1971 has its first first.

Vikki Carr's first Columbia single is here. "I'll Be Home." It's a Randy Newman song that gives Vikki a chance to show what she can do.

And she does it so well, Bill Gavin has picked it. He called it "a powerful performance...candidate to cross over the top 40 barrier."

We're pleased to have Vikki Carr as an exclusive Columbia artist.

And happy to be able to start the new year on such a good note.

"I'll Be Home" / Vikki Carr

Now on Columbia Records
Most labels see in big money deals for artists major publicity value. After all, if a company is willing to put gobs of cash on the line for a new pactee then it must have considerable faith in the act's impact, hoping that in making public announcements of a general money deal, the trade thinks so, too. (Columbia Records, on the other hand, has made deals known on the basis that the act was offered more by another company, but took the deal with the label because it was felt Columbia had more important things to offer that, evidently, would eventually realize greater income).

We wonder if companies are doing more harm than good in making what are usually vague declarations of major money deals. Acts, of course, are entitled to negotiate any kind of financial arrangement they are capable of finalizing. But, what are these six or seven figure deals really like? Company announcements along these lines rarely specify the exact nature of these signings, such as the terms of payment and the fact that such a figure could be reached if an act comes through with hit product. Yet, there they are—big figures without detailed meaning that can do a lot to point the way to other acts in their negotiations. More realistic figures in starting negotiations are thus hard to come by. "If such and such signed with this label for this amount—and we read this in the trades—we feel we deserve this kind of deal, too," reason the acts or their representatives.

As a trade paper that reports on and thus disseminates big money deals, we bear a certain responsibility in perpetuating this contractual "escalation clause." While we can't expect that every detail of every major deal be made public, we feel that labels will make a strong contribution to their own well-being by spelling out signings in terms that show the company has not gone mad in bringing an act into its stable. A major deal can still look good for a label and its pactee even if such matters as advances against royalties or other contingent items are made public along with that big general figure.

But, the point that all labels (and others which may make producer-writer pacts) should be aware of is that by putting deals into proper perspective they can avoid an unnecessary escalation of financial terms, especially at a time when the industry can least afford it.
Woodstock was an event in American history. Matthews' Southern Comfort's "Woodstock" is an event in English history. Number 1 for six weeks there and now it's here.

Ian Matthews' Southern Comfort's members read like a Who's Who of English rock groups with musicians from "Fairport Convention," "Spooky Tooth" and "Marmalade."

When you hear them you'll understand why "Woodstock" was such a smash hit in England and now it's here.

Matthews' Southern Comfort on Decca Records.

Matthews' Southern Comfort
"Woodstock" 32774

Decca Records, A Division of MCA Inc.
"WE GOTTA GET YOU A WOMAN"
Smash Hit Single on Ampex Records
...and there's more where that came from.

the "RUNT" LP.
Ampex stereo album A-10105

Get On It Now—It, Too, Is A Giant!

AMPEX
RECORDS
555 MADISON AVENUE/NEW YORK CITY 10022
Fantasy Moves To Berkeley HQ; A/V Capability

SAN FRANCISCO — Fantasy Records staff has moved into the newly-completed company headquarters facilities for TV and video cassette production, in Berkeley from its West Oakland building a few miles away.

The new building, two stories, 32,000 square feet, on a three acre city block, houses the first complete record company operation in the San Francisco Bay Area, according to Saul Zaentz, president. Building and land represents a $1,600,000 investment.

Zaentz, one of the first to arrive in the new headquarters, moved into his office and began operating with a folding chair and desk made from two saw horses and a plank. Interior finishing touches are expected to be completed by the first of the year.

The company's newest acquisition, a latest model Neumann mastering lathe, has been set up and is in operation. Zaentz pointed out it is the only mastering equipment in the San Francisco Bay Area and the only new model Neumann lather outside of (Cont'd on p. 10)

FRONT COVER:

Mickie Most's RAK Label To Columbia For U.S., Canada

NEW YORK — Columbia Records has signed an agreement with British producer Mickie Most, for exclusive distribution of records in the United States and Canada of his RAK label. Clive Davis and Lee Liberace of Columbia Records have said distribution will be handled by Columbia Custom Labels, under the direction of Ron Alexenburg, vice president.

RAK has been distributed in the United Kingdom since 1969, using Most's label. The company has released a chain of hits in the past 12 months, including the hit U.K. single to be the label's initial release in the United States, "Whole Lotta Love" by C.C. Rider. Most, who has produced a total of 48 hit records, began his career in 1966 when he discovered the Animals and recorded their first million seller, "House of the Rising Sun." He has since produced hits by Donovan, Jeff Beck, Lulu, Herman's Hermits, Terry Reid and the Yardbirds.

ABKCO Profits, Sales Set Record, 3% Stock Dividend

NEW YORK — ABKCO Industries, Inc. has reported record net income of $1,900,000 or $1.56 per share on revenue of $12,381,000 for the fiscal year ended Sept. 30. This is in contrast to net income of $792,000 or 50c per share in revenues of $6,558,000 for the prior fiscal year. All profit figures have been adjusted to reflect the special 10% stock dividend paid in Oct. 1970.

Operations in the current fiscal year resulted in earnings of $1,900,000 or $1.23 per share compared to $898,000 or 57c per share for the prior fiscal year.

ABKCO also announced a special 3% stock dividend on shares of its common stock to be payable on Feb. 11, 1971 to shareholders of record as of Jan. 15, 1971.

Extraordinary income for the current fiscal year amounted to $400,000. Of this amount, $300,000 resulted from the utilization of available tax losses carried over from prior periods. Extraneous income included $100,000 from the amount previously reported as "extraordinary income." The remaining period tax losses to specific subsidiaries. For the prior fiscal year, extraordinary income included $477,000 or 32c per share.

ABKCO is engaged in the manufacture and distribution of records, motion picture production, music publishing and business management services.

Softness, Simplicity To Key Sound Of Pop Music In 1971?

NEW YORK—Shortly before Election Day, Jerry Ragonov commented that newer groups working on material in his Hit Factory studios were showing an increasingly "conservative" bent. Musically, he meant that the performers were cutting back on their volume, trimming down the use of distortion and lengthy instrumental passages, and in general reducing the use of electronic applications. Their choice of material, he added, was also showing a movement away from the "extreme." And acts were becoming more involved with radical forms and themes.

In large part, Ragonov attributed the changes in recording boredom on the part of both performers and public for revolutionary music that had become almost formulaic.

He likened this to the jazz decline that resulted from endless small groups and orchestras that copied the successful pattern of some earlier and musical developments and worked the same proved ideas to death.

"Innovators and artists in that area, and in the contemporary music," he said, "are always copied and gain their own recognition. But, the people emulating them usually destroy the potential for the idea or the genre. The only new addition, though, that the originators are generally returned to years later for inspiration."

Thus, with the young performers in search of a different direction, Ragonov felt they were turning to the experimenters and sources of music that are already regarded as "traditional." The country western, blues, classical and even pop standard (growing inventiveness of performers) have become their models—all pointing to soft, simple patterns of melody and lyrical forms.

As a side comment, Ragonov also expressed the opinion that this re-evaluation was an almost direct result of the conservative mood of the country and America. The current style such as the midi style; art reflecting the taste of the '60s and '70s; and now music, are showing the influence of conservative thinking.

Opinion Borne Out

In the space of two months since he made those comments, Ragonov's opinion has been borne out in the showings of new artists, but also in new trends on the part of established names.

Returning to the roots have unearthed renewed interest on pop levels of folk and country blends such as offered by Gordon Lightfoot and James Taylor, who now records, having already been recognized a year ago; or the turns on the part of Mike Nesmith or Cross and James Taylor toward folk-influence music.

The Gospel influence on Judy Colleen and Pink Floyd, and others Elvis Preley looking into old country hits; and the resurgence of standard-styled hits such as "Close to You" or "It's Impossible" as well as pop versions for bands like the Bee Gees and Jim Ed Brown further support the tendencies.</p><p>Deejay Convicted On Payola Charge</p><p>NEW YORK—Fredy Rae, a deejay on WHOM-New York, was convicted in Manhattan Federal Court of accepting payola from promo men and the Federal Communications Commission (FCC) in 1966. Witnesses at the June trial included John Ellis, who accepted pay-for-play on WHOM and, according to the FCC, subsequently handled largely to Spanish-speaking audiences. Judge Morris E. Lasker will sentence Ellis, who faces up to 11 years in prison and a $1,000 fine.</p><p>MGM Creates 2 New Pub Firms</p><p>HOLLYWOOD—MGM Records, Big 3 Corp, chief Mike Curb has established two new publishing firms owned 100% by MGM. Firms, MGM Music (ASCAP) and Ovation City Music (BMI) will be administered by the Big 3. Move is seen as a response to the ASCAP split in copyrights between Big 3 and 20th Century Fox.</p><p>Mattel To Buy Ringling Corp.</p><p>NEW YORK—Mattel, the giant toy manufacturer, is acquiring The Ringling Bros. & Barnum & Bailey Circus, among other show business enterprises of the Ringling Corp. Latter includes disk production, currently represented with the Clowns on RCA, music publishing and management. Ringling, subject to approval of the boards of both companies, will receive $47,650,000 in Mattel stock. Irvin Feld, who purchased the circus in 1967, will sell the Ringling Bros. & Barnum & Bailey Circus to Mattel, Feld and Judge Roy Hofheinz, continues as chief exec officer and president.</p><p>All-Platinum Sets 5 Albums</p><p>ENGLEWOOD, N. J.—All-Platinum Records has marketed five new albums with recent sales over one million, president, and Bill Darnell, national sales promo chief. On the A-Platinum line, there's a set called "Together," featuring the late Jimi Hendrix and Lenny Kaye singing "Voodoo Child." The song is offered on "The Monkees' Greatest Hits." This new comedy line, Stroke Eyes, is a 2-LP set, "Call Me Miss-Mister," with the Pearl Box Revue and "The Tramp Is Funky" with Billy Guy.
The Bells started their recording career with Polydor in 1969. And their first release, "Moody Manitoba Morning" won two Moffat Awards that year. Their television appearances have included The Jackie Gleason Show and The Merv Griffin Show. And their personal appearances have ranged from New York's Copa to Bermuda's Princess Hotel. This fantastic Canadian group has just released a new single and the reaction to it has been great.

"It is an incredible disc." — Nevin Grant CKOC
"The best group effort I've heard in Canadian music." — Bob Johnson CFCC
"DOVE takes off quietly and reveals excellent vocal beauty." — RPM Weekly
"Highly and likely a smash." — Ritchie York — Billboard

FLY, LITTLE WHITE DOVE, FLY
(PD 2-15016)

Polydor Records. Cassettes and 8-track Cartridges are distributed in the U.S.A. by Polydor Incorporated and in Canada by Polydor Canada Ltd.
London VP's: Goldfarb, Maguire & Stricker

NEW YORK—Herb Goldfarb, Walt Maguire and John Stricker have been named vice presidents of London Records, according to D. H. Toller-Bend, president of the company. The new appointments are of particular significance since the company has had no vice presidents on its executive team for nearly 10 years.

These key moves have been made after it was announced that the largest calendar year of sales in its history will be realized for the Independent Phonograph Company affiliated artists have accounted for 10 gold records.

The appointments, specifically, are as follows: Goldfarb as vice president, sales and marketing; Maguire as vice president, pop A & R; and Stricker as vice president, finance.

Both Maguire and Goldfarb are just now completing 20 years of service for London Records. Stricker joined the London staff as treasurer in 1962.

Maguire, a native of Germantown in Philadelphia, began his music business career as promotion manager for London Records, the Warner Brothers subsidiary in New York City, in 1950, and eventually became a member of the band the Krayons, which was distributed by the company.

In 1950, Maguire moved to New York City to set up sales offices for London Records, which was being distributed by the Krayons. He was also called his own major sport show on WPIL-TV in Philadelphia.

In 1969, Maguire became the New York branch manager for London Records, a position he has held ever since.

Goldfarb, a native of New York City, began his career in 1941 as a sales manager for the Decca Records branch in Boston, actually during the time he was also attending Boston University.

Goldfarb learned the business "from the ground up," performing all the parts jobs at Decca Records before becoming a New England area salesman, traveling all of six states, before moving to New York for the London Records charter distributors when the company was formed in 1950.

He left his post as sales manager at Mutual Distributors to accept a position with the London Records branch in New York, where he began his career as branch manager. He then moved over to Warner Bros. Records, which at the time was the Krayons, and was promoted to head the Warner Brothers Sales Department.

In 1969, Goldfarb was named president of Warner Bros. Records, and in 1970, he was appointed to the position of executive vice president of the company.

Both Goldfarb and Maguire are still active in the music industry, and have been involved in the music business for over 30 years.

Ready Hill's LP On Atlantic

LOS ANGELES—Atlantic Records has signed a contract with Joe Hill, a singer-guitarist who is presently filling in with Carpenters, to record an album of original material and will be released on the Atlantic label.

The album is being produced by Paul Rothchild, who is currently working on the current LP for the Doors. Joining Hill on the set are drummer John Barbata, who has been with the band since 1967, bassist Chris Eubridge, and keyboardist Spooner Oldham. Making guest appearances throughout the album are some of the band's regulars, including guitarist Steve Cropper, John Booker T. Johnson, and Jerry Clayton.

The music is reported to have a "Light Star-like sound, much like Otis Redding's." The LP is scheduled for early February release.

Classics IV Record Solo Album For UA

GEORGIA—Buddy Blue, president of BBC Productions, has announced the signing of the members of the Liberty recording group Dennis Yost and the Librarians to a recording contract with their own with United Artists Records. The yet unnamed group contract will be handled by John Branca, head of the record company.

The group's first LP, "The Best of the bbc Productions," was released earlier this year and sold over 100,000 copies.

The group's second LP, "The Best of the bbc Productions," was released earlier this year and sold over 100,000 copies.

Finns Exit GRT

SUNNYVALE, CALIF. — Larry Finn, publisher of the GRT Sun and sales promotion/marketing manager of GRT Music Tapes, has joined the company last March after serving as merchandising manager with E. K. Korvette. A new version of the company's roman white marble sun and the lighting of the company's roman white marble sun will be reached at (408) 245-1561.

Court Denies Injunction Re: 'Diana' TV'er

NEW YORK—Motown Productions has asked a judge to delay a week in Winter's/Rosen Productions attempt to prevent airing of Motown material. The new producing Diana Ross, when Judge Jerry Pacht, chief justice of the New York Supreme Court, Department 65, denied Winter's/Rosen's motion for an injunction which was granted by the Supreme Court on December 5, from being released and distributed.

In denying the injunction, Judge Pacht said that Motown Productions had not presented a strong enough case to justify the injunction. The new producing Diana Ross, when Judge Jerry Pacht, chief justice of the New York Supreme Court, Department 65, denied Winter's/Rosen's motion for an injunction which was granted by the Supreme Court on December 5, from being released and distributed.

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Cotillion Readies Bow Into Gospel

NEW YORK—Cotillion Records has signed its first jazz bandleader, the late Al Bradford, to a long-term, exclusive recording contract. The company will release a new Gospel LP series on Cotillion.

The series will bow the latter part of this year, featuring Al Bradford, an album titled "Heavenly Stars," which features some of the strongest Gospel performers from 18 Cotillion rosters, a new album by Myrna Summers and the Inter- denominational Singers, and several key catalog LPs (formerly on the Atlantic label).

Henry Allen, vp of promotion, stated that, "The emphasis with the new albums will be on strong Gospel recordings and realistic methods of promotion. We are also negotiating some new signings that could make ours one of the strongest Gospel labels in the business. We signed Prof. Al Bradford first because all of us at Atlantic have admired his work for years, and because he is the kind of superior talent we can't identify with the new Gospel line."

The "Heavenly Stars" album features Areta Scott, Rufus Metcalf, the Rev. Frank Semple, Solomon Burke, Roberta Flack, The Singing Children of God, The Omega Quartet, Myrna Summers and The Inter-denominational Singers, and Marion Williams and The Williams Singers. The Interdenominational Singers' LP is to be released in August, with Al Bradford, Myrna Summers and the Singers' last album, "God Gave Me A Song," turned out to the label in April.

The catalag items scheduled to be repackaged include: "The 50th Anniversary of Tenth Street Church of God In Christ Choir, Gloria Griffin, and The Harmonizing Quartet" of Atlantic.

Cotillion, with the debut release of the new series, is set to go on an extensive all-around advertising, promotional and publicity campaign.

May Singh Breen Dies; 'Ukelele Lady

ASBURY PARK, N.J.—May Singh Breen DeRose, known as the "Ukelele Lady in a radio career with her husband, the late composer Peter DeRose, died on Sat., Dec. 19, at the Jersey Shore Medical Center. She had been a resident of Asbury Park since 1948. She left the good deal of her time to perpetuating the music of her late husband, the famous music publishing firm of Peter DeRose Memor- ial Week" tributes. He had written such songs as "Daybreak in Purple" and "When Your Hair Has Turned Grey." He also held various positions for the company's family of labels.

Brokaw To Key RCA 'In House' Ad Post

NEW YORK—Kurt Brokaw has been named manager of creative advertising at RCA Records. Bill Lucas, director of creative service for RCA Records, has appointed Brokaw to "a significant" step in RCA Records' advertising program by giving him an "in-house" advertising creative unit.

"Brokaw and the staff under him (which includes Paul Fishbein, Karen Bartz, Micheal Mansfield, and David Kaufman) will handle creative, media purchase, and execute all advertising and promotion materials under our own roof," Lucas stated.

At the same time, Lucas announced that Arty Lehman, whose title has been changed to manager of product art and photography, will continue to be responsible for all album graphics and photography for the company.

Brokaw comes to RCA Records from Grey Advertising, the company's creative supervisor for Van Heusen, Bostonian, Metro-Goldwyn-Mayer Pictures, and various TV and radio commercials.

Both companies are affiliates of the Cowen Organization; Cowen is former A & R director of MGN's Verve Forecast Division.

Fantasy Names Lane Creative Director

LUTHERWOOD—Tong Lane former art director at Columbia Records and Holiday Magazine, will join Fantasy Records as the label's new creative director in charge of albums and advertising, it was announced today by the company's president, Max Glazer.

In addition to his experiences with Columbia Records, Lane has also served as consultant art director for Rolling Stone and as art director of the Rolling Stone book publishing branch, in charge of the art department. He now lives in New York and also was assistant art director of Harper's Bazaar.

Fantasy HQ

New York City.

The company contains three recording studios and control rooms with editing equipment for 8 and 16 track mastering and editing equipment, three rehearsal rooms, three recording chambers. The largest studio can accommodate up to 80 musicians. The vocal hall recording two of the recording studios has its own sound entrance as a convenience to its artists. Zaentz said the building backs up to the side of the street, and "the importance of pop music and in the San Francisco Bay Area as a major talent center." The new facility will house Fantas" music production, as well as subsidiaries—Galaxy Records, Debut Records, Fantasy Records, Sonny Bono's Imperial Records, and Delta R. and E. Publishing Company.

The company is 21 years-old and has an office in the Belvedere Building in the Bay Area. It records Creedence Clearwater Revival, as well as other artists. It also has a new line of records and a new artist, "Chevrolet," which includes Lemonade, Bruce Swire and Ted Tipton. It also had a large catalog of jazz, blues, rhythm and blues records, and a line of self-titled albums that includes Lenny Bruce, Bruce Swire and Ted Tipton. The company's Lp's and singles are sold at 50 cents each in addition to the U. S. and Canada.

Heart Attack Fells Manager Al Wilde

NEW YORK—Al Wilde, personal manager for Leslie Uggams, died of a heart attack at his home (22) at the age of 55. As a press rep, Wilde handled at one time Robert Merrill and Ella Fitzgerald. Wilde, who lived in New York, is survived by three sisters.

Seasonal Meet: Mike Curb, Southern Sass, USSR; Harold Berkman, discuss the music scene situation at the Chevrolet party this Saturday at the New York. The Mike Curb Congre- gation as well as MCM's new foreign import Heintzke were seen on the Chevy Show for "The Changing Scene" on the ABC-TV network.

21 BMI Songs Log 1 Mil Perf.

Kline Greenberg's Executive Asst.

NEW YORK—Jerry Greenberg, vice president and senior executive, has announced the appointment of William Kline as executive assistant.

Kline, formerly national pop promo manager for Cotillion Records, has been with the company since 1968. Before coming to the New York office of the company, he was involved in Atlantic Regional promotion man, based in Miami. Kline will be working close- ly with Greenberg in the development of promotion projects on Atlantic and Atco.

Succeeding Kline as head of Cotillion promotion is John Fehrenbacher, formerly regional pop promo man in the New Yorkuate, and will work closely with Atlantic for the last 18 months.

Wright To Col Promo

NEW YORK—Jay Wright has been promoted to the position of assistant director of promotion for Epic and Columbia Custom Labels, according to an announcement by head of national promotion of the company.

