Broadcasters Let 'George Do It' (Ed) . . . Hit Show, Gold Cast LP?—It Ain't Necessarily So . . . Atl Set Sales Mark In '70; Vol. Up 30% . . . '71 Is Year Of 'Professional': Schlachter . . . More FBI Bogus Disk, Tape Arrests . . . Talmadge, Ricklin Form Holding Co . . .

STEPHEN STILLS: LIVED AS ONE & WITH
Lesley Duncan
sings an Elton John song, written by Lesley Duncan.

"Love Song" will be appearing on Elton John's forthcoming album. So it's only natural to assume that people will assume Elton wrote it. But "Love Song" was actually written, and originally recorded, by a young British girl named Lesley Duncan.

The fact that Elton John chose to include someone else's song on his new album should tell you a lot about that song. And the fact that Lesley Duncan has plenty more where that came from, should tell you a lot about her future as a recording artist.

INTRODUCING LESLEY DUNCAN,
PERFORMING HER ORIGINAL VERSION OF "LOVE SONG" ON DATE RECORDS
FCC Commissioner Nicholas Johnson wasn't being overly dramatic when he warned broadcasters at the recent Bill Gavin Programming Conference that if the industry preferred to let matters stand in the area of commercials that attempt to put one over on their audiences, the Government might step in. The prophetic, outspoken Commissioner was right. Two Federal regulatory agencies, the Federal Trade Commission (FTC) and Federal Communications Commission (FCC) are on the brink of conducting hearings on broadcast commercials, especially those that inadulate children's shows on Saturday mornings.

The FTC is usually charged with making claims against deceptive commercials, so it isn't quite startling to learn of its endeavors in this area. But, now the FCC itself, said to be under pressure to get on the bandwagon, is moving in. With this campaign on the boards, it now means that radio and TV licenses will be threatened—as Johnson warned—if broadcasters still think that the FTC is merely going to tell advertisers to quit telling kids that such-and-such toy is the marvel it is, or that this cereal, the "empty calorie" kind, will really give them unbounded energy. It is you, the broadcaster, who will be held responsible for deceptive commercials, not only the people who purchased airtime.

Consumer protectionism—one of the truly important developments over the past few years—is, evidently, finally and justly a concern of an agency that should have never passed the buck in the first place. What comes over the airwaves—a media owned by the public—should be of interest to the FCC, for commercials are programming content—and in many instances—whether deceitful or not—they provide greater listener and/or viewing interest than the programming they are designed to support.

Because any intelligent listener and/or viewer knows that advertisers often get away with outright fantasy in their claims to children and adults alike, broadcasters can only blame themselves for overlooking the big lie of commercials. Their own lack of self-control has now led the FCC itself to consider its role here, one in which it let George do what it had full authority to control. Now, the FCC is "George" and broadcasters are the ones who forgot that consumer protectionism extends to radio and TV jingles.
1. **MY SWEET LORD**
   George Harrison-Apple 2995
2. **KNOCK THREE TIMES**
   Townes Van Zandt-Atlantic 326
3. **ONE LESS BELL TO ANSWER**
   Fifth Dimension-Bell 940
4. **BLACK MAGIC WOMAN**
   Santana-Arista 45270
5. **DOES ANYBODY REALLY KNOW WHAT TIME IT IS?**
   Chicago-Columbia 45264
6. **STONED LOVE**
   Supremes-Motown 1172
7. **I THINK I LOVE YOU**
   Partridge Family-Bell 910
8. **IMMIGRANT SONG**
   Led Zeppelin-Atlantic 2777
9. **DOMINO**
   Van Morrison-Warner Bros. 7434
10. **GROOVE ME**
    Kinks-Flynn-Cainaville 455 (Callit-Atlantic) 12
11. **YOUR SONG**
    Elton John-Uni 55285
12. **LONELY DAYS**
    Bee Gee-Apollo 6795
13. **ONE MAN BAND**
    Three Dog Night-Dunhill 4261
14. **IF I WERE YOUR WOMAN**
    Diana Ross & Tape-Motown 1173
15. **PAY TO THE PIPER**
    Chairman Of The Board-Invisits 988 (Capital) 17
16. **FOR THE GOOD TIMES**
    Buck Owens-Columbia 45378
17. **TEARS OF A CLOWN**
    Smokey Robinson & Miracles-Tamla 54199
18. **RIVER DEEP, MOUNTAIN HIGH**
    George & Tamla-Motown 3778
19. **IT'S IMPOSSIBLE**
    Perry Como-RCA 0387
20. **STONEY END**
    Brenda Streisand-Columbia 45236
21. **LOVE THE ONE YOU'RE WITH**
    Stax-Shiva-Atlantic 3778
22. **ROSE GARDEN**
    Lynn Anderson-Columbia 45526
23. **BORN TO WANDER**
    Randy Travis-Sony 74104
24. **STOP THE WAR NOW**
    Dionne Warwick-Time-Life 9001
25. **REMEMBER ME**
    Diana Ross-Motown 1179
26. **I REALLY DON'T WANT TO KNOW**
    Eddy-Prestige-RCA 990
27. **GAMES**
    Smokey Robinson-Pentagon 204
28. **SILVER MOON**
    Michael Nesmith-RCA 0399
29. **DON'T WORRY IF THERE'S A HELL BELOW**
    Curtis 1955
30. **PRECIOUS PRECIOUS**
    Jackie Moore-Motown 2681
31. **MOST OF ALL**
    B. B. Thomas-Scepter 1299
32. **NO MATTER WHAT**
    Booker-Tomahawke 1822
33. **I HEAR YOU KNOCKING**
    Dave Edmunds-Mar 3011

**ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)**

1. **After Midnight** (Viva-BMI)
2. **Always** (Pet Sounds-Capitol)
3. **Always On My Mind**
4. **Amazing Grace** (Rocky Mt. Nat'l Park-CAP)
5. **Angel** (Walk On, N'Joy-Decca)
6. **A Whole New World** (Curtom-BMI)
7. **Answer Me** (Van Jan & Wim-BMI)
8. **Baby Doll**
9. **Baby, It's Cold Outside**
10. **Bach's Gavotte**
11. **Bathroom Blues**
12. **Bath Time**
13. **Beat It**
14. **Beatles - Yesterday**
15. **Bedroom Eyes**
16. **Believe**
17. **Beyond The Sea**
18. **Big Girls Don't Cry**
19. **Billie Jean**
20. **Black And Blue**
21. **Black Coffee**
22. **Blame It On The Boogie**
23. **Blue Suede Shoes**
24. **Blue Suede Sneakers**
25. **Blue Skies**
26. **Blue Suede Shoes**
27. **Boogie Shoes**
28. **Boogie Woogie**
29. **Boogie Woogie Boogie**
30. **Boogie Woogie Rag**
31. **Boppin' From The Bottom**
32. **Box Top**
33. **Box Top**
34. **Boots And Saddle**
35. **Boulevard Of Broken Dreams**
36. **Boulevard Of Broken Dreams**
37. **Bouquet To Spanish**
38. **Bourbon Street**
39. **Bourbon Street**
40. **Bowling Green**
41. **Boy From New Orleans**
42. **Brazil**
43. **Breakfast At Tiffany's**
44. **Breakfast At Tiffany's**
45. **Breakfast At Tiffany's**
46. **Breakfast At Tiffany's**
47. **Breaking Up Is Hard To Do**
48. **Breaking Up Is Hard To Do**
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50. **Breaking Up Is Hard To Do**
51. **Breaking Up Is Hard To Do**
52. **Breathless**
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99. **Breathless**
100. **Breathless**
Selling like a hot single... ...because of Top 40 play*

Sensational 24" x 24" Color poster included

*especially these 2 cuts
"She Lies In The Morning"
"Sweet Little Sixteen"
FIRST TIME OUT, SOME PEOPLE OVERLOOKED JOSE FELICIANO'S "LIFE IS THAT WAY"—SO HERE IT IS AGAIN.

Overlook a Feliciano single? Well, it can happen. But it won’t happen again. This time it’s going to take off. For real. Life is that way, too.

"LIFE IS THAT WAY."*47.9912

Produced by Rick Jarrard
Atlantic Set Record Sales
In 1970; Volume Increases 30%

Tape 30% Of Its Total Business

NEW YORK — Atlantic Records has completed the best year in its history. Almett Ertegun, president, reports that sales were up 30 over 1969, with sales for all three of its labels, Atlantic, Atco and Cotillion "surging far ahead" of last year.

1970 was considered noteworthy at Atlantic for many reasons. One was the successful introduction of two new independent labels, Herbie Mann's Embryo Records, and the Hill-Graham-David Robinson San Francisco Tape, with the release of the original cast album of the Off-Broadway Ode Award winning show, "The Me Nobody Knows" on Atlantic; and the introduction of a new gospel series on Cotillion.

It was also the year in which Atlantic introduced its young Cotillion label the three-LP pop album set, the soundtrack of the Warner Brothers documentary movie, "Valentine's Day." The album became one of the industry's biggest sellers for 1970, with over 1,500,000 copies sold in the U. S. since it was released in November, by the Recording Industry Association (RIAA) certified gold record for sales of over $1,000,000.

And 1970 was also the year in which Atlantic artists earned 11 RIAA gold records, four albums and seven singles for chart records.

A. Ertegun, in his year-end report of those awards, states that "the great strides made by Atlantic Records in 1970 are a tribute to the singers and musicians who recorded for Atlantic, Atco and Cotillion labels. It is their talents that have made it possible for Atlantic to achieve the position of the leading pop record company in the world. We will continue to work to maintain that record.

(Cont'd on p. 10)

More FBI Bogus Disk-Tape Arrests

NEW YORK — The Federal Bureau of Investigation has arrested 13 men in Philadelphia on charges involving traffic in counterfeit records and tapes. The arrests followed an FBI investigation sparked by information filed by the Recording Industry Association of America. The arrests were identified as Leroi Jack Kurtz of Wilkes-Barre, Pa. and Milton Edelheit of Philadelphia. They were charged with warrants issued by the U. S. District Court in Newark, New Jersey, with violations of Sections 2398, 1942 and 1922 of Title 18 of the U. S. Code. Section 2398 provides for fines and imprisonment for manufacture or sale of counterfeit records, while Section 1942 deals with the bribe of postal facilities for fraud or distribution of counterfeit matter, and Section 1922 is concerned with the fraudulent use of wire, radio or television transmission.

Both men were released on bond pending a hearing in the U. S. District Court of New Jersey.

The investigation was the principal of Kurtz Associates, Wilkes-Barre, Pa., and Milton Edelheit had been released earlier by the FBI, while quantities of suspected counterfeit tapes were destroyed.

Convictions under the charges could result in fines and/or imprisonment.

The arrests in Philadelphia follow more FBI bogu disk-tape arrests.

FTC Says Digest ‘Sweeps’ Deceptive

NEW YORK — The Brader Digest has been accused by the Federal Trade Commission (FTC) of deceptive "sweeps" in its promotions for its record and book clubs. The FTC charges that 11 such promotional activities were carried out between Jan. 1, 1966 and Jan. 9, 1969. The FTC rules that the company indicated that all prizes in the current sweep were available but that only about half have over the past 12 months. The FTC wants to consent to a cease and desist order requiring the company to award all prizes, state clearly the nature of the prize, give a proximate retail value and the chance of winning in any. No decision of this consent was made at preset time.

Cash Box Staffers Select ’70s Top LP’s

See Insights & Sounds

Hit Show, Gold Cast LP? It Ain’t Necessarily So

5 Hits Yet To Reach Gold Sales

NEW YORK — There’s a sad record in the failure of hit Broadway shows to produce cast LP’s. While the general tradition of highly successful musicals like Chicago gets the most attention, the great impact on Broadway is a solid measurement of RIAA certification of a cast album. Yet notable successes, "Promises, Promises," "1776," "Follies," "Applause," starring Lauren Bacall, and "Company" starring Elaine Stritch, Melba Moore, have yet to produce hit material.

Star power

Now it seems the star power in concert with a good score can fare better. Such casts as "Hello, Dolly!" with its original stars Carol Channing, and "Funny Girl" with Barbra Streisand get rapid RIAA certification. Neither "Promises," "Company" enjoys this kind of drawing power, however memorable may be the performances of their leading players. "Hello, Dolly!" was kept alive-and-well through a record breaking 2,244 with a long list of star dates including "Here is New York" after Channing left, including; Pearl Bailey, in an all-black version, and Barbra Streisand, the last Broadway star of the show. As always, there’s a lot of money in these shows over the years. And that’s "Follies" on the roof! Zor Mostel did not have wide rehearsals for the show, but "Follies" emotional impact was so strong that within six months of those one in a decade or two theatrical enterprises, and even winning a Tony for best musical. Motion picture adaptations of Broadway shows do better, even with "Hello, Dolly," as "Hello, Dolly!" the picture, is "Paint Your Wagon," considered a big money loser, yet it’s already RIAA-certified. On the RIAA, it’s original cast LP, released on RCA in 1951, is yet to be certified.

While original cast acquisitions will have their share of deals by major labels, it is obvious, to say the least, that when a label does find itself fortunate enough to have made an investment, the returns in the production and/or the $300,000 price tag of a hit LP, is the line on tape—in a critical and audience success, it finds gold record sales quite elusive.

Talmadge, Ricklin Form Holding Co.; Plan Retail Chain

HOLLYWOOD — A major merger on the wholesale-retail level has taken place here with the formation of a holding company by Sid Talmadge of Record & Tape Merchandising and Sammy Ricklin of California Music Deal takes effect this week (4).

The company will engage in record and tape distribution, rack and one-stop shops, to name a few entities.

As part of a general acquisition blueprint, Talmadge and Ricklin are negotiating to buy a number of discount centers in Southern Calif. Ricklin was at one time partnered with Jack Loetsch, co-founder of Loetsch & Ricklin also run Pep Distributing in Calif. Talmadge, who purchased Ed Mason’s Record Rack Service in 1969, has a system which gives both he and Ricklin "more leverage." "I didn’t have one-stop or retail setup, which means that we didn’t have tapes and in-depth distribution," he explained.

There are no plans to consolidate the two operations, with both remaining at their present locations with the same personnel.

www.americanradiohistory.com
DID YOU EVER WONDER WHAT JUDAS WOULD SAY TO JESUS...TODAY?

MURRAY HEAD SINGS “SUPERSTAR” 32603 FROM THE PHENOMENALLY ACCLAIMED ROCK OPERA ’JESUS CHRIST/SUPERSTAR’

Decca Records, A Division of MCA Inc.
Norman Weiss Opens Management Company
Bregman, Gerber

NEW YORK - Norman Weiss, senior vice president of Creative Management Agency, Inc., has left the firm to form Artists Entertainment Compa-
ny, which he will head.

Artists Entertainment Company will be involved in the representation and development of many leading American performers.

Prior to heading the personal appearance division of CMA, Weiss was with MCA for eight years as vice president in New York, and before that in GAC as vice president, also in New York.

In addition to personal manage-
ment, AEC plans to enter legitimate film, television production and music publishing fields, though no program has been announced at this point. A prospectus is being prepared for mid-January presentation to the SEC.

At one time business manager to Barbra Streisand, Bregman's clients included Liza Minelli, Faye Dunway, Cher, Andy Williams, Pat Boone, Maria Vass-
caro, James Coburn, and Diahann Carroll. The Creative Management Agency office has been involved in film financing, and is currently working with a client in Canada, as well as a TV pilot with Altas.

Artists Entertainment Complex re-
unites Weiss and Bregman, who were both previously with Columbia. Bregman is absorbed by the original MCA, after which both joined GAC, predecessor firm of CMA, where he was in charge of the unparalleled foreign artists contact, and Weiss was the head of the TV division in the Beverly Hills office.

Bregman and Weiss will be head-
quarters in Los Angeles, making frequent trips to Europe, where Weiss will be stationed on the West Coast.

BMI March 19 R&B Awards

NEW YORK - The writers and pub-
lisbers of the most performed R&B songs of the past three months will be honored at the BMI R&B Awards, to be presented at a dinner at the Beverly Hills Hotel on March 19. Invitations are being sent to The recipients of the awards that will be announced for the first time during the evening.

A special award honoring the sin-
le most performed R&B song, dur-
ring the same period, also will be announced. The BMI president, who will officiate at the ceremonies.

Kinney Files To Register Stock

NEW YORK - Kinney National Security filed a Registration Statement with the Securities and Exchange Commission to register 615,844 shares of its Common Stock for public sale. The offering, at $32.50 a share, of the Common Stock is being underwritten by a group of investment bankers, headed by a group of investment bankers, headed by

Cap's 'Banner' Year

HOLLYWOOD - Rocko Cateni, Capi-
tol's vice president of merchandising, has been named the Company's new Capital product for the coming year. Beginning in July, Capitol Records will begin an extensive promotion campaign.

The five Capitol albums, Epic, and Barn-
aby أدגף, will be marketed with-
inifying sales in excess of one million dollars in each case. Capitol's "When I Die" by Blood, Sweet, and Tears; "Bridge Over Troubled Water" by Simon and Garfunkel; "Thank You Family Stone's "Thank You" (Pallet-
time in the country's artist exposure; to promote, over a period of time, com-
on behalf direct promotion additional sales.

Columbia Tops '70 Gold' Tally

NEW YORK - Columbia Records has been ranked in the top money-making label in the industry, according to Billboard's trade publication.

The five Columbia albums, Epic, and Barn-
aby Adgaf, will be marketed with-
inifying sales in excess of one million dollars in each case. Capitol's "When I Die" by Blood, Sweet, and Tears; "Bridge Over Troubled Water" by Simon and Garfunkel; "Thank You Family Stone's "Thank You" (Pallet-
time in the country's artist exposure; to promote, over a period of time, com-

6 Chess LP's Set For Jan.

NEW YORK - Arnie Orlins, vice president of marketing for Chess Records, reports the first major al-
bum release from the label since the completion of an exec staff reorg-
nization, has been announced for release in January on the Cadet Cadenza/Concept and Checker labels.

The album, a collection of artists' work by Woody Herman, "The Soulful Strings Play Grub-Hill", and a collection of artists' work by Herbie Mann, "Electra", by John Klemmer, "The Moods of a Modern Mand" by the Violiniers and "A Tribute To Sam Cooke" by the Soul-Stone Singers.

We will be giving these six albums the full support of our new advertising promotional in charge of production.

Miss Ronstadt, born and raised in Tucson, Arizona, is currently recording for Capitol Records and has ap-
peared on such television shows as "The Johnny Cash Show," "Glen Campbell's Sunday Night Special," "David Frost Show" and "The Johnny Cash Show." She also has toured the nightclub and college circuits.

Before striking out on her own, Miss Ronstadt was the lead singer for the Stone Poneys whose album "Differ-
ent Drum," was also a national hit. She has two albums in release, "Hit's a Saw Home Growth" and "Silt Purse."
Bell Closes '70 With 4 Goldies

Year's Total Is 10

NEW YORK—Bell Records has concluded 1970 with four more gold records bringing its year total to seven singles and three albums. The newly certified LP's are "Postrapy" by the 5th Dimension, "The Partridge Family Album" and the two singles are "Knock Three Times" by Dawn and "Boy, Don't Tell About Your Love" by the 5th Dimension.

"Our ten gold records represent a tremendous contribution by Bell Records," said one at Bell and to all those connected with the company, Bell president Larry Uttal stated. "For many reasons, this fabulous year has been more satisfying to our executives and our sales and promotion staffs than our sales alone, even more significant than indicated by the statistics alone.

"Two of our million selling singles, Vanity Fare's 'Bitchin' A Ride' and The Love Unlimited's 'Love Groove' (Where My Rosemary Goes) came to us from England and are the first of many records they have ever gotten from overseas. 'The Climbing' LP by Mountain represented not only Bell's, but gave us the enormous satisfaction of backing through with 'take of January'.

The 5th Dimension's gold albums and singles are their first with Bell and came also after a year after they signed with us.

"Both Dawn's Singles 'Candida' and 'Knock Three Times' are among the fastest million sellers we have ever had, and reflect the professionalism that our promotion department and our sales people are building. The Delfonics have been one of our most important groups for Bell, and our 'Din-Ton' was the biggest in their consistent strength.

"As for the Partridge Family, it now appears almost certain that 'I Found Love' will be a No. 1 over two-and-a-half million copies, will be the biggest single of the year and mark the first Bell LP to sell over one million units.

"The cornerstone of our pride in Bell as we watch 1970 come to an end, is the product mix represented by the nine gold records, each in a year in which we dedicated ourselves to maintaining the same total label sales with equal emphasis on albums and singles. We can now look back on three gold albums and six gold singles, with sales of over one million copies.

"Perhaps the most significant fact of them all is pointed out by the statistics of ten gold records in one year. In the past five years, we have developed records of such proportions that we will continue to introduce during the 1971, the stream of singles and albums should continue to flow from Bell Records.

RCA Sets New Jan. Releases


Other releases include "Barrell Full Of Monsters," by the Monkees, and "Girls Gotta Do What Girls Gotta Do," by the Bee Gees, "Big O" by the Bee Gees and the Partridge Brothers. The Country Ramblers, Tom Jones, John Gary, Parsons, For Wee King, and Dottie West.

New Additions on VITAL STATISTICS

HOLLYWOOD—Bob Cato has been appointed as creative consultant for Liberty/UA Records according to David Parker, president. Cato's immediate assignment is to evaluate and redefine the entire graphic image of the firm and to install an overall new and consistent image.

Former vice president of Creative Services for CBS Columbia Records, former art director of McCalls Magazine, and now head Bob Cato and friends, design, graphic consultants, photographers, and filmmakers. Cato has been a music industry leader in the graphic field for the past two decades. He has recently completed designing the widely-awaited book, "Four Fabulous Faces," written by Larry Carr and published by Albington House. This study of Greta Garbo, Marilyn Monroe, Marlene Dietrich, and Gloria Swanson is becoming a holiday season best-seller.

Over the past several years, Cato has been involved with many of the major record companies in the editorial and graphic aspect of their product.

Boyd Named WB Studio Director

HOLLYWOOD—Joe Boyd has been appointed director of music services at Warner Brothers studio, it was announced by John Calley, executive vp in charge of production, who will be moving to Burbank from his home in London, who will take over his new post immediately.

Boyd, who has produced the Incredible String Band, Pink Floyd, Fairport Convention, Fotheringay, and John and Beverly Martin, was last year voted one of the world's top five record producers by Melody Maker.

Boyd will headquarter in Burbank, and will maintain close contact with the music publishing and music publishing divisions of Warner Brothers.

Mimi Benzell Dies

NEW YORK—Mimi Benzell, former Met soprano who starred with Mollie venue and Craig Weatherby in Herman's "Milk and Honey," died here Nov 1. She was 47. She made her Met debut at 21 and sang lead roles in "The Magic Flute," her debut, "Rigoletto," and "La Boheme." In recent years, she was a concerted version program on NBC.

Cato & Parker

Who's Who in 1970

The year 1970 was a tumultuous one in the music business. Some artists and record labels experienced great success, while others faced challenges. Many significant events occurred during this period, such as the release of popular albums and singles, the rise of new artists, and the achievements of established ones.

This comprehensive look at Who's Who in 1970 highlights the highlights and includes key figures who made a significant impact on the music industry during this year. From record label executives to recording artists, each individual is featured in their own section, providing a snapshot of the music world in 1970.

Publisher Corrections For Year End Issue

January Music Corporation — BMI 25 West 56th St New York, N. Y.

Sea-Lark Enterprises, Inc. — BMI 691 S. E. 2nd St., Portland, Oregon 97214

New Additions on VITAL STATISTICS

January Music Corporation — BMI 25 West 56th St New York, N. Y.

Atlantic's Year

(Cont'd from p. 7)

time to do our best to present the Top 10, R&B, and jazz performers, and to introduce unique new talent on the Atlantic name.

"We could not have begun the year with our singles, Alan continued Ertegun, "without the tremendous contributions of independent music producers. We are associated with Atlantic Records, including Buddy Killen (Dial Records), Quin Ivy and Martin Greene, Kenny Gamble and Leon Huff, Marshall Sheehan, Harry Nilsson, Steve Cropper, Bill Bower and Tom Sellers, Jim Messina, Skip Stone, Rick Hall, Waller, and Aaron Freeman (Reprise Records), King Curtis, Les Carter, Ray Meaux, Ronnie Henderson, Herbie Mann, Eddie Hinton, Paul Reiche, David Robinson, Elliott Murphy, and Herb Miller. We also have many outstanding producers who have made major contributions to Atlantic's great hits, including Wilbur, Maurice, Barry and Robin Gibb, Eric Clapton, Jimi, Millie, Kot Lambert, and Chis, Stas, Pete Townshend, Nigel Thomas, Chuck, Chandler, and Guy Stevens."

Staff Hits

Hit singles and albums on Atlantic Records were produced by the firm's own A&R staff, which includes president Ertegun, vice presidents Jerry Wexler and Nesuhi Ertegun, vice presidents Tom Dowd, Joe Ring, and Allen McCann, and Associates, "In the Attitude," "Come On Down," the Los Angeles-based, Atlantic Records, and Roberta Flack's "Chappar," became a best-seller. A jazz "Beat Oz," produced with releases by Charles Mingus, Ornette Coleman, Horace Mann and Eddie Harris. And the firm issued a second LP in the Jazz Su

Tapes at 30%

In the year of 1970 Atlantic's Nesuhi Ertegun announced that the firm had signed an agreement with Atlantic's printing and manufacturing and sale of Atlantic's labels and the Atlantic stereo tapes and cassettes. Deal was the first in a very substantial financial agreement. Unofficially, Atlantic's business and sales boomed in 1970, and now account for more than 30% of Atlantic's business. The sales of Atlantic-Coolidge LP's are still growing, released on right-track and cassettes.

New Signings Additions


As of the year 1970 Atlantic that it had signed Kate Taylor, sister of the singing Tumans, James Andrews.

Foreign Sales

Sales volumes were record-setting for Atlantic during 1970, with many Atlantic acts becoming best-sellers over seas. Led Zeppelin, Aretha Franklin, en joyed a sensational sales success in Europe. Percy Sledge's visit to South Africa created a sensation with every record he released.

As of the year, Nesuhi Ertegun was appointed director of International Operations for the Kinney labels (Atlantic, ABC, and Elektra). Phil Rose was named Man.

Nesuhi Ertegun appointed Si- gfriede Loch as Head of the Kinney group in Germany starting January 1st.
breaking everywhere

brook benton

with the dixie flyers

shoes

arranged, conducted & produced by arif mardin
recorded at atlantic south-criteria studios, miami

-44093
THE MUSIC CENTER, L.A.—Her red dress glowing like a ruby against the overcast darkness at the Music Center stage, Laura Nyro captivated a capacity crowd with the magic in her music. The elegant setting with its crystalline sound proved ideal for the coy dignity of Miss Nyro's presentation and the forceful purity of her art. Her audience thrilled its appreciation after (and often at the start of) each number.

Laura said little and sang much. The intensity of her performance and the magnificence of her voice was a precisely controlled instrument with a dynamic range from thrust to steam whistle.

She opened with "Stoney End" and continued with an assortment of songs from her three Columbia albums and her first LP (on MGM). Among the highlights of her performance were her renditions of "Once It Was All Right Now (Farmer Joe)," "Map to the Treasure," which featured her compelling piano rhythms, and "Christmas in my Soul," the most topical song in her repertoire.

Laura Nyro's success has earned her a justly prestigious reputation as one of the major popular composers of our time. ("And When I Die," "Wedding Bell Blues," "Stoned Soul Picnic" and "Eli's Comin'" are a few of the Nyro-penned hits.) She is also, however, a powerfully original song stylist and the last year or so has seen her widen the scope of her performances to include material by other writers which she reshapes into her own creations. "Up on the Roof" was one of the first foreign canvases to receive her individual vocal brushstrokes; the Music Center appearance saw her also interpret "Tom Dooley" (and it actually sounded vital again) and a Wes classic, "The Wind."

The crowd was substantial and, occasionally, was quite incentive. People shouted out requests, which was jarring in that setting, and parts of the audience attempted to clap along with Miss Nyro's songs.

PHILHARMONIC HALL, NYC — Anyone who has seen Robert Flack knows that she is even better live than on either of her two Atlantic recordings. But, the surprise of her first major New York show was that she is as comfortable and easily enjoyed in a great hall as in the intimate setting that her material seems to require.

As an artist, Miss Flack gives off enough personal radiation to turn even the Philharmonic Hall at Lincoln Center into a hushed, personal showcase. And her power proved such that each viewer in the capacity crowd could carry away with a glowing after-Christmas reward from the performer. To Miss Flack, the home of the Philharmonic might just have been a slightly oversized tavern where she could reach out from behind the keyboard to touch each listener personally with a tender touch or a scintillating sting. There, she dominated the audience that there was no stir during the songs and an even more startling silence whenever she hinted that she would speak.

Individual songs were turned into new entities by the artist's lengthening of words into sounds and the stretching of chords in place of Flack's steady patterns. The very elements of each song are thus turned by her into building blocks of mood, disjointed except as they fit atmospherically about a single line or key phrase.

Likewise, her concert's format is subtly arranged for mood. Familiar material from her first LP relaxed the viewers, faster paced material from the "Chains" album brought freshness to the second half of the program; and she wraps up with two medleys that voice a gentle protest and statement. Leaning on a highpoint with no-break playing of "Ooh Child," "Save the Country," "God Bless the Children" and a linked "Impossible Dream" and "I Remember," Miss Flack placed her point without guile, singing away to an encore of "Young, Gifted and Black."

As her material, her performance presents the artist as a parable, readily appreciated on the surface, yet offering a far deeper strength through subtle appreciation.

STANLEY ADAMS, President

American Society of Composers, Authors & Publishers

STANLEY ADAMS, President

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. Figures are based on a national sample of 75 radio stations across the United States. Percentage points are included from total from left plus the percentage title received in prior week or weeks.

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<td>Osmonds</td>
<td>MGM</td>
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Cash Box — January 9, 1971


The next move is up to you!

Applicants for membership in the American Society of Composers, Authors & Publishers who meet the following requirements will be accepted as members:

Writers: Any composer or author of a copyrighted musical composition who shall have had at least one work of his composition or writing regularly published or commercially recorded.

Any composer or author of a copyrighted musical composition who is not found to be eligible to membership in the participating class may be elected as an associate member.

Publishers: Any person, firm, corporation or partnership actively engaged in the music publishing business whose musical publications have been used or distributed on a commercial scale, and who assumes the financial risk involved in the normal publication of musical works.

Cashbox Radio Active

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Figures are based on a national sample of 75 radio stations across the United States. Percentage points are included from total from left plus the percentage title received in prior week or weeks.

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Cash Box — January 9, 1971
ROSS SINGS...
(BUT YOU KNEW THAT ALREADY)

NICK ASHFORD AND
VALERIE SIMPSON
WRITE AND PRODUCE
(LIKE DIANA'S LAST HIT
"AIN'T NO MOUNTAIN HIGH ENOUGH"
... FOR INSTANCE)
NOW THEY'RE TOGETHER AGAIN
ON DIANA'S NEWEST SINGLE,
"REMEMBER ME"

BYE BABY
SEE YOU AROUND
DIDN'T I TELL YOU I WOULDN'T HOLD YOU DOWN
TAKE GOOD CARE OF YOURSELF YOU HEAR
DON'T LET ME HEAR ABOUT YOU SHEDDING A TEAR
YOU'RE GONNA MAKE IT
YOU'RE GONNA MAKE IT
REMEMBER ME AS A SUNNY DAY
THAT YOU ONCE HAD ALONG THE WAY
DIDN'T I INSPIRE
YOU A LITTLE HIGHER
REMEMBER ME AS A FUNNY CLOWN
THAT MADE YOU LAUGH
WHEN YOU WERE DOWN
DIDN'T I BOY
DIDN'T I JOY
REMEMBER ME AS A BIG BALLOON
AT A CARNIVAL THAT ENDED TOO SOON
REMEMBER ME AS A BREATH OF SPRING
REMEMBER ME AS A GOOD THING
BYE BABY
SEE YOU AROUND
I ALREADY KNOW ABOUT THE NEW LOVE YOU FOUND
WHAT CAN I DO BUT WISH YOU WELL
WHAT WE HAD WAS REALLY SWEET
I WON'T FORGET IT
I HAVE NO REGRETS
REMEMBER ME AS THE SOUND OF LAUGHTER
AND MY FACE THE MORNING AFTER
DIDN'T THE SKY
BECOME US TO FLY
YES, YOU'LL REMEMBER THE TIMES WE Fought
BUT DON'T FORGET ME IN YOUR TENDER THOUGHTS
PLEASE DARLING
REMEMBER ME WHEN YOU DRINK THE WINE
OF SWEET SUCCESS
I GAVE YOU MY BEST
REMEMBER ME WITH EVERY SONG YOU SING
REMEMBER ