noted that Buddy Holly has been recognized as "one of the truly great innovators in the field of modern American music . . . (who) through his dedication and achievement has left modern American music an unsurpassed legacy."

In signing the document, Mayor Granberry observed that despite Holly's travels and the high measure of fame he garnered during his career "he continued until his death to hold Lubbock to be his home and considered the citizens of Lubbock to be his closest friends and neighbors."

According to Andrew Waldorf, president of Joint Venture Productions, the highlight of the Buddy Holly Memorial Day will be two four-hour concerts featuring most of the

great recording artists who were Holly's contemporaries in the Rock and Roll era of the 50's.

Set to appear thus far are the "Crickets", Fats Domino, Don and Phil Everly, Waylon Jennings, Trini Lopez and Elvis Presley, with many other artists in the process of trying to juggle previous commitments in order to make the concert.

Waldorf also explained that the entire net gate receipts of the two concerts (to be held in the Lubbock Coliseum the afternoon and evening of July 3) would go toward the establishment of a Buddy Holly Memorial Music Scholarship at the Texas Tech University School of Music.

Joint Venture Productions is associated with Communications Specialists Incorporated, a Washington, D.C. and San Antonio, Texas public relations and advertising firm. The Holly family has named Joint Venture to handle the entire arrangements for the Buddy Holly Memorial Day.

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In 1 to 8 Weeks
Results Guaranteed.**

AMERICAN ACADEMY OF BROADCASTING

726 Chestnut St., Phila., Pa. 19106 WA 2-0605

Gentry Acquisition

BRYN MAWR, PA. — Fred Bock, president of Gentry Publications of Tarzana, Calif., has announced Gentry's acquisition of The Foster and Hall Company, of San Francisco California. Foster and Hall has been a publishing venture of Samuel F. Hall, formerly sales manager for Galaxy Music, and the catalog is mainly choral octavos for mixed voices and SSA.

Bock, who started Gentry Publications a little less than two years ago, recently acquired Wallace Gillman Publications of San Clements, California, another choral music publisher. This catalog was primarily choral music for junior high school and SSA ensembles.

Both the Gillman catalog and the Foster and Hall Company catalog

Byrne To Leave SD Label Mar. 4

NEW YORK — Bobby Byrne, vp and director of A&R at Stereo Dimension Records, has resigned the post, effective Mar. 5. Byrne, instrumental in the formation of the label 2½ years ago, cited his expanding manufacturing and other business interests as reasons for his departure. Byrne, former Swing Era trombonist, was formerly director of A&R at Command Records. He expects to utilize his knowledge of electronics, especially in the recording-audio field, more fully in the immediate future.

will be under the Gentry banner, and all firms are represented by Theodore Presser Company, Bryn Mawr, as sole selling agent.



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.

NARM Activities (Cont'd from p. 14)

2:30 PM-6:00 PM

PERSON TO PERSON CONFERENCES, EXHIBITS

7:00 PM-8:30 PM

COCKTAIL RECEPTION

California Lounge

Host: AMPEX MUSIC DIVISION

8:30 PM

DINNER AND ENTERTAINMENT

Los Angeles Ballroom

Host: COLUMBIA RECORDS

7:45 AM-9:45 AM

BREAKFAST-MEETING

Santa Monica Room

"ENCOUNTER LUNCHEONS—A REPRISE"

Neil Bogart
Dr. Alton F. Doody

Joseph Smith
Sasch Rubinstein

"THE INDUSTRY'S FIGHT FOR ANTI-PIRACY LEGISLATION—A REPORT"

Earl W. Kintner: NARM General Counsel
Charles S. Ruttenberg

10:00 AM-1:30 PM

PERSON TO PERSON CONFERENCES, EXHIBITS

California Drive

1:30 PM

RIAA MEMBERSHIP LUNCHEON-MEETING

Pacific Palisades Room

6:30 PM-8:00 PM

NARM AWARDS COCKTAIL RECEPTION

Los Angeles Ballroom

Host: ATLANTIC RECORDS

8:00 PM

NARM AWARDS BANQUET

Los Angeles Ballroom

Formal

HOST & HOSTESS FOR THE EVENING

DAVID STEINBERG

CASS ELLIOT

Elektra Records

Dunhill Records

performing at the narm wards banquet . . . in alphabetical order

NEIL DIAMOND

Uni Records

THE 5th DIMENSION

Bell Records

Vital Statistics

#78*
TONGUE IN CHEEK (3:37)
Sugarloaf-Liberty 5621B
6920 Sunset Blvd. L.A. Cal.
PROD: Frank Slay for Chickory
PUB: Unart BMI c/o Liberty
WRITER: Robert Yeazel
ARR: Sugarloaf-FLIP: Woman

#86*
AIN'T GO TIME (3:29) Impressions-Curtom 1957
1650 Bway, NYC. (distrb. Buddah)
PROD: Curtis Mayfield c/o Curtom
PUB: Curtom BMI B541 Stoney Island Ave, Chi. Ill.
WRITER: C. Mayfield ARR: Riley Hampton
FLIP: I'm So Proud

#89*
ONE MAN'S LEFTOVER
(Is Another Man's Feast)
100 Proof-Hot Wax 7009
1650 Bway, NYC. (distrb. Buddah)
PROD: Gregg Perry c/o Hot Wax
2601 Cadillac Tower, Det. Mich.
PUB: Goldforever BMI c/o Hot Wax
WRITERS: General Johnson-Angelo Bond-Gregg Johnson
FLIP: If I Could See The Light In The Window

#91*
TULSA (3:36) Billy Joe Royal-
Columbia 45289
51 W 52 St. NYC.
PROD: Buddy Buie c/o Columbia
PUB: Earl Barton BMI
1121 S. Glenstone, Springfield, Mo.
WRITER: W. Thompson
ARR: B. Buie-Larry Goss
FLIP: Pick Up The Pieces

#93*
STANDING HERE WONDERING WHICH
WAY TO GO (3:20)
Marion Williams-Atlantic 2788
1841 Bway, NYC.
PROD: Joel Dorn c/o Atlantic
PUB: Hill & Range BMI 241 W 72 St. NYC.
WRITER: Thomas A. Dorsey
ARR: John Murtaugh
FLIP: The Great Speckled Bird
FLIP: The One I Can't Live Without

#94/
GIVE IT TO ME (2:48)
THE MOB-MGM/Colossus
134-1855 Bway, NYC.
PROD: Jerry Ross (same address)
PUB: Legacy/Susan BMI (same address)
WRITERS: J. Holvay-G. Biesbier
ARR: C. Sagle FLIP: I'd Like To See More Of You

#96*
FUNKY (2:48) Chambers Bros.-Columbia 45277
51 W 52 St. NYC.
PROD: Chambers Bros. c/o Chambro
PUB: Chambro BMI 1101 S.W. 60th
Okla. City, Okla.
WRITER: L. Chambers
FLIP: Love Peace And Happiness

#97*
IF IT'S REAL WHAT I FEEL (2:38)
Jerry Butler-Mercury 73169
35 E Wacker Drive, Chi. Ill.
PROD: Gerald Sims-Billy Butler c/o Mercury
PUB: Ice Man BMI WRITER: C. Jackson
ARR: G. Sims-FLIP: Why Are You Leaving Me

#98*
STOP THE WORLD AND LET ME OFF (2:35)
Flaming Ember-Hot Wax 7010
1650 Bway, NYC. (distrb. Buddah)
PROD: Stage Coach
PUB: Goldforever BMI 2601 Cadillac Tower,
Det. Mich.
WRITERS: R. Dunbar-E. Wayne-A. Bond
FLIP: Robot In A Robots World

#99*
BAD WATER (2:58) Raelettes-ABC 1014
2107 W. Washington Blvd. L. A. Cal.
PUB: Unart BMI 6920 Sunset Blvd. L.A. Cal.
WRITERS: Jimmy Holiday-Jackie DeShannon-
Randy Myers
FLIP: That Goes To Show You

#100*
AFTER THE FIRE IS GONE (2:38)
Loretta Lynn & Conway Twitty-Decca 32776
445 Park Ave, NYC.
PUB: Twitty Bird BMI
913 17th Ave. S. Nashville, Tenn.
WRITER: L. E. White

| TITLE | ARTIST | LABEL | % OF STATIONS ADDING TITLES TO PROG. SCHEO. THIS WEEK | TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHEO. TO DATE |
|---|--------|-------|---|--|
| 1. No Love At All—B. J. Thomas—Scepter | | | 51% | 82% |
| 2. What's Going On—Marvin Gaye—Tamla | | | 34% | 44% |
| 3. Heavy Makes You Happy—Staple Singers—Stax | | | 33% | 52% |
| 4. One Toke—Brewer & Shipley—Kama Sutra | | | 32% | 94% |
| 5. Tongue In Cheek—Sugarloaf—Liberty | | | 32% | 44% |
| 6. 18—Alice Cooper—Warner Bros. | | | 31% | 62% |
| 7. Dream Baby—Glen Campbell—Capitol | | | 31% | 31% |
| 8. Love's Lines—Fifth Dimension—Bell | | | 30% | 97% |
| 9. Another Day—Paul McCartney—Apple | | | 28% | 28% |
| 10. Oh Woman—Paul McCartney—Apple | | | 25% | 25% |
| 11. Don't Change On Me—Ray Charles—ABC | | | 24% | 24% |
| 12. All I Need—Aretha Franklin—Atlantic | | | 23% | 93% |
| 13. Stay Awhile—Bells—Polydor | | | 23% | 23% |
| 14. Hot Pants—Salvage—Odax | | | 21% | 38% |
| 15. Free—Chicago—Columbia | | | 20% | 97% |
| 16. When There's No Love—Engelbert Humperdinck—Parrot | | | 19% | 19% |
| 17. Love Story—Andy Williams—Columbia | | | 17% | 93% |
| 18. Give It To Me—Mob—Colossos | | | 17% | 32% |
| 19. Sit Yourself Down—Steve Stills—Atlantic | | | 17% | 17% |
| 20. Cherish What Is Dear To You—Freda Payne—Invictus | | | 15% | 90% |
| 21. Pushbike Song—Mixtures—Sire | | | 14% | 30% |
| 22. Put Your Hand In The Hand—Ocean—Kama Sutra | | | 14% | 14% |
| 23. I Believe In Music—Marion Love—A&R | | | 14% | 14% |
| 24. Snow Blind—Steppenwolf—Dunhill | | | 13% | 13% |
| 25. Morning Of Our Lives—Arkade—Dunhill | | | 12% | 87% |
| 26. Chairman—Chairmen Of Board—Invictus | | | 12% | 80% |
| 27. Chic A Boom—Daddy Dew Drop—Sunflower | | | 10% | 37% |

Pop Picks

THE CRY OF LOVE—Jimi Hendrix—Reprise MS2034

'66 at The Scene before "Are You Experienced": crammed in and sitting at his feet. Sweating and no air, but all that existed were the shimmering nets of sound that shone with a terrible beauty. Those two hours of fierce power hang suspended in our memories. Nothing can dim that bright naked time when Jimi took the stage, even much later in the gargantuan arenas bursting with screaming fans. These tracks are new; some of the best Jimi ever created, and that's saying quite a lot. Mitch Mitchell is happily back on drums because he was always deeper into Jimi's head than Buddy Miles. Like life "The Cry Of Love" is a mixture of the infinitely sad and the infinitely joyous: that was Jimi.



RING OF HANDS—Argent—Epic E 30128

"Ring Of Hands" proves conclusively that the long wait for this second Argent lp was more than worth while. The group has gained a cohesiveness that before this, they had lacked. Both writing and musical confidence have improved immeasurably and now Argent, out from under the shadow of the Zombies forever, emerges as a group of great creativity and talent. "Pleasure," "Sleep Won't Help Me," "Celebration," all the cuts in fact display a high degree of thought and expertise. Leader Rod Argent has finally developed into a first-rate keyboardist with interesting jazz roots: listen to the organ solo in "Pleasure" or the piano break in "Where Are We Going Wrong," for instance.

GOLDEN BISQUITS—Three Dog Night—Dunhill DSX-50098

Twelve tracks of the "best" of Three Dog Night. Like their hitstring "One," "Easy To Be Hard," "Eli's Coming," "One Man Band," "Celebrate," "Mama Told Me Not To Come." The one clinker is the group's version of Elton John/Bernie Taupin's neo-classic "Your Song." Instead of adapting the song to their style there is, unfortunately, a conscious effort to copy Elton's vocal style. It's an impossibility and the song suffers.



STEPPENWOLF GOLD—Steppenwolf—Dunhill—DSX 50099

Here's a collection that every Steppenwolf fan will want to have. The tunes that have made Steppenwolf one of the most popular contemporary acts in the music business are all contained in this beautiful fold out package that features a full color pin up of the group. "Born To Be Wild," "Magic Carpet Ride," "Hey Lawdy Mama," "The Pusher," "Sookie Sookie," and "Rock Me" are all included. Album presents an interesting study of the groups progress over the past three years.

SEARCH AND NEARNESS—The Rascals—Atlantic SD 8276

Last Rascals album for Atlantic, then, and it holds a great deal of promise for the future. New directions abound especially in Dino Danelli's "Nama," which is five and a half minutes of controlled and atmospheric jazz statements. Joining the trio (Eddie Brigati appears on only three cuts) are Joe Newman on trumpet and Joe Farrell and Seidon Powell on saxes. Also good are "Almost Home," and "The Letter." Included are the last two Rascals' singles "Glory Glory," and "Right On."



DAVE MASON & CASS ELLIOT—Blue Thumb BTS-8825

After releasing one of the most spectacular solo albums both visually and aurally, Dave Mason returns, in the company of Cass Elliot, to bring us this most ordinary of albums. It's quite competent in every area but it lacks the sparkle and vitality that Dave, up until now, could be counted on to create. Most of the tracks were either written or co-written by Dave but the melodies just seem to be waiting around for something to happen. Nothing ever does. Of some interest: the duet "To Be Free," and when Cass is on key, "Here We Go Again."

LOVE STORY—Tony Bennett—Columbia—C 30558

Tony Bennett scores again with this brand new and interesting package featuring the "Theme From Love Story" as well as 11 other fine interpretations including "Tea For Two," "I Want To Be Happy," "Country Girl," "A Taste Of Honey," and "I'll Begin Again." LP sparkles with that magnificent touch that belongs only to Tony. His style and delivery have made him the performer's performer, and this album is proof.



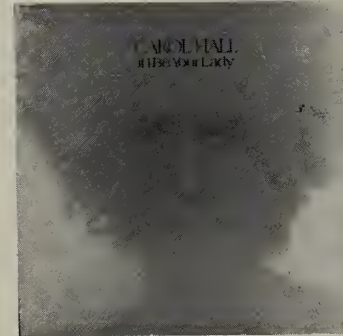
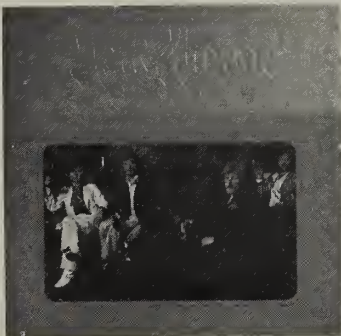
16 GREATEST HITS—The Impressions—ABC-ABC 727

This priceless collection of Impressions hits should soon become a part of everyone's record collection. Album is a compilation of the groups career and includes "Keep On Pushing," "I'm So Proud," "People Get Ready," "We're A Winner," "Amen," "It's All Right," and nine other magnificent tunes performed by one of the most consistent hit makers today. Album is guaranteed instant chart acceptance.

Newcomer Picks

MARK-ALMOND—Blue Thumb BTS 8827

This has been an eagerly anticipated first release in Britain. And with good reason, it turns out. The group takes its name from guitarist Jon Mark and saxist Johnny Almond (who blew a brief stint with John Mayall). Tommy Eyre, the keyboardist is excellent as is bassist Roger Sutton. All are multi-instrumentalists. Five long cuts, four of which were written by Mark. "The Ghetto" effectively combines jazz with a beautifully understated gospel feel. "The City" suite unites the urban configurations of both New York and London. It's low-key superbly constructed music that embraces a wide variety of musical strains. All four sing but Mark expertly handles the lead vocals. An important new release.



IF I BE YOUR LADY—Carol Hall—Elektra 74078

Carol Hall is here and not a minute too soon. Known heretofore as the composer of "Jenny Rebecca," a song recorded by Barbra Streisand, Carol now emerges as a fully matured recording artist with a totally unique singing style. She is a revelation. Her songs are born of experience and tempered by a breathtaking artistic vision. Sad and joyous, worldly wise and innocent, sometimes all these things at once. Songs which stand up. Carol sings each one as if her life depended on it. Carol Hall. For her this is only the beginning.

Pop Best Bets

EVENSONG—The Amazing Blondel—Island (dist: Capitol) SMAS 9302

Very seldom is there a group capable of creating a totally new and original sound. Amazing Blondel is such a group. For their album, they have resorted to instruments which are totally unfamiliar to the average listener. John David Gladwin, lead vocalist for the trio plays lute, theorboe and cittern. Terence Wincott is found performing on recorders, pipe organ, tabor pipes and flute, while Edward Baird displays his talents on lute and cittern. The group's material is completely original and unique, and echoes with as much versatility as the band itself.



EMPTY BED BLUES—Bessie Smith—Columbia G30450

Bless you, Columbia, for the Bessie Smith series, of which this is the third installment. Included in this two-record set are all of the legendary blues queen's songs from 1924 through 1928. As with the previous two volumes, the sound is remarkably pure. There are 31 selections in all and they are presented in chronological order. More than just a collector's item, this is real listening pleasure.

Pop Best Bets

TRESPASS—Genesis—Impulse—AS 9205

Genesis, if they survive the tremendous competition in their field, are capable of making some very important contributions to music. Their songs are complete units, tightly woven—strong and interesting. The group makes use of flute, mellotron, dulcimer, accordion and cellos to vary their melodic effects. Each track is performed tastefully with lots of attention given to the lyrics. Each and every track on the LP is interesting and has something different to offer.



HANDBAGS AND GLAD RAGS—Jimmy Witherspoon—ABC—ABCS 717

On this new album, Jimmy Witherspoon has combined aspects of many different kinds of music, and has united them all vocally. "Red-neck," for example is basically an up tempo funky tune while "It's Time To Live," is jazz oriented. Jimmy is helped on some of the vocal tracks by Merry Clayton, Clydie King, and Venetta Fields, and by Russ Kunkel on drums. LP is interesting in its variety of material and in its splendid array of fine musicians.



Jazz Picks

WERWOLF—The Fourth Way—Harvest ST-666

One of the highlights of last year's Newport Jazz Festival and Montreaux Festival was The Fourth Way, an avant garde quartet with extensive musical credentials and what amounts to a free form style of playing. Composer Mike Nock has set down the music from which he and his associates can soar and they do. Album was recorded live at Montreaux and this only adds to the excitement. This may well be the music of the Seventies and, if so, it's going to be a fine decade.

THE SONG OF SINGING—Chick Corea—Blue Note BST 84353

Chick Corea has distinguished himself recently as a member of Miles Davis' group and now he solidifies his position as one of the most innovative piano players around with an exceptional album of his own. Well, almost his own; with him and contributing greatly are Dave Holland on bass fiddle and Barry Altschul on drums. The three wrote a couple of the selections and there is also "Nefertitti," a beautiful piece composed by Wayne Shorter. All in all, a dazzling example of the new jazz.

JOHN COLTRANE FEATURING PHAROAH SANDERS LIVE IN SEATTLE—Impulse AS—9202-2

The train of Trane recording continues. This is a two record set done live in the latter part of 1965. Pharoah Sanders joined Coltrane on sax and among the other musicians were McCoy Tyner, piano, Donald Garrett, bass clarinet, Jimmy Garrison, bass and Elvin Jones, drums. For the most part, these are extended items, ranging from a thirty five minute version of Trane's own "Evolution" to the Arlen-Mercer song "Out Of This World." The genius of John Coltrane is legend, this is only the latest chapter from the legend vault.

HIS GREAT HITS—Gabor Szabo—Impulse AS—9204-2

There's no doubt that most of Gabor's finest work was realized during his years at Impulse. It comes as no surprise then that they should release this specially priced two record set of the "best" of those tracks. The inclusion of some cuts (such as "White Rabbit," for instance with its hokey vocal chorus) could be questioned, but these are vastly overshadowed by such brilliant Szabo presentations as "Space," "Spellbinder," "Gypsy '66 (Lady Gabor)," "My Foolish Heart," and "Yearning." All spectacular and moving examples of Gabor at his composing (ex. "My Foolish Heart") and performing best.



CashBox Radio-TV News Report

STATION BREAKS:

At WWVA-Wheeling, West Va., Bob Finnegan, operations mgr., has taken over Jamboree USA, while Bill Quay has been named to assist him in the program dept. Also Terry Britt appointed director of special programming, promo and pr. Dale Rothert becomes senior newsmen, and Jerry Kelanic has joined the staff, replacing Terry Britt on the morning news shift.

Leonard Cohen named general manager and WLS-FM, Chicago, changed call letters to WDAI-FM. Cohen was formerly v.p. of WBCN-FM, Boston. He replaces Craig Bowers, named to national director of special projects for ABC-FM Spot Sales . . . Jim Lange, who has been with KSFO-San Francisco's sister station KMPC-Los Angeles, returns to KSFO and will host the morning show.

Michael Davison to fill newly created post of KMPC-Los Angeles director of research and sales development . . . Curtis Butler promoted to general mgr. of WCHS-TV, Charleston, West Va. . . . Michael Fahn is new general sales mgr. of WABC-FM, New York . . . WXYZ-FM, Detroit, switched call letters to WRIF-FM . . . Congratulations (we think!) to KMPC-Los Angeles' Dick Whittinghill, first radio personality to be included in Hollywood Wax Museum.