In his new capacity, Mr. Wright will assist Kaigan in directing the promotional activities of the field force in all matters pertaining to Epic and Columbia Custom Product. He will also be working closely with the trade publications and radio stations of all formats.

Wright left his post as account executive for Columbia Records for his new responsibilities. He is a graduate of Illinois State University and has a musical background which includes singing, writing, and producing.

Cash Box — January 2, 1971
Buffalo Springfield
The Byrds
Cream
Hearts And Flowers
Led Zeppelin
Lovin' Spoonful
Steve Miller Band
Don Scardino
are all on
The Original
Motion Picture
Sound Track of
"Homer"

(Cotillion)
SD 8037
**Coming on Cotillion**

**McDonald & Giles**

**January 1971**

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**New Additions on VITAL STATISTICS**

**#79**

**SOLUTION FOR POLLUTION (1:25)**

Clay, Wright Watts 10th St. Band

Writer: Clay, Wright

PROD: Clay, Wright

FLIP: High As Apple Pie

**#80**

**MAN DOWN (3:45)**

Kirby-Reeves 1978

Writer: Kirby, Reeves

PROD: Kirby, Reeves

FLIP: Love

**#81**

**YOU JUST CAN'T WIN (2:37)**

Chafield-Mercury 7143

Writer: Chafield

PROD: Chafield

FLIP: Nothing

**#82**

**AMOS MOSES (2:19)**

Jerry Lee 5000

Writer: Jerry Lee

PROD: Jerry Lee

FLIP: The Preacher

**#83**

**WANT BACK HOME (2:40)**

Jazz Crusaders-Chico 8111

Writer: Chico

PROD: Chico

FLIP: Nothing

**#84**

**EVERYTHING IS GOING TO BE ALRIGHT (3:14)**

Texas & Van Winkle-Westbound 171

Writer: Texas, Van Winkle

PROD: Texas, Van Winkle

FLIP: Something

**#85**

**FREEOM (3:37)**

Isley Bros.-T.Negro 937

Writer: Isley

PROD: Isley

FLIP: Nothing

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**Cash Box — January 2, 1971**

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“What the Beatles did for hard rock and what Jimi Hendrix did for acid-rock ought to be repeated again: IF has the potential to do it for progressive rock.”

FUSION
11/27/70

A NEW ALBUM FROM ENGLAND'S PROGRESSIVE ROCK GIANTS
NEW YORK—SHORT TAKES...
SHORT TAKES—Livingston Taylor has been added to the Dave Mason/Cass Elliot program scheduled for the Jan. 22-23 weekend at the Fillmore East. A note from the Fillmore advises us there will be no light show those nights. Comedy fans, take heart, Ace Trucking Company is returning to the U.S. in early Jan. prior to embarking on a whole new schedule of concert and club engagements.
Tamiko Jones will be making her New York comeback after a two year siege with polio, when she appears at the Rainbow Grill Jan. 4-23.
Brian Ahern, who produced "Snowbird," is set to produce Anne Murray's second album. She should be in the studio shortly. Douglas Corporation, multi-media mother of Douglas Records, has opened its first film, a full-color feature length job entitled "El Topo" at New York's Elgin Theatre. Douglas Records will release the soundtrack early next year, along with another feature made from sequences of 44 Laurel & Hardy films. (Stay tuned for further instructions). Though Christmas has passed, the Friends of Phoenix would still welcome contributions from music industries to support its Christmas gift campaign. Money received will go to residents of Phoenix House and can be sent to 2248 Broadway, NYC, 10024. A worthy cause all year round.
The Temptations have kicked off the winter schedule at the Deauville Hotel in Miami Beach and will appear there through New Years. Hines Hines & Dad with Aliza Kashi will be there Feb. 12-20, to be followed by Sammy Davis from Feb. 26-Mar. 14. Pianist Wayne Sanders back at John Whyte's Blue Whale in NYC... New Year's Eve show at the Village Gate will feature Miles Davis as well as the group, Dreams. Meanwhile at the Top Of The Gate right upstairs the Junior Mance Quartet and the Children Of God will be holding forth.
Bengio Mendes & Brasil 66 will perform at Lincoln Center Jan. 18-23. Poppy's Townes Van Zandt to appear at St. Lawrence University, Canton, N.Y. Jan. 18-23. Dick Gregory lectures at Indiana Univ. in Bloomington, Jan. 11.
Savoy Brown, the Grease Band and Small Faces will appear at the Fillmore East Feb. 16 and 17. Eloise Laws is at the Rainbow Grill through Jan. 2.
The Toys For Tots campaign thanks the following for their contributions: Tess Tortosa, Millie Tortosa, Julie Vario, Barry Fidel, Mickey Wallach, Columbia Records, Bell Records, White Whale Records, Bill Mulhurn, Kenny Kerner, Mark Hodes, Linda Schoenfeld and Motown Records.

HOLLYWOOD—ENTERTAINMENT—FOR MEN.

As Jimmy Durante constantly reminds, everybody wants to get into the act. About six years ago we began our "west coast girl of the week" segment in this column. We won't go into a complete history of the brain storm or the reasons behind it. Except to say we figured it might help our circulation. And the magazine's.
Our first west coast gal was a model/billboard gal on Hollywood Palace who was trying to break into films. We're told she finally did. Her name was Raquel Welch.
Another was a dancer and part time songwriter who played us a few things she had written months before signing with a record label. One of the songs was titled "Ode to Billy Joe."
On occasion we've even had "West coast guys of the week," though few were very attractive as Welch or Gentry. Bob Levinson and Tony Richland, maybe. But not many others.
Now, we're told, there's to be a "Playboy of the Month" in the record trade. The idea was dreamed up by Petagram Records partner Bobby Applegate who has put his talented actress-artist wife Nancy Puddy to work caricaturing the staff at Pentagram. It is being inserted into a newsletter going out to jocks, distributors and manufacturers.
In promoting the firm this way, Applegate feels he can humanize the company and create interest in what it's up to. Once the plattery execs have been cancelled, Nancy will go to work on DJ's and distributors. Others partnered at Pentagram are Al Schmitt and Steve Douglas. Applegate is currently functioning as g.m., v.p. and exec producer for the firm.

WHERE ARE THEY NOW—Last March, Joe Cocker assembled the largest rock group ever to hit the American stage. With the help of Dee Anthony of Bandana Management, and Shelter Records' Leon Russell, a group known as Mad Dogs & Englishmen emerged. The entourage of 36 included musicians, soundmen, secretaries, road managers, managers, wives, lovers and other strangers, children and animals.

With financial backing from A&M Records, the tour was filmed. It started in Detroit, and wound up in California. Soon, a feature depicting the travels and travails of those memorable 57 days will be released.
Meanwhile, what of those daring, diehard, dirty dozen?
Cocker is cutting an album at Muscle Shoals, under producer Donny Cordell. Russell, who with Cordell produced the "Mad Dogs & Englishmen," is producing product for his own Shelter Records, including material for Capt. Mac Donald and Claudia Linnear, both of whom toiled with the traveling sideshow.
Rita Coolidge is with Roxy, making a big name on the concert circuit. Carl Radle, Jim Gordon and Bobby Whitlock joined Eric Clapton's Derek & The Dominos. Chris Stainton and Chuck Blackwell are doing sessions with Cocker, and Cordell is back at Shelter. Ron Moore is producing Atlantic's plummy label, with Buzz Clifford, and Nicole Barclay is with Reprise's all-girl group, Fanny.
The others are scattered with the musical winds, and there will never be a reunion. But at least, there is a feature film to mark the journey of one of the greatest rock odysseys in modern day history.
Joe Cocker
Bobby Applegate, Al Schmitt
Mad Dogs And Englishmen
1970 DECEMBER 25 FRIDAY
Capitol Is Happy To Announce That Christmas Has Been Extended.

December was dynamite. Now, what about the New Year? You can hang on to the Christmas spirit with the help of our year-round comprehensive multi-media marketing campaign. We'll reach 31 MILLION record buyers each week. 120 MILLION mind-boggling impressions each month. Like this . . .

Newspapers. Full-page ads in Sunday papers each week, heralding new and top-selling albums . . . reaching 6 million people in major retail markets.

AM Radio. Saturation spots on 36 top stations in the 24 major markets . . . trumpeted to 23 million pairs of tuned-in ears.

FM Radio. Top progressive rock stations in 20 key markets, carressing the sensibilities of 3 million hard listeners.

Underground. A continuing ad program in 40 major alternative papers, ingested by a leadership community of 885,000.

Human Contact. Unrelenting media harassment by our 19 Album Marketing Specialists.

The spirit of Christmas . . . all year long . . . on the air, in print, on record and tape.
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. Percentage figures on right include total from left plus the percentage title received in prior week or weeks.

<table>
<thead>
<tr>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
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<tbody>
<tr>
<td>Dead &amp; Gone</td>
<td>McGuiness Flint</td>
<td>Capitol</td>
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<td>One Bad Apple</td>
<td>Osmonds</td>
<td>MGM</td>
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<td>Watching Scotty Grow</td>
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<td>U.A.</td>
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<td>Remember Me</td>
<td>Diana Ross</td>
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<td>Really Don’t Want To Know</td>
<td>Elvis Presley</td>
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<td>Let Your Love Go</td>
<td>Bread</td>
<td>Elektra</td>
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<td>(LP) Pendulum</td>
<td>Creedence Clearwater Revival</td>
<td>Fantasy</td>
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<td>Somebody’s Watching You</td>
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<td>Groove Me</td>
<td>King Floyd</td>
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<tr>
<td>Temptation Eyes</td>
<td>Grass Roots</td>
<td>Dunhill</td>
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</table>

STATION BREAKS:

Brian Byrne has been appointed sales service supervisor for WJYE-TV, Cleveland. New director of sales promotion at WMCA-New York is Gail Thomas, who formerly held posts at WHN-New York and at Metro Sales.

Jerry Morgan has moved into the 9 p.m. to midnight slot at WBKO-Boston. J. J. Jackson joins ABC-FM network as their middle of the day personality. He was previously with WBCN-Boston.

Milton Ledet promoted to president and general mgr. of WRET-TV, Charlotte. Other appointments in the stations, reporting which artists, reporting which were added this week, include Ian Wheeler as v.p. and station mgr.; George Winlow, Jr. as v.p. and general sales mgr.

Howard Fisher upped from account exec. post to that of station mgr. at KPRQ-Riverside, Calif. He replaces Dave Taylor who has resigned as Jeff Starr back in Worcester, Mass. as manager of WAAB.

Robert Mace elected v.p. of Acro Broadcasting. New voice at WLIW-Cincinnati is Bob Martin, formerly of WLIW-Houston, who has taken over the 7 p.m. to midnight slot. Matt Filla has joined WLIW-Dayton’s sales staff as an account exec. named Bob Krauser to WIOD-Miami new director replacing Fred Drake, who returned to WPAL-Miami... Theodore Jones promoted to chief executive officer of Atlas Communications, Inc.

Steve York To WCLF; To Host All-Nighter

CHICAGO — Steve York, longtime New York and Los Angeles airtime personality, has joined the staff of WCLF-Chicago. In his new post, he will host the all-night show, Tuesday through Sundays.

York comes to the Chicago station following a year at WCBS-FM, New York, where he was in the 10 p.m. to 2 a.m. slot. He has also been on the air at WOR-FM, New York for more than two years, as well as KJZ-Los Angeles and at WMCA-New York, where he was also production director.

A published poet and comedy writer, York has also written material for the Smothers Brothers.

IT'S AN HONOR—Loretta Lynn, appearing on the David Frost Show, presented the host with an honorary membership in the Country Music Association. The Decca artist was making her second appearance on the Frost program. Presentation was arranged by Dick Broderick, v.p. of RCA Records International Division, who was recently named chairman of the board of the CMA.

LP In The Making

Aired on KMET-FM

LOS ANGELES — KMET-FM has begun a nightly series tracing the recording techniques used in the production of a contemporary record. The show, broadcast on the B. Mitchell Reed timeslot, traces the steps in production and recording of a new album by Spencer Davis and Peter Jamison, recently signed to the Medartis label. Jay Senter, who is currently producing the album, has been giving KMET tapes of each recording session as it progresses, starting with a basic instrumental guitar track, progressing through the overdubbing process and additions of other instrumentation onto the tracks. Reid explains the process and terminology as each tracked is aired.

The concept, believed to be a radio first, was devised by Senter and KMET general manager Bob Kruser. Initial audience response has prompted other Metromedia stations.

NEW SEEKER POWER—Elektra artists, the New Seekers, taped their second Andy Williams Show and are seen here with the host. Show will be aired nationwide on January 9. The group, whose latest single is "Beautiful People," also guested recently on the Ed Sullivan TV' rerun. Their first LP is due in February.
Pop Picks

SALISBURY—Uriah Heep—Mercury SR 61319
Second release from Uriah Heep (dem little Dickens) finds them smart dab in the middle of mainstream progressive hard rock. They come from the genre of Black Sabbath and Deep Purple who all thrive, very well thank you, on tight controlled ‘heavy’ sounds from both electric guitar and organ. In those categories Uriah has Mick Box and Ken Hensley respectively and they’re both excellent. Takes are all group of Heep-penned and all interesting. Most of side two is devoted to the extended title track which employs brass and has arrangements by John Fiddy. Particularly compelling are the slower, less ‘heavy’ tracks, like ‘The Park’.

Newcomer Picks

MCGUINNESS FLINT—Capitol—SMAS 625
First off, there’s more to McGuinness Flint than dat ole man Hype would have us believe. While “When I’m Dead And Gone” is both fascinating good music and instantly commercial, Flint is far from the preprogrammed teenybopper crowd. They’re in the vanguard of the ‘British Highlands Rock’ brigade that includes Brisins Schwarz, Bronco, and Cochoo. It’s a delight to listen to. The ip is varied. Besides the single there’s ‘Brother Psycho’, ‘Dream Daring Dream’, “Lazy Sunday Morning,” and “International.” 1971 has its first new hit group.

I THINK, THEREFORE I AM—R. Dean Taylor—Rare Earth RS 522
Those of us who knew of R. Dean Taylor from the days of “Gotta See Jane” (a super-smash in Britain, but a miss here), eagerly anticipated his first album after his first single blockbuster of “Indiana Wants Me.” Yet after the two songs just mentioned, “Woman of the Month” and “Love Your Mother” there’s nothing really outstanding in the set. It’s very competent top forty material. “Gotta See Jane” is such a brilliant record that it’s hard to believe that Taylor would settle for this rather unpectacular debut. Still it’s instantly commercial and chock full of good radio cuts. Could be Motown has found its own Neil Diamond.

Pop Best Bets

SIEYPHUS—Cold Blood—San Francisco—SD 205
This is the second album release for Lydia Pense and Cold Blood, and it’s getting better all the time. Lydia has a powerful voice and is capable of performing driving rock songs and soulful blues tunes with great ease, as the band takes off in many directions with their own brand of original material. Side one of LP seems to be greatly influenced by Santana, whose concerts player lends a hand on two of the tracks. Highlighting the album are “Shop Talk,” “Funky On My Back,” and “I Can’t Stay.”

ROAD—The Winter Consort—A&M SP 4279
For a long time, musicians have been saying that they don’t like to put labels on their music. If you’ve been wondering why, listen to this album. It’s good music, and that’s all! The six men who comprise the Winter Consort are all brilliant musicians and talented songwriters. They don’t need labels, they need audience. The Winter Consort makes use of cellos, oboes, and classical guitars, and uses them to every possible advantage. Album contains eight all unforgettable cuts.

BACHARACH BAROQUE—The Renaissance—Ramwood RLP 004
Here’s package of eleven Burt Bacharach/Hal David compositions given unusual readings by the Renaissance. Everyone has seen “Butch Cassidy & The Sundance Kid,” for which Burt did the score will be familiar with the arrangements here. The group have done it in the same way as a couple of the tunes in the film, notably the chase sequences in Bolivia. It’s an excellent MOR album. Best cuts include “The Look Of Love,” “Walk On By,” and “I Say A Little Prayer.” Nicely done.

CashBox LOOKING AHEAD

1 CHERL MOANA MARIE (RCA/ASCAP) John Howle (Kapp 2102)
2 JODY’S GONE & Got YOUR GIRL Johnny Taylor (Stax 0085)
3 MUST BE LOVE COMING DOWN Major Lance (Curtom 1958)
4 LADY DAY BTOCAR (ASCAP) Frank Sinatra (Reprise 0970)
5 THERE IT GOES AGAIN Barbara and Livingston (Decca 3001)
6 THE SHAPE I’M IN (Cagan ASCAP) Frank Sinatra (Reprise 2570)
7 YOU’RE A BIG GIRL NOW (Bert Rocker ASCAP) Frank Sinatra (Reprise 2381)
8 NOW THAT I HAVE FOUND YOU (Artis Fields BMI) Guys and Dolls (Reprise 0291)
9 HANG IN THERE BABY (Mrs Betty BMI) Ruben McGhall (Sted 730)
10 WHEN THERE’S NO LOVE LEFT (Yellow Dog ASCAP) New Seekers (United 6171)
11 I WAS A BOY WHEN YOU NEEDED A MAN (Blackwood BMI) Michael Atten (MGM 14581)
12 COAL MINER’S DAUGHTER (Sunfire BMI) Loretta Lynn (Dacia 32749)
13 CAN’T YOU (Web 70 BMI) Paul Davis (Bang 581)
14 WHERE ARE WE GOING Bobby Bloom (Roulette 79591)
15 BEIN’ GREEN (Acme ASCAP) Frank Sinatra (Reprise 0981)

Cash Box — January 2, 1971

Pop Picks

Wright, 103rd To Management 3

HOLLYWOOD—Shelly Berger of Management III has signed Warner Brothers recording artists Charley Wright and the Watta 103rd Street Rhythm Band to an exclusive management contract with the company. Management III represents other such artists as Tom Paxton, John Denver, Hodge and Donna, Jane Morgan and Jack Paar.

WHILE A CLUSTER OF NIGHT JARS SANG SOME SONGS OUT OF TUNE, Uni Records held a press conference at Universal Studios for their holding superstars Elvin John which brought out several hundred members of the fourth estate, in addition to a raft of MCA Records execs. Standing from 1 to 10: Norman Winter director of press relations, Dick Brouchwick international sales veep, Jack Loetz exec v.p. of MCA distributing, Mike Maitland, president of MCA Records, Rick Frio Uni’s national sales manager, Rus Ragan, Uni VP, general manager, Pat Fricco Uni’s national promo director. Sitting: lyricist extraordinare Bernie (‘Moorcock’) Taupin, Elton John, bassist Dee Murray, and drummer Nigel (‘Gryph’) Osam. The confab was held between tapings of Elton’s appearance with Andy Williams at nearby NBC-TV Studios, and attracted undergraduate, college and high school journalists from all over Southern Cal.
why so happy?

the show business world is waiting for him at:

MIDEM
THE ONLY WORLDWIDE MARKET FOR THE POP MUSIC INDUSTRY
CANNES - PALAIS DES FESTIVALS ET DES CONGRÈS
17/22 JANUARY 1971

Meet at the Midem
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<th>No.</th>
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<th>Label</th>
<th>Year</th>
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<td>EVERYTHING IS EVERYTHING</td>
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<td>32</td>
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<td>1966</td>
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<td>33</td>
<td>BLOWS AGAINST THE EMPIRE</td>
<td>PABLO KANTER</td>
<td>RCA LSP 4448</td>
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<td>34</td>
<td>THE FORBIDDEN TIMES</td>
<td>RAY PRICE</td>
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<td>1960</td>
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<tr>
<td>35</td>
<td>NEIL DIAMOND GOLD</td>
<td>(UNO 70204)</td>
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<td>1970</td>
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<tr>
<td>36</td>
<td>YOUR YA-YA'S OUT</td>
<td>CURTIS MAYFIELD</td>
<td>Curtom CBS 8005</td>
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<td>DIANNE WARWICK</td>
<td>Scepter</td>
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<td>38</td>
<td>WITH LOVE, BOBBY</td>
<td>BISHOP SHERMAN (Metromedia</td>
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<td>I (WHO HAVE POWER) AND THE MONEYGROWTH, PART ONE</td>
<td>THE KINKS</td>
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<td>41</td>
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<td>JOHN BARLEY CORN MUST DIE</td>
<td>SAVIO BROWN (Parrot PAS 1042)</td>
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<td>NOW I'M A WOMAN</td>
<td>NANCY WILSON</td>
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<td>(BCH 2000)</td>
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<td>57</td>
<td>DEJA VU</td>
<td>(BCH 2000)</td>
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<td>THE SESAME STREET BOOK &amp; RECORD</td>
<td>ORIGINAL</td>
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<td>Harvest</td>
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<td>JOHN B tast</td>
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<td>CHRISTMAS AND THE BEATS OF SWEAT</td>
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<td>METRE HAGGARD</td>
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<td>85</td>
<td>ALARM CLOCK</td>
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<td>HENDRIX BAND GYPYS</td>
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<td>KILN HOUSE</td>
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<td>90</td>
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<td>SMOKEY ROBINSON &amp; THE MIRACLES</td>
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<td>FREE</td>
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<td>93</td>
<td>FIRE AND WATER</td>
<td>(Bell 6056)</td>
<td>1970</td>
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Basic Album Inventory

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

TRANSCONTINENTAL

Richie Havens
Stonehenge
SFS 6001

Jimmy Smith
Groove Drops
V6 8794

Wes Montgomery
Best Of Wes Montgomery
V6 8774

Tim Hardin
Best Of Tim Hardin
FTS 3078

Wes Montgomery
Eulogy
V6 8795

Monty Alexander
This Is Monty Alexander
V6 8790

Stan Getz
Didn't We
V6 8780

Wes Montgomery
Best Of Col.11
V6 8757

Astrud Gilbert
Sept. 17, 1969
V6 8793

Jimmy Smith & Wes Montgomery
Dynamic Duo
V6 8788

Righettis, Bros.
Soul & Inspiration
V6 5001

Mothers Of Invention
We're Only In It For The Money
V6 5045

Mothers Of Invention
Best Of
V6 5074

Righettis, Bros.
Greatest Hits
V6 5052

Lightfoot, G/Best Of Gordon Lightfoot
UAS-6754

Bassey, Shirley/Is Really Something
UAS-6765

Ferr & Thee/Tea/Tea/Band
UAS-5500

Bobby Goldsboro/Greatest Hits
UAS-5504

Traffic/Best Of Traffic
UAS-70

Ferrante & Teicher/10th Anniv. Various Artists/36 Mgs. Pic/Theem. V. 3
UAS-72

UA LATINO

Rodriguez,Un Lugar Lejio
L-31044

Alma Caeza/Me Faltas
L-31045

Rafy, Ricardo/Bobby Cruz/El Diferente
L-31054

Quintana, Ismael/Punto Y Arante
L-31065

20TH-CENTURY-FOX

Valley Of The Dolls
Doctor Dolittle
S $ 4196

The Sand Pebbles
Zorba The Greek
S 5101

The Bible
Star
S 5189

Soundtrack
Little Drummer Boy
TFS 3021

Monty Martin Luther
I Have A Dream
TFS 3024

The Montenegro Band
Prime Of Miss Jean Brodie
S 4202

Soundtrack
Hello Dolly
S 5103

Soundtrack
Patton
S 4208

UNITED ARTISTS

Never On Sunday
Doctor Dolittle
UAS-5070

Mondo Cane
S 5105

A Man And A Woman
UAS-5147

Midnight Cowboy
UAS-5196

The Good, The Bad And The Ugly
S 5172

Chitty Chitty Bang Bang
UAS-5188

Butch Cassidy And The Sundance Kid
UAS-6566

Cooper/Our Hero
S 6446

Rosell/Salon Songs
UAS-6451

Jay & The Americans/Greatest Hits
UAS-6453

Lightfoot/Lightfoot
UAS-6457

Rosell/The Italian Album
UAS-6544

Cooper/Spaghetti Sauce, Other De's
UAS-6548

Ferr. & Teicher/Golden Fav's
UAS-6556

Rosell/Salon Songs Vol. 2
UAS-6585

Lightfoot/The Way I Feel
UAS-6587

Goldboro/Money
UAS-6642

Rosell/The Best Of
UAS-6644

Lightfoot/Old She Mention My Name
UAS-6645

Traffic/, Family Life
UAS-6649

Lightfoot/Back Here On Earth
UAS-6651

Bassett, Is My Life
UAS-6672

Traffic/Traffic
UAS-6673

Bassett, Is Nobody Miss Me?
UAS-6675

Lightfoot/Sunday Concert
UAS-6676

Ferrante & Teicher/Midnight Cowboy
UAS-6674

101 BOBBY BROOM
BAR 1020 (6000)

102 MORE GOLDEN GEMS
GR 4125/4126 (6000)

103 BILL WHITFIELD'S GREATEST HITS
FRE 3147/3148 (6000)

104 EVERYBODY KNOWS THIS IS NOWHERE
CR 3020/3021 (4XT 8590)

105 GORILLAS
BTS 801/802 (4XT 8586)

106 SMILES
BTS 672 (4XT 2721)

107 BACK IN MEMPHIS
HIT CS 5643 (79 1340)

108 ELVIS PRESLEY/TELL ME WHY
RS 2029 (4XT 4429)

109 HEARTS & TAMMIE DARLING
Darling (Capitol HS 3049)

110 CLOSE TO YOU
Darling (Capitol HS 3050)

111 SUPER HITS
T.V. Sounds" (Decca VS 300) (JM 5306)

112 THE ARCHIES GREATEST HITS
(Ritchie KES 109)

113 STILL WATER SUNK BRIEFLY
Four Tops (Motown MT 704)

114 BEEFEROSS
Fame Factory (PARS 72064) (M 79 524)

115 IVан VÖGELT
I Want To Be There (A&M 79 525)

116 MILLION TAYLOR
Carnival (SW 33 334) (Atlantic)

117 STEVE MILLER BAND
Rock Festival (Columbia B-1017)

118 IN SESSION
Chamber Of The Board (Retrospective SAKO 7701)

119 DIANA ROSS
Rather Be Rare (Rare Earth RS 514)

120 FUTURE KINGS
Suns Of Jupiter (Mercury KLS 3001)

121 NEW FEELIN'
Joyce Mitchell (A&M SP 4727)

122 STAGE NIGHTMARE
Rolf Harris (Columbia RS 4728)

123 BILLY JOEL
The Stranger/The Stranger (Columbia RS 4729)

124 GAYLE PURCELL
At The Entrance To Castle gayle (Columbia RS 4730)

125 JOHN GAYLE
Rarities (Columbia RS 4731)

126 RICK HENDRICKSON
Maya (Columbia RS 4732)

127 RICK HENDRICKSON
Juniper (Columbia RS 4733)

128 PHYLLIS HYMAN
Spring (Columbia RS 4734)

129 CAREY KEMP
Tears (Columbia RS 4735)

130 LEI LETTE
Transistor (Columbia RS 4736)

131 LET IT BE
Beatles (Apple 4001)

132 THE BEATLES/16TH ALBUM
RAM LP 4167

133 FREE YOUR MIND
Funkadelic (War Round 2021)

134 RYAN'S DAUGHTER
Original Soundtrack (MGM 152 27 24)

135 CHANGING TIMES
Four Tops (Motown 721)

136 WHY CAN'T I TOUCH YOU
Ronce Sylvan (Columbia 30223)

137 STEL MACHINE
James Brown (King KJS 7-1115)

138 GORDON P. LEITCH
1967 (RCA 7-1203)

139 FALSE START
Guns Of The North (ST 9290)

140 HISTORICAL PERFORMANCES RECORDED AT THE MONTEREY INTERNATIONAL POP FESTIVAL
Offs Redding & The Jimi Hendrix Experience (Reprise RS 2025) (BMG 2025)
New Additions To Radio Playlists—

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

### Primary Markets

**WQAM—Miami**
Getta Getta—Run—Amper
Knockout—Dave Edmunds—Mam
One Bad Apple—Dundon Bros.—MGM
PICK: Groove Me—King Floyd—Chimneyville

**WITX—New Orleans**
Pick: If You Were Mine—Ray Charles—ABC
PICK: Love Can Turn To Hate—Honey & Bee—ABC

**WABC—New York**
No New Additions This Week

**WOKY—Milwaukee**
One Gotta Get A Groove—Mendoza, "You Can't Squelch My Funky Groove"

**WQAM—Miami**
Gonna Have Some Fun—Minsky

**NEW**

**Stones**

**W2M—Washington**
Stone End—Barbra Streisand—Columbia
Knocking—Dave Edmunds—Mam
CAUTION: Don't Get Caught In The Middle—Erich Burdon—MGM
Let Your Love Go—Bread & Elektra
Church St. Soul Revival—James & Shondells—Roulette

**WMEX—Boston** (No new additions this week)

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**Minsky, Kirshner Form Film Company**

**NEW YORK** — Howard G. Minsky, producer of "Love Story," and Don Kirshner have formed a picture company, Minsky-Kirshner, Inc. They will start production on their first property, "Gangster," by mid-1971.

**Gangster** is an original screenplay by Thomas Thompson and it will be followed immediately by another original screenplay by novelist Giora Mendoza, "You Show Me Yours, And I'll Show You Mine." Kirshner, chairman of the board of Kirshner Entertainment Corp., recently developed a new worldwide music publishing company with Great Britain's ATV, that includes control of the Beatles' American publishing rights. Minsky is the former head of the film department of William Morris which he left two years ago to produce "Love Story," based upon the best-selling novel by Erich Segal.

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**Interrobang Inks John Wells Group**

**NEW YORK** — Terry Cashman and Tommy West have signed the John Wells Delegation of Washington, D.C. to Interrobang Productions. The four musicians, John Wells, Tom Merhmer, Tom Garber and Ben Mason are native Washingtonians. They recently achieved national prominence on NBC's American Rainbow Series (scoring and playing) and two-time blending folk and rock into a danceable music form of folk rock.

With all four singing lead on various songs, the four are musicians on 10 instruments, as well as writers. They shall be under the personal management of Showcase Management Corp. and Neil Simons and will be published by Blendingwell Music, Inc. Interrobang affiliates. A label deal is in the works.

Cashman and West are also the producers of Maury Muehleisen for Interrobang Productions. An LP is released on Capitol Records.

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**George Jones Stays w/ Musicor**

**NEW YORK** — George Jones long-term exclusive pact with Musicor Records is still in force and does not expire until 1973, label counsel has reported. Announcement is designed to quash rumors of a label change by the country star.

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### Secondary Markets

**WKOY—Raleigh, N.C.**
Watching Scotty Crow—Bobby Goldsboro—U.A.
Let Your Love Go—Bread & Elektra
One Bad Apple—Osmonds—MGM
Somebody's Watching You—Little Sister—Stone Flower

**WDRC—Hartford, Conn.**
Mother—John Lennon—Apple
Dead & Gone—McGuinness Flint—Capitol
If You Could Read My Mind—London Lightfoot—Reprise

**WLS—Chicago**
Games—Redeye—Pentagram
Groove Me—King Floyd—Chimneyville
Your Song—Elton John—Uni
1900 Yesterday—Liz Damon's Orient Express—White Whale

**WJKX—Jacksonville**
Pick: Remember Me—Diana Ross&Motown
1900 Yesterday—Liz Damon—White Whale

**WMAK—Nashville**
PICK: Remember Me—Diana Ross & Motown
PICK: Theme From Love Story—Francis Lai & Orch—Paramount
Groove Me—King Floyd—Chimneyville

**WFLF—Philadelphia**
Games—Redeye—Pentagram
Most Of All—B. J. Thomas

**WJET— Erie, Pa.**
Watching Scotty Crow—Bobby Goldsboro—U.A.
1900 Yesterday—Liz Damon's Express—White Whale
I Hear You Knockin'—Dave Edmunds—Mam
Sweet Mary—Wadhurst Mansion—Sussex

**KIOA—Des Moines, Iowa**
Born To Wander—Rare Earth—R.E.
Somebody's Watching Little Sister—Stone Flower

**WGLD—Grand Rapids, Mich.**
One Bad Apple—Osmonds—MGM
Stoney End—Barbra Streisand—Columbia

**WING—Dayton, Ohio**
I Hear You Knockin'—Dave Edmunds—Mam
Temptation Eyes—Grass Roots—Dunhill

**WGUL—Babylon, N.Y.**
That's The Way—Dundon Bros.—MGM

**WBAL—Baltimore**
Groove Me—King Floyd—Chimneyville

**WFLY—Atlanta**

**WKBW—Buffalo**
Remember Me—Diana Ross & Motown
Games—Redeye—Pentagram
Lone Lonely Days—Bee Gees—Atco
One Bad Apple—Osmonds—MGM

**WLS—Chicago**
Games—Redeye—Pentagram
Groove Me—King Floyd—Chimneyville
Your Song—Elton John—Uni
1900 Yesterday—Liz Damon's Orient Express—White Whale

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Somebody's Watching Little Sister—Stone Flower

**MRK—Nashville**
PICK: Remember Me—Diana Ross & Motown
PICK: Theme From Love Story—Francis Lai & Orch—Paramount
Groove Me—King Floyd—Chimneyville

**WAFM—Atlanta**
Where Are You Going—Bobby Bloom—Roulette
Get Your Love—Bread & Elektra

**WHLQ—Arlon, Ohio**
No New Additions

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**Coming on Cotillion**

**Emerson, Lake & Palmer**

**January 1971**

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**Cash Box — January 2, 1971**
Got this ballad
nobody home

(Danny Harrison

(Dickie Collins

(BoBBY G. RICE

(DARRELL DOSSON

(Mary Ann CRIDER

(MANHATTAN TRANSFER

(BBIN SMATHIRS

(Chuck WOod

(Beth MOORE

(Elton BRITT

(Doc WILLIAMS

(CECIL NULL and ANnette

(GeORGE LEWIS

(CashBox

денгиитурика

 CashBox C & W Singles Reviews

(1) JIM NEBBIT (Chart 1128)

(2) VETCH, Old Nasty Cigarettes (2:10)

(3) RUSS RUSSELL (Chart 1206)

(4) DANNY HARRISON (Decca 7614)

(5) DICKY LEE (RCA)

(6) BOBBY G. RICE (Capitol 10192)

(7) DARRELL DOSSON (Show Land 10192)

(8) MARY ANN CRIDER (TAD 8001)

(9) MANHATTAN TRANSFER (Capitol 2988)

(10) BBIN SMATHIRS (Cantrell 191)

(11) CHUCK WOOD (Ambertone 45 — 104)

(12) BETH MOORE (Capitol 3013)

(13) ELTON BRITT (Carrington 10019)

(14) DOC WILLIAMS (Wheeling 1945)

(15) GEORGE LEWIS (LSI 001)

(16) L. S. A. (Capitol 529)

(17) WILFRED CRIDER (TAD 8001)

(18) HANNAH THERMOS (Cantrell 191)

(19) THE BOTTLE IN THE HAND

Best Bets

Wheel the Heart: Achey Hang Around (2:19) (Blue Crest Music, BMI — D. Frazier) This record is be the best ballad all the all about catchy melody qualities will insure its success in the weeks to come. Flip: "Something To Get You Through The Day" (RCA LSP 4386) ASCAP-B, FMA- F & Thomas"

(1) BRAN-COLLINS (Kansas 455-0012)

(2) JOHNNY WRIGHT (Decca 3277)

(3) BILLIE JOE (RCA)

(4) ELTON BRITT (Carrington 10019)

(5) DOC WILLIAMS (Wheeling 1945)

(6) JIM NEBBIT (Chart 1128)

(7) RUSS RUSSELL (Chart 1206)

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(23) THE BOTTLE IN THE HAND

CashBox Top Country Albums

1 THE JOHNNY CASH SHOW

2 A TRIBUTE TO THE BEST DAMN FIDDLE PLAYER IN THE WORLD

3 THE FIRST LADY

4 FOR THE GOOD TIMES

5 FIFTEEN YEARS AGO

6 #1

7 GLEN CAMPBELL

8 THE FIGHTIN' SIDE OF ME

9 THE BEST OF DOLLY PARTON

10 THE BEST OF GEORGE JONES

11 SKID ROW JOE DOWN IN THE ALLEY

12 SOUTH OF LOVE LIFTED ME

13 ROSE GARDEN

14 LIVE AT THE INTERNATIONAL, LAS VEGAS

15 I NEVER PICKED COTTON

Winners’ Circle

AROUND THE WORLD?—United Artists recording star, Del Reeves, looks overjoyed as he plaus his spring tour of the United Kingdom and continental Europe. Pictured above are (L-R) Scott Turner, head of UA’s Nashville operation, Del Reeves, Pat Boyle, Liberty/UA International dept; and Liberty/UA vice-president, Ron Redaee.

UA Radio Hotline

NASHVILLE — News of Nashville and the world of country music is being reserved free, three times per week, by Liberty/UA, via a telephone "hot line". Service is the brainchild of Bill Colle of United Artists Nashville office, who also acts as commentator, as an ex radio announce. Each Monday, Wednesday, and Fri-day, for twenty-four hours, area code 615, phone number 560-0536 is open, and radio stations throughout the nation are requesting simultaneously by taping the news via the telephone. Service is of five minutes duration and Colle has subsequently become well known all over the country, and is being besieged by requests to tape personal station intros and promos to go hand in hand with the "Inside Nashville" Liberty/UA promotion.

Cash Box — January 2, 1971
"Five Easy Pieces" was almost called "Stand By Your Man"

"Stand By Your Man" was actually one of the original working titles of the current motion picture "Five Easy Pieces." But the song is more than just part of the background music. It's the story of a whole lifestyle, and Tammy Wynette has been singing about that lifestyle and those people since she began to sing.

Richard Schickel of Life magazine said: "If you see nothing else this year you must see 'Five Easy Pieces.'"

Archer Winsten of the New York Post called it "a marvelous picture."

Gail Rock of Women's Wear Daily has hailed it as "one of the best films of 1970."

"Five Easy Pieces" is the original soundtrack from the motion picture. (And also Tammy Wynette's latest album.)

On Epic Records and Tapes
26

CashBox Country Top 65

1. ROSE GARDEN
   Lynn Anderson (Columbia 45255) (Country-BMI)

2. MORNING
   Jim Ed Brown (RCA 9009) (Show Bus-BMI)

3. A GOOD YEAR FOR THE ROSES
   George Jones (Muscian 426) (Country-BMI)

4. COAL MINER'S DAUGHTER
   Loretta Lynn (Decca 32749) (Music-Fire-BMI)

5. THE WONDERS YOU PERFORM
   Emmylou Harris (Capitol 10667) (Jerry Chesnut-BMI)

6. ENDLESSLY
   Jerry James (Capitol 2914) (Vogue-BMI)

7. WAITING FOR A TRAIN
   Jerry Lee Lewis (Sun 1110) (Peer Int'l-BMI)

8. COMMERCIAL AFFECTION
   Mel Tillis & The Statler Brothers (MOM 14170) (Cedarwood-Sagawass-BMI)

9. BED OF ROSES
   The Starter Bros. (Mercury 73141) (House of Cash-BMI)

10. DAY DRINKING
    Dave Dudley & Tom T. Hall (Mercury 73139) (Hooey-BMI)

11. SHE GOES WALKING
    Billy Walker (MOM 14173) (Music-Fire-BMI)

12. DON'T LET THE SUN SET ON YOU (TULSA)
    Waylon Jennings (RCA 9925) (Cark-Barton-BMI)

13. FLESH AND BLOOD
    Johnny Cash (Columbia 45269) (House of Cash-BMI)

14. I CAN'T BE MYSELF/ SIDIWALKS OF CHICAGO
    Hiero Haggard (Capitol UT 451) (Combine-BMI)

15. SOMETHING UNSEEN
    Jack Greene (Decca 32755) (Fire-BMI)

16. ANOTHER LONELY NIGHT
    John Shepard (Capitol 2941) (Crown-BMI)

17. JOSHUA
    Dolly Parton (RCA 9924) (Cheetah-BMI)

18. WHERE HAVE ALL OUR HEROES GONE
    Bill Anderson (Decca 32744) (Station-BMI)

19. WILLY JONES
    J. Porter (Capitol 2990) (Blue Bird-BMI)

20. PADDRE
    Marty Robbins (Columbia 65273) (Stallion-BMI)

21. FOREVER YOURS
    Bette West (RCA 9951) (Bee-BMI)

22. GUESS WHO
    Slim Whitman (United Artists 50731) (Mickel-BMI)

23. DRAG 'EM OFF THE INTERSTATE SOCK IT TO 'EM J. P. B. BLUES
    Dick Curless (Capitol 7492) (Country Sound-ASCAP)

24. MARY'S VINEYARD
    Charlie Ring (Columbia 45248) (Rosebridge-BMI)

25. RAININ' IN MY HEART
    Willie Williams & B Mike Curb Cong. (MOM 14150) (Excitations-BMI)

26. I WOULDN'T LIVE IN NEW YORK CITY
    Bucky Owens & The Backaroos (Capitol 45420) (Blue Bird-BMI)

27. FIFTEEN YEARS AGO
    Conway Twitty (Decca 32742) (Peach-ASCAP)

28. AMOS MOSES
    Jerry Reed (Columbia 45-9904) (Country Sound-ASCAP)

29. LET ME GO (SET ME FREE)
    Johnny Duncan (Columbia 65227) (Ar-BMI)

30. PROMISED LAND
    Freddie Webster (Columbia 45267) (Ar-BMI)

31. COWBOY CONVENTION
    Buddy Alan & Cim Rich (Capitol 2928) (Pear Int'l-BMI)

32. I STAYED TO LONG ENOUGH
    Bette Le Jeune (Capitol) (Al Gallo-BMI)

33. THE TEARS OF LINCOLN'S FACE
    Tommy Cash (Epic 10673) (Al Gallo-BMI)

34. HELP ME MAKE IT THROUGH THE NIGHT
    Sammi Smith (Mega 30193) (Combite-BMI)

35. I CAN'T BELIEVE THAT YOU'VE STOPPED LOVING ME
    Charlie Pride (MCA 4591) (Blue Cross, Hill & Range-BMI)

36. SITTING' BULL
    Charlie Louvin (Capitol 2972) (Guit-Fire-BMI)

37. WHEN HE TOUCHES ME
    Lynn Johnson (MOM K 41468) (Painted Dream-BMI)

38. AFTER CLOSING TIME
    David Houser & Barbara Mandrell (Epic 10556) (Alpine-BMI)

39. SHE WAKES ME WITH A KISS EVERY MORNING
    Nat Shugay (RCA 9909) (Blue Crest-BMI)

40. SWEET CAROLINE
    Anthony Armstrong Jones (Chert 5020) (Stardust-BMI)

41. LISTEN BETTY (I'M SINGING YOUR SONG)
    Dave Dudley (Mercury 73138) (Newkeys-BMI)

42. WHAT ABOUT THE HURT
    Bob Luman (Epic 10667) (Ally & Bill-ASCAP)

43. SOMETHING TO BRAG ABOUT
    Charlie Louvin & Melba Montgomery (Capitol 2915) (Tree Int'l-BMI)

44. I'M ALRIGHT
    Lynn Anderson (Chart 5098) (Station-BMI)

45. MAMA BAKE A PIE (DADDY KILL A CHICKEN)
    George Kent (Mercury 73127) (Newkeys-BMI)

46. COME SUNDOWN
    Bobby Bare (Mercury 73148) (Mark-BMI)

47. IF YOU'RE LOOKING FOR A FOOL
    Tommy Duncan (Net 17357) (Crazy Cajun-BMI)

48. FANCY SATIN PILLOWS
    Wendie Jackson (Columbia 2988) (Hollie Jean-BMI)

49. BIG RIVER
    Johnny Cash (Sun 1121) (Leo-BMI)

50. THE SHERIFF OF BOONE COUNTY
    Karen Price (RCA 9935) (Hardback-BMI)

51. SWEET MISERY
    Ray Nay (Capitol 2999) (Cedarwood-BMI)

52. WISH I WAS HOME INSTED
    Van Turner (Royal American 23) (Mariner-ASCAP)

53. A LITTLE OF ME, A LITTLE OF YOU
    Johnny & June Mabry (Capitol) (Elo-BMI)

54. THE LAST ONE TO TOUCH ME
    Porter Wagoner (RCA 9939) (Hat Trick-BMI)

55. ONE HUNDRED CHILDREN
    Tom T. Hall (Mercury 73140) (Alaska-BMI)

56. LOVING YOU IS SUNSHINE
    Barbara Mandrell (Columbia 45279) (Champion-BMI)

57. THERE GOES MY EVERYTHING
    Elve Perry (RCA 9960) (Blue Crest-BMI)

58. JUDY
    Par Sanders (United Artists 50732) (Evil EPI-BMI)

59. TELL ME AGAIN
    Jeannie Seely (Decca 32757) (Champion-BMI)

60. I WAKE UP IN HEAVEN
    David Rogers (Columbia 45206) (Bing B&BMI)

61. SUSPICIOUS MINDS
    Waylon Jennings & Jess Colter (RCA 9920) (Press-BMI)

62. WASH MY SINS IN THE RIVER
    John Wesley Ryles Jr. (SW 33) (Motel-BMI)

63. WHERE IS MY CASTLE
    Connie Smith (RCA 9192) (Blue Crest-BMI)

64. I'M HOLDING YOUR MEMORY
    Johnny Newman (Decca) (Al Star-BMI)

65. NICE 'N EASY
    Charlie Rich (Epic 10662) (BMI)

Cash Box — January 2, 1971
The leading German music trade journal "Der Musikmarkt" has just published statistics of a recordbreak for 1970, which shows that the greatest interest in the pop field. As usual, this is not easy to find. Perhaps it might be the same in the single, as well as in the LP-hitparades, rock, Underground and most of all progressive music could assert itself. The most prominent group in 1970 was Creedence Clearwater Revival. They scored with 6 singles and 5 LP's in chart the absolute German record. Also successful were Jehovah Tai, Prijid Pink, Free, Led Zeppelin, Ten Years After and many others. To remark is also the sales sumpt: from the single section of German stars as Boy Block, Michael Holm, Peter Maffay and Chris Roberts.


 Especially interesting it is to explore of which authors the 234 hitparade titles are descended from. The result is as follows: a) from 1969 and American authors: 143 titles = 61.11%, (from German authors 60 titles = 25.06%, c) from several foreign authors 22 titles = 9.50%. The music industry was in 1970 quite well, the year titles represented 1970 with 7 or more titles in the top 40, i.e. 1. In tris = 36 titles, 2. Gerry = 32 titles, 3. Melodic der Welt = 22 titles, 4. McArdle = 19 titles, 6. Global = 12 titles, 7. Schindler = 8 titles, 8. Montana = 7 titles, 9. Arends = 7 titles, 10. Stearx = 7 titles.

The successful producer and author Fred Weyrich, who was busy until now exclusive for Philips (Phono- graph Europe and Philips Holland) but who is to release in France and Germany with "El Condor Pasa" the hit of the year. Next week we will bring an annual report about the single-hitparade are: 1. Simon & Garfunkel plans for the spring 1971 a tournees through Europe and will also release in France and Germany with "El Condor Pasa" the hit of the year. Next week we will bring an annual report about the single-hitparade are: The popular hit singer Heino concluded a 10 years contract with his record firm Electra. 

The Phil Specter produced album is to be released as CBS will release the new single with T. Rex doing big business in Great Britain. They will be in Paris on December 22nd for a TV and in February for a concert. CBS Masterwork has signed an exclusive deal with Hendar Miranda manager in the world for "Le Conver Pasa". The contract between CBS and Weyrich was even signed.

The Beach Boys played in Paris last week, but due to very bad preparedness of people, turned out for the show.Furthermore, the group got all their instruments wrong, and had to play with borrowed instruments. A poor show in every way. It is ridiculous to witness failures in France of such big names in the world of pop. The French are not doing job the way it should be done.

Barclay's best sellers: Mireille Mathieu, Maurice Dulac, Marianne Mille and Petula Clark all names. The best L.P.'s: Michael Delpech, Guy Bedos, Sophie Daunder and Loz Ferré... Barclay is heavily publishing.

The Poppys, a young children's group singing a raptuious hit: We Love You. This LP can be sold for 40,000 copies. The title song: "Musical", is releasing a trio's set of Charles Mingus at the Théâtre des Champs Elysee... RCA is releasing a single by the Checkmates from the A&M label. The Phil Specter produced album is to be released soon. CBS will release the new single by T. Rex doing big business in Great Britain. They will be in Paris on December 22nd for a TV and in February for a concert. CBS Masterwork has signed an exclusive deal with Hendar Miranda manager in the world for "Le Conver Pasa". Last week we will bring an annual report about the single-hitparade are: The popular hit singer Heino concluded a 10 years contract with his record firm Electra. Heino is one of the top sellers of his firm and was shortly awarded with the "golden dog" of Electra for more than one million sold singles in one year.

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The Checkmates from the A&M label. The Phil Specter produced album is to be released soon. CBS will release the new single by T. Rex doing big business in Great Britain. They will be in Paris on December 22nd for a TV and in February for a concert. CBS Masterwork has signed an exclusive deal with Hendar Miranda manager in the world for "Le Conver Pasa". The contract between CBS and Weyrich was even signed.

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The Checkmates from the A&M label. The Phil Specter produced album is to be released soon. CBS will release the new single by T. Rex doing big business in Great Britain. They will be in Paris on December 22nd for a TV and in February for a concert. CBS Masterwork has signed an exclusive deal with Hendar Miranda manager in the world for "Le Conver Pasa". The contract between CBS and Weyrich was even signed.

The popular hit singer Heino concluded a 10 years contract with his record firm Electra. Heino is one of the top sellers of his firm and was shortly awarded with the "golden dog" of Electra for more than one million sold singles in one year.
SEGA/Toho To Expand Arcade Program

At the opening last week of a 125-game arcade on Japan's northernmost island of Hokkaido, Toho Film Studio President Tatsuo Matsuoka and SEGA director Noboru Hirohara revealed plans for an expanded program of joint-venture arcades. The projected "family fun centers" will follow the general pattern of SEGA/Toho arcades now located in Japan's major cities.

The newly opened arcade in Sapporo City is divided into 2 large rooms which occupy the 2nd floor of the large Toho Leisure Building. The next "family fun center" scheduled under the new program will be a 70 game operation to open this month in Nagasaki. Others will follow shortly under the speeded-up program.

Hirohara and Operations Division Director John Kunoi carried a congratulatory message to the official opening from SEGA's Ray Lemaire. Inaugural ceremonies were highlighted by the presence of several Toho film stars.

Joe Bunch Dies

NASHVILLE — Joseph H. (Joe) Bunch of 2955 Crestwood Drive in Chattanooga, owner of the Shearer Amusement Company, and a well-known Chattanooga businessman, died Thursday, November 19, at his residence, North manager of the CASH BOX "20 Year Club" in 1956, he was a veteran of World War II, serving in the European and Pacific theatres. His widow, Mildred Bunch, will continue to operate the business in the same manner with the same personnel.

German Music Ops Feted by NOVA; Winners of Rock-Ola Contest Cited

HAMBURG — A grand cocktail party and dinner was hosted recently by Alfred Adickes, owner of NOVA Apparate in Hamburg, Germany, Rock-Ola's giant European distributor, for the winners of the annual ROCK-Ola/NOVA sales contest.

The contest is conducted annually by Adickes among his major German wholesale accounts. This last contest period ran from October 1, 1969 to September 30, 1970. Each of the ten winners was presented with a beautiful gold-plated silver cup inscribed with a recognition of his accomplishments.

In addition to Adickes, those present from NOVA were Mr. Bartruch, Mr. Ruder, the assistant sales manager, and his assistant, Mr. Hase and Mr. Valentin.

The award — a gold-plated inscribed silver cup.

THE WINNERS from left to right: Mr. Mock (Automaten-Mock—ninth prize), Mr. Prünner (third prize), Mr. Kraus of Westav—second prize), A. W. Adickes, Mrs. Irma Schmidt (eighth prize), Mr. Dauen-Automaten—first prize), Mr. Göpfert (Automaten-Göpfert—fourth prize), Mr. Kupper (Ed. Kipper KG—seventh prize), Mr. Ewald Bünder (sixth prize), W. Schmidt (Truhen-Automaten—fifth prize)

EDITORIAL:

The Grass Is Getting Greener

Last Tuesday, the Chase Manhattan Bank announced a reduction in its prime interest rate from 7% down to 6½%. The move was immediately followed by several other large banking concerns and financiers looked to Washington to move down its discount rate.

While this high level move won't immediately filter down to the industry's strata, it is indicative of better times ahead for all. The prime rate reduction mentioned above is actually the third since mid-November, when it sat at an uncomfortable 7½%, and it clearly shows the financial braintrusts are seriously trying to move the economy off the soft shoulder and back on the highway.

Hopefully, the recession will begin relaxing the first quarter of 1971, as many predict. Surely, we're bound to see some light before the pending year is out. But will a return to "normalcy" bring a return of prosperity for all in the music and amusement machine industry? Not unless every trader takes the hint of the big banks and moves in a more positive way.

The segment of the industry most seriously affected by the recession thus far has been the manufacturer-distributor complex. The operator, while suffering a dip here and there in his collection pot, hasn't been badly hurt by a long shot. But never-the-less, many an operator has hedged against a feared drop in collections by cutting back on his machine purchasing, directly creating the soft machine sales mentioned above.

We said "most seriously affected . . . thus far" advisedly, with the accent on thus far. Because, if those operators continue to lay back on upgrading their stops with better earning equipment long enough, the word "earning" will eventually disappear. And as those earnings trickle off, so does the op's buying power. The dawn of a vicious cycle, no?

Therefore, the ticket is to put aside the gloom clouds as 1971 approaches and think not only progressively but courageously. If there are machines you know in your heart you really need, well go out and buy them, and buy them now. The industry, your industry, needs a shot of adrenalin and you the operator have the medicine in your hand. No denying it, every industry has suffered from this tight money thing, but this is our industry, and your business is a vital part of it.

Dealers and factories can move out aggressively themselves. There are numerous ways of merchandising extra equipment sales through promotional programs or just plain sales savy. Dealer salesmen in particular must start drumming and drumming loud. Operators with any sense of business savvy will listen to that drumming.

Toward this end, for what it's worth, may we at Cash Box wish you that happy and especially prosperous New Year.
**EASTERN FLASHES**

It's that time again—New Yorkers "welcomed" winter last Tuesday with clenched fists and a "Here we go again" attitude. The dreary season started off in grand style with a swirling snowstorm, which quickly turned to filthy slush, putting a crimp to anything resembling normal route traffic. Metro area routeemen can count at least one blessing in that their distance between stops is nothing compared to that faced by upstaters and New Englanders. Well, there's nothing to do except grin and bear it and let's hope the cold outside keeps the customers inside the warm watering spots and their coins warming up the industry's hungry cash boxes.

Around town—Ben Chicofsky at the association says the town's operators are really showing that holiday spirit by digging deep for the Cardinal Spellman Servicemen's Club drive. Ben's mailing went out to MONY members couple of weeks back and already checks are coming thru nicely—very nicely. Association proxy Al Denver, who announced the drive at last MONY meeting, had said: "Our members have always contributed generously to this worthy undertaking. Fortunately, there are dedicated men and women who offer their time, efforts and energies for the happiness and good cheer of our boys and girls in the service." Al also info's that about 13,000 servicemen and women visit the Spellman Club in midtown Manhattan each month. Bet there are plenty who found the place a welcome oasis during the bustle, bustling New York holidays.

Winter weather engulfed the eastern states as far south as Northern Florida causing all of the usual service problems. Heard from Rock-Ola distribr Gene Wallace in West Virginia that icy roads kept his service truck trapped in the high country around Granville for 20 hours . . . at the same time, NSM distribr Tommy Greco called to say that for an old-fashioned Christmas picture post card, snowmen and snow just take a trip to his town of Glasso in the hills of New York state . . . and right close by, to fill out this weather report, John Bilotta says: "The warm weather is fine, but when it's Christmas, we all like the snow." he's not alone . . . talked to Mickey Greenman just back from a sales swing through the southeast visiting NSM distribs talking up the new Prestige 160-B and Consul . . . word from New Jersey has it that ARA's Silco music division under guidance of Harry "Jake Box" Goldman has been updating their giant route with new Seeburg's, Rowe AMI's and NSM Prestiges . . . Big dilemma growing on New York City's 10th avenue these days over growing urban renewal program and shrinking of good industry space; more about this in a later issue . . . the word is out about that new and revolutionary photo machine exhibited by International Mutoscope and proxy Larry Galante says he's swappped with requests for equipment. Delivery promised late winter early spring.

**CHICAGO CHATTER**

Here's to 1971—hope it will be a very good year for everyone . . . You might mark the dates March 19-21 on your new calendars. The HAMA Western Convention and Exhibit will be held during this period at the Anaheim (Calif.) Convention Center . . . Something new and very exciting from Chicago Dynamic Industries. 'Mark III', patterned after the fabulous Speedway, is making its debut this week. Got the word from Mort Secore that sample shipments commenced on Tues. (22nd) . . . ICMA's executive director Fred Gain, in his latest newsletter to members, spells out the "value of association membership". He quotes from a recent Small Business Administration survey which revealed that, generally speaking, "trade association members enjoyed more business than non-members." What better incentive for joining! . . . Bally Mfg. Corp.'s Herb Jones notes that factory's biggest items of the day are "See Saw" and "Target Zero". Both are doing extremely well.

Mort Levinson of National Coin Machine Exchange was happy to receive his first shipment of the new Gottlieb 'Snow Derby', which has been very promptly displayed in the showroom—attracting plenty of operator attention, along with the Wurlitzer Zodiac, of course . . . The recent Seebeug Musical Bandshell school hosted by World Wide Distrob was quite a successful event. Session was held in the evening and, from what Howie Freer tells us, a record number of operators and service personnel attended . . . New Member of the sales staff at Empire's Chicago headquarters is Jim Seepence. Welcome aboard . . . By the way, received word from Murph Gordon that the Empire-sponsored Wisconsin-Illinois B-ball pool tournament will bet going right after the first of the year. Distrib's hoping to hold the April playoffs at the Lake Geneva Playboy Club.

Among operators participating in the tournament are Ken Seaver (Central Vending Service), Red Jacomet (Red's Novelties), Lou Alberfonato and John Chris-tian (Northshore Novelties) Wayne Hesch (A&H Entertainers), John Bailey (General Music), Ralph Winquist (Winquist Automatic) and Charles Merkel (Star Music).

'...My Mother-in-law Came Out of Retirement' is the title of the new Eddie and Dutch single on Lashmore Records. You'll recall their success with 'My Wife the Dancer'. Label proxy Eddie Mascari tells us operators are showing a lot of interest in the new side, which was released about a month ago.

The Gottlieb family had quite the blessed event to celebrate recently when Roberta Kaye, Alvin Gottlieb's younger sister, gave birth to her first child, a 7 lb. 4 oz. baby girl named Dana Gabriel. This brings the total number of Gottlieb grandchildren to seven. Our congratulations . . . Gus Tartol of Singer's Stop gave us a list of several singles which are attracting local operator attention: '1900 Yesterday' by Liz Damon's Orient Express on White Whale, 'Geos'—sung by Dean Martin, reprise, 'Feelin' Kinda Sunday' by Nancy and Frank Sinatra on Reprise, 'Bein' Green' by Frank Sinatra on Reprise, 'Sweet Carline' by Bert Kaempfert on Decca, 'Stoney End' by Barbara Streisand on Columbia and 'Toy Piano' by Jerry Smith on Decca.

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MILWAUKEE MENTIONS
Next week at this time it'll be 1971! Happy New Year!... We annual holiday party hosted by Hastings Dist. Co. was held last Tuesday at Burries Supper Club in New Berlin—and a mighty gala affair it was. Employees and their wives enjoyed cocktails, dinner and a trimming. Routemen Roy Grema attended the party, of course, and prepared to head for sunny California to spend the holidays with his children. We were deeply saddened by the news last week of the sudden death of Mel Melchoir (Mel's Coin in Green Bay). He suffered a fatal heart attack last minutes after visiting his wife in the hospital. Mel was a prominent operator in the area for many years and will be missed by his multitude of friends in the coin machine industry. Our condolences to the Melchoir family. . . The Milwaukee Coin Machine Operators Association has scheduled its first meeting of the New Year for January 5. It will be a general membership session, at the Chalet in West Allis. Association secretary "Red" Jacomet is hopeful everyone will be fully recovered from the hectic holiday season to be on hand. . . Clint and Marie Pierce (Pierce Music) extend their holiday greetings from Brodhead, Wisconsin. Both have been quite busy involved in the pre-Christmas rush. Marie says they're kind of looking forward to a couple of days off... Local operators are showing quite a bit of interest in the following new singles, according to John Jankowski of Radio Doctors: "In The Mood" by Ray Anthony (Ranwood), "Theme From Love Story" by Henry Mancini (RCA) and "Flesh And Blood" by Johnny Cash (Columbia).

CALIFORNIA CLIPPINGS
Jimmy Wilkins of Portale Automatic Sales says that this Christmas has been nothing short of sensational with flipper type pinball machines leading the way to big sales for amusement game for the home. Jimmy told us that the home sales have been the best ever. "Snow Derby" is living up to all expectations and they are presently awaiting a shipment of "Flying Circus" which is due to arrive at any moment. This game is where a plane flies through loops. And Jimmy calls it, "another exotic quarter machine" we hear through the grapevine that Rock-Ola will be coming out with something brand new within the next month or two. From what we are told no one knows for sure exactly what it will be, or if they do they're not telling. Another major event over there last week was the celebration of Bob P.'s birthday, 39 you say? Bob Jr. is on vacation and back working at the office. Brother Tom P. is also in town on leave from Fort Ord for the holiday's.

MUSIC NEWS
The Melchers, a well known family of leading operators in the coin machine industry, will be reencountering their friends in the Chicago area this week. The father, Mel, mother, Mary, and brother, Larry are enjoying a well deserved vacation in Sunny California, where they are enjoying the mild weather and the many activities the area has to offer. The Melchers are well respected in the coin machine industry and are known for their hospitality and warm welcome to all who visit their coin machine locations. With their usual warmth and friendliness, they ensure a pleasant and enjoyable experience for anyone visiting their locations. Their dedication and commitment to the coin machine industry is evident in their interactions with customers and operators alike. Overall, the Melchers are a shining example of what it means to be a successful and reputable operator in the coin machine industry. Their dedication to their craft and their community is truly inspiring.
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