

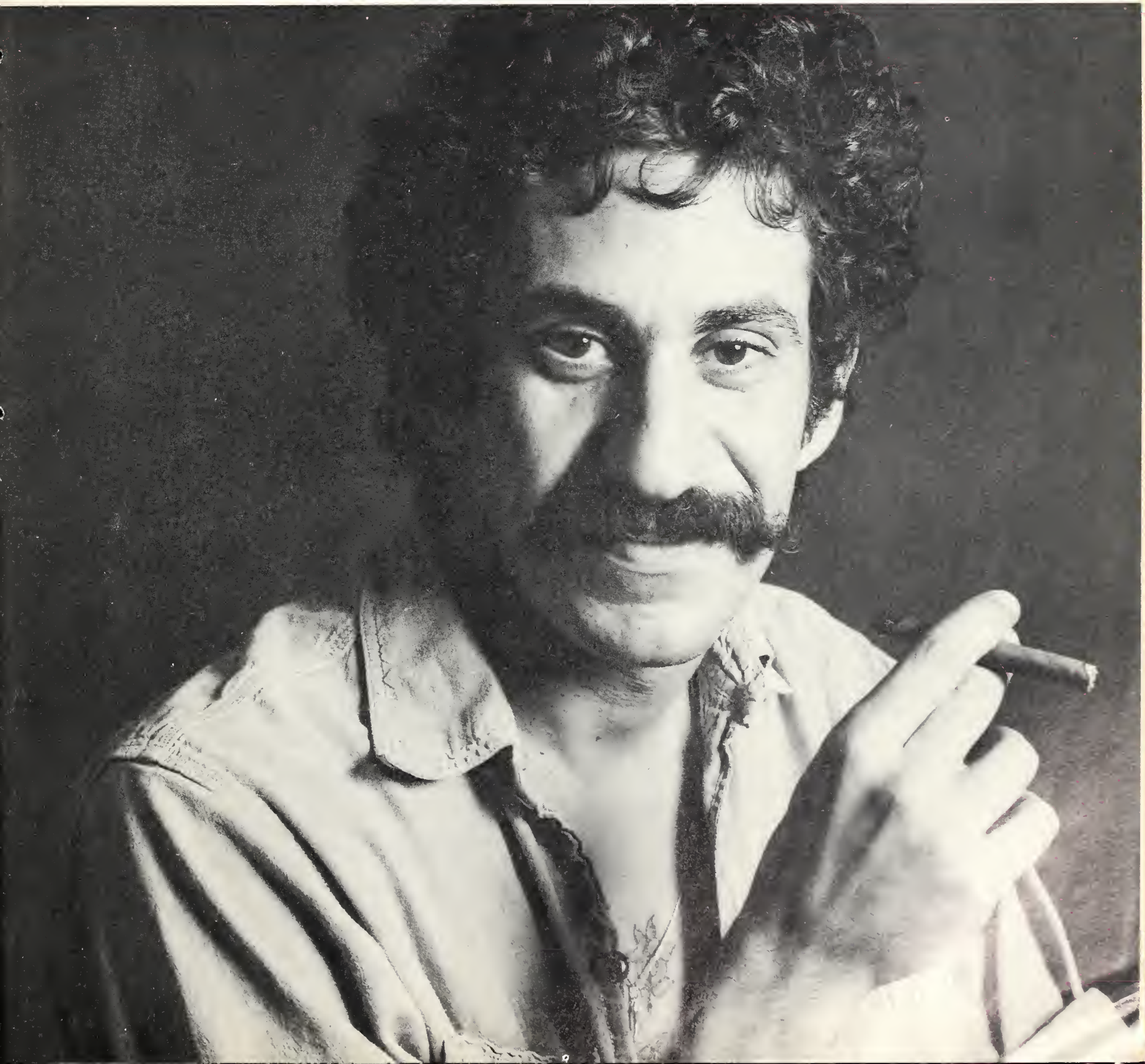
March 10, 1973

NEWSPAPER \$1.25

# Cash Box

**Larry Uttal Keynote To NARM: Act In Present To Assure Future . . . NARM Report Topics: Pricing, Returns, The Indie Distrib, Piracy, Quad, Video Disk, Awards . . . Soviets Agree To Int'l Copyright Law. New Labels Look To R&B To Make Things Happen (Ed).**

*JIM CROCE: ONE MORE SET OF HITS*





**In response  
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Earth, Wind & Fire's new single from their blistering album, "Last Days and Time" got so many requests that we just had to listen to Jimmy Bishop at WDAS and Andre Perry of WHUR-FM. They were the first to go on "Where Have All the Flowers Gone" and now everybody's getting on it.

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## New Labels Look To R&B To Make Things Happen

What should be the creative thrust of new, small indies that emerge on the scene? The answer is, to a great degree, being dictated by the economics of doing business on one's own, without, we may add, the hefty financial backing of a larger parent entity or another label itself. Newcomers entering the market these days are generally looking into the R&B area or the closely allied jazz fields.

Why? It's simply that the R&B sector of the industry provides the lowest cost factor in terms of commitment to an act. Although there is a tendency towards more elaborate R&B sounds, many R&B diskings can get by through the pure talent of the act and quality of the material. The song message the performer carries can carry more weight than the overall sound. Once produced, the R&B disk may not require extensive promo attention on a national basis. For R&B stations, as an example, are more inclined toward programming new recordings, which don't "have the numbers" at their inception to interest major market Top 40 radio. R&B, of course, has become an integral part of the overall pop picture and the re-

liance on radio's ability to expose them. Jazz recordings, which also benefit from lower recording costs, have a firm audience base which doesn't necessarily need "hits" to generate buyer appeal.

There was a time when labels dealing in R&B and jazz product were considered "specialty labels". As cited previously, this is no longer true. For in entering the indie label stakes at this time, choosing the R&B route, in particular, means going into business with the potential of doing large volume. Of course, once large volume success is achieved for newcomer indies, the type of music marketed can be expanded into other areas. At this time, tie-ins with large label operations may be attractive.

With the signing of rock acts and the extensive recordings costs and national promo required to help put them across beyond the scope of most companies first starting out, the R&B music market has emerged as the most likely candidate from which to open shop. Because of R&B's stature in the pop scheme of things, little labels today can mean a lot tomorrow.

# Top 100 Singles

1	KILLING ME SOFTLY WITH HIS SONG	Roberta Flack—Atlanta 2940	2	5
2	DUELING BANJOS	Deliverance Soundtrack—Warner Bros. 7659	1	3
3	LOVE TRAIN	O'Jays—Phila. Int'l 3524 (Dist: Columbia)	5	7
4	LAST SONG	Edward Bear—Capitol	6	8
5	COULD IT BE I'M FALLING IN LOVE	Spinners—Atlantic 2927	3	1
6	ALSO SPRACH ZARATHUSTRA	Deadato—CTI 12	11	15
7	ROCKY MOUNTAIN HIGH	John Denver—RCA 0829	8	10
8	DADDY'S HOME	Jermaine Jackson—Motown 1216	9	11
9	THE COVER OF ROLLING STONE	Dr. Hook & The Medicine Show—Columbia 45732	12	16
10	JAMBALAYA	Blue Ridge Rangers—Fantasy 689	10	13
11	I'M JUST A SINGER IN A ROCK & ROLL BAND	Moody Blues—Threshold 67012 (Dist: London)	14	18
12	CROCODILE ROCK	Elton John—MCA 4000	4	2
13	DANNY'S SONG	Anne Murray—Capitol 3481	18	25
14	DO YOU WANNA DANCE	Bette Midler—Atlantic 2928	13	14
15	BIG CITY MISS RUTH ANN	Gallery—Sussex 248 (Dist: Buddah)	19	24
16	NEITHER ONE OF US	Gladys Knight & Pips—Soul 35098 (Dist: Motown)	23	30
17	AUBREY	Bread—Elektra	22	26
18	AIN'T NO WOMAN	Four Tops—Dunhill 4339	27	32
19	GIVE ME YOUR LOVE	Barbara Mason—Buddah 331	24	28
20	PEACEFUL EASY FEELING	Eagles—Asylum 11013 (Dist: Atlantic)	21	22
21	HUMMINGBIRD	Seals & Crofts—Warner Bros. 7671	25	29
22	DON'T CROSS THE RIVER	America—Warner Bros. 7670	26	31
23	SING	Carpenters—A&M 1413	30	51
24	STIR IT UP	Johnny Nash—Epic 10949	29	34
25	DON'T EXPECT ME TO BE YOUR FRIEND	Lobo—Big Tree (Dist: Bell)	7	6
26	BREAK UP TO MAKE UP	Stylistics—Avco 4611	31	53
27	DEAD SKUNK	Loudon Wainwright III—Columbia 45626	32	42
28	SPACE ODDITY	David Bowie—RCA 9876	40	45
29	CALL ME	Al Green—Hi 2235 (Dist: London)	36	50
30	GOOD MORNING HEARTACHE	Diana Ross—Motown 1211	33	35
31	HELLO HURRAY	Alice Cooper—Warner Bros. 7673	38	44
32	KISSING MY LOVE	Bill Withers—Sussex 250 (Dist: Buddah)	37	43
33	SOUL SONG	Joe Stampley—Dot 17442 (Dist: Paramount)	34	36
34	LOVE IS WHAT YOU MAKE IT	Grass Roots—Dunhill 4335	35	40
35	OH BABE WHAT WOULD YOU SAY	Hurricane Smith—Capitol 3383	15	4
36	TIE A YELLOW RIBBON ROUND THE OLE OAK TREE	Dawn—Bell 45318	43	49
37	ONE LESS SET OF FOOTSTEPS	Jim Croce—ABC 11346	42	47
38	LITTLE WILLY	The Sweet—Bell 45251	44	54
39	KEEP ON SINGING	Austin Roberts—Chelsea 0110 (Dist: RCA)	41	46
40	MASTERPIECE	Temptations—Gordy 7126	49	58
41	PEACEFUL	Helen Reddy—Capitol 13527	48	56
42	MASTER OF EYES	Aretha Franklin—Atlantic 2941	50	57
43	MESSAGE	Cymande—Janus 203	39	41
44	TODAY I STARTED LOVING YOU AGAIN	Bettye Swann—Atlantic 2921	46	48
45	A LETTER TO MYSELF	Chi-Lites—Brunswick 55491	47	59
46	BOO BOO DON'T CHA BE BLUE	Tommy James—Roulette 7140	52	61
47	BITTER BAD	Melanie—Neighborhood 4210 (Dist: Paramount)	54	62
48	THE NIGHT THE LIGHTS WENT OUT IN GEORGIA	Vicki Lawrence—Bell 45303	55	69
49	ONE MAN BAND	Ronnie Dyson—Columbia 45776	58	73
50	YOU'RE SO VAIN	Carly Simon—Elektra 45824	16	12
51	SUPERMAN	Donna Fargo—Dot 1744	57	71
52	DO IT AGAIN	Steely Dan—ABC 11338	17	9
53	LIVING TOGETHER GROWING TOGETHER	5th Dimension—Bell 45310	20	21
54	MAGIC WOMAN TOUCH	Hollies—Epic 10951	65	72
55	PARDON ME SIR	Joe Cocker—A&M 1407	62	65
56	DANCING IN THE MOONLIGHT	King Harvest—Perception 515	28	17
57	DRIFT AWAY	Dobie Gray—Decca 33057	64	74
58	ROSALIE	Sam Neely—Capitol 3510	60	64
59	HOW CAN I TELL YOU	Travis Wammack—Fame 91008 (Dist: U.A.)	61	63
60	WISH THAT I COULD TALK TO YOU	Sylvers—Pride 1019 (Dist: MGM)	63	66
61	DAISY A DAY	Jud Strunk—MGM 14463	69	78
62	PINBALL WIZARD/SEE ME, FEEL ME	New Seekers—MGM/Verve 10709	70	80
63	ONE MAN PARADE	James Taylor—Warner Bros. 7682	67	76
64	THE TWELFTH OF NEVER	Donny Osmond—MGM 14503	76	—
65	DO IT IN THE NAME OF LOVE	Candi Staton—Fame 91005 (Dist: U.A.)	68	77
66	COOK WITH HONEY	Judy Collins—Elektra 45831	72	82
67	IF YOU GOTTA BREAK ANOTHER HEART	Albert Hammond—Mums 6015 (Dist: Columbia)	73	83
68	STEP BY STEP	Joe Simon—Spring 132 (Dist: Polydor)	75	85
69	OH LA DE DA	Staple Singers—Stax 0156	—	—
70	WILD FLOWER	Skylark—Capitol 3511	80	88
71	FOLLOW YOUR DAUGHTER HOME	Guess Who—RCA 0880	71	75
72	WALK ON THE WILD SIDE	Lou Reed—RCA 0887	77	86
73	ARMED AND EXTREMELY DANGEROUS	First Choice—Philly Groove 175 (Dist: Bell)	81	92
74	LOST HORIZON	Shawn Phillips—A&M 1405	78	81
75	THE CISCO KID	War-United Artists 163	—	—
76	WE DID IT	Syl Johnson—Hi 2229 (Dist: London)	79	84
77	DREAM ME HOME	Mac Davis—Columbia 45773	66	70
78	OUT OF THE QUESTION	Gilbert O'Sullivan—MAM 3628 (Dist: London)	—	—
79	WHY CAN'T WE LIVE TOGETHER	Timmy Thomas—Glades 1703	53	20
80	GYPSY	Abraham's Children—Buddah 340	88	—
81	GUDBUY T'JANE	Slade—Polydor 15060	89	—
82	FUNKY WORM	Ohio Players—Westbound 214 (Dist: Janus)	83	87
83	PUT ON YOUR SHOES AND WALK	Clarence Carter—Fame 179 (Dist: U.A.)	85	89
84	YESTERDAY I HAD THE BLUES	Harold Melvin & Blue Notes—Phila. Int'l 3525 (Dist: Columbia)	—	—
85	NAMES, TAGS, NUMBERS & LABELS	Association—Mums 6016 (Dist: Columbia)	86	90
86	BLUE SUEDE SHOES	Johnny Rivers—United Artists 198	—	—
87	CHERRY CHERRY	Neil Diamond—MCA 40017	—	—
88	STUCK IN THE MIDDLE WITH YOU	Stealers Wheel—A&M 1416	—	—
89	LET YOUR YEAH BE YEAH	Brownsville Station—Big Tree 161 (Dist: Bell)	93	97
90	CRAZY LEGS	Donald Austin—Eastbound 603 (Dist: Janus)	87	93
91	I'M DOIN' FINE	New York City—Chelsea 0113 (Dist: RCA)	92	95
92	SAW A NEW MORNING	Bee Gees—RSO 401 (Dist: Atlantic)	—	—
93	THE TEDDY BEAR SONG	Barbara Fairchild—Columbia 45743	97	—
94	STOP, WAIT & LISTEN	Circus—Metromedia 265	—	—
95	LAST TANGO IN PARIS	Herb Alpert & Tijuana Brass—A&M 1420	—	—
96	ROSANNA	Dennis Yost & Classics IV—MGM South 7012	98	—
97	WILL IT GO ROUND IN CIRCLES	Billy Preston—A&M 1411	99	—
98	GIRL YOU NEED A CHANGE OF MIND	Eddie Kendricks—Tamla 54230	100	—
99	SAIL ON SAILOR	Beach Boys—Brothers/Reprise 1138	96	—
100	BELL BOTTOM BLUES	Eric Clapton—Polydor 15056	95	96

## ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

A Letter To Myself (Julio-Brian—BMI)	45	Don't Expect Me To Be Your Friend (Kaiser/Famous—ASCAP)	25	Living Together, Growing Together (Colgems/New Hidden/J. C. Music—ASCAP)	53	Rosanna (Low-Sal—BMI)	96
Ain't No Woman (Trousdale/Soldier—BMI)	18	Do It In The Name Of Love (Heiress—BMI)	65	Lost Horizon (Colgems/New Hidden Valley/J. C. Music—ASCAP)	74	Saw A New Morning (RSO & Warner Bros.—ASCAP)	92
Also Sprach Zarathustra (Three Bros.—ASCAP)	6	Dream Me Home (Screen Gems/Columbia—BMI)	77	Love Is What You Make It (Wingate—ASCAP)	34	Sail On Sailor (Brother—BMI)	99
Armed & Extremely Dangerous (Nickel/Six Strings—BMI)	73	Drift Away (Almo—ASCAP)	57	Love Train (Assorted—BMI)	3	Sing (Jonico—ASCAP)	23
Aubrey (Screen Gems/Columbia—BMI)	17	Dueling Banjos (Warner/Tamerlane—BMI)	2	Magic Woman Touch (Bramsdene/Famous—BMI)	54	Soul Song (Al Gallico/Algee—BMI)	33
Bell Bottom Blues (Casserole—BMI)	100	Follow Your Daughter Home (Dunbar/Cirrus/Expressions—BMI)	71	Master Of Eyes (Pundit & Syberia—BMI)	42	Space Oddity (Tro-Andover—ASCAP)	28
Big City Miss Ruth Ann (Cedarwood/Free Breeze—BMI)	15	Funky Worm (Bridgeport—BMI)	82	Masterpiece (Stone Diamond—BMI)	40	Step By Step (Gaucho/Belinda & Unichappell—BMI)	68
Bitter Bad (Neighborhood—ASCAP)	47	Give Me Your Love (Camad—BMI)	19	Message (Heavy—BMI)	43	Stir It Up (Cayman—ASCAP)	24
Blue Suede Shoes (Hill & Range—BMI)	86	Good Morning Heartache (Northern—ASCAP)	30	Names, Tags, Numbers & Labels (Landers/Roberts & April—ASCAP)	85	Stop, Wait & Listen (Nitty Gritty—BMI)	94
Boo Boo Don't Cha Be Blue (Big 7—BMI)	46	Gudbuy T' Jane (Barn)	81	Neither One Of Us (Keca—ASCAP)	16	Stuck In The Middle With You (Hudson Bay—BMI)	88
Break Up To Make Up (Bellboy & Assorted—BMI)	26	Gypsy (Black & White & Musical Friends—CAPAC)	80	Oh Baby What Would You Say (Chappell—ASCAP)	35	Superman (Prima Donna—BMI)	51
Call Me (Jec & Al Green—BMI)	29	Hello Hurray (Warner Bros.—ASCAP)	31	Oh La De Da (Muscle Shoals—BMI)	69	The Cisco Kid (Far Out—ASCAP)	75
Cherry Cherry (Tallyrand—BMI)	87	How Can I Tell You (Irving—BMI)	59	One Less Set Of Footsteps (Blendingwell/Wingate—ASCAP)	37	The Night The Lights Went Out In Georgia (Pixruss—ASCAP)	48
Cook With Honey (Bojo—ASCAP)	66	Hummingbird (Dawnbreaker—BMI)	21	One Man Band (Blackwood—BMI)	49	The Teddy Bear Song (Duchess—BMI)	93
Could It Be I'm Falling In Love (Bellboy—BMI)	5	If You Gotta Break Another Heart (Leaders/Roberts/April—ASCAP)	67	One Man Parade (Country Road/Blackwood—BMI)	63	The Twelfth Of Never (Empress—ASCAP)	64
Cover Of Rolling (Evil Eye—BMI)	9	I'm Doin' Fine (Mighty Three—BMI)	91	Put On Your Shoes & Walk (Giant—BMI)	83	Tie A Yellow Ribbon (Levine & Brown—BMI)	36
Crazy Legs (Bridgeport—BMI)	90	I'm Just A Singer (Leeds—ASCAP)	11	Peaceful (Four Score—BMI)	10	Today I Started (Blue Book—BMI)	44
Crocodile Rock (Dick James—BMI)	12	Jambalaya (Acuff-Rose—BMI)	39	Peaceful Easy Feeling (Jazzbird/Benchmark—ASCAP)	41	Walk On The Wild Side (Oakfield Avenue—BMI)	72
Daddy's Home (Nom—BMI)	8	Keep On Singing (Pocket Full Of Tunes—BMI)	10	Pinball Wizard/See Me, Feel Me (Tracks—BMI)	20	We Did It (Jec—BMI)	76
Daisy A Day (Pierre Cossette/Every Little Tune—ASCAP)	61	Killing Me Softly (Fox-Gimble—BMI)	32	Pardon Me Sir (Tro-Andover—ASCAP)	55	Why Can't We Live (Sherlyn—BMI)	79
Dancing In The Moonlight (Saint Nathanson—BMI)	56	Kissing My Love (Interior—BMI)	1	Peaceful (Easy Feeling—ASCAP)	41	Wild Flower (Edsel—BMI)	70
Dead Skunk (ASCAP)	13	Last Song (Eyor—ASCAP)	4	Put On Your Shoes & Walk (Giant—BMI)	83	Will It Go Round In Circles (Irving/W.E.P.—BMI)	97
Deliverance Soundtrack (ASCAP)	1	Let Your Yeah Be Yeah (Irving—BMI)	14	Rosalie (Seven Iron—BMI)	58	Wish That I Could Talk To You (Dotted Lion/Sylco—ASCAP)	60
Edward Bear (ASCAP)	6	Little Willy (Chinnichap/Rak—ASCAP)	22	Rocky Mountain High (Cherry Lane/ASCAP)	7	Yesterday I Had The Blues (Mighty Three—BMI)	84
Edward Bear (ASCAP)	6			Rosalie (Seven Iron—BMI)	58	You're So Vain (Quackenbush—ASCAP)	50

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KSHE—St. Louis  
KBey—Kansas City  
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AT THE TOP!



# Larry Uttal Keynote To NARM: Act In Present To Assure Future

## Exec Cites Current Ills

HOLLYWOOD — A fanciful 2001 glimpse into the future of the music industry provided the springboard for a look at the present in a keynote address by Larry Uttal, president of Bell Records, before the 15th annual convention of NARM here last week.

Uttal's flight of fancy brought the conventioners to the year 2001, a period in which the offspring of today's industry leaders have taken over; a \$20 billion industry ("we should double that in the next decade"); a moon transmitter that only large labels can afford to service; half the population under the age of 39 and the need to meet the tastes of those over 40; the one-inch cube "golf ball" record born of a "delivery tube" postal system; completely computerized consumer retail purchases; the continuing evil of piracy.

Returning to the present, Uttal stated: "Before we reach that golden turning point of 2001—don't worry, if you don't, your sons and daughters will—we've got to weather the problems of the present and I don't have to tell you that they are considerable. There's no doubt in my mind that this record industry of ours has a tremendous future, but to get there we'll first have to make sure that we survive the present . . . some problems are serious enough to require all the efforts we can make together to solve them because they are holding us back from reaping the profits, the sales, the customer loyalty and the

manufacturer-distributor-retailer rapport that we should have."

Uttal then detailed his beliefs in the area of independent distribution, pricing, returns and piracy.

Here are comments by Uttal in each of these areas:

### INDEPENDENT DISTRIBUTION

"I'm absolutely convinced that it is extremely vital to support independent distribution and to keep independent distributors alive. If we don't keep independent distributors going, or, for that matter if we don't stimulate the growth and the concept of independent distribution and manufacturing, we will be killing the lifeblood of our industry. Why? Because the conglomerates cannot and will not provide the stimulus, the excitement, the desire to grow and the desire to become part of an industry, all of which are necessary in the critical period ahead. And as a result, a rec-

(Cont'd on p. 26)

## New NARM Pres: Peter Stocke

HOLLYWOOD — New officers of NARM, announced last week, are president Peter Stocke, of Taylor Electric Company, Record City, Milwaukee, vp Dave Lieberman, of Lieberman Enterprises, Minnesota, treasurer Jay Jacobs of District Records Inc., Washington D.C., and secretary Jack Silverman of ABC Records and Tapes. Newly appointed to the board are Dan Heilicher, of J. L. Marsh, Minneapolis, Jay Jacobs, and George Souvall, of Alta Distributing, Phoenix.

## FRONT COVER:



In a matter of months, Jim Croce has risen from the obscurity of a talented troubadour to the prominence of one of the brightest new performers on disk. Last July, ABC/Dunhill released his first single the title tune from his debut album for the label, "You Don't Mess Around With Jim," which went top 10. From that same album followed another hit single, "Operator."

Under the production of Cashman & West, Jim is currently in the midst of his third single success, "One Less Set Of Footsteps," bulleted at #37 this week, from his second LP, "Life And Times," which is charted at the #69 spot. Jim has reinforced his recording prowess with extensive bookings around the United States, as evidenced by his tour, now in progress, with Loggins & Messina.

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## Indie Distribution: Can It Accomplish Future Growth?

LOS ANGELES — "The survival of the indie distributor is not what we should address ourselves to, but, rather, how does the indie distrib expect to accomplish future growth?" That was the prime subject of discussion and the question posed by Mary Schlachter, president of Chess Records, who chaired the NARM convention's Manufacturer/Distributor Rap Discussion with Seymour Greenspan, principal of the Summit Distribution Company of Chicago.

The general conclusion was that the future growth of the indie distrib would come from the continued growth and development of the indie labels they distribute and from the survival-of-the-fittest concept that would probably result when weak distributors in an area fold and remaining distributors are strengthened by picking up the lines the folding distrib loses.

Irwin Steinberg, president of Phonogram, suggested that the indie distributors should try to make a company like A&M, which has stuck with the indie distributors and compiled a volume somewhere in the \$50,000,000 range into a \$100,000,000 company, and the

## Heilichers Win NARM Merch. Award

HOLLYWOOD — NARM's first Merchandiser of the Year award has gone to Amos Heilicher, along with his brother, Dan, who operate J. L. Marsh, Heilicher Bros., a division of Pickwick Int'l. This award was presented at a special brunch at last week's convention, at which Loretta Lynn performed. Award was presented by Bruce Lundvall of Columbia, a member of NARM's manufacturer advisory committee.

# Pricing From Label To Consumer Is Strong Issue Raised At NARM

HOLLYWOOD — The pricing of recordings from manufacturer down to the ultimate consumer was a recurrent theme at last week's NARM convention.

Virtually from the official opening of the meet—Larry Uttal's keynote address (see separate story)—pricing was a prime source of comment and debate.

Even a non-music man, economist Dr. Pierre A. Rinfret, picked up the subject during his talk, which followed Uttal's remarks on Monday (26). Referring to Uttal's comments, Dr. Rinfret stated: "I charge (for his investment advisory service) whatever I think they'll pay."

Then came John Cohen of Disc Records, who, speaking as part of same Monday morning's speech program, offered a hard-hitting commentary, "Partners in Progress or Partners in Madness" (see separate story).

Pricing on the consumer level touched off wide-ranging commentary during a retailer/manufacturer rap session, chaired by Tony Martell, president of Famous Music, and Russ Solomon, head of Tower Records, the west coast discount chain. Solomon said he was "reluctant" to break the \$4 barrier on LP pricing on the theory that low price draws customers into the store. "We can't stop the sale of a hit. We sell lots of titles that aren't hits and we're looking for multiple sale." According to Solomon, the average sale in his LA store amounts to two 2½ LP's per customer (\$8).

Responding to comments from the floor, Martell said that the manufacturer had a stake in the profitability of retailers, since non-profitability

meant business failure. "We need retailers to cultivate product," he said.

Much of the remaining period of the discussion centered around the role of record and premium product clubs in competing with retailers. Lee Hartstone of the Warehouse took harsh view of record clubs, claiming that they "set a price image, suggesting or implying a low price for recordings." As to TV direct-mail programs, he said that the consumer was getting value on one country music offer that amounted to \$70 worth of product at his outlets. "The retailer

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## More NARM News

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## NARM Awards:

# Atlantic Execs; '72 Best Sellers

HOLLYWOOD — NARM's executive award this year goes to a trio, Ahmet Ertegun, Nesuhi Ertegun and Jerry Wexler, who run Atlantic Records.

The Atlantic execs received the Presidential Executive Award, while the late Judy Garland received the Presidential Creative Award, which was accepted by her daughter, Liza Minnelli.

In addition to this award, last week's NARM dinner and awards show also saw the presentation of best-selling awards for 1972. These included: single: American Pie by Don McLean (UA); album: Tapestry by Carole King (Ode), which also won last year; soundtrack or cast LP: "Superfly" (Curton); male artist: Neil Diamond (MCA); female artist: Carole King; male country artist: Charley Pride (RCA); female country artist: Donna Fargo (Dot); male soul artist: Al Green (Hi), who accepted the award; female soul artist: Roberta Flack (Atlantic).

Also, group: Moody Blues (Threshold/Deram); orchestra: Burt Bacharach (A&M); comedy LP: Big Bambu, Cheech & Chong (Ode); jazz artist: Isaac Hayes (Stax); instrumental LP (write-in vote): Summer of '42, Peter Nero (Columbia); classical LP (write-in vote): tie: Switched On Bach, Walter Carlos (Columbia) and Leonard Bernstein's Mass (Columbia); children's LP (write-in vote): Sesame St. 1 (Columbia) and 2 (Warner Bros.); economy LP (write-in vote): Burning Love, Elvis Presley (RCA); new male artist: Don McLean; new female artist: Carly Simon (Elektra); and new group: America (Warner Bros.).

## 1300 Register At NARM Confab

HOLLYWOOD — Registration at last week's 15th annual convention of NARM came to 1300, about the same as last year in Miami Beach, Fla. Overall attendance at the meet, held in the Century Plaza Hotel, was further swelled by many non-registered music men who work out of the Hollywood music industry. Next year's meet, reflecting NARM's policy of alternating between east and west coasts, will be held in Miami Beach. The Hollywood meet was SRO, with registration closed several weeks before the start of the convention.



# Radio Active

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

TITLE	ARTIST	LABEL	% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
1. The Night The Lights Went Out In Georgia	Vicki Lawrence—Bell		32%	69%
2. Tie A Yellow Ribbon—Dawn—Bell			30%	92%
3. The Twelfth Of Never—Donny Osmond—MGM			29%	39%
4. Peaceful—Helen Reddy—Capitol			24%	65%
5. Space Oddity—David Bowie—RCA			22%	93%
6. Stir It Up—Johnny Nash—Epic			22%	97%
7. Out Of The Question—Gilbert O'Sullivan—MAM			19%	35%
8. Call Me—Al Green—Hi			18%	18%
9. Cisco Kid—War—United Artists			17%	17%
10. Masterpiece—Temptations—Gordy			17%	32%
11. Stuck In The Middle Without You—Stealers Wheel—A&M			14%	27%
12. Dead Skunk—London Wainwright III—Columbia			13%	60%
13. Neither One Of Us—Gladys Knight & Pips—Soul			13%	97%
14. Break Up To Make Up—Stylistics—AVCO			13%	90%
15. Wild Flower—Skylark—Capitol			13%	41%
16. Bitter Bad—Melanie—Neighborhood			11%	11%
17. Cook With Honey—Judy Collins—Elektra			11%	11%
18. Little Willy—The Sweet—Bell			9%	77%
19. Pinball Wizard/See Me Feel Me—New Seekers—MGM			9%	9%
20. Magic Woman Touch—Hollies—Epic			8%	37%
21. Kissing My Love—Bill Withers—Sussex			8%	38%
22. Cherry Cherry—Neil Diamond—MCA			8%	8%
23. Master Of Eyes—Aretha Franklin—Atlantic			7%	21%
24. Who Was I—Hurricane Smith—Capitol			7%	7%
25. Cindy Incidentally—Faces—W.B.			7%	7%

## LOOKING AHEAD

101 RIVER ROAD (Upfall—ASCAP) Uncle Dog (MCA 40005)	114 CINDY INCIDENTALLY (WB Music—ASCAP) Faces (Warner Bros. 7681)
102 EYESIGHT TO THE BLIND (ARC—BMI) Richie Havens (Ode 66032) Dist: A&M	115 BACK UP (Ft. Knox/Nattaham—BMI) The Manhattans (De Luxe 144)
103 WHO GETS YOUR LOVE (Trousdale/Soldier—BMI) Dusty Springfield (Dunhill 4341)	116 PLAYGROUND IN MY MIND (VanLee/Emily—ASCAP) Clint Holmes (Epic 10891)
104 CRAZY (Tree—BMI) Joey Heatherton (MGM 14499)	117 TIME IS LOVE (Patrick Bradley—BMI) Black Ivory (Today 1516)
105 WISHING WELL (Ackee/Cayman—ASCAP) Free (Capitol P 1212)	118 DON'T GO TO MEXICO (Prophecy—ASCAP) B. W. Stevenson (RCA 0840)
106 DANCING TO YOUR MUSIC (Muscle Shoals—BMI) Archie Bell & Drells (Glades 1707)	119 A SHOULDER TO CRY ON (Blue Book—BMI) Charley Pride (RCA 0884)
107 MR. MAGIC MAN (Erva/Friday's Child—BMI) Wilson Pickett (RCA 0898)	120 DON'T TAKE AWAY THE MUSIC (Lazy Libra—ASCAP) Posse (Bell 315)
108 SALTY TEARS (Razze Dazzle—BMI) Maralynn Brown (Laurie 3604)	121 I CAN UNDERSTAND IT (Umsmart—BMI) New Birth (RCA 0912)
109 HOCUS POCUS (Radio-Tele Music/Sub U.S.A. Canada-Bleu—ASCAP) Focus (Sire 704) (Dist: Paramount)	122 DELTA QUEEN (Every Little Tune/American Dream—ASCAP) Don Fardon (Chelsea 0115)
110 BRAND NEW KIND OF LOVE (House Of Gold—BMI) Bobby Goldsboro (United Artists 51107)	123 FRIENDS OR LOVERS (Gaucho/Belinda/Unichappell—BMI) Act 1 (Spring 132)
111 WE'LL MAKE LOVE (Sennario—ASCAP) Al Anderson (Vanguard 35168)	124 MIDNIGHT TRAIN TO GEORGIA (Keca Music—ASCAP) Cissy Houston (Jamus 206)
112 TOSSIN' AND TURNIN' (Viva/Harvard—BMI) Bunny Sigler (Phila. Int'l 3523) (Dist: Columbia)	125 SHE LETS HER HAIR DOWN (Moonbeam Music—ASCAP) Pastors (Alithia AR 6043)
113 NATURAL HIGH (Crystal Jukebox—ASCAP) Bloodstone (London 1046)	126 DREAMLAND (Dramatics—BMI— Danny Bonaduce (Lion 145) (Dist: MGM)

## Vital Statistics

#69  
Oh La De Da (3:34)  
Staple Singers—Stax—0156  
9B North Avalon, Memphis  
PROD: Al Bell  
c/o Stax  
PUB: Muscle Shoals Sound Publ.—BMI  
3614 Jackson Hwy., Sheffield, Ala. 35660  
WRITER: Philip Mitchell  
FLIP: We The People

#75  
The Cisco Kid (4:35)  
War—United Artists—XW-163-W  
6920 Sunset Blvd., LA 90028  
PROD: Jerry Goldstein w/Lonnie Jordan & Howard Scott for Far Out Productions  
7417 Sunset, LA  
PUB: Far Out Music, Inc.—ASCAP  
7417 Sunset Blvd., LA  
WRITERS: B. Dickerson/C. Miller/D. Allen/  
H. Brown/H. Scott/L. Oskar & L. Jordan  
FLIP: Beetles In The Bog

#78  
Out of The Question (2:57)  
Gilbert O'Sullivan—MAM—362B (Dist: London)  
539 W. 25th, NYC  
PROD: Gordon Mills  
PUB: MAM Music Publ. Corp.—ASCAP  
c/o MCA, 445 Park Ave., NYC 10022  
WRITER: O'Sullivan  
ARR: Johnnie Spence  
FLIP: Everybody Knows

#84  
Yesterday I Had The Blues (3:47)  
Harold Melvin & The Blue Notes—Phila. Int'l—  
3525 (Dist: Columbia)  
51 W. 52nd, NYC  
PROD: Gamble-Huff Productions  
250 S. Broad, Phila., Pa.  
PUB: Mighty Three Music—BMI  
WRITERS: K. Gamble & L. Huff  
ARR: Bobby Martin  
FLIP: Ebony Woman

#86  
Blue Suede Shoes (2:48)  
Johnny Rivers—United Artists—UA-XW19B-W  
6920 Sunset Blvd., LA 90028  
PROD: Johnny Rivers  
PUB: Hill & Range Songs, Inc.—BMI  
241 W. 72nd St., NYC 10023

WRITER: C. Perkins  
FLIP: Stories To A Child

#87  
Cherry Cherry (3:56)  
Neil Diamond—MCA—40017  
100 Universal City Plaza, Universal City 91608  
PROD: Tom Catalano  
PUB: Tallyrand Music, Inc.—BMI  
1414 Ave. of Amer., NYC  
WRITER: Neil Diamond  
FLIP: Morningside

#88  
Stuck In The Middle With You (3:24)  
Stealers Wheel—A&M—1416  
1416 N. La Brea, LA 90028  
PROD: Leiber-Stoller Productions  
PUB: The Hudson Bay Music Co.—BMI  
1619 B'way, Suite 902, NYC 10019  
WRITERS: Joe Egan & Gerry Rafferty  
FLIP: Jose

#92  
Saw A New Morning (4:07)  
Bee Gees—RSO—401 (Dist: Atlantic)  
1841 B'way, NYC  
PROD: Bee Gees

PUB: RSO & Warner Bros. Music—ASCAP  
135 Central Pl. W., Suite 2N, NYC 10023  
WB—6922 Hollywood Blvd., Hollywood 90028  
WRITERS: B. Gibb, R. Gibb & M. Gibb  
ARR: Johnny Pate  
FLIP: My Life Has Been A Song

#94  
Stop, Wait & Listen (3:55)  
Circus—Metromedia—265  
1700 B'way, NYC  
PROD: Walt Masky for Phoenix Productions, Inc.  
PUB: Nitty Gritty Music—BMI  
c/o W. G. Masky, 1159 John Glenn Dr.,  
Seven Hills, Ohio 44131  
WRITER: D. Hrdlicka  
FLIP: I Need Your Love

#95  
Last Tango In Paris (2:50)  
Herb Alpert & Tijuana Brass—A&M—1420  
1416 N. La Brea, LA 90028  
PROD: Herb Alpert  
1416 N. La Brea, Hollywood  
PUB: Unart Music—BMI  
729 Seventh Ave., NYC  
WRITER: Gato Barbieri  
ARR: Herb Alpert  
FLIP: The Nicest Things Happen

## CASH BOX TOP TEN HITS—February 18, 1967

1. GEORGY GIRL—SEEKERS—CAPITOL
2. RUBY TUESDAY—ROLLING STONES—LONDON
3. I'M A BELIEVER—MONKEES—COLGEMS
4. KIND OF A DRAG—BUCKINGHAMS—USA
5. LOVE IS HERE AND NOW YOU'RE GONE—SUPREMES—MOTOWN
6. WE AIN'T GOT NOTHIN' YET—BLUES MAGOOS—MERCURY
7. 98.6—KEITH—MERCURY
8. TELL IT LIKE IT IS—AARON NEVILLE—PARLOW
9. MUSIC TO WATCH GIRLS BY—BOB CREWE GENERATIONS—DYNOVIC
10. GREEN GREEN GRASS OF HOME—TOM JONES—PARROT



## Quad, Video Disk:

# Trade's Sound & Sight Future

HOLLYWOOD — The panel discussion of "Quad and Video '73," designed to relate these two new technologies to the NARM membership, boiled down in both instances to the problems posed by competing systems—in the case of quad, to matrix vs. discrete, and in the case of the developing videodisks, to the capacitance vs. optical systems (and both of the latter as seen vis-a-vis video tape). Elektra president Jac Holzman brought it all home by stating at the outset that, so far as the video disk was concerned, "it's here and very much part of NARM's future."

Later, referring to quad in general, he echoed these very words: "It's here, it's viable, and it's exciting." Serving along with Holzman on the panel were RCA's new product director John Pudwell and Columbia executive vice president Walter Dean. The moderator was Bruce Weber of Audio Magnetics Corp.

### Educate Consumer

One thing all three panelists agreed upon was the need to educate the man on the street, store clerks and consumers alike, on just what quad sound is. "The public doesn't yet know what it is," Holzman said, "and we have to tell them. We also have to sell them on it and improve the way

we label quad disks and market them in the stores."

Dean, noting that the CBS SQ matrix product had an earlier break on the market, pointed to world-wide sales in the neighborhood of \$10 million at suggested list prices, divided roughly 50-50 between records and tapes.

Speaking for RCA, Pudwell indicated that his company would achieve its goal of having 25 quad disks, employing the JVC CD-4 discrete system, in release by the end

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## JVC's Kitano At NARM Meet

HOLLYWOOD — Yoshiro Kitano, president of the Victor Company of Japan, stopped in on last week's NARM convention, making the first stop in a cross-country swing visiting branches of JVC America, Inc., the Victor subsidiary responsible for introducing the CD-4 discrete quad system presently employed by RCA Records and recently adopted by the W-E-A group. He also attended a roundtable discussion of CD-4 at which

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## RIAA's Gortikov: Learn From 'Pirate Ploys'

### Abkco's Klein Hits 'Air Pirates'

HOLLYWOOD — RIIA president Stan Gortikov, addressing NARM on piracy, affirmed that manufacturers, wholesalers, and retailers can actually learn fresh perspectives from pirate ploys. He pointed out in his keynote discussion, "Piracy '73—Who's Doing What To Whom", how pirates were bringing recorded product closer to the consumer than ever before. Other things to learn by are selling product with cheapest mode of packaging, operating on a cash-only business, employing masses of small distributors capable of penetrating small territories, exploiting mail order techniques, and finally selling on a non-return basis with little net penalty.

### Handbook

On the federal level he recommended the need for piracy education and

## Queens, NY: Raids Start Pirate Drive

QUEENS, N.Y. — Culminating a long investigation into the involvement of organized crime in the pirate stereo tape industry, Queens District Attorney Thomas J. Mackell announced last week the first group of raids on pirate tape distributors and retailers in Queens County.

In a raid held under the direction of Assistant District Attorney Anthony V. Lombardino, Chief of the Organized Crime Rackets Bureau, and Chief Investigator, John Mahoney, of the Queens District Attorney's Office, approximately 10,000 bootleg tapes were seized which were copies of hit tapes of most of the major record manufacturers and which included many items protected by Federal Copyright.

The following four persons were arrested and arraigned in the Criminal Court Building in Kew Gardens, Queens: Noel H. Cooper, age 36, doing business as Sue-Lee Laundry, 96-01 57th Avenue, Rego Park; Edward Einer, age 43, doing business

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announced that RIIA is prepping a handbook for distribution amongst our federal judicial departments. As far as state laws stood he reminded us that only ten states (Utah could be next) have enacted anti-piracy laws and then proceeded to review California's "Goldstein Case" where the Supreme Court agreed to hear the appeal of a California pirate, convicted under the state's anti-piracy law. The issue at stake is the constitutionality of this law and the principle of utilizing the state's unfair competition statutes for penalizing pirate offenders. If it's a favorable judgement more states will follow the harbingering ten thus providing protection chiefly for product recorded before February 15, 1972. This kind of decision should also incur strict law enforcement.

Gortikov disclosed that since the start of RIIA's anti-piracy campaign two years ago, they have aided 117 raids in 14 states resulting in the confiscation of equipment and supplies valued at nearly three million

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**NARM'S Anti-Piracy Program on Pg. 24**

## Rothfeld Seeks Sensor Device To Stop Theft

HOLLYWOOD — Dave Rothfeld, merchandising vp at E. J. Korvette has urged manufacturers to help alleviate disk/tape pilferage by adopting a sensor device system.

At a retailer/manufacturer rap session, Rothfeld said that a system of this type is now being used in two Korvette stores. As the customer passes through the cash register, a flat card on the item is activated, thus setting off a signal. Rothfeld feels that such a sensing device could be applied to a record jacket or tape box at a cost of a few cents per jacket or box, with even lower costs based on mass use.

## 'Returns' Prelim. Report: Lots of Numbers, No Clear Answers

HOLLYWOOD — A preliminary report on the "returns problem" study undertaken by NARM—exclusively revealed by Cash Box—got bogged down in massive statistics, although it was evidence of detailed legwork by Fry Associates, the marketing company assigned to the task of trying to help solve the problem.

Rick Smith of Fry made the report last Tues. (28) before the NARM conventioners, whose view of the slide marathon might have been expressed by Jules Malamud, exec director of NARM, who interrupted Smith to state if there were, indeed, any answers to the problem.

Smith, whose firm will undertake "Phase 2" of the study if agreed to by NARM, re-stated the report's conclusion of "no simple or sweeping solutions," but added there were many factors to consider, such as reducing the processing time, experimenting with different sorting sequences, cross

training of warehouse personnel and utilizing flexibility, employing post ticketing, eliminating defective inspection, using computer systems for effective clerical functions.

### Heilicher Answers

Amos Heilicher of J. L. Marsh, Heilicher Bros. spoke to the gathering and presented his views of the "returns problem". They included fixed returns, a rebate based on a percent of returns, bonuses and the creation of "promo" LP's at the wholesale level. For the latter, he advised that salesmen punch holes on the cover sleeve so that these disks would not have to be returned to the manufacturer and then returned to the wholesaler for "promo" sales.

Heilicher also said that the use of church or charitable groups to sort "returns" could be a cost-saver in view of the fact that such costs would be tax deductible.

## John Cohen:

### 'Partners In Progress— Or Partners In Madness'

HOLLYWOOD — John Cohen of Disc Records spoke on behalf of the retailer at last week's NARM convention drawing enthusiastic response from the audience.

His speech, "Partners in Progress or Partners in Madness," is being re-printed here in its entirety:

A disease of epidemic proportions has struck the record industry, and it has come about in the last two or three years. This disease is getting worse, as more and more of us are being enticed and deluded into catching it. It is without a doubt the strangest, most illogical and most suicidal, phenomena ever to affect any business in America. What is it? Well, in no other segment of the economy of this country has an industry deliberately taken its best and most saleable product and sell it for a price far below its value and receive far below the ordinary return for its sale.

For some vague and unthinking reason, we sellers of records and tapes believe that we must take our newest and built-in consumer demand items and practically give them away. It reminds one of a mass of lemmings stamping and leaping over each other in order to throw themselves over a cliff in suicide.

Why and how did this strange behavior come over us? Well, first let's look at our partners in progress. The manufacturer is the only segment of our industry that seems to know what he is doing. He knows his cost. He sets his price, raises it when he has a hot product or special item, and then he gets his price. In the mean while the rack jobber distributor, in order to compete with each other and to provide loss leaders to his outlets, as so called traffic builders, sell new and desirable records and tapes with the help of free advertising from the manufacturer at little or no profit. The retailer who pays even a higher price, sells the same merchandise at the same low disastrous price. The rack jobber distributor has been manipulated by his customer, so that the retail price of new items has become \$2.99 or \$3.99, and this only serves his selfish motives of those accounts. This is not to say that the leader item concept is all bad, but why leader the best thing you have to sell all the time.

### Patsies?

Well, where does the record industry stand in this? Why is the record business the patsies for this loss leader business, which if it continues, will be, that everything will become a loss leader and our place in the distribution of records will be eliminated. The gross margin on the retail level has been constantly

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## Lieberman: What's Needed To Keep Progress

HOLLYWOOD — If the manufacturer and rack-jobber are to continue to be "Partners in Progress" then both segments of the business must reevaluate their positions.

This is the contention of David Lieberman of Lieberman Enterprises, the rack operation, who spoke at a Monday morning session at last week's NARM meet.

To the manufacturer, Lieberman cited "regressive policies" that if continued will make the music merchandiser "unwilling to continue to commit the dollars and the space to a department where profits are being pushed below acceptable levels." These label policies, according to Lieberman, are 1. the proliferation of cut-outs; the use of mail-order premiums through radio and TV and inadequate functionals.

To his fellow music merchandisers, Lieberman stated: "Let's know our business; get into the music; turn on the radio. In the increasing competitive 70's our partners expect not just merchandising know-how, but also a degree of music knowledgeability. In our business dealings at all levels, let us conduct ourselves so as to merit the respect we expect from our customers, the respect we would like from our retail competitors and we are demanding from our suppliers. Then we can truly be full partners in progress for ourselves and our industry."

## ABC/Dunhill Acquires Duke, Peacock Records

HOLLYWOOD — Jay Lasker, president of ABC/Dunhill Records, has negotiated the purchase of Duke/Peacock Records as well as its three subsidiary labels—Back Beat, Sure Shot, and Song Bird. The acquisition capped two months of negotiations with Don Robey, owner-founder of Duke/Peacock, a r&b/Blues/Gospel label.

The Duke/Peacock acquisition is a major step in the continuing expansion of ABC/Dunhill into r&b, blues, and gospel. The broadening of the company's interests was recently marked by a re-activation of the Bluesway catalogue. Bluesway, the first major label devoted specifically to recording and preserving the musical giants of modern blues, returned to the racks with albums by Ray Charles, B. B. King, John Lee Hooker, and T-Bone Walker among others.

In conjunction with the current releases, steps are now being taken to reservice and distribute the complete recordings that have not previously been on the market, as well as past favorites.

Robey stresses that all five label names will remain intact, and he will continue in an executive capacity from his Houston headquarters for ABC/Dunhill.

## Soviets Agree To Honor Int'l Copyr't Treaty

NEW YORK — In a major breakthrough in international royalty payments, the Soviet Union has decided to adhere to the Universal Copyright Convention, promulgated two decades ago to protect the rights of authors of literary and musical works in foreign countries.

The Soviets said that it would begin complying with the international treaty effective May 27 and is presently in the process of changing its own copyright laws to conform to international standards.

In the area of music, there has been long-standing discontentment, particularly in the U.S., over musical works performed in the Soviet Union without regard to payment of royalties. This includes the pirating of recordings and major musical productions, such as "My Fair Lady."

Now that the Soviets say they will keep track of copyrights for payment to foreign authors, the tastes of the Soviet public in areas such as music will be more easily determined.

This view was expressed by Edward Cramer, president of BMI: "... it will add to the free flow of music. Certainly, the knowledge we will receive from the Russian performing rights society will effect a greater understanding of the musical tastes of the Russian people who are so significant a portion of the world's population. In turn, they will learn much about the aspirations, ambitions and philosophy of the U.S. as reflected in the music of its people."

The Soviet decision now leaves The Peoples Republic of China as the only non-major country to accept the copyright concord. Sixty four countries are parties of the agreement. The U.S. signed the agreement 10 years ago. It's understood that the U.S. pressed the Soviets on agreeing to international copyright protection at recent trade talks.

## Warner Bros. Sets Int'l A&R Offices

NEW YORK — Mo Ostin and Joe Smith, co-presidents of Warner Bros. Records, have announced the opening of an international a&r office in London to work in conjunction with the WEA offices there. Larry Yaskiel, Int'l a&r director will be responsible for developing relationships with managers and artists for representation on the Warner Bros. label worldwide and will report directly to Ostin and Smith.

At the same time, Yaskiel has announced the appointment of the nucleus of a staff consisting of Tim Knight and Carol Peddler who will work with him in that office.

Larry Yaskiel was previously the European director of a&r Records during which time he founded the European office in London and signed artists including Humble Pie, Strawbs, Rick Wakeman, Peter Frampton and Stealer's Wheel as well as negotiating the European rights for the Sussex and Shelter labels for the company.

Yaskiel and his staff will be located in the WEA Records office at 69 New Oxford Street in London, until a new office site is determined.



Ostin, Yaskiel & Smith

## 'Silver Blue' Formed Thru Polydor; Diamond Heads Label

NEW YORK — Silver Blue Records has been formed and will be distributed thru Polydor according to an announcement made jointly by Polydor Inc. president Jerry Schoenbaum and Silver Blue president Joel Diamond.

Marking the occasion is the label's first release, "For Your Precious Love" by the Invitations which was co-produced by Diamond and Bobby Martin, who has been responsible for the arrangements for such recent hits as "Me and Mrs. Jones," "If You Don't Know Me by Now," "Love Train," "Slow Motion" and "Power of Love." Several new acts will be recorded by Diamond and Martin within

## Helman Named Veep At RCA

NEW YORK — RCA Records has announced the appointment of Herb Helman as vice president of public affairs. The announcement was made by Rocco Laginestra, President.

Helman had been director of public affairs, a position to which he was appointed in 1971. The public affairs department at RCA Records also encompasses the press and information activity.

He joined RCA Records in 1955 as administrator of album publicity. In 1958, he was appointed manager of press and information, and in 1961, he assumed the title of manager of public affairs.



Herb Helman

## BMI's TV Music Showing Gains

NEW YORK — BMI's (Broadcast Music, Inc. share of music created for television will undergo an increase with the new affiliation of a number of composers of music for the film. Most recently joining BMI are Elmer Bernstein, Leonard Rosenman, George Roumanis and Richard Hazard.

An analysis of television's "second season" indicates that the themes and/or scores for 38 of the 51 continuing series created for prime-time television are written by BMI affiliates. In addition, BMI composers regularly contribute their music to 12 other prime-time presentations.

Elmer Bernstein, Emmy award winner for his music for "The Making of the President," has most recently scored "Owen Marshall" and "The Rookies." His feature film music includes "The Man With the Golden Arm," "The Ten Commandments," "The Magnificent Seven," "To Kill A Mockingbird" and "Hawaii."

Leonard Rosenman has written the music for "Beneath the Planet of the Apes," "The Chapman Report," "Rebel Without a Cause" and "East of Eden." His television scoring assignments include "Marcus Welby," "The Defenders" and "Banyon."

Richard Hazard's television scoring includes music for "The Big Valley," "The Young Lawyers," "Mannix" and "Mission: Impossible." Scores by George Roumanis have been heard in "Mod Squad," "Medical Center," "Mannix," "Hawaii Five-O," "Storefront Lawyers," "The New People" and "Men-at-Law."

the next few months, and Diamond will also be looking for new masters to be purchased.

Before forming his Silver Blue label, Diamond headed up April/Blackwood Music, the publishing wing of Columbia Records, where he played a role in a&r as well as publishing. While at CBS, he was responsible for the signing, as both artists and writers, of Dr. Hook & The Medicine Show, the Addrissi Brothers, Troy and Genya Ravan, and Shel Silverstein. Earlier, Diamond served with MRC Music (Mercury's publishing affiliate) and Warner Brothers Music.

Recently, Diamond arranged for the signing of recording artist Ron Haffkine with Polydor. Haffkine is also producer and manager of both Dr. Hook and Shel Silverstein.



Diamond, Schoenbaum

## George Brewer Succumbs At 30

NEW YORK — George Brewer, assistant director of national promotion for Columbia Records died last week (1) in Nashville of complications arising from a heart condition. Following is a statement issued by Columbia president, Clive Davis:

"It is with very great sadness that I inform you that George Brewer has passed away. George succumbed this morning to complications arising from a heart condition at the Vanderbilt University Hospital in Nashville. He was thirty years old and leaves behind a wife, Kathy, and two children, Rebecca and Jude Justin. He will be interred in Macedon, New York this Saturday.

"George joined Columbia two years ago after being actively involved in radio for over ten years and running his own promotion firm. As assistant director of national promotion, George, together with his good friend Steve Popovich, shaped and developed our promotion department into one that has been recognized by the entire industry as the very best in the business.

"It has been my privilege to have worked closely with George. In our relationship, I came to know and understand a very special human being whose dedication to his work was equalled only by the care and genuine affection he showed for everyone he dealt with.

George was an energetic man, a man of warmth, a man of feeling and a man of marvelous wit. I'm sure that everyone shares my sadness and sense of loss."

In lieu of sending flowers, Brewer's family has requested that donations be made to the United Heart Fund.

## Ms. Newton To Columbia

HOLLYWOOD — Jack Gold vice-president Columbia A&R West Coast operations has announced the immediate appointment of Irma Newton as his new administrative assistant.

Ms. Newton was most recently associated with MCA as product coordinator for the MCA labels.

## Stigwood Co. Shows Wide Music Gains

NEW YORK — The Robert Stigwood Group Ltd. reported profit gains in many areas, including big gains in record production/artist management and music publishing.

Reporting a group profit of \$3,062,500 for fiscal 1971-72 ending last Sept. 30, compared to \$1,326,800 for the similar period of 1970-71, the company said that record production/artist management profits were 39% higher (\$1,188,250 vs. \$419,120) and music publishing showed an increase of 28% (\$855,050 vs. \$696,880).

Included in the figures are the earnings from the group's rights to "Jesus Christ Superstar," which accounted for 29% of company profits.

In other areas, concert presentations were up 19%, films and TV shows, 9%; and theatrical shows, 5%.

The group profit after taxes for the year ending Sept. 30, was \$1,661,100, compared to \$719,200 in the previous period. The gross total dividend is 18.5% vs. \$16% (adjusted for bonus issue).

Profits in the four months to Jan. 31, 1973 were in excess of those in last year's period, the group said.

## Chappell Int'l Formed; Firth GM

NEW YORK — A new division of the Chappell publishing company is being formed—Chappell International—to coordinate and develop the international activities of Chappell & Co. Ltd. in England and its subsidiary companies throughout the world.

Nick Firth currently in charge of international operations for Chappell & Co., Inc. in New York and general manager of Intersong-U.S.A. will move to London shortly to become general manager of Chappell International. He will report to Bob Montgomery, managing director of Chappell & Co., Ltd.

Firth has been headquartered in the New York Chappell offices for 4 years. During this time he has coordinated the international area of the company and was associated with such European-originated U.S. hits as "Jungle Fever" and "Oh, Babe, What Would You Say?." Among the writers with whom Firth has worked are Michel Legrand and Charles Aznavour whose companies Chappell represents. Prior to coming to Chappell, Firth was General Manager of Acuff-Rose Music Ltd. in London and also worked there for Chappell & Co., Ltd.



Nick Firth

## Noonan To Motown

HOLLYWOOD — E. Abner, president of the Motown Record Corp., has appointed Tommy Noonan to the newly created post of executive assistant to the president.

Noonan is re-joining Motown, leaving his post as director of marketing, Polydor Records.

**Tracy Nelson  
and Mother Earth.  
Raw, pure, iron-hard  
and velvet-soft.  
The spine-shivering  
voice of a star.**



For Tracy Nelson it's always been just a question of when everything would finally click.

**Tracy Nelson's  
"Poor Man's Paradise"  
clicks, on Columbia  
Records and Tapes**

**Tracy Nelson  
Mother Earth  
Poor Man's Paradise**

including:  
I Just Can't Seem To Care/When I Need You Most Of All  
Going Back To Tennessee/Whatever I Am, You Made Me  
I Hate To Say Goodbye



# Additions To Radio Playlists

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

**WOKY—MILWAUKEE**  
Back When My Hair Was Short—Gunhill  
Road—Kama—Sutra  
The Night The Lights Went Out In Georgia—  
Vicki Lawrence—Bell  
Fool Like Me—Kim Moore—  
Peaceful—Helen Reddy—Capitol  
Sing—Carpenters—A&M  
Call Me—Al Green—Hi  
Stir It Up—Johnny Nash—Epic

**KIMN—DENVER**  
Space Oddity—David Bowie—RCA  
Ain't No Woman—Four Tops—Dunhill  
Sing—Carpenters—A&M  
Dead Skunk—Loudon Wainwright III—  
Columbia

**KKDJ—LOS ANGELES**  
Sing—Carpenters—A&M  
Space Oddity—David Bowie—RCA  
Neither One Of Us—Gladys Knight—Soul

**WQXI—ATLANTA**  
Ain't No Woman—Four Tops—Dunhill  
Stir It Up—Johnny Nash—Epic  
Sing—Carpenters—A&M  
Dead Skunk—Loudon Wainwright III—  
Columbia

**CKLW—DETROIT—**  
Master Of Eyes—Aretha Franklin—Atlantic  
The Night The Lights Went Out In Georgia—  
Vicki Lawrence—Bell  
Dead Skunk—Loudon Wainwright III—  
Columbia  
Cindy Incidentally—Faces—W.B.  
The Twelfth Of Never—Donny Osmond—  
MGM  
Hocus Pocus—Focus—Sire

**WMPS—MEMPHIS**  
The Night The Lights Went Out In Georgia—  
Vicki Lawrence—Bell  
Boo Boo Don't Cha Be Blue—Tommy James  
—Roulette  
Magic Woman Touch—Hollies—Epic  
Pinball Wizard/See Me, Feel Me—  
New Seekers—MGM  
Drift Away—Dobie Gray—Decca  
Little Willy—The Sweet—Bell  
Superman—Donna Fargo—Dot  
Where's Your Love Been—Sandra Rose—  
Prestige

**WMEX—BOSTON**  
The Night The Lights Went Out In Georgia—  
Vicki Lawrence—Bell  
Neither One Of Us—Gladys Knight & Pips  
—Soul  
Stuck In The Middle With You—Steeler's  
Wheel—A&M  
Rock & Roll Medley—Jerry Lee Lewis—  
Mercury

**WKWK—WHEELING**  
Neither One Of Us—Gladys Knight & Pips  
—Soul  
I'm Doin' Fine Now—New York City—  
Chelsea  
Who Gets Your Love—Dusty Springfield—  
ABC/Dunhill  
One Man Parade—James Taylor—W.B.  
Out Of The Question—Gilbert O'Sullivan  
—MAM

**WLAC—NASHVILLE**  
Wildflower—Skylark—Capitol  
Peaceful—Helen Reddy—Capitol  
Hocus Pocus—Focus—Sire  
Neither One Of Us—Gladys Knight & Pips  
—Soul  
Breakup To Make Up—Stylistics—Avco  
Cisco Kid—War—U.A.

**WAPE—JACKSONVILLE**  
Neither One Of Us—Gladys Knight & Pips  
—Soul  
Stir It Up—Johnny Nash—Epic

**WPOP—HARTFORD**  
Break Up To Make Up—Stylistics—Avco  
Call Me—Al Green—Hi  
Peaceful—Helen Reddy—Capitol  
Out Of The Question—Gilbert O'Sullivan  
—MAM  
Cisco Kid—War—U.A.  
Who Was I—Hurricane Smith—Capitol

**WIFE—INDIANAPOLIS**  
Break Up To Make Up—Stylistics—Avco  
The Night The Lights Went Out In Georgia—  
Vicki Lawrence—Bell  
Kissing My Love—Bill Withers—Sussex

**WING—DAYTON**  
Neither One Of Us—Gladys Knight & Pips  
—Soul  
Masterpiece—Temptations—Gordy  
Call Me—Al Green—Hi  
Cook With Honey—Judy Collins—Elektra  
One Less Set Of Footsteps—Jim Croce  
—ABC  
Sing—Carpenters—A&M

**WIXY—CLEVELAND**  
Stir It Up—Johnny Nash—Epic  
One Man Band—Ronnie Dyson—Columbia  
Kissing My Love—Bill Withers—Sussex  
Peaceful—Helen Reddy—Capitol  
Drift Away—Dobie Gray—Decca  
Who Was I—Hurricane Smith—Capitol  
Cherry Cherry—Neil Diamond—MCA

**WGLI—BABYLON**  
Stuck In The Middle With You—Steeler's  
Wheel—A&M  
Cook With Honey—Judy Collins—Elektra  
Tie A Yellow Ribbon—Dawn—Bell  
Cisco Kid—War—U.A.  
The Twelfth Of Never—Donny Osmond  
—MGM

**WFIL—PHILADELPHIA**  
Tie A Yellow Ribbon—Dawn—Bell  
Call Me—Al Green—Hi  
Cisco Kid—War—U.A.  
The Night The Lights Went Out In Georgia—  
Vicki Lawrence—Bell

**WHLO—AKRON**  
Master Of Eyes—Aretha Franklin—Atlantic  
Rosalie—Sam Neely—Capitol  
Masterpiece—Temptations—Gordy  
Tie A Yellow Ribbon—Dawn—Bell  
Cook With Honey—Judy Collins—Elektra  
Bitter Bad—Melanie—Neighborhood  
Saw A New Morning—The Bee Gees—RSO

**WCAO—BALTIMORE**  
Magic Woman Touch—The Hollies—Epic  
Dead Skunk—Loudon Wainwright III—  
Columbia  
Masterpiece—Temptations—Gordy  
Love Is What You Make It—The Grassroots  
—Dunhill  
Cook With Honey—Judy Collins—Elektra  
Bitter Bad—Melanie—Neighborhood  
Wildflower—Skylark—Capitol

**KCBO—SAN DIEGO**  
The Twelfth Of Never—Donny Osmond  
—MGM  
Sing—Carpenters—A&M  
Out Of The Question—Gilbert O'Sullivan  
—MAM

## THE BIG THREE

1. THE NIGHT THE LIGHTS WENT OUT IN GEORGIA—  
VICKI LAWRENCE—BELL
2. TIE A YELLOW RIBBON—DAWN—BELL
3. THE TWELFTH OF NEVER—DONNY OSMOND—MGM

**WROV—ROANOKE**  
Stuck In The Middle With You—Steeler's  
Wheel—A&M  
The Twelfth Of Never—Donny Osmond  
—MGM  
The Night The Lights Went Out In Georgia—  
Vicki Lawrence—Bell  
Out Of The Question—Gilbert O'Sullivan  
—MAM  
Tonight—The Move—U.A.  
Cindy Incidentally—Faces—W.B.

**KYA—SAN FRANCISCO**  
Neither One Of Us—Gladys Knight—Soul  
The Night The Lights Went Out In Georgia—  
Vicki Lawrence—Bell  
Break Up To Make Up—Stylistics—Avco  
Tie A Yellow Ribbon—Dawn—Bell

**KNDE—SACRAMENTO**  
The Twelfth Of Never—Donny Osmond  
—MGM  
Tie A Yellow Ribbon—Dawn—Bell

**KISN—PORTLAND**  
Danny's Song—Anne Murray—Capitol  
Ain't No Woman—Four Tops—Dunhill  
Tie A Yellow Ribbon—Dawn—Bell  
Space Oddity—David Bowie—RCA

**KHJ—LOS ANGELES**  
Space Oddity—David Bowie—RCA  
Call Me—Al Green—Hi  
Aubrey—Bread—Elektra

**KIOA—DES MOINES**  
Sing—Carpenters—A&M  
Peaceful—Helen Reddy—Capitol  
Playground In My Mind—Chick Holmes  
—Epic  
Little Willy—The Sweet—Bell  
Ain't No Woman—Four Tops—Dunhill  
Tie A Yellow Ribbon Round The Ole  
Oak Tree—Dawn—Bell

**KQV—PITTSBURGH**  
Call Me—Al Green—Hi  
The Night The Lights Went Out In Georgia—  
Vicki Lawrence—Bell  
Ain't No Woman—Four Tops—Dunhill

**WAYS—CHARLOTTE**  
Give Me Your Love—Barbara Mason  
—Buddah  
Ain't No Woman—Four Tops—Dunhill  
Little Willy—The Sweet—Bell

**KNOE—MONROE**  
Call Me—Al Green—Hi  
Space Oddity—David Bowie—RCA

**KLIF—DALLAS**  
Cisco Kid—War—U.A.  
The Twelfth Of Never—Donny Osmond  
—MGM  
Pardon Me Sir—Joe Cocker—A&M  
Let Your Yeah Be Yeah—Brownsville  
Station—Big Tree  
Last Tango In Paris—Herb Alpert—A&M  
Boo Boo Don't Cha Be Blue—Tommy James  
—Roulette

**WIRL—PEORIA**  
Out Of The Question—Gilbert O'Sullivan  
—MAM  
Oh La De Da—Staple Singers—Stax  
One Last Set Of Footsteps—Jim Croce  
—ABC  
Bitter Bad—Melanie—Neighborhood  
Stuck In The Middle With You—Steeler's  
Wheel—A&M

**WTIX—NEW ORLEANS**  
Do It In The Name Of Love—Candy  
Station—Fame  
Pinball Wizard/See Me, Feel Me—  
New Seekers—MGM  
Break Up To Make Up—Stylistics—Avco  
Masterpiece—Temptations—Gordy  
Of All The Things—Dusty Springfield—  
ABC/Dunhill  
Hello Hurray—Alice Cooper—W.B.

**WEAM—WASHINGTON**  
Stuck In The Middle With You—Steeler's  
Wheel—A&M  
Cisco Kid—War—U.A.  
The Twelfth Of Never—Donny Osmond  
—MGM  
One Man Band—Ronnie Dyson—Columbia  
Let Your Yeah Be Yeah—Brownsville  
Station—Big Tree  
Walk On The Wild Side—Lou Reed—RCA

**WDRG—HARTFORD**  
Neither One Of Us—Gladys Knight & Pips  
—Soul  
The Night The Lights Went Out In Georgia—  
Vicki Lawrence—Bell  
Wild Flower—Skylark—Capitol  
Little Willy—The Sweet—Bell  
Out Of The Question—Gilbert O'Sullivan  
—MAM  
Peaceful—Helen Reddy—Capitol

**WPRO—PROVIDENCE**  
Tie A Yellow Ribbon Round The Ole Oak  
Tree—Dawn—Bell  
Stir It Up—Johnny Nash—Epic  
Gudbuy T' Jane—Slade—Polydor  
Ain't No Woman—Four Tops—Dunhill  
Peaceful—Helen Reddy—Capitol

**WMAK—NASHVILLE**  
Pinball Wizard/See Me, Feel Me—  
New Seekers—MGM  
Love Is What You Make It—Grass Roots—  
Dunhill  
Space Oddity—David Bowie—RCA  
Just A Singer In A Rock & Roll Band—  
Moody Blues—Threshold

**WSGN—BIRMINGHAM**  
Let's Pretend—Raspberries—Capitol  
Bitter Bad—Melanie—Neighborhood  
Call Me—Al Green—Hi  
Out Of The Question—Gilbert O'Sullivan  
—MAM

**WCOL—COLUMBUS**  
Daisy A Day—Jud Strunk—MGM  
Playground In My Mind—Clint Holmes  
—Epic  
Cindy Incidentally—Faces—W.B.  
Armed And Extremely Dangerous—First  
Choice—Philly Groove  
Cook With Honey—Judy Collins—Elektra  
Masterpiece—Temptations—Gordy

**WKLO—LOUISVILLE**  
Frankenstein—Edger Winter Group—Epic  
A Letter To Myself—Chi Lites—Brunswick  
Stir It Up—Johnny Nash—Epic  
Delta Queen—Don Fardon—Chelsea

**WHB—KANSAS CITY**  
The Twelfth Of Never—Donny Osmond  
—MGM  
Tie A Yellow Ribbon Round The Ole  
Oak Tree—Dawn—Bell  
Blue Suede Shoes—Johnny Rivers—U.A.  
Cherry Cherry—Neil Diamond—MCA

**WDGY—MINN.**  
Space Oddity—David Bowie—RCA  
The Night The Lights Went Out In Georgia—  
Vicki Lawrence—Bell  
Superman—Donna Fargo—Dot  
Wild Flower—Skylark—Capitol  
Magic Woman Touch—Hollies—Epic  
Pinball Wizard/See Me, Feel Me—  
New Seekers—MGM

**WSAI—CINCINNATI**  
Tie A Yellow Ribbon—Dawn—Bell  
Ain't No Woman—Four Tops—Dunhill  
Sing—Carpenters—A&M  
Dead Skunk—Loudon Wainwright III—  
Columbia

**KXOK—ST. LOUIS**  
Bitter Bad—Melanie—Neighborhood  
Peaceful—Helen Reddy—Capitol  
Masterpiece—Temptations—Gordy  
Master Of Eyes—Aretha Franklin—Atlantic

**WLS—CHICAGO**  
Kissing My Love—Bill Withers—Sussex  
Ain't No Woman—Four Tops—Dunhill

**WJET—ERIE**  
The Twelfth Of Never—Donny Osmond—  
MGM  
Drift Away—Dobie Gray—Decca  
Cherry Cherry—Neil Diamond—MCA  
Stuck In The Middle With You—Steeler's  
Wheel—A&M  
Blue Suede Shoes—Johnny Rivers—U.A.  
Wild Flower—Skylark—Capitol

## R&B Additions

**WVON—CHICAGO**  
Friends Or Lovers—Act I—Spring  
Oh La De Da—Staple Singers—Stax  
Mr. Magic Man—Wilson Pickett—RCA  
Masterpiece—Temptations—Gordy

**WCHB—DETROIT**  
Say You Love Me, Too—Charles Mann—  
Come On And Get It—The Steppers—  
You'll Never Be Sorry—Gerald Simms—  
Mama I Got A Brand New Things—The  
Undisputed Truth—Gordy  
I Can Understand It—Part 1—Valentinos—  
Atlantic  
Beautiful Day—Jackie Wilson—Brunswick  
Mr. Magic Man—Wilson Pickett—RCA

**KGfJ—LOS ANGELES**  
Pillow Talk—Sylvia—Vibration  
God Bless The Children—Congress Alley—  
Avco  
I've Been Watching You—Southside  
Movement—Wand  
Today I Started Loving You Again—  
Bettye Swann—Atlantic  
Hallelujah Day—Jackson Five—Motown

## New Columbia Studio Policy

NEW YORK — Columbia Records has announced a new policy concerning the use of its recording studios. Previously restricted to in-house productions, the studios located in New York, Nashville, San Francisco and Chicago are now available to external producers. Coinciding with their policy decision, Columbia has also announced the reduction of studio rates.

The studios in the past have been used for recording material not affiliated with the Columbia label. This includes Broadway show albums such as Jesus Christ Superstar and Sugar, as well as sessions by such artists as Peter Duchin, Frank Sinatra, Antonio Carlos Jobim, and Ferrante and Teicher.

In addition, educational material has been recorded using Columbia studio facilities.

## GSF To Dist. Golden Ear

NEW YORK — GSF Records has announced that it has entered into an exclusive distribution deal with Jimmy Van Leer's newly formed independent label, Golden Ear Records. Golden Ear will have its main offices in Chicago and will work out of GSF's New York offices. The first record to be released under the new arrangement is "Let There Be Love" by The Enchanters, a Chicago based group.



**JOINT EFFORT** — Bones Howe (left) and Sergio Mendes (right) at work on the new Sergio Mendes and Brasil '77 album which will be released on Bell Records. Howe engineered Mendes' first hit in 1966, "Mais Que Nada." Since then, Howe has gained fame as producer of the Fifth Dimension, Elvis Presley, The Association, and The Turtles.



TONY ASHTON  
(Ashton, Gardner & Dyke)



ANDY BOWN



PETER FRAMPTON  
(Founder of Humble Pie)



RORY GALLAGHER



KENNY JONES  
(Faces)



ALBERT LEE  
(Heads, Hands and Feet)



KLAUS VOORMAN  
(Plastic Ono Band)

**WHAT HAPPENS  
WHEN SOME OF TODAY'S  
GREAT POP STARS  
PUT A SESSION TOGETHER  
IN LONDON**



GARY WRIGHT  
(Spooky Tooth)



AND SOME SURPRISE STARS

**WITH A ROCK'N ROLL LEGEND?**

**THE RECORDING EVENT OF THE YEAR.**



**Introducing Jerry Lee Lewis'  
dynamite, all star, historical,  
rock'n roll, two-record album  
"The Session."**

**FEATURING:** Drinking Wine Spo-Dee O' Dee / Jukebox / No  
Headstone On My Grave / Memphis / Whole Lot Of Shakin'  
Goin' On / What'd I Say / Johnny B. Goode / 60-Minute Man /  
Tutti Frutti / Pledging My Love / And Other Great Songs

Mercury SRM-2-803 Musicassette MCT4-2-803 8-Track MCT8-2-803



products of phonogram, inc., 35 e. wacker drive, chicago, ill.  
formerly mercury record productions, inc.

**WE WANT TO TELL THE WORLD**  
THAT  
**WE HAVE A FABULOUS ADDITION TO OUR**  
**ABC/DUNHILL FAMILY**



**WELCOME**  
**DUKE · PEACOCK · BACK BEAT**  
**SURE SHOT · SONG BIRD**

AND A PARTICULARLY  
WARM EMBRACE TO  
DON ROBEY  
THE FATHER OF IT ALL  
WHO WILL CONTINUE  
WITH OUR COMPANY FROM  
HIS ERASTUS STREET  
HEADQUARTERS IN HOUSTON, TEXAS

AND JUST TO BRING YOU UP TO DATE:  
 ALL THESE BEST SELLING SINGLES AND ALBUMS ARE IN STOCK  
 AT YOUR ABC/DUNHILL BRANCHES AND INDEPENDENT DISTRIBUTORS

**DUKE RECORDS**

**Top 20 Singles**

DK-107 **JOHNNY ACE**  
"CROSS MY HEART"  
"ANGEL"

DK-112 **JOHNNY ACE**  
"THE CLOCK"  
"ACES WILD"

DK-136 **JOHNNY ACE**  
"PLEDGING MY LOVE"  
"ANYMORE"

DK-170 **BOBBY BLAND**  
"SOMETIMES TOMORROW"  
"FARTHER UP THE ROAD"

DK-340 **BOBBY BLAND**  
"DON'T CRY NO MORE"  
"ST. JAMES INFIRMARY"

DK-344 **BOBBY BLAND**  
"TURN ON YOUR LOVE LIGHTS"  
"YOUR THE ONE I NEED"

DK-355 **BOBBY BLAND**  
"STORMY MONDAY"  
"YOUR FRIENDS"

DK-360 **BOBBY BLAND**  
"THAT'S THE WAY LOVE IS"  
"CALL ON ME"

DK-466 **BOBBY BLAND**  
"I'M SORRY"  
"YUM YUM TREE"

DK-467 **HOT CHOCOLATE**  
"KEEP MY BABY COOL"  
"WHO DO YOU CALL"

DK-468 **BUDDY LAMP**  
"IF YOU SEE KATE"  
"HEN PECKED"

DK-470 **EDDIE SIMPSON**  
"BIG BLACK FUNKY SLAVE"  
"LOVIN' SEASON"

DK-471 **BOBBY BLAND**  
"SHAPE UP OR SHIP OUT"  
"THE LOVE THAT WE SHARE  
(IS TRUE)"

DK-472 **BOBBY BLAND**  
"DO WHAT YOU SET OUT TO DO"  
"AIN'T NOTHING YOU CAN DO"

DK-473 **RHONDA DAVIS**  
"LONG WALK ON A SHORT PIER"  
"CAN YOU REMEMBER"

DK-474 **GREER BROTHERS**  
"WE DON'T DIG NO BUSING  
(THE BUSING SONG)"  
"LET ME STAY A PART OF YOU"

DK-475 **JO ANN GARRETT**  
"I'M UNDER YOUR CONTROL"  
"STING ME BABY"

DK-476 **MASTERS OF SOUL**  
"I HATE YOU IN THE DAYTIME  
(AND LOVE YOU AT NIGHT)"  
"I CAN SEE IT IN YOUR EYES"

DK-477 **BOBBY BLAND**  
"I'M SO TIRED"  
"IF YOU COULD READ MY MIND"

DK-478 **MASTERS OF SOUL**  
"SHOULD I JUST READ THE SIGNS"  
"I HATE YOU IN THE DAYTIME  
(AND I LOVE YOU AT NIGHT)"

DK-480 **JUST RELEASED:  
BOBBY BLAND**  
"I DON'T WANT ANOTHER  
MOUNTAIN TO CLIMB"  
"THAT'S ALL THERE IS THERE AIN'T  
NO MORE"

**DUKE RECORDS**

**Top 10 Albums**

DLP-71 **JOHNNY ACE**  
JOHNNY ACE MEMORIAL ALBUM

DLP-74 **BOBBY BLAND**  
"TWO STEPS FROM THE BLUES"

DLP-75 **BOBBY BLAND**  
"HERE'S THE MAN"

DLP-76 **JUNIOR PARKER**  
"DRIVING WHEEL"

DLP-77 **BOBBY BLAND**  
"CALL ON ME"

DLP-78 **BOBBY BLAND**  
"AIN'T NOTHING YOU CAN DO"

DLP-83 **JUNIOR PARKER**  
"THE BEST OF JUNIOR PARKER"

DLP-84 **BOBBY BLAND**  
"THE BEST OF BOBBY BLAND"

**BOBBY BLAND**  
"BEST OF BOBBY BLAND, VOL. #2"

DLP-86  
DLP-88 **BOBBY BLAND**  
"TOUCH OF THE BLUES"

DLP-89 **BOBBY BLAND**  
"SPOTLIGHTING THE MAN--  
BOBBY BLAND"

**PEACOCK RECORDS**

**Top 30 Singles**

P-1824 **FIVE BLIND BOYS**  
"SENDING UP MY TIMBER"  
"LORD YOU'VE BEEN SO GOOD"

P-1854 **REV. CLEOPHUS ROBINSON**  
"SWEET HOME"  
"I BELIEVE"

P-1896 **MIGHTY CLOUDS OF JOY**  
"NEARER TO THEE"  
"YOU'LL NEVER KNOW"

P-3046 **FIVE BLIND BOYS**  
"IN THE HANDS OF THE LORD"  
"LIFT THE SAVIOUR UP"

P-3050 **MIGHTY CLOUDS OF JOY**  
"A FRIEND IN JESUS"  
"TWO WINGS"

P-3080 **MIGHTY CLOUDS OF JOY**  
"NOBODY CAN TURN ME AROUND"  
"TOUCH ME LORD"

P-3087 **PILGRIM JUBILEE SINGERS**  
"A CHILD'S BLOOD"  
(PARTS NO. 1 AND NO. 2)

P-3088 **SENSATIONAL NIGHTINGALES**  
"PRAYED TO LATE"  
"I'M SO HAPPY"

P-3089 **VICTORIA HAWKINS**  
"SAVE A SEAT FOR ME"  
"HE'LL FIGHT YOUR BATTLES"

P-3099 **MIGHTY CLOUDS OF JOY**  
"I'M GLAD ABOUT IT"  
"LET JESUS LEAD YOU"

P-3112 **REV. JULIUS CHEEKS**  
"HOW FAR IS HEAVEN"  
"HIDE BEHIND THE MOUNTAIN"

P-3132 **MIGHTY CLOUDS OF JOY**  
"SOMEWHERE AROUND  
GOD'S THRONE"  
"HOLY GHOST"

P-3144 **MIGHTY CLOUDS OF JOY**  
"PRAY FOR ME"  
"CALL HIM UP"

P-3146 **REV. CLEOPHUS ROBINSON**  
"SOMEONE TO CARE"  
"LET THE KING COME IN"

P-3147 **SENSATIONAL NIGHTINGALES**  
"SAINTS HOLD ON"  
"THE GOLDEN STREETS"

P-3175 **MIGHTY CLOUDS OF JOY**  
"WHY DO MEN TREAT THE LORD"  
"IN THIS WORLD ALONE"

P-3176 **HIGHWAY Q C'S**  
"JESUS SPEAK TO JOHN"  
"SOMETIMES"

P-3177 **SENSATIONAL NIGHTINGALES**  
"ONE FAITH, ONE GOD,  
ONE BAPTISM"  
"BLESSED QUIETNESS"

P-3165 **DIXIE HUMMINGBIRDS**  
"GOD IS GOING TO GET TIRED"  
"DON'T LET ME FALL"

P-3167 **MIGHTY CLOUDS OF JOY**  
"HOW FAR HAVE I STRAYED"  
"JUST TO BEHOLD HIS FACE"

P-3169 **REV. JULIUS CHEEKS**  
"JUST CRYING"  
"SAME TRAIN"

P-3180 **SENSATIONAL NIGHTINGALES**  
"IT'S GONNA RAIN AGAIN"  
"A HEART LIKE THINE"

P-3182 **PILGRIM JUBILEES**  
"MR. PRESIDENT"  
"SWING LOW"

P-3184 **ERMANT FRANKLIN &  
JOYFUL COMMANDERS**  
"DON'T NEED NOBODY ELSE  
(BUT JESUS)"  
"JESUS GAVE ME WATER"

P-3185 **ORIGINAL FIVE BLIND BOYS  
(OF MISSISSIPPI)**  
"MY SOUL IS WITNESS"  
"LOVE LIFTED ME"

P-3186 **BROOKLYN SKYWAYS**  
"THE HOLY GHOST IS HERE"  
"RIGHT NOW"  
"MAY THE WORK I'VE DONE"

**MIGHTY CLOUDS OF JOY**  
"HEAVY LOAD"

P-3189  
P-3190 **O'NEAL TWINS**  
"KEEP SO BUSY"  
"JUST LOOK TO CALVARY"

P-3191 **DIXIE HUMMINGBIRDS**  
"SOMEBODY IS LYING"  
"LORD IF YOU DON'T HELP US"

P-3192 **HI WAY QUE C'S**  
"DEATH OF JESUS"  
"JESUS WILL FIX IT"

**PEACOCK RECORDS**

**Top 20 Albums**

PLP-101 **SENSATIONAL NIGHTINGALES**  
"SONGS OF PRAISE"

PLP-102 **ORIGINAL FIVE BLIND BOYS**  
"PRECIOUS MEMORIES"

PLP-114 **MIGHTY CLOUDS OF JOY**  
"FAMILY CIRCLE"

PLP-121 **MIGHTY CLOUDS OF JOY**  
"A BRIGHT SIDE"

PLP-131 **SENSATIONAL NIGHTINGALES**  
"PRAYED TOO LATE"

PLP-134 **MIGHTY CLOUDS OF JOY**  
"LIVE AT THE MUSIC HALL"

PLP-137 **SENSATIONAL NIGHTINGALES**  
"THE BEST OF THE  
SENSATIONAL NIGHTINGALES"

PLP-138 **DIXIE HUMMINGBIRDS**  
"THE BEST OF THE  
DIXIE HUMMINGBIRDS"

PLP-139 **FIVE BLIND BOYS**  
"THE BEST OF THE FIVE  
BLIND BOYS"

PLP-151 **MIGHTY CLOUDS OF JOY**  
"PRESENTING THE  
UNTOUCHABLES"

PLP-154 **SENSATIONAL NIGHTINGALES**  
"HEART AND SOUL"

PLP-161 **REV. W. LEO DANIELS**  
"GUIT TALKING TO YOURSELF"

PLP-163 **MIGHTY CLOUDS OF JOY**  
"SONGS OF REV. JULIUS CHEEKS  
AND THE NIGHTINGALES"

PLP-168 **REV. W. LEO DANIELS**  
"IT'S COMING UP AGAIN"

PLP-169 **DIXIE HUMMINGBIRDS**  
"YES SHALL KNOW THE TRUTH"

PLP-170 **MIGHTY CLOUDS OF JOY**  
"GOD BLESS AMERICA"

PLP-171 **GOPELAIRES**  
"CAN I GET A WITNESS"

PLP-472 **BOBBY BLAND**  
"DO WHAT YOU SET OUT TO DO"  
"AIN'T NOTHING YOU CAN DO"

PLP-473 **RHONDA DAVIS**  
"LONG WALK ON A SHORT PIER"  
"CAN YOU REMEMBER"

PLP-474 **GREER BROTHERS**  
"WE DON'T DIG NO BUSING  
(THE BUSING SONG)"  
"LET ME STAY A PART OF YOU"

PLP-475 **JO ANN GARRETT**  
"I'M UNDER YOUR CONTROL"  
"STING ME BABY"

PLP-476 **MASTERS OF SOUL**  
"I HATE YOU IN THE DAYTIME  
(AND LOVE YOU AT NIGHT)"  
"I CAN SEE IT IN YOUR EYES"

PLP-477 **BOBBY BLAND**  
"I'M SO TIRED"  
"IF YOU COULD READ MY MIND"

PLP-478 **MASTERS OF SOUL**  
"SHOULD I READ THE SIGNS"  
"I HATE YOU IN THE DAYTIME  
(AND LOVE YOU AT NIGHT)"

PLP-480 **JUST RELEASED:  
BOBBY BLAND**  
"I DON'T WANT ANOTHER  
MOUNTAIN TO CLIMB"  
"THAT'S ALL THERE IS THERE AIN'T  
NO MORE"

**SONGBIRD RECORDS**

**Top 20 Singles**

S-1050 **REV. ORIS MAYS**  
"WHAT A TIME"  
"ROCK MY SOUL"

**INEZ ANDREWS AND THE  
ANDREWETTES**

S-1066 "LET'S SERVE THE LORD"  
"STRANGER IN THE CITY"

S-1107 **INEZ ANDREWS**  
"TOILING"  
"THANK YOU LORD"

S-1108 **REV. ORIS MAYS**  
"JORDAN RIVER"  
"JESUS IS WALKING WITH ME"

S-1126 **REV. ORIS MAYS**  
"DON'T LET THE DEVIL RIDE"  
"I LEARNED HOW TO LEAN"

S-1147 **REV. ORIS MAYS**  
"JESUS IS SWEETER THAN HONEY"  
"ROYAL TELEPHONE"

S-1167 **JACKSON SOUTHERNAIRES**  
"TOO LATE (PART 1)"  
"TOO LATE (PART 2)"

S-1189 **OLLIE COLLINS, JR.**  
"SOUND OF MUSIC"  
"HE'LL NEVER TURN ME AWAY"

S-1190 **WILLIE BANKS AND HIS  
SOUTHERNAIRES**  
"HIS OWN - PART 1"  
"HIS OWN - PART 2"

S-1198 **EXCITING SINGING ANGELS**  
"UNTILL I FOUND THE LORD"  
"I'M THANKFUL"

S-1199 **BONNIE LANDERS SINGERS**  
"THE DEVIL STAYS ON MY TRACK"  
"MY GOD IS WONDERFUL"

S-1200 **JACKSON SOUTHERNAIRES**  
"HOW LONG WILL IT LAST"  
"HE'S SO GOOD AND I THANK HIM"

S-1201 **LIZ & THE GOPELLETES**  
"TO KNOW HIM IS TO LOVE HIM"  
"THE LORD'S PRAYER"

S-1203 **INEZ ANDREWS**  
"I'M FREE"  
"LORD DON'T MOVE THE  
MOUNTAIN"

S-1204 **SUPREME JUBILEES**  
"HE WOKE ME UP THIS MORNING"  
"LORD HOLD MY HAND"

S-1205 **WILLIE BANKS & HIS  
SOUTHERNAIRES**  
"HERE I AM"  
"TO TURN BACK DON'T PAY"

S-1206 **OLLIE COLLINS, JR.**  
"THE MAN I SERVE"  
"HOLD ON TO HIS HAND"

S-1207 **JEAN AUSTIN**  
"IT'S A GOOD DAY"  
"I AIN'T NO STRANGER NOW"

S-1208 **HOLY DISCIPLES**  
"TRYING TO MAKE A HUNDRED  
PEACE OF MIND"

S-1209 **CHRISTIAN SOLDIERS**  
"RUNNING FOR JESUS"  
"WASHED IN THE BLOOD"

**SONGBIRD RECORDS**

**Top 10 Albums**

SBLP-200 **INEZ ANDREWS AND THE  
ANDREWETTES**  
"THE NEED OF PRAYER"

SBLP-201 **INEZ ANDREWS AND THE  
ANDREWETTES**  
"LETTER TO JESUS"

SBLP-202 **REV. ORIS MAYS**  
"TRIBUTE IN PRAYER (FROM  
A SOLDIER IN VIET NAM)"

SBLP-206 **THE WORLD'S GREATEST  
SPIRITUAL AND GOSPEL  
ARTISTS**  
"THE LADIES RIDE THE  
GOSPEL TRAIN"

SBLP-212 **JACKSON SOUTHERNAIRES**  
"TOO LATE"

SBLP-213 **INEZ ANDREWS**  
"CLOSE TO THEE"

SBLP-215 **SONS OF THE BIRDS**  
"IT'S GOSPEL T ME"

SBLP-217 **REV. ROY E. EASLEY, JR.**  
"IF ANYONE ASKS YOU WHO I AM"

SBLP-222 **JACKSON SOUTHERNAIRES  
AND SENSATIONAL  
WILLIAMS BROTHERS**  
"HE'S MY BROTHER"

SBLP-224 **REV. ROY E. EASLEY, JR.**  
"THE WORLD SERIES"

**SOON TO BE RELEASED:**

SBLP-226 **INEZ ANDREWS**  
"LORD DON'T MOVE THE  
MOUNTAIN"

**BACKBEAT RECORDS**

**Top 20 Singles**

BB-501 **THE ROB ROYS**  
"TELL ME WHY"  
"AUDRY"

BB-541 **JOE HINTON**  
"FUNNY"  
"YOU GOTTA HAVE LOVE"

BB-546 **ROY HEAD**  
"TREAT HER RIGHT"  
"SO LONG MY LOVE"

BB-548 **O. V. WRIGHT**  
"YOU GONNA MAKE ME CRY"  
"MONKEY DOG"

BB-553 **FANATICS**  
"DANCING TO THE SHOTGUN"  
"YOU'RE MOVING TOO FAST"

BB-580 **O. V. WRIGHT**  
"EIGHT MEN FOUR WOMEN"  
"FED UP WITH THE BLUES"

BB-583 **O. V. WRIGHT**  
"HEARTACHES, HEARTACHES"  
"TREASURED MOMENTS"

BB-588 **CARL CARLTON**  
"COMPETITION AIN'T NOTHING"  
"THREE WAY LOVE"

BB-601 **JEANETTE WILLIAMS**  
"STUFF"  
"YOU GOTTA COME THROUGH"

BB-607 **O. V. WRIGHT**  
"I'LL TAKE CARE OF YOU"  
"WHY NOT GIVE ME A CHANCE"

BB-611 **O. V. WRIGHT**  
"BLOWIN' IN THE WIND"  
"LOVE THE WAY YOU LOVE"

BB-615 **O. V. WRIGHT**  
"ACE OF SPADES"  
"AFFLICTED"

BB-619 **CARL CARLTON**  
"WILD CHILD"  
"SURE MISS LOVING YOU"

BB-620 **O. V. WRIGHT**  
"WHEN YOU TOOK YOUR LOVE  
FROM ME"  
"I WAS BORN ALL OVER"

BB-622 **O. V. WRIGHT**  
"A NICKEL AND A NAIL"  
"PLEDGING MY LOVE"

BB-623 **JEAN ELIAS**  
"YOU MADE ME A ANYBODY'S  
WOMAN"  
"HOW LONG CAN I GO ON FOOLING  
MYSELF"

BB-624 **CARL CARLTON**  
"WHERE HAVE YOU BEEN  
(ALL OF MY LIFE)"  
"THE GENERATION GAP"

BB-625 **O. V. WRIGHT**  
"DON'T LET MY BABY RIDE"  
"HE MADE WOMAN FOR MAN"

BB-626 **O. V. WRIGHT**  
"DROWNING ON DRY LAND"  
"I'M GONNA FORGET ABOUT YOU"

BB-627 **CARL CARLTON**  
"I WON'T LET THAT CHUMP BREAK  
YOUR HEART"  
"WHY DON'T THEY LEAVE US  
ALONE"

**BACKBEAT RECORDS**

**Top 7 Albums**

BBLP-60 **JOE HINTON**  
"FUNNY (HOW THE TIME  
SLIPS AWAY)"

BBLP-61 **O. V. WRIGHT**  
"(I'TTIS) ONLY FOR TONIGHT"

BBLP-66 **O. V. WRIGHT**  
"EIGHT MEN AND FOUR WOMEN"

BBLP-67 **O. V. WRIGHT**  
"NUCLEUS OF SOUL"

BBLP-68 **WILLIE MAE THORNTON**  
"SHE'S BACK"

BBLP-69 **SUNSHINE**  
"HERE'S SUNSHINE"

BBLP-70 **O. V. WRIGHT**  
"O. V. WRIGHT"

## Picks of the Week

**NEIL DIAMOND** (MCA 40017)

Cherry Cherry (3:56) (Tallyrand, BMI—Diamond)

Live track culled from Diamond's "Hot August Night" album will continue artists string of sensational performances and hit records. Already getting much AM exposure, record is sure to rise to top 10 in a few weeks. There's just no denying that Neil Diamond is one of the most talented singer/songwriters around today. Flip: No info. available.

**WAR** (United Artists XW 163 W)

The Cisco Kid (3:47) (Far Out, ASCAP—War)

One of America's most underrated supergroups, War proved their worth in gold with "The World Is A Ghetto," and are likely to repeat their performance with another track culled from their chart topping LP. Nothing will stop this one from soaring to top of pop and r&b charts. More gold for War. Flip: No info. available.

**THE JACKSON 5** (Motown 1224)

Hallelujah Day (2:53) (Jobete, ASCAP—Perren, Yarian)

Debuting material from their forthcoming "Skywriter" album, the J5 treat their vast audience to something very special. All members of the group share lead vocal honors on this entry into the pop and r&b spotlight. Looks like another million seller for sure. An overwhelming all around performance. Flip: No info. available.

**STEVIE WONDER** (Tamla 54232)

You Are The Sunshine Of My Life (2:45) (Stein & Van Stock/Black Bull, ASCAP—S. Wonder)

Stevie follows his golden "Superstition" track with another cut from his "Talking Book" album. This time around, he changes the pace and delivers a stirring ballad performance that is also certain to go gold instantly. More top 10 material from Stevie Wonder. Flip: No info. available.

**HURRICANE SMITH** (Capitol 3455)

Who Was It? (3:00) (MAM, ASCAP—O'Sullivan)

"Oh Babe, What You Say" was just the beginning of a super recording career for Hurricane Smith. For his second single outing, Hurricane chose choice Gilbert O' Sullivan material that will again rocket to the number one position on the national charts. Flip: "Take Suki Home" (2:53) (Beechwood, BMI—Smith)

**STEELY DAN** (ABC 11352)

Reeling In The Years (4:35) (Wingate/Red Giant, ASCAP—Fagen, Becker)

Group who successfully debuted with the "Do It Again" track from their top 20 album returns with another winner highlighted by some expert guitar playing. Instant programming is a certainty as this outfit is here to stay. Watch this one climb national charts. Flip: No info. available.

**POCO** (Epic 10958)

Go And Say Goodbye (2:46) (Spinnaker/Ten East/Cotillion/Springalo Toones, BMI—S. Stills)

This has got to be the single to put Poco over the top in top 40 markets. It's got everything going for it! Fine vocal harmonies, a great musical track, and shades of early Buffalo Springfield. Steve Stills composition will garner immediate airplay and sales. Flip: No info. Available.

**BEVERLY BREMERS** (Scepter 12378)

Run To Her (1:55) (Screen Gems, BMI; Colgems, ASCAP—Goffin, Keller)

Originally released by Bobby Vee as "Run To Him," Beverly reveals the other side of the story in under two minutes. Definitely a programming delight, and possibly, Beverly Bremers' next chart contender. Flip: "Baby I Don't Know You" (2:57) (Broude-Bregman, ASCAP; 5 Arts, BMI—Linzer, Reinhardt)

**STEVE GOODMAN** (Buddah 348)

The Dutchman (4:18) (Duchess/Hawaii, BMI—M. Smith)

Steve Goodman, the author who put Arlo Guthrie on the pop map with "City Of New Orleans" returns with a brilliant cutting from his new LP, "Somebody Else's Troubles." Record shines both lyrically and instrumentally and is highlighted by fine Arif Mardin production touch. What else can be said? Flip: No info. available.

**STRAWBS** (A&M 1419)

Part Of The Union (2:53) (Irving, BMI—Hudson, Ford)

Currently the number one record in Great Britain, Strawbs are likely to spread the wealth Stateside, too. This is a single with hooks, melody and much meaning in a satirical way. Fine harmony and great arrangement add to overall appeal. Should go top 40 easily with plenty of programming in AM and FM markets. Flip: No info. available.

**FLO & EDDIE** (Reprise 1142)

Afterglow (2:57) (Immediate, BMI—Marriott, Lane)

Currently set to tour the country with none other than Alice Cooper, this is a track that Flo & Eddie will certainly be performing. Produced by Alice's own Bob Ezrin, this is strongest commercial effort thus far from the duo, and it could click. Flip: "Carlos & De Bull" (3:44) (Liccianetti, ASCAP—Volman, Kaylan)

## Newcomer Picks

**THE INVITATIONS** (Silver Blue 801)

For Your Precious Love (3:26) (Sunflower, ASCAP—Butler, A&R Brooks)

Label debuts with first outing that almost guarantees them chart impact. Former Jerry Butler classic is given updated r&b treatment with plenty of strength left over to cross to pop markets. A great way to start a career—both for label and artist. Flip: No info. available.

**DAVID & GOLIATH** (Beverly Hills 9390)

The Way That It Goes (3:20) (Wemar, BMI—Reilly, Watt, Roy)

Rousing rocker sparkles with plenty of commercial possibilities from biblical duo. Will serve to satisfy both top 40 and FM programming appetites. Flip: "After Tomorrow" (3:16) (same credits)

**BARRY WHITE** (20th Century 2018)

I'm Gonna Love You Just A Little More Baby (3:58) (January/Sa Vette, BMI-B. White)

Having struck gold with their "Love Jones" effort, label now comes with a single by singer/songwriter Barry White who sounds like Isaac Hayes. R&B programmers will jump on this one immediately, but song will succeed on its own strength. Could become a top 10'er with great ease. Flip: No info. available.

## Choice Programming

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

**DAN PENN** (Bell 45-327)

Stony (2:52) (Muscle Shoals/Dan Penn, BMI—Penn, Soule)

**SAMPSON & DELILAH** (Polydor 14167)

You Bring The Tears (2:40) (Malaco, BMI—Mitchell)

**SONNY & CHER** (MCA 40026)

Mama Was A Rock And Roll Star (3:55) (Chris Marc, BMI—Bono)

**THE TEMPREES** (We Produce 1810)

Chalk It Up To Experience (2:57) (Stripe/East/Memphis, BMI—Moore)

**BILL QUATEMAN** (Columbia 45792)

Only Love (2:59) (High Ness, BMI—Quateman)

**THE NEW BIRTH** (RCA 0912)

I Can Understand It (4:20) (Unart, BMI—Womack)

**SUSAN JACKS** (London 45-182)

You Don't Know What Love Is (2:51) (Rockfish, BMT—T. Jacks, Nelson)

**SEA DOG** (Scepter 12377)

Beyond The Spirit (3:20) (Back Road/Blackwood, BMI—Taylor)

**PETULA CLARK** (MGM 14511)

Serenade Of Love (2:16) (Robbins, ASCAP—Hatch, Trent)

**MOUTH & MACNEL** (Philips 40724)

Let Your Life Lead By Love (2:48) (Day Glow, ASCAP—Van Hemert)

**THE MANHATTANS** (DeLuxe 45-146)

Rainbow Week (3:58) (Ft. Knox, BMI—Riley)

**EARTH, WIND & FIRE** (Columbia 45800)

Where Have All The Flowers Gone (3:45) (Fall River, BMI—Seeger)

**RUFUS THOMAS** (Stax 0153)

Funky Robot (2:43) (Birdees/Rufon, ASCAP—Thomas, Dortch)

**BEN SIDRAN** (Blue Thumb 223)

Chances Are (3:06) (Bulldog, ASCAP—Sidran)

**SONNY TERRY & BROWNIE MCGHEE** (A&M 1417)

People Get Ready (3:58) (Curtom, BMI—Mayfield)

**KENTUCKY FREEWAY** (Penny Farthing 1620)

Take Off (4:02) (Page Full Of Hits, ASCAP—Carter, Barnfather)

**SUITCASE** (Bell 45-325)

Too Soon To Know (2:52) (Lowery, BMI—G. Wood)

**BIG BEN** (Enterprise 9061)

Baby, Now That I've Found You (3:26) (January, BMI—Macleod, Macaulay)

**ETHEL ENNIS** (BASF 15126)

I Believe In Love (2:54) (Spiral, ASCAP—Shelley)

**LOVE UNLIMITED** (MCA 40009)

Fragile-Handle With Care (3:40) (January/Sa Vette, BMI—White)

**YOUNG HOLT UNLIMITED** (Paula 380)

Superfly (3:15) (Curtom, BMI—Mayfield)

**JOHNNIE TAYLOR** (Stax 0155)

Don't You Fool With My Soul (2:52) (East/Memphis/Tag, BMI—Taylor, Alexander)

**RICKY WILDE** (UK 49013)

April Love (2:04) (Feist, ASCAP—Fain, Webster)

**STAMPEDERS** (Bell 45-331)

Oh My Lady (2:46) (Covered Wagon, ASCAP—Berly)

**GENESIS** (Charisma 103)

Watcher Of The Skies (3:44) (R&M/Tiflis, ASCAP—Genesis)

**SHEILA ROSS** (Kwanza 7635)

You Hold My Life In Your Hands (3:31) (Razzle Dazzle, BMI—Randazzo, Pike)



# Brenda Lee

Her New Country Chart Single . . .

# Nobody Wins

MCA 40003

Is Crossing Over . . .

# Pop!

From Her Latest MCA LP "Brenda" Listen For It.



MCA RECORDS

# cash box / talent on stage

## Edgar Winter Grin

SANTA MONICA CIVIC — Spindizzy's hot group Grin drew smiles of satisfaction from this concert gig. The quartet headed by Nils Lofgren seems to provide the same kind of excitement that The Doors, during their Morrison days, faithfully supplied. Lofgren has accrued all of the ingredients necessary to catapult him to rock stardom. Nils can and does take his audience anywhere he wants them. Their latest album is called "All Out," and the group including Bob Berberich, Bob Gordon, and Tom Lofgren are precisely all outstanding. Especially nice were "Heavy Chevy," "Love or Else" and "Love Again."

Heading the concert was the Edgar Winter Group. With Ronnie Montrose on lead guitar, Chuck Ruff on the drums, and Dan Hartman on bass. The act's only cajolery concerned itself with lighting gimmicks, but aside from that they are pure unadulterated rock and roll. Each member of this Epic quartet shares moments of being a main attraction in himself. Winter, a masterful performer, has found his niche in this exceptionally tight group. The act should continue to burgeon into one of the biggest domestic concert attractions around. Maybe even the biggest. Highlight numbers were "Rock 'n' Roll Boogie Woogie Blues" and "Get It On."

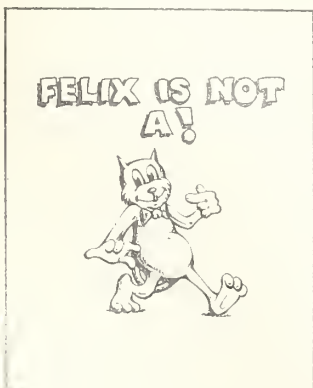
r.b.

## Miriam Makeba

PHILHARMONIC HALL, NYC — South Africa singer Miriam Makeba, after nearly a 3-year absence from the U.S. scene, recently launched a month-long U.S. tour with a sellout concert at the famed Hall. Makeba was given a long and warm reception as M.C. Ed Williams brought her on stage with the comment, "3-years is long enough to wait". Makeba's voice still rings with full richness and the earthy warmth of black earth. She opened the program with a South Africa song about the plight of the men taken from rural areas to dig for gold. A Van Morrison composition, "The Song I Shall Sing", and, "A Piece of Ground" more than verified the fact that she can move an audience with her fiery emotional deliveries. "The Click Song", one of her most popular selections, was done in her native Xosa, and she explained the meaning of the clicks and pops with humorous anecdotes. Another outstanding selection was the tune written by William Salter, "When I Have Passed On" and one would have to be immune to emotion if one were not affected by this offering. The Chuck Davis Dancers, dressed in native garb, provided interesting and dramatic routines to several of Makeba's selections.

Miss Makeba is definitely together, she is a remarkable talent and the sellout concert proved that Miriam Makeba had not been forgotten!

d.d.



## Glen Campbell

CARNEGIE HALL—Glen Campbell has finally achieved the second of his two prime objectives, to play at New York's Carnegie Hall. (The other goal was achieved several years ago when he performed at Nashville's Grand Ole Opry.) It was a rare and extremely fine evening musically and Glen deserves all tributes. He was accompanied by a 25-piece orchestra and Bill Graham on bass, Bob Felts behind the drums, and 19 year old Carl Jackson playing guitar and banjo. His first song, "I Believe In Music," was sung excellently amidst a holocaust of flash blubs.

The audience seemed to be in their upper twenties at least, and were very attentive. The show was very polished from beginning to end and only had one low point, the team of Gaylord & Holiday. These two men have pleasant voices but their humor was relatively tasteless. Their "jokes" concerning gay people amongst others could have and should have been

omitted. The funny parts as a result were overshadowed by this type of trash.

Glen performed most of his hit songs all of which can be found on the many Capitol albums he has recorded. Selections included "Galveston," "Phoenix" and "Gentle On My Mind." An excellent version of "It's Only Make Believe" was rendered as was a great impersonation of Elvis Presley. Glen accompanied himself either on electric and amplified acoustic guitars. Glen and Carl played a rousing version of "Dueling Banjos" and "Proud Mary". For an encore, Mason William's masterpiece "Classical Gas" was offered.

The Glen Campbell Show received, upon its conclusion, a deserved standing ovation. It was a rare presentation indeed at which you could sit back, listen to, and enjoy all of the music.

p.s.

## Jerry Jeff Walker

KENNY'S CASTAWAYS — After two weeks worth of the New York Dolls, one would think that this would be a quiet week at KC's. Not so—this was a different crowd than the spangles from the Mercer Arts Center drew here, but one just as strongly convinced that the act they came to see is a "one and only".

Now on Decca, Walker has obviously grown, even since the recording of his last live LP. He hit the stage with that same old patented Jerry Jeff grin, and began with two older numbers—"Gypsy Songman" and "Little Bird." But thanks to his "Four Man Deaf Cowboy Band," even these tunes had a newfound punch to 'em. The winning kind of audience rapport which is just as much a staple of his act as "Mr. Bojangles" began to take shape with the intro to "The Continuing Saga Of The Classic Bummer," and by the time he got to "Good Lovin' Grace," he had everyone in an "at home" ease.

The two closing numbers really prove how much future success there is in Jerry Jeff. "L. A. Freeway," a bit of rock variation on Eric Andersen's "Thirsty Boots," was put together as a showpiece of the first order. "Clap Your Hands & Dance" quickly followed, reprising the "wo-wo"'s from "Little Bitty Pretty One." Who says folkies can't get it on? Jerry Jeff Walker seems riper for a huge hit now more than ever. Just ask his ever-growing cult.

r.a.

## "The Harder They Come"

DOHENY PLAZA, L.A. — It's not the music that gets a rating of 'R' but rather the films. Perry Henzell's "The Harder They Come," set in Jamaica, stars reggae recording artist Jimmy Cliff, who plays a singer trying to establish himself in a place whose execrable conditions are seldom understood by tourists or others daydreaming of the connoted tropical paradise. The Jamaica that Ivan (Cliff) grows up in is a place where personal freedom is "hard to come" by, and stardom is as unpractical as the amount of \$20, the price paid in full to a recording artist.

The soundtrack available on newly formed Mango Records (distributed by Capitol) provides the perfect mood for a film whose caustic theme will garner disbelief in the U.S. where personal freedoms are taken for granted.

Technically the movie plummets. The camera is not very steady in many parts, and sometimes slightly out of focus. Also there are times when sub-titles are used and other times when they are not. This lack of uniformity makes comfortable viewing a bit difficult, but overall, the film is a tour de force commenting in an almost dispassionate way on oppression, desire, nihilism, barbarism, and total disintegration.

On the issue of achieving success as a rock star in Jamaica, Ivan demonstrates "You Can Get It If You Really Want" but you might have to kill a few people for it.

r.b.

## Jerry Butler

TROUBADOUR, LOS ANGELES — The familiar sonorous voice of the Troubadour announcer started to make his usual introductory remarks about the on coming artist but was drowned out by an outburst of applause from an audience who somehow knew just how good Jerry Butler was going to be. There are no ifs or buts about it, Butler (The Iceman) is the definitive when it comes to soul artistry. He opened with "One Night Affair" from his Phonogram/Mercury album "Spice of Life" and immediately convinced all it was going to be a most memorable affair. The Iceman and company, four svelte girls called Peaches, brought back to L.A. the kind of soul entertainment which has been missing for sometime. In fact not since the early days of Whisky A go go, The Trip, and The Five Four Ballroom has Los Angeles been exalted by such soul. Rhythm and blues to be fully appreciated takes a nightclub millieu not a concert arena.

Other exciting numbers included, "Brand New Me," "Are You Happy," "Make It Easy On Yourself" and "For Your Precious Love". On "Never Gonna Give You Up" he gave a verse to the audience to sing and told them that if they relented the show stops right now. That intimidation made everyone sing because no one wanted the show to ever stop. Brenda Lee Eager, a member of Peaches joined Jerry on the gold record they made together, "Aint Understanding Mellow." She's got what it takes to become a major act in the tradition of Gladys Knight. Also on the bill was a very funny comic Franklin Ajaye, who made his nightclub bow with unfaltering ease. He should be a good contender for TV and films.

r.b.

## Pat Sky Pat Chamberlain

WASHINGTON SQUARE CHURCH, NYC — In the informal atmosphere of Izzy Young's Monday night music spot, not even persistently noisy radiators can spoil the enjoyment of an audience who has come to hear contemporary folk music.

Pat Sky somewhat less than triumphantly announced that his now legendary "Songs That Made America Famous" would be released late March by Adelphi Records. The album had been held up by various legal hassles and industry reluctance to release a work that all major pressing plants had refused to accept because of its content. Eighteen months later, Nixon is still president and although the war is over, very little of his original satirical bite will be lost. That is if we can judge by the crowd's reactions to cuts like "Giovani Batiste Montini" ("he lives in the Vaticanini.") "Child Molestin' Blues" ("she only charged me a Tootsie roll. . ."). and "Fight For Liberation."

Sky's older original material ("songs I learned from my old Vanguard albums") and his interpretations of traditional banjo tunes like "Cluck Ole Hen" ("which I learned off a chicken") went over extremely well. Accompanying himself on guitar and banjo, the churchful of fans responded eagerly to everything Sky did, although "Separation Blues" got a particularly warm reception. Patrick Sky has not lost his spot in the urban folk revival culture. If anything, the years have made his talents more welcomed and obvious.

Pat Chamberlain, originally from Jacksonville, Texas ("the tomato canning capitol of the country") has been singing in New York for three years. He has a number of fine original tunes in the Jim Croce/James Taylor bag, and performs them in a strong tenor with more than adequate 6-string accompaniment. His songs are personally perceptive and at times quite witty as well.

r.a.



DCT TO RCA—David Clayton-Thomas has signed an exclusive recording contract with RCA Records. Taking part in the signing are (l-r): Rocco Lagnesstra, RCA Records president; Don Burkheimer, division a&r vp; David Clayton-Thomas and Don Heckman, division a&r vp, east coast.

Lagnesstra said of the former lead vocalist of Blood, Sweat & Tears who is set to record his first LP for the label this month, "We are convinced that David right now stands at the threshold of his career."



**TOMMY ROE...** heading for the top with his new MGM/South release.

### Tommy Roe... the New Working Class Hero

Tommy Roe, who has sold over 25,000,000 records during the past 10 years has written and recorded a song which is destined to become the anthem of the American working man. Called "Working Class Hero," it's a

ballad which extolls the virtues of the way of life of the American working man. Confirmation of the success of Tommy's salute to America is already apparent by the phone action at stations programming the single.

### New Christopher Paul Single Is a 'Natural' for Listener Participation.

MGM/South's recording artist Christopher Paul's new single "Seems like the Story of My Life is the History of Rock and Roll" contains in the lyrics the titles of over 29 ... count 'em, 29 hit records!

The gamut runs from Bill Doggett's 1956 hit recording of "Honky Tonk" on the King label, to the Beach Boys' 1964 smash, "Fun, Fun, Fun" MGM/South Records has sent, along with DJ copies of the single, an outline for station-sponsored listener competitions. To win the contest the listener is asked to name as many of the hit titles as he can. The record company reports initial reaction to the single and the contest idea have been tremendous.

### Billy Joe Royal and Don Costa Create Smash Sound!

Word is out that the new Billy Joe Royal single on MGM/South Records arranged and conducted by America's #1 producer, Don Costa, has the potential of being an out and

out smash. As a result of this timely marriage of two super talents, Billy Joe is breaking big on MOR stations and is receiving tremendous response wherever the single is being played. Called "This Magic Moment," the single was recorded between Billy Joe Royal's recent SRO engagement in Las Vegas and Tahoe.

The MGM/South star is currently on a 3 month hiatus writing new songs and polishing his nightclub act.

### Second Smash Single from New Album for Dennis Yost and The Classics IV

Looks like Dennis Yost and The Classics IV are back on the hit streak after signing with MGM/South Records.

"What Am I Crying For" made a big dent in the charts a few weeks ago, now Dennis and the gang are heading for gold with this latest single "Rosanna." Both singles are in the new Classics IV album and MGM/South Records predicts tremendous sales for the LP on the impetus of the second single.

With 2 hit singles in a row, there is no doubt that the group that found fame with "Stormy" and "Traces" is back in the big time where it belongs!

## New on MGM/South Records/DENNIS YOST AND THE CLASSICS IV Includes the hit singles "WHAT AM I CRYING FOR" and "ROSANNA."



MSH-702



# Gortikov Talk

(Cont'd from p. 9)

dollars. He did not eschew the issue that piracy is very much on the incline and pointed towards tape cartridges and "counterfeiting", which he described as "the faithful duplication of graphics, packaging, and actual label".

He found it incredulous that there can exist manufacturers and music publishers who will not even spend cents to fight these perpetrators. Among outstanding NARM individuals helping to fight piracy, he cited, Chuck Blacksmith, Dick Greenwald, Henry Hildebrand, David Lieberman, David Press, Ralph Raper, Jim Schwartz and Jack Silverman, and Sam Marmaduke. The position for concerned individuals to take, according to Gortikov, is to continue to make NARM aware of precise piracy incidents and to do some preliminary investigating on their own. His final suggestion for individual direction was, "Take a police chief to lunch. Some law enforcement people don't know a cartridge from a partridge, or a cassette from a basinette". This again stresses the need to educate those alien to the problem. As a role for NARM collectively, he maintained that it requires funding to finance attorneys, lobbyists, and criminal investigations.

## Klein's Remarks

Speaking next was Allen Klein, president of Abkco Industries, who chided manufacturers for not taking legal actions against "air pirates," those pirate firms that advertise through radio and TV. Klein stated his action, along with George Harrison, against WABC and WPIX, represented the first such legal attempts to stop "air piracy." (In a development in this case, the judge has reserved decision on whether the action should have Federal or State jurisdiction).

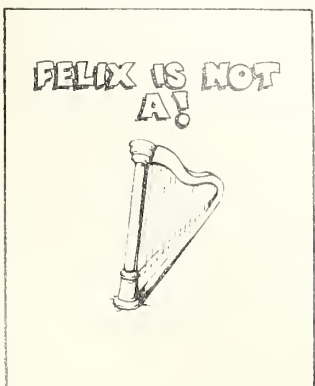
Klein said he went before the RIAA board to request that labels who are part of broadcasting groups take action against this practice. He said that many pirate ads were "cloaked in respectability" when they appeared on major stations or in such national publications as Playboy and Signature (the Diner's Club publication). He also stated that major credit cards could be employed to buy pirate product advertised.

Klein cited two instances of attempting to stop radio pirate ads and receiving two replies: "go to hell" and "we have no law against it."

Klein said his action involving pirated Beatles product was a matter of civil rights and therefore clearer in terms of personal harm.

In announcing Apple's new 2-volume Beatles packages (see last week's issue) selling at \$9.98, Klein said: "I'm sure this kind of pricing will make the pirates sue us for unfair competition."

After Klein, a representative of the National Association of Progressive Radio Announcers said that the industry should reach the young consumer to tell them of the harm being done to their favorite performers.



# NARM's New Antipiracy Program

## I. NARM's Internal Program:

A. Pre-Feb. 15, 1972 product.

1. Accelerate the pursuit of further strong state legislation if a favorable U.S. Supreme Court decision is obtained in the California law (Goldstein) case.

2. Pursue the feasibility of selectively filing distributor and/or retailer unfair competition litigation in the state and federal courts, taking into consideration the state legal situations, publicity impact of such cases, and NARM financial capabilities to bring each of such cases to a successful conclusion.

3. NARM will prepare an anti-piracy primer to hand out to assist members in their efforts to recognize and deal with piracy and bootlegging advertising in the media, including newspapers, magazines, and radio and television.

4. If the U.S. Supreme Court holds that state anti-piracy legislation is unconstitutional with respect to pre-Feb. 15, 1972 product, NARM's counsel will immediately advise the NARM membership on the legal situation with respect to handling pre-Feb. 15, 1972 duplicated product, so that each NARM member can make his own decision regarding the handling of such duplicated product in the future.

B. Post-Feb. 15, 1972 product.

NARM's officers believe that the illegal duplicators, since passage of the new copyright bill, have tended to avoid illegally duplicating the new copyrighted products of the industry. However, NARM's officers now see a trend toward illegal duplication of the new product. Since such duplicating is unquestionably illegal under the new federal law, NARM will immediately:

1. Support through NARM and its regional piracy committees all member efforts in getting stores in local areas to cease handling illegal "P" product.

2. Provide information to all NARM members concerning the criminal enforcement provisions of the new copyright law and request the members to contact their U.S. Senators and Congressmen to urge that the U.S. Department of Justice vigorously enforce such criminal provisions of the law, in view of the serious piracy and bootlegging situation in the industry.

3. NARM members will contact individual manufacturers and publishers to advise them of violations involving "P" product and urge that such violations be enforced by the manufacturers and publishers under the civil

procedures granted to the manufacturers and publishers under the new law. NARM members are urged to continue to offer assistance in gathering evidence and locating local counsel for the filing of manufacturer-publisher lawsuits seeking injunctions and damages for violations of the new law.

4. NARM will keep its members posted on anti-piracy activities by publishing periodically membership bulletins on anti-piracy developments, including court cases and legislation.

II NARM External Anti-Piracy Program: NARM strongly urges manufacturers and publishers:

A. To provide adequate staff to take full advantage of all field investigative work done by NARM members on piracy and bootlegging situations.

B. To report back to NARM's office the disposition of NARM member shopper reports, complaints, and requests for assistance.

C. Manufacturers are urged to apply for copyright on all post-Feb. 15, 1972 product.

D. Manufacturers and trade publications are urged to publish "P" information in catalogs and charts, to aid in spotting copyright violations.

E. Manufacturers and publishers are urged vigorously to pursue civil prosecution of "P" product violations.

## Conclusion:

While the manufacturers and publishers have more to lose in the long run, until now NARM's distributor, rack jobber, and retail members have been hurt more than they. Despite the piracy situation, the industry has grown and manufacturers have been able to increase their wholesale prices. NARM's regular members have faced an enormous amount of illegal competition and have not been able to increase their prices to meet rising overhead costs, due in no small part to the piracy situation. Therefore, NARM's officers urge each member in their every contact with manufacturers and their representatives, at the 1973 Convention and at home after the Convention, to impress upon all manufacturers and publishers the insistence of NARM members that all such manufacturers and publishers take all possible vigorous action to eliminate the cancer of piracy and bootlegging from the recorded music industry. Such manufacturers and publishers must not wait until the NARM members are dead and the manufacturers and publishers are dying.

## Elektra Week At San Diego

HOLLYWOOD—Mickey Newbury and a special screening of the debut film of Elektra Records newly formed Audio Visual department, "Something Out of the Ordinary" produced by William S. Harvey, Elektra executive vice president and photographer, Frank Bez open a five day Elektra week at San Diego State, Tuesday, March 6.

The two campus stations, KPBS and KCR are programming both Elektra's pop records and the label's Nonesuch catalogue and San Diego stations, KGB and KPRI will be doing live broadcasts of two of the scheduled programs. KGB airs Mickey Newbury live on Tuesday night from 1,200 seat Montezuma Hall and KPRI broadcasting Sweet Salvation's Friday night concert from The Back Door.

Newbury's Tuesday show will be followed by Aztec Two-Step on Wednesday night at The Back Door, a free country concert by Garland Frady, Red Rhodes, J. G. O'Rafferty, Tommy Holbrook, and the Country-side Band, Wednesday at eleven a.m. in the Free Speech Area of the campus, and two concerts each night on Friday and Saturday.

# Queens' Raids

(Cont'd from p. 9)

as Shelf World, 59-20 99th Street, Rego Park; Meyer Edery, age 23, doing business as Ebery Stereo, 165-04 Jamaica Avenue, Jamaica; and Morris Dwek, age 32, doing business as Dwel Records, 89-64 165th Street, Jamaica. A fifth man from Central Islip, Long Island, was detained but released without charges.

## Mackell's Statement

District Attorney Mackell stated, "Recording piracy is a very lucrative business because of the sophisticated equipment available today, whereby an 8-track tape recording can be duplicated very simply and cheaply. The pirates do not have any of the expenses of the legitimate record manufacturers and are able to flood the market with inferior and cheaper copies of hit recordings. Because of this, organized crime has gone into the 'bootleg tape industry' on a large scale. It is estimated that over \$200 million of pirate tape sales are made every year, resulting in the cheating of the public as well as legitimate recording companies, artists, composers and wholesalers and retailers by several hundred million dollars annually. In addition, not only are the tapes inferior in quality but this also discourages the investment by recording companies in new and unknown recording artists. The consumer is bilked by virtue of the fact that much of the tapes recorded are of inferior quality and the sounds are not good nor are they coherent. Profits in this racket have been known to exceed heroin distribution."

The Recording Industry Association of America which together with other industry sources had furnished information and assistance in the investigation, lauded the action of District Attorney Mackell's office.

## Economist Sees Strong Effort Vs. Inflation

HOLLYWOOD — The Government has learned that it cannot slow down the economy in attempts to cure inflation. Thus, Dr. Pierre Rinfret of Rinfret Boston Associates assured the NARM convention assemblage last week that the Federal Government had learned its lesson in attempting to reduce the growth of inflation through a slow-down.

An economic advisor to three Presidents (John F. Kennedy, Lyndon Johnson and Richard Nixon), Dr. Rinfret spoke with clarity and good humor as he saw an Administration committed to "peace and prosperity" and a President who will not give up the fight against inflation. "To the record industry, he advised: 'If you're financially sound, keep the momentum going.' He also urged that the industry maintain strong relationships with the men in Washington, calling for a spokesman in Washington for small business. "In the real world of economics — political economics — your destiny and my destiny is not in my hands. The economic machine is run by politicians. You as an industry are not removed from economic forces. You cannot take the attitude that 'my company's different', an attitude struck by many in the industry, Dr. Rinfret noted, during the heyday of the conglomeration moves and stock deals that have developed into big paper losses."

Because of the economic policies of recent years, Dr. Rinfret claimed that the "economy has not regained confidence in itself," such as it had in the period of 1961-66.

Dr. Rinfret also predicted a greater degree of protectionism from foreign goods imported into the U.S. leading to an "equalization" in trade, a foreign market that will no longer raid the dollar and no precipitous rise in interest rates—"maybe 1%"—over the next year.

A&M  
RECORDS  
SINGLE RELEASE

# TW

(AM 1-15)

is  
Transcendental Meditation  
and also the title of  
**CHARLES LLOYD'S**  
first single  
from his new album, "Waves,"  
**ON A&M RECORDS.**

# Uttal's NARM Keynote

(Cont'd from p. 7)

ord industry will emerge in which the smaller company won't be able to exist. It won't be able to compete and will therefore be swallowed up by the conglomerates."

Uttal called for the support of an "independent distribution network" that works and if that viable working network doesn't exist today, "let's get together, partners, and create it!" Uttal also called for indie distributors to "make your presence known. You, too, are becoming if not complacent, too dependent upon us, the manufacturers, and beginning to say to us: 'you owe it to us to keep us alive! Now, gentlemen, we don't owe you anything that you aren't already entitled to because of your own efforts. My advice to you is: You had better get out there and fight for yourselves. We are going to give you all that we can—our product, our service, everything that you need, but you are going to have to put out and build up your business and in turn build up our business."

You have made increasing demands on us—you're making us give you promotion men and salesmen. You are asking us to staff you and provide services that may eventually cause you no longer to be independent. You are giving up your own role by default . . . so, Mr. Independent Distributor, let's join forces let's help each other but don't behave as though we have to subsidize you. No good partnership ever worked that way."

## PRICING

Uttal declared that "our business is such that it can yield a good return if we all give of ourselves and give the public an extremely creative product." Citing increased costs, Uttal noted that when the manufacturer raises his prices, the distributors say: "That puts us in a squeeze. We will not accept that squeeze. We can't have our margin of profit cut down." "I agree," Uttal said, "and my answer is—raise your prices, retailers; raise your prices, racks; raise your prices, distributors."

"For too long, we've been giving the public our product as a loss-leader. It's about time we realized that the public will pay for exceptional product (Uttal pointed to the \$5 tickets for "Last Tango in Paris") . . . Do you all realize that the price of singles is the same as it was when I entered the business in 1955? I think this is unconscionable. If we continue along this tack, there won't be enough money to create new product and to carry on research and development, let alone make profits. And so I say: If the record buyers have to be re-educated, if they to be taught, if they have to be told that our product costs money, let's tell them; but we must raise our prices, especially when the product calls for it."

## PIRACY

"I don't really think I have to say very much about this topic because I think we are all together in fighting piracy. You, as merchandisers, we, as manufacturers, must beat this, because if we can't beat it, we don't have a business any more. We manufacturers will make our product but you won't be able to sell it and none of the legitimate members of this industry will reap any of the profits. So

NARM, RIAA, let's really start licking piracy at an even greater pace than before. Much has been accomplished since last year. The Copyright Law was passed and equally as important, the manufacturers, publishers and merchandisers of our industry have united in policing. We are working together! We can work together. "Let's continue to!"

## RETURNS

"Returns," Uttal claimed, "are probably one of the most difficult ills that our business must cure. Returns are going to put us out of business if we are not careful. Returns are not the fault of the manufacturers, nor are they the fault of the distributors, racks, or the consumer. We are all responsible for creating this situation. And if we continue, we will never reach the year 2001. Because we will all be well out of business before we ever get there. Gentlemen! Take inventories! When you've got too much product, let us know. Let us transfer it out of your areas into other areas. Manufacturers, make your distributors and your racks take inventories. Be careful as to where you place your records. Put them where experience tells you they can be sold. Learn how to buy and sell. Stop hyping and allocating. Ladies and Gentlemen, let's learn to work together in eliminating returns."

In concluding his speech, Uttal said "The future looks great but the simple fact is that we've got some work to do in the present . . . we need some clear, hard-headed thinking and we need it now in the present . . . if we treat the record industry right, I know the record industry will look at us and say: 'We want to be Partners in Progress with you, as well. . .'"

## GFR Decision In Savannah, Ga.

HOLLYWOOD — The members of Grand Funk Railroad have won a decision in their legal battle against Terry Knight regarding ownership of their names Grand Funk and Grand Funk Railroad.

Chief Judge Alexander A. Lawrence of the United States District Court in Savannah, Georgia last week dismissed Terry Knight's trademark infringement action against the city of Savannah and its Convention Center. Judge Lawrence held that the city and its Convention Center was in no manner liable or other wise in connection with the group's recent performance in Savannah.

The complaint dismissed by Judge Lawrence is identical to all 27 complaints filed by Knight against other halls and arenas on GFR's past tour. The implication of Judge Lawrence's dismissal is that none of the halls are liable for trademark infringement or otherwise.

## LP-Sized Hole Aid To Singles?

HOLLYWOOD — Adopting the European policy of reducing the size of the 45 rpm center hole to that of an LP record can benefit the singles market.

This was a unanimous conclusion of a retailer/manufacturer rap session at the NARM convention last week. Adoption of the LP hole for singles would eliminate the need for buying adapters or special spindles therefore make singles easier to play on phonos.

Many manufacturer reps in the audience said they would bring back this idea to their home offices for serious consideration.

As an example of shrinking singles volume in the business today, Russ Solomon of Tower Records said his outlets' singles volume was less than 2%, while Lee Hartstone of Wherehouse said he was "looking for 5%, but not getting it."

# Cohen On Pricing (Cont'd from p. 9)

shrinking, and soon you'll be expected to exist on margins that leave no future for you. Take a look at any of the ads of the large discounters in any section of the United States on merchandise other than records. You won't find top, prime, branded, desirable merchandise consistently sold below profitable prices.

I do not believe anyone made any money on Tommy this year. The cost of the album ranged from \$6.00 to about \$6.60, and was being sold all over for \$6.98. Whether this all started with the Bangia-Desh syndrome, by our accepting a very low mark-up, I do not know. But certainly the precedent had been set, and where will it end? Will we in the future sell all toy merchandise at no profit? And all marginal merchandise at exorbitant profit in order to average our cost of goods. Soon you'll say—"New hit eh? Who needs it, there's no profit," and god forbid—it's a HIT! If it hadn't been for the good mark-up on cut-out merchandise this year, possibly giant losses would have occurred. And how long will the cut-out business boom last? Is this the sensible approach to a business which by now should be professional?

## Book Field

Let us look around us at our competition for the consumers leisure dollar. With regard to the book business for example, I know in the shopping centers in which we are located, the book store does a healthy volume. But, what is most interesting, is that everything that they sell of a new release nature and that of a catalog nature is at a printed list price. Their cut-outs or "remainders" as they call them are at a lower price, but are sold well within retail standards.

Why is this so? Well, the publishers committed themselves to the idea that their outlets make a legitimate profit. While they sell at list prices, we are plagued with a phoney suggested list price. So phoney that recently one of our manufacturers had the gall to complain to us and asked why we were selling their suggested list price items of \$4.98 at \$4.98. How ironic!

We are all at fault, but worse, we are doing nothing to correct an impending disastrous situation. Unfortunately our suppliers have fostered this disease by paying for the 100% paid ads to entice a greater volume. A volume

## Quad, Video Disc

(Cont'd from p. 9)

of this month. He also drew applause when stating that RCA's purpose in delaying release of its "quadrads" was to arrive at total compatibility with existing stereo product and hardware. At which point Holzman spoke up to agree with RCA's single-inventory intentions but to disagree with the company's marketing policy of, in a sense, "sneaking" their quad product out to the public without telling them how really "unique" it was—and how, in fact, it was worth the dollar premium charged at suggested list.

Holman said that the W-E-A group, having just made the decision to go discrete, will for a time release a double inventory (both stereo and quad versions of the same recording) in order to give a promotional and marketing advantage to their four-channel product. He projected a combined W-E-A release some two dozen quad albums by May and another two dozen by fall, including a number of packages specially created for the new format.

According to Pudwell, RCA would be releasing every other LP in quad by July.

Earlier the panel considered the impact of the video disk, which in the view of Walter Dean is "a technology that is at least two years away from the marketplace" and one that will have to overcome current consumer dissatisfactions with video tape. On this score, Holzman felt that educational programming would go a long way toward motivating sales, in addition to which the W-E-A group at least, would enjoy the benefits of the vast Warner Bros. film library.

Pudwell, for his part, foresaw the peaceful co-existence of tape and disk in the video market, as they do today in the audio market, with tape again commanding the higher price and subject still to piracy violations.

While the panelists didn't see much hope for a marketable video disk for another two or three years, Samuel W. Gelfman, programming vice president of Cartrivision of Palo Alto, Calif., spoke from the floor to assure NARM members that his company was very much in business with a complete video tape recording and playback system, with some 200 pre-recorded cartridges available in a number of fields (Interestingly, it was pointed out that Cartrivision had made its most successful inroads in the "blue-collar market.")

which in itself has great pitfalls. It is because of this approach the manufacturer has had to swallow inordinate returns which certainly is unprofitable to him. Another salient point here is that I think you will agree with me, that the longevity of selling of new hit product at these low prices, seems to be cut short. There was a time that a new Rolling Stone album would last in good sales for several months. Now it seems like it runs its course the first time around. Unless it is a super hit. And if it is a super hit, we give it away anyway.

To give our product away and then suffer the pains of internal shrinkage and shoplifting plays a deadly game with your gross margin and right down to the bottom line.

Now, if we are going to be truly partners in progress, why can't we start on a road back to sensibility with some sort of self discipline within our industry to curtail the insanity of selling our best merchandise so ridiculously cheap. The value of records and tapes has been degraded to a point where our customers now believe that, to put it in the young peoples' vernacular, "it's a rip-off industry." And they believe that when we sell at a normal accepted retail mark-up, we are gouging them, and making a gigantic profit. List prices have gone out the window and mean nothing.

## More 'Madness'

Look, the manufacturer has raised his prices, and the retail outlets have lowered theirs. Again in no other business in America has this madness taken hold. Look back twenty-five years to 1948. To the inception of the LP. The retail and selling price was \$4.85. For God's sake here we are twenty-five years later selling to the consumer for as much or far less. In those days new books sold for \$2.00 and \$3.00. Today a bestseller starts at \$10.00.

When and how badly this insanity will really affect our industry will be answered in the not too distant future. You know the retail business is a very positive and unvarying business. And it has these invariable costs built in. No matter what, you have to pay for your rent, light, insurance, and heat; and of course you must pay your people. This is completely inflexible. Some of us are able to slice a point off here and there by efficient operations. But, costs have certainly gone up, and your record prices have gone down. The illogical aspect of this is what is so terribly shocking. Why does this business more than any other business go for this kind of really immature, unprofessional merchandising. Anyone can drop prices to \$2.99 and sell millions at no profit. Well, who is benefiting from this? For one the consumer. Yes, he is doing very well. He is buying something that he doesn't need, but he wants, at a cost far below its value. And then there is the manufacturer who is getting his profit. He's inflexible. Now, why this madness has taken over our industry is beyond me. But isn't it about time that we spoke out about it. To cure it we must work as a national industry. You know, we as an industry should be awarded the highest decoration a nation can bestow. After all we are fighting the inflation spiral all by ourselves—completely alone—but just think—we'll all be dead heroes.

Here we are on the verge of a fantastic new business. Video records and Video tapes are around the corner. Are we going to reap the benefits and act like responsible men. Or, are we going to blow a once in a life time opportunity.

Perhaps the time is coming to talk of fair trade again. I know it sounds like an ugly word to some of you. But this fair trade came about in a situation very much like what we face here. It's not out of the realm of imagination. But certainly an industry-wide responsibility would be more desirable. I too have been one of these lemmings deluded into this madness, and I hope that day is over. We and some of our colleagues have raised prices with astonishing little effect on volume, but a helluva effect on net profit. Do we have enough good sense to face up to reality and to the terrible danger it presents? And do we have enough guts to face up to the forces that are driving prices down and threatening our very existence? So I implore you that the time should be over for this irrational behavior. The time to start correcting it is now. And, if we are to be truly partners in progress, let us first become intelligent business men.

## Kitano (Cont'd from p. 9)

John Pudwell offered a presentation describing the whys and wherefores of RCA's adoption of the system. This meeting drew a number of musicians, producers, and artist managers as well as NARM members.

Kitano's company established JVC in this country over four years ago, primarily to distribute stereo hardware, but recent months have seen a concentrated effort on the company's part to sell CD-4 to American record manufacturers. To that end, JVC under the management of James Mochizuki has set up custom facilities here in the RCA building.

## Pricing (Cont'd from p. 7)

lost its Christmas music album business to gas stations and tire stores," he added.

Martell's point that despite competition from other areas there was a "retail explosion" was challenged by Hartstone on the grounds that retailiers were getting a "bigger slice of the same pie" as a result of the demise of many general discount stores.



Handwritten musical notation: treble clef and a sharp sign (#).

Many  
Thanks...  
To All

Neil Diamond



# Atlantic Sets 10 March LP's

NEW YORK — Atlantic Records has announced the release of 10 new albums. Included are such artists as the Allman Brothers, Black Oak Arkansas, Dr. John, The Persuaders, Garland Jeffreys, Chris Rush, Duke Ellington and David Newman.

"Beginnings" is the title of a double LP which is a collection of the Allman Brothers' first two albums on the Atco label in a new bargain-priced set. "Raunch 'n' Roll" is the first live album by Black Oak Arkansas, recorded for Atco at the Paramount Theatres in Seattle and Portland. The double-fold packaging also contains a deed for one square

inch of the Township of Heaven in the Ozark Mountains to the purchaser of the record.

"In The Right Place" is Dr. John's new Atco album with sidemen including the Meters, Allen Toussaint, Ralph McDonald and David Spinozza.

The Persuaders second album on Atco produced by Bobby Poindexter is entitled "The Persuaders."

"Garland Jeffreys" debut lp of ten songs includes David Bromberg, Dr. John, David Newman and the Persuaders. "First Rush" is the debut album by new comedian Chris Rush. "Baptizum" is the first Atlantic album by The Art Ensemble of Chicago and includes a series of live performances at the 1972 Ann Arbor Blues & Jazz Festival.

"The Weapon" is David Newman's latest jazz album which includes Dr. John, David Spinozza and Cornell Dupree. "The Great Paris Concert" is a two-LP set recorded by Duke Ellington live at the Paris Olympia in Feb, 1963. Also included in the February release is "Oh Girl" by Young-Holt Unlimited.

## WB To Record S. Sondheim Music Tribute

NEW YORK — Warner Bros. Records will record the musical tribute to Stephen Sondheim scheduled for Mar. 11, at the Shubert Theatre. Artists performing will donate their royalties from sales of the album to the National Hemophilia Foundation and the American Musical and Dramatic Academy.

Heading up the list of talent for the benefit is Angela Lansbury, who will star in the first West End production of Sondheim's "Gypsy." Miss Lansbury will fly here from London to perform some of the numbers from her first Broadway musical, "Anyone Can Whistle."

Also scheduled to perform are Jack Cassidy, Larry Blyden, Dorothy Collins, Hermione Gingold, Carol Lawrence, Zero Mostel, Alice Playten, Lee Remick, Chita Rivera, Phil Silvers, Alexis Smith and Glynis Johns. Special guest stars for the tribute will be Jule Styne and Leonard Bernstein.

The tribute to composer-lyricist Sondheim will include numbers from "Gypsy," "Anyone Can Whistle," "West Side Story," "A Funny Thing Happened On The Way To The Forum," "Do I Hear A Waltz," "Company," "Follies," and the new Sondheim musical, "A Little Night Music."

The Warner Bros. recording will include a bound 6 page portfolio which will include photos and text detailing Sondheim's career and the history behind his shows, as well as pictorial mementos of the evening.

The portfolio will be written by Craig Zaden and designed by Neil Appelbaum, the show's associate producers.

## Mar. Blue Note 3 LP Release

HOLLYWOOD — Blue Note Records, will have three new albums for release on March 19th. The artists represented are Lou Donaldson, Horace Silver and a debut LP from Alphonze Mouzon.

Donaldson's album is entitled "Sophisticated Lou." The Horace Silver album is entitled "In Pursuit Of The 27th Man" and "The Essence Of Mystery" is the first album from Alphonze Mouzon, McCoy Tyner's current drummer.

## Osmonds To RIAA Fete

HOLLYWOOD — The Osmonds will headline the Fifth Annual Cultural Award Dinner of the Recording Industry Association of America, scheduled for Wednesday, March 21, at the Shoreham Hotel in Washington, D.C. RIAA executive director Henry Brief has announced.

Invitations are being extended to members of Congress, the administration and key federal agencies according to Brief, who said individual tables will be hosted by record companies.

The Osmonds' performance will mark the group's first stage appearance of 1973. Two days later, the Osmonds open a headline engagement at Caesar's Palace in Las Vegas.

Entertainment aspects of the award dinner are being supervised by MGM Records President Mike Curb.

Additional show and program elements are currently being formulated.

## Donny Osmond LP Released

HOLLYWOOD — The fifth Donny Osmond album "Alone Together" has been released by MGM Records in a photo souvenir package and includes the young entertainer's current single "The Twelfth of Never."

Five songs written by the Osmonds are among other selections. Producers are variously Alan Osmond, Michael Lloyd, Mike Curb and Don Costa.

The LP cover is a 10 x 10-inch portrait of Donny that can be removed for framing. (Behind the portrait, part of the permanent package, is another photo of the performer.)

"Alone Together" carries the Osmonds' Kolob Records logo, in addition to the MGM Records lion logo.

## Roberta Flack Gold

NEW YORK — Roberta Flack's new single, "Killing Me Softly With His Song" has been awarded the RIAA Gold Record Award for sales of one million records. This marks the third gold single for the artist, in addition to four gold album awards.

"Killing Me Softly With His Song," was written by Norman Gimbel and Charles Fox and produced by Joel Dorn.

The singer, pianist and arranger was also honored last week by the Professional Black Announcers of New York, who named Roberta Flack as Best Female Vocalist of the Year in the association's first annual poll.

# Capitol Markets New Albums

HOLLYWOOD — Three debut albums, lps by four contemporary artists and new Country and Western product for such performers as Red Steagall, Tony Booth and Wanda Jackson make up Capitol's 10 album March release, Brown Meggs, CRI vice president marketing has announced.

Featured contemporary releases for the month include guitarist Leo Kottke's first live lp, "My Feet Are Smiling," Kim Fowley's second release, "International Heroes," and debut albums by former Bloodrock guitarist, Lee Pickens (titled "The Lee Pickens Group") as well as British rockers Babe Ruth, whose initial lp "First Base" is on the Harvest label. In addition, Capitol will issue a two-record set featuring the best of Quicksilver Messenger Service called "Anthology" while Shelter Records (distributed by Capitol) will issue D.

## 3 Dog 'World' LP Marketed

HOLLYWOOD — "Around the World With Three Dog Night," a two-record set of the group's first international concert tour, has been released by ABC/Dunhill Records.

The LP represents stage appearances in England, Germany, France, Australia and Japan, and was produced by Richard Podolor.

This ninth 3 Dog Night lp presents a specially-designed package that offers a selection of color and black-and-white photographs taken during the group's world-wide tour.

## Womack Gold

HOLLYWOOD — Bobby Womack, United Artists recording artist, has been awarded a gold record for the single version of "Harry Hippie." Featuring the Womack band, Peace, the single was produced by Womack, Joe Hicks and Muscle Shoals Sound.

## Crested Butte '73 Worldwide Disq-Pak Dist.

DENVER — Crested Butte president J. Carlos Schidowski has announced that the new plastic package (Disq-Pak) developed by Crested Butte Records is to be produced in Europe before the end of this year. Says Schidowski, "We expect to be producing units in England first; negotiations are already in progress on this matter and should be finalized within a short time."

Crested Butte will be mailing samples to all interested parties in March of this year. Commercial availability will follow immediately. Units will first be produced in Sunnyvale, Calif. with a plant in New Jersey planned for shortly thereafter.

J. Rogers' second album, titled after the artist.

Two of the Country and Western albums named after hit singles— "Somewhere My Love" by Red Steagall, and "When A Man Loves A Woman" by Tony Booth — while "Country Keepsakes" by Wanda Jackson is mainly a mixture of familiar standards. The fourth C & W LP "Banjo Player," spotlights Carl Jackson (not related to Wanda) in his first solo recording.

According to Meggs, Capitol Records has already begun a comprehensive marketing program on behalf of these releases, which are due to ship March 12th.

## Allman 'Beginnings'

MACON — Atco has released "Beginnings" by The Allman Brothers Band. The two record set consists of the Brothers' first two albums, "The Allman Brothers Band" (originally released in 1969) and "Idlewild South" (first released in 1970).



SPECIAL TOAST — New York's Mayor John V. Lindsay toasts AS-CAP composer and board member Harold Arlen at Gracie Mansion reception on Feb. 25th, and presented Arlen with the Handel Medallion, New York City's highest cultural award. The ceremony preceded the telecast of the NBC special honoring the composer.

## DePaul Chicago Awards Openings

HOLLYWOOD — The rules for the second annual Chicago Award in Wind or Brass, established by Chicago through a benefit performance last year, have been recently announced by DePaul University.

The Chicago Award consists of one year's full tuition at DePaul University for an undergraduate student in wind or brass. Lee Loughnane, James Pankow, Danny Seraphine, and Walt Parazider have studied at DePaul University, as has James William Guercio.

### RULES

1. Contestants must be between 16 and 26 years of age.
2. Contestants must have completed high school before September 1, 1972, and be acceptable for study in accordance with the entrance requirements of DePaul University.
3. Contestants transferring from a four-year college must be recommended by their department heads.
4. Contestants must perform a standard solo work.
5. Contestants must furnish their own accompanists.
6. Applications must be received by May 11, 1973.
7. The decision of the judges will be final.

Auditions will be held on Saturday, June 9, 1973, at 10:00 A.M., DePaul Center Theatre, 25 East Jackson Boulevard, Chicago, Illinois.

## Cosby Tourney

HOLLYWOOD — The first annual Bill Cosby invitational celebrity tennis tournament will be held at the Westside Racquet Club, April 14-15, to benefit the new Cedars-Sinai Medical Center. Cosby will host the event, which promises to draw more than 100 tennis players from the entertainment and sports world. Norman Brokaw and Warren Cowan are serving as co-chairmen.



GOLDEN EFFORT—"I Am Woman", the first gold album for Capitol recording artist Helen Reddy was presented to the songstress by (l. to r.) Al Coury, CRI vice president, promotion; producer Tom Catalano and Bhaskar Menon, president of Capitol Industries, Inc.



# STEALERS WHEEL

The first  
**STEALERS WHEEL**  
single,  
"STUCK IN THE MIDDLE  
WITH YOU,"  
is in the middle  
of becoming  
a monster.



**"STUCK IN THE MIDDLE WITH YOU" BY STEALERS WHEEL.**  
**ON A&M RECORDS**

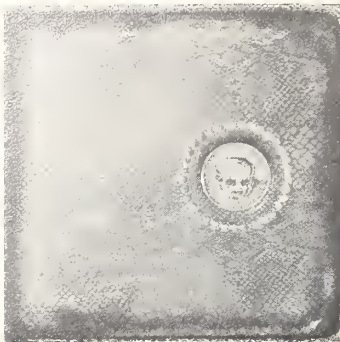
(AM1416)

A Leiber-Stoller  
Production

## POP PICKS

**BILLION DOLLAR BABIES**—Alice Cooper—Warner Bros. BS 2685

Every time an Alice Cooper LP comes out, we claim in these pages that it's the best they've done yet. And so must we still declare. Lyrically, the set is as strong as ever... "You tell me where to bite, you whet my appetite" being only one choice line. Musically, the package is clearly superior—both in melodic impact (yes, we said melodic) and arrangements. In addition to their current "Hello Hurray" and their recent "Elected," the album contains a strong single in "No More Mr. Nice Guy." Worth every penny of it, baby!



**AROUND THE WORLD WITH THREE DOG NIGHT**—Dunhill DYS 50138

There's no hot air in their balloons—only hits. The American dynamo that is Three Dog Night is always there with new product at the right time. They don't rely on keeping their fans waiting in order to keep them interested. Perhaps because they'd rather pick their material from sources outside the group, they are never at a loss for a new LP. This is a 2-record live outing, reprising many of their single hits ("Joy To The World," "Black & White," "Mama Told Me Not To Come") but also containing some potential singles as well: "Midnight Runaway," "Good Feelin' 1957" and the fine FM cut, "Jam." Up, up and away!

**MASTERPIECE**—The Temptations—Gordy G965L

Their last LP, "All Directions" went straight to the top spot, thanks to "Papa Was A Rollin' Stone." The title tune here should help them score another album chart triumph. The LP's brightest spot is also a potential controversy: "Hurry Tomorrow." There's bound to be talk about what stand it actually takes on its drug theme. "Plastic Man" is an up which will probably be their follow-up single. "Hey Girl (I Like Your Style)" is the set's one sixty-ish live ballad—the rest is social commentary of varying shades. All material written and produced by Norman Whitfield and arranged by Paul Riser.



**THE SESSION**—Jerry Lee Lewis—Mercury SRM 2-803

Not only Jerry Lee—but two other Lees named Albert and Alvin, along with Matthew Fisher, Peter Frampton, Delaney Bramlett, Gary Wright, Klaus Voormann and a host of other international rock stars are here to bring Jerry back as a rock 'n roller. Goodness gracious, great balls of fire—this will at least be a Top 10 item and could easily prove a #1 in many markets. Oldies from Jimmy Reed to John Fogerty are all performed with his pumpin' piano and damned-if-I'm-not-just-gonna-bowl-you-over-with-this-one vocals as the leader of the pack. Lead on... Rock on!

**THE DARK SIDE OF THE MOON**—Pink Floyd—Harvest SMAS 11163

Pink Floyd proved that space rock was more than a fad. With each release, they further developed the form instrumentally. Now, they are fully into the sound effect as music in and of itself. But this new LP also features six vocal cuts, out of a total of ten—in the past, only occasionally did they hit the singin' trail. David Gilmour, Richard Wright and Roger Waters get some harmonies together that should bring them their widest audience yet. About to begin a new U.S. tour, they should hit new heights on all fronts.

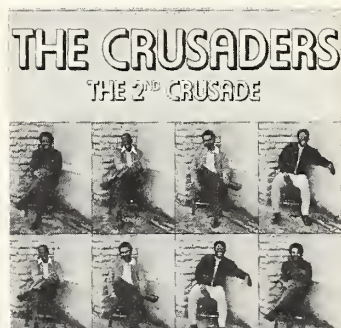


**BEGINNINGS**—Allman Brothers Band—Atco SD 2-805

You know a band has made it when it can truthfully be said that they don't tour enough, not because they haven't the desire, but because there just aren't enough days in a year to be wherever they're wanted. This two record set is a specially-priced reissue of their first two LP's: "The Allman Brothers Band" and "Idlewild South." Back then, there might have been a few dates open in their schedule. But they played like every second counted. And so they do. Features the original line-up including Duane Allman and Berry Oakley.

**LIVING TOGETHER, GROWING TOGETHER**—The 5th Dimension—Bell 1116

Some very heavy people wrote the material for the Fifth's latest: Bacharach & David, Nilsson, Lambert & Potter, Paul Anka, Osibisa and Steven Schwartz. So it's truly hard to select one outstanding track—as the Fifth always make the most of the potential of their material. But if we had to single out a cut besides their hit from "Lost Horizons" which serves as the title tune, we'd pick the emotive "Everything's Been Changed" by Anka. Bones Howe has produced another commercial MOR effort. Back cover photos are especially interesting, showing the group now and eight years back.



**THE 2nd CRUSADE**—The Crusaders—Blue Thumb BTS 7000

"Put It Where You Want It" put this group in an enviable position their last time out: it brought them Top 40/r&b attention and still kept their jazz crowd pleased. The quartet's new double-LP set is more of that kind of perfect compromise. The single here is "Don't Let It Get You Down"—and it will continue to spread their instrumental prowess to new audiences. The composing/performing quartet of Nesbert Hooper, Joe Sample, Wilton Felder and Wayne Henderson is aided and abetted by a trio of guitarists including David T. Walker.

**BITE DOWN HARD**—Jo Jo Gunne—Asylum SD 5065

The first group to take its name from a Chuck Berry song title, and the first group to debut on Asylum becomes the first artists on the logo to release their second LP. It's more of the same rock 'n boogie which made them so big with their first. "Roll Over Me" does feature some well-integrated synthesizer work and that helps it to stand out of the heavy pack. The closing "Rhoda" is also exceptionally fine instrumentally. The group should have no trouble finding the hit target again.



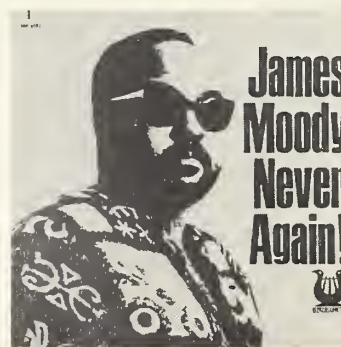
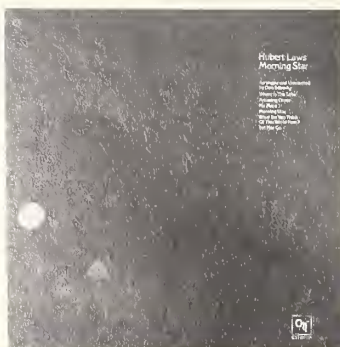
**A LETTER TO MYSELF**—The Chi-Lites—Brunswick 754188

The smoothies of pop/soul (who also get into other things like social commentary) have yet another hit album here. Titled after their current charter, the album also boasts their last single, "We Need Order." The two finest new tracks here are in their familiar groove, harmonica soul on "You Smiled The Same Old Way" and the narrative style on "Just Two Teenage Kids." The surprise here is some bluegrass soul (blackgrass?) on "My Heart Just Keeps On Breakin'."

## JAZZ PICKS

**MORNING STAR**—Hubert Laws—CTI 6022

The label that has made the jazz of Grover Washington and Deodato commercial musical household words is doing it again, this time for Hubert Laws. Don Sebesky arranged and conducted these sessions with the flute and piccolo man recorded early this fall. "No More" is a beautifully rhythmic original, while Debra Laws' vocals on his "What Do You Think Of This World Now?" create a very special mood. Also included, expert renderings of "Amazing Grace" and "Where Is The Love."



**NEVER AGAIN!**—James Moody—Muse 5001

Joe Fields' new NYC-based independent label leads off its first release with an exceptional James Moody session recorded in June of last year. The man known as one of the greatest alto saxophonists through his association with King Pleasure and Dizzy Gillespie as well as a leader in his own right here plays tenor sax exclusively. Micky Tucker's on organ, Roland Wilson on fender bass and Eddie Gladden's on drums. Label is headquartered at 160 West 71st Street.



on bell '73...

**SERGIO  
MENDES  
&  
BRASIL '77**



THEIR FIRST BELL SINGLE-

**"LOVE MUSIC"**

As Featured In The Forthcoming Album "LOVE MUSIC"

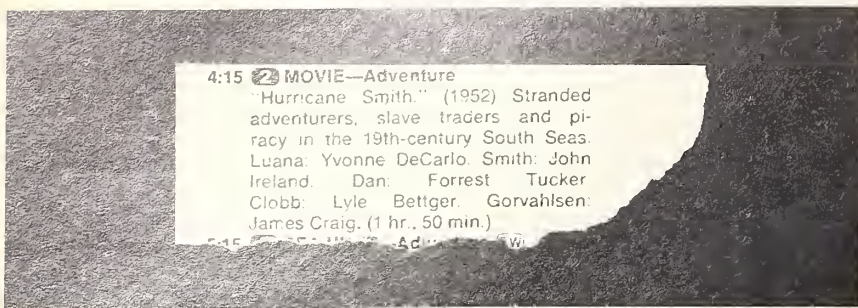
PRODUCTION AND SOUND BY BONES HOWE

Bell #45,335

BELL RECORDS

A Division of Columbia Pictures Industries, Inc.

**NEW YORK: HURRICANE SMITH—AND RAZMATAZ SHALL INHERIT THE EARTH**  
If you happened to be up and in New York City two Saturday nights ago, the following TV Guide listing might just have caught your blurry little eyes:



Reprinted by permission of TV Guide. © 1973, Triangle Publications, Inc.

Yes friends, it was this very movie that caused a certain Norman Smith, mild-mannered engineer for The Beatles, Cilla Black, Billy J. Kramer, Freddie & The Dreamers, Manfred Mann and Cliff Richard as well as producer of Pink Floyd and Barclay James Harvest to change his name when he decided to return to performing himself. And he didn't even see the thing, just a listing in the London TV Times similar to the above. The sheer power of the printed word!

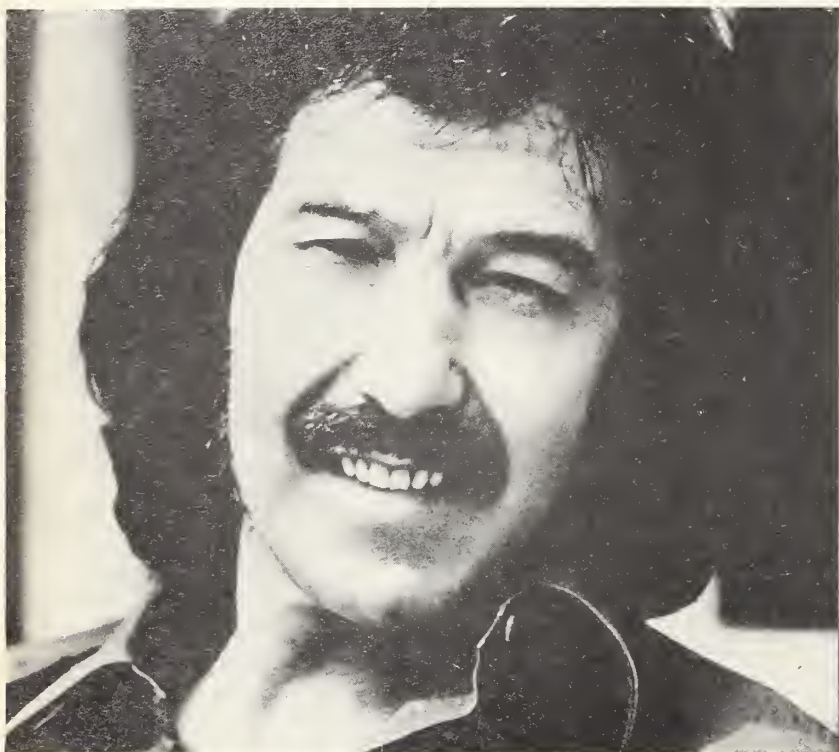
Hurricane Smith has very little to do with pirates, swashbuckles or anything

**HOLLYWOOD—DUSTY SPRINGFIELD'S VOICE: THE MILLION DOLLAR QUALITY OF SADNESS**

**Dusty Springfield**—Well the name doesn't sound Irish. Although she professes to be Irish, that particular name is as mythical as a four-leaf shamrock, and it's proven to be just as lucky. It seems that when her brother Tom (a good old Irish name) formed the Springfields, he picked that name because it sounded "folkish" and was the sort of acts which were fashionable during pre-Beatle days. Continuing with this story which sounds like a folk tale about a group who coined a folk name but ascended to fame via a country and western classic "Silver Threads and Golden Needles", one discovers that the moniker Dusty is an authentic one, something she just grew up with, its origin unknown. She says that that name imposed on anyone would be fated to become either a ball player or a pop singer. Then she expressed her sentiments that she was glad that it turned out to be the latter.

As soon as "Silver Threads and Golden Needles" had become a smash, The Springfields were whisked off to Nashville to further burgeon a country catalog. Maybe the idea of being categorized strictly as a country artist was a bit too much for the female cohort of the trio who shortly thereafter made her solo debut with the hit, "I Only Want To Be With You".

Since that record she has triumphantly cleaned up or more apropos 'dusted up' quite an aggregate of hits including "Stay Awhile," "Look of Love," "You Don't Have To Say You Love Me," and "Son of A Preacher Man". It's not surprising with that kind of track record that Dusty should feel slight indignation for a midwest newspaper reporter wanting to know if her new ABC/Dunhill album was her first solo effort. Obviously the question was a bit disconcerting but at



HURRICANE SMITH



DUSTY SPRINGFIELD

vaguely resembling gangplanks. He can trace his background back to the gypsy Smiths of Merry Olde, but closer to the present, most of his ancestry were tradesmen. His father was a percussionist, and Norman's first instrument was a drum set. He then took up the trumpet and vibes and set out "to become the world's greatest bandleader." After WWII, and some very real lessons the world had taught him about its acceptance of another would-be greatest bandleader, Norman sought employment as a BBC staff producer. "Go ye from these doors and learn ye how to engineer forthwith and with godspeed," seemed to be their attitude, though not in so many words.

In 1957, our Mr. Smith saw his opportunity in an EMI newspaper ad. There was an opening for an apprentice engineer under 28 years old. Our fair Norman, though young at heart, was now 33. So he lied about his age and became a "tea boy" which is polite Anglo-English for "go-fer." Norman used his worldly knowledge to establish a personal rapport with producers and soon became a much used engineer for "artists tests" (erudite Anglo-English for "demos").

Some time later, he found himself working on an artist test with four young blokes who sang things like "Besame Mucho." Also something called "P. S. I Love You," though it wasn't the song by that name that The Hilltoppers had the hit on. These four mop-tops were given twenty minutes to show their stuff. "We weren't terribly impressed by the noise they made in the studio," Norman recalls, but they were signed for their personalities and later went back to the studio to cut their first single as The Beatles. Because it was common practise to use the engineer who brought you luck on the test, Norman became their man. He continued in this role on through "Rubber Soul" at which time he split with George Martin to the latter's new production firm and soon became involved with one Sid Barrett.

All tried and true Pink Floyd fans know Sid Barrett or at least tales of same. The man who viewed "professional" and "commercial" as dirty words long before it became profitably fashionable to do so was the founder of the band who would never do the same song the same way twice before it was finally got down on tape. Sid was eventually "put away," (also before it became fashionable for rock stars) and little is heard about him today, except in very hushed tones in private

(Cont'd on p. 34)

least the journalist got the part right about Dusty's new ABC/Dunhill LP which was produced by Steve Barri, Dennis Lambert, and Brian Potter. It includes her new single called "Who Gets Your Love" although Dusty's favorite in it is "Mama's Little Girl".

Dusty views herself as a melodic singer who often feels intimidated in the recording studio. How does Dusty describe her own voice? She opined it was hard to look at it dispassionately and then said, "It's a thing that belongs to me like my hands and feet and if it affects people then I'm damn glad it does. It's not something easily calculated but I suppose my voice is a quality of sadness." Throughout Dusty's decade, her record producers have charily experimented with various techniques which would help them capture 'the million dollar quality of sadness'. Many don't realize that Dusty Springfield used to produce herself on all of her early hit recordings. The technique she prefers is recording in what she terms as, "A sloppy old studio with a stone floor" and although this may sound like an anachronism in a flourishing technological society, she really found one in Vancouver, Canada. She became excited retrospectively on this and her bracelets and Moroccan necklace pendulously moved with emphatic hand gestures which enforced a joyous outburst, "Ooh, the notes that can come out of me".

In the past some of the other techniques employed have been stepping outside of the actual recording studio and simple singing in the corridor. She remembers doing this once at 6 in the morning while cleaning women looked in aghast as they silenced their cleaning buckets. On her latest session she used a dummy mike so she could move around and not feel constrained by a rigid recording studio mike. The place where she'd really like to record would be inside a control room where she affirms that massive volume would produce massive joy. When it comes to recording Dusty strives for perfection in fact sometimes this craving has been known to upset her temperament. She confessed that on her last recording session she wasn't coming off the way she wanted to and so in a moment of exigency she threw her several thousand dollar jade and diamond wrist watch on the studio floor. Fortunately for her this wasn't that one with the stone floor. She boasted, "It was so beautifully made that it even fell apart

(Cont'd on p. 34)

A&M  
RECORDS  
SINGLE RELEASE

The following stations are  
doing the "Last Tango In Paris"  
with Herb Alpert & The TJB:

- |      |      |      |      |      |
|------|------|------|------|------|
| KLIF | KHOW | WHAI | KGIL | WHY  |
| WRIT | WMAL | WAKN | KIIS | WCBM |
| WBZ  | KFI  | WINX | KJR  | WFBM |
| WMAQ | WIOD | WABK | WCCO | WWL  |
| WJR  | WHOT | WISE | WFOM | WGSO |
| WGN  | WBBQ | WPRO | WASH | WHFM |
| KLZ  | WNEX | WCBG | WABI | WAXC |
|      |      | WHDH | WGUY | KOY  |
|      |      |      | WDAF | KFJZ |
|      |      |      | KCMO | WFAA |
|      |      |      |      | KNOW |

**"Last  
Tango  
In Paris"** by  
**Herb Alpert**  
(AM 1420)  
& **The TJB**

Produced by Herb Alpert



NEW YORK: HURRICANE SMITH (from p. 32)

Pink Floyd appreciation sessions where speculation often runs rampant as to what he's up to "in there." Oddly enough, Norman has been quoted as saying "When I think back to it, maybe I helped to drive him crazy." Because Norman could communicate with Sid, and because he didn't view commerciality as a vice ("I guess that's my age showing, maybe"), he was often assigned the task of coping with Sid on the all-important one-to-one basis out of the studio as well.

Norman remembers Sid's first Top Of The Pops show (very popular Anglo-English for American Bandstand). After a hairdresser had spent many hours making Sid look "presentable" and after a make-up artist had done the same, Sid looked in the mirror—screamed—and straight away began to muss himself back into his normal self.

Norman as Hurricane Smith has now been given the same star treatment on Top Of The Pops many times himself. But our Mr. Smith takes hairdos and make up jobs in his stride. On the small screen, there is only room for Hurricane and his sax playin' friend Frankie Hardcastle to lip (and sax) synch to his hits... a string which began with "Don't Let It Die" (which he composed during a Pink Floyd recording session) and continued with "Oh Babe, What Would You Say" and "Who Was It?" His live act contains 16—count 'em, 16—musical friends. There's a band of 10 (shades of the world's greatest bandleader!) and four dancing girls who do "a bit of go-go, a bit of ballet and a bit of the old razmataz."

In addition to doing a dancing routine with them, Hurricane plays a tenor horn duet with Frankie, and does a drum solo. He gets audience participation for the polka, tango and Charleston portions of the evening's entertainment. "We've only left out the top hat and tails" Norman-Hurricane relates.

Now that Hurricane has started his own American chartstorm with "Oh Babe, What Would You Say," he's looking for a U. S. tour. As rumor has it, it may link him up with Bette Midler. This would be a bit of a change from his English act, which opens with a stand-up comic and a magician.

It would seem that everything that's happened in his most fascinating life has been but a "means to an end" for our prolific Mr. Smith. He became an engineer in order to become a producer, and a performer so that among other reasons, he might start a career for his friend Frankie Hardcastle as kind of an "Earl Bostic revival" thing. A composer who's into "melodic satisfaction" and a performer who describes himself as "not much of a singer who used to play rather bad trumpet," Hurricane at 49 is a very unique part of the current musical scene. That ole razmataz will get 'cha every time! robert adels

HOLLYWOOD: DUSTY SPRINGFIELD (from p. 32)

neatly". Something else which has been beautifully made, is Dusty's adjustment to Los Angeles, the place she now resides. It's not exactly the lifestyle she's accustomed to. She finds things too plastic and fabricated commenting, "It's interesting to observe all the Beverly Hills beige ladies wearing beige pants suits to compliment their beige hair color." What amuses her is that everyone is always referring to Los Angeles as being informal. So far she finds it to be quite the opposite with people constantly inviting her for hors d'oeuvres. Dusty deems "The hell with hors d'oeuvres" even though she did nibble on a few at a recent soiree for Sonny and Cher. But only a nibble for she's just as fastidious about watching her weight as she is over the quality of her vocal performance. If need be she'd resolutely stick to a diet of grapefruit and eggs to maintain her shapely figure.

On her new ABC/Dunhill single she sings "Who Gets Your Love" but the real question is who gets to produce that million dollar quality of sadness next. Dusty told Cash Box that she would like Elton John to produce her.

ron baron

HOLLYWOOD—SONNY TERRY & BROWNIE MCGHEE: THE MESSAGE

If Leadbelly were alive today would he be playing Curtis Mayfield? Would Woody Guthrie be singing Randy Newman? Brownie McGhee and Sonny Terry, outside of Pete Seeger, are perhaps the greatest links to that formative era of American folk music. When they first came to New York in the 30s, Huddie Ledbetter took them in, fed them, jammed with them, tried to teach Brownie to be a professional by wearing a tie and carrying his guitar in a case, and introduced them to the legendary circle of musicians that spawned Big Bill Broonzy, Cisco Houston, Burl Ives, Josh White, and Lightnin' Hopkins. Thirty-seven years after Sonny's first Okeh record, "Harmonica Breakdown," and after a plentiful series of recordings for such labels as Folkways, Prestige, Verve, Savoy, Fantasy, Jade, King and Bluesville, Brownie and Sonny have cut an album for A&M which at once demonstrates how youthful two men can be at 62 (Sonny) and 58 (Brownie) and how versatile a musician can be without sacrificing the integrity of his background.

"I've never labelled myself as a blues musician," says Brownie. "I have been put in categories by a variety of people. Some call it blues, some folk, some jazz. I have a message. I'm an entertainer, I have a story to tell, and I can talk about my past." And it's a full past Brownie McGhee has to talk about. "It's a big difference what the music business did then and what they do now. You couldn't call Okeh or Columbia Records a small company. But they just didn't show any interest in a blues artist at the time that we went with them in the 30s. It was strictly what you might call a race thing. They just put out some records for this caliber of music and went South. But otherwise there wasn't much done publicity-wise because the medium of radio and television didn't exist. A&M is doing a good job with us and with the record, which makes us very happy."

From the time Sonny and Brownie first joined forces in 1940, they could always depend on music to make ends meet, be it traveling through small towns or playing for change on various street corners. "My guitar," says Brownie, "was my 'Key to the Highway.' That's my theme-song because all the times I was on the road with my guitar on my back, there was only a few times when I wasn't offered a meal or a place to sleep or given a ride hitch-hiking."

Settled in Oakland now, Bernie wants to write his autobiography. "I can talk about my past but I'm involved in the present." Sonny married his second wife five years ago and now lives on Long Island. It makes rehearsing a bit difficult, but they never rehearse anyway. "It wouldn't do any good," says Sonny. "We're gonna do it like we feel when we get on stage." Nobody's complained yet.

paul bernstein

# cash box/album reviews

## POP PICKS



TUNEWEAVING—Dawn featuring Tony Orlando—Bell 1112

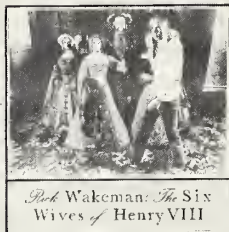
Their current "Tie A Yellow Ribbon 'Round The Ole Oak Tree" is one of those pure pop records (like "Raindrops Keep Fallin' On My Head") that comes along once in blue monster. The group puts this entire album over with the same professional polish and style. Past singles for the trio include "You're A Lady," and "Runaway/Happy Together." There are also two especially fine versions of off-recorded tunes from the group that could finally make pop hits out of them—"Freedom For The Stallion" and "Easy Evil." Sew listen!



ON THE LOOSE—Denise La Salle—Westbound WB2016

A logical title for the gal who first scored with "Trapped By A Thing Called Love," in both pop and soul markets. Her second LP effort features her most recent hit, "A Man Size Job" as well as her version of one she penned for Anne Peebles, "Breaking Up Somebody's Home." O. B. McClinton's "What It Takes To Get A Good Woman" is a very commercial possibility for a single, but so is her soulful rendering of "Harper Valley P.T.A." and her own "Your Man And Your Best Friend."

THE SIX WIVES OF HENRY VIII—Rick Wakeman—A&M SP 4361



Originally on the label as part of the Strawbs, Rick has since gone on to keyboard Yes to prominence. This is a new album, his first as a solo artist (although the accompanying musicians include all members of Yes except Jon Anderson). The ambitious attempt to capture the spirit of these six women of history is his self-described "personal conception of their characters in relation to keyboard instruments." A castleful of chart potential.

THE BLACK MOTION PICTURE EXPERIENCE—The Cecil Holmes Soulful Sounds—Buddah BDS 5129



This kind of package was bound to come along sooner or later, now that movie themes are big business once again, and the great majority of the most successful are from black action flicks; it was natural for someone to glean the best known tunes from the genre and put them together in one attractive package. Songs famed by Curtis Mayfield, Isaac Hayes, Marvin Gaye, Bobby Womack and others get a strong instrumental treatment from a group produced, arranged and conducted by Tony Camillo, named after the label's r&b promo vp.

ALL I SEE IS YOU—Rabindra—Takoma/Devi D-1036



John Fahey's little label is alive and well. The latest new talent to be introduced by the guitar/spiritual master is Rabindra, a group led by acoustic guitarist/vocalist Rabindra Danks. The "Hare Krishna" element is dominant in some of the tracks, but so is outright gospel ("Jesus Saves") and vaudeville softshoe ("Tippy Tapping") on others. Best cuts for FM play would include the title tune and "David's Dream." Group obviously thinks of their music as more than just a way to make themselves stars.

BLOONTZ—Evolution 3020



The quartet first brought to industry attention with a heavy campaign of teaser trade ads now hits the public with their brand of rock. The band at times sounds like Blood Sweat & Tears sans horns. Their most obvious focal point are the lead vocals of Andy Chapman, who is strong and expressive. Michael Montgomery's keyboards are especially tasty on "Light Up The World," the best track for FM play. "Prodigal Son" and the single "Long Way Down" are also prime cuts.

The Raspberries  
with 10 records  
GO ALL THE WAY

The Raspberries  
second top 10 record was  
I WANNA BE  
WITH YOU!

The Raspberries  
third top 10 record will be  
**LET'S PRETEND**  
(354e)  
from their smash album  
**FRESH**  
(ST 1112)



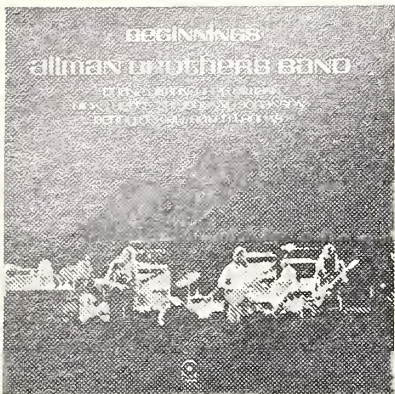
Participate in the national  
RASPBERRIES' ROLLSWAGEN  
SWEEPSTAKES.  
Entry blank on every  
LET'S PRETEND single sleeve!  
Posters and header cards  
with entry blanks!  
See your Capitol Rep for  
full details!



Produced by  
Jimmy Tenner

# MUSIC FOR ALL SEASONS

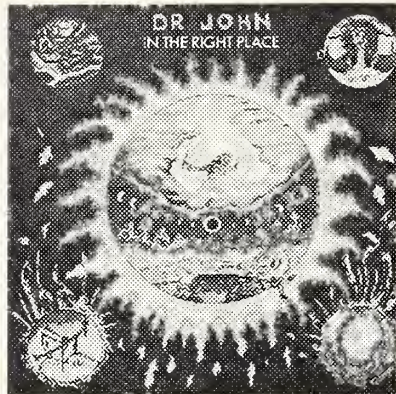
...but if what you were hoping for was an early thaw, Atlantic and Atco have been bringing warmer climes year after year, using March to foreshadow first buds (of spring) and first swelters (of summer). This year we can do no less, so if the winter solstice has done nothing so far to warm your ears, or the frostbitten tundra inbetween, try these: Early Spring from Atlantic.



ALLMAN BROTHERS BAND  
Beginnings



BLACK OAK ARKANSAS  
Raunch 'N' Roll LIVE!



DR. JOHN  
In The Right Place



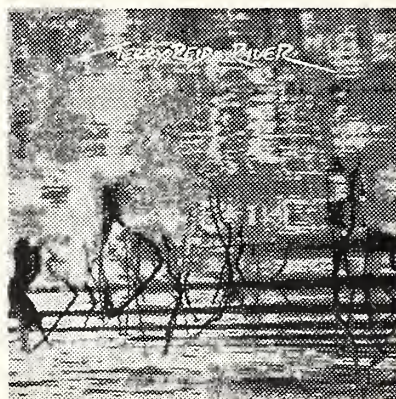
THE PERSUADERS



GARLAND JEFFREYS



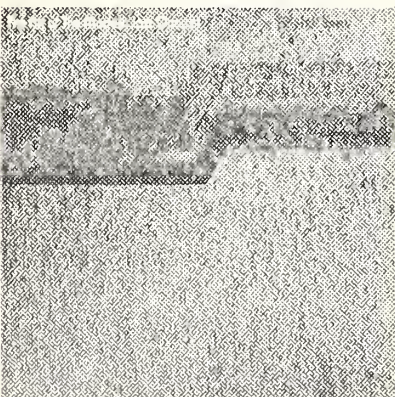
CHRIS RUSH  
First Rush



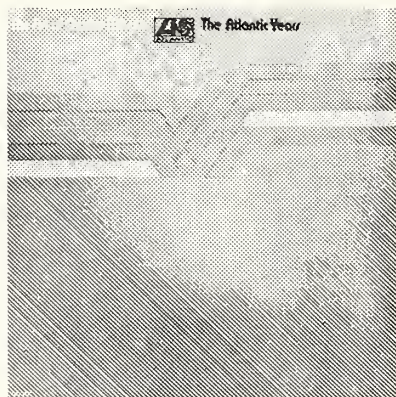
TERRY REID  
River



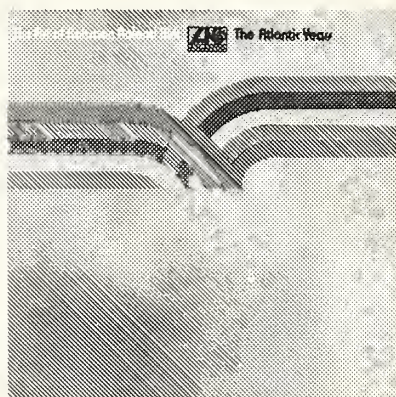
DUKE ELLINGTON  
The Great Paris Concert



THE ART OF THE MODERN  
JAZZ QUARTET



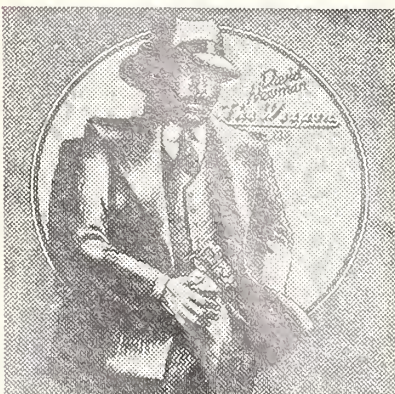
THE ART OF CHARLES  
MINGUS



THE ART OF RAHSAAN  
ROLAND KIRK



THE ART ENSEMBLE OF  
CHICAGO  
Baptizum



DAVID NEWMAN  
The Weapon



YOUNG HOLT UNLIMITED  
Oh Girl

**NEW ON  
ATLANTIC, ATCO  
RECORDS AND TAPES**





# CashBox Top 100 Albums

<b>1</b>	<b>DON'T SHOOT ME I'M ONLY THE PIANO PLAYER</b> ELTON JOHN (MCA 2100) 4	<b>34</b>	<b>SPACE ODDITY</b> DAVID BOWIE (RCA LSP 4813) (P8S/PK 2101) 40	<b>67</b>	<b>ALL DIRECTIONS</b> TEMPTATIONS (Gordy G962) 53
<b>2</b>	<b>HOT AUGUST NIGHT</b> NEIL DIAMOND (MCA 28000) 1	<b>35</b>	<b>HURRICANE SMITH</b> (Capitol ST 11139) 37	<b>68</b>	<b>LIFE IN A TIN CAN</b> BEE GEES (RSO S0870) (Dist: Atlantic) 71
<b>3</b>	<b>NO SECRETS</b> CARLY SIMON (Elektra EKS 75049) 3	<b>36</b>	<b>CREEDENCE GOLD</b> CREEDENCE CLEARWATER (Fantasy 9413) 21	<b>69</b>	<b>LIFE &amp; TIMES</b> JIM CROCE (ABC ABCX 769) 78
<b>4</b>	<b>LADY SINGS THE BLUES</b> DIANA ROSS/SOUNDTRACK (Motown M 758 D) 5	<b>37</b>	<b>ONE MAN DOG</b> JAMES TAYLOR (Warner Bros. BS 2660) (M8/M5 2660) 35	<b>70</b>	<b>LOST HORIZON</b> ORIGINAL SOUNDTRACK (Bell 1300) 80
<b>5</b>	<b>DUELING BLUES</b> ERIC WEISSBERG & STEVE MANDEL, "W" MARSHALL BRICKMAN (Warner Bros. BS 2683) 16	<b>38</b>	<b>HOLLAND</b> BEACH BOYS (Brother/Reprise MS 2118) 44	<b>71</b>	<b>TAPESTRY</b> CAROLE KING (Ode 77009) 73
<b>6</b>	<b>ROCKY MOUNTAIN HIGH</b> JOHN DENVER (RCA LSP 4731) (P8S/PK 1972) 17	<b>39</b>	<b>ROUND 2</b> STYLISTICS (Avco AV 11006) 33	<b>72</b>	<b>AN ANTHOLOGY</b> DUANE ALLMAN (Capricorn 2LP 0108) (Dist: W.B.) 56
<b>7</b>	<b>THE WORLD IS A GHETTO</b> WAR (United Artists UAS 5652) 2	<b>40</b>	<b>LAST DAYS &amp; TIME</b> EARTH, WIND & FIRE (Columbia 31622) (CT/CA 31622) 47	<b>73</b>	<b>WILL THE CIRCLE BE UNBROKEN</b> NITTY GRITTY DIRT BAND (United Artists 9801) 75
<b>8</b>	<b>TALKING BOOK</b> STEVIE WONDER (Tamla 319) (Dist: Motown) 6	<b>41</b>	<b>TRANSFORMER</b> LOU REED (RCA LSP 4807) (P8S/PK 2095) 43	<b>74</b>	<b>THE MAGICIAN'S BIRTHDAY</b> URIAH HEEP (Mercury SRM 1-652) 59
<b>9</b>	<b>SHOOT OUT AT THE FANTASY FACTORY</b> TRAFFIC (Island SW 9323) (Dist: Capitol) 11	<b>42</b>	<b>MOVING WAVES</b> FOCUS (Sire SAS-7401) (Dist: Paramount) 57	<b>75</b>	<b>SLAYED?</b> SLADE (Polydor PD 5524) 86
<b>10</b>	<b>TROUBLE MAN</b> MARVIN GAYE, ORIGINAL MOTION PICTURE SOUNDTRACK (Tamla T322L) (Dist: Motown) 10	<b>43</b>	<b>LIVING IN THE PAST</b> JETHRO TULL (Chrysalis 2CH 1035) (M8/M5 1035) (Dist: W.B.) 31	<b>76</b>	<b>CHICAGO V</b> (Columbia KC 31102) (CT/CS 31102) 61
<b>11</b>	<b>THE DIVINE MISS M</b> BETTE MIDLER (Atlantic SD 7238) (TP/CA 7238) 13	<b>44</b>	<b>SEPARATE WAYS</b> ELVIS PRESLEY (Camden CAS 2611) (C8S/CK 1227) (Dist: RCA) 46	<b>77</b>	<b>THE LADY'S NOT FOR SALE</b> RITA COOLIDGE (A&M SP 4370) (8T/CS 4370) 62
<b>12</b>	<b>RHYMES &amp; REASONS</b> CAROLE KING (Ode SP 77016) (8T/CS 77016) (Dist: A&M) 8	<b>45</b>	<b>BACK TO FRONT</b> GILBERT O'SULIVAN (Mam) (Dist: London) 41	<b>78</b>	<b>DOUG SAHM AND BAND</b> (Atlantic SD 7254) 89
<b>13</b>	<b>PRELUDE</b> DEODATO (CTI 6021) 23	<b>46</b>	<b>SUMMER BREEZE</b> SEALS & CROFTS (W.B. BS 2629) (M8/5 2629) 32	<b>79</b>	<b>1957 1972</b> SMOKEY ROBINSON & THE MIRACLES (Tamla 320) (Dist: Motown) 81
<b>14</b>	<b>I AM WOMAN</b> HELEN REDDY (Capitol ST 11068) 14	<b>47</b>	<b>360° OF BILLY PAUL</b> (Phila. Int'l 31793) (Dist: Columbia) 36	<b>80</b>	<b>FRESH</b> RASPBERRIES (Capitol ST 11123) 65
<b>15</b>	<b>SEVENTH SOJOURN</b> MOODY BLUES (Threshold THS 7) (Dist: London) 9	<b>48</b>	<b>MAN OF LA MANCHA</b> MOVIE SOUNDTRACK (United Artists UAS 9906) 49	<b>81</b>	<b>FACES</b> SHAWN PHILLIPS (A&M 4363) (8T/CS 4363) 77
<b>16</b>	<b>TOMMY</b> LONDON SYMPHONY ORCHESTRA & CHAMBER CHOIR WITH GUEST SOLOISTS (Ode SP 99001) (Dist: A&M) 12	<b>49</b>	<b>WHY CAN'T WE LIVE TOGETHER</b> TIMMY THOMAS (Glades 33-6501) 52	<b>82</b>	<b>THE BEST OF B. B. KING</b> (ABC ABCX-767) 90
<b>17</b>	<b>CAN'T BUY A THRILL</b> STEELY DAN (ABC ABCX 758) (8/5 758) 20	<b>50</b>	<b>SUPER FLY</b> CURTIS MAYFIELD—Original Motion Picture Soundtrack (Curtom CR8 8014) 48	<b>83</b>	<b>THE BEST OF MOUNTAIN</b> (Columbia KC 32079) 101
<b>18</b>	<b>MORE HOT ROCKS</b> ROLLING STONES (London 2PS 626/7) 17	<b>51</b>	<b>JOE COCKER</b> (A&M 4368) (8T/CS 4368) 55	<b>84</b>	<b>THE PARTRIDGE FAMILY NOTEBOOK</b> (Bell 1111) 84
<b>19</b>	<b>HOMECOMING</b> AMERICA (Warner Bros. GS 2655) (M8/M5 2655) 15	<b>52</b>	<b>CYMANDE</b> (Janus JLS 3044) 54	<b>85</b>	<b>MUSIC IS MY LIFE</b> BILLY PRESTON (A&M SP 3516) 87
<b>20</b>	<b>WHO DO WE THINK WE ARE?</b> DEEP PURPLE (Warner Bros. 2678) 24	<b>53</b>	<b>TRUE STORIES AND OTHER DREAMS</b> JUDY COLLINS (Elektra 75053) 64	<b>86</b>	<b>SONGS OF LOVE</b> CHARLEY PRIDE (RCA LSP 4837) (P8S/PK 2120) 88
<b>21</b>	<b>IN CONCERT</b> DEREK & THE DOMINOES (RSO-2-8800) (Dist: Atlantic) 25	<b>54</b>	<b>EUROPE '72</b> GRATEFUL DEAD (Warner Bros. 3 WX 2668) 45	<b>87</b>	<b>THE BEST OF THE JAMES GANG FEATURING JOE WALSH</b> (ABC ABCX-774) 106
<b>22</b>	<b>CATCH BULL AT FOUR</b> CAT STEVENS (A&M 4365) (8T/CS 4365) 18	<b>55</b>	<b>ARTIFICIAL PARADISE</b> GUESS WHO (RCA LSP 4830) (P8S/PK 2114) 58	<b>88</b>	<b>BIG BAMBU</b> CHEECH & CHONG (Ode SP 77014) (8TCS 77014) 85
<b>23</b>	<b>LOGGINS &amp; MESSINA</b> (Columbia KC 31748) (OT/CA 31748) 22	<b>56</b>	<b>HEARTBREAKER</b> FREE (Island SW 9324) (Dist: Capitol) 68	<b>89</b>	<b>THE GREAT LOST KINKS ALBUM</b> KINKS (W.B. 2127) 105
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<b>27</b>	<b>GREEN IS BLUE</b> AL GREEN (Hi SHL 32055) (Dist: London) 27	<b>60</b>	<b>EDWARD BEAR</b> (Capitol 11157) 69	<b>93</b>	<b>GODSPELL</b> ORIGINAL CAST (Bell 1102) (8/5 1102) 98
<b>28</b>	<b>I'M STILL IN LOVE WITH YOU</b> AL GREEN (Hi ZSHL 32074) (Dist: London) 29	<b>61</b>	<b>CARAVANSERAI</b> SANTANA (Columbia KC 31610) (CT/CA 31610) 63	<b>94</b>	<b>COMPOSITE TRUTH</b> MANDRILL (Polydor PD 5043) 118
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<b>30</b>	<b>BIRDS OF FIRE</b> MAHARISHNU ORCHESTRA (Columbia KC 31996) 39	<b>63</b>	<b>OF A SIMPLE MAN</b> LOBO (Big Tree 2013) (M8/M5 2013) (Dist: Bell) 51	<b>96</b>	<b>MY BEST TO YOU</b> DANNY OSMOND (MGM SF 4872) 82
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135	<b>GOOD FOOT</b> JAMES BROWN (Polydor PD 2-3004) 115
136	<b>MORNING STAR</b> HUBERT LAWS (CTI 6022) —
137	<b>RURAL SPACE</b> BREWER & SHIPLEY (Kama Sutra 2058) (Dist: Buddah) 139
138	<b>BIRTH DAY</b> NEW BIRTH (RCA LSP 4797) 166
139	<b>UNDERSTANDING</b> BOBBY WOMACK (United Artists UAS 5577) 142
140	<b>SAM NEELY—2</b> (Capitol 1143) 141
141	<b>ONE NIGHT STAND</b> PAUL STOOKEY (Warner Bros. BS 2674) 144
142	<b>STEALERS WHEEL</b> (A&M 4377) 161
143	<b>CLASS CLOWN</b> GEORGE CARLIN (Little David LD 1104) (TP/CS 1104) (Dist: Atlantic) 129
144	<b>RICH MAN</b> CLIMAX BLUES BAND (Sire SAS 7402) (Dist: Famous) 160
145	<b>STONEGROUND WORDS</b> MELANIE (Neighborhood NRS 47009) (Dist: Famous) 130
146	<b>ROCK AND ROLL MUSIC TO THE WORLD</b> TEN YEARS AFTER (Columbia KC 31779) (CS/CT 31779) 100
147	<b>ALL MY CHOICES</b> MARY TRAVERS (W.B. BS 2677) 149
148	<b>THE 2nd CRUSADE</b> CRUSADERS (Blue Thumb BTS 7000) (Dist: Famous) —

149	<b>CROSS COUNTRY</b> TONI & TERRY (Capitol 11137) 153
150	<b>REMINISCING</b> LAWRENCE WELK (Ranwood 5001) 143
151	<b>FIDDLER ON THE ROOF</b> SOUNDTRACK (United Artists 10900) 145
152	<b>GIVE IT UP</b> BONNIE RAITT (W.B. 2643) 152
153	<b>MOODS</b> NEIL DIAMOND (Uni 93136) 134
154	<b>BABY WON'T YOU CHANGE YOUR MIND</b> BLACK IVORY (Today TLP 1008) (Dist: Perception) 157
155	<b>SECOND ALBUM</b> ROY BUCHANAN (Polydor PD 5046) —
156	<b>RIGHT-OFF!</b> HUDSON & LANDRY (Dore LP 329) 151
157	<b>REALLY</b> J. J. CALE (Shelter SW 8912) (Dist: Capitol) 132
158	<b>WHY DON'T CHA</b> WEST, BRUCE & LAING (Columbia KC 31919) (CT/CA 31919) 131
159	<b>DION &amp; THE BELMONT'S LIVE AT MADISON SQUARE GARDEN</b> (Warner Bros. BS 2664) —
160	<b>FUNKY SERENITY</b> RAMSEY LEWIS (Columbia KC 32030) 162
161	<b>DRIFT AWAY</b> DOBIE GRAY (Decca DL 5397) 164
162	<b>TOULOUSE STREET</b> DOOBIE BROS. (Warner Bros. BS 2634) 163
163	<b>THE 5th DIMENSION GREATEST HITS</b> (Bell 1106) (8/5 1106) 147
164	<b>SOMEBODY ELSE'S TROUBLES</b> STEVE GOODMAN (Buddah BDS 5121) 169
165	<b>DION'S GREATEST HITS</b> (Columbia KC 31942) 168
166	<b>IT NEVER RAINS IN SOUTHERN CALIFORNIA</b> ALBERT HAMMOND (Mums KZ 31905) (Dist: Columbia) 146
167	<b>SIMON &amp; GARFUNKEL'S GREATEST HITS</b> (Columbia KC 31350) (CT/CS 31350) 167
168	<b>ANTHOLOGY</b> STEVE MILLER BAND (Capitol SVBB 1144) 135
169	<b>WILSON PICKETT'S GREATEST HITS</b> (Atlantic SD 2-501) —
170	<b>CARNEY</b> LEON RUSSELL (Shelter SW 8911) (8XW/4XW 8911) (Dist: Capitol) 165



## R & B TOP 65

1	<b>KILLING ME SOFTLY WITH HIS SONG</b> Roberta Flack (Atlantic 2940) 1
2	<b>LOVE TRAIN</b> O'Jays (Phila. Int'l 3524) (Dist: Columbia) 2
3	<b>NEITHER ONE OF US</b> Gladys Knight & The Pips (Soul 35098) (Dist: Motown) 6
4	<b>DADDY'S HOME</b> Jermaine Jackson (Motown 1201) 3
5	<b>GIVE ME YOUR LOVE</b> Barbara Mason (Buddah 331) 7
6	<b>COULD IT BE I'M FALLING IN LOVE</b> Spinners (Atlantic 2927) 4
7	<b>AIN'T NO WOMAN</b> Four Tops (Dunhill 4339) 9
8	<b>THE MESSAGE</b> Cymande (Janus 203) 8
9	<b>CALL ME (COME BACK HOME)</b> Al Green (Hi 2235) (Dist: London) 13
10	<b>I GOT ANTS IN MY PANTS (PART 1)</b> James Brown (Polydor 14162) 5
11	<b>MASTER OF EYES</b> Aretha Franklin (Atlantic 2941) 14
12	<b>DO IT IN THE NAME OF LOVE</b> Candi Staton (Fame 91009) (Dist: UDC) 15
13	<b>BREAK UP TO MAKE UP</b> Stylistics (Avco AV-4611) 17
14	<b>MASTERPIECE</b> Temptations (Gordy 7126) 22
15	<b>A LETTER TO MYSELF</b> Gai Lites (Brunswick 55491) 19
16	<b>THE WORLD IS A GHETTO</b> War (United Artists 50975) 10

17	<b>(DON'T LEAVE ME) STARVIN' FOR YOUR LOVE</b> Holland Dozier & Holland (Invictus 9133) (Dist: Capitol) 11
18	<b>THE TRUTH SHALL MAKE YOU FREE</b> King Han'ibal (Aware 027) 20
19	<b>STIR IT UP</b> Johnny Nash (Epic 10949) 26
20	<b>WE DID IT</b> Syl Johnson (Hi 2229) (Dist: London) 23
21	<b>I'M GONNA TEAR YOUR PLAYHOUSE DOWN</b> Ann Peebles (Hi 2232) (Dist: London) 16
22	<b>MY EVERYTHING YOU ARE</b> Mark IV (Mercury 73353) 24
23	<b>CAN I</b> Vee Allen (Lion 140) (Dist: MGM) 29
24	<b>GOOD MORNING HEARTACHE</b> Diana Ross (Motown 1211) 25
25	<b>WISH THAT I COULD TALK TO YOU</b> Sylvers (Pride 1019) (Dist: MGM) 12
26	<b>WOMAN STEALER</b> Joe Tex (Dial 1020) (Dist: Mercury) 27
27	<b>GIRL YOU NEED A CHANGE OF MIND</b> Eddie Kendricks (Tamla 54230) 33
28	<b>BACK UP</b> Manhattans (De Luxe 45-144) 18
29	<b>STEP BY STEP</b> Joe Simon (Spring 132) 41
30	<b>FUNKY WORM</b> Ohio Players (Westbound 214) 38
31	<b>TIME IS LOVE</b> Black Ivory (Today 1516) (Dist: Perception) 31
32	<b>TROUBLE MAN</b> Marvin Gaye (Tamla 54228) (Dist: Motown) 21

33	<b>DO YOU STILL FEEL THE SAME WAY</b> Tommye Young (Soul Power 112) (Dist: Jewel) 35
34	<b>OH LA DE DA</b> Staple Singers (Stax 0156) 49
35	<b>SUPERSTITION</b> Stevie Wonder (Tamla 54226) (Dist: Motown) 28
36	<b>LOVE JONES</b> Brighter Side Of Darkness (20th Century Fox 2002) 32
37	<b>KISSING MY LOVE</b> Bill Withers (Sussex 250) 45
38	<b>YOU'VE GOT TO TAKE IT (IF YOU WANT IT)</b> The Main Ingredient (RCA 0856) 34
39	<b>MOM</b> Earth, Wind & Fire (Columbia 4-45747) 43
40	<b>IF I COULD ONLY BE SURE</b> Nolan Porter (ABC 11343) 40
41	<b>DON'T BURN ME</b> Paul Kelly (Warner Bros. 7657) 42
42	<b>BLACKBIRD</b> Billy Preston (A&M 1411) 47
43	<b>DANCING TO YOUR MUSIC</b> Archie Bell & The Drells (Glades 1707) 51
44	<b>DOWN AND OUT IN NEW YORK CITY</b> James Brown (Polydor 14168) —
45	<b>GIMME THAT BEAT</b> Jr. Walker & The All Stars (Soul 35104) 50
46	<b>YESTERDAY I HAD THE BLUES</b> Harold Melvin & The Bluenotes (Phila. Int'l 3525) —
47	<b>FRIENDS OR LOVERS</b> Act 1 (Spring 133) 52
48	<b>LEAVING ME</b> The Independents (Wand 11252) 57

49	<b>THINK ABOUT IT</b> King Floyd (Chimneyville 446) 53
50	<b>I CAN UNDERSTAND IT</b> The New Birth (RCA 45-435) —
51	<b>RIGHT HERE IS WHERE YOU BELONG</b> Jerry Washington (Excello 2327) 54
52	<b>I WON'T LET THAT CHUMP BREAK YOUR HEART</b> Carl Carlton (Back Beat 627) —
53	<b>LOOSE BOOTY</b> Funkadelic (Westbound 205) 55
54	<b>I'M DOIN' FINE NOW</b> New York City (Chelsea 78-0113) 56
55	<b>IT AIN'T ALWAYS WHAT YOU DO</b> The Soul Children (Stax 0152) 64
56	<b>PUT ON YOUR SHOES AND WALK</b> Clarence Carter (Fame 179) (Dist: U.A.) 59
57	<b>MR. MAGIC MAN</b> Wilson Pickett (RCA 0898) —
58	<b>ALWAYS</b> Luther Ingram (Koko 2115) —
59	<b>FUNKY GRANNY</b> Kool & The Gang (De-Lite 553) —
60	<b>I'VE BEEN WATCHIN' YOU</b> Southside Movement (Wand 11251) —
61	<b>I CAN UNDERSTAND IT</b> Valentinos (Clean 60005) (Dist: Atlantic) —
62	<b>GOD BLESS THE CHILDREN</b> Congress Alley (Avco 4610) 62
63	<b>I'VE GOT TO GET YOU BACK</b> Z. Z. Hill (U.A. 50977) —
64	<b>SO IN LOVE WITH YOU</b> LeRoy Hutson (Curtom 1980) 65
65	<b>EARLY ONE MORNING</b> Ike & Tina Turner (U.A. 174) —

## Ruth Bowen Tribute



MRS. RUTH BOWEN

NEW YORK — As president of Queen Booking Corporation, the nation's largest black owned talent agency, Mrs. Ruth Bowen will be honored at the New York Hilton on March 14th, with a dinner entitled, "A Toast To Our Lady". The \$50 per person, balek tie affair, will aid Ruth Bowen's special charities, The Foundation For Research and Education in Sickle Cell Disease and the Miss Black Teenage America Scholarship Fund, New York State, Ltd. Already the event is heavily subscribed. There are table sponsors from every quarter of the entertainment industry wishing to honor Mrs. Bowen, a woman who has made contributions of major importance to the industry. Early response indicates that it will be an SRO evening.

The petite Mrs. Bowen has delightfully fought through the years to get top prices for the acts. She also is involved with fund raising affairs and helps to arrange to have her acts donate their time and services whenever possible.

Her first taste of show business life came almost thirty years ago when she married Billie Bowen, who was a member of the famous Ink Spots. Ruth traveled with her husband for eight years and the turning point came when Billy introduced her to Dinah Washington. Dinah convinced her to go into management and PR. After a refresher course at City College in NYC, Ruth opened an office on 117 W. 48th and her first PR account was Basin Street West. Her early clients included Dinah, Charlie Ventura and Earl Bostick. When she opened the Queen Booking agency it was known as the house of organ trios until rock came in. But Aretha was exploding on the scene and her husband Ted White was a friend of Ruth's. Aretha went with Queen Booking. Today, Mrs. Bowen's enterprise books nearly 90% of all black entertainers.



Songstress Jackie Milton (center) is welcomed to the Columbia-distributed DeVel record label by company president Everett Smith Jr. and Del Broward, president of Audry and Del's Record and Soul One-Stop stores. Ms. Milton, who is a popular personality in many of the nation's top clubs, is the first artist to sign with the embryonic label. Her debut single for DeVel, "Little By Little," is scheduled for immediate release. Produced by Eugene Dozier, the R&B flavored tune is the first of a series of DeVel singles to be released. Other DeVel artists to be recorded in the near future are Mike Scott and Madeline and the Monticellos.

## AVCO Re-Inks Stylistics

NEW YORK — Hugo & Luigi vp's and chief operating officers of Avco Records have announced that the label has re-signed The Stylistics to a new long term contract.

The million-plus sellers for the Stylistics are "You Are Everything" and "Betcha By Golly Wow," both from the group's first LP, "The Stylistics," and "I'm Stone In Love With You" from their "Round 2" album, which is currently on the charts. "Break Up To Make Up," their latest single was written, arranged and produced by Thom Bell, as were all the group's previous hits.

## The Supremes Tour U.K.

LOS ANGELES — The Supremes—Jean Terrell, Mary Wilson and Lynda Laurence—begin their second decade as the country's pre-eminent female vocal trio with a four-week concert tour of the United Kingdom beginning March 9 and including three separate engagements in London and its suburbs.

In conjunction with the U.K. tour, Tamla-Motown, through EMI, will release the latest U.S. album by the group. "The Supremes Produced and Arranged by Jimmy Webb." A single will also be released but it has yet to be decided whether or not it will be a cut from the album.



The Supremes (from left) Mary Wilson, Jean Terrell and Lynda Laurence.

## Freddi/Henchi & The Soulsetters Complete LP

CHICAGO — Freddi/Henchi and The Soulsetters, a six man vocal-instrumental unit which has been appearing for the past year with such name artists as James Brown, Three Dog Night, Mountain and The Chambers Bros., have completed their first album, titled "Dance", for the The Record Company label. It is being released in Europe on CBS Records.

Group recently made their Chicago club debut at Mother's, a popular near north side nitery, and are scheduled for a March 21-25 date in L.A.'s Whiskey. A European tour is also on the planning board.

Manager Bret Kennedy, of Pathway Music Corp. in Hollywood, announced that a single "I Want To Dance Dance Dance" will be clipped from the album for upcoming release.

Freddi/Henchi and The Soulsetters have been together for six years and have done extensive club work throughout Arizona and the Rocky Mountain States. The group was originally lunched in Phoenix. Members are Freddi, Henchi, Eppi Guerrero, Quills Uyeda, Rocky Duarte and Larry Wilkins.



BLACK CAESAR BOX OFFICE SPURS BROWN POLYDOR SOUNDTRACK — "Black Caesar," the new action-adventure film scored by Polydor super-soulman James Brown, is doing record-breaking box office in its nationwide first-run release, with nearly \$200,000 grosses reported in New York alone for the first two weeks. The just-released Polydor soundtrack album—Brown's first venture into music for the cinema—is already enjoying similar success.

Seen above (left to right) at a special invitational screening are James Brown; Lyn Collins, also heard on the new LP; actor Fred Williamson, top-billed in the American International film; and WBLB, NYC dj/program director Frankie Crocker

R & B INGREDIENTS—Several weeks ago, I had the pleasure of flying to Memphis to chat with Willie Mitchell, vice president of Hi Records. Memphis has also been granted a NARAS chapter and Stax's corporate manager, John Smith, was recently elected president of the newly-formed chapter. Coincidentally, Smith will not only be the Memphis Chapter first president but will also be the national organization's first Black president to head a chapter. Memphis is the sixth city to be given a NARAS charter and Smith attributes this special honor to "a distinct recording sound that comes out of Memphis. Members of the board of governors are: Jerry Phillips, Eddie Braddock, Larry Shaw, Ronnie Stotts, Steve Cropper, Dan Penn, Willie Mitchell, Al Bell, Wayne Jackson, Ernie Bernhardt, Charles Chalmers, Isaac Hayes, Eddie Floyd, The Reverend Oris Mays, James Mitchell and Andrew Love. Officers of the Memphis chapter are: John Smith as president; Knox Phillips, first vice president; Marty Lacker, second vice president; Sandra Rhodes Chalmers, secretary; and Robert Thomas, treasurer. Memphis is the city, with a street named Elvis Presley Boulevard, a W. C. Handy Park, a Jefferson Davis Park and a Martin Luther King Park among some of its famous landmarks. It's also the home of Sam Phillips and Sun Records where Elvis Presley and Johnny Cash were churning out hit after hit from the 15 by 15 foot studio on the second floor of the two story building located on Madison Ave. It's also the home of Rufus Thomas, Stax Records and Hi Records; and Al Green makes it his home base.

Sharon Cash, who in 1970 was voted "Most Promising Female Vocalist" by the Western Regional Chapter of NATRA, has recently completed her first LP for Playboy records. And, Playboy spokesmen describe Sharon as an "electrifying soul-to-soul singer . . . "Pillow Talk" a Sylvia single on the new Vibration label is kicking up a storm in several key markets . . . Black Heat, a group from Washington, D. C., will be at "Big Wilt's" Small's Club in NYC, March 12th.

JAZZLINES—The 1973 Jazz Interactions Young Musicians Workshop has begun a fifteen week, every Thursday session which will run three hours from 4 to 7 p.m. The sessions will be held at I. S. 44, 100 W. 77th St. in NYC. The workshop is open, free of charge, to everyone with some playing experience, regardless of age.

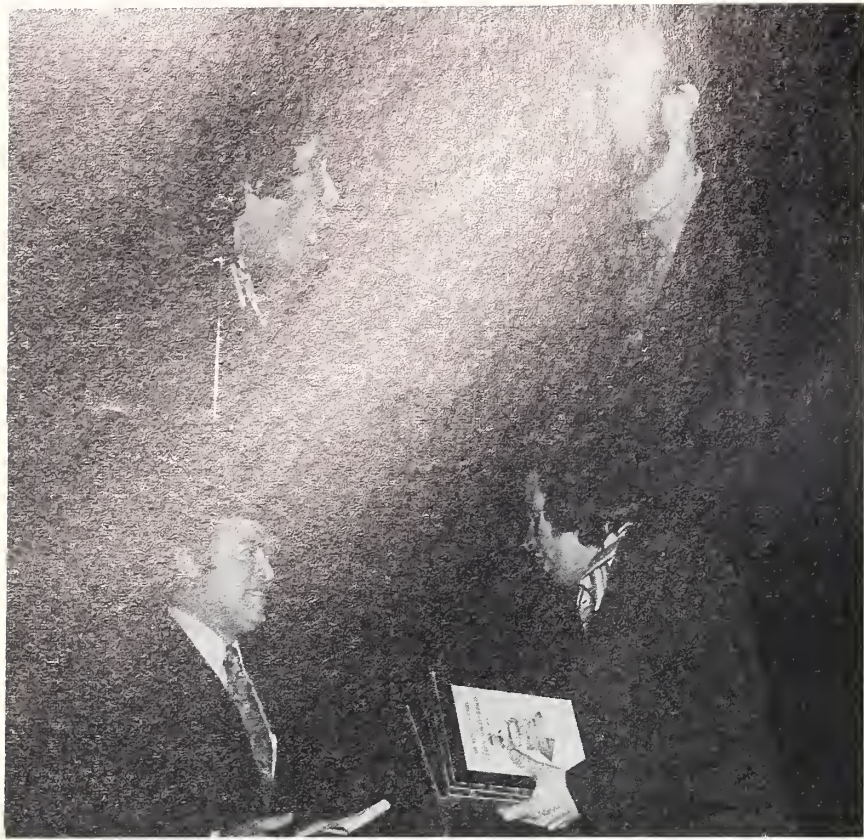
Don Drossell



HIT WRITER STARTS MULTI-CAREER WITH 20TH—Sylvia Moy has been signed to a multiple contract by 20th Century Records and 20th Century Music. Herb Eiseman and Russ Regan, respectively presidents of the recording and publishing companies, are both longtime fans of the Detroit-born Miss Moy who has come aboard as a singer, writer-arranger and record producer for 20th.

Miss Moy has written some fifteen million sellers in her career, including "My Cherie Amour," "Uptight," "I Was Made to Love Her," "Down Deep" and "Never Had a Dream Come True."

Pictured, (l. to r.) during the signing of contracts at the 20th Century building on Sunset Boulevard in L.A. are Herb Eiseman, Sylvia Moy and Russ Regan



**NEW YORK NARAS FETE**—Several dozen Grammy nominees received their nomination plaques and Pete Seeger accepted a special New York Governors Award as the New York Chapter of NARAS held its first Grammy Awards Nominations presentations in the Imperial Ballroom of the Americana Hotel. Academy members and their guests were treated to a special mini-review produced and narrated by Will Holt which included performers Richard Wexler, Philippe Entremont, Bobby Short, David Amram, "The Me Nobody Knows" cast members, Neal Fox and group, Linda Hopkins and Dizzy Gillespie, Jimmy Owens and Billy Taylor with Mickey Roker and Chris White.

Receiving their own Nomination Plaques from presenters Morton Gould, Scott Muni, Jackie Cain and Roy Kral, and Billy Taylor were Joe Farrell, George Benson, Craig Braun, Acy Lehman, Bill Levy, Fred Marcellino, Dan Morgenstern, Paul Goodman, Raymond Moore, Don Puluse, Max Wilcox, Thomas Frost, Richard Killough, Tom Morgan, Warren Casey, Jim Jacobs, Arnold Maxin, Micki Grant, Joe Raposo, Christopher Cerf, Jeffrey Moss, Rudy Clark, J. R. Bailey, Ken Williams, Gene McFadden, Betty Wright, Donny Hathaway and Don McLean. McLean presented the special award to Seeger on behalf of the New York chapter.

The presentation portion of the evening was MC'd by Jerry Stiller and Anne Meara. Shown above (top photo) is Don McLean who presented a special New York Governors Award to Pete Seeger. Second photo shows WNEW-FM air personality Scot Muni presenting four nomination plaques to McLean.

## Wax Handles 'Cope'

**NEW YORK** — Morton D. Wax & Associates have been retained to handle broadcast exploitation for the Broadway show, "Don't Bother Me, I Can't Cope." The show is at the Edison Theatre. Original cast album is a Polydor release.

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## GAS Announces Artist Inking

**HOLLYWOOD** — GAS, a new contemporary music label with offices here and in Toronto, has broadened its artist roster, based on the success of Abraham's Children, a rock quartet with a hit single in its native Canada and a growing U.S. airplay single via Buddah distribution.

The exposure given "Gypsy", Abraham's Children's current single, has resulted in the company signing a number of Los Angeles and Toronto based acts, according to general manager Gary Salter.

Salter, who headquarters in Toronto, also operates the firm's local office here.

The deal with Buddah for the "Gypsy" single is the first Salter has concluded with an American company for distribution of product from GAS. GAS is a subsidiary of the publicly-held Avenue of America Recording Ltd. which has primarily specialized in releasing newly recorded and arranged cover albums in the budget field.

Along with Abraham's Children, GAS has announced the addition of Side Effect, a Los Angeles-based soul act consisting of eight musicians; Rose, a rock quartet being produced by John Stewart, the former producer of the Bee Gees and Deep Purple plus solo singers Robbie Rae, John Bennett, Charlotte, David George and Doug Billard.

Already in release in Canada are these singles: "Natalie" by Robbie Rae; "Lifeline" by John Bennett (formerly with Edward Bear); "Wash My Troubles Away" by Side Effect and "Slow Love" by Charlotte.

## Paul Anka: Many Creative Areas

**NEW YORK** — Paul Anka, best known to the public as the singer and composer of 18 gold records, has been active in music publishing, record producing and management while continuing to make his mark as a performer and writer of songs for others.

With Johnny Harris, his arranger and musical conductor, Anka recently composed "I'm Not Anyone" especially for Sammy Davis, Jr. which Davis released as a single on MGM. Wayne Newton released Anka's "While We're

Still Young" on Chelsea records and Englebert Humperdinck and Rafael will record Anka's new composition, "Lady of the Night," as a single.

Anka wrote and produced the forthcoming Edwin Hawkins album for Buddah along with Harris, and Anka's management company has had success with two singer-songwriters, John Prine and Steve Goodman. Anka's partner in artist management is Al Bunetta.

Anka recently sold his publishing company, Spanka Music to Gordon Mills' MAM Ltd., for a top, six figure sum. Among the hits involved in the MAM Ltd. transaction are "Puppy Love," "Diana," "She's a Lady," "My Way," and countless other Anka hits including "Johnny's Theme," heard five nights a week nationwide at the beginning of each "Tonight Show." MAM already has recouped more than 30% of its investment.

Anka's plans for the future include the writing of songs for other artists, continued development of his management and production activities, and the completion of a new Paul Anka album and single.

During the month of March, Anka will host the NBC show, "Midnight Special," will guest star on a Bobby Darin TV program and will guest on the Tonight Show.

## British Rock Revival Set

**NEW YORK** — It has been announced that a 1960's British rock revival will tour this country for six weeks commencing on or about June 26.

Produced by Ron Delsner and represented exclusively by the William Morris Agency, the show will star five British rock groups: Herman's Hermits featuring Peter Noone, The Searchers, Gerry and The Pacemakers, Billy J. Kramer and The Dakotas, and Wayne Fontana and The Mindbenders.

A number of dates have already been set for the show which is titled "The British Are Coming". These include June 26, Saratoga, N.Y.; June 29, Springfield, Mass.-Civic Center; July 1 Long Island, N.Y.-Nassau Coliseum; July 3, Atlantic City, N.J.-Steel Pier; July 6, Columbia, Md.-Merriweather Post Pavillion; July 7, New Haven, Ct.-Yale Bowl; July 11, Pine Knob Pavillion; July 13, Los Angeles, Calif.-The Forum; July 15, San Francisco, Calif.-The Cow Palace; July 20, Norfolk, Va.; July 21, Asbury Park, N.J.; July 28, Denver, Colo.

The tour of "The British Are Coming" will end in California the first week of August.

## Ringling Bros: Trapeze Prod.

**NEW YORK** — Ringling Bros. & Barnum & Bailey Records has announced the formation of Trapeze Music Productions. The new firm will create commercial campaigns for TV and radio as well as produce TV and radio promos for broadcast programming.

Trapeze Music Productions will be headed by Joe D'Imperio, former division V.P. of RCA Popular Records and by Lenny Scheer former director of marketing MGM. Roberta Arnold has been named creative director of Trapeze. Ms. Arnold has been affiliated with such commercial music production firms as David Lucas Associates and No Soap Radio.

Trapeze Productions plans to draw on talent from both the commercial and pop music field. The initial Trapeze creative team includes The Tokens; Paul Griffin, composer/arranger/producer; Levine & Brown, currently represented on pop record charts; U.A. recording artist Alan Wauters; Capitol artist Andy Ashton; Wheel artist Ms. Sheillah Rae, copywriter & lyricist Ms. Phyllis Gibbs; William Goldstein, arranger; and Lee Holdridge, producer/arranger for Neil Diamond and a successful composer/arranger in his own right.

## WB/McLaughlin In Co-Pub Deal

**NEW YORK** — Warner Bros. Music will co-publish and administer the copyrights of guitarist John McLaughlin, a member of the Mahavishnu Orchestra on Columbia Records. McLaughlin writes most of the group's material as well as compositions for other artists, including the song "Someone" on the current James Taylor album.

Under this publishing arrangement, concluded by WB president Ed Silvers and McLaughlin's personal manager Nat Weiss, WB will be co-publisher with Chinmoy Music, Inc.



**MET MEET**—When the Metropolitan Opera presented its first "Norma" of the current season, RCA Records entertained with a supper at the St. Regis Hotel honoring Montserrat Caballe and Fiorenza Cossotto who starred in the Met performance and in a new Red Seal recording of the opera. Shown here are Giorgio Tozzi, baritone; Miss Cossotto; conductor Carlo Felice Cillario, and Miss Caballe.

## Lathower Shifts Capitol A&R

NEW YORK — Mauri Lathower, vice president, artist and repertoire of Capitol Records, Inc., has announced the appointments of Bob Buziak, A&R Producer, based in Los Angeles, and Chan Daniels, director, a&r operations.

In his new position, Buziak will be responsible for a roster of contemporary artists, while Daniels will add a&r Administration and single record release responsibilities to his duties in marketing and as a producer.

## Malinda Playboy Reg. Promo Mgr.

HOLLYWOOD — Tom Takayoshi Playboy Records' director of marketing has named Ray Malinda as Playboy's regional promotion manager headquartered in New Orleans.

Malinda will cover the territory encompassing the primary Southern cities of Atlanta, Charlotte, Memphis, Dallas, Houston, New Orleans, and secondary markets inbetween. He reports directly to Tom Takayoshi in Los Angeles.

Promotion manager with All-South Distributing Corp. in New Orleans for the past four years, Malinda also produced the local black TV dance show "Outer Limits."

First Playboy product Malinda will work includes singles and albums by Sam Russell, Sharon Cash, Laurie Kaye Cohen, Brownstone, Maxx and Bjorn & Benny.

## De Filippo Exits London

HOLLYWOOD — Mario De Filippo, general manager of London Records of California, Inc., responsible for all marketing and distribution for the Western states, has resigned his post effective immediately. Following a brief vacation, De Filippo will announce his new plans.



**BELL INKS BAJA** — Larry Uttal president of Bell Records has announced the signing of the Baja Marimba Band to an exclusive long-term worldwide recording contract. The theme from "Deep Throat" is being rush-released as the first Julius Wechter and Baja Marimba single under the new Bell agreement. Shown above are Wechter & Bell president Larry Uttal.



**JEFFREYS INKS ATLANTIC PACT** — Jerry Greenberg Atlantic senior vp and general manager has announced that Garland Jeffreys has been signed to an exclusive recording contract. Initiating the long term relationship was the release of the singer-songwriters first album for the company entitled "Garland Jeffreys."

Shown in the above photo, from left to right, are: Mark Myerson, A&R coordinator; Michael Cuscuna, producer; Jerry Greenberg; and Garland Jeffreys.

## Kales' Co. In Mkting, Promo

HOLLYWOOD — Herb Kale and his son Don have formed a marketing and promo organization called Don Kale Promotions and Marketing.

They will be covering the area of Atlanta to Miami with all secondary markets in between.

In addition to radio promo, emphasis will be placed on establishing a line of communication with distributors, rack jobbers, one stops and retailers so that product of the manufacturers represented by them is exposed to the public. Sales meetings will be conducted with all the distributors in those markets and they will also help maintain an inventory control at distributor level.

For further information, contact the pair at the following numbers: Don Kale Promotions 1825 NE 164th Street, suite 6, North Miami Beach, Florida 33162, area code 305-947-7789; or Don Kale Promotions 1073 Huff Road, NW Atlanta, Georgia 30318, area code 404-351-4821.

## Salvador Dali Creates Alice Cooper Hologram

NEW YORK — On Feb. 25 Salvador Dali executed the preliminary steps toward creating a hologram portrait of Alice Cooper. The hologram includes a 3-dimensional representation of Dali's concept of Alice's brain.

The world famous artist wore a gold-trimmed translucent gown over his street clothes as he saw to putting the finishing touches on the orange colored brain featuring a chocolate éclair down its center, a soft watch and a number of Dali ants. Alice Cooper wore the diamond Tiara of Westminster (loaned to Alice by Harry Winston) which is valued at over one million dollars.

As Alice held Dali's latest artistic creation, a self-described microphone made up of a fractured Venus de Milo sculpture, the brain was placed against his head, and he sat upon a slowly rotating platform. Cooper provided the hologram filming crew with a variety of facial expressions as they shot him in a continuous 360-degree film, which serves as the basis for the hologram. A hologram is the first true three-dimensional picture of an object, developed with the use of laser beams.

## Lovett To ABC/Dun. Publishing

HOLLYWOOD — Eddie Lambert general manager of ABC/Dunhill Publishing has announced that Leroy Lovett has been appointed to the position of administrative manager to his department. His main areas of responsibility center around the total print operation regarding copyrights as well as the overseeing of and correspondence to all foreign, subsidiary publishing concerns.

Lovett has worked in the music industry since he graduated from Temple University in 1941 in various capacities which include performing, writing, arranging and producing.

## Red Schwartz To MGM/Pride

HOLLYWOOD — Red Schwartz has been appointed national promotion director of Pride Records. Headquartered in Hollywood, Schwartz will report directly to company president Mike Viner.

He was most recently associated with United Artists Records.



**PRO-MOTION**—San Francisco 49ers defensive end Cedrick Hardman met with Warner Bros. president Joe Smith (right) and promotion director Ron Saul to discuss upcoming promotion plans. WB plans to take advantage of the spring break to include seven pro football stars in local promotions.

## Elektra Sets Collins Promo

HOLLYWOOD — Elektra Records has set a promotion campaign for Judy Collins, who just reconfirmed her 13-year relationship with the label by re-signing. The promotion will range from the Tonight NBC-TV Show to a Hollywood-styled premiere in support of her new album "True Stories and Other Dreams."

Ms. Collins was recently seen throughout the country on the Mike Douglas Show, with further airings in key markets throughout the country set for during March. On Mar. 7 she tapes the Johnny Carson Show. It airs Mar. 8, 11:30 P.M.

On that same night she opens a special limited three day engagement at Los Angeles' Troubadour, her first

appearance there in over five years. There'll be spotlights sweeping the skies and jars of honey on the tables. Her single is "Cook With Honey." The invitations will be printed on Judy Collins portrait postcards developed by Elektra's Creative Services Department.

Elektra, the first record company to utilize a Sunset Strip billboard to promote an artist, has set the Tower Records and Music Hall stores' marquee to announce her Troubadour gig. Dealers aids in the form of posters and banners will be placed in key retail outlets throughout the area.

One of Ms. Collins Troubadour numbers will be "The Hostage." She will play it against the backdrop of a unique Elektra film, which focuses on the Attica prison riots and serves as an interpretation of the song. Another Elektra act, Aztec Two-Step, will share the bill.

## Leber Focus U.S. Manager

NEW YORK — Steve Leber of the New York based Leber-Krebs, Inc. will act as U.S. manager for the Dutch group Focus, in association with Yde de Jong of Holland's Focyd Management, European representatives for the band.

The four member group, who begin a two-month tour of the States this week, are represented on the music charts with their current Sire Records LP "Moving Waves."

Leber will work on co-ordinating all aspects of the tour and the group's soon-to-be-released "Focus 3," "Moving Waves" and "Focus 3" respectively hold the number 8 and 9 positions on the English charts.

## Muddy Waters To Cameron

CHICAGO — Grammy Award winner Muddy Waters, has entered into a long term personal management agreement with the Scott A. Cameron Organisation, Inc.

Waters, who records for Chess Records, won the 1972 Grammy Award for his album "They Call Me Muddy Waters" and was nominated for the 1973 awards for his Chess album "The London Muddy Waters Sessions."



**MEDICINE SHOW**—Columbia Records' Doctor Hook and the Medicine Show put on an impromptu show at Los Angeles' Tower Records. The group, making an unscheduled appearance at Tower, sang their hit single "Cover of Rolling Stone."

## Memphis Music Awards Show Open To Public; June 2 Date

MEMPHIS — The public will have an opportunity for the first time to participate in this year's third annual presentation of Memphis Music Inc. awards to outstanding musicians who live or record in the city.

This year's two-day festivities, to be held on June 1 and 2, will be open to the public, Marty Lacker, exec director of MMI and director of this year's program said.

The awards ceremony will be held on June 2 at the North Hall of the Auditorium. In previous years, it has been held in smaller facilities, thus limiting attendance to members of the music industry and out-of-town celebrities only. Tickets for this year's event will go on sale at locations all over the city in May, Lacker said.

## Ortolani Film Score

NEW YORK — Riz Ortolani, composer of "More," has written the musical score to a new MGM distributed feature film, "Day of Fury." The announcement was made by C.A.M.-U.S.A. principal Vittorio Benedetto.

Produced by Marcello Danon and Harry Saltzman (producer of the James Bond series), the new film stars Claudia Cardinale, Oliver Reed and John McEnery. The soundtrack is produced and published by C.A.M. The original recording was released on the CAM label in Italy.

## QBC Promotes Moon To Agent

NEW YORK — It has been announced that Mrs. Ruth Bowen president of the nation's largest owned and operated black booking agency has promoted Herbert Moon II to fulltime agent.

Associated with several local gospel quartets as a singer before wanting to learn the behind the scenes phase of the business, he became Mrs. Bowen's executive secretary ten months after joining the firm.

The new agent has signed the famous Mighty Clouds of Joy gospel group to a longterm QBC contract.

Not confined to the gospel department which he heads, Moon also is engaged in selling the agency's talents to promoters throughout the world.

### Performers

Al Green, the top-selling Hi Recording star; Isaac Hayes, with his six "Shaft Girl" dancers, who appear with him in Las Vegas and other personal appearances; Stax Records' Bar-Kays group; and Dionne Warwick, who moved her Souday Record Co. to Memphis last year, are among the stars who have already agreed to appear at this year's presentation. Miss Warwick was hostess of last year's event and also appeared here the first year of the awards.

Talks are also underway with Tony Joe White and Leon Russell and his group, and others for appearances at the June 2 presentation, Lacker said. "We would like to include as wide a range of talent as possible, to appeal to the widest possible tastes of Memphis music fans. We definitely will offer a big show for the public," he said.

On June 1, the day preceding the awards ceremony, Memphis Music Inc. will again hold a celebrity golf tournament, which is open to players from the public, an event first added to the annual ceremonies last year. Don Burt, a partner in Mempro, Inc., heads the golf tournament committee for Memphis Music Inc. for the second year.

A souvenir program book, which will be available to the public at the auditorium on the night of the awards presentation, is being compiled by Ewell Roussel and Ronnie Stoots of Trans-Maximus Record Company.

In addition to the events open to the public, a celebration breakfast for members of the record industry and out-of-town guests only is being planned to follow the awards ceremony, Lacker said.

## Shindler To Buddah Promo

NEW YORK — The Buddah Group has announced the appointment of Bruce Shindler to the promo staff of the company. Shindler is handling promo of Buddah product in the New York City area. Beginning his career in the music industry at the Fillmore East, Shindler worked with Elektra Records in New York, and with Associated Distributors in Phoenix, Arizona, before coming to Buddah.

The appointment of Bruce Bird to handle promo in the tri-city area of Cincinnati, Cleveland and Pittsburgh has also been announced by the label.

## 'Superfly' Music: Attempts Fail At Oscar Nominations

NEW YORK — Curtis Mayfield's score for "Superfly" will not be represented among this year's Oscar contenders, despite varied attempts to get representation.

First, the Academy of Motion Picture Arts & Sciences turned down "Freddie's Dead" from the score because it was only performed as an instrumental in the hit movie. The Academy also refused to consider the music for "Superfly" for Best Song Score Award, contending that application by Warner Bros., distributors of the film, was technically defective, since WB's application referred to only three songs, instead of listing the five eligible songs contained in the score. The Academy's rule says that the category applies to "... a work consisting of a body of not less than five original songs ... a substantial portion of the song score must be sufficiently audible and intelligible, both lyrically and musically to be identified as such." The Academy ruled that one of the songs was allegedly performed for too short a duration.

### New Vote

After this decision, Neil Bogart, co-president of Buddah, and Mayfield's attorneys, Harris & Fredericks, succeeded in getting the Academy to vote on the song "Superfly" in place of "Freddie's Dead" as the 10th nominated song, but Mayfield's reps have been advised that upon a re-balloting by the Academy's Music Committee, "Superfly" was not selected.

Mayfield's lawyers have issued the following statement as a result of the new developments:

"This statement is being issued, not to detract from the efforts of those well meaning members of the Academy who agreed to the re-balloting by the Music Committee. Rather it is hopefully directed toward bringing about a needed change in the structure of the Academy's Music Committee, so that future composers will not be confronted with the obstacles that beset Mr. Mayfield's music.

"The Academy's Music Committee is made up of 131 members. Including its two blacks the average of that Committee is over fifty years. In a

era when young and black composers and artists have risen dramatically in the music industry, and when young composers have created the overwhelming body of works which are currently performed in America, to have their music judged by a committee, not of their peers but of their elders, creates a musical generation gap that no young or black composer no matter how talented can span. If the Academy Awards in the field of music are to continue to have any significance or meaning to the public or maintain the respect of the music industry (as the coveted Grammy Awards), the Committee which selects the recipient of the Oscar, must provide representation to the young and black writers of today's music generation.

"Moreover, a system which permits a song to be selected as one of the ten best songs of the year prior to a substantial number of the members of the Music Committee viewing the film in which the song appears, cannot be excused or tolerated. Had more than four members of the 131 members of the Academy's Music Committee attended the initial screening of Superfly before the top ten songs were selected, the technical confusion surrounding "Freddie's Dead" and the ineligibility of "Superfly" as a complete musical score would never have come to pass. It is incumbent upon the Academy to create a set of rules and procedures which assure full and proper consideration of all songs which are placed in nomination, as well as a means for rectifying any human or technical error which comes about between the filing of the application by the motion picture company and the selection of the Oscar nominations by the Academy.

"If, as a result of the instant situation, changes are made in the Academy's rules and procedures relating to the selection of nominees, and its Music Committee is reconstituted so that the music of other young and black composers will be properly considered by a committee of their contemporaries, then Mr. Mayfield and "Superfly" will certainly have produced something of value as significant as the Academy Award itself."

## Chappell AR Chief At UA

HOLLYWOOD — Bill Chappell has been appointed manager of artists relations for United Artists Records. In his new position, Chappell will coordinate artist tours, personal appearances and television performances with the activities of the record company and will be working closely with personal managers and booking agencies in the furthering of careers of artists on United Artists and affiliated labels.

Chappell joined UA in June, 1971, and served in the firm's promo, artists and repertoire and public relations departments. As artist relations manager, he will report to Lloyd Leipzig, director of publicity & artists relations.

## Zilberhaft, Brnjas Join Polygram Corp.

NEW YORK — John M. Brnjas has joined Polygram Corporation as analyst/programmer, and Dan Zilberhaft as programmer, it was announced by Arthur Schindelheim, Polygram director, information systems.

Before coming to Polygram, Brnjas was systems engineer with the IBM Corporation and with IBM's service bureau corporation. Zilberhaft, before joining Polygram, was assistant EDP manager for Lancaster Colony, Inc.; a programmer/operator at Jennison Associates; and office manager at Beged-Or.

## Stein To Elektra Midwest Promo

NEW YORK — John Davis, national promo director of Elektra Records, has announced the appointment of Burt Stein to the post of Midwest Regional Promotion Director. Stein was formerly Elektra's local promotion man working out of the W.E.A. Des Plaines, Illinois branch. He replaces Ralph Ebler, recently named director of artist relations for the label.

## Uretsky To Reshen

NEW YORK — Sam Uretsky has joined the New York based management firm of Neil C. Reshen, Inc. Uretsky, who formerly worked with the management offices handling Melanie and Sha Na Na, will be involved with the firm's artists which include Miles Davis, Waylon Jennings, Willie Nelson and Sammi Smith.

## Attorney Gold Joins IFA

NEW YORK — Gerald Gold, attorney, has joined International Famous Agency's N.Y. business affairs department, it was announced by Irwin Moss vice president, business affairs and administration. Mr. Gold comes to IFA following private practice in New York City where he was engaged in various aspects of the entertainment business.



BLOONTZED—As a climax to its most elaborate promotion campaign to date, Evolution Records hosted a Bloontz-Bash in honor of their newly signed rock group, Bloontz. The five-member band performed for three-hundred invited guests. Bloontz albums were distributed together with their single release "Long Way Down To The Top" and press kits. Shown above (l-r) are Label Pres., Loren Becker; Cash Box exec VP, Marty Ostrow; Margo Knesz of Evolution; and Irv Lichtman, Cash Box VP.



# Country Music Report

## C&W Music Awards Winners: Clark Entertainer Of Year

HOLLYWOOD — Roy Clark was named Entertainer of The Year at the 8th Annual Academy of Country and Western Music Awards which was held on Monday, Feb. 26 at the John Wayne Theatre at Knotts Berry Farm. The Dot Records artist also won the award as TV Personality of the Year for his participation on the "Hee Haw" series.

In the Best Male Vocalist category, Merle Haggard, Capitol Records recording artist, was cited and in the Best Female Vocalist category, Donna Fargo, who records for Dot, was the winner. The award for the top vocal group went to Mercury Records' Statler Bros.

Johnny Rodriguez of Mercury was the winner of the Most Promising Male Vocalist and Tany Tucker, Columbia artist, was awarded Most Promising Female Vocalist.

"The Happiest Girl In The Whole U.S.A.," Donna Fargo's composition

and hit record, won three awards as Song of The Year (Composer), Single Record of The Year and Album of The Year.

Other awards presented were: Radio Station of The Year (KLAC, Los Angeles), Country Music Night Club of The Year (The Palomino Club, Los Angeles), Band of The Year-Non Touring (Tony Booth Band), Band of The Year-Touring (The Strangers-Capitol Records).

The winners of the Academy All Star Band were: Larry Garner (bass), Jerry Wiggins (drums), Billy Armstrong (fiddle), Al Bruno (lead guitar), Floyd Cramer (piano) and Buddy Emmons (steel guitar).

Lawrence Welk won the award as the Country Music Man of The Year and the Pioneer of Country and Western Music Award was shared by Gene Autry and Cliffie Stone. Thurston Moore was the recipient of the Jim Reeves Memorial Award.

## Country Artist of the Week: FLOYD CRAMER



CRAMER STYLE—Few instrumentalists in popular music today have been able to approach the track and chart record of RCA's distinctive pianist Floyd Cramer. His original country sounds have long been integrated into the pop artists for RCA. His more than two dozen albums have all been chart items with his current LP release being "Best Of The Class of Floyd Cramer."

Floyd's self-penned first single "Last Date" sold almost a million copies. "Last Date" was shortly followed by his second hit on the rebound with current single being "Crystal Chandeliers."

Born in Shreveport, Louisiana Floyd began to show an interest in music at the age of five so his family bought him a piano. With this early training when he graduated from high school he was ready to join KWKH's "Louisiana Hayride" and started touring with several well-known stars such as Hank Williams and Elvis Presley. Then, at the suggestion of RCA's Chet Atkins, Floyd moved to Nashville and was invited to join the Grand Ole Opry. He rapidly became a very busy studio musician and contributed much to the development of the "Nashville Sound."

The distinctive so-called "Cramer Style" of playing—the slurring, the bending, of notes—is actually a piano adaption of old country and religious music technique used for years by artists like Mother Maybelle Carter and Bud Isaacs, and Don Robertson. "Half tones are very common," Cramer explains. "The style I use mainly is a whole-tone slur which gives more of a lonesome, cowboy sound."

Current activities, in addition to his recording dates for RCA, include the popular Masters Festival tours with fellow artists Boots Randolph, Danny Davis and The Nashville Brass and special guest Jethro Burns. The Masters Festival is on the road throughout the year covering the U.S., Alaska, and Canada.

All recording is directed by RCA vice president Chet Atkins with exclusive management by X Cossé.

## VTN To Present 'Nashville Sound'

NEW YORK — Video Tape Network has announced the acquisition of "The Nashville Sound" for distribution on video tape to its nationwide system of 227 college affiliates.

The special, ninety minute program featuring 38 country and western stars including Johnny Cash, Charley Pride, Roy Acuff, Lester Flatt and Earl Scruggs is suited for the 1½ million students throughout the country that make up the VTN audience. In presenting a panoramic, behind the scenes view of the people that create the music, their motivations and lifestyle, the feature presents country music in a manner that is particularly suited to the college student.

Video Tape Network services its affiliate colleges on a weekly basis with pre-recorded TV tape programming specifically chosen for their topical interest to college students. VTN shows schools how to use their closed circuit systems to create a campus-wide entertainment network or helps establish a mini-closed circuit system on those campuses that do not have the necessary equipment and wish to become affiliated with VTN.

## Cinnamon Inks Hitchcock To Recording Pact

NASHVILLE — Johnny Morris, president of Cinnamon Records has announced the signing of Stan Hitchcock to a recording contract. Tommy Allsup will produce the Hitchcock sessions.

In addition to Hitchcock, Cinnamon has signed Narvel Felts, Ray Smith and Frankie Ford.

Cinnamon retains Cooper's Country Collage and Nationwide Sound Distributors to handle promotion and distribution respectively.

## Butler Forms Jingle Company

NASHVILLE — Independent producer Larry Butler has formed a jingle company under the auspices of his Larry Butler Productions Inc. Butler has experience in the field of jingles and commercials including acting as musical director on the Johnny Cash American Oil Company commercials and involvement on such other spots as Utrabrite, Fab detergent and Prince Albert Tobacco.

The company, according to Butler, will produce jingles as well as television and radio commercials.

## Kraft To Sponsor Country Music Awards Special

NASHVILLE — For the sixth consecutive year the Country Music Association's Annual Awards Show will be telecast on network television by Kraft Foods, according to Mr. Thornton B. Wierum, vice-president of the J. Walter Thompson Company, agents for Kraft. This will be the seventh year of the awards.

Unlike some of their peer shows, the CMA Awards constitute a full country showcase "special" in just one hour, with awards presented in ten categories of achievement. The event is highlighted with the announcement of the new member of the Country Music Hall of Fame, the highest honor awarded in the country music industry.

CMA's 1972 Award show brought a 34-plus rating for the Kraft presentation via the full CBS-TV network. Co-chairman of the Awards Show Committee for CMA are Irving Waugh and Jack Stapp. They also were instrumental in another network presentation, the "Country Music Hit Parade."

## Country Music Catalogs Ready

NASHVILLE — The Country Music Foundation, Inc., has entered the educational publishing field with the republication of two historical musical instrument catalogs, it was announced. The 1921 Gibson Catalog and The 1940 Martin Catalog are both available from the Country Music Foundation Press, 700-16th Avenue, South, Nashville, Tennessee 37203.

The Country Music Foundation Press will initiate a second series of reprints in the fall of 1973. The Recording Technology Series will include reprints of early record-company catalogs and other materials related to the fledgling recording industry of the first three decades of this century.

The first two volumes issued in the Historical Instrument Series are now available, it was announced. The 1921 Gibson Catalog carries a price of \$4.50, and the 1940 Martin Catalog is available for \$1.50. Both reprints, as well as information on other Country Music Foundation Press publications, can be obtained directly from the Nashville offices of the Country Music Foundation, Inc.



STATLER BROS. PUBL. TO BMI—CMA award winners, The Statler Brothers, are all smiles after signing new exclusive writer agreements with BMI vice president, Frances Preston. Standing left to right are Don Reid, Lew DeWitt, Harold Reid, publisher Bill Hall, Mrs. Preston and Phil Balsey.

## Country LP Reviews

### DOIN' SOMETHING RIGHT—Roy Drusky—Mercury SR-61377

Although this album is titled after the Ben Peters song included on this album, a more perfect phrasing of this performers talents would be difficult to arrange. Roy Drusky's treatment of ballads are super fine and guaranteed to take a mood from one extreme to the other. Of particular interest on this collection are Dallas Fraziers' 'The Last Time I Cailed Somebody Darlin', Neil Diamonds 'Red Red Wine' and Roy's own 'Always You, Always Me'. An easy going, easy listening country collection with sure fire appeal.

### INTRODUCING JOHNNY RODRIGUEZ—Johnny Rodriguez—Mercury—SR-61378

Following his recent successes, Johnny Rodriguez really needs no introduction to country audiences. This Mercury collection serves as a further unveiling of his talents and through eleven tracks shows Johnny as one of the most talented male singers in all country music today. This album consists of nine ballads and two up tempo country tunes and every one is a sure fire winner. Those tracks deserving particular mention include "Jealous Darlin'", "Easy Come, Easy Go" and "Pass Me By (If You're Only Passing Through)". This should be the album to skyrocket Johnny Rodriguez straight to the top of the charts.

### THE TOAST OF '45 — Sammi Smith — Mega M31-1021

Sammi Smith has been one of the most consistent country hit makers for some time now and it's always nice to herald the appearance of a new album from this entertaining country lady. Her latest is a fine collection of ballads with three moderate up tempo tunes to taste. Included in this collection is a smoothly offered rendition of Steve Goodman's "City Of New Orleans", the dreamy title song and the pretty "Send Me The Pillow You Dream On". Another great collection from Sammi Smith.

### SOUL SONG—Joe Stampley—Dot DOS 26007

The Joe Stampley express has been in high gear for the past few months now and does not appear headed for a sudden stop either. His latest album is another great mixed collection of country ballads, pop tunes turned country and up tempo country and is possibly his best yet. Most noteworthy on this collection are the hit title tune, "My Louisiana Woman", Paul Anka's "She A Lady" and Holland-Dozier-Holland's "I Can't Help Myself". This is the album that should establish Joe Stampley as an artist of all trades as strong pop crossover is a likely happening after the initial country breakthrough.

## Levine Opryland Choreographer

NASHVILLE—Opryland chief Mike Downs has named Mariana Levine choreographer for all shows to be presented at the Opryland Park for the 1973 season. In the past year, Mariana created dance routines for seven Opryland shows, including "I Hear America Singing," a summary of the music and dance of America during the past fifty years. This year, in addition to folk, rock, New Orleans jazz, and pop shows, she will be creating new dance routines for the forthcoming country music show, "My Country." She also will be creating a new type of modern dance, combining traditional square dance with her interpretation of folk and country dancing, presented in contemporary style. Mariana is presently choreographing the new syndicated TV series, "The Spring Street Singers," scheduled to be aired beginning April 1st. She was choreographer for the "Tennessee Ernie Ford Christmas Show," shown on NBC. The is also instructor of over 300 dance students at her Dance Academy Of The South in Hendersonville, Tenn., where she is training young people for careers in the dance profession.

## Jamboree Homecoming Reunion Announced

WHEELING—Glenn Reeves, director of Jamboree U.S.A., has announced the Second Annual Jamboree Homecoming Reunion to be held May 19, 1973 at Capitol Music Hall in Wheeling, West Virginia.

The two-show special will be preceded by an hour warmup beginning at 6:30 p.m., which will be devoted to introducing special guests. Featured on the Jamboree will be the Doc Williams Show, Lee Moore, Crazy Elmer, Grandpa Jones, Roy Scott, Hank Snow & Rainbow Ranch Boys, Shug Fisher of "Gunsmoke" & "Wonderful World of Disney" (if commitments allow) and many others.

At 4:00 p.m. the old and new Jamboree artists will meet and visit at the Homecoming Reception.

Following the reception, the guests will attend the 10:00 p.m. Jamboree, in front row seats reserved for them.

Following the second show, beginning at 12 Midnight, Jamboree U.S.A. will broadcast "Echoes of the Past", featuring any and/or all former Jamboree artists who wish to perform.

## Top Country Albums

1	<b>SONGS OF LOVE</b> Charley Pride (RCA LSP 4837)	2	22	<b>I AIN'T NEVER</b> Mel Tillis (MGM SE 4870)	8
2	<b>PICTURE OF YOU WITHOUT ME</b> George Jones (Epic KE 31718)	1	23	<b>GLEN TRAVIS CAMPBELL</b> (Capitol SW 1117)	13
3	<b>DELIVERANCE</b> Soundtrack (Warner Bros. 2638)	27	24	<b>BOUND FOR OLD MEXICO</b> Marty Robbins (Columbus 31341)	32
4	<b>I'VE FOUND SOMEONE OF MY OWN</b> Cal Smith (Decca DL 7 5369)	6	25	<b>SEPARATE WAYS</b> Elvis Presley (RCA 2611)	26
5	<b>IT'S NOT LOVE (BUT IT'S NOT BAD)</b> Merle Haggard (Capitol S-11127)	4	26	<b>GARDEN PARTY</b> Rick Nelson (Decca)	14
6	<b>ROY CLARK LIVE</b> (Dot DOS 26005)	9	27	<b>THE GENTLEMAN FROM THE SOUTH</b> Sonny James (Capitol 1144)	34
7	<b>WHO'S GONNA PLAY THIS OLD PIANO</b> Jerry Lee Lewis (Mercury SR 61366)	12	28	<b>LONESOME 7-7203</b> Tony Booth (Capitol 3441)	18
8	<b>HOT "A" MIGHTY</b> Jerry Reed (RCA LSP 4838)	11	29	<b>LOVE IS THE LOOK</b> Connie Smith (RCA LSP 4840)	36
9	<b>THIS MUCH A MAN</b> Marty Robbins (Decca DL 75389)	3	30	<b>EARL SCRUGGS LIVE AT KANSAS STATE</b> (Columbia KC 31758)	19
10	<b>WILL THE CIRCLE BE UNBROKEN</b> Nitty Gritty Dirt Band (United Artists 9801)	15	31	<b>KEEP ME IN MIND</b> Lynn Anderson (Columbia 4-45768)	38
11	<b>ANY OLD WIND THAT BLOWS</b> Johnny Cash (Columbia KC 32091)	17	32	<b>BORROWED ANGEL</b> Mel Street (Metromedia MCS 5001)	21
12	<b>DON'T SHE LOOK GOOD</b> Bill Anderson (Decca DL 5383)	5	33	<b>TWO FOR THE SHOW</b> Jack Green (Decca DL 7 5392)	39
13	<b>HEAVEN IS MY WOMAN'S LOVE</b> Tommy Overstreet Dot 26003)	7	34	<b>WE FOUND IT</b> Porter Wagoner/Dolly Parton (RCA LSP 4841)	41
14	<b>SONNY JAMES SINGS THE GREATEST COUNTRY HITS OF 1972</b> (Columbia KC 32028)	20	35	<b>TWO SIDES OF CRASH</b> Billy Craddock (ABC X 777)	45
15	<b>MY MAN</b> Tammy Wynette (Epic 31717)	10	36	<b>LYNN ANDERSON'S GREAT HITS</b> (Columbia KC 31641)	25
16	<b>THIS TIME THE HURTIN'S ON ME</b> Faron Young (Mercury SR 61376)	22	37	<b>BURNING LOVE</b> Elvis Presley (RCA 2595)	29
17	<b>IN THE PALM OF YOUR HAND</b> Buck Owens (Capitol ST 11136)	23	38	<b>ALOHA FROM HAWAII</b> Elvis Presley (RCA VIA 6089)	
18	<b>DO YOU KNOW WHAT IT'S LIKE TO BE LONESOME</b> Jerry Wallace (MCA 301)	30	39	<b>A SWEETER LOVE</b> Barbara Fairchild (Columbia 45743)	
19	<b>GOT THE ALL OVERS FOR YOU</b> Freddie Hart (Capitol ST 1001 107)	16	40	<b>INCOMPARABLE</b> Charley Pride (RCA CAS 2584)	31
20	<b>LOVE SURE FEELS GOOD</b> Susan Rave (Capitol ST 3135)	24	41	<b>FIRST SONGS FOR THE FIRST LADY</b> Tammy Wynette (Epic 30358)	35
21	<b>THE STATLER BROTHERS SING COUNTRY SYMPHONIES IN E MAJOR</b> (Mercury 61374)	28	42	<b>HERE I AM AGAIN</b> Loretta Lynn (Decca 74381)	33
			43	<b>CHARLIE McCOY</b> (Monument 31910)	42
			44	<b>THE BEST OF THE BEST OF MERLE HAGGARD</b> (Capitol ST 11082)	40
			45	<b>THE HAPPIEST GIRL IN THE WHOLE U.S.A.</b> Donna Fargo (Dot DOS 26000)	43



**JOHNNY CASH MINISTRY**—With a grass-roots ministry of his own, Johnny Cash was presented with the Golden Key Award for high humanitarian service at the Anaheim Convention Center, preceding his concert there on February 9th, by the Rev. Neil Brown, President of the Ministry of Discovery, an all-denominational religious organization.

The Rev. Brown, a Minister of the Church of Scientology and a former Methodist clergyman states that, "While Johnny may not feel that he really has a ministry of his own, he devotes more than half of his program to country-styled religious music and dialogue. That he is an inspiration to others can be witnessed by the worldwide size of his congregation. His latest release in albums and film is entitled Gospel Road.

The award, last bestowed on Mick Jagger and the Rolling Stones for their half-million dollar benefit-gift to the earthquake torn victims of Nicaragua, was presented to Cash for his efforts on behalf of California's prison inmates in the form of benefit performances, gifts and for exemplary conduct. State Correction Department Officials describe their contact as "quite limited", yet say they do consider his actions to be "certainly humanitarian."

The inscription on the walnut-based golden key reads, "The Golden Key Ministry Award for High Humanitarian Service, presented to Johnny Cash for his creation of greater human understanding through exceptional personal example and artistry."

Rev. Brown states that "awards are given to persons who have performed great service for others or who foster close and warm relationships between people. It is the purpose of our ministry," he added, "to seek out and join hands with these valuable beings. We find such fine spiritual attitudes revealed in people of all religions."





## Picks of the Week

### JAN HOWARD (MCA 40020)

**Too Many Ties That Bind (2:41) (Ben Peters, BMI—B. Peters)**

Trying to forget a loved one lost is the theme of this smooth country ballad from Jan Howard. A definite charmer for country programmers and a solid high chart contender. Flip: Everybody Knows I Love You (2:30) (Poaj, BMI—J. Howard, J. Norman, Jr.)

### TENNESSEE ERNIE FORD (Capitol 3556)

**Printers Alley Stars (2:55) (Glenwood Music, ASCAP—J. Cunningham)**

Behind the smiles and the glitter of success there is always the Printers Alley aspect of recording. The dark side of performing, the paying dues side, is realistically examined by Tennessee Ernie Ford in this moderately upbeat country song. Programmers should keep eyes and ears on this one. Flip: Baby (3:00) (Blue Echo, BMI—R. Griff)

### PAT ROBERTS (Dot 17451)

**Thanks For Lovin' Me (2:52) (Al Gallico/Ben Peters, BMI—G. Richey, B. Peters)**

The title of this new Pat Roberts ballad tells it all. Sensitive lyrics make the song a strong chart item as Pat pays homage to the one he loves. Flip: A Whole Lotta Lovin' (2:41) (Al Gallico/Playback, BMI—G. Richey, B. Peters)

### LEFTY FRIZZELL (ABC 11350)

**I Buy The Wine (2:43) (Chappel & Co., ASCAP, Uni-Chappell, BMI—R. Bourke, G. Barnhill)**

Lefty's back with another strong ballad destined to register high on the country charts. Easy paced vocals and heart rendering lyrics should make this one an instant winner. Flip: no info. available.

### THE BELLS (Polydor 15063)

**Kris Collection (Sunday Morning Coming Down, Help Me Make It Through The Night, For The Good Times) (4:52) (Combine, Buckhorn, BMI—K. Kristofferson)**

The Bells, who first appeared in the national spotlight with "Stay Awhile", reappear with this smoothly executed Kris Kristofferson medley which should delight pop audiences and programmers as well as country markets. Either way it's a definite hit. Flip: no info. available.

### STONE EDWARDS (Capitol P-3550)

**You're A Believer (2:43) (Ironside, ASCAP—S. K. Dobbins)**

Stoney Edwards has found himself a believing love in this smooth country ballad and will undoubtedly find many others among country programmers and c&w listeners. Flip: She's Helping Me Get Over You (2:37) Hill and Range Songs Pi-Gem, BMI—H. Bynum, A.L. Owen)

### BOBBY AUSTIN (Atlantic 2942)

**Forgotten Footprints (2:40) (Return, BMI—J. McBee)**

Although Bobby Austin's latest is the tale of a man on the road trying to find himself, this medium paced solidly vocalized tune will have no problem finding its way to success. Flip: no info. available.

### WAYNE KEMP (MCA 40019)

**Honky Tonk Wine (2:46) (Tree, BMI—M. Vickery)**

Wayne's worried about his lost love drinking Honky Tonk Wine in the arms of someone new. The definite success of this song should get him to grinning again. Flip: Pretty Mansions (2:42) (Tree, BMI—W. Kemp)

### O.B. MC CLINTON (Enterprise 9062)

**My Whole World Is Falling Down (2:11) (East/Memphis, BMI—B. Crutcher, B. T. Jones)**

His world may be falling down but O.B. McClinton's latest lively country tune gives no indication of that. In fact, this single will probably bring him and his world all the way up. Flip: no info. available.

### GLENN BARBER (Hickory 1666)

**That's How A Coward Tells An Angel Goodbye (2:30) (Acuff-Rose, BMI—G. Barber)**

Glenn Barber solidly portrays this breaking up episode in the form of this pretty, lyrical ballad which should leave him high on the charts and much in the favor of country programmers. Flip: It's A Beautiful Thing (2:28) (Acuff-Rose, BMI—G. Barber, Jr.)

## Best Bets

### REX ALLEN JR. (JMI 19)

**Everglades (2:23) (Hillary-Briarcliff, BMI—H. Howard) Rex Allen, Jr's new tune is the story of a man who killed another in self defense and is forced to flee to the Everglades. Ironical twist of fate and sensitive lyrics make this one a strong hit contender. Flip: no info. available.**

### JIMMY NALL (Monument 8563)

**Working Man's Woman (2:56) (Danor, BMI—T. Seals, D. Goodman, W. Jennings) A pretty ballad by Jimmy Nall which praises the woman who has stood by all the while. Sentimental lyrics, combined with sensitive vocals make this one a solid country programming and chart item. Flip: no info. available.**

1	<b>TILL I GET IT RIGHT</b> Tammy Wynette (Epic 10940) (Tree—BMI)	1	36	<b>THE LOVING GIFT</b> Johnny Cash & June Carter (Columbia 45758) (Combine—BMI)	34
2	<b>THE LORD KNOWS I'M DRINKING</b> Cal Smith (Decca 33040) (Stallion—BMI)	2	37	<b>BEHIND CLOSED DOORS</b> Charlie Rich (Epic 10950) (House Of Gold—BMI)	48
3	<b>THE TEDDY BEAR SONG</b> Barbara Fairchild (Columbia 45743) (Ouchess—BMI)	3	38	<b>NO MORE HANGING ON</b> Jerry Lee Lewis (Mercury 73361) (Passkey—BMI)	42
4	<b>NEON ROSE</b> Mel Tillis (MGM 14454) (Tomake—ASCAP) (Brougham Hall—BMI)	4	39	<b>UNBELIEVABLE LOVE</b> Jim Ed Brown (RCA 0846) (Tree—BMI)	37
5	<b>GOOD THINGS</b> David Houston (Epic 10939) (Algee—BMI)	5	40	<b>NOBODY WINS</b> Brenda Lee (MCA 4003) (Resaca—BMI)	43
6	<b>ANY OLD WIND THAT BLOWS</b> Johnny Cash (Columbia 45740) (House Of Cash—BMI)	6	41	<b>SO MANY WAYS</b> Eddy Arnold (MGM 1478) (Eden—BMI)	44
7	<b>YOU LAY SO EASY ON MY MIND</b> Bobby Rice (Metromedia MC 902A) (Americus—ASCAP)	7	42	<b>IF YOU CAN LIVE WITH IT</b> Bill Anderson (MCA 40004) (Stallion—BMI)	51
8	<b>KEEP ME IN MIND</b> Lynn Anderson (Columbia 4-45768) (Flagship—BMI)	8	43	<b>THANK YOU FOR TOUCHING MY LIFE</b> Tony Douglas (Dot 00A 17443) (Cochise—BMI)	46
9	<b>LOVE IS THE LOOK YOU'RE LOOKING FOR</b> Connie Smith (RCA 0860) (Neely's Bend—BMI)	9	44	<b>SOMETHING ABOUT YOU I LOVE</b> Johnny Paycheck (Epic 10947) (Jack & Bill—ASCAP)	54
10	<b>DANNY'S SONG</b> Ann Murray (Capitol 3481)	10	45	<b>COME LIVE WITH ME</b> Roy Clark (Dot 17449) (House Of Bryant—BMI)	56
11	<b>SHELTER OF YOUR EYES</b> Don Williams (JMI 12) (Jack—BMI)	11	46	<b>A GIRL LIKE YOU</b> Tompall & Glaser Brothers (MGM 14462) (Glaser Bros.—BMI)	49
12	<b>MY TENNESSEE MOUNTAIN HOME</b> Dolly Parton (RCA 0868) (Owepar—BMI)	12	47	<b>TRUE TRUE LOVIN'</b> Ferlin Husky (ABC 11345) (Ronbre Coach Four—BMI)	47
13	<b>DO YOU KNOW WHAT IT'S LIKE TO BE LONESOME</b> Jerry Wallace (Decca 33036) (TAJ—ASCAP)	13	48	<b>LAURA</b> Marty Robbins (Columbia 45775) (Al Gallico—BMI)	53
14	<b>NEITHER ONE OF US</b> Bob Luman (Epic 10943) (Keca—ASCAP)	14	49	<b>EMPTIEST ARMS IN THE WORLD</b> Merle Haggard (Capitol 3552) (Shade Tree—BMI)	59
15	<b>SUPER KIND OF WOMAN</b> Freddie Hart (Capitol P-3524) (Blue Book—BMI)	15	50	<b>DON'T BE ANGRY</b> Billy "Crash" Craddock (ABC 11349) (Acuff/Rose—BMI)	55
16	<b>DUELING BANJOS</b> De'iverance (Soundtrack/Warner Bros. 7659) (Warner Tamerlane—BMI)	16	51	<b>WALK SOFTLY ON BRIDGES</b> Mel Street (Metromedia 906) (Blue Crest/Hill & Range Song—BMI)	61
17	<b>MARGIE, WHO'S WATCHING THE BABY</b> Earl Richards (Ace Of Hearts 0461) (Bealin—ASCAP)	17	52	<b>I CAN SEE CLEARLY NOW</b> Lloyd Green (Monument 8562) (Cayman—ASCAP)	57
18	<b>A SHOULDER TO CRY ON</b> Charley Pride (RCA 0884) (Blue Book—BMI)	18	53	<b>WE FOUND IT</b> Porter Wagoner/Dolly Parton (RCA 0893) (Owepar—BMI)	62
19	<b>RATED X</b> Loretta Lynn (Decca 33039) (Sure Fire—BMI)	19	54	<b>I LET ANOTHER GOOD ONE GET AWAY</b> Oorsey Burnette (Capitol 3529) (Mandina/Brother Karl's—BMI)	60
20	<b>BLUE TRAIN</b> George Hamilton IV (RCA 0854) (Acuff/Rose—BMI)	20	55	<b>CRYING OVER YOU</b> Dickie Lee (RCA 0892) (Milene—ASCAP)	65
21	<b>I LOVE YOU MORE AND MORE EVERYDAY</b> Sonny James (Columbia 45770) (Don Robertson—ASCAP)	21	56	<b>GOOD NEWS</b> Jodi Miller (Epic 10960) (Algee—BMI)	64
22	<b>SUPERMAN</b> Oonna Fargo (Dot 1744) (Prima-Oonna—BMI)	22	57	<b>SOME ROADS HAVE NO ENDING</b> Warner Mack (Decca 33045) (Page Boy—SESAC)	58
23	<b>SHE FIGHTS THAT LOVIN' FEELING</b> Faron Young (Mercury 73359) (Ramblin' Rose—ASCAP)	23	58	<b>IF YOU'RE GOIN' GIRL</b> Don Gibson (Hickory 1661)	66
24	<b>TAKE TIME TO LOVE HER</b> Nat Stucky (RCA 0879) (Jack & Bill—ASCAP)	24	59	<b>SAY WHEN</b> Diana Trask (Dot 17448) (Algee/Gallico—BMI)	67
25	<b>OLD DOGS, CHILDREN AND WATERMELON WINE</b> Tom T. Hall (Mercury 73346) (Hallnote—BMI)	25	60	<b>KEEP ON TRUCKIN'</b> Dave Dudley (Mercury 73367) (Newkeys—BMI)	68
26	<b>SHE NEEDS SOMEONE TO HOLD HER</b> Conway Twitty (Decca 33033) (Hello Darlin Music—SESAC)	26	61	<b>WALKIN' PIECE OF HEAVEN</b> Marty Robbins (Mariposa—BMI)	71
27	<b>I WONDER IF THEY EVER THINK OF ME</b> Merle Haggard (Capitol) (Blue Book—BMI)	27	62	<b>WHAT MY WOMAN CAN'T DO</b> George Jones (Epic 10959) (Altam/Algee—BMI)	—
28	<b>SATISFACTION</b> Jack Greene (Decca 33008) (Tree—BMI)	28	63	<b>TRUCKER'S PARADISE</b> Dell Reeves (U.A. 51106) (Pix Russ—ASCAP)	70
29	<b>HELLO WE'RE LONELY</b> Tom T. Hall & Patti Page (Mercury 73347) (Hallnote—BMI)	29	64	<b>ORANGE BLOSSOM SPECIAL</b> Charlie McCoy (Monument 31329) (Dist. Epic) (MCA Music—ASCAP)	—
30	<b>LOVE SURE FEELS GOOD IN MY HEART</b> Susan Raye (Capitol 3499) (Blue Book—BMI)	30	65	<b>GO HIDE JOHN</b> Red Sovine (Starday 940)	69
31	<b>MONDAY MORNING SECRETARY</b> The Statler Brothers (Mercury 73360) (American Cowboy—BMI)	31	66	<b>I KNEW JESUS</b> Glenn Campbell (Capitol 6633) (Encino—ASCAP)	—
32	<b>YOU CAN HAVE HER</b> Waylon Jennings (RCA 0886) (Big Billy/Harvard—BMI)	32	67	<b>CHICK INSPECTOR</b> Dick Curless (Capitol 3541) (Happy Gold Lucky—ASCAP)	72
33	<b>PASS ME BY</b> Johnny Rodriguez (Mercury 73334) (Hallnote Music—BMI)	33	68	<b>DAISY A DAY</b> Jud Strunk (MGM 14463) (Seven High Music—ASCAP)	74
34	<b>WHEN A MAN LOVES A WOMAN</b> Tony Booth (Capitol P 3515) (Blue Book—BMI)	34	69	<b>WOMAN EASY MY MIND</b> Claude Gray (Million 31)	73
35	<b>I HATE GOODBYES</b> Bobby Bare (RCA 0866) (Jack & Bill—ASCAP)	35	70	<b>AFTER YOU</b> Hank Williams (MGM 14486) (Chesmont—BMI)	—
			71	<b>HARD FACED ROAD</b> John Hambrick (Brown Bag 161) (Brown Bag Music—ASCAP)	75
			72	<b>HONKY TONK WINE</b> Wayne Kemp (MCA 40019) (Dist. Decca) (Tree—BMI)	—
			73	<b>MY MIND HANGS ON TO YOU</b> Billy Walker (MGM 14488) (House Of Bryant—BMI)	—
			74	<b>BRUSH ARBOR MEETING</b> Brush Arbor (Capitol 3538) (House Of Hits—BMI)	—
			75	<b>CRYSTAL CHANDELIER</b> Floyd Cramer (RCA 089) (Harbor Music—SESAC)	—

Lloyd Green says: "I Can See Clearly Now" . . . George Hamilton IV is set for a tour of Israel and the Holy Land, along with the cast and crew of the Arthur Smith Show, to video-tape two gospel oriented shows. The tour will leave the U.S. on March 5th and return the 15th, with taping in Jerusalem and Rome along the way. On his return to the states he will be in Nashville to record a follow-up to his chart climbing RCA hit "Blue Train" . . . George Jones and Tammy Wynette will be filming NBC-TV "Midnight Special" March 6th at studios in Burbank . . . Good Things are happening to David Houston. His hit single, by the name of the same, is the biggest he's had since "Almost Persuaded". The Epic artist has been in Nashville finishing an album to be titled "Good Things". While in Music City, he also made his first appearance of the new year at Friday and Saturday night Opry shows (Feb. 23-24).