Barry Has Catalog

NEW YORK — Ron Barry, deejay on WEST-Easton, Penna., has released through his Ron Barry Productions a catalog listing interviews and musical shows for national distribution or syndication. Among those included are Enzo Stuarti, Arthur Tracy, Jimmy Durante, Louis Armstrong, Jerry Vale, Al Martino and Paul Whiteman.

RCA's 'Strings' Album Features WRFM Choices

NEW YORK — RCA has paid unusual tribute to a radio station here by releasing a Living Strings' album entitled "Favorites Made Famous Again . . . as selected by one of the world's foremost radio stations, WRFM, New York City."

The LP is made up of selections requested most by the station's listeners. Produced by Ethel Gabriel, the Living Strings disk is the latest in a line of Living series albums released world-wide.



IT ALL STARTED WITH EVE—RCA's new youthful vocalist, Eve Plumb, visited KMPC-Los Angeles' Jim Lange. Latter introduced her debut vocal effort, "How Will It Be." She is the child star of the ABC-TV series, "The Brady Bunch."

Form 'Creation' In L.A.

HOLLYWOOD — Creation!, a new production company, has been formed by Mike Saxon, a deejay at KRHM-Los Angeles, and Jeff Mitchell Salgo, former music director at the station. Among their first projects is a quadrasonic broadcast for four hours of prime time on two of Los Angeles' progressive rock stations. Creation! is presently negotiating with several companies for sponsorship rights.

Also in the works is a new radio format for automated radio operations. Its working title is "JOY" and it is designed to fill the gap between all-singles and all-albums programming. A pilot tape is available on request.

Company's headquarters is 336 No. Plymouth Blvd, Los Angeles.

Name Clark C&W Host

LOS ANGELES — Film and Tv producer-personality Dick Clark, has been set by producers Gene Weed and Red Steagall to MC the sixth annual awards show of The Academy of Country and Western Music on Monday, March 22nd at the Hollywood Palladium.



I THINK IT'S GOLD—WINW-Canton, Ohio was the scene last week of the presentation of a gold record of the million selling Partridge Family single, "I Think I Love You." Left to right, Ron Allison, the station's music director; Tony Dercole of Bell Records; Jim Jeffries, the label's national promotion man, and Dave Marshall, WINW program director.



HENDRIX

THE CRY OF LOVE

FREEDOM
DRIFTING
EZY RYDER
NIGHT BIRD FLYING
MY FRIEND

STRAIGHT AHEAD
ASTRO MAN
ANGEL
IN FROM THE STORM
BELLY BUTTON WINDOW



- | | | | | | | | | |
|----|---|----|---|---|----|---|--|-----|
| 1 | JESUS CHRIST SUPERSTAR (Decca DXSA 7206) (6-6000) (73-6000) | 1 | SWEETHEART ENGELBERT HUMPERDINCK (Parrot XPAS 71043) (M 79843) (M 79643) | 64 | 68 | TWELVE DREAM OF DR. SARCONICUS SPIRIT (Epic E 30267) | 62 | |
| 2 | PEARL JANIS JOPLIN (Columbia KC 30322) (CA 30322) (CT 30322) | 8 | 35 | WOODSTOCK ORIGINAL SOUNDTRACK (Cotillion SD3-500) (TP 33-500) (CS 33-500) | 30 | 69 | CHRISTMAS AND THE BEADS OF SWEAT LAURA NYRO (Columbia KC 30259) (CA 30259) (CT 30259) | 57 |
| 3 | ALL THINGS MUST PASS GEORGE HARRISON (Apple STCH 639) (8XT 639) (4XT 639) | 2 | 36 | STONEY END BARBRA STREISAND (Columbia KC 30378) (CA 30378) (CT 30378) | 69 | 70 | EVERYTHING'S GOOD ABOUT YOU LETTERMEN (Capitol ST 634) (8XT 634) (4XT 634) | 68 |
| 4 | LOVE STORY ORIGINAL SOUNDTRACK (Paramount PAS 6002) | 7 | 37 | EMERSON, LAKE & PALMER (Cotillion SD 9040) | 40 | 71 | WE GOT TO LIVE TOGETHER BUDDY MILES (Mercury SR 61313) | 77 |
| 5 | CHICAGO III (Columbia CT 30110) (CA 30110) (CT 30110) | 5 | 38 | BLACK SABBATH (Warner Bros. WS 1871) (CWX 1871) (8WM 1871) | 38 | 72 | SUPER BAD JAMES BROWN (King KS 1127) | 59 |
| 6 | TUMBLEWEED CONNECTION ELTON JOHN (UNI 73096) | 6 | 39 | FOR THE GOOD TIMES RAY PRICE (Columbia C 30106) (CA 30106) (CT 30106) | 41 | 73 | HIS BAND AND THE STREET CHOIR VAN MORRISON (Warner Bros. WS 1884) (8 1884) (5 1884) | 61 |
| 7 | ELTON JOHN (UNI 73090) (8 73090) (2 73090) | 9 | 40 | DELIVERIN' POCO (Epic KE 30290) | 46 | 74 | STEPPENWOLF 7 (Dunhill DXS 50090) | 73 |
| 8 | ABRAXAS SANTANA (Columbia KC 30130) (CA 30130) (CT 30130) | 3 | 41 | TO BE CONTINUED ISAAC HAYES (Enterprise ENS 1014) | 42 | 75 | I THINK, THEREFORE I AM R. DEAN TAYLOR (Rare Earth RS 522) (R8 1522) (R75 522) | — |
| 9 | PENDULUM CREEDENCE CLEARWATER REVIVAL (Fantasy 8410) | 4 | 42 | THEME FROM LOVE STORY HENRY MANCINI (LSP RCA 4466) (P8S 1660) (PK 1660) | 54 | 76 | NOW I'M A WOMAN NANCY WILSON (Capitol ST 541) (8XT 541) (4XT 541) | 67 |
| 10 | THE PARTRIDGE FAMILY ALBUM ORIGINAL TV CAST (Bell 6050) (8 6050) (5 6050) | 11 | 43 | WATT TEN YEARS AFTER (Deram XDES 18050) | 39 | 77 | THE GOOD BOOK MELANIE (Buddah BDS 9500) | 89 |
| 11 | SLY & THE FAMILY STONE GREATEST HITS (Epic KE 30325) (CA 30325) (CT 30325) | 10 | 44 | CURTIS CURTIS MAYFIELD (Curtom CRS 8005) | 31 | 78 | MOST OF ALL B. J. THOMAS (Scepter SPS 586) | 63 |
| 12 | THE WORST OF JEFFERSON AIRPLANE (RCA LSP 4459) | 14 | 45 | BRIDGE OVER TROUBLED WATER SIMON & GARFUNKEL (Columbia KCS 99-14) (18 10 0750) (14 10 0750) (16 10 0750) | 47 | 79 | BUTTERFIELD BLUES BAND LIVE (Elektra 7E-2001) | 83 |
| 13 | ELVIS COUNTRY ELVIS PRESLEY (RCA LSP 4460) (P8S 1665) (PK 1665) | 17 | 46 | CHICAGO (Columbia KSP 24) (18 BO 0858) (16 BO 1858) | 34 | 80 | SISYPHUS COLD BLOOD (San Francisco SD 205) (TP 205) (CS 205) | 79 |
| 14 | 2 YEARS ON BEE GEES (Atco SD 33-353) (TP 33-353) (CS 33-353) | 15 | 47 | NATURALLY THREE DOG NIGHT (Dunhill DSX 50088) | 36 | 81 | UNCLE CHARLIE & HIS DOG TEDDY NITTY GRITTY DIRT BAND (Liberty LST 7642) | 88 |
| 15 | ROSE GARDEN LYNN ANDERSON (Columbia C 30411) (CA 30411) (CT 30411) | 18 | 48 | GOLDEN BISQUITS 3 DOG NIGHT (Dunhill DS 50098) (8 50098) (5 50098) | 85 | 82 | SONG OF NORWAY ORIGINAL SOUNDTRACK (ABC ABCS OC 14) | 86 |
| 16 | IT'S IMPOSSIBLE PERRY COMO (RCA LSP 4473) (PS8 1667) (PK 1667) | 19 | 49 | WHAT ABOUT ME QUICKSILVER (Capitol SMAS 630) (8XT 630) (4XT 630) | 37 | 83 | CANDIDA LAWRENCE WELK (Ranwood RLP 8083) | 87 |
| 17 | JOHN LENNON/PLASTIC ONO BAND (Apple SW 3372) (8XT 3372) (4XT 3372) | 13 | 50 | JAMES TAYLOR & THE ORIGINAL FLYING MACHINE (Euphoria EST 2) | 52 | 84 | CHAPTER 2 ROBERTA FLACK (Atlantic 1569) (TP 1569) (CS 1569) | 70 |
| 18 | STEPHEN STILLS (Atlantic SO 7202) (TP 7202) (CS 7202) | 12 | 51 | LOVE STORY ANDY WILLIAMS (Columbia KC 30497) (CA 30497) (CT 30497) | 82 | 85 | THE POINT NILSSON (RCA LSPX 1003) (P8S 1623) (PK 1623) | — |
| 19 | ONE BAD APPLE OSMOND BROS. (MGM SE 4724) | 25 | 52 | TAP ROOT MANUSCRIPT NEIL DIAMOND (UNI 73092) | 44 | 86 | SALISBURY URIAH HEEP (Mercury SR 61319) | 81 |
| 20 | NANTUCKET SLEIGHRIDE MOUNTAIN (Windfall 5500) (M8 5500) (M5 5500) | 24 | 53 | TOMMY THE WHO (Decca DXSW 7205) (6-2500) (73-2500) | 43 | 87 | SPACESHIP EARTH SUGARLOAF (Liberty LST 11010) | — |
| 21 | CLOSE TO YOU CARPENTERS (A&M 4271) (8T 4271) (CS 4271) | 21 | 54 | VERY DIONNE DIONNE WARWICK (Scepter SPS 587) | 45 | 88 | McGUINNES FLINT (Apple SMAS 625) (8XT 625) (4XT 625) | 84 |
| 22 | SWEET BABY JAMES JAMES TAYLOR (Warner Bros./7 Arts) (WS 1843) (8 WM 1843) (CWX 1843) | 16 | 55 | AFTER THE GOLD RUSH NEIL YOUNG (Reprise RS 6383) (8RM 6383) (CR 6383) | 49 | 89 | JAMES GANG RIDES AGAIN (ABC ABCS 711) (8022-711 V) (5002-711 M) | 95 |
| 23 | EMITT RHODES (Dunhill DS 50089) | 22 | 56 | SHARE THE LAND THE GUESS WHO (RCA LSP 4359) (P8S 1590) (PK 1590) | 51 | 90 | TEMPTATIONS GREATEST HITS VOL. II (Gordy GS 854) (G8 954) (T75 954) | 97 |
| 24 | IF YOU COULD READ MY MIND GORDON LIGHTFOOT (Reprise RS 6392) | 27 | 57 | THAT'S THE WAY IT IS ELVIS PRESLEY (RCA LSP 4445) (P8S 1652) (PK 1652) | 55 | 91 | HIGHWAY FREE (A&M SP 4287) (8T 4287) (CS 4287) | 72 |
| 25 | GRAND FUNK LIVE (Capitol SWBB 633) | 20 | 58 | STEPPENWOLF GOLD (Dunhill DS 50099) (8 50099) (5 50099) | 80 | 92 | SURVIVAL OF THE FITTEST AMBOY DUKES (Polydor 244035) | 90 |
| 26 | LED ZEPPLIN III (Atlantic SD 7201) (TP 7201) (CS 7201) | 28 | 59 | DEJA VU CROSBY, STILLS, NASH & YOUNG (Atlantic SD 7200) (TP 7200) (CS 7200) | 58 | 93 | WRONG END OF THE RAINBOW TOM RUSH (Columbia C 30402) (CA 30402) (CT 30402) | 78 |
| 27 | WHALES AND NIGHTINGALES JUDY COLLINS (Elektra 75010) (T8 5010) (55010) | 26 | 60 | LIVE IN COOK COUNTY JAIL B. B. KING (ABC ABCS 723) | 71 | 94 | WITH LOVE, BOBBY BOBBY SHERMAN (Metromedia KMD 1032) (8090 1032) (5090 1032) | 74 |
| 28 | PORTRAIT FIFTH DIMENSION (Bell 6045) (86045) (56045) | 23 | 61 | MORNING JIM ED BROWN (RCA LSP 4461) (P8S 1672) | 65 | 95 | NEIL DIAMOND GOLD (UNI 73084) (8-73084) (2-73084) | 92 |
| 29 | PARANOID BLACK SABBATH (Warner Bros. WS 1887) (M8 1887) (M5 1887) | 50 | 62 | THIRD ALBUM JACKSON 5 (Motown MS 718) (M8 1718) (M75 718) | 48 | 96 | MAD DOGS AND ENGLISHMEN JOE COCKER (A&M SP 6002) (8T 6002) (CT 6002) | 93 |
| 30 | BLOODROCK 2 (Capitol ST 491) (8XT 491) (4XT 491) | 32 | 63 | KENNY ROGERS AND THE FIRST EDITION GREATEST HITS (Reprise RS 6437) (M8 6437) (M5 6437) | 75 | 97 | LAYLA DEREK AND THE DOMINOS (Atco SD 2-704) (TP 704) (CS 704) | 98 |
| 31 | TEA FOR THE TILLERMAN CAT STEVENS (A&M SP 4280) (8T 4280) (CT 4280) | 35 | 64 | 13 DOORS (Elektra EKS 74079) (T8 4079) (50479) | 53 | 98 | DO IT NEIL DIAMOND (Bang 224) | 99 |
| 32 | CANDIDA DAWN (Bell 6052) (86502) (56502) | 29 | 65 | FROM ME TO YOU CHARLEY PRIDE (RCA LSP 4468) | 76 | 99 | JOHN BARLEY CORN MUST DIE TRAFFIC (United Artists UAS 5504) | 100 |
| 33 | BLOWS AGAINST THE EMPIRE PAUL KANTER (RCA LSP 4448) (P8S 1654) (PK 1654) | 33 | 66 | AMERICAN BEAUTY GRATEFUL DEAD (Warner Bros. WS 1893) (8 1893) (5 1893) | 60 | 100 | NEW MORNING BOB DYLAN (Columbia KC 30290) (CA 30290) (CT 30290) (8 6432) (5 65432) | 94 |
| | | | 67 | COSMO'S FACTORY CREEDENCE CLEARWATER REVIVAL (Fantasy 842) | 56 | | | |

Basic Album Inventory

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

DUNHILL

| | | | |
|---------------------|--|-----|-------|
| Mamas & Papas | If You Can Believe Your Eyes & Ears | DS | 50006 |
| Mamas & Papas | Mamas & Papas Deliver | | 50014 |
| Mamas & Papas | Farewell To The First Golden Era | | 50025 |
| Richard Harris | A Tramp Shining | | 50032 |
| Steppenwolf | Steppenwolf The Second | | 50037 |
| Richard Harris | The Yard Went On Forever | | 50042 |
| Grass Roots | Golden Grass | | 50047 |
| Three Dog Night | Three Dog Night | | 50048 |
| Brass Ring | Best Of The Brass Ring | | 50051 |
| Grass Roots | Lovin' Things | | 50052 |
| Steppenwolf | At Your Birthday Party | DSX | 50053 |
| Thelma Houston | Sunshower | DS | 50054 |
| Smith | A Group Called Smith | | 50056 |
| Various Artists | Treasury Of Great Contemporary Hits | | 50057 |
| Three Dog Night | Suitable For Framing | | 50058 |
| Colosseum | Those Who Are About To Die, Salute You | | 50062 |
| Original Soundtrack | Easy Rider | DSX | 50063 |
| Mamas & Papas | 16 Of Their Greatest Hits | DS | 50064 |
| Mickie Finn | The Best of Mickie Finn | | 50065 |
| Steppenwolf | Monster | | 50066 |
| Grass Roots | Leaving It All Behind | | 50067 |
| Three Dog Night | Captured Live At The Forum | | 50068 |
| Various Artists | Original Hits Of Right Now | | 50070 |
| Mama Cass Elliot | Make Your Own Kind Of Music | | 50071 |
| Steppenwolf | Steppenwolf | DS | 50029 |
| Steppenwolf | Early Steppenwolf | DS | 50060 |
| Richard Harris | The Love Album | DS | 50074 |
| Steppenwolf | Live | DSD | 50075 |
| Phillips | John Phillips | DS | 50077 |
| Three Dog Night | It Ain't Easy | DS | 50078 |
| Colosseum | The Grass Is Green | DS | 50079 |
| Grass Roots | More Golden Grass | | |
| Three Dog Night | Naturally | | |
| Emitt Rhodes | | | |
| Steppenwolf | Steppenwolf 7 | | |
| Mama Cass Elliot | Mama's Big Ones | | |
| Andwella | World's End | | |

DYNOVOICE

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

EDMAR

| | | | |
|--|---------------------------|--|------|
| Esso Steel Band | Echoes Of Bermuda | | 1104 |
| Merrymen | Beautiful Barbados | | 1012 |
| Merrymen | Caribbean Treasure Chest | | 1015 |
| Merrymen | Beautiful Bermuda | | 1053 |
| Merrymen | You Sweeten Me | | 1066 |
| Merrymen | Sing & Swing | | 1071 |
| Merrymen | From Dusk 'Till Dawn | | 1072 |
| Merrymen | Just For You | | 1073 |
| Mickey Fields With Richard "Groove" Holmes | Astonishing Mickey Fields | | 1075 |
| Steelers with Neville Zuill | Steel Band | | 1093 |

Lever Camboulays
Steel Band Live At
New Clay House Inn
Bermuda
EDMAR 45's
Mickey Fields
Merrymen
Capt. Billy
Merrymen
Merrymen

| | | |
|--------------------------------------|--|---------|
| Trinidad's Top Steel Band | | 1097 |
| Little Green Apples, Light My Fire | | 1101-45 |
| Ride Your Donkey, Caribbean Girls | | 1102-45 |
| Paradise Of Your Mind, Kaleidoscope | | 1105-45 |
| Big Bamboo, My Pussin | | 1112-45 |
| Bang Bang LU LU, Take Your Hand Away | | 1113-45 |

ELEKTRA

| | | | |
|----------------------------|-------------------------------|--|-------|
| The Doors | The Doors | | 74007 |
| | Zodiac Cosmic Sounds | | 74009 |
| Judy Collins | Wildflowers | | 74012 |
| Love | Love Forever Changes | | 74013 |
| The Doors | Strange Days | | 74014 |
| Tom Rush | The Circle Game | | 74018 |
| The Doors | Waiting For The Sun | | 74024 |
| Judy Collins | In My Life | | 74027 |
| Tim Buckley | Goodbye And Hello | | 74028 |
| Rhinoceros | Rhinoceros | | 74030 |
| Judy Collins | Who Knows Where The Time Goes | | 74033 |
| Incredible String Band | Wee Tam | | 74036 |
| Incredible String Band | The Big Huge | | 74037 |
| Delaney & Bonnie & Friends | Delaney & Bonnie & Friends | | 74039 |
| Tim Buckley | Happy, Sad | | 74045 |
| Love | Love Four Sail | | 74049 |
| The Butterfield Blues Band | Keep On Moving | | 74053 |
| Judy Collins | Recollections | | 74055 |
| Rhinoceros | Satin Chickens | | 74056 |
| The Incredible String Band | Changing Horses | | 74057 |
| Roxy | Roxy | | 74063 |
| Paul Siebel | Woodsmoke And Oranges | | 74064 |
| Renaissance | Renaissance | | 74068 |
| David Frye | I Am The President | | 75006 |
| The Doors | Morrison Hotel | | 75007 |

ESP—DISK

| | | | |
|---------------------|--|--|------|
| Albert Ayler | Spiritual Unity | | 1002 |
| Fugs | First Album | | 1018 |
| Fugs | The Fugs | | 1028 |
| Fugs | Virgin Fugs | | 1038 |
| Pearls Before Swine | One Nation Underground | | 1054 |
| Pearls Before Swine | Balaklave | | 1075 |
| Sun Ra | Heliocentric Worlds Vol. I | | 1014 |
| Sun Ra | Heliocentric Worlds Vol. II | | 1017 |
| Sun Ra | Nothing Is | | 1045 |
| Pharaoh Sanders | Pharaoh Sanders Quintet | | 1003 |
| Godz | Contact High With The Godz | | 1037 |
| Octopus | Debut | | 2000 |
| Haryou Ensemble | Sounds Of The Ghetto (Montego Joe) | | 1067 |
| Cro-Magnon | Orgasm | | 2001 |
| Charles Manson | 13 Songs | | 2003 |
| Billie Holiday | The Lady Lives | | 2002 |
| | Emerson's Old Timey Custard-Suckin' Band | | 2006 |