"Two Below In Tupelo" is the clever title of a new single by Jeris Ross. Composition was created by the wife of Don Powell, who is Program Director at KFDD in Wichita . . . Danny Davis and The Nashville Brass, who are booked on a majority of appearances with The Masters Festival this year will be honkin' their Brass horns even harder this year! Festival booker X. Cosse has the group set for over 70 dates in 1974. At present they're packing houses in Florida, South Carolina, and Texas with six consecutive dates scheduled from March 29th through April 4th in Denver, Oakland, Portland, Seattle, Salt Lake City, Spokane, and Oklahoma City . . . JMI Records is delaying release of a new Don Williams single because of continued strong action on his current release, "Shelter Of Your Eyes." The record is also beginning to crack into M-O-R airplay in some markets. Williams has been connected with the Jack Clement organization for about one year and was founder and leader of the Pozo Seco Singers.

The Thrasher Brothers, hosts of the syndicated television show, "America Sings," are preparing for what looks to be a very successful Holy Land tour from June 4-17 . . . Wendy Bagwell's hit "Here Come The Rattlesnakes" on the Cannan label, has begun to do a lot of rattling again, this time up and down the West Coast . . . Herman Harper, General Manager of the Don Light Agency, reports that the Lewis Family, well known

with her singing talent, she's a top for their renditions of country gospel and folk songs, have already been slated for twenty bluegrass festivals for the summer of 1973 . . . Jimmy Davis, recently inducted into the Country Music Hall Of Fame, has just finished recording a new album on the Decca label.

The Judy Lynn Show was selected from over one hundred acts to be one of the thirty acts to showcase in a live performance recently at the National Entertainment Conference held in Cincinnati, Ohio. The NEC Convention is predominantly for Rock and Contemporary groups, but as the popularity and reputation of Judy Lynn spreads from a few college concerts, her show was selected to bring her Contemporary C&W show to "lock horns" with the biggies of the Rock field, which is quite an honor . . . hit recording artists for MGM, have a full schedule of club dates and package shows that runs on through mid summer. This includes a trip to the Wembley Festival in London, England on April 31st.

Country music's popular pickin' and singin' family unit, The Stonemans, has signed a recording contract with Million Records and has its first single out titled "The Touch Of The Master's Hand" . . . For 1973 the Blackwood Singers have over fifty county and state fairs booked. They have turned down approximately twenty fairs due to date conflicts . . . Gemini Records of Enid, Oklahoma has named Johnny Dollar as their Nashville producer. Johnny in addition to producing his own records, will produce new Gemini artists Denzil Alcorn, Anthony Priest, and Alan Lee. Music Makers Network of New York City, will Dist. the new country label.

Kingman Nix has signed a recording contract with KAJAC Records where he joins Cotton Harp among others on the new label. Recording sessions are planned within the next few weeks. Production and national promotion will be handled by Little Richie Johnson. . . . On March 21st at 8:00 pm on Channel 2 the weekly series "Turning Point" will feature a show titled "Patients Without Doctors" produced and directed by Mike Kroger of WDCN-TV in Nashville. All music for the show was performed and written by Jud Phillips, who writes for GB Music, Inc., the Glasers' ASCAP publishing company . . . Talented Tanya Tucker is set to headline seven rodeos for 1973. Along

with her singing talent, she's a top for Rodeo appearances. But because of her fair schedule and personal appearance schedule she has been limited to only seven Rodeo shows this season.

There's a new Silver Eagle in Jeannie C. Riley's life. The addition is a 1973 custom English ten speed bicycle that Jeannie dubbed the "Silver Eagle Jr.". Jeannie expects to spend as much time as her schedule allows aboard her Silver Eagle Jr. as part of the singer's health and fitness activities. When not putting the Silver Eagle Jr. through its' paces, Jeannie C. Riley will no doubt be safely aboard her beautifully appointed Silver Eagle Bus, "The Harper Valley Express" logging miles to and from her current round of personal appearances.

The officials of the Tokyo Music Festival have extended an invitation for a member of the CMA Board to participate as a judge during their second annual festival in Tokyo, April 21-29. The invitation was presented through the efforts of CMA director from Japan, A. Torio. Chairman of the Board of Directors, Joe Talbot, has been selected to represent CMA in this capacity. Tokyo's festival is sponsored by Tokyo Popular Music Promotion Association and other organizations. The first festival in 1972 brought over 1,000 original songs from countries all over the world together to compete for the title, "World Popular Song" . . . An exclusive booking contract has been signed between Naomi and The Segos and Sumar Talent, Inc., Nashville, Tennessee. The announcement of the contract signing was jointly announced by James Segos, manager of the gospel group, and Don Butler, president of the top gospel booking firm.

Dot recording star Donna Fargo has received a gold record in Australia for her recording of "Happiest Girl In The Whole U.S.A." . . . Jimmy C. Newman has a new record out on Shannon entitled "The Kind Of Love I Can't Forget" . . . United Artist Don Gibson and wife Bobbi are looking for a suitable home site in music city . . . Writer/singer Bobby Bond is supporting a 1897 belt-buckle inscribed "Southern Comfort Under Your Belt" . . . Bangor Maine has a new country station, WBGW whose market area comprises nearly 400 thousand people. On the air 18 hours a day with the big country sound, the station is the first for Bangor.

Epic's Tommy Cash and Tomcats entertained to turn-away crowds at several military bases while on a Honolulu, Hawaii tour recently . . . Jean Shepard, who has been one of Capitol Record's top female country artists for more than twenty years, has just signed a new recording contract with United Artist's label. Larry Butler will continue to produce her sessions. Since 1955 Jean has been a regular cast member of the Grand Ole Opry, where she remains one of it's most popular artists . . . Neal Merritt, well known writer of country music ("May The Bird of Paradise Fly Up Your Nose," "Just Like Walking In The Sunshine," "It Ain't No Big Thing," etc.) and formerly in charge of the Nashville Office of Central Songs, and a twenty year veteran of radio, has been appointed music director of WLAG-FM in LaGrange, Georgia. The 29,500 watt outlet is all country music and completely automated with all new and highly sophisticated FM-stereo equipment.

Atlantic Records' country division has announced the signing of David Rogers and Jamey Ryan to long-term exclusive recording contracts. Both acts will be produced as singles and as a duet by independent producer Peter Drake. Rogers previously recorded with Columbia Records. He is managed by long time friend and club owner, Kathleen Jackson of Atlanta and is presently booked by Buddy Lee Agency. Jamey has been a regular on the Del Reeves TV show, as well as the Faron Young tour, was formerly recorded on Show Biz Records and is booked by Top Billing . . . Sonny Throckmorton has joined Tree International as an exclusive writer.

Kirk McGee is reported to be doing much better since his heart operation and is now at home . . . Naomi Martin recently signed an exclusive writers contract with Cedarwood Publishing Company . . . Commander Cody and His Lost Planet Airmen are now traveling to all concert dates by special bus. The vehicle is a double decker super scenic cruiser, bought from the Greyhound Bus Company in Nashville and has all the comforts of home.

KAJAC Records, of Carlisle, Iowa, has signed Marvin Rainwater to a recording contract. Rainwater, who has had several hits including "Gonna Find Me A Bluebird," will record the first week in Nasch under producer Little Richie Johnson. All national promotion and production is handled by the Little Richie Johnson firm.



**RICH MATERIAL**—Epic Records Charlie Rich discusses material with his producer Billy Sherrill while in Nashville. In addition to recording album sessions, Rich also appeared on the Grand Ole Opry, and taped several Wilburn Brothers TV Shows.

## MCA Dubs March Loretta Lynn Month

NEW YORK — On Wednesday, February 28, 1973, at the Century Plaza Hotel in Los Angeles, Loretta Lynn will preside over the regular and associate members attending the 15th annual convention of the National Association of Recording Merchandisers.

This is an honor bestowed each year by NARM upon the recipient of that year's Country Music Association's "Entertainer of The Year" Award. Many of those in attendance representing virtually every major record merchandiser in the United States, will see Loretta Lynn perform for the first time. In 1971 it was Merle Haggard, in 1972 it was Charlie Pride.

To honor Loretta Lynn, MCA Records' Director of Marketing, Rick Frio, has designated March as Loretta Lynn Month. Loretta's latest album is titled "Entertainer Of The Year."

## 'Country In New York' Series Set

NEW YORK — Country music, long absent in the music halls of New York, will make its debut at Lincoln Center March 25 with the appearance of Tammy Wynette and George Jones on the stage of Philharmonic Hall.

The show will inaugurate a series of country music concerts in the city.

The series, to be called "Country in New York," is being produced by pop columnist Al Aronowitz in association with New Audiences. A second show, featuring Ferlin Husky, Johnny Paycheck and Joe Stampley, has already been scheduled as the second event in the "Country in New York" series. That concert will be held at Philharmonic Hall April 18.

The "Country in New York" series coincides with the inauguration of a country music format on WHN, one of New York's 50,000-watt A.M. stations.



Key personalities in the music industry turned out in force at a reception held at Les Ambassadeurs Club given by Freddy Bienstock and Carlin Music to celebrate six successive years as Britain's top publisher. This incredible achievement shows no sign of letting up as Paul Rich, who heads up the London office, told Cash Box "We are now working hard on our seventh year. The numerous catalogues we have acquired through the years has brought us a wealth of material and in one week recently we had twenty five copyrights out of the Top 50 British chart."

David English, head of RSO Records has been appointed a director of the Robert Stigwood Organisation. At the time English has announced two new positions, Bill Oakes becomes international liaison manager (previously p.a. to Peter Brown at RSO's American office) and Eric Hall becomes English's p.a. Hall was formerly a freelance producer and engineer. RSO's, March album release schedule includes "Life in a Tin Can" by The Bee Gees; "In Concert" by Derek and the Dominos and "Joseph and the Amazing Technicolour Dreamcoat." A further release will include "Cream at their Best" and three solo albums by Baker, Bruce and Clapton.

David Joseph and Lawrence Myers of Gem Toby Organisation and Freddy Bienstock, head of Carlin Music, have extended their publishing partnership whereby all Gem publishing companies are now with Carlin Music with the exception of Tony Macaulay's Mustard Music which remains a separate entity. Bienstock told Cash Box "I am very pleased that our association with GTO has developed in this way and everyone at Carlin is equally enthusiastic about the long term potential of this new deal." Mike Beaton remains as professional manager of Gem Toby Organisation's publishing interests.

Hal Shaper informs us that Sparta Music have acquired the publishing rights to Big Six, Big Seven and all the Judge Dread material for the USA and Canada and a deal for release has been made with Russ Reagan at 20th Century Records. Also the Les Reed song "Momma Married a Preacher" recorded by Lee Lynch for EMI is being rush released in Holland and Belgium. On the film side Sparta has the music to "The Legend of Frenchie King" starring Brigitte Bardot and Claudia Cardinale with score by Francis Lai and lyrics by Hal Shaper. A soundtrack album is out on MFP. Other film scores held by Sparta include "Cesar

and Rosalie" starring Yves Montand and Romy Schneider; "The Men" and "La Bonne Annee."

Radio Luxembourg have organised a competition based on Curtis Mayfield's "Superfly" on Buddah. The winners will be taken to New York to meet Mayfield and see him 'live' at the Philharmonic Hall April 7th.

Alan Holmes who set up the British end of Robbins Music in the 1950s retires this week at the age of 65. As a tribute to his career EMI, who recently purchased the Francis Day & Hunter consortium, hosted a special luncheon for him attended by many music and record executives. Holmes was on the council of various bodies including the MCPS, PRS and MPA.

Plans are well in hand for the David Cassidy European tour which kicks off March 2nd in Amsterdam followed by Germany, Belgium, Luxembourg and Spain and of course, London. To coincide with the tour a new Patridge Family album is being released by Bell together with a single. Bell also issue "A Boy Named David" by Debbie and the Dreamboats" which is published by Sparta.

Byron Lee, the Jamaican music expert and head of the Dragon, Dynamic, Lion, Panther, Jaguar and Top Cat labels in Jamaica has signed a deal with Island Records for the distribution of Dragon product throughout Europe. First release two singles "Sting Me" by Scorpion and "City of New Orleans" by Hopeton Lewis. Graeme Walker has established a London office for the label. Walker joined Island in 1966 originally to work on the Trojan label prior to his direct association with Byron Lee.

Rex Oldfield, formerly with Phonogram has joined CBS Records as manager of special projects. Oldfield was originally with EMI as marketing manager after which he headed up the MGM label on its formation in the U.K.

Faron Young who hit here recently with "It's Four in the Morning" is currently in London on a ten-day tour and Phonogram hosted reception for him and released his new single "She Fights That Lovin' Feeling" on Mercury.

Pink Floyd's new EMI album "Dark Side of the Moon" in quadrophonic sound... Jackson Heights on European tour prior to American concert series starting April 1st... First album by Blackfoot Sue "Nothing to Hide" on Jam... "Part of the Union" published by Hawkana topping Best Selling Sheet Music Lists...

## Chicago Sets New Japan Tour

HOLLYWOOD — Chicago will return to Japan in April for the third time in less than two years with the most extensive tour ever planned by an international pop act. The group is expected to break their own boxoffice and attendance records there, set during their visit last June.

Chicago has added three new cities to their 1973 Japanese itinerary—Sapporo, Fukuoko, and Hiroshima. They will perform eleven concerts in seven cities.

The group is scheduled to arrive in Tokyo on April 3, following two days of concerts at the H.I.C. in Honolulu on March 30 and 31. Following an April 4 Tokyo press conferene, Chicago will journey to Sapporo to inaugurate the following tour:

April 6-7, Sapporo; April 9-10, Tokyo; 12, Fukuoko; 13, Hiroshima; 15, Nagoya; 17, Kyoto; and 18-20 Osaka.

In addition, CBS/Sony Records has released a two-record set, "Chicago Live In Japan," recorded during the group's performances last year in Osaka, in honor of Chicago's forthcoming April tour of Japan.

## Fargo Earns Aust. Gold

NEW YORK — Dot recording star, Donna Fargo, has received a gold record in Australia for her recording of "Happiest Girl In The Whole U.S.A." Andy Miele, vice president and marketing, Famous Music Corporation, said that, "Donna is now beginning to realize international success which should soon match the success she enjoys at home."

## W, B & L Set Euro Dates

NEW YORK — West, Bruce, and Laing (Columbia/Windfall), having completed their second album at Island studios in England, will begin a 20-city English and European tour March 26 at Chateau Neuf in Oslo that will conclude April 26 at Lancaster University in England.

Major dates are April 1 at Cercert Gebouev in Amsterdam, April 5 at Chatelet in Paris, April 13 at Circus Krone in Munich, and April 21 at Rainbow Theater in London.

## CBS Spain Opens New Record Plant

MADRID — Discos CBS of Spain has just opened a new record pressing plant near Madrid.

The new plant is equipped with semi-automatic presses and has a capacity of six million records, of which half are Lp. This can be increased by additional presses. The building is designed so that it can be expanded to keep up with the growing Spanish market. The plant building will also house the warehouse and distribution center.

Among the the executives of CBS who attended the opening ceremony were Peter de Rougemont, vice president CBS International in charge of European operation; Max Wyngaard, regional director and Tomas Munoz Romero, director general of Discos CBS.

Also present were authorities from the American Embassy and Spanish Ministry of Industry, Messrs. Sagi-Vela and Roses, executives of the Spanish Federation of the Record Industry, presidents of other record companies and radio/TV personalities.

Since opening its Spanish warehouse and subsidiary, CBS has made rapid progress so that it is now one of the top selling labels in Spain. Sales of Andy Williams single "Godfather" in Spanish was now exceeding 250,000 copies, approaching an alltime high for a Spanish single.

## Raspberries' Sub-Pub Deals

NEW YORK — The following foreign sub-publishers have been set for Capitol Recording artists Raspberries "Fresh" lp be C.A.M.-U.S.A. principals Vittorio Benedetto and Jimmy Ienner: CAM Australia in Australia; Herman Brauer, Belgium; CAM London, England; Editions Musicales Claude Pascal, France; CAM s.p.a., Italy; Japan CAM, Japan; Ediciones Musicales Hispavox S.A., Spain; Air Music Scandinavia, Sweden and Veronica Music in Holland.

## Lighthouse LP Sub-Publishers

NEW YORK — Vittorio Benedetto and Jimmy Ienner, Principals of C.A.M.-U.S.A. have announced the following foreign sub-publishers for the new Lighthouse "Sunny Days" LP: Melograf s.r.l. in Argentina; CAM Australia, Australia; CAM London, England; Editions Musicales Claude Pascal, France; Melodie der

## PSO Sets Carr Folio

NEW YORK—The Peer-Southern Organization has released a new folio containing all the material on the Columbia LP "Vikki Carr en Espanol" (The Hits of Today and Always).

The folio is highlighted by personal notes by Ms. Carr about each of the songs, and also contains a biography, in both English and Spanish. The folio cover is a four color recreation of the original lp jacket. Included in the folio are such songs as "It's Impossible," "Love Story," "Grande, Grande, Grande," "Y Volvere," "Ahora Que Soy Libre," "Amanece," "Pero Te Extrano," "Adoro," "Se Acabo," "El Triste" and "La Nave Del Olvido."

## CBS International Latin Activity

NEW YORK — Major acquisitions for extensive Latin American sub-publishing rights have been made by the CBS International Publishing Group, reports Sol Rabinowitz, v.p. Catalogues assigned to CBS International for Latin America include Italy's Edizioni Musicali Cielo/Video/Jump, Britain's Chevron Music (a division of York Records), and the U.S. firms of Dunaway Music/Greenbar Music, George Pincus Music Group, Tod Music and Four Knights Music.

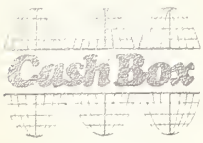
The four CBS Music Publishing subsidiaries in Mexico, Brazil, Argentina and Costa Rica cover all of Latin America and already represent many of the world's great music catalogues. These include Screen Gems/Colgems Music; Blue Seas/Jac Music (Burt Bacharach & Hal David's firms); Bob Dylan's catalogues, Dwarf Music and Big Sky Music; Tree Music and affiliates; Lowery Music; Music Maximus; Petra Music (Santana's firm); Prophet/Stonebridge Music (Neil Diamond); Metromedia Music; Italy's Sugar Music; U.K.'s B. Feldman and Company; Campbell Connelly and many others.

CBS International has also concluded negotiations for Latin American sub-publishing rights to U.S. copyrights "Time," by Sid Wayne/Jay Sherman & N. Hamilton (Northchester Music) and "At The Movies," recorded by Hot Butter (Artal Music).

Welt, Germany; Veronica Music, Holland; CAM s.p.a., Italy; Edicoes Musicais Triunfo, Portugal; Clan Music Publishers, South Africa; Edicoes Musicales Hispavox S.A., Spain; April Forlage AB, Sweden; Herman Brauer, Belgium and Editions Musicales Campana in Switzerland.



THE BEST OF FRIENDS—Anne Murray (r) takes time out from her 'Midnight Special' taping to present the Canadian Gold Record Award for "I Am Woman" to fellow Capitol recording artist Helen Reddy (l).



# International Best Sellers



## Great Britain

TW	LW	
1	2	Part Of The Union—Strawbs—A & M—Hawkana
2	1	Blockbuster—Sweet—RCA—Chinnichap/Rak
3	3	Do You Wanna Touch Me—Gary Glitter—Bell—Leeds
4	5	Sylvia—Focus—Polydor—Britico
5	4	Daniel—Elton John—DJM—Dick James
6	7	Roll Over Beethoven—Electric Light Orchestra—Harvest—Jewel Music
7	11	Whisky In A Jar—Thin Lizzy—Decca—Luddington House
8	—	Cindy Incidentally—Faces—Warner Bros.—Warner Bros.
9	12	Superstition—Stevie Wonder—Tamla Motown—Jobete/Carlin
10	6	You're So Vain—Carly Simon—Elektra—Essex
11	8	Paper Plane—Status Quo—Vertigo—Valley
12	17	Baby I Love You—Dave Edmunds—Rockfield—Carlin
13	15	Looking Through The Eyes Of Love—Partridge Family—Bell—Screen Gems Columbia
14	—	Hello Hurray—Alice Cooper—Warner Bros. Warner Bros.
15	16	Take Me Home Country Roads—Olivia Newton-John—Pye—ATV Music
16	9	Long Haired Lover From Liverpool—Jimmy Osmond—MGM—KPM/Budd
17	10	Wishing Well—Free—Island—Keepers Cottage
18	13	Me & Mrs. Jones—Billy Paul—Epic—Gamble Huff/Carlin
19	—	Hocus Pocus—Focus—Polydor—Radio Tele
20	—	Take Me Girl I'm Ready—Jr. Walker & The Allstars—Tamla Motown—Jobete/Carlin

### TOP TWENTY LP'S

1	Don't Shoot Me I'm Only The Piano Player—Elton John—DJM
2	No Secrets—Carly Simon—Elektra
3	Slayed—Slade—Polydor
4	Back To Front—Gilbert O'Sullivan—MAM
5	Moving Waves—Focus—Polydor
6	The Strauss Family—Cyril Ornadel L.S.O.—Polydor
7	Piledriver—Status Quo—Vertigo
8	Focus 3—Focus—Polydor
9	Greatest Hits—Simon & Garfunkel—CBS
10	Catch Bull At Four—Cat Stevens—Island
11	Who Do You Think We Are—Deep Purple—Purple
12	Heartbreaker—Free—Island
13	Six Wives Of Henry VIII—Rick Wakeman—A & M
14	Ziggy Stardust—David Bowie—RCA
15	Seventh Sojourn—Moody Blues—Threshold
16	Never A Dull Moment—Rod Stewart—Mercury
17	Talking Book—Stevie Wonder—Tamla Motown
18	Rock Me Baby—David Cassidy—Bell
19	Portrait Of Donny—Donny Osmond—Polydor
20	Made In Japan—Deep Purple—Purple



## Belgium

TW	LW	
1	1	Blockbuster (The Sweet—RCA—Universal).
2	2	Bianca (Freddy Breck—BASF—Hans Kusters Music).
3	3	Long Haired Lover From Liverpool (Little Jimmy Osmond—MGM—Ardmore & Beechwood Belgium).
4	9	Yellow Boomerang (Middle of the Road—RCA—Universal).
5	4	Love Story (Nino Tempo & April Stevens—A & M).
6	5	If You Hold My Hand (Donna Hightower—Decca).
7	15	Do You Wanna Touch Me (Gary Glitter—Bell).
8	6	Go Like Elijah (Chi Coltrane—CBS).
9	—	Van 'S Morgen Tot 'S Avonds (Willy Sommers—Vogue—Vogue).
10	14	Why Can't We Live Together (Timmy Thomas—Polydor—World Music).



## Italy

TW	LW	
1	2	Erba Di Casa Mia—M. Ranieri (CGD) Sugarmusic
2	1	Il Mio Canto Libero—L. Battisti (Num. 1) Acqua Azzurra
3	3	Questo Piccolo Grande Amore—C. Baglioni (RCA) RCA
4	4	Un Sorriso E Poi Perdonami—Marcella (CGD) Sugarmusic
5	6	Il Mondo Cambiera'—G. Morandi (RCA) RCA
6	5	Mi Ha Stregato Il Viso Tuo—I. Zanicchi (Ri-Fi) Ricordi
7	10	Cosa Si Puo' Dire Di Te—Pooh (CBS) Sugarmusic
8	7	Mani Mani—L. Goggi (Durium) Durium
9	9	Vieni Via Con Me—L. Goggi (Durium) Durium
10	8	Eccomi—Mina (PDU) PDU



## Argentina

TW	LW	
1	1	La Musica La Musica (Music Hall)
2	2	Jambalaya Blue Ridge Rangers (RCA)
3	4	Delicias De La Luna De Monkberry (Korn) Exuma (Philips)
4	3	Fresa Salvaje (Relay) Camilo Sesto (RCA)
5	8	Miss Melinda Boulevard (Music Hall)
6	6	Te Vere En Setiembre Julie Budd (RCA)
7	5	Dejare La Llave (Pamsco) Tony Ronald (Music Hall)
8	7	Por Amor (Melograf) Roberto Carlos (CBS)
9	9	Algo En Mi Frigidaire (Melograf) Tex Lecor (CBS)
10	10	Amarte Amarte Una Vez Mas (Odeon) Rabito (EMI)
11	—	Fuimos Igual A Los Demas Sergio Denis (CBS)
12	11	Ayer Vole (Relay) Juan Eduardo (RCA)
13	12	Que Voy Hacer Con Este Amor (Edifon) Aldo Monges (Microfon)
14	13	Acercate A Mi Voz N. Amengual (EMI)
15	14	La Tarde Que Te Ame (Melograf) Industria Nacional (CBS)

### TOP TEN LP'S

TW	LW	
1	3	Ruidos En La Casa Del Puente Selection (Philips)
2	2	Musica En Libertad Selection (Music Hall)
3	1	Alta Tension Selection (RCA)
4	4	A Miguel Hernandez Juan Manuel Serrat (EMI)
5	5	Te Espero Sandro (CBS)
6	6	Musica Con Gente Selection (Odeon)
7	7	El Toro Horacio Guarany (Philips)
8	8	Beto Orlando Los Cuatro Soles (EMI)
9	9	Pappo's Blues Pappo (Music Hall)
10	10	Cantata Sudamericana Mercedes Sosa (Philips)



## Japan

TW	LW	
1	1	Gakusei Gai No Kissaten—Garo (Denon/Columbia) Pub: Alpher Music
2	2	Onna No Michi—Shiro Miya & Pinkara Trio (Columbia) Pub: Nichion
3	3	Onna No Negai—Shiro Miya & Pinkara Trio (Columbia) Pub: Daiichi Music
4	9	Chugaku Sannen Sei—Masako Mori (Minoruphone/Tokuma) Pub: Tokyo Ongaku Shuppan
5	4	Futari No Nichiyobi—Mari Amachi (CBS-Sony) Pub: Watanabe Music
6	6	Anata No Tomoshihi—Hiroshi Itsuki (Minoruphone/Tokuma) Pub: Watanabe/NTV
7	5	Kassai—Naomi Chiaki (Columbia) Pub: Kaientai Music
8	10	Hinageshi No Hana—Agnes Chan (Warner Brothers/Warner-Pioneer) Pub: Watanabe
9	11	Urami Bushi—Meiko Kaji (Teichiku) Pub: Toei Shuppan Music
10	7	Onna Noko Nanda Mon—Megumi Asaoka (GAM/Victor) Pub: J & K
11	17	Ai To Shi—Four Leaves (CBS-Sony) Pub: April Music
12	12	Seshun No Minato—Saori Minami (CBS-Sony) Pub: Nichion
13	—	Maruyama. Hanamachi. Haha No Machi—Eiji Miyoshi (Victor) Pub: Shinko Gakufu Shuppan
14	—	It Never Rains In Southern California—Albert Hammond (Epic/CBS-Sony) Sub Pub: P M P
15	16	Wakakusa No Kamikazari—Cherish (Victor) Pub: Victor Shuppan
16	8	Anata Eno Ai—Kenji Sawada (Polydor) Pub: Watanabe Music
17	20	Fuyu Monogatari—Four Clovers (Kit/Columbia) Pub: NTV Shuppan
18	15	Soshite, Kobe—Cool Five (RCA/Victor) Pub: Shinko/Uchiyama
19	18	Ai No Banka—Tsunaki & Midori (Toshiba) Pub: Takarajima Music
20	13	Okizarinishita Kanashimiwa—Takuro Yoshida (Odyssey/CBS-Sony) Pub: PMP

### TOP FIVE LP'S

TW	LW	
1	2	Elvis In Hawaii/Elvis Presley (Victor)
2	3	Onna No Michi/Pinkara Trio (Columbia)
3	1	Asu Eno Melody/Mari Amachi (CBS-Sony)
4	4	Takuro On Stage. Second Album (Elec)
5	7	Simon & Garfunkel (Gift Pack) (CBS-Sony)

### MOA Eyes March Board Meeting



AMERICANA HOTEL

CHICAGO — The MOA board of directors will hold its annual mid-year meeting at the Americana hotel in Miami Beach, Florida, on Thursday, Friday and Saturday, March 22, 23 and 24.

The meeting will begin following a board luncheon on Thursday with a report and legislative discussion conducted by Nicholas E. Allen, MOA legal counsel. A reception for Floridians will be held that evening.

During the next two days the board will hold business sessions in the mornings. Committees will meet in the afternoons. Chairman of the three-day annual meeting is Harlan

C. Wingrave, MOA president.

A heavy agenda of work is in store for the board, according to Fred Granger, executive vice president. Last year's Exposition will be carefully reviewed. Committees will be elected for Expo '73. Plans will be further developed for celebration of the MOA 25th Anniversary. A new treasurer will be elected to replace the late Robert O. Walker. Other business includes: MOA administration, membership services, dues structures, state association development, and matters raised by individual board members. A near 100% attendance by the board is expected.

### Bilotta Distributing Abbreviates Name

NEWARK, NY — The Wurlitzer Company's phonograph distributor for central New York State has abbreviated its name to Bilotta Distributing Corp. as part of an overall plan to publicly convey the total extent of its business. Previously known as Bilotta Music Distribution Corp., ment which has been its major product line, Bilotta Distribution Corp. the distributorship felt it needed a name to more clearly support its credential as a major distributor of music equipment, vending equipment and games.

Aside from distributing the complete line of Wurlitzer music equipment which has been its major product line, Bilotta Distribution Corp. represents Fisher Pool Table, National Shuffleboard & Billiard Co., HAL Computer, U.S. Astro-Tron, Vulcan Soccer Game, Deutschermeister Soccer Game and Universal Vendors.

Principle representatives of the distributorship include Jim Bilotta and his sons Jim Bilotta, Jr. and Pat Bilotta. Jim Bilotta is a well-known figure in the coin-machine industry, having served the central New York State area for over thirty years. For twenty-five years, he has been an operator of exclusively Wurlitzer phonographs.

A related company, Bilotta Music Co., Inc., will continue as an operating company and as the service arm to Bilotta Distributing Corp. Its expanded service department includes all types of coin equipment to facilitate the new business of Bilotta Distributing Corp.

Says Pat Bilotta, spokesman for the company, "Our aim is to make all operators in central New York State know of our first-rate sales and service capabilities in all areas of the coin-business. We believe the fair

shake we've extended them as a Wurlitzer distributor will eventually be recognized in our business dealings with games and vending people."

### Allied In Hawaii

SAN FRANCISCO — Bob Braun, Allied Leisure president, has announced that Advance Automatic Dist., their dealer in this area, is now also exclusive distributor for Allied in Hawaii. Advance general manager is C.N. McMurdie.

Braun also revealed that two new allied amusement products began shipping to his distributors last Thursday: a video game called 'Paddle Battle' and a machine gun target novelty called 'Rapid Fire'.

**AMERICAN SOCCER INC.**  
for coin-operated  
Home & Club model  
table soccer games.

CONTACT:  
**American Soccer Inc.**  
5 E. 21st Street, Chester, Pa. 19013  
(215) 874-1555 Gary Dawson-Sales Mgr.

### EDITORIAL: An Ally In Radio

For several years now, a growing number of juke-box record buyers have complained that singles are getting longer and longer and when programmed on the machines, the coinage is getting shorter and shorter. In the three hours or so of prime earning time at any given tavern, operators feel a disproportionate number of "overlong singles" (meaning anything that exceeds 3 minutes) can and do eat up valuable minutes that could otherwise earn more quarters while another record was being played.

There are many arguments pro and con, but one fact has been established: unless a good location specifically asks for a record that approaches the 4 minute+ mark, many operators do not buy it if they can get away with something else. Now a major voice in music radio, Mark Olds of station WWRL (New York), has come out publicly against long singles.

Citing his own particular problems with long tunes (difficulty in slotting in commercials, and the fact that other tunes are denied a shot on the air because time precludes it), Olds wants record people, particularly the producers, to "think Short". He says: "We recognize that this is not always possible, particularly with certain artists and with certain LP's. However, we think if you 'think short' it will make a difference."

Perhaps now with two important parts of the music industry airing a common gripe, something more will be done.

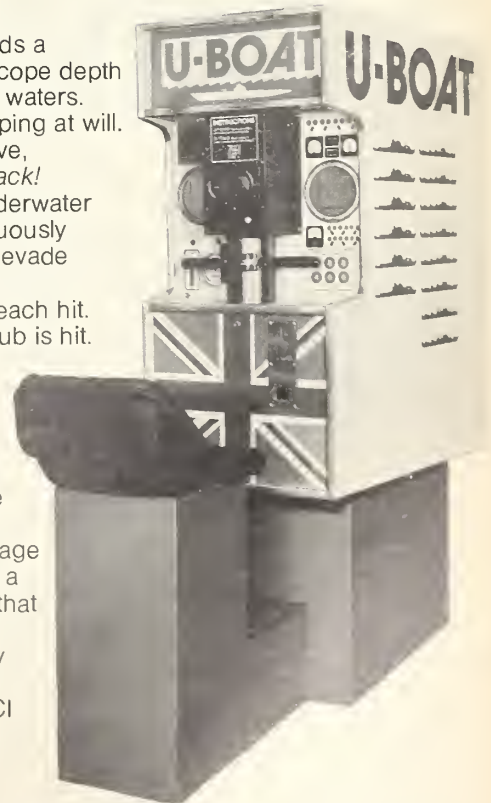
# U-BOAT

**Action:** The player commands a submarine, cruising at periscope depth through treacherous enemy waters. He can torpedo enemy shipping at will. But if he misses, he must dive, because the enemy  *fights back!*

**Defense:** In a very short underwater sequence, the player continuously changes his diving depth to evade enemy depth charges. *Player scores one point for each hit. Enemy scores one point if sub is hit. Bonus time for seven hits.*

**Authentic ships:** Moving images of a whole navy of warships. Player sees his torpedo wake speeding toward enemy ships and the explosions of direct hits.

**Special Feature:** To encourage more repeat play, we added a seat. Our tests have shown that the player who can sit down and develop his skill will play the game again and again. See the **U-BOAT** at your MCI distributor and turn all your players into repeat players.



**MCI** Milwaukee Coin Industries, Ltd.  
3404 N. Holton St., Milwaukee, Wis. 53212 414 962-0700

## Henard New Owner of Va. Distrib

CHICAGO — Ed Doris, executive vice-president of Rock-Ola Manufacturing Corp., has announced a change in ownership for its phonograph distributorship in Bristol, Virginia.

Effective immediately, Ron A. Henard is the new president and owner of Vending Machine Exchange, Inc., located in Bristol, Virginia. Vending

Machine Exchange was previously owned by the late E. M. Hudson who died in August of 1971. The distributorship has been operated by Mrs. Eula Hudson since Hudson's death.

Henard is presently displaying the full line of Rock-Ola phonographs which include the Models 450, 451 and 447 Console Deluxe along with the 506 TRI-VUE Wall Box. Vending Machine Exchange is located at 63 Commonwealth Avenue in Bristol, Virginia. Its territory for the Rock-Ola phonograph line is:

Eastern Tennessee bounded on the west by and including the following counties: Claiborne, Grainger, Jefferson and Sevier.

The following counties in the State of Virginia: Lee, Wise, Dickenson, Russell, Scott, Washington, Buchanan, Tazewell and Bland.

The Southern portion of the state of West Virginia bounded on the north by and including the following counties: Wayne, Lincoln, Boone, Raleigh, Summers and Monroe.

BUY  
**Bally**  
SUB-PACK  
FOR  
**TOP EARNINGS**  
IN  
EVERY TYPE OF LOCATION  
EVERYWHERE



**Active's**  
THE CHOICE FOR  
the Lowest  
Prices  
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Best Equipment  
ALWAYS

Exclusive Gottlieb, Rock-Ola, Fischer and Chicago Coin Distributor for Eastern Pennsylvania, South Jersey and Delaware.

**ACTIVE Amusement Machines Co.**  
666 No. Broad Street, Phila. 30, Pa. 684-1600  
1101 Pittston Ave., Scranton 5, Penna.

## MOA Income Plan

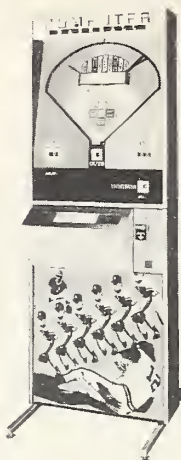
CHICAGO — Fred Granger, executive vice president—MOA, has announced that the MOA is sponsoring an income replacement plan.

Mr. Granger stated: "The MOA, Inc. officially sponsors an income replacement plan that can go to work when you're sick or injured. The plan has benefits up to \$500 monthly—money to you to help pay normal living expenses like rent, food, and clothing . . . items that can become financial burdens when paychecks stop."

He further stated that, "it is a membership benefit of the MOA that should not be missed and the cost is low because of MOA sponsorship."

The eligibility requirements are as follows: age 60 or under and a MOA member or an employee of a member.

## MCI Distribs Get Two New Games



COMPUTER BASEBALL



FLYING ACE

MILWAUKEE—Milwaukee Coin Industries, Ltd. (MCI) introduced two new games, "Computer Baseball" and "Flying Ace", during its recently held national distributors showing at the Milwaukee Inn.

"Computer Baseball", a game of "batting skill and fielding strategy" can be played by two players or one, and is available with stand as an upright piece or without for wall mounting and counter locations. The excitement of the ball park and the player's skill are reflected in the realistic solid state sound effects of cheering fans, beeps for runs batted in, whistles for home runs, and so on. The game has a special six month warranty.

"Flying Ace" is a very impressive arcade piece, a combat flying game, designed expressly for arcade locations. Sound effects are used to simulate combat flying engines, machine guns, diving planes, sirens, etc. When 14 enemy planes are downed by the player a big red light on top of the game starts flashing, a wild siren goes off, and the player is declared a "flying ace" and awarded a specially inscribed "flying ace token". The dimensions of the game are: 68" high, 40" wide, 82" in depth with seat (64" without seat) and a weight of 325 lbs.

Both games are currently in production at the MCI factory.

Among distributors attending the showing were Al and Marc Rodstein (Banner Specialty), Bob Portale (Portale Automatic Sales), Harold Kaufman (Playmor Amusement), Jon Brady (Brady Dist.), Robert Jones (Robert Jones Intl.), Dick Williams, Larry Hagar and Paul Jacobs (Wurlitzer Dist. Corp.), Dick Sarkisian (Mondial), Gil Kitt, Joe Robbins and Murph Gordon (Empire Dist.), Lou Singer (Central Dist.), Jack Shawcross (Trimount Automatic), LeRoy Kitch (Culp Dist.), Joe Westerhaus (Royal Dist.), Larry Twardowski (H. A. Franz) and John Bilotta (Newark).

Representing MCI at the showing were David Nutting, president; Dan Winter, vice president; John Ancona, marketing director; JoAn Mason, sales administrator; DeWayne Knudtson, engineer and Clifford Smith, service manager.

## Mondial Exporting MCI Games Line

NEW YORK — Formal announcement has been made that Mondial Commercial Corp. has been appointed exclusive export distributors for Milwaukee Coin Industries (MCI), serving all foreign markets (with the exception of Mexico and Canada) with coin-operated games made by the Milwaukee factory. Arrangement was completed late in 1972 and Mondial has already been shipping their 'U-Boat' target novelty overseas into the foreign markets with success, ac-

ording to Mondial executive Dick Sarkisian.

Sarkisian also noted that samples of MCI's new 'Flying Aces' novelty game will shortly be shipping overseas.

Mondial president Suren Fesjian said: "we are proud and very happy to have the MCI games line. Their equipment is of the highest quality and incorporates good play appeal with attractive cabinetry. We look forward to an excellent relationship ahead."



**An arcade is a special place!**

The *FLYING ACE* is the first American made game designed expressly for arcades. An exciting combat flying game, it is equipped with cockpit-contoured seat, panoramic screen with large, realistic plane images, twin, tracer-firing machine guns and joystick and all the sounds of aerial combat: engines, machine gun bursts, explosions and dives. Eight hits wins bonus time, but when the pilot downs 14 planes he wins additional bonus time, plus:

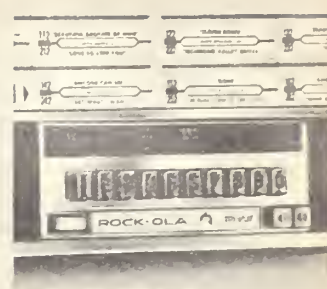
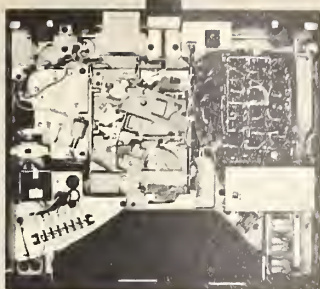
- A wild police siren begins wailing.
- The big red light on top of the game starts flashing.
- The pilot wins his medal—a specially inscribed *Flying Ace Token*.

Continued player appeal is guaranteed by offering two interchangeable discs with each unit: a disc of German World War II fighters and bombers and a disc of World War I Fokker combat planes.

**MCI** Milwaukee Coin Industries, Ltd.  
3404 N. Holton St., Milwaukee, Wis. 53212 414 962-0700



VIRGINIA BEACH, VA.—Nabil D. Kassir, president of Peabody's Incorporated has announced the opening of another Rene Pierre center. The new location is in the Princess Anne Plaza Shopping Centre in Virginia Beach, Virginia. Kassir also stated that plans are in progress to open several more all across the nation to coincide with their full scale promotion for the machine.



Starting today, every other wallbox is fat, ugly and old fashioned.

The slim, beautiful and easy to use and service 506 Tri-View is here.

We tore out the pages and replaced them with a revolutionary new program system. Triangles that display one third of a 160 selection program with each turn of the knob. All 160 with just two turns. Or a 100 selection program with just one turn of the knob.

And the whole program assembly "snaps-out." You change title strips quicker than ever before.

The time you save adds up to an extra call or two a day.

From the inside looking out, the 506 is the picture of location serviceability. Our new digital selection system circuitry is fully exposed for plug-in replacement.

New, more efficient stereo speakers put out delightful sounds. If the people in the booth want to hear it, they'll have to deposit the coins first. Then they can choose high or low personal volume setting.

Look inside the 506 rear housing and you'll see more Rock-Ola service features. A solid state transmitting unit that works with either solid state or relay receivers by simply moving one jumper wire on a P.C. board.

Switch another jumper wire and you've converted from 160 to 100 selection operation.

Yet another jumper wire un-plugs to convert program banks of twenty record sides to LP play and pricing.

Fantastically easy!

And you'll service the 506 less frequently because the cash box is the biggest a wall-box ever had.

From the side, the 506 is a slim 5 3/4-inches deep at the base, 4 5/8-inches deep at the top.

The front housing is hinged. Just open, remove the Tri-View program holder. Total accessibility.

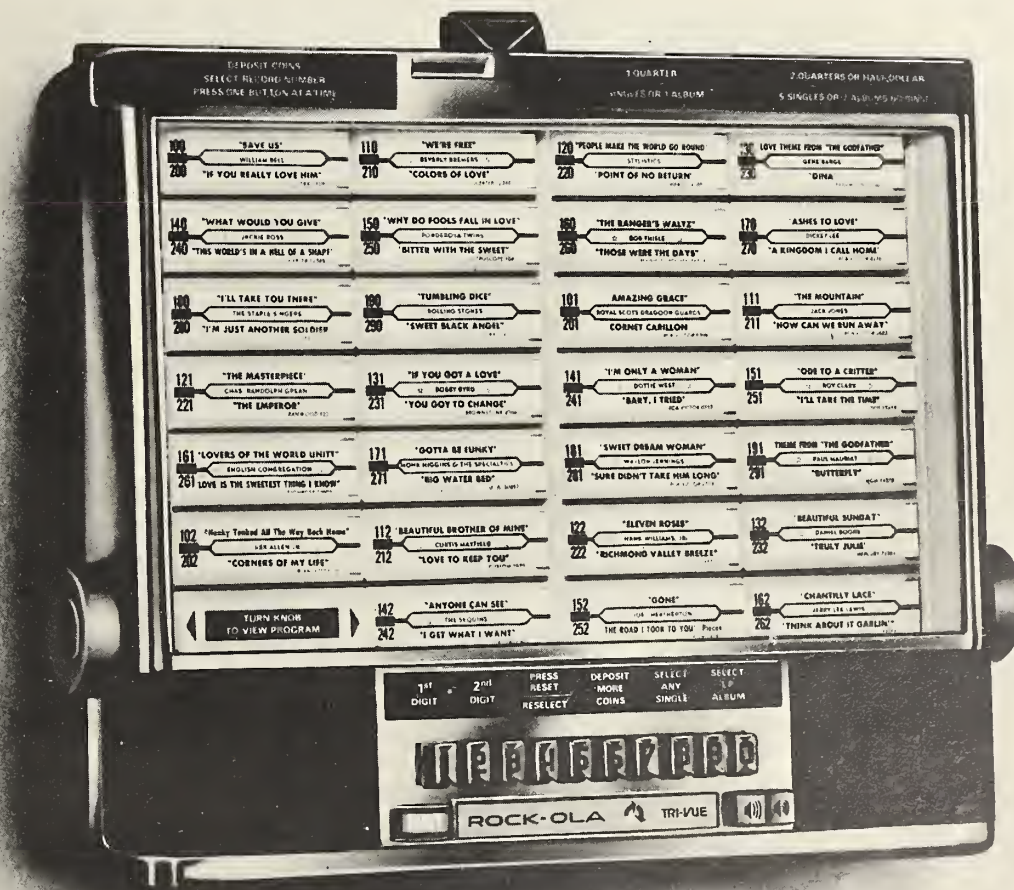
If you never liked wallboxes because they were too much trouble to service, get ready to fall in love with the 506!

Could a customer have it any easier? No more letter/number combinations to cause mistakes. Our ten-numbers-in-line selection system and player instructional panel speeds up the play.

Pair up the 506 with any Rock-Ola jukebox. Old or new. Even intermixed with existing wallbox installations.

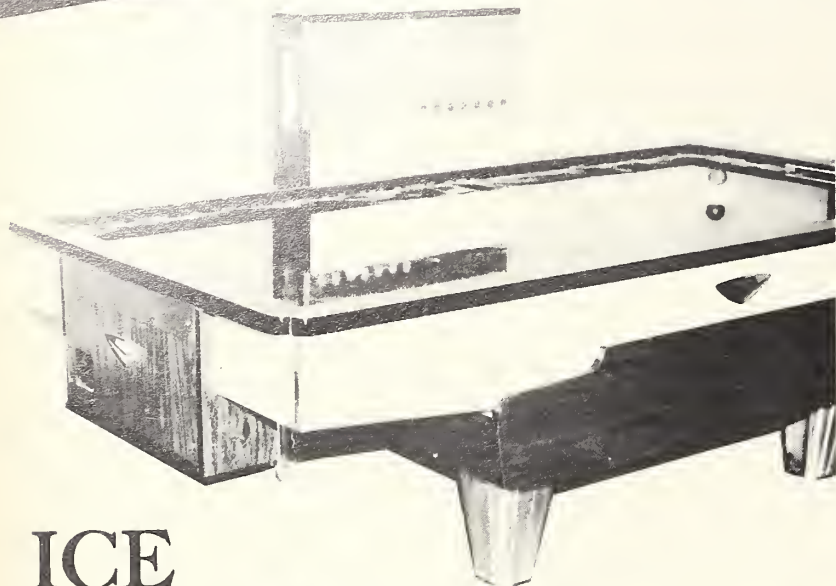
But who'd want to keep an old wallbox now that the 506 is here?

**ROCK-OLA**   
THE SOUND ONE



**If all the music operators in America could get together and design a wallbox that would solve all their problems, they'd re-invent the Rock-Ola 506.**

We DARE TO BE DIFFERENT  
... and PROVE TO BE  
BETTER!



## ICE HOCKEY

### A LOCATION WINNER!

—in earnings (fantastic)

—In reliability

—in play appeal\*

\*more maneuverability  
stronger on strategy and skill

## SAFEST! NO AIR!

No FLYING Pucks

Least NOISE (Cushioned)

Most Beautiful/Strongest Cabinetry

Coin Metered

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10 Minute Set Up Time

Easy Access to All Parts

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## United Billiards, Inc.



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(201) 686-7030

## cashbox/ Round The Route

### EASTERN FLASHES

**ON THE AVENUE**—Meyer Parkoff said he's expecting samples of Seeburg's newly updated Tobacco Counter cigarette machines in about three weeks. He'll be getting two versions—three door and four drawer models. Meyer's seriously thinking of holding formal showings of the new cigarette units (maybe one in Westchester, one on the Island, and also one each in Jersey and Connecticut). If so, he'll also show off Seeburg's new Regency music box, together with the Olympian. Meyer also advises that brother Oscar, head man at their Elizabeth office, is taking things a bit easier these days, vacationing in Florida. Meantime, the Elizabeth fort is being run jointly by Paul Cantor and Mike Calland, with Vito Raimo in charge of the vending division. . . . The flipper case due to come to a head March 20th. Check Ben Chicofsky for details. . . . Sy Lipp at Albert Simon, Inc. says U.S. Billiards' 'Aerojet' hockey tables doing well in Midtown. Visible tables to Broadwayites can be seen at Davie Epstein's and the B'way Arcade. Sy also info's samples of Williams' brand new baseball game 'Upper Deck' have come in and says it looks like one of the best in years. Williams' 'Cape Cod' flipper game also moving out very well to operators in the territory. . . . MONY members receiving mailing and reservation blanks for the May 18-20 combined associations convention at Mount Airy Lodge in the Poconos. Fill 'em out and send 'em right back—space is at a premium this year. . . . Lou Wolberg at Runyon-Tenth pleased with sales action on the Rowe Monte Carlo and Deauville super-jukes and the Irving Kaye Corp. Apollo 6 table in the midtown district. Also says the Brunswick 'Air Hockey' continues selling very well (and booking great coin for customers). Lou's also awaiting sample delivery on the Bally 'Hover' table to arrive shortly. Recent visitors into Runyon included D&H Vending and V&R Enterprises from the Island; also Automatic Sales and Vending and Cairo Vending. . . . Brunswick sales manager Arnold Fogel into Fun City last Monday to attend the Toy Fair.

**FROM PHILLY**—All coinbiz eyes in the territory focused upon Al Rodstein's First Air Hockey Invitational Tournament held at the Valley Forge Hilton Inn weekend before last. The venerable games promoter went and did it again. The hall was jammed with players and spectators (and spectators paid \$8 a head to cheer on their favorites). Trade observers, in addition to the Brunswick brass Arnold Fogel and Bob Nixon, included Nate Feinstein of Chicago, Joel Kleinman down from Pioneer in Milwaukee, Ed Shaffer in from Ohio and Irv Morris and his Rose down from Newark. Nate, Joel and Ed are also Brunswick distribs, and are doing very well with the machine in their respective territories, so naturally they wanted to check out Rodstein's tourney first hand. Fogel told us he's got a superb network of dealers working the piece and says the item is still back-ordered, but the Brunswick production line is breaking records to get the goods out soon as those orders pop in. Banner Pittsburgh branch manager Herb Rosenthal, a first class gent who can hold forth on just about any subject (within and without the industry) with authority, helped set up the event Sat. night while working on a 102 fever (London flu). Herb was feeling fit the day of the tourney, tho, and his presence helped to serve up a really first class event. See feature story on tourney elsewhere this section. . . . On our way home to New York from the tourney, we stopped by a watering spot or two (which is our way) and got an eye full of the popularity the electronic frame games enjoy in Pennsylvania. The dart games especially get almost constant play and provide spectators at the tavern with something a lot more fun to watch than TV.

**FROM THE SUNSHINE STATE**—Harold Kaufman, prominent New York City music and games distributor (Musical, Playmor,) stopped by the Allied Leisure Industries factory in Hialeah last Friday while in Florida for a few days. Harold inspected the firm's soon-to-be-released 'Paddle Battle' novelty game and dubbed it a "first line winner". "The unit is going to do very big business for operators," said Harold. "It combines visual excitement with a big, big skill factor, and it's one of those pieces that attracts spectator attention." Gene Lipkin, Allied's sales manager, tells us that samples of the new item will be shipping to dealers this week. Gene also info's that their 'Crack Shot' target novelty arcade piece continues to do extremely well both for Allied as well as for operators who have 'em out on location. . . . Ron Goldfarb, Miami-area one stop vet (who opened his own Ronnie's One Stop Record Service four months back) has one heck of a special on for operators right now. By beating the bushes all over the country, Ron's managed to stock in over 20,000 cream oldie singles which he's selling to ops, complete with title strips, for 35¢ a pop. Great stuff too with such artists as Frankie Laine, Dean Martin, Glen Campbell, etc. Ron's also gotten into the retail trade, carrying a complete stock of LP's and tapes.

## JUKEBOX PROGRAMMING GUIDE

### POP

NEIL DIAMOND  
CHERRY CHERRY (3:56)  
No Flip Info. MCA 40017

HURRICANE SMITH  
WHO WAS IT? (3:00)  
b/w Take Suki Home (2:53) Capitol 3455

STEELY DAN  
REELING IN THE YEARS (4:35)  
No Flip Info. ABC 11352

POCO  
GO AND SAY GOODBYE (2:46)  
No Flip Info. Epic 10958

### R & B

THE JACKSON 5  
HALLELUJAH DAY (2:53)  
No Flip Info. Motown 1224

STEVIE WONDER  
YOU ARE THE SUNSHINE OF

MY LIFE (2:45)  
No Flip Info. Tamla 54232

WAR  
THE CISCO KID (3:47)  
No Flip Info. United Artists XW 163 W

### C & W

TENNESSEE ERNIE FORD  
PRINTERS ALLEY STARS (2:55)  
b/w Baby (3:00) Capitol 3556

LEFTY FRIZZELL  
I BUY THE WINE (2:43)  
No Flip Info. ABC 11350

JAN HOWARD  
TOO MANY TIES THAT BIND (2:55)  
b/w Everybody Knows I Love You (2:30) MCA 40020



## CHICAGO CHATTER

Midway Mfg. Co., within the next couple of weeks, will begin production on two very exciting new games—a table tennis unit called "Winner" and an air hockey game called "Goal Tender"! By mid-March, according to sales director **Larry Berke**, the Schiller Park factory will have three production lines going full force on the aforementioned new pieces plus the current running "Duck Hunt" gun! . . . Would like to extend felicitations to Larry and his wife, **LaVerne**, on the occasion of their 25th wedding anniversary to be celebrated on March 10!

**COINMEN IN THE NEWS:** **G. M. Haney**, secretary-treasurer of Haney Vending Co. of Fredericksburg, Va., was the recipient of a citizenship award from the Fredericksburg Area Chamber of Commerce, in recognition of his civic activities and numerous contributions to the community. Haney is city treasurer and chairman of the Fredericksburg Area Committee on Employment of the Handicapped. He is also involved in a number of charitable and religious activities in the community. The story of the award presentation was carried by the local press. Mr. Haney is a credit to his community, very obviously, and a credit to the coin machine industry!

**BRUNSWICK's** national sales manager **Arnold Fogel** hosted a small group of locals to a whirlwind trip to Valley Forge, Penn. aboard the company's six seater plane weekend before last to see the first Brunswick Air Hockey Invitational Tournament in progress at the Valley Forge Hilton. Good friend **Nate Feinstein** said he enjoyed both the flight and the tourney (adding that local operators are enjoying collections from the Air Hockey games on location) . . . Fogel confided that more Air Hockey tourneys may be staged in other distribution territories downstream, since the Pennsy one went so well. See separate story.

**BUSINESS IS BOOMING** AT H. Z. Vending & Sales in Omaha! **Hymie Zorinsky** says everything is selling—Rock-Ola phonographs, Gottlieb games, U. S. Billiards' pool table and, of course, the new "Aero Jet"—everything! He is a bit short-handed as far as staff goes, however, with **Eddie Zorinsky** so much involved in his campaign for mayor of Omaha; so, Hymie is frantically searching for qualified help to supplement the present staff.

A REMINDER: The MOA's annual Board of Directors meeting will be coming up March 22, 23 and 24, at the American Hotel in Miami Beach, Florida.

**LOTS OF ACTIVITY** AT National Coin Machine Exchange—especially with the hot selling Wurlitzer phonograph line. **Mort Levinson** tells us they're also writing up a lot of games business out there.

**GOT THE WORD VIA** long distance from **Dick Raymond** of Arizona Automation in Phoenix, that the firm's newly introduced Champion Soccer-Club, non coin model, was a big hit at the recent National Sporting Goods Show in Houston. Dick, and AA's veepee **Fred Gabriel** were both on hand during the convention.

**EMPIRE DIST.'S** **Gil Kitt**, **Joe Robbins** and **Murph Gordon** were in Milwaukee for the MCI-hosted national distributor showing on the 21st. Factory intro'd its new games "Computer Baseball" and "Flying Ace".

**ON THE SINGLES SCENE:** **Gus Tartol** of Singers One Stop lists the following as active with area operators: "Do You Wanna Dance" by **Bette Midler** (Atlantic), "Neither One Of Us" by **Gladys Knight & The Pips** (Soul), "2001" by **Deodato** (CTI), "Tie A Yellow Ribbon Round The Ole Oak Tree" by **Dawn** (Bell), "Stir It Up" by **Johnny Nash** (Epic) and "Peaceful" by **Helen Reddy** (Capitol).

## HOUSTON HAPPENINGS

The H. A. Franz Co., 606 Dennis St., Houston, on Feb. 20, 1973, hosted a super showing of the complete Seeburg line with emphasis on The Regency one-sixty, Seeburgs newest model phonograph. Festive affair was held in huge banquet room of Knights of Columbus hall, directly across street for the The Franz Co. Equipment was attractively arranged along walls with conspicuous sign over the Main Attraction. Showing was planned and directed by H. A. (**Hoddy**) Franz and C. A. (**Al**) Novelli, president and vice president respectively of H. A. Franz Co. Working presentation of display handled by **Larry Twardowski** (sales mgr.), **Wade Gibson** and **Hershel Hamlin**, **Dave Beasley** (extra), Coin Operated Sales; **Ralph Entholt**, **Buddy Donohue**, **David Coyle**, Background Music and Sound Systems; **Cliff Haynes**, Service; **Howard Dishman**, Parts; **Alan Welch**, Shipping; **Gelbert Vasek**, Office. Latest recruit for the Company, **Jim Franz**, son of **Hoddy**, began his basic training at preview. More about that later.

Kick-off with cocktails and sumptuous buffet dinner at 6:30 p.m. Short business session emceed by **Hoddy**, spotlighted by introduction of **Stanley W. Jarocki**, vice president Seeburg Products Division phonograph sales. **Jarocki** gave a brief but comprehensive talk concerning excellence of Seeburg equipment. Attendance, composed mainly of coinmen and their families was well above average.

A most important meeting of Music Operators Of Texas announced for April 13-14-15 at The Rice Hotel, Houston. Plans have been arranged for State Wide admission of major distributors into the Organization. Information concerning this session or any other detailed information about Music Operators Of Texas may be had by writing **George Brunner**, #2 Cliff Court, Houston, Texas 77022 or by telephoning **George Brunner**, CA 2-9404. **Brunner** suggested early reservations at Rice Hotel for the April association meeting . . . **Robert Matranga** recently changed from coin machine business to real estate. **Matranga Music Co.** is owned by **Philip Matranga** with **Jo Ann Westerman** as secretary and treasurer . . . **Henry Atlas**, well past 20 year mark as coin machine operator, continues his music and vending activities from long established headquarters at 4206 Lockwood Drive, Houston. . . . Happy indeed to renew acquaintance of **Al Hughes**, long time Galveston coinman. **Al**, in his droll sense of humor manner, cautioned us against confusing his name with that of the widely publicized one of **Howard Hughes**, former owner of **Hughes Tool Co.** . . . **Roby's Music Co.**, a thriving operating concern at 3719 Elysian St. Houston, is owned by **Lester and Aurette Robiekoux**. **Lester** is a mighty booster of Seeburg merchandise. . . . **Fritz J. Kloppe**, owner **Dewy's Amusement**, said he couldn't complain about present business. . . . **Al Garcia**, owner **Al's Amusement Co.**, a bit below par physically and for a good reason. He only recently battled a case of flu. . . . Thanks, **Dave Beasley**, for the dandy ball point pen. **Dave** is a veteran in the Franz Co. service dept. but on new model showings is upped to salesman. **Hoddy Franz** calls his his "Lone Ranger".

## MILWAUKEE MENTIONS

MCI hosted its first major national distributor showing on February 21st at the Milwaukee Inn. Factory distributors from a wide area of the country were invited to cocktails, dinner—and the unveiling of two brand new games "Computer Baseball" and "Flying Ace"! Latter is an arcade piece referred to by marketing director **John Ancona** as "the first American made game designed expressly for arcades!" Both pieces were very well received by distributors in attendance, according to **John**, and both are on the current production schedule at the MCI factory—so watch for 'em!

THERE'S BEEN NO LET-UP IN ACTIVITY at the busy Wurlitzer Dist. Corp. premises. Branch manager **Paul Jacobs** said these past weeks have been very full, and very busy for he and his staff. The Wurlitzer phonograph line is selling extremely well and, to quote him "we're moving a lot of Brunswick 'Air Hockey' games!" **Paul** also mentioned that he was in attendance, along with **Dick Williams** (DeKalb) and **Larry Hagar**, at the MCI distributor showing and is quite anxious to receive sample of the "Computer Baseball" and "Flying Ace" which MCI introduced at the showing.

FROM THE LITTLE LP RACKS: **Rob Hauber** of Radio Doctors is very pleased with the latest series of LP releases from Goldmor, featuring such titles as "Super Fly" by **Curtis Mayfield**, "Brother Brother Brother" by the **Isley Bros.**, "Still Bill" by **Bill Withers**, "En Espanol" by **Vikki Carr**, "Charles McCoy", **Billy Holliday's** "Golden Years" and "Axteca".

### BALLY MANUFACTURING CORP. HAS AN EXCEPTIONAL OPPORTUNITY FOR A Regional Marketing Manager

Looking for a real pro . . . knows coin-op amusement business, can build rapport with current and potential customers. Technical knowledge of coin machines helpful but not necessary. Individual sought is roughly 30, has about 8 years experience in various forms of communicating with people, and likes to travel. He (or she) is ambitious, hungry, and wants to be a success. Good salary plus benefits and expenses.

Send resume including salary requirements to:

**Bally**

Ross B. Scheer, Director of Marketing  
Bally Manufacturing Corporation  
2640 W. Belmont Ave., Chicago, Illinois 60618

## COMPUTER BASEBALL

**COMPUTER BASEBALL** is a game of batting skill and fielding strategy. The first realistic baseball game, it can be played by one or two players and extended for a full nine innings.

The batter chooses his pitch while the second player tries to block his scoring attempts. A hold score button encourages players to keep playing for the full nine innings.

Realistic ballpark sounds accompany the action. Scores, outs and innings are boldly presented by six bright digital readout tubes.

**COMPUTER BASEBALL** is all solid state, with single-function plug-in circuit boards for trouble free service.

#### Accessory features:

- 1 An accessory kit with play buttons on 10' curled cords, for wall mounting and counter locations.
- 2 A wireless option provides two radio controlled remote playing boxes.

Special six month warranty.

**MCI**

Milwaukee Coin Industries, Ltd.  
3404 N. Holton St., Milwaukee, Wis. 53212 414 962-0700



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WANTED ALL TYPES OF NEW AND OLD SLOT MACHINES FOR IMPORTING TO JAPAN...

WANTED TO BUY OUT SELLING STOCKS ONE OR TWO YEARS OLD Jennings slot machines...

WE ARE ALWAYS INTERESTED IN USED AND BRAND NEW phonographs, pinballs, bingo...

"WANT"—ALL WURLITZER AND ROCK-OLA PHONOS 1965 and newer. All arcade equipment...

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WANT: Bingos for resale for Maryland use, and for export. Any quantity...

BUYING SCOPITONES... working or not. Quote your lowest acceptable price...

WILL BUY: Lotta Fun, Barrel of Fun, Shoot A Line or Keeney Star Time...

WANTED: "Frantz U.S. Marshall" guns. State price and condition first letter...

COIN MACHINES FOR SALE

FOR SALE—Best offer accepted: 1 Stoner Cafe Model D1, 1 Stoner Cafe Model 500...

FOR SALE—In sunny Australia. A well established slot machine business...

SLOT MACHINES FOR EXPORT/SALE—Bally, Mills, Pace, Jennings, Uprights, Consoles...

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FOR SALE: 3 SPEED OQUEEN B BALLY—BOATS. \$275 each. 3 Elephants by Tusko—\$275 each. CENTRAL MUSIC CO., P.O. Box 284...

FOR SALE: Seeburg, Wurlitzer, Rockola, AMI Phonographs, Williams, Gottlieb, Bally, Chicago Coin, flippers, guns, baseballs...

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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 Murrensboro Road, Nashville, Tenn. 37210.

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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—Stock of SPACE LASER and CHICK 'N PLUCK 'R parts available. LASER Access Doors (normally \$18.00 each) while they last special—four for \$20.00...

FOR SALE: Hi Score Pool, \$595; Invaders, \$375; Sea Raider, \$275; Write for complete list: CENTRAL DISTRIBUTORS, INC., 2315 Olive St., St. Louis, Mo. 63103.

POOL TABLES—Large selection of all makes and models available. Completely reconditioned or in "as is" condition for immediate shipment at very attractive prices...

CONVERSION CARTRIDGES—PLAY STEREO RECORDS ON Seeburg Monaural Phonos B thru 201—NO ADJUSTMENTS REQUIRED—JUST PLUG IN—eliminate sound distortion, needle skipping...

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WALL HUNG GAMES: Darts, Golf & Football. Remote Radio Controlled. Buy the Highest Quality Game in the World Direct From the Factory...

FOR SALE—EXPORT Bally 742a \$650.00 each, 8312a 3 line play \$1095.00, 873a \$1295.00. All Conversions, Bally, Mills, Jennings and Pace Parts...

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FOR EXPORT: 60 Bingos—Showtime to Super 7, 12 Winterbook @ \$450, 5 Buckley Trach Odds @ \$425, 3 Keeney Twin Deluxe Big Tent @ \$525, 1 Jumbo \$550, 2 Bally Skill Parade @ \$300, Mills Mint Vendors \$275, Bally 4 Million BC \$585, Seeburg Phonos, Consolettes, AMI MM3 \$625, Write, wire or call D. Joyce, 141 Meadowbrook, Gretna, La. 70053, Tel 367-4365.

FOR SALE: "CLOSEOUTS" COMPLETELY RECONDITIONED: Bally Gator (4 pl) \$295.00; Bally Hoo (4 pl) \$345.00; Space Flight (late model) \$195.00; Midway Target Gallery \$145.00; Rock Ola 404 Capri I (100 sel.) \$245.00, Mickey Anderson Amusement Co., 314 E. 11th St., Erie, Pa. 16503. Phone (814) 452-3207.

FOR SALE: PANORAMS—NEW—Dual 8. Write or call URBAN INDUSTRIES, INC., P.B. Box 31, Louisville, Kentucky 40201. (502) 969-3227.

FOR SALE—"SS-160" Seeburg \$525. "3100-7S" Wurlitzer \$425. (No Crating). Mohawk Skill Games Co., 67 Swaggertown Road, Scotia, N.Y. 12302. Call Ogden Whitbeck (518) 377-2162.

FOR SALE—Jungles \$740, King Rocks \$715, Wild Life \$625, Outer Space \$565, Honey's \$595, Super Star \$485, Astrodome \$950, French Quarter \$825, Time Square \$775, Epsilon \$625, Alpha \$450, Orion \$410, Little Joe \$575, Space Time \$655, Sub Pack \$875, Periscope \$995, Grand Prix \$725, Computer Space \$795, Dune Buggy \$625, Haunted House \$595, Sea Raider \$410, Desert Fox \$575, Binbo The Clown \$425, Monte Carlo \$1,295, Mardi Gras \$1,025, Speedways \$595, New Orleans Novelty Company, 1055 Dryades Street, New Orleans, Louisiana 70113. Tel. (504) 529-7321. CABLE: NONOVCO.

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EFFECTIVE IMMEDIATELY. All MOR 45's and LP's should be sent to our new Record Review Headquarters. Our deadline each week is THURSDAY for publication the following Monday. THE MUSIC DIRECTOR, Record Review Department, Box 103, Indian Orchard, Massachusetts 01051.

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HUMOR

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Type or Print Your Ad Message Here:

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Send all copy to: CASH BOX, 119 West 57th Street, New York, N.Y. 10019

Make sure your check is enclosed



Spectators jam the stands and watch their favorites in rapt attention.

Partial view of the action area. Six tables were employed in the event.

## Banner Scores High Marks With 'Air Hockey' Tourney



(Left to right at awards ceremony) Al Rodstein, Marc Rodstein, John Wilson, Miss Air Hockey Debbie Hart, MC Wally Paul, Bill Spallone, Bob Nixon, Arnold Fogel and Bill Paolino (last three are Brunswick executives).

## Wurlitzer Service Seminars Held In Minneapolis and Little Rock

**NORTH TONAWANDA** — Wurlitzer servicemen attended two-day service seminars in North Little Rock, Arkansas and Minneapolis, Minnesota, on February 14, 15 19 and 20. The two seminars were conducted by Wurlitzer field service engineers Karel Johnson and Robert Harding. Each two-day service seminar is an in-depth work/study program designed to familiarize jukebox servicemen with the electrical and mechanical elements of the Wurlitzer Americana Model 3700 phonograph.

Patrick K. Keefe of Black Hills Novelty Company in Rapid City, South Dakota and C. W. Terry of Camden Novelty Company in Camden, Arkansas were the finalists drawn in The Wurlitzer Company's Serviceman's Sweepstakes at these Seminars.

Contest finalists are being drawn at each of the Wurlitzer two-day Seminars held between January 5 and May 25, 1973. A Grand Prize winner will be selected from among the finalists on June 1, 1973, at the North Tonawanda Plant. The Grand Prize is an all-expense paid weekend for two at a famous fishing, golfing or sightseeing resort in the winner's geographic area. Fourteen other finalists have already been chosen in previous two-day Service Seminars throughout the country.

In attendance at the February 14 and 15 Seminar in North Little Rock, Arkansas were: C. W. Terry and Gwen Terry of Camden Novelty Company in Camden; Clay Harris of Marks Vending, Inc., in Hot Springs; Al Harris of Al's Amusement Compa-

ny in Leslie; Richard A. Lewis of Mark's Vending Service in North Little Rock; James W. Hennington and Roy C. Guthrie of Ozark Amusement in Fayetteville; Dennis R. Dodd of F & D Music Company in Mt. Home; Charles L. Russell of Globe Coin in N. Little Rock; E. E. (Red) McKnight of Arkansas Music Company in Little Rock and Joe Nolan of Godwin Distributing in North Little Rock.

Those attending the February 19 and 20 Seminar in Minneapolis, Minnesota were: Jim Belkonen of Mill Amusement, Inc., in Watertown, South Dakota; Pat Keefe of Black Hills Novelty Company in Rapid City, South Dakota; Jack Westland of Automatic Venders, Inc. of Pierre, South Dakota; Bruce Gunderson of Jim's Game Supply in Greenbush, Minnesota; Edwin Schuster of Martin Music Company in Worthington, Minnesota; Bob Bender of Kennedy Music in Jamestown, North Dakota; Jeff Durfee of L and I Company in Duluth, Minnesota; Louis Entner of Stansfield Vending Company, La Crosse, Wisconsin; Rodney A. Czerniak of Ace Sales & Service in Duluth, Minnesota; Warren Stevens of Ackley Novelty in Trego, Wisconsin; Howard D. Shanahan of Vertical Investment, Inc. in Waterloo, Iowa; Robert A. Kirtz of Lake Pepin Amusement in Lake City, Minnesota; Donald Teusink of Casey Music Company, Inc. in Yankton, South Dakota; Charles A. Colin and Raymond Rulgowski of Theisen Vending Company in Minneapolis, Minnesota; Clarence E. Anderson and Bud Janiksela of Arrowhead Music Company in Moose Lake, Minnesota.

**VALLEY FORGE, PENNSYLVANIA** — Coin business history repeated itself here in the Philadelphia metropolitan area Sunday Feb. 25th as Al Rodstein—primary tournament promoter of the original 1949 United 'Shuffle Alley'—staged the First Invitational Tournament on the Brunswick 'Air Hockey' table.

Rodstein, president of Banner Specialty Co., and his vice president and general Marc Rodstein, and their staff, spent months of intensive preparation on the inaugural event.

Over two dozen operating companies, each of which bought 'Air Hockey' tables from Banner's Philadelphia or Pittsburgh offices, registered players from their locations in the event. A total of 84 'Air Hockey' experts ultimately were registered, and the resultant elimination matches fought out on six tables in the Valley Forge Hilton that Sunday, showed how expert they be. The event also proved how much fun the game is both to play, and as a spectator sport (over 100 visitors paid \$8 a head to witness the event and cheer their favorites).

The tournament officially got underway at 1:00 PM after a brief introductory speech by the Rodsteins, explaining the method of elimination play and also introducing Brunswick executives Arnold Fogel (sales manager) and Bob Nixon (international sales) to the assemblage. With a hearty "let's play Air Hockey," Rodstein "swung the flag" and for several action-packed hours, the players went at each other in a series of five-goal games, ultimately leading to a suspenseful semi-final match.

During semi-final play, the eight best paired down to a final round between William Spallone (representing Carl's Hillview Lane, Greensburg, Pa.) and John H. Wilson (of Philadelphia's Wharton Graduate House). Finally, Spallone scored his fifth and deciding goal and pandemonium broke loose as his friends mobbed him and carried their victor on shoulders around the room.

The remaining quarter-finalists, winning such prizes as were: Gary Bower (A.B.C. east, Middletown, Pa.), James Campenella (Paris Lounge, Philadelphia), Ed Schwarz (Blue Bird Bar, Atlantic City, N.J.) and Charles Mohr (Brighton Cafe, Philadelphia). Their prizes were Brunswick bowling sets.

Prizes and the hotel accommodations for the tournament were sponsored by Banner Specialty.

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Operating companies who registered location players in the event were: Pennsylvania Vending, Pittsburgh; American Vending, Philadelphia; Wechsler Vending, Philadelphia; Houser Amusement, Bellefonte; Lansdale Amusement, Lansdale; Wise Amusement, Lancaster; M&W Vending, Pottsville; Louco Amusement, Atlantic City, N.J.; Rulon Amusement, Westchester; Rick Hoffman Vending, Philadelphia; Greco Amusement; Castle Music; Blitz Amusement, Philadelphia; Sonny's Vending, Bridgeston; Stan Harris & Co., Philadelphia; Ron Daddis, Philadelphia; Al Volpe; Amuse-A-Mat, Philadelphia; Park Service & Vending, Philadelphia; Fred Hartman, Pittsburgh; Warner Amusement, Erie; Flo-Ron Vending; George Rhodes, Pittsburgh, and G&S Vending, Philadelphia.

Trade notables in attendance included Banner's Pittsburgh office manager Herb Rosenthal, Irving Morris of Irving Morris Col. (Newark, N.J.), Joel Kleinman of Pioneer Sales & Service (Milwaukee), Nate Feinstein of World Wide Dist. (Chicago) and Ed Shaffer of Shaffer Distributing (Columbus). (Many early-arriving operators and other visiting traders were feted at a dinner party by Rodstein's Saturday evening.)

The following photos depict some of the action on that day:




The sweet moment of victory is shared by Bill Spallone and his fans. Bill "drove away" a \$1,495.00 Mercury Snowmobile.

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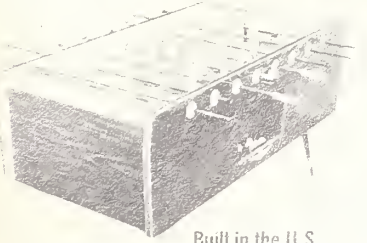
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## Midway To Pop Hockey & TV Games

CHICAGO — Two new novelty games are being readied for release by Midway Mfg. Co. The items, according to firm sales manager Larry Berke, are: 'Winner,' a table tennis game that utilizes a TV screen; and 'Goal Tender,' an air-assisted table hockey game.

The 'Winner' "TV game" will be delivering to Midway distributor showrooms shortly, according to Berke. "This game is being built under license and with the cooperation of Atari, Inc. of Santa Clara, California (Syzygy Engineered) the inventor and developer of the game," Berke declared. (Atari is also the manufacturer of the new "Pong" TV game.)

"Midway has reaped the benefits of months of location testing," Berke

declared. "Winner lends itself to the sophisticated atmosphere of all locations. This unit has extra circuitry to allow the audience to view the match play on the location's television set, if desired. The fascinating, competitive play has caught the eye of every age group, and may make it the most exciting game of the decade." (The outside dimensions are 26½" wide by 23¾" deep by 64" high.)

Midway's 'Goal Tender' hockey game has an air cushion playfield with such features as: adjustable length of play (both in time and goals scored), a specially designed playfield to keep the puck in action, slide out service panel, easily removed air filter and reinforced metal corners on the cabinet. It will also be shipping within the next few weeks.

## Football Hero Joins Angott

DETROIT — Angott Distributing Co., Inc. of Detroit, the Wurlitzer company's major phonograph distributor for the state of Michigan, has appointed football's all-pro cornerback Lem Barney as vice-president and general manager of sales. Barney, a popular six-year veteran with the Detroit Lions and a prominent nationwide sports personality, joins Carl Angott, chairman of the board; Carl Angott, Jr., president, and Bill Angott, secretary and treasurer in Angott Distributing's executive lineup.

Barney's appointment introduces for the first time in modern coin machine history the participation of a major sports figure. Angott Distributing looks upon the appointment as a boost to the prestige of the industry and greater sales for the distributorship. Barney will actively represent the distributorship full-time during the off-season and maintain normal executive duties while playing for the Lions.

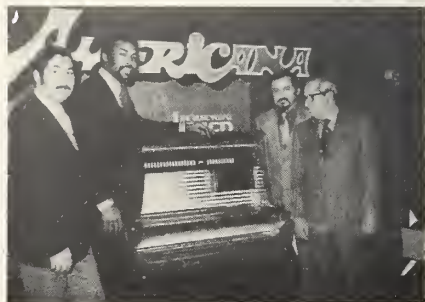
As a special sales representative to the Detroit area, Barney will assist Angott Distributing to expand its influence throughout Michigan. Already, Barney has developed a good working knowledge of the phonograph industry, having been a close friend and confidant to the Angotts for about three years. He is a graduate of Jackson State College and an experienced sales person who has sold computers for Uforma Corporation. Barney holds a degree in Health and Physical Education and a minor in biology.

"So many people know Lem only for his football accomplishments that they overlook his terrific executive abilities," says Bill Angott, emphasizing the fact that Barney was nominated in 1970 as one of the "Ten Most Outstanding Men in America" by an established Chicago professional group. Adds Angott, "His appearance alone impresses people." Along with New York Knick's basketball star Walt Frazier, Barney is often touted as the best-dressed man in sport.

On the football field, there is little argument that Barney has compiled a truly great record. He broke into the pros as Rookie of the Year in 1967. Drafted number 2 by the Lions, he has since been named to the all-pro team four of the six years he has played. He led the league in interceptions with 10 in 1967 and was co-leader in 1968. He shares the National Football League record of running back three interceptions for touchdowns in one year.

In its line of business, Angott Distributing has compiled an equally impressive record. The distributorship has been in business for forty-one years and has been the distributor of Wurlitzer phonographs in Michigan since 1949. Angott currently employs twenty-two people who have spent an average of twenty-five years with the distributorship. Aside from distributing, Angott Distributing operates a route of over a thousand pieces, mostly Wurlitzer jukeboxes.

While Barney will be concentrating his energies on coin-operated music in Detroit, Angott Distributing has plans to purchase a game route and other vending equipment to keep pace with Michigan's new legislation approving pinball in taverns. Angott also handles the Vendo line.



(left to right) Bill Angott, Lem Barney, Carl Angott, Jr. and Carl Angott Sr. (chairman).

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All these action features are packed into a new style console with formica control panel. Players feel they are right in the ball park because they have a close up, panoramic view of the complete playfield. Caster-type rollers provide convenient mobility. Maintenance is made easy with a slide out service panel.

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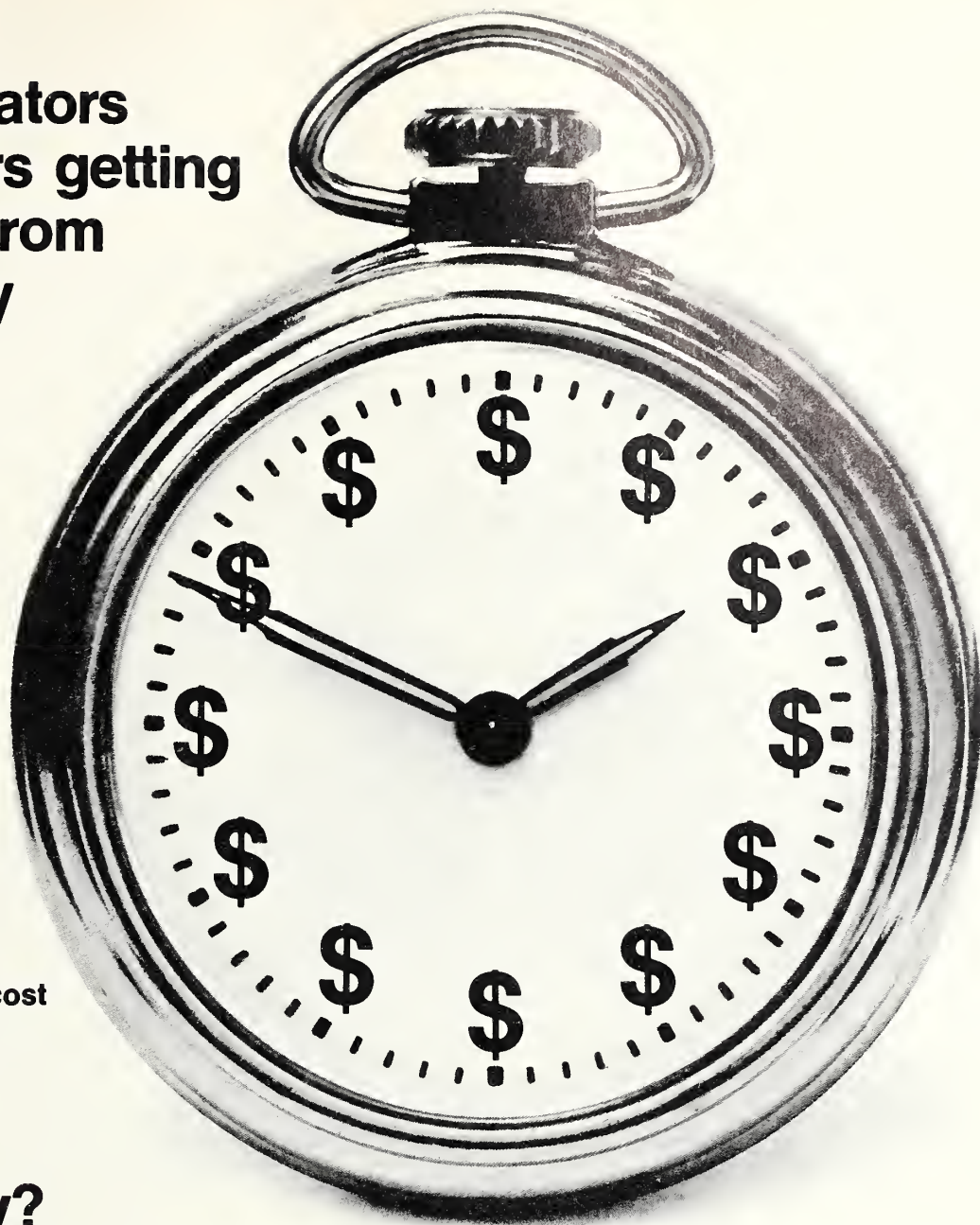
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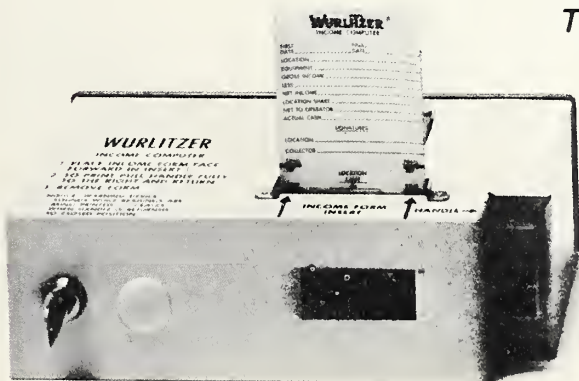
Wurlitzer's all-coin Income Computer. The quick, effortless, intelligent way to handle collections. Wurlitzer Income Computers save you time and money every time you go to empty a cashbox. No slippery quarters to sort before the bartender and his customers. No chance to make a mistake in the change.

Instead, a clear, conclusive result of the jukebox take, printed-out or ready for record-keeping. Right before your eyes, sealed tight and tamper-proof, an accurate digit indication in dollars and cents. You note the amount your Wurlitzer took in since your last collection, give the location a receipt for what it's earned, and send the owner a check at the end of the month. Or work it any other way in full confidence that your Wurlitzer Income Computer has counted all the money your jukebox takes.

Choose from two Wurlitzer Income Computers. Print-out or new, low-priced Non-printing models. Both units total the take from coins accepted by Wurlitzer late-model phonographs and wallboxes. Both have the same unique Wurlitzer-designed mechanism interfacing solid-state circuitry. Both are identically constructed and have completely interchangeable internal workings. The only difference is that one prints in triplicate, the total your location takes in and the other gives you a non-printing reading. The bargain price of the new non-printing model cuts the cost of collecting even more.

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