TOP 100 Albums

101 TO 140

| | | | |
|---|--|---|---|
| 101 CLOSER TO HOME Grand Funk (Capitol SKAO 471) (8XT 471) (4XT 471) | 111 WE'VE ONLY JUST BEGUN Ray Coniff (Columbia C 30410) | 122 GET YER YA-YA'S OUT Rolling Stones (London NPS 5) (M72 176) (M57 176) | 131 NEW WAYS BUT LOVE STAYS Supremes (Motown M720) (M8 1720) (M75 720) |
| 102 STILLNESS Sergio Mendes & Brasil 66 (AM&M SP 4284) (8T 4284) (SC 4284) | 112 BURNIN' Esther Phillips (Atlantic 1565) (TP 1565) (CS 1565) | 123 YELLOW RIVER Christie (Epic 30403) | 132 LIVE AT LEEDS The Who (Decca DL 7975) (6-9175) (73-9175) |
| 103 THE FLIP WILSON SHOW Little David (LD 2000) (LD8 2000) (LDC 2000) | 113 MUSIC FROM "BUTCH CASSIDY AND THE SUNDANCE KID" Burt Bacharach (A&M SP 4227) | 124 JOHNNY CASH SHOW (Columbia KC 30100) (CA 30290) (CT 30290) | 133 THE FIFTH DIMENSION GREATEST HITS (Soul City SCS 33900) |
| 104 A QUESTION OF BALANCE The Moody Blues (Threshold 3) | 114 MORE GOLDEN GRASS Grass Roots (Dunhill DS 50087) | 125 SOMETHING Shirley Bassey (UAS 6765) | 134 MONA BONE JAKON Cat Stevens (A&M SP 4260) |
| 105 THE MAGNIFICENT SEVEN Supremes & Four Tops (Motown MS 717) (M8 1717) (M75 717) | 115 ALARM CLOCK Richie Havens (Stormy Forest SFS 600s) (MGM) | 126 EVERYTHING IS EVERYTHING Diana Ross (Motown MS 724) (M8 1724) (M75 724) | 135 THE SESAME STREET BOOK & RECORD Original TV Cast (Columbia CS 1069) (18 10 1069) (16 10 1069) |
| 106 THE ARISTOCATS Original Soundtrack (Disneyland ST/STER 8993) | 116 THE BLACK MAN'S BURDON Eric Burdon (MGM SE 4710-2) | 127 A TRIBUTE TO THE BEST DAMN FIDDLE PLAYER IN THE WORLD Merle Haggard (Capitol ST 638) (8XT 638) (4XT 638) | 136 YOKO ONO/PLASTIC ONO BAND (Apple SW 3373) |
| 107 GAMES Redeye (Pentagram PE 10003) | 117 OLD SOCKS NEW SHOES Jazz Crusaders (Chisa CS 804) | 128 CHICAGO TRANSIT AUTHORITY (Columbia GP 8) | 137 STILL WATERS RUN DEEP Four Tops (Motown MS 704) (MS 1704) (MS 704) |
| 108 LOLA VERSUS POWERMAN AND THE MONEYGOROUND, PART ONE The Kinks (Reprise RS 6432) | 118 RYAN'S DAUGHTER Original Soundtrack (MGM ISE 27 ST) | 129 IN SESSION Chairmen Of The Board (Invictus SKAO 7304) | 138 NO DICE Badfinger (Apple ST 3367) (8XT 3367) (4XT 3367) |
| 109 SNOWBIRD Anne Murray (Capitol ST 579) | 119 WE GOTTA START LOVIN' Bobby Goldsboro (United Artists UAS 6777) | 130 MCCARTNEY Paul McCartney (Apple STAO 3363) (8XT 3363) (4XT 3363) | 139 HAIR Original Cast (RCA Victor LSO 1150) (085-1038) (OK-1038) |
| 110 WORKIN' TOGETHER Ike & Tina Turner (Liberty 7650) | 120 I (WHO HAVE NOTHING) Tom Jones (Parrot XPAS 71039) | | 140 INDIANOLA MISSISSIPPI SEEDS B. B. King (ABC ABCS 713) |
| | 121 SECOND THOUGHTS McKendree Spring (Decca D 75230) | | |

insight&sound



NEW YORK—WEIRDNESS HAD NOTHING TO DO WITH IT

"I don't know anyone great who's not really weird," said John Stewart, who has already laid a claim to greatness although, at least on the surface, he doesn't appear to be weird. John had just wound up a week's gig at the Bitter End and he was pretty happy and satisfied, not having looked forward to playing New York City. "Coming from California, we just have the idea that New York audiences are dumptrucks waiting to smother you," John commented. But no trucks, dump or otherwise, had turned up. There weren't even any drunken demands for "Scotch And Soda."

What do James Taylor, Carole King, Russ Kunkel, Doug Kershaw, Peter Asher, Danny Kooch and Kenny Buttrey have in common? All played on John Stewart's album entitled "Willard." John's made a lot of friends since he first started playing music. His first group, (are you ready?) John Stewart And The Furies made a little noise, then came seven years as a member of the Kingston Trio. "After that I lived for about a year on "Daydream Believer," John said. Pretty offhand for a man who wrote about the best song the Monkees ever recorded.

Following his "Daydream" hiatus, John joined the campaign trail of Robert Kennedy in California. "I remember absolutely everything about that whole experience. Kennedy was traveling around on a train. My partner, Buffy Ford, and I would go ahead and it would be our job to entertain the crowds while they were waiting for the Senator." Later after the tragedy, John composed a moving song, "Click Clack" about that campaign and his reactions to it.

What Stewart is doing now reflects a mature vision and the musical ability which he has picked up over the years. His voice is sometimes compared to Johnny Cash's, but it's not an accurate judgment. While it has a certain strength and huskiness about it, there is also a smoothness and a curve which are uniquely Stewart's. One listen to "July, You're A Woman," another of his great compositions, is all it takes to know.

CONTINUING TO BOOM—Freddy Cannon, whose hit string for the Swan label in the late 50's and early 60's was among the more joyous rock expressions of the day (e.g. "Tallahassie Lassie," "Palisades Park," "Way Down Yonder In New Orleans"), is now happily engaged in record promo out of Hollywood for Buddha Records. But then Freddy always projected an image of contentment, whether the hits were coming with regular frequency or at intervals of several years. He finds (Cont'd on page 28)

HOLLYWOOD—BENNY RIDES AGAIN

Somebody mentioned the other day that Popsie had been in a hospital but that that he was "coming along." Popsie. We knew his last name once. But that was more than thirty years ago in a dim world of big bands and cactus needles, the Ipana Troubadours and Henry Wallace, Harry Horlick and the A&P Gypsies.

Now Popsie is best known on the east coast as the music biz photographer. But in '39 he was the closest thing to our living idol.

B.G. was the man and if you don't know who B.G. is then maybe you should skip this space and jump down to our west coast gal of the week. No, stay, please. We'd like you to hear about him. His name is Benny Goodman and he is the reason why we, and thousands like us, took to Selmers and horn rimmed glasses and RCA Victor and Bluenote Records. He was known as "Papa" and "The Ray" and "The King of Swing" and, back in the 30's and through the 40's, he fronted the most eloquent big band the world has ever known. We tried to immitate his ways—his smile, his scorching legato, his inventive phrasing, even the ray he pierced his sidemen with when they didn't perform to his expectations. B.G. was (and is) an authentic genius and Popsie was his band boy. Which means that Popsie carried his clarinet. Which means he actually knew guys like Harry James and Gene Krupa and Ziggy Elman and Lionel Hampton and Teddy Wilson.

We would arrange to arrive early at the Madhattan Room or Manhattan Center or the Meadowbrook so that we might, on occasion, watch Benny test his reeds, puffing scales which, to us, were celestial concertos.

They did a movie on Benny's life over at Universal with Steve Allen a few years ago. You can catch it on channel 2 every so often. It's in color and the music is superb, though we doubt if Benny's real life was nearly as dull as his reel life.

Now he's out with a brand new album on London, the label that introduced us to Ted Heath in the late 40's. It's titled "Benny Goodman Today" and was cut (in Phase 4 stereo-spectacular) live at a B.G. concert in Stockholm, Sweden. Most of his perennials are included ("Don't Be that Way," "Stealin' Apples," "String of Pearls," "One O'Clock Jump," "Sing Sing Sing," "Big John Special") and the total sound is rather incredible, even if the solos (by those other than Benny) are not nearly as inspired as the originals. There are a couple of new tunes, a great one by pianist Bill McGuffie titled "Dear Dave" which alone is worth the admission to the two record set.

The album probably won't make the best seller charts. Big hand Lp's seldom do these days. But maybe in the next world there'll be a special province for re-sampling those giants who have already left us—and those who are booked to follow. Perhaps then Popsie will let us carry Benny's horn.

SOUND TRACKS—Rod McKuen signed by producer Bill Walsh to compose the score and sing the theme songs for "Scandalous John," Walt Disney's off-trail western starring Brian Keith . . . Arthur Hamilton pacted to pen words to composer Riz Ortolani's three upcoming European flick—two last teamed for the Academy contending "Till Love Touches Your Life" from "Madron" . . . Sweat Hog, new Columbia group, cutting here with Daniel Moore producing . . . Elton John, odds-on favorite to cop the Grammy award as "New Artist of '70," booked for a second U.S. tour in April . . . KABC-FM switches call letters to KLOS-FM on March 22 . . . Both the N.Y. and L.A. Times half-paged the Litrov-Levinson created "Blüodrock Means Never Having to Say You're Sorry" poster promo featuring Capitol's own Howard Goldman and Liza Williams—Liza is our "West Coast Whasisit of the Week" . . . a few months back we tapped Annette Ferra as our coast girl of the week, suggesting that if ever anyone planned a musical version (Cont'd on page 28)

John Stewart
Joan Baez
Benny Goodman

- | | |
|---|---|
| <p>1 SNOW BLIND FRIEND (Yugoth/Forty Tunes—BMI) Steppenwolf (Dunhill 4269)</p> <p>2 CELIA OF THE SEALS (Peer Int'l—BMI) Donovan (Epic 10694)</p> <p>3 DON'T STOP LOVING ME (Jobete—BMI) David Ruffin (Motown 1178)</p> <p>4 TREAT HER LIKE A LADY (Unart/Stage Door—BMI) Cornelius Brothers & Sister Rose (United Artists 50721)</p> <p>5 SUPER HIGHWAY (Hyako—ASCAP) Ballin' Jack (Columbia 45312)</p> <p>6 CAROLINA DAY (No Exit, Taylor Made—BMI) Livingston Taylor (Capricorn 8012)</p> <p>7 CHICK A BOOM (Scherley—ASCAP) Daddy Dewdrop (Sunflower 105)</p> <p>8 I DON'T KNOW HOW TO LOVE HIM (Leeds—ASCAP) Helen Reddy (Capitol 3027)</p> <p>9 MEDLEY FROM SUPERSTAR (Leeds—ASCAP) Assembled Multitude (Atlantic 2780)</p> <p>10 TOO MANY LOVERS (East/Memphis—BMI) Shack (Volt 4051)</p> <p>11 I BELIEVE IN MUSIC (Songpainter—BMI) Marian Love (A&R 710U/505)</p> <p>12 NOTHING RHYMED (Blackwood—BMI) Gilbert O'Sullivan (Mam 3602)</p> <p>13 PENCIL MARKS ON THE WALL (Free Verse/Pencil Mark—ASCAP) Hershel Bernardi (Columbia 45285)</p> <p>14 WOOLY BULLY (Beckie—BMI) Canned Heat (Liberty 56217)</p> | <p>15 TIMOTHY (Plus Two) The Buoys (Scepter 12275)</p> <p>16 WHO'S GONNA TAKE THE WEIGHT (Stephanie & Delightful—BMI) Kool & The Gang (Delite 538)</p> <p>17 BECAUSE IT'S TIME (Duchess—BMI) McKendree Spring (Decca 32773)</p> <p>18 LONDON BRIDGE (Screen Gems, Columbia—BMI) Alive 'N Kickin' (Roulette 7094)</p> <p>19 COLD NIGHT IN GEORGIA (Cotillion—BMI) Dee Dee Warwick (Atco 6796)</p> <p>20 SHAKE YOUR HIPS (Carwar-East-Memphis—BMI) Israel Tolibert (Warren 107)</p> <p>21 PUSHBIKE SONG (Right Angle—ASCAP) Mixtures (Sire 350)</p> <p>22 I PITY THE FOOL (Lion—BMI) Ann Peebles (Hi 2186)</p> <p>23 WAITIN' ON YOU (Coachhouse—BMI) Dave Mason (Blue Thumb 7122)</p> <p>24 HOT PANTS (Van Lee/Emily—ASCAP) Salvage (Odax 420)</p> <p>25 DON'T MAKE ME PAY FOR HIS MISTAKES Z. Z. Hill (Whit)</p> <p>26 LOVE MAKES THE WORLD GO 'ROUND (Jobete—BMI) Odds & Ends (Today 1003)</p> <p>27 WATCHING YOU WASTE UP THE TIME (Yugoth/Forty Tunes—BMI) Crow (Amaret 129)</p> |
|---|---|

NEW YORK (cont'd from page 27)

executive duties interesting and exciting. But, has he left his role as an entertainer? Not quite. He appeared at the recent Rock 'n Roll Revival Show in Madison Square Garden and really shook it up. And, according to Freddy, **Neil Bogart**, co-president of Buddah expects to bring him back to the studio for another try at the charts. **ANOTHER STEP**—**Joan Baez** was in town last week to do a couple of two-dollar-top concerts at Carnegie Hall. Next day, she took the time to meet with interested members of the media and talk about the war, non-violence, the latest adventures of **David Harris**, music, drugs, etc. She was particularly excited about an album which she just finished recording in Nashville. "It started out as a single LP, but it just kept growing until it became a two record set," she said. Most of the Musc City regulars turned up for the sessions (do those musicians have homes?). Joan recently started writing songs and must have really hit her stride for this disk, because it will include as many as ten of her own compositions.

SHORT TAKES—Ten Years After will return for another American tour beginning April 8, following Alvin Lee's self-imposed hiatus of seclusion. The tour will be a brief one, with a more extended visit coming later in the year. In between, the foursome will finish recording of their new album, which is currently in production . . . Which brings us to **Englebert Humperdinck**, who, too, plans to visit our shores (and inland too!). His '71 American tour kicks off Mar. 11 in Hershey, Pa. He'll play the Music Hall Theatre, Boston, on Mar. 14 . . . **Jimmy McPartland** with **Teddy King** to headline at the Downbeat here Feb. 26 at noon.

Melanie will appear in concert at Hunter College, Friday Feb. 26 . . . **Brian Wilson** will be coming East for the long awaited **Beach Boys** concert at Carnegie Hall, Feb. 24 . . . **Three Dog Night** will play Buffalo's Kleinhans Music Hall for two performances Feb. 28 . . . **Carmen McRae** will be appearing at the Rainbow Grill through Mar. 3 . . . **Irene Reid** will headline a benefit concert for N.A.R.C.O. II, a day care drug treatment center in Central Harlem, at the Top Club, 354 W. 125th St. on Feb. 22 . . . **Byrds** and **Great Jones** set for Howard Stein's Capitol Theatre Mar. 26-27.

HOLLYWOOD (cont'd from page 27)

of "Lolita" then Annette should be the logical gal to amply fill the title role. We had no idea that anyone was planning a B'wy musical. Not until last week when we picked up the Sunday edition of the N.Y. Times and found a full page ad announcing a March 30th opening at the Mark Hellinger. It'll star Annette Ferra as—who else? . . . **Carole King's** second lp for Ode will include the oldie, "Will You Love Me Tomorrow," with both **James Taylor** and **Joni Mitchell** vocally backing her . . . **Marv Harmon** and **John Cevetello** added to the staff at Nose Records—Marv will handle national promo and Cevetello national distribution . . . **Mike Gruber**, president of Just Us Prod. announces signing composer **Kenny Lauber** for personal management. Lauber is under contract to Universal Studios for film and tv scores—also records . . . **Jesse James Winchester** completing his next lp for Ampex in Toronto. Album, not yet titled, is being produced by **Todd Rundgren**, who engineered Winchester's first . . . A belated but warm "thank you" to **Elliot Horne**, RCA's new east coast rock chief, for the dub he sent featuring **Howie Morrie**, **Carl Reiner** and **Sid Caesar** and their historic version of the Haircut's "You Are So Rare."

Columbia Records' A&R dept. tentatively moved from the fifth floor at 6121 Sunset to the fourth at 6430 Sunset. Reason—L.A.'s earthquake floored most of the ceiling . . . **Beach Boy Bruce Johnston's** apartment in Sherman Oaks suffered little damage. Except that a plaque nominating the group for a Grammy award fell from the singer's wall. The song was "Good Vibrations."

WEST COAST GIRL OF THE WEEK—

Lorna Wright, lead singer on the **New Doodletown Pipers's** first single for Bell Records ("Put Your Hand in the Hand") is a 98 pound dream who stands 5'4" with black hair, hazel eyes and is the discovery of **Ward Ellis**, co-manager of the recently reformed twelvesome. Born a Gemini in '48, Lorna was raised in Cresskill, N.J. and attended N.Y.U. before arriving here and joining the Pipers. Lorna's brother is **Gary Wright**, formerly of **Spooky Tooth** and now cutting for A&M in England. Her sis is **Beverly Wright** who cuts for Audio Fidelity and has appeared in almost every major nitery in the U.S. Incidentally, the new Pipers' side, produced by **Mike Post**, is showing strong MOR action, we hear, with a few adventurous top 40 outlets testing.

harvey geller



CHICAGO—the very popular **Chances R**, whose early claim to fame was a super delectable hamburger, a stein of beer and free peanuts (with patrons encouraged to throw the shells on the floor for atmosphere), recently instituted an entertainment policy in the upper level of its Chestnut & Wabash location. Among the first artists to play will be singer-guitarist **Jim Post**, a newcomer, who'll be performing Wednesday thru Saturday nights starting at 8:30 PM . . . **The Brownsville Station** are promoting their new Warner Bros. release "Do The Bosco" via some one-nighters and college dates. They'll be at the University of Detroit on the 19th, in Buffalo on the 20th and in Salt Lake City (Coliseum Fairgrounds) on the 26th . . . Heard from **Dennis Mayoff**, manager of the **Mclan Forrest Stage Group**, that the 21 piece unit has just signed with the west coast William Morris office. Group headlines at the Quiet Knight here on Mondays . . . **The Oscar Peterson Trio**, currently appearing in the London House, are scheduled for a month's tour of Japan in April . . . Mercury's **Ron Oberman** stopped by the office last week to introduce **David Bowie**, who has a new LP on the label tagged "The Man Who Sold The World". David is from England and is just about wrapping up a 2-week national tour in the states. He gained some early recognition here awhile back with a tune called "Space Oddity". David does guitar and vocals on the new album and composed all of the selections featured on it. He is tentatively scheduled to return to the U.S. in April for a series of concerts and club dates . . . **Sugarloaf** were in town 2/10 for a one-nighter at Beaver's.

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Top 60 In R & B Locations

| | | | | | |
|----|---|----|----|---|----|
| 1 | MAMA'S PEARL Jackson 5 (Motown 1177) | 2 | 31 | WHAT'S GOING ON Marvin Gaye (Tamla 54201) | 40 |
| 2 | ONE BAD APPLE Osmonds (MGM 149193) | 5 | 32 | I NEED YOU Friends Of Distinction (RCA 0416) | 35 |
| 3 | JODY GOT YOUR GIRL & GONE Johnnie Taylor (Stax 0085) | 4 | 33 | WHOLE LOTTA LOVE King Curtis (Atco 6779) | 34 |
| 4 | DON'T LET THE GREEN GRASS FOOL YOU Wilson Pickett (Atlantic 2781) | 6 | 34 | DO ME RIGHT Detroit Emeralds (Westbound 172) | 38 |
| 5 | GET UP, GET INTO IT, GET INVOLVED James Brown (King 6347) | 7 | 35 | LOVE'S LINES, ANGLES & RHYMES Fifth Dimension (Bell 965) | 55 |
| 6 | DO THE PUSH & PULL Rufus Thomas (Stax 0079) | 3 | 36 | DIDN'T IT LOOK SO EASY Stairsteps (Buddah 213) | 43 |
| 7 | YOUR TIME TO CRY Joe Simon (Spring 108) | 1 | 37 | GO ON FOOL Marion Black (Avco Embassy 4559) | 37 |
| 8 | JUST MY IMAGINATION Temptations (Gordy 7105) | 10 | 38 | AIN'T GOT NO TIME Impressions (Curtom 1957) | 46 |
| 9 | HE CALLED ME BABY Candi Staton (Fame 1476) | 8 | 39 | YOU'RE ALL I NEED TO GET BY Aretha Franklin (Atlantic 2787) | 56 |
| 10 | FREEDOM Isley Brothers (T Neck 927) | 9 | 40 | TOO MANY LOVERS Shack (Volt 4051) | 42 |
| 11 | JUST SEVEN NUMBERS Four Tops (Motown 1175) | 13 | 41 | ASK ME NO QUESTIONS B. B. King (ABC 11290) | 57 |
| 12 | I LOVE YOU FOR ALL SEASONS Fuzz (Calla 174) | 14 | 42 | I CAN'T HELP IT Moments (Stang 5020) | 45 |
| 13 | I'M SO PROUD Main Ingredient (RCA 243) | 11 | 43 | ME & BOBBY McGEE Janis Joplin (Columbia 45314) | — |
| 14 | GOD BLESS WHOEVER SENT YOU Originals (Soul 35079) | 19 | 44 | HEAVY MAKES YOU HAPPY Staple Singers (Stax 0083) | 44 |
| 15 | GROOVE ME King Floyd (Chimneyville 435) | 17 | 45 | STRETCH YOUR RUBBER BAND Meters (Josie 1026) | 39 |
| 16 | YOU'RE A BIG GIRL NOW Stylistics (Avco Embassy 4555) | 18 | 46 | STOP THE WAR NOW Edwin Starr (Gordy 7104) | 27 |
| 17 | PRECIOUS PRECIOUS Jackie Moore (Atlantic 2681) | 23 | 47 | MY SWEET LORD Billy Preston (Apple 1826) | 48 |
| 18 | PROUD MARY Ike & Tina Turner (Liberty 56216) | 31 | 48 | SOMEBODY'S WATCHING YOU Little Sister (Stone Flower S-9001) | 47 |
| 19 | YOU'RE THE ONE Three Degrees (Roulette 7097) | 22 | 49 | SOUL POWER James Brown (King 6368) | — |
| 20 | THE BELLS Bobby Powell (Whit 6907) | 29 | 50 | I DON'T HAVE YOU Continental 4 (Jay Walking 009) | 50 |
| 21 | THIS LOVE IS REAL Jackie Wilson (Brunswick 55443) | 16 | 51 | YOU WANTS TO PLAY Oscar Weathers (Top & Bottom 405) | 58 |
| 22 | IF I WERE YOUR WOMAN Gladys Knight & Pips (Soul 35078) | 20 | 52 | CONFESSIN' A FEELING Tony Owens (Cotillion 44103) | 53 |
| 23 | DON'T MAKE ME PAY FOR HIS MISTAKES Z. Z. Hill (Hill 222) | 33 | 53 | STOP THE WORLD Flaming Embers (Hot Wax 7010) | 60 |
| 24 | TRIANGLE OF LOVE Presidents (Sussex 212) | 26 | 54 | THE LOOK OF LOVE Isaac Hayes (Enterprise 9028) | — |
| 25 | REMEMBER ME Diana Ross (Motown 1176) | 15 | 55 | DIDN'T WE Irene Reid (Polydor Pd2 14057) | 52 |
| 26 | CHERISH WHAT IS DEAR TO YOU Freda Payne (Invictus 9085) | 30 | 56 | I PITY THE FOOL Ann Peebles (Hi 2186) | 59 |
| 27 | (DON'T WORRY) IF THERE'S HELL BELOW Curtis Mayfield (Curtom 1955) | 21 | 57 | WHO'S GONNA TAKE THE WEIGHT PT. 2 Kool & Gang (Delite 538) | 12 |
| 28 | WE'LL HAVE IT MADE Spinners (V. I. P. 25060) | 25 | 58 | ONE LESS BELL TO ANSWER Fifth Dimension (Bell 940) | 24 |
| 29 | GET YOUR LIE STRAIGHT Bill Coday (Crajon 48204) | 32 | 59 | I BELIEVE IN MUSIC Marion Love (A & R 7100/505) | — |
| 30 | CHAIRMAN OF THE BOARD Chairmen Of The Board (Invictus 9086) | 36 | 60 | STANDING HERE WONDERING WHICH WAY TO GO Marion Williams (Atlantic 2788) | — |



SINGING MAKES THEM HAPPY—The Staple Singers took time from their busy schedule to visit the *Cash Box* offices. Following their current tour with the Bee Gees (Feb. 11 to 21), the family quartet will journey to Africa for concerts with Wilson Pickett, Ike & Tina Turner and Santana (Feb. 28 to Mar. 8). Also slated is a Johnny Cash Show tv appearance on Feb. 24. Seen (l to r) are Cleo, Pop and Mavis Staples, Yvonne Staples; and Jack Gibson, director of special projects for Stax.

Calla LP Cover In Exhibition

NEW YORK—Calla Records has been notified by the New York Art Director's Club that the cover of its album, "The Magic Touch of the Billy Mitchell Group", released early in 1970, has been designated for competitive hanging in the 50th annual exhibition of advertising, editorial and TV art and design.

The exhibition will culminate with a presentation dinner on April 26 at the Americana Hotel at which time gold medals will be presented to the winning designers and artists.

The Calla cover was designed by Ely Besalel whose work as a creative illustrator, designer and photographer has been in evidence on album covers for numerous labels, including Roulette, Tico, Jubilee, GWP, Mainstream and others. Besalel's studio is at 156 East 52nd Street in New York City.

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Country Artist Of The Week: **CONWAY TWITTY**



THE HITS KEEP COMING—"Fifteen Years Ago," when Conway Twitty was only eighteen, his single, "It's Only Make Believe," sold four million records. A former rock and roll singer who, as he says, "worked his way up to country," Conway's record of success includes great country hits such as "Hello Darlin'" which is still selling.

A quiet, shy man, termed by his associates as a joy to work with, Conway conducts a personal business empire which is involved in restaurants, mobile homes, insurance aircraft, and other enterprises.

Fresh from a Johnny Cash show taping and guest appearance at the San Antonio Livestock Show and Rodeo, Conway and the Twitty Birds are set for concerts throughout the mid-west, Coca-Cola commercials, recordings, and the NARAS TV show set for March 16 in Los Angeles.

One of the busiest individuals in country music, Conway has just renewed his contract with Decca Records. His current duet single with Loretta Lynn, "After The Fire Is Gone" and LP, "We Only Make Believe", produced by Decca's vice president Owen Bradley, are selling in both country and pop fields.

Dolly Parton's Family Affair

NASHVILLE — Three generations of songwriters in Dolly Parton's family are represented on her first gospel album, "Golden Streets of Glory", a February release on RCA Records.

Leading off is Dolly's grandfather, the real-life inspiration for "Daddy Was An Old-Time Preacher Man", title of the smash duet single for

Porter Wagoner and Dolly Parton last summer.

The Reverend Jake Owens, a 72-year-old preacher who still "preaches hot hell" in a church that he and his congregation built in the hills of East Tennessee (Sevier County), not only wrote a song ("Book of Life") for the album, but he also wrote the liner notes. Dolly's singing career began in his church, she says, when she was six years old.

Dolly co-wrote "Preacher Man" with her aunt, a daughter of Rev. Owens, Dorothy Jo Hope. The song is one of the final nominees for this year's Grammy Awards. Mrs. Hope also contributed two originals for the album, "I'll Keep Climbing" and "Yes, I See God".

Already recognized as one of the industry's most talented and prolific songwriters, Dolly Parton wrote two selections for the album, "The Master's Hand" and "Golden Streets Of Glory". She collaborated on a third, "Lord, Hold My Hand", with Ginny Gibson.

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'For My Next Number' Ready For NARM Show

NASHVILLE — The final scenes have been added to the Country Music Association's motion picture film presentation, "For My Next Number," to be shown at a March 1 luncheon for the National Association of Record Merchandisers at the Century Plaza Hotel in Los Angeles.

The 1492 Production Company has assembled all the story content, using both old and new film to tell the story of the growth and current importance of Country Music. Producer of the film is Chuck London; Associate Producer is Arnold Levine.

Several Country artists took part in the CMA filming, including: Roy Acuff, Lynn Anderson, Eddy Arnold, Danny Davis, Barbara Fairchild, Jack Greene, Sonny James, Grandpa Jones, Loretta Lynn, Barbara Mandrell, Jeannie Seeley, Ronnie Shaw, Carl Smith, Connie Smith, Nat Stuckey and others. Each artist contributed his time and talent for the production. Film was also contributed from such shows as "Glen Campbell Goodtime Hour," "Hee-Haw," and "Johnny Cash Show," and other productions containing acts by many other artists.

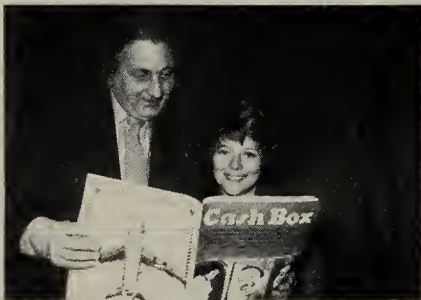
Overstreet To PMI

NASHVILLE — Samuel A. Cammarata, president of Professional Management International, Houston, Texas, has announced the signing of a personal management contract with Dot recording artist, Tommy Overstreet.

Overstreet began his career in his teens in Texas, and has grown steadily in the entertainment industry — primarily in the Country and Western field.

In addition to studying radio and television production at the University of Texas, Tommy has been a songwriter for Pat Boone's publishing company "Cooga Music" and has performed all over the United States, both as a single and with a 8 piece self contained unit. He signed a long term Dot recording contract in 1967, worked as a team with Peggy Little during 1968, and since that time has built considerable respect in the industry as a single performer.

Presently, Overstreet is working with a unit of six musicians, traveling from coast-to-coast, presenting a variety of Country and Western and Popular tunes. He has a single due for release this month with Dot and several singles rising rapidly on the charts.



SMILE, PLEASE — Diana Trask, Dot recording artist, takes time out from her personal appearance tour to pose for a picture at the Cash Box New York office. Pictured with Diana is Gene Weiss, head of national promotion for Para/Dot. Diana recently played a successful engagement at the Landmark, in Las Vegas, and her latest Dot single is "The Last Person To See Me Alive."

The film presentation will precede a live performance by Merle Haggard, "The Country Artist of the Year" at the luncheon.

Presentation Committee Co-Chairmen Bill Farr and Bill Williams cite the tremendous impact of the production and disclosed that the resources of the entire Country Music industry were utilized for the first time in assembling every item of business possible so that a true picture of the present status of Country Music in the entertainment world could be had. Facts have been assembled from record sales, music sales, radio and television play, audience numbers, fairs, coliseums, road shows, studios, music publishers, songwriters, record labels, distributors, rack jobbers, one stops bookers, managers, talent agencies and artists, through the cooperation of Amusement Business Magazine, Billboard Magazine, Cashbox Magazine and Record World Weekly Magazine and hundreds of other business.

Gold For Haggard's 'Fightin' Side of Me'

HOLLYWOOD — Merle Haggard, Country music's "Entertainer of the Year," has been awarded his second Gold Record within a four month period. His Capitol Records album, "Fightin' Side of Me," has been certified as a \$1-million seller by the Record Industry Association of America (RIAA). Haggard's first Gold Record was bestowed for his smash hit and much awarded "Okie From Muskogee" LP. Virtually every Haggard album and single release has risen to the top spot on the nation's best seller charts.

Haggard, whose current Capitol singles release is "Soldier's last Letter," b/w "The Farmer's Daughter" has three albums on the current hit charts. In addition to the golden pair, "Muskogee" and "Fightin'", he and The Strangers are represented by "A Tribute To The Best Damn Fiddle Player In The World (Or, My Salute to Bob Wills)."

Haggard and The Strangers will perform the title song from the "Fightin' Side of Me" LP on the 13th Annual Awards banquet telecast of the Grammy Awards of the National Academy of Recording Arts and Sciences over the ABC Television network on Tuesday, March 16. The song is nominated as Best Country Song. Additionally, Haggard's "Okie From Muskogee" has been nominated as Best Male Country Vocal, and he and The Strangers are also up for Best Country Instrumental Performance for their "Street Singer" single.

As a congratulatory present to The Strangers on winning their own Grammy nomination, Haggard is flying the quintet to Las Vegas to see Elvis Presley perform at the International Hotel on Feb. 22.

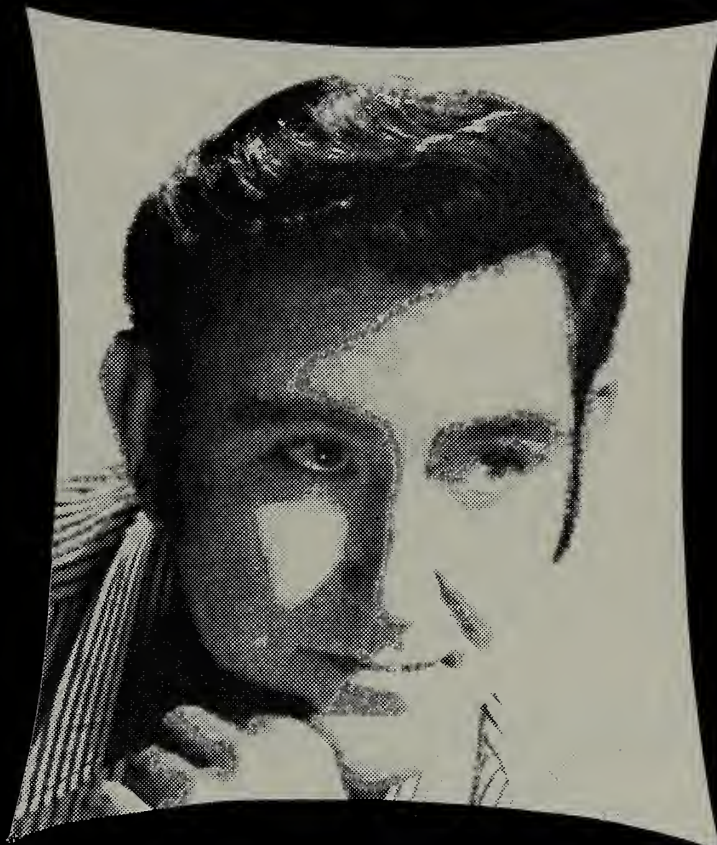
On March 1, Haggard will be the sole headliner at a special luncheon to be given by the Country Music Association at the National Association of Record Merchandisers convention at the Century Plaza Hotel, Los Angeles. Haggard was chosen by the CMA to represent the formidable star power of country music at the convention, whose 1500 participants represent 80% of the nation's record merchandisers and 90% of bulk record sales.

| | | | | | |
|----|--|----|----|--|----|
| 1 | HELP ME MAKE IT THROUGH THE NIGHT Sammi Smith (Mega 0015) (Combine—BMI) | 1 | 33 | DO RIGHT WOMAN—DO RIGHT MAN Barbara Mandrell (Columbia 45307) (Prass—BMI) | 37 |
| 2 | JOSHUA Dolly Parton (RCA 9928) (Owepar—BMI) | 2 | 34 | BED OF ROSE'S The Statler Bros. (Mercury 73141) (House of Cash—BMI) | 22 |
| 3 | A WOMAN ALWAYS KNOWS David Houston (Epic 10696) (Algee—BMI) | 6 | 35 | SWEET MISERY Ferlin Husky (Capitol 2999) (Cedarwood—BMI) | 29 |
| 4 | RAININ' IN MY HEART Hank Williams Jr. & Mike Curb Cong. (MGM 14194) (Excellorec—BMI) | 3 | 36 | ROSE GARDEN Lynn Anderson (Columbia 45252) (Lowery—BMI) | 23 |
| 5 | PROMISED LAND Freddie Weller (Columbia 45276) (Arc—BMI) | 7 | 37 | SLOWLY Jimmy Dean & Dottie West (RCA 9947) (Cedarwood—BMI) | 39 |
| 6 | COME SUNDOWN Bobby Bare (Mercury 73148) (Combine—BMI) | 8 | 38 | BAR ROOM TALK Del Reeves (United Artists 50743) (Passkey—BMI) | 32 |
| 7 | AFTER THE FIRE IS GONE Loretta Lynn & Conway Twitty (Decca 32776) (Twitty Bird—BMI) | 13 | 39 | WE SURE CAN LOVE EACH OTHER Tammy Wynette (Epic 10705) (Algee, Altam—BMI) | — |
| 8 | FLESH AND BLOOD Johnny Cash (Columbia 45269) (House of Cash—BMI) | 4 | 40 | FIRST LOVE Penny DeHaven (United Artists 50742) (Unart—BMI) | 51 |
| 9 | WATCHING SCOTTY GROW Bobby Goldsboro (United Artists 5072) (BnB—BMI) | 9 | 41 | TULSA COUNTY Anita Carter (Capitol 2944) | 47 |
| 10 | THERE GOES MY EVERYTHING I REALLY DON'T WANT TO KNOW Elvis Presley (RCA 9960) (Blue Crest/Hill & Range—BMI) | 11 | 42 | THE KIND OF NEEDIN' I NEED Norma Jean (RCA 9946) (Stallion—BMI) | 46 |
| 11 | WHERE IS MY CASTLE Connie Smith (RCA 9938) (Blue Crest—BMI) | 10 | 43 | LOOKIN' OUT MY BACK DOOR Buddy Alan (Capitol 3010) (Jondora—BMI) | 40 |
| 12 | I'D RATHER LOVE YOU Charley Pride (RCA 9952) (Pi-Gem—BMI) | 17 | 44 | I'M A MEMORY Willie Nelson (RCA 9951) (Willie Nelson—BMI) | 48 |
| 13 | I'M GONNA KEEP ON LOVING YOU Billy Walker (MGM 14210) (Two Rivers—ASCAP) | 19 | 45 | MY GUY Linda K. Lance (Royal American) | 52 |
| 14 | THE LAST ONE TO TOUCH ME Porter Wagoner (RCA 9939) (Owepar—BMI) | 15 | 46 | WHAT AM I LIVING FOR Conway Twitty (MGM 14205) (Progressive & Tideland—BMI) | 53 |
| 15 | ONE HUNDRED CHILDREN Tom T. Hall (Mercury 73140) (Newkeys—BMI) | 14 | 47 | DID YOU EVER Charlie Louvin & Melba Montgomery (Capitol 3029) (Tree—BMI) | 50 |
| 16 | IF YOU THINK I LOVE YOU NOW Jody Miller (Epic 10699) (Algee—BMI) | 16 | 48 | DAYTON OHIO Jack Barlow (Dot 17366) (Tree—BMI) | 54 |
| 17 | SOLDIER'S LAST LETTER Merle Haggard (Capitol 3024) (Norma—BMI) | 21 | 49 | I'M MILES AWAY The Hagers (Capitol 3012) (Blue Book—BMI) | 55 |
| 18 | THE ARMS OF A FOOL Mel Tillis (MGM 14211) (Sawgrass—BMI) | 26 | 50 | PUT YOUR HAND IN THE HAND Beth Moore (Capitol 3031) (Beechwood—BMI) | 56 |
| 19 | SHE WAKES ME WITH A KISS EVERY MORNING Nat Stuckey (RCA 9929) (Blue Crest, Hill & Range—BMI) | 5 | 51 | SO THIS IS LOVE Tommy Cash (Epic 10700) (House of Cash—BMI) | — |
| 20 | THE SHERIFF OF BOONE COUNTY Kenny Price (RCA 9932) (Hardtack—BMI) | 12 | 52 | KNOCK THREE TIMES Billy "Crash" Craddock (Gartwheel 193) (Pocketful of Tunes, Jillburn, Saturday—BMI) | 64 |
| 21 | LISTEN BETTY (I'M SINGING YOUR SONG) Dave Dudley (Mercury 73138) (Newkeys—BMI) | 18 | 53 | FIFTEEN BEERS AGO Ben Colder (MGM 14209) (Peach—SESAC) | 57 |
| 22 | BRIDGE OVER TROUBLED WATER Buck Owens (Capitol 3023) (Charing Cross—BMI) | 25 | 54 | BABY WITHOUT YOU Jan Howard (Decca 32778) (TRO, First Edition—BMI) | 59 |
| 23 | TRUE LOVE IS GREATER THAN FRIENDSHIP Arlene Harden (Columbia 45287) (Ensign, Cedarwood—BMI) | 20 | 55 | WITH THIS HAND IN MINE Jean Shepard (Capitol 3033) (Twig—BMI) | — |
| 24 | PORTRAIT OF MY WOMAN Eddy Arnold (RCA 9935) (House of Cash—BMI) | 24 | 56 | WHO'LL TURN OUT THE LIGHTS Wayne Kemp (Decca 32767) (Tree—BMI) | 60 |
| 25 | GIVE HIM LOVE Patti Page (Mercury 73162) (Jack & Bill—ASCAP) | 27 | 57 | THAT'S WHAT IT'S LIKE TO BE LONESOME Cal Smith (Decca 32768) (Tree, Champion—BMI) | 63 |
| 26 | IT WASN'T GOD WHO MADE HONKY TONK ANGELS Lynn Anderson (Chart 5113) (Peer Int'l—BMI) | 34 | 58 | LOVE STORY Roy Clark (Dot 17370) (Famous—ASCAP) | 58 |
| 27 | ANYWAY George Hamilton IV (RCA 9945) (Acuff-Rose—BMI) | 31 | 59 | SHE'LL REMEMBER AFTER YOU Jerry Wallace (Decca 32777) (4 Star—BMI) | 65 |
| 28 | EMPTY ARMS Sonny James (Capitol 3015) (Desaird—BMI) | 42 | 60 | HAROLD'S SUPER SERVICE Bobby Wayne (Capitol 3025) (Airefield—BMI) | — |
| 29 | GUESS AWAY THE BLUES Don Gibson (Hickory 1588) (Acuff-Rose—BMI) | 38 | 61 | CARELESS HANDS Dottie West (RCA 9957) (Melrose—ASCAP) | — |
| 30 | BETTER MOVE IT ON HOME Porter Wagoner & Dolly Parton (RCA 9958) (Blue Echo—BMI) | 36 | 62 | YOU MAKE ME FEEL LIKE A MAN Warner Mack (Decca 32781) (Page Boy—SESAC) | — |
| 31 | GUESS WHO Slim Whitman (United Artists 50731) (Mitchell—BMI) | 30 | 63 | DON'T WORRY 'BOUT THE MULE Carl Smith (Columbia 45293) (Acuff-Rose—BMI) | — |
| 32 | LOVENWORTH Roy Rogers (Capitol 3016) (Champion—BMI) | 33 | 64 | L.A. INTERNATIONAL AIRPORT Susan Raye (Capitol 3035) (Blue Book—BMI) | — |
| | | | 65 | TAKE TIME TO KNOW HER Joe Stampley (Dot 17363) (Gallico—BMI) | — |

country/pop smash

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DECCA 32787



C & W Singles Reviews

Picks of the Week

TAMMY WYNETTE (Epic 10707)

We Sure Can Love Eachother (2:45) (Algee/Altam Music, BMI—Sherrill—Wynette)

Tammy suggests that we sure can love eachother just like in all the love songs. A great suggestion, and a beautiful ballad performance destined to top the charts. Flip: No Information available.

CHARLIE LOUVIN (Capitol 3048)

Love Has To Die All By Itself (2:40) (Sure Fire Music, BMI—Allen, Staedtler)

Having had a sizeable hit with "Sittin' Bull," Charlie's right back on the war path with this new tale about lost love. Should become an instant chart item. Flip: "I Wish It Had Been A Dream" (2:41) (Central Songs, BMI—I. & C. Louvin)

KITTY WELLS (Decca 32795)

They're Stepping All Over My Heart (2:59) (Needahit, BMI—Long, Specca)

It looks as though Kitty will ride this medium tempo ballad right on to the country charts. Kitty delivers a powerful performance in this song dealing with children growing up. Flip: "Your Old Love Letters" (2:16) (Red River Songs, BMI—J. Bond)

ROY CLARK (Dot 17370)

Love Story (2:52) (Famous Music, ASCAP—Sigmon, Lai)

Already making some noise on the country charts, Roy enters his rendition of the most recorded song today. A classic performance by Roy. Flip: "Theme From Love Story" (2:45) (Famous Music, ASCAP—Lai)

THE OSBORNE BROTHERS (Decca 32794)

Georgia Pineywoods (2:10) (House Of Bryant, BMI—F. & B. Bryant)

The Osborne Brothers follow up to "My Old Kentucky Home" is an up tempo banjo/guitar tune with an interesting violin background. Group deserves a hit, and this number could do the trick. Flip: "Searching For Yesterday" (2:24) (Sure Fire Music, BMI—J. Helms)

STONEY EDWARDS (Capitol 3061)

Poor Folks Stick Together (2:23) (Freeway Music, BMI—Schweers)

Stoney's follow up to "Two Dollar Toy" depicts the loyalty of the poor folk. Record should be getting lots of airplay as Stoney's following increases with each new release Flip: "Mama's Love" (2:55) (Central Songs, BMI—Edwards, Orr)

GLEN CAMPBELL (Capitol 3062)

Dream Baby (2:35) (Combine Music, BMI—C. Walker)

Glen Campbell, once again headed for the top of the charts, this time with a magnificent remake of the ancient Roy Orbison classic. Record has enormous pop potential as well as country appeal. Could easily become his biggest number to date. Flip: "Here And Now" (2:35) (Fullness, Allanwood Music, BMI—J. Fuller, T. Kelly)

Best Bets

PVT. ABAIR (Coins 22891)

Pvt. Abair, USMC (2:30) (Alpine Music, ASCAP—H. J. Carter) Record depicts the life of a marine and his relations with the local drill instructor. Soldiers will love it. Flip: "A Voice In The Wind" (2:01) (Same Credits)

ABE MULKEY (MGM 14215)

I'll Be Sorry Tomorrow (2:35) (Al Gallico Music, BMI—Mulkey) The problem is booze, and he'll be sorry tomorrow for what he said today. As for the record it should please all listeners with its good story and fine music. Flip: "Until I Met You" (2:30) (Al Gallico Music, BMI—Mulkey, Wilson)

TOMMY ALLSUP (GRT 38)

Snowbird (2:26) (Beechwood, BMI—G. MacLellan) Tommy Allsup, together with the Tennessee Saxes, have put together two interesting sides of instrumental beauty. Both "Snowbird" and "I'll See Him Through" have equal chances of scoring big on the country charts. Flip: "I'll See Him Through" (2:43) (Gallico Music, BMI—Sherrill, Wilson)

RICK WILL (Universal 1001)

Please Don't Cry (2:59) (DAR Pub; ASCAP—Rick Will) A beautiful and sentimental ballad about two lovers who are too young to marry. If record gets as much exposure as it deserves, it'll be a giant. Flip: "What Did She Have To Gain" (2:36) (Same Credits)

RONNIE CHAMBERS (Whirlwind 3)

Bandido (3:40) (Back Bay Music, BMI—Chambers, Robertson, Lilly) Sounding very much like the old Marty Robbins classic, "El Paso," Ronnie delivers an interesting tale with a western touch. Could come from left field with enough exposure. Flip: "These Brown Eyes" (2:26) (Minstrel Music, BMI—J. E. Holaday)

BILL CARLISLE (Chart 5117)

Can't Get Enough (2:26) (Window Music, BMI—Kingston) Bill delivers a semi novelty number about those who just can't get enough, no matter how much they have. An interesting topic with plenty of chart potential. Flip: (No Information Available)

THE SHRIMPERS (Paula 1236)

Tresch-Anne (2:30) (Su-Ma. BMI—Garrett The Shrimpers perform a soft, melodic 3/4 time instrumental that is bound to be remembered after a single listen. Can be heard over and over again with as much enjoyment each time. Flip: "Rascall" (2:10) (Cochise, BMI—Shrimpers)

BOBBY WRIGHT (Decca 32792)

If You Want Me To I'll Go (4:09) (Acuff Rose, BMI—Newbury) Unusually long for a country tune, this record is every bit rewarding the last few seconds as it is in the beginning. It looks as if Bobby has come up with a winner. Flip: "Rain Falling On Me" (2:05) (Husky Music, BMI—Peppers)



Country Roundup

Wally Cochran says, "The friendship of those I serve is the progress of my success" . . . Joe South, who penned "Rose Garden" for Bill Lowery's publishing company is prouder than a struttin' peacock. "Rose Garden" is beginning to bud abroad with releases currently soaring up the charts, or forthcoming the countries of Australia, Japan, Mexico, Central and South America, Spain, the British Isles, the Benelux Countries, and Sweden. There are four "Rose Gardens" in the British Isles not to mention the five recordings in Sweden.

Columbia Records artist Freddy Weller, the former pop/rock idol, firmly establishes himself in the land of country stardom with his third top 10 record, "The Promised Land". Weller is set to go back into the studio within several weeks and cut under the production of Billy Sherrill . . . The Encounters, a group of fourteen young people who attend Trevecca Nazarene College, have recorded a new album of songs written by Bill Gaither. The album is entitled "The Encounters/Gaither Style" . . . The Frost Brothers, a Nashville gospel singing group, has recorded a live album in Jackson, Tennessee as their first release for NRS Records . . . WHOO-Orlando is now spotlighting "Country Crossroads" each Sunday morning at 7:30. The program co-hosted by LeRoy VanDyke and featuring the views of country artists has been very well received in the area.

Buddy Mize producing a Whitey Shafer session for Starday-King with the Swampwater group working back-up. Mize describes the session as country/cajun—or even bordering on "country underground" . . . Dolly Parton is featured on each of the Porter Wagoner syndicated television shows, a series that has become one of the most successful and widely circulated programs in television history . . . In a recent listener survey conducted by WCYN-FM in Cynthia, Kentucky, Dee Mullins, Plantation recording artist, was voted "WCYN Country Artist Of The

Year" for 1970. Follow-Up honors went to Stonewall Jackson and David Houston, respectively. Female honors went to Loretta Lynn, Lynn Anderson, and Leona Williams.

Nancy Dee, popular vocalist and writer has been signed to an exclusive booking contract with Buddy Lee Attractions. Her songs have been recorded by such giants as Webb Pierce, Al Martino, Jimmy Davis, Max Powell, and many others and she has worked shows with such acts as Merle Haggard, Charley Pride, Faron Young, Kitty Wells, Lefty Frizzell, Jean Shepard, and as a regular with the Webb Pierce Show. Nancy recently headlined one of the biggest stage shows ever to play Las Vegas' Golden Nugget.

MGM Records logged a busy week with artists Lamar Morris and Walt Conklin in for sessions. Morris' new single, as yet untitled, is reported to be the finest song he's ever cut . . . Hank Williams, Jr. took a brief rest from his busy schedule for a two-day hunting trip in Clarksville, Tennessee. An avid game hunter, Hank, Jr. scored two wild boars and several turkeys . . . Decca's Warner Mack has a new hit record entitled, "You Make Me Feel Like A Man". Warner's new single had sold over 26,000 copies by mid-week after it's release . . . On the NASA moon shot, it was reported that Command Module Commander Stuart A. Roosa entertained himself by playing country music tapes, including those of Kitty Wells, as he orbited the moon. Miss Wells' reaction to her orbital airings was, "I've been telling my husband Johnny (Wright) for years that I was an out-of-this-world wife. I guess now he'll take me seriously".

An impressive lineup of Nashville talent recorded a series of network TV and radio commercials for the U.S. Air Force Tactical Air Command. Among the artists featured were Webb Pierce, Rusty Adams, Danny Davis, David Rogers, Peggy Little, Jean Shepard, George Morgan, Lynda K. Lance, Hank Locklin, Lorene Mann, Hugh X. Lewis, and several others . . .



Top Country Albums

| | | | |
|----|--|----|--|
| 1 | ROSE GARDEN Lynn Anderson (Columbia C 30411) | 1 | IN LOVING MEMORIES Jerry Lee Lewis (Mercury SR 61318) |
| 2 | FROM ME TO YOU Charley Pride (RCA LSP 4468) | 2 | HELP ME MAKE IT THROUGH THE NIGHT Sammi Smith (Mega M-31-1000) |
| 3 | THERE MUST BE MORE TO LOVE THAN THIS Jerry Lee Lewis (Mercury SR 61323) | 4 | WE ONLY MAKE BELIEVE Loretta Lynn & Conway Twitty (Decca DL 75251) |
| 4 | A TRIBUTE TO THE BEST DAMN FIDDLE PLAYER IN THE WORLD Merle Haggard (Capitol ST 638) | 3 | THE JOHNNY CASH SHOW #1 Sonny James (Capitol ST 629) |
| 5 | COAL MINER'S DAUGHTER Loretta Lynn (Decca DL 75253) | 5 | LISTEN BETTY, I'M SINGING YOUR SONG Dave Dudley (Mercury SR 61315) |
| 6 | FOR THE GOOD TIMES Ray Price (Columbia C 30106) | 6 | LYNN ANDERSONS GREATEST HIT VOL. 1 (Chart CHS 1040) |
| 7 | ELVIS COUNTRY Elvis Presley (RCA LSP 4460) | 7 | JIM REEVES WRITES YOU A RECORD (RCA LSP 4475) |
| 8 | BED OF ROSE'S Statler Bros. (Mercury SR 61317) | 8 | 100 CHILDREN Tom T. Hall (Mercury SR 61370) |
| 9 | PORTRAIT OF MY WOMAN Eddy Arnold (RCA LSP 4471) | 9 | THE BEST OF DOLLY PARTON (RCA LSP 4449) |
| 10 | MORNING Jim Ed Brown (RCA LSP 4461) | 10 | THE GOLDEN STREETS OF GLORY Dolly Parton (RCA LSP 4398) |
| 11 | ALL FOR THE LOVE OF SUNSHINE Hank Williams Jr. & Mike Curb Cong. (MGM SE 4750) | 11 | IDENTIFIED Nashville String Band (RCA LSP 4472) |
| 12 | THE BEST OF GEORGE JONES (Musicor MS 3191) | 12 | BRIDGE OVER TROUBLED WATER Buck Owens (Capitol ST 685) |
| 13 | THE FIRST LADY Tammy Wynette (Epic 30213) | 13 | FIFTEEN YEARS AGO Conway Twitty (Decca DL 75248) |
| 14 | TWO OF A KIND Porter Wagoner & Dolly Parton (RCA LSP 4490) | 14 | SNOWBIRD Anne Murray (Capitol ST 579) |
| 15 | WHERE HAVE ALL OUR HEROS GONE Bill Anderson (Decca DL 75254) | 15 | |
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Doyle: An Answer To CIRPA Charges

QUEBEC — M. W. Doyle, vp and managing director of Astra Records Ltd., who represents the CAB Committee Organizing the Broadcaster-owned Record & Publishing Companies, has replied to articles appearing in Cash Box concerning the Canadian Independent Record Producers (CIRPA), which has questioned the wisdom of broadcaster-owned disk-publishing operations.

In a letter to the magazine, Doyle has written, in part:

"Please look upon this letter as an open invitation to each and every independent producer in Canada to present either product or their services to us. The only criteria will be quality and the ability to produce records which have value in the

world markets. We can only represent to them, one more outlet for their talents. Preliminary surveys indicate to us that the needs of the broadcasting industry in Canada break down as follows:

- 50% M. O. R.
- 30% Contemporary (Rock)
- 17% C & W—Folk
- 3% Classical, Ethnic, etc.

"The job of an independent producer is to make hit records that sell. Our mandate is to help supply the needs of the broadcasting industry in Canada, bearing in mind the 30% Canadian content rulings, effective January 18th. Where is the 50% M. O. R. and the 17% C & W-Folk going to come from when most of the independent producers, of sheer necessity, must concern themselves only with the 30% Contemporary records which sell. Contemporary records 'sell' incidentally, because this is the product most pushed by the majors. It is my feeling that to this point, Canadian tastes in music have not really been defined because most of the music promoted and charted is that which is popular in the U. S. The assumption that Canadian tastes are identical to our neighbours to the south is not necessarily true. We propose to expose, promote and market, and ultimately, get charted, that music which is truly popular, here! A further extension of our mandate is to produce records which reflect Canadians and Canadian talent, not records which are simply copies of successful U. S. or U. K. acts. And if this 'thing' is ever going to happen, all of us must reject the attempts of foreign-owned record companies to exploit our raw talent by having them emulate the music of other countries in the name of Canadian content.

"With respect to the mention of pirate radio stations in England and the pavola that ensued, it is common knowledge payola has always been the easy way to get inferior product exposed. With a base of quality production which will have value in world markets as our criterion, we anticipate no such problems in dealing with independent producers or anyone else. If any of the CIRPA members have the product or talent meeting these requirements, we would be most anxious to hear from them. The reception afforded will be far from cold but rather that of any good businessman wanting to buy a product he needs."

Ember Compiles Barry Tribute

NEW YORK — Britain's Ember Records plans to market a special album devoted to the early works of Academy Award-winning film composer John Barry.

The album, to be personally supervised by Barry, will comprise some 16 tracks demonstrating Barry's composing and arranging talents. Included will be the opening of the film "Zulu," with the narration by Richard Burton, as well as representative themes from the score of "Four In The Morning," winner of numerous British honors.

The album appreciation will also incorporate Barry-backed tracks with artists such as Chad and Jeremy and Annie Ross, Jeff Kruger, label president, noted.

Prager To London

NEW YORK — Carl Prager, president of Allied Artists Music Co., is in London working with Composer Mort Shuman on the score of Allied Artists' "Romance of a Horsethief."

20 Songs (Of 24) Set For San Remo

MILAN — Twenty songs of a total of 24 have been announced by the San Remo Festival committee. Two artists will sing each song, although some second performers were not selected by presstime. The 20 songs, writers and performers are: AMSTERDAM by Calvi-Pace-Panzeri (Rosanna Fratello and Lionello) ANDATA E RITORNO by Albertelli-Renzetti (Fabrizio & Maurizio), "I Marmalade". CHE SARA' by Migliacci-Fontana ("Ricchi & Poveri", Jose Feliciano) COM'E' DOLCE LA SERA by Albertelli-Riccardi-Donatello (Donatello, Lorenza Visconti) COME STAI by Pazzaglia-Modugno (Modugno, Carmen Villani) IL CUORE E' UNO ZINGARO by

Migliacci-Mattone (Nada, Nicola di Bari)

IL DIRIGIBILE by Albertelli-Fabrizio & Maurizio (Antoine, Anna Maria Izzo)

NINNA NANNA (Cuore mio) by Albertelli-Riccardi (Dik Dik, Caterina Caselli).

NON DIMENTICARTI DI ME by Mogol-Lavezzi (Mal)

OCCHI BIANCHI E NERI by Testa-Deal Prete-Sciorilli (Pio, X)

L'ORA GIUSTA by Panzeri-Argegno-Conti-Pace (Orietta Berti, Michel Sardou)

ROSE NEL BUIO by Pace-Pilat-Panzeri (Gigliola Cinquetti, Ray Conniff)

SANTO ANTONIO, SANTO FRANCESCO by Pallavicini-Conte (Piero Focaccia, Mungo Jerry)

LO SCHIAFFO by Barsanti-Derni IL SORRISO, IL PARADISO by Menegale-D'Errico (Sergio Menegale, Wallace Collection)

SOTTO LE LENZUOLA by Beretta-Del Prete-Celentano (Celentano)

13 STORIA D'OGGI by Pallavicini Al Bano (Al Bano)

L'ULTIMO ROMANTICO by Donaggio-Pallavicini (Pino Donaggio, Claudio Villa)

UNA STORIA by Sergio Endrigo (Sergio Endrigo)

IL VISO DI LEI by Candovara-Lettera-Barracuda (I Nomadi)

Raeletts To Japan

HOLLYWOOD — The Raeletts, femme foursome who back Ray Charles in concert and on recordings, have been set for group's first solo tour of Japan, with Tangerine recording artists embarking on slate of club dates in and around Tokyo which started on Feb. 12. Last year, The Raeletts made their first Orient appearances with Charles on his international tour schedule, which included dates in Europe, South America, and the Far East.

International Artist Of The Week: MASSIMO RANIERI



Massimo Ranieri is the best-selling artist at CBS-Sugar Records. His victory at Italy's "Canzonissima," with "Vent'anni," a top 10 disk for the artist, entitles him to perform at the next Eurovision contest. Another top 10 recording for the performer is "Sogno D'Amore."

BASF Enters Ger. Disk/Tape Scene

GERMANY — BASF, the giant chemical firm and tape equipment manufacturer, is entering the German disk/tape scene on March 1. To implement the move, the company has purchased MPS Records, the catalog of which will form part of the initial release of 347 titles, including recordings by Errol Garner, Friedrich Gula, Ella Fitzgerald and Oscar Peterson. Additionally, there is product cut by BASF, including performances by ice skating champ turned artist, Hans-Juergen Baeumler, deejay Dieter-Thomas Heck, among others.



Clive Stanhope and Tim Satchell have signed a worldwide agreement with Sunbury Music to manage their publishing company, Beautiful Music Ltd. The company was primarily established to publish Continuum's music featured on their first album just released on RCA. At the signing of the documents are Andrew and Jack Heath of Sunbury Music, Clive Stanhope and Tim Satchell.

Brian Chater Reports Activity

CANADA — Brian Chater of Summerlea/Winterlea Music reports activity with the company's copyrights outside Canada.

"Doctor Tom" has now been released in both England & Europe with a cover version recorded in Italian, and "Fly Little White Dove, Fly" by The Bells, on which Summerlea owns the "B" side "Follow The Sun", is now available in the U. S. and is also just released in England, Europe and Japan.

In recent weeks, other material has been placed with foreign publishers in England, France, Germany, Italy and Belgium for recording by local artists.

Writer Francois Guy has also recently signed a recording agreement with Scepter Records in New York and is at present recording for early release in Canada and the U.S.



Great Britain

UPC, the disk subsidiary of the IBC recording company, has suspended the release of new product for several months for "a period of retrenchment", according to IBC executive George Clouston. The existing catalog of the label, launched last year, would continue to be promoted during this time, but the label manager Liz Gardener and her secretary have left. She took over from the original UPC chief Eddie Tre-Vett when he quit last December and will now concentrate on her publishing activities with her Dolbyn Music company which is the co-publisher of the recent No: 1 hit "Grandad" by Clive Dunn.

Negotiations have been progressing for the acquisition by Syad Ali, head of the Keith Prowse Wholesale firm, of the Birmingham-based wholesale company H. R. Taylor, and are nearing the final stage at the time of writing. The Taylor Organisation is a member of the British Independent Record Distributors chain, as was Keith Prowse, and if the talks come to fruition, Ali will then control both the exclusive disk distributors in the network. Other BIRD members are Lugton's and Clyde Factors, who both handle hi-fi and electrical hardware as well as records.

The new regime at MCA Records U.K. under the direction of Derek Everett is busy seeking out and signing new talent to the label. Louisa Jane White debuts with a single "Jerusalem" and negotiations are being concluded for two new groups Budgie and Stackridge with a major negro group under the wraps. On a non-exclusive basis MCA have signed

indie producers Rodger Bain, Tony Cox and Fritz Fryer. British artistes already on MCA's roster are Tony Christie (currently hitting with his "Las Vegas" single) and John Rowles (now resident in Hawaii). On the American side the company is going all out on promotion of Neil Diamond's "Taproot Manuscript" album following the success of his single "Cracklin' Rosie". They are also hoping to re-establish Rick Nelson in the U. K. market via his "Rick Sings Nelson" album.

Class International and Trend Records will open a South American office in Buenos Aires on April 4th. It will specialise in handling bookings for progressive acts in the sub-continent and looking after Trend repertoire in those territories. Barry Class made his decision on the new office after the recent Buenos Aires triumph of former Foundations lead singer Colin Young with his Development backing group. Young played three weeks in the Argentine capital to packed houses, and then went on to dates in Uruguay. His new Trend single "Any Time At All" was released here February 19th. Class set South American release of Trend through Philips and EMI during his visit and picked up some Spanish language progressive material for release in Spain. He came home via Los Angeles where he negotiated a Trend distribution deal for the States and Canada with Uni. First release under the pact will be "Peace For Our Time" LP by Warm Dust who will make an April campus tour in the States set up by the William Morris Agency.

Great Britain's Best Sellers

| | | | |
|----|----|----|--|
| 1 | 1 | 4 | *My Sweet Lord—George Harrison—Apple—Apple |
| 2 | 2 | 4 | The Pushbike Song—Mixtures—Polydor—Carlin |
| 3 | 3 | 3 | Stoned Love—Supremes—Tamla Motown—Jobete/Carlin |
| 4 | 6 | 3 | *Resurrection Shuffle—Ashton, Gardner, Dyke—Capitol—Edwards/Coletta |
| 5 | 5 | 5 | Amazing Grace—Judy Collins—Elektra—Harmony |
| 6 | 13 | 3 | *No Matter What—Badfinger—Apple—Apple |
| 7 | 11 | 3 | Candida—Dawn—Bell—Carlin |
| 8 | 4 | 6 | *Apeman—The Kinks—Pye—Carlin |
| 9 | 12 | 2 | *Your Song—Elton John—DJM—Dick James |
| 10 | 7 | 8 | *Grandad—Clive Dunn—Columbia In/Dolbyn |
| 11 | 9 | 12 | *Ride a White Swan—T. Rex—Fly—Essex |
| 12 | 10 | 10 | I'll Be There—Jackson Five—Tamla Motown—Jobete/Carlin |
| 13 | 17 | 2 | She's a Lady—Tom Jones—Decca—MAM |
| 14 | 8 | 5 | *Black Skin Blue Eyed Boys—Equals—President Grant/Kassner |
| 15 | 14 | 5 | You're Ready Now—Frankie Valli—Philips—KPM |
| 16 | 15 | 5 | You Don't Have To Say You Love Me—Elvis Presley RCA Feldman |
| 17 | — | 1 | It's The Same Old Song—Weathermen—B & C—Jobete/Carlin |
| 18 | — | 1 | *Las Vegas—Tony Christie—MCA—Intune |
| 19 | — | 1 | It's Impossible—Perry Como—RCA—Sunbury |
| 20 | 18 | 8 | *Blame It On The Pony Express—Johnny Johnson—Bell—Mustard *Local Copyrights |

TOP TEN LPS

| | |
|----|---|
| 1 | All Things Must Pass—George Harrison—Apple |
| 2 | Bridge Over Troubled Water—Simon & Garfunkel—CBS |
| 3 | Andy Williams Greatest Hits—Andy Williams—CBS |
| 4 | Tumbleweed Connection—Elton John—DJM |
| 5 | Tamla Motown Chartbusters Vol: 4—Various Artists—Tamla Motown |
| 6 | Led Zeppelin 3—Led Zeppelin—Atlantic |
| 7 | Sweet Baby James—James Taylor—Warner Bros. |
| 8 | Emerson, Lake and Palmer—Emerson, Lake, Palmer—Island |
| 9 | T. Rex—Tyranasorus Rex—Fly |
| 10 | Pendulum—Creedence Clearwater Revival—Liberty |

Germany's Best Sellers

| | | |
|----|----|---|
| 1 | 7 | My Sweet Lord—George Harrison—Apple (Electrola - Essex/Gerig) |
| 2 | 2 | Hier ist ein Mensch—Peter Alexander—Ariola—Arbos/Gerig |
| 3 | 1 | A Song Of Joy—Miguel Rios—Polydor—Melodie der Welt |
| 4 | 4 | Ich bin verliebt in die Liebe—Chris Roberts—Polydor Lilton/Aberbach |
| 5 | 3 | I Hear You Knocking—Dave Edmunds—MAM (Teldec)—Francis, Day & Hunter |
| 6 | — | Ruby Tuesday—Melanie—Polydor—Essex/Gerig |
| 7 | 11 | Cracklin' Rosie—Neil Diamond—UNI (Phonogram)—Accord |
| 8 | 8 | Fur dich allein (Du kannst nicht alles haben)—Roy Black Polydor—Lilton/Aberbach |
| 9 | 9 | Oh, wann kommst du?—Daliah Lavi—Polydor—Essex/Gerig |
| 10 | 6 | Paranoid-Black Sabbath—Vertigo (Phonogram)—Essex/Gerig |



Spain

Francisco Roses Janer has been appointed managing director and general manager of Discos Belter, S.A. by the board of directors. In June of last year he became the new general secretary of the IFPI Spanish Group, and he will alternate from now on both responsibilities. He has a lot of new ideas and projects for his firm and will radically change its ways. Victor Villegas, former promotion manager of Fonogram, S.A., has been appointed programming manager. The promotion department will split from now on in two branches: Felix Rodriguez will be in charge of the Polydor branch and Angel Sanchez of the Philips branch.

Carlos Fernandez Dabau is the new promotion manager of Discos Ekipo. Spanish RCA has opened a new recording studio at Doctor Fleming, 43, the firm's headquarters. Adolfo Pino, from Argentina, and many other top-brass executives (including U.S. and Canada) from abroad were present. Gil Beltran, Spanish RCA's general manager, left for Rome after the new studio's opening party, as he is building another studio over there.

Lorenzo Gonzalez was a top-rank

singer in Spain during the fifties. He has been away from the recording studios during the last decade but is coming back with the new single just released by Movieplay. He was at the peak of his popularity a "Bolero King" but is now performing Afro-Cuban music. Pablo Herrero has produced for Zafiro the L.P. "Herrerianas", which gives a new and youthful dimension to some of the finest compositions of the traditional Spanish music. The arrangements were by Ramon Farran. Maria Dolores Pradera (Zafiro) has been awarded in Colombia a Golden Record to the best performer from abroad, and Valen (RCA) had an outstanding success in all his personal appearances at the Cali Fair.

The Barbarela Discotheque has created the trophy "Barbarela de Popularidad" and awarded the first one to Victor Manuel (Fonogram). Odeon (Spanish E.M.I.) is promoting very strongly the American catalog Dunhill through radio and press publicity, street ads, etc. and a special double album—"Undersound upper-soul"—is being released soon to boost the overall campaign.

Italy's Best Sellers

| This Week | Last Week | |
|-----------|-----------|---|
| 1 | 1 | Vent'anni-Massimo Ranieri-Arion |
| 2 | 2 | Capriccio-Gianni Morandi-Mimo |
| 3 | 3 | Un Fiume Amaro-Iva Zanicchi-Curci |
| 4 | 4 | Tutt'al Piu'-Patty Pravo-Add |
| 5 | 6 | Io E Te Da Soli-Mina-Acqua Azzurra |
| 6 | 7 | Anonimo Veneziano-Stelvio Cipriani-Campi |
| 7 | 5 | Ma Che Musica Maestro-Raffaella Carra-Add |
| 8 | 12 | My Sweet Lord-George Harrison-Aromando |
| 9 | 8 | Una Ferita In Fondo Al Cuore-Mino Reitano-Fiumara |
| 10 | 9 | Ah, L'Amore Che Cos'e-Orietta Berti-Esedra |
| 11 | 10 | Anna-Lucio Battisti-Acqua Azzurra |
| 12 | 13 | Malattia D'Amore-Donatello- Ricordi |
| 13 | 14 | Paranoid-Black Sabbath-Aromando |
| 14 | 11 | Girl I've Got News For You—Mardi Gras-Ricordi |
| 15 | 15 | L'Appuntamento-Ornella Vanoni-Ariston |
| 16 | 25 | Io Ritorno Solo-Formula Tre-Acqua Azzurra |
| 17 | 16 | Una Storia Di Mezzanotte-Iva Zanicchi- RCA/RiFi |
| 18 | 17 | Viale Kennedy-Caterina Caselli-Mascheroni |
| 19 | 20 | Anonimo Veneziano-Solisti Veneti-Curci Erato |
| 20 | 22 | Non E' La Pioggia-Claudio Villa-Arion/Usignolo |

Japan's Best Sellers

| This Week | Last Week | |
|-----------|-----------|---|
| 1 | 1 | Bookyo—Shinichi Mori—(Victor)—Pub/Watanabe |
| 4 | 2 | Kyoto Bojoo—Yuko Nagisa —(Toshiba) Pub/Taiyo—UA |
| 2 | 3 | Hanayome—Norihiko Hashida & Climax (Express/Toshiba) Pub/Art Music |
| 3 | 4 | Shiretoko Ryoo—Tokiko Katoo (Polydor) Pub/Stone Wales |
| 6 | 5 | Daishoobu—Kiyoko Suizenji (Crown) Pub/Crown Music |
| 9 | 6 | As Years Go By—Mashmakhan (CBS/Sony) Sub—Pub/April Music |
| 5 | 7 | My Sweet Lord—George Harrison (Apple/Toshiba) Sub—Pub/Shinko Music |
| 10 | 8 | She Sold Me Magic—Lon Christie (Buddah)/Columbia) Sub—Pub/Aberbach Tokyo |
| 7 | 9 | Onna No Iji—Sachiko Nishida—(Polydor)—Pub/Nichion |
| 8 | 10 | Yuki Ga Furu—Adamo—(Odeon/Toshiba)—Sub—Pub/Toshiba |
| 14 | 11 | Darekasan To Darekasan—The Drifters—(Toshiba) Pub/Watanabe |
| 16 | 12 | Ikigai—Saori Yuki—(Express/Toshiba) Pub/All Staff |
| 19 | 14 | Never Marry A Railroad Man—Shocking Blue—(Polydor) |
| 15 | 13 | Let It Be—The Beatles—(Apple/Toshiba) Sub—Pub/Toshiba |
| 19 | 14 | Never Marry A Railroad Man—Shocking Blue (Polydor) Sub—Pub/Aberbach Tokyo |
| 20 | 15 | Mandom—Lovers of the world—Jerry Wallace (Liberty/Toshiba) |
| 11 | 16 | Onna No Asa—Kenichi Mikawa—(Crown)—Pub/Crown Music |
| 12 | 17 | Seasons—Earth & Fire—(Polydor/Grammophon) Sub—Pub |
| 13 | 18 | Memai—Mari Henmi—(Warner Bros.—Pioneer) Pub/Watanabe |
| 17 | 19 | Irresistiblement—Sylvie Vartan—(RCA) Sub—Pu/-b |
| 18 | 20 | Immigrant Song—Led Zeppelin—(Atlantic/Warner Bros.—Pioneer) Sub—Pub/- |

| This Week | Last Week | |
|-----------|-----------|--|
| 1 | 1 | Bridge Over Troubled Water—Simon & Garfunkel (CBS/Sony) |
| 4 | 2 | Enka No Kyooen—Kiyoshi To Keiko—(RCA/Victor) |
| 3 | 3 | Let It Be—The Beatles—(Apple/Toshiba) |
| 3 | 4 | Utaitugarete 25 Year—Keiko Fuji Enka O Utai (RCA/Victor) |
| 2 | 5 | Let Zeppelin III—(Atlantic/Grammophon) |
| 5 | — | The Ventures Best 20—(Liberty/Toshiba) |



Japan

Toshiba Musical Industry held the all Japan Sales Manager meeting for reviewing the past activities and for a sales perspective on February 3. Liberty broke the sales record in the last December and January since the company was formed.

The proceeds are expected to amount to 120% for budget in February and it is considered to be certain that approximately \$2 million proceeds will be accomplished.

In this meeting, sales prizes were awarded to the top three branches, the top ten salesmen of record and tape, and the top three tape salesmen that had done better work in Liberty branch vs branch sales promotion contest from the last November to January.

At the awarding ceremony, after sales manager Sakai made a report on the contest, the letter of thanks was presented to the top three branches by president Suga, and the manager

of Liberty international division J. B. Thomas, and to the salesmen, the letter of thanks and mementos were presented.

Director Kusano, of Shinko Music Publishing Company, who participated in Midem International Music Trade Fair came back home on February 2, and said as follows. "From Japan, King, Victor, Toshiba, Yamaha, Mr. and Mrs. Watanabe, Toshiba Record, Suiseisha, Hara Music Company, and about 20 musicians; Yasuo Miyagawa, Masaru Kawaguchi, Rei Nakanishi took part in the festival.

Typical features of this fair were that (1) Booths were very ordinary sized, and (2) the persons concerned participated to engage in business without booth. However I thought that for a show, it was greatly prosperous and successful. Throughout the world, 5000 persons visited the fair during the festival."

France's Best Sellers

- 1 Paranoid—Black Sabbath—Philips (Essex)
- 2 My Sweet Lord—George Harrison—Pathe (Tournier)
- 3 J'Habite en France—Michel Sardou—Philips (Match Music)
- 4 Essayez—Johnny Hallyday—Philips (Euro France)
- 5 Lady D'Arbanville—Cat Stevens—Philips (Labrador)
- 6 M Elancholy Man—Moody Blues—Decca (N.C.)
- 7 Le Caravanier—Julien Clerc—Pathe (Rideau Rouge)
- 8 Cry Me A River—Joe Cocker—RCA (Chappell)
- 9 Ratata—Rotations—Polydor (AMI)
- 10 La Fleur Aux Dents—Joe Dassin—CBS (Music 18)

Belgium's Best Sellers

| This Week | Last Week | |
|-----------|-----------|---|
| 1 | 4 | She's A Lady—(Tom Jones—Decca—MAM Music) |
| 2 | 2 | Rose Garden—(Lynn Anderson—CBS—Parade) |
| 3 | 5 | Chirpy Chirpy Cheep Cheep—(Middle of the Road RCA—RKM—Music) |
| 4 | 1 | Nothing Rhymed—(Gilbert O'Sullivan—MAM—April Music) |
| 5 | 3 | Knock Three Times—(Dawn—Stateside—Primavera) |
| 6 | 10 | Bridget The Midget—(Ray Stevens—CBS—Barnaby Music) |
| 7 | 8 | Hey Tonight/Have You Ever Seen The Rain—(Creedence Clearwater—Revival—Liberty—Burlington Music) |
| 8 | 6 | Rainbow I Love You—(New Inspiration—Decca—Appollo) |
| 9 | 11 | Silver Moon—(Michael Nesmith—RCA—Screen Gems Columbia Music) |
| 10 | 7 | Sweet Lord—(George Harrison—Apple—Essex) |

Etienne Smet, Postbus 56,2700 Sunt—Niklaas, Belgium.

Argentina's Best Sellers

| This Week | Last Week | |
|-----------|-----------|--|
| 1 | 1 | Nena, Tenga Noticias Para Ti—Mardi Gras (Fania-Music Hall); Carlos Bisso (RCA) |
| 2 | 2 | My Sweet Lord—(Apple) George Harrison (Odeon) |
| 3 | 3 | *Voso Sos Un Caradura—(Clanort) palito Ortega (RCA) |
| 4 | 5 | Ra Ta Ta—Fermata Rotation (Philips); Carlos Bisso (RCA); Trillizas de Oro, Habitantes (Fermata); Jacques Dutrons (EMI) |
| 5 | 4 | Golpea Tres Veces—Dawn (EMI) |
| 6 | 7 | *En Mi Pais—Abracadabra (Disc Jockey) |
| 7 | 6 | Yo Cantare—Miriam Makeba (Music Hall) |
| 8 | 10 | *Una Olo De Calor—(renay) Los Linceos (RCA) |
| 9 | 11 | Embustero Y Bailarin—(Korn) Luis Aguile (CBS) |
| 10 | 8 | Chirpy Chirpy Cheep Cheep—Lally Stott (Philips) |
| 11 | 13 | Mi Vida Y Yo—Tremeloes (CBS) |
| 12 | 12 | Rock Around The Clock—Bill Haley (RCA) |
| 13 | 14 | *Scaba Badi Bidu—(Melograf) Donald (RCA) |
| 14 | 9 | *Quiero Abrazarme A Tus Pies—(Anas) Sandro (CBS) |
| 15 | 17 | *Lastima, Hoy Te Tengo Lastima—(Pamsco) Larry Moreno (Music Hall) |
| 16 | 20 | Nunca Te Cases Con Un Ferroviario—(Korn) Shocking Blues (Polydor) |
| 17 | 15 | Que Cosas Tiene El Amor—Peret (Disc Jockey) |
| 18 | — | No Importa Que—Badfinger (Apple) |
| 19 | — | *Un Minuto De Tu Amor—(Relay) Los Galos (RCA) |
| 20 | 18 | San Anton—Andres Do Barro (RCA) |
| 20 | 19 | *Hoy Salgo Contigo—Blue Caps (Odeon) |

Top LP's

- 1 A Todo Calor—Selection (RCA)
- 2 Todos Juntos Vol II—Selection (Disc Jockey)
- 3 Joan Manuel—Joan Manuel Serrat (Odeon)
- 4 Palito Numero 21—Palito Ortega (RCA)
- 5 Victor Manuel—Victor Manuel (Philips)
- 6 Afrosamba—Vinicius-Baden Powell (Disc Jockey)
- 7 Candida—Dawn (EMI)
- 8 Alain Debray Vol II—Alain Debray (RCA)
- 9 En La Fusa—Vinicius de Moraes (Trova)
- 10 Muchacho—Sandro (CBS)



France

"Pathe was present at the Midem As Part of the EMI group. When you are lucky enough to have international stars appearing on the shows it can mean a very important promotion for these artist. The two Liberty groups (which we distribute) are ample proof of this fact. Eric Burdon And War and Ike And Tina Turner both scored heavily at the Midem and managed to appear in other places in France. Sales figures proved to be stronger than ever after these shows.

We also had the only two French artists on the bill: Julien Clerc and Regine both extremely successful. Our hope is that the Midem will soon find a way to have a general-public side to go along with the professional side of this market.

As for the record business, we must say that records (especially LP's) are selling well. January has been our biggest month in years as far as business is concerned. We had such hits (among others) as "Gilbert Beaud a l'Olympia", Julien Clerc a l'Olympia", "Frank Pourcel", "Tino Rossi" (selling very very well with: "les plus belles chansons du monde"). Pop Music also is selling more and more with groups like Deep Purple, Grand Funk Railroad, Pink

Floyd, Quicksilver and many more. And on the classical side our recent series La Voix De Son Maitre has been doing tremendously well..."

Pathe has just released a promotional double LP titled "Undersound Uppersoul" retailing at the price of one LP. These LPs offer the best names of the Dunhill catalogue. Buyers will be able to be part of a great contest. In case this set does not satisfy the public it can be changed against any other Pathe's LP within two days from the day it was bought.

EMI Pathe has recently asked a marketing company to make a survey among regular records buyer to establish which labels were the most popular in France. One out of three people answered Pathe Marconi and one out of four: La Voix De Son Maitre. Furthermore when these people were shown a list of all the different labels and asked which one they knew, Pathe and La Voix eD Son Maitre were named by 90% of them.

George Moustaki is in Canada before coming back to France for a tour... Frida Boccara in the States for a T.V. Show... Severine will represent Monte Carlo in the Eurovision Grand Prix.



Germany

From the 1st of April on, Hamburg as the center of the German record industry will become even more important, because the Kinney group will establish in this city a European agency. With the building-up of this organisation for the labels Warner Bros., Reprise, Atlantic, Atco, Elektra and Cotillion (distribution of this labels even now by Teldec and Metronome), Sigfried E. Loch, until now managing director of Liberty/UA in Munich, was charged. Responsible creative director for production, repertoire, press, public relations, promotion and marketing will become as a big surprise for the German trade Juergen Otterstein, managing director of Antenna PR GmbH, a subsidiary company of Deutsche Grammophon Gesellschaft.

After latest information, the English top-star Donovan will come in spring 71 to the small German town Hamel, to produce the film "The Pide Piper Of Hamlin". The sound track will be written by Donovan and naturally, he will also sing... In Vienna, the German speaking premiere of the musical "Sorbas" was a sensational success.

The Bayerische Rundfunk has invite entries for the 20th international music competition of the German radio stations. It will take place from the 31st of August till 17th of September 1971 in Munich. Concerned are the fields vocal music, piano, organ, violin, trumpet and duo violin/piano. Bidders of the age-class

1941 till 1954 can take part. Announcements can be addressed to: Internationaler Musikwettbewerb, Bayerischer Rundfunk, 8 Muenchen 2, Rundfunkplatz 1, till the 1st of July.

The Phoenix music publishing house removed from Frankfurt and Berlin to Munich. The new headquarters are in: 8 Muenchen, Hezog-Rudolf-Str. 3. The publishing house will mainly make possible the optimum evaluation of foreign copyrights in Germany. Managing director is Dr. Gerhard Weber, coincidentally chief of Liberty UA in Germany.

The Musical "Boeing, Boeing" by the Frenchman Marc Camoletti, composed by Peter Thomas and the hit singer Vico Torriani in the chief part had premiere in Berlin with great success... Intercord Tongesellschaft in Stuttgart has a new address: 7 Stuttgart 1, Libano Str. 3, Telephon 46 10 56.

Cliff Richard will come in March again to a concert tour through Germany together with the Shadows. Performances in 8 German capitols are planned. Electrola/Columbia will start therefore a special promotion campaign... Iron Butterfly came for TV shootings to Bremen and made a recording for the popular show "Beat-Club"... From this moment on Metronome had taken over the distribution for the record firm Deutsche Oversea Records in Konstanz. Speciality of Deutsche Oversea is the import of records from Italy, Greece, Spain, Yugoslavia and Turkey.

Australia's Best Sellers

| This Week | Last Week | |
|-----------|-----------|--|
| 1 | 1 | My Sweet Lord—George Harrison—Essex—Apple |
| *2 | 2 | Pushbike Song—Mixtures—Puly—Fable |
| *3 | 4 | Eleanor Rigby—Zoot—Northern—Columbia |
| 4 | 7 | Knock Three Times—Dawn—Essex—Bell |
| 5 | 3 | Fire and Rain—James Taylor—April—W B |
| 6 | 10 | I Hear You Knocking—Dave Edmunds—Albert—MGM |
| 7 | 6 | I Think I Love You—Patridge Family—Screen Gems—BELL |
| 8 | 5 | You Don't Have To Say You Love Me—Elvis Presley—Albert RCA |
| 9 | 9 | Song Of Joy—Miguel Rios—Castle—A & M |
| 10 | — | Band Of Gold—Freda Payne—Invictus |

* denotes local recording

EDITORIAL: The Selective Operator

Both consumers and industry people have suffered their share of troubles from the economic recession of 1970. Naturally enough, everyone has reacted to the money-tight, inflationary economy by becoming a bit more selective in what they buy . . . whether it be the housewife reading the product labels more carefully at the supermarket or the operator becoming even more picky about the merchandise he buys at the distributor.

There's really everything in the world to gain by becoming more selective in what you buy, provided the standards you use to guide your purchase are genuine. Selectivity in the marketplace is probably the only good thing that will result from the recession but it can work to everyone's disadvantage if they buy simply by price or not at all, rather than by quality in the goods on display.

Surely, every operator has always been careful about the jukes and games he buys. But over the past year, he's learned to give new items a real good going over before he plunks down his cash (or his notes). He not only wants to know the test location record of a new game, he wants to know what types of locations the new items were in, how many people came in, how much service was required in what length of time and so on, and he wants proof that the answers are accurate. Some have gone so far as to demand getting new machines on consignment and do their own testing before buying, but that's really going a bit too far, we think.

All this obviously means the operator wants all his new merchandise to be proven money-makers . . . better than anything else available. Same holds true in new record purchases. The music op wants his records pre-sold and that means being on the charts . . . preferably with a bullet. All this is fine, but lately, some tradesters have begun to wonder if the operator is asking a bit too much of his suppliers and not taking on sufficient risk obligation himself.

There's no secret that the operators make more money than anyone else in this business, generally speaking. They also risk the least when you consider the enormous chance a games factory takes in designing a new item, tooling up the line to make it, producing a first run, shipping to distributors and crossing fingers that it will sell. When the ops turn thumbs down it means big trouble for the distribs and factories . . . in some cases it has meant bankruptcy.

We bring these not-very-novel thoughts up for a specific purpose. In the course of becoming super-selective, the operator does himself and his industry a disservice over the long haul if he waits until everything's a smash hit before he buys it. Somebody's got to take the lead and try new merchandise, after all. Somebody's got to use his good old coin machine instinct when buying brand new records and machines, else new stuff would never take off at all.

Who are these brave souls, we wonder? These operators with the guts to use their skilled sense instead of laying back waiting for the sure thing? They are the real movers in this business. Ever think that while you wait for something to hit instead of relying on your instinct before buying, it's already making money for a competitive operator down the street? Consider the life-span of new games and records and

8-Ball Skills Join Pin Fun in Wms. 2-Pl.



Wms SOLIDS N STRIPES

CHICAGO — How about a marriage between the classic coin games of pinball and 8-ball billiards! Sound good? Well, that's exactly the ticket with Williams Electronics' brand new 'Solids n Stripes' two-player flipper, now shipping in quantity to the factory's distributors.

Any player should want to sharpen both his pinball and pool table prowess with this attractively designed game. An actual pool table playfield layout, rendered on the game's playboard complete with six kickout holes for the pockets, strikes your fancy right away, and if any pingame ever "compelled" a player to give it a whirl, this one surely does.

Of course, no pingame would be complete without a series of bell-ringing bumpers, rollovers and scoring lanes, which this table has in spades. But the essential idea of 'Solids n Stripes' is to make bonus points by "sinking" all of the solid object balls (first player), or all of the stripes (second player), then going for the 8-ball itself. Balls can be dumped into any of the six kickout pockets when shot by the flippers.

Incidentally, there's an extra ball for the player who sinks his series of balls, plus, he lites up the pockets

Used Game Boom Launching New United Bill. Div

UNION, N.J. — United Amusements, Int'l. Inc. was organized last December as a games sales and reconditioning subsidiary of United Billiards, Inc. and is proving to be a most worth while enterprise, according to the division's vice president Barry Feinblatt. Established essentially as an export and domestic distributing outlet for reconditioned equipment, United Amusement already enjoys a quality reputation as well as a broad base of US and overseas buyers, Feinblatt stated last week.

"These two months have seen this grow from an idea between United Billiards president Art Daddis and myself, thru the procurement of merchandise from American distributors, to hiring a skilled force of mechanics to repair and polish the machines on up to a functioning resale Dept. which is already shipping customers in thirty overseas markets, as well as here at home," Feinblatt advised.

"Our business is already quite well known to about 90% of your American distributors and jobbers. And I'd like to express my gratitude to those dealers who have shipped us the equipment we needed at the outset. To give you an idea of the kind of traffic we're doing at the present," he continued, "we have roughly 400 machines on our floor right now, three-quarters of which are sold and going out for shipment. We've been purchasing used equipment from distributors on a short term basis, to insure that we receive the inventory we need to fill our orders."

Spearheading the sales effort is Barry's brother Murray Feinblatt who's experience in coin machine sales in combination with Barry's own, give them commanding knowledge of all marketing channels in the industry, abroad and at home, in both street and arcade operating.

United Billiards president Art Daddis, also president of the Amusement
Cont'd on p. 38

scoring a 2,000 point bonus. To accommodate the super scores, 'Solids n Stripes' has five scoring reels to amass the points.

Bill DeSelm, Williams' sales manager, is urging all operators to place this piece on two-for-25c pricing. It is, of course, adjustable to 10c play and can be set to vend either a three or a five ball game. 'Stripes n Solids' can also be converted to an add-a-ball version.

This game has all the earmarks of a smash hit and the factory is counting upon a long production run. See it at your local Williams dealer soon as you can.

then chip off that lucrative first month or so it could have been making you money, because you sat back until some other operator proved it for you. Consider also that the folks in your locations go to other locations where new, exciting merchandise is working, and by the time you get around to bringing it in yourself, it's almost old hat.

If you're really watching your nickles and pennies these days, then we suggest keeping the "show-me" attitude before buying anything. But, if you're progressive and profit-minded, then catch those new records before they hit the charts, put out those new games before every other operator in your area does. Get back to the habit of making hits, and the hits will make more for you.



Location Programming Guide

THIS WEEK'S TOP RECORD RELEASES FOR COIN PHONOGRAPHS

Pop

ANOTHER DAY (3:41)

PAUL McCARTNEY

Oh Woman, Oh Why, Why, Why, (4:37) Apple 1829

WHEN THERE'S NO YOU (2:57)

ENGELBERT HUMPERDINCK

Stranger Step Into My World (3:24) Parrot 40059

DREAM BABY (2:35)

GLEN CAMPBELL

Here & Now (2:35) Capitol 3062

SIT YOURSELF DOWN (2:40)

STEPHEN STILLS

No Flip Info. Atlantic 2790

ADRIENNE (2:40)

TOMMY JAMES

Light Of Day (3:44) Roulette 7100

LUCKY MAN (3:33)

EMERSON, LAKE & PALMER

No Flip Info. Cotillion 44106

L. A. GOODBYE (2:49)

THE IDES OF MARCH

Mrs. Grayson's Farm (5:13) Warner Bros. 7466

R & B

DON'T CHANGE ON ME (3:22)

RAY CHARLES

Sweet Memories (3:31) Tangerine 11291

RAININ' IN MY HEART (2:31)

SLIM HARPO

Jody Man (3:40) Excello 2316

BE MY BABY (3:28)

CISSY HOUSTON

I'll Be There (2:45) Janus 145

C & W

WE SURE CAN LOVE EACH OTHER (2:45)

TAMMY WYNETTE

No Flip Info. Epic 10707

LOVE HAS TO DIE ALL BY ITSELF (2:40)

CHARLIE LOUVIN

I Wish It Had Been A Dream (2:41) Capitol 3048

THEY'RE STEPPING ALL OVER MY HEART (2:59)

KITTY WELLS

Your Old Love Letters (2:16) Decca 32795

check your local One Stop for availability of the listed recordings

Full Schedule Set for NAMA Western Convench

CHICAGO — A program ranging from management techniques and profit analysis to legislation and consumerism has been completed for the 10th NAMA Western Conference and Exhibit in the Anaheim (Calif.) Convention Center, March 19-21.

National Automatic Merchandising Association Chairman of the Board Ted R. Nicolay said that nearly 3,000 vending and food service management industry executives are expected to attend. Nicolay, who is vice president and western divisional coordinator of Servomation Corp., also is one of the key convention speakers.

Business sessions will begin at 10:30 a.m. in the Convention Center's Santa Ana Room. Coffee will be

served during the morning registration periods which begin at 9 a.m. on Friday, 9:30 a.m. Saturday, and 10 a.m. Sunday. The trade show will be open each afternoon in the nearby Exhibition Hall.

A "Training Guides For Service Personnel" workshop opens the program Saturday morning. Moderators will be NAMA employee selection and training committee chairman Charles E. Bertsch and NAMA director of conventions and education Gilbert H. Tansey.

"Industry Profit and Cost Trends," an illustrated study by Price Waterhouse & Co. partner Donald R. Smith, will tell operators how they have done, what they are doing, and

what will probably happen in the future.

University of Missouri marketing professor Dr. Don R. Webb will analyze pricing methods, problems, and solutions during an "Anatomy of Profitable Pricing Policies" on Saturday.

"Targeting On Profits" by NAMA board chairman Nicolay will be followed by the convention's keynote address. The speaker has not been announced.

Leading off Sunday will be "What They're Saying In The Marketplace — An Instant Replay (Live)," a consumer-oriented presentation conducted by NAMA public relations director Walter W. Reed.

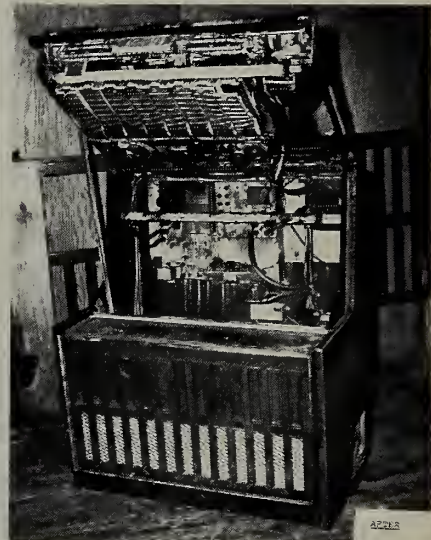
Rock Cooks But Works

Bob Nims, owner of Lucky Coin Machine (operating) Co. received news that his Rock-Ola 442,160 selection phonograph was almost totally destroyed in a fire at one of his locations recently.

After returning the phonograph to his shop and connecting it, it was discovered that it still worked despite the severe damage from the fire. As Bob Nims stated, "I don't wish to be biased, but when Rock-Ola makes them, they really make them."



Before (Above) and After (Below)



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IN

EVERY TYPE OF LOCATION EVERYWHERE

Wurlitzer Service Schools Dot U.S.A.

NORTH TONAWAND, N.Y. — Wurlitzer Field Service Engineers Harry Gregg, Karel Johnson, and Hank Peeteet opened doors to over fifty servicemen at two-day schools held in Charleston, Pensacola, New Orleans, Abilene, Chicago, and Albany, New York. As part of the company's expanding program designed to better acquaint those with Wurlitzer phonographs on location, the schools instructed participants on specific service features and mechanics of the new Zodiac 3500 series phonograph. Those in attendance included:

January 12-13, Charleston, West Virginia, conducted by Harry Gregg: Bill Anderson and Pinky Hughes, Broom & Anderson Amuse., Logan; Ged Nestor, Welch Music Co., Parkersburg; E. Louis Waldrop, Mid-Town Novelty, Morgantown; Robert A. Mitchell, Derrick Music Co., Charleston; Clyde Madeira, Ace Amusement Co., Northfork; William C Letart and Bill Flowers, Cruze Distributing, Charleston; Jack Bell, Victory Amusement, Summersville; Edward Williams, Coin Machine Dist., Kingsport, Tenn.

January 21-22, Pensacola, Florida, conducted by Harry Gregg: Billy Ray Palk and Huey C. Mancil, Costal Amusement Co., Ft. Walton, Florida; Johnny Johnson and Shelley Boyd, Dixie Amusement Co., Dothan, Alabama; Jimmy Barnes, Wayne Novelty, Waynesboro, Miss.; Vance Benedetti and Eugene P. Rhodes, Blacklock Amusement, Pensacola; William H. Craft, John A. Clark and Max Ellis, Blalock Music, Pensacola; George H. May, Jefferson Music, Birmingham, Ala.; W. H. Minger, Minger's, Niceville, Fla.; Glen Satterfield, Mobile Amuse., Mobile, Ala.; Dick Witkos, Dothan Amuse., Dothan, Ala.; C. Brasell, F. A. B. Distributing Co., Mobile, Ala.; S. A. Deaton, Deaton Amuse., Chickasaw, Ala.

(Cont'd on p. 40)

Ralph Ridgeway Dies At 82

SPRINGFIELD, MASS.—Ralph Ridgeway, owner-founder of the Vogue Music route here, died Saturday Feb. 6th at the age of 82. A true founding father of the jukebox and games business, Mr. Ridgeway was one of the original members of MOA, designated a lifetime member some years thereafter, and put in 15 years as president of the Western Mass. Guild in addition to his many other industry credits.

For years one of the Northeast's most prominent music and games operators, Mr. Ridgeway over recent years had sold off much of his route to former employees, keeping a small but comfortable number of jukebox stops which he continued to run himself up until his death. It is understood that his remaining stops will be sold to other routes in the area.

Mr. Ridgeway is survived by two sons, Ralph, Jr. and Paul, and a daughter. His wife Gladys predeceased him in 1961. Services were conducted out of the Byron Funeral Home in Springfield and he was buried in the Springfield Cemetery.



(L to R) UNITED'S M. Feinblatt, Daddis and B. Feinblatt

(Cont'd from p. 36)

subsidiary, spends most of his working hours supervising the manufacture and marketing of his popular line of 6-pocket tables. Shop and

warehousing space has been provided for the Amusement division in the large United Billiards factory on Progress St. here in Union, but the company president revealed plans for expansion into additional facilities in the same industrial park within coming months, to accommodate the expected growth in the Amusement end as well as for the production of a number of games United Billiards will make themselves. The Amusement division, incidentally will act as New Jersey distributors for the United Billiards games line, beginning with their "Daddio" game, set for production shortly.

Feinblatt declared that business in their brief time has been excellent and he counts on playing an increasingly stronger role in the domestic traffic in reconditioned music and amusement games which he describes as "flourishing." Feinblatt also intends building up their lines of new games for distribution in New Jersey and has already received the exclusive on Universal Products' new 'Stripper Gun' in that regard.

NAMA Member Drive Scores

CHICAGO — An intensive membership campaign conducted by NAMA was credited with producing 222 new member firms in 1970, according to a year-end report by NAMA president Dick Schreiber. The previous year 158 new firms joined the association.

Singled out for recognition by Schreiber was the membership "Committee of 100" which was headed by Canteen Corp. president Patrick L. O'Malley who also is NAMA's senior vice chairman.

"Pat O'Malley's committee, assisted by NAMA membership department director Miss Lillian M. Gritzbaugh, undertook one of the most aggressive programs in recent years. Their success has insured the strength of this association."

The association's membership at the end of 1970 consisted of 1,628 member firms and 604 branches of national operating firms, compared with year earlier figures of 1,615 firms and 638 branches.

Membership totals by category, as of December 31, 1970, were: 1260 operating companies, 604 branches of national operating firms, 48 machine manufacturers, 236 allied, 25 sustaining and 48 distributors. There also were 11 subscribers.

Syracuse Ops Learn Rock Mech

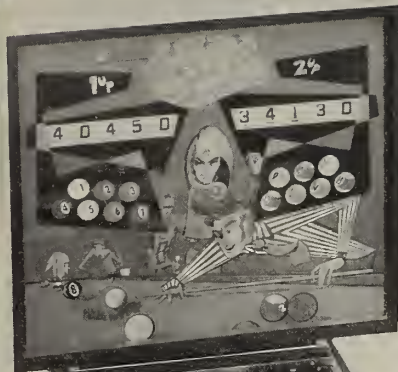
SYRACUSE—Bill Findlay, one of Rock-Ola's Field Service Engineers, last week took his traveling service seminar to the headquarters of Advance Distributing, Inc., for a day and night field service seminar. The school was based on the new 444 phonograph, but because the parts of all of Rock-Ola's phonographs—the 444, the 445 and the all new Console Deluxe 446—are common, the school covered all of the Rock-Ola phonograph lines.

Maurie Lerner, president and owner of Advance Distributing, Inc., stated "when you operate a service business and have to maintain a large inventory of service parts, it is refreshing to handle a line such as Rock-Ola where any one part when needed will, in 99% of the cases, fit any of the three phonographs in the present line plus most of their past phonographs for the last 3 or 4 years".



Rock-Ola's Bill Findlay (standing left) with Maurie Lerner pose for a photo with operators and mechanics.

Solids STRIPES



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THROUGH YOUR WILLIAMS DISTRIBUTOR

EASTERN FLASHES

CAMPAGNING FOR UJA STARTS—Al Denver, who is chairman emeritus of our local UJA division, has called members of his executive committee to first meeting for the 1971 fund raising campaign. Get-together will take place this Tuesday night (23rd) at UJA headquarters on 58th St., beginning at 6:00 P.M. "Because of the extraordinarily critical situation of the people in Israel today, it is vitally important that we try to secure the widest support for the United Jewish Appeal," said Al last week. "We in the coin machine division must therefore organize our campaign in the most effective basis." Al's hoping that all regular committee people, plus other traders interested in putting in some extra hours on this campaign, come up to the meeting.

AROUND TOWN—A major headache for operators is caused by the high number of location break-ins. Chatted with Bill Linn of Regal Music Co. in the village. He said there has been an overall increase of break-ins lately. Bill feels that everything goes in cycles, and has a theory which he referred to as a "five year" plan. Bill said he is definitely looking toward the next five year cycle and the one after that. We could not argue with an optimistic outlook such as this, despite the news that the Regal premises was also the target of an attempted burglary. The effort was in vain, we understand. The route picture is also caught in the web of continual change. "Locations will suddenly lock their doors," said Bill. "In many cases this is because of the character of the area, or being victims of too many robberies. So we are continuously building and rebuilding the route. It's all part of the five year plan," said Bill. . . . Thought we might check out the other side of the village, so we spent a few minutes on the phone with Stanley Nankof, Gold Coin Ind. Stanley said they have been very busy and presently, at any rate, things have been going smoothly. He also felt the music business had leveled off on the low side; from here on out it can and should get better. Mario has done a great job in setting up the shop with all the latest equipment, they're now able to handle the bulk of the repair jobs. . . . Bumped into veteran Sam Kramer, Larimour Vending Corp. Sam said that business was good. He's as active as ever on the route.

MORE BROTHERLY LOVE FROM PHILLY—The following item appeared in the recent monthly newsletter of Philadelphia's National Council of Jewish Women, and our thanks to Mrs. Sonnie Crane, the council's president, for sending it to us:

"We of the National Council of Jewish Women, Philadelphia Section are deeply grateful to Mr. Frank Ash of Active Amusement Co. through whose generosity we received a pool table for use by the patients of the Diagnostic and Rehabilitation in their recreation hall. We wish that everyone could see what a great difference in attitude the gift has caused in these patients. It was noted by the observer that from relatively passive indifference the patients became enthusiastically interested and alert. The line waiting to play pool was orderly and the table was in use 12 hours a day. As spring comes and the Center's hours are increased to 24 hours we know the table will be in constant use. With gifts such as this pool table and the spirit of cooperation of men like Mr. Ash we know the aims of the Diagnostic and Rehabilitation Center for 100% recovery will be met."

Mrs. Crane said that she is also indebted to Phil Steinberg of Eastern Music Systems for donating a beautiful jukebox which is now being thoroughly enjoyed by the patients. "We are grateful to all the fine men and women of the coin industry who are helping us," said Mrs. Crane. "We are dependent upon people in your industry and we are beholden to them."

CHICAGO CHATTER

A couple of brand new releases hit the trade this week. From ChiCoin—"Mardi Gras," a six-player automatic bowling game. Sample shipments are on their way to ChiCoin distributors across the country. Mort Secore's extremely high on the new piece and also had some words of praise for the "Big Flipper" 2-player pingame which made its debut a few weeks back. A very exceptional game of skill, according to Mort. . . . Williams just went into production on the new 'Solids n Stripes', two-player flipper with pool table motif. It's available for immediate delivery as of right now. Also on the factory's current production schedule are 'Flotilla' and 'Cimarron'. . . . The three-week trip hosted by Rock-Ola for a group of its distributors came to an end last week (as all good things must). Hosts Ed Doris and Les Rieck returned to their offices and the attending distributors to their respective places of business. Understand it was quite a marvelous experience. . . . Happy to report that World Wide Dist. salesman Art Wood underwent his annual checkup recently, got a clean bill of health and is back handling things at the distrib's Springfield offices. Chuck Furjanic, also a World Wide salesman, has been selling a lot of Musical Bandshells—and helping to install them as well. Chuck received extensive training from Seeburg and really knows the in's and out's of the equipment he sells. His territory includes the South Side of Chicago and suburbs. . . . How's this for an attendance figure—the recent national Sporting Goods Show, held at McCormick Place here in Chicago, attracted a record 28,422 persons, or 20% over the 1970 total. There were 1,125 exhibits. A very successful show indeed. The local NSGA office has already confirmed dates for next year, once again utilizing the more than ample facilities of McCormick Place. '72 show will run from Feb. 13-17.

Interstate United announced the appointment of Don Stanczak as general manager of its newly-opened Fritzel's Steak House in suburban Lombard, Ill. In a further announcement, Ellen T. Caplan was named general manager of IUC's Brass Rail Restaurant in the Sheraton O'Hair Motor Hotel (Rosemont). . . . Nice chatting with Ginny Ward of HiFi One Stop in Peoria. Ginny's quite in the know when it comes to programming operator singles and is constantly on the lookout for much of the specialized material many of them prefer. Some operators stick pretty closely to the top 100 charts when selecting records, she tells us. But depending on the location, there is a great market for standards, country material and the like. Among the biggest operator sellers at HiFi last week were: 'Oye Como Va' By Santana on Columbia, 'Here Come the Elephants' by Red Sovine on Starday, 'Drunk' by Ace Cannon on Hi, 'Closin' Time' by Bill Black on Hi, 'Country Road' by James Taylor on Warner Bros., 'Guess Away the Blues' by Don Gibson on Hickory and 'Harbor Lights' by Art Castle on Kapp.

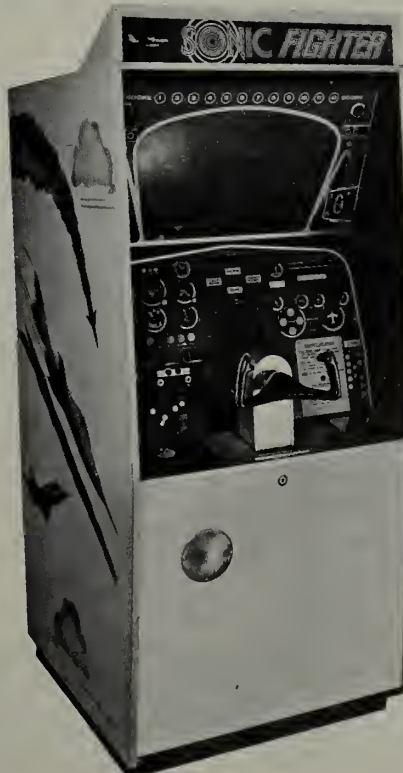
HOUSTON HAPPENINGS

An outstanding coin machine operator of the Southwest, Frank Toce, owner Melody Music Company in Lake Charles, La., was a recent visitor at H. A. Franz & Co. (Seeburg), Houston. Toce has a continuous record of over 45 years as a coin machine operator. He operated in Houston from 1921 (one of only four in city at first) until 1941. His brother, Charles Toce, also an operator, invented parking meters and was part owner of first organization to market those machines. Frank presently is a director in the Louisiana State Coin Machine Operators Association and active manager of his own major company. While slightly over retirement age he did not mention doing so. . . . Harry Butler, oldest son of L. C. Butler, owner Gulf Coast Distributing Co. (Wurlitzer) is now attending a graduate school in London, England. Butler's other son, Chris Butler is a student at Rice University, Houston. . . . Local operator Don Turner, owner Don Turner Music, seemed more concerned over failure to land a big redfish than about current business conditions. He might well consider that "losing the Big One" often credited to angler's lack of veracity, is plum reasonable because he hooked one bigger than he was prepared to handle. Sorter like getting floored by a pro fighter when just a plain hassle had been expected. Don is a prominent operator, ardent fisherman and owner of a large deep sea going boat. . . . Operator Philip Matranga, owner Matranga Music, either doing considerable business or putting on a good act. . . . Despite unstable business conditions Wurlitzer, Seeburg, Rock Ola and Rowe-AMI have thus far enjoyed a better than average year. . . . Converted briefly with Jeff Ward and charming wife Jeanette from Massey Music Co. located in nearby city of Baytown. Bob Davenport, music salesman for Central Sales, Inc., genial fellow as always, introduced us. . . . Houston Livestock Show And Rodeo, biggest thing of its kind in the Nation, opens here Feb. 26th. Featured entertainers are: Johnny Cash, Feb. 26-27-28; B. J. Thomas, Mar. 1-2-3-4; Glen Campbell, Mar. 5-6-7. Numerous coinmen hereabouts are slanting their wearing apparel Westernwise in observance of the event that means extra cash in the till. Said cash comes from wealthy stockmen hither and yon along with ordinary citizens who visit city just to buy tickets priced from \$1.50 to \$4.50 for rodeo performances in Astrodome.

CALIFORNIA CLIPPINGS

Hank Tronick of C. A. Robinson tells us that Bally's new 2 player "Vampire" just arrived and the weird backglass is causing a great deal of comment—looking like Halloween in February! The arcade season is starting early this year, as evidenced by a practically bare showroom floor insofar as used equipment is concerned. Jim Meador is frantically working to get all the used games out to fill orders on hand. Incidentally, Jim is their new Service Manager, filling the shoes (and those are mighty big shoes) of Mike Hall who, of course, is now assisting H. T. in sales and also supervising what is shaping up as one of the best parts department in town. Sandy Bettelmann, Al's youngest, is back in training, heading up the UCLA crew. This is Sandy's last year as Coxswain of the crew and he hopes to lead his team to an NCAA championship.

INTRODUCING SONIC FIGHTER, THE ONLY AIR-TO-AIR COMBAT GAME.



The player chases every plane in cloudy weather, using wild evasive tactics. They climb, dive and bank left and right. Sounds of jets and machine gun fire gives the player a thrilling illusion of realism. And when he gets his sights right on his enemy and makes a direct hit, the plane bursts into flames with a loud explosion, and spirals down with a howling shriek. Meanwhile, everyone watching the player gets excited too. They become impatient to be the next pilot at the movable controls.

Sonic Fighter. Another original from Allied. Tested and proven to be the biggest money maker yet. By the way, it's the least expensive on the market. It fits anywhere, 31-1/2" wide by 38 7/8" deep by 75" high.

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Cable: Mondinov, New York

Wurl. Service Schools

(continued)

Ala.; Tommy Null, Null Amuse., Meridian, Miss.

January 18-19, New Orleans, Louisiana, conducted by Harry Gregg; Robert J. Voltz and Merlin Guidry, Wurlitzer Distributing, New Orleans; Sal Pellichino, Melody Music Co., Hammond; Charles Jackson, Tridico Elect., Norco; Kenneth Burd, Silver Coin Music, Jackson, Miss.; Arnold Alston and Roy Malley, Alston Amuse., Gulfport, Miss.; Billy Ladner, Southern Music Bay St. Louis, Miss.

January 26-27, Abilene Texas, conducted by Karel H. Johnson: Guy W. Burroughs, B & B Vending, Odessa; Earl Hoover, J. W. Morton, Buster Hukel, John M. Pipes, Robert Mitchell, Jim Lipa, and Bill Kohutek, Dryer Music, San Angelo; Andy Grant, Howard Johnston, Bernard Baca, and George Meissner, Abilene Music, Abilene; R. G. Purvis, Commercial Music, Dallas.

January 26-27, Chicago, Illinois, conducted by H. W. Peteet: John W. Strog, South Central Music Co., Chicago; Frank A. Woods, Eastern Music Co., Chicago; Lary Stover, American Shucoboard Sales, Peoria; Salvatore Marrano, AA Swingtime Music Co., Chicago; Henry S. Dziewior, Melody Music, Chicago; and Edgar Blakely, South Central Music Co., Chicago.

February 3-4, Albany, New York, conducted by H. W. Peteet: Bill



Wurlitzer Field Service Engineer Hank Peteet looks on as operator Gerald Bornt of Amsterdam, New York learns a new service adjustment on the Zodiac phonograph. The lesson was part of a Wurlitzer two-day service school at Bilotta Enterprises, Albany, New York.

Schoonmaker, Kingston Amusement Co., Kingston; James E. Mecch, Bilotta Enterprises, Albany; John Dutcher, Dutchers Amusement, Inc.,

Mayfield Metal forms Vending Div.; Picks Petropoulos for Top Spot

MAYVILLE, WIS. — Pete Petropoulos has been appointed vice-president, sales and marketing for a new vending division being formed by the Mayville Metal Products Co., as was recently announced by J. F. Cooper president of the company.

Petropoulos a popular figure in and out of the coin machine industry has had a continued successful sales history in all phases for the past 25 years. He holds a degree in marketing and just finished three years employment with the Westinghouse Elec. Corp. Automatic Mds. Div. which was phased out. Petropoulos was their National Accounts & Military Sales manager.

As director of Special sales promotions for L. & M. Co. he appeared on many of their TV and radio pro-



PETE PETROPOULOS

Oneonta; Edward Hall, Modern Vending Co., Newburgh; James Woolheate, Lokel Amusement, Margaretville; Earl Peek, Buds Music Service, Schenectady; John Albert, Pier Box Corp., Albany; Gerald C. Bornt, Bornt Enterprises, Amsterdam; Bob Langlois, Mohawk Skill Games, Schenectady; and Bictor E. Zast, The Wurlitzer Company, North Tonawanda.

grams and for 15 years with Liggett & Myers Tobacco Co. was well known as Mr. Chesterfield. His world famous Chesterfield Satisfiers Baseball and Basketball teams played over 1000 games at Veterans hospitals and military bases.

A former prisoner of war, he is popular with many of the sportsworld and entertainment field. Among his many achievements, he is the holder of the Silver Star, Bronze Star, Purple Heart with Cluster, Presidential Citation, attesting to his fetes of bravery and courage.

He entered the vending industry in 1961 with Rudd-Melikian as national sales manager and in 1964 joined Rowe Mfg. as their Military and National accounts sales manager.

Petropoulos announced that Mayville Vending Div. had joined the NAMA and would show their new line of jumbo can vendors at the upcoming western NAMA show in Calif. Further announcements will be made as plans are formulated.

MILWAUKEE MENTIONS

Marty Johnson of Nutting Industries Ltd. is a most happy fella over the trade's reaction to the firm's current biggie "Red Baron." Orders have been flowing in steadily since the game's official release a few short weeks ago. It's a fantastic earner, says Marty! The Nutting factory, needless to say, is producing 'em and shipping 'em out as quickly as possible! . . . Get well wishes to Escanaba operator Enor Erlandsen (Superior Vending) who was hospitalized last week . . . Bob Rondeau of Empire Dist. took a brief trip out to Fond du Lac to call on Ben Lindberg of A-Z Vending and Floyd DeRusha of De Rusha Vending. Back at Empire, business is booming, Bob tells us, now that the weather in Green Bay has broken and the roads are cleared up. Among the distrib's hottest items are the Rock-Ola "446" phonograph and the new Gottlieb add-a-ball "Dimension" . . . Speaking of weather—it's always a bit worse in Brodhead! Marie Pierce of Pierce Music says business was somewhat soft because of bad weather and the resultant transportation problems. Comes the big thaw, however, and everything will be back to normal! Clint was attending a county meeting when we called so we didn't get the chance to say hello—maybe, next time! . . . John Jankowski of Radio Doctors says local operators are showing interest in the following singles: "No Love At All" by B. J. Thomas (Scepter), "Yonson From Wisconsin" by Stan & Doug (Golden Crest), "What Is Life" by George Harrison (Apple), "My Heart Is Yours" by Wilbert Harrison (Wet Soul) and "Better Move It On Home" by Porter Wagoner and Dolly Parton (RCA).

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NOTHING LIKE IT! NO ONE ELSE HAS DIVE...CLIMB!

Bank to Left or Right—Zoom in All Directions!
Dare-Devil Flying at Night, with a Bomber's View of the Realistic Curvature of the Moving Earth.

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CLASSIFIED ADVERTISING SECTION

COIN MACHINES WANTED

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

WANTED: Midway Red Balls, Joker Balls and Joker's Wild. Any condition. Contact AMERICAN MUSIC CO., 219 First Ave. South Great Falls, Montana. (406) 452-7301.

OLD BALL GUM OR PEANUT MACHINES, table model games of skill or chance from 1950 & earlier, early arcade machines, slots, any quantity or condition. SACKIN, 318 E. 70 St., N.Y.C., N.Y. 10021-212-628-0413.

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

WANTED: BALLY BINGOS, 6 CARD GAMES, SLOTS, uprights, flippers for export. Also late models AMI, Rock-Ola, Seeburg, Wurlitzer. All late flipper games. Write or call BOB JONES for best prices. ROBERT JONES INTERNATIONAL, 19 Brook Road, P.O. Box 181, Needham Hts., Mass. 02194. (617) 449-3330.

WILL PAY HIGHEST CASH PRICES FOR WILLIAMS, Gottlieb and Bally Pins, late model phonographs, bingos, uprights, slots. Call or write Bob Jones, ROBERT JONES INTERNATIONAL, 19 Brook Road, P.O. Box 181, Needham Heights, Mass. 02194 (617) 449-3330.

WANTED TO BUY AMI J-200, K-200, CONTINENTAL 2-200 Tropicana and Diplomat. We need Keeny uprights for export. Submit offers to Cross-Dunham & Co., 225 Wright Ave., "F", Gretna, Louisiana 70053.

WANTED—Seeburg Consolettes, Phonographs, new and used, Phono Vue attachments and film. Scopitone film, Late Model Drive Machines and Guns, Harvard Metal Typers. Also interested in distribution of allied equipment. ST. THOMAS COIN SALES, 669 TALBOT ST., ST. THOMAS, ONTARIO, CANADA. (519) 631-9550.

WANTED TO BUY: Machines that can be easily moved and require little maintenance for Firemen's Bazaars. L. & L. Party Favors, Tener Street, Luzerne, Penna. 18709. Phone (717) 822-0000.

COIN MACHINES FOR SALE

FOR SALE: Model 14 Auto Photo. EXCELLENT condition. Call or write. New in original cartons. Hollywood Driving Range, 15 ball golf game. Closeout \$295 ea. CLEVELAND COIN INTERNATIONAL, 2025 Prospect Avenue, Cleveland, Ohio. Phone (216) 861-6715.

FOR SALE: SEEBURG LSI-\$775, 480-\$495, LPC1-\$450, Wurlitzer 3000-\$495, 2910-\$375, 3010-\$415, 2710-\$275. AMI JEM-\$375. BIRD MUSIC DISTRIBUTORS, INC., P.O. Box B, Manhattan, Kansas 66502, or Phone 913-778-5229.

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

FOR SALE: Keeny Black Dragons, Wild Arrow, Twin Dragons, Flaming Arrows and Mountain Climbers. Also Bally Slot Machines, Triple Bells, Draw Bell and Buckley Track Odds. Want Old Slots. SAS-KATCHEWAN COIN MACHINE CO., 1025-104th St., North Battleford, Saskatchewan, Canada. Phone 445-2989—Area Code 306.

FOR SALE: Cigarette Machines good and clean off location, can be used as is. Corsair 20, \$45.00; Rowe 20-700, \$60.00; Corsair 30 column, new front \$75.00. Send 1/2 deposit to Guerrini's, 1211 W. 4th St., Lewistown, Pa. 17044.

FOR SALE: SEGA BASKETBALL \$250, MIDWAY Basketball \$250, Williams Derby Day \$275, Student Prince \$425, Casanova \$265, Jolly Roger \$395, Hayburner-III \$350, Beat Time \$495, Shangi La \$325, Spook Gun \$495. Operators Sales, Inc., 4122 Washington Avenue, New Orleans, Louisiana. 70125. (504) 822-2370.

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Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$5.00. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is NOT enclosed with order your classified ad will be held for following issue pending receipt of your check or cash. NOTICE—\$82 Classified Advertisers (Outside USA add \$52 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of One Full Year, 52 consecutive weeks. You are allowed to change your Classified Ad each week if you so desire. All words over 40 will be billed at the rate of 20¢ per word. Please count words carefully. Be sure your Classified Ad is sent to reach New York publication office by Wednesday, 12 noon, of preceding week to appear in the following week's issue.

Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 1780 Broadway, N.Y., N.Y. 10019

SPECIAL: 8 Nutting "105" I.Q. (red) Computer quiz machines, \$400 each. Southland Music Co., 3520 Towanda Trail, College Park, Georgia 30337. (404) 761-4233.

BINGOS AND SIX-CARD GAMES AVAILABLE. ALSO Keeny Red Arrows and Big 3's. These games are completely shopped. Call WASSICK NOVELTY, (304) 292-3791, Morgantown, W. Va.

ALL TYPES COIN OPER AMUSE MACHINES, NEW AND reconditioned. Ready for location. Write for latest listings. Full line and parts and supplies. MUNVES CORP., Dept. BC—577 10th Avenue, New York, N.Y. 10036. Phone 212—279-6677.

FOR SALE/EXPORT: NEW BACKGLASSES FOR COUNTRY Fairs, Sea Islands, Roller Derbys, Can Cans, Bikinis, Lite Lines, Cypress Gardens, Ballerinas, Black Dragons. Numerous used BACKGLASSES. Complete bingo games include County Fairs, Lagunas, Lidos, Circus Queens. MUSIC VEND DISTRIBUTING, 100 Elliott West, Seattle, Phone 206—284-7740.

FOR EXPORT: BRAND NEW MADE IN JAPAN JUKE Box, Kiddie Rides, Arcade, Gun, SUB-ROC SUPER-ROAD-7. CLAY GUN. now obtainable DISTRIBUTORSHIP, contact to KAY A. CHIBA, Port P.O. Box 111, Yokohama, Japan.

FOR SALE/EXPORT — USED SLOTS: BALLY Standard, 3 Line Play, Multipliers, Quick Draws, Assorted Mills, Electric Payout Jennings, Soace Jet Bell, Segas, Assorted Bally Bingos. "Games" Upright Multipliers. Write for particulars THOMAS TRADING COMPANY, 2622 Westwood Drive, Box 15391, Las Vegas, Nevada 89114. (702) 734-8818. Cable—VEGAS.

STEREO PICK-UPS: "SMC" FOR SEEBURGS "B" through "201" \$20; "WMC" for Wurlitzer Cobra, \$10. SOUND & SIGNAL SERVICE, Box 10052, Albuquerque, N. Mex. 87114.

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

FOR SALE: 12-R.C.A.-16 MM PANORAMS, PEEP shows wt. timers mint cond. Also film girlie nudes b & w used \$8.00, Color \$25. App. 400 ft. each. Money makers. RICHTER, 1063 Market St., San Francisco, Calif. Z 94103.

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

FOR SALE: 6-CUE RACK, MAHOGANY, BUILT BY JUNIOR ACHIEVEMENT, top quality and finish, send \$5.95 for sample. Prepaid west of Chicago, add \$1.00 east of Chicago, quantity discount—help put our youth to work. Budge Wright's WESTERN DISTRIBUTORS, 1226 SW 16th, Portland, Oregon 228-7565.

FOR SALE: GOTTLIEB CENTRAL PARK, CROSSTOWN, Royal Guard, Super Score, Williams: Derby Day, Touchdown, Teachers Pet, Midway: Sea Raiders, Firebird S/A, Cobra S/A. D & L DISTRIBUTING CO., INC., 5550 Derry Street, Harrisburg, Pa. 17111 (717-564-8250).

NEVADA FRUIT SLOT MACHINE OFFERS FOR EXPORT 500 Mills late model front-opening slot machines used \$200 each. 475 Bally bingos mostly Okay Feature games to Silver Sails \$298 each in quantity. Write, call or wire NEVADA FRUIT SLOT MACHINE CO., P.O. BOX 5734, RENO, NEVADA 89503 (702) 329-3932.

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BINGOS FOR EXPORT: BIG WHEELS, LAGUNA Beaches, Can Cans, Golden Gates, Circus Queens, Bikinis, Bountys, and Border Beauty. All types of pin balls available. D. & P. MUSIC, 27 E. Philadelphia Street, York, Pa. Phone (717) 848-1846.

ALL TYPES OF COIN-OPERATED EQUIPMENT: ADD-A-Balls, shuffles, guns, computers, etc. All types of phonographs, large selection on hand. Vending machines, from cigarette to candy to can drink, etc. . . all kinds, shopped to perfection. Write or call FLOWER CITY DIST. CO., 389 Webster Ave., Rochester, N.Y. 14609. Tel. (716) 654-8020 and ask for JOE GRILLO.

FOR SALE: Two Panoram peep show machines with optional 25c or 50c coin chute. Continuous reel that holds 1,000 ft. of 16mm film. Operated with a time unit. PHIL GOULD, 224 Market Street, Newark, N.J. Tel. 201—MARKET 4-3297.

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

30 BRAND NEW AUTOMATIC SHOESHINE MACHINES available in factory cartons. \$325 ea. FOB New Jersey. Call (212) WI 7-5659.

PINBALL SPECIALS. COMPLETELY RECONDITIONED: Bally Rock-Makers (4 pl) \$425.00; Dogies (4 pl) \$395.00; Safari (2 pl) \$345.00; Wigler (4 pl) \$325.00; Mini-Zag (1 pl) \$295.00; Blue Ribbon (4 pl) \$245.00; Rocket III (1 pl) \$195.00; Disco-tek (2 pl) \$145.00; Williams Casanova (2 pl) \$245.00; Hot Line (1 pl) \$195.00; Gottlieb Buckaroo (1 pl) \$145.00; Cross Town (1 pl) \$195.00; Surf Side (2 pl) \$325.00. Mickey Anderson Amusement Co., 314 E. 11th St., Erle, Pa. 16503. Phone (814) 452-3207.

FOR SALE: UNITED SHUFFLES: PALOS VERDE S/A \$900; Gamma \$625; model IQ Computer \$395. CC Hockey Champ \$275. MOHAWK SKILL GAMES CO., 67 Swaggertown Rd., Scotia, N.Y. 12302.

FOR SALE: Skippers \$385.00; Ice Revues \$135.00; Flip-A-Cards \$360.00; Groovys \$525.00; 8 Balls \$225.00; Fast Balls \$325.00; Aces & Kings \$585.00; Trail Drives \$385.00; Bowl-Os \$370.00; Camelots \$465.00; C.C. Speedways \$785.00; Sega Basketballs \$225.00; Univ. Prods. Stripper \$750.00. Also large stock of bingos. New Orleans Novelty Company, 1055 Dryades Street, New Orleans, Louisiana 70113. Tel. (504) 529-7321. Cable: NONOVCO.

SLOT MACHINES FOR EXPORT/SALE—Bally, Mills, Pace, Jennings, Uprights, Consoles, Bally Bingo Pinballs, Automatic Horse Race, Automatic Poker, Keno, Bingos. Si Redd's Bally Distributing Company, 390 E. 6th St., P.O. Box 7457, Reno, Nevada 89502 (702 323-6157). Las Vegas Office, 2409 Industrial Way, Las Vegas, Nevada 89102 (702 382-4145).

HUMOR

BE FUNNY FOR LESS MONEY! DEEJAY GAG SERVICE now in 12th year, is written for Deejays only. Clean, topical, completely air-useable. Send \$2.00 for sample copy, free back issue with first order. MORRIS, Suite 221, 7047 Franklin, Hollywood, California 90028.

DEEJAYS! 11,000 hilarious classified one liners, \$10. Or send \$15 for above plus 7,500 additional "Clever Remarks!" Unconditionally guaranteed. You must be delighted or we'll refund your money. Comedy catalog free on request. Edmund Orrin, Boyer Road, Mariposa, Calif. 95338.

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

EMPLOYMENT SERVICE

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

MECHANICS WANTED FOR MUSIC AND PINS. SALARY commensurate with ability. Time and half for over forty hour week. Liberal fringe benefits, plus vehicle. Contact AMUSE-A-MAT CORP., 123 E. Luzerne St., Philadelphia, Pa. 19124. Telephone (215) 329-5700.

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

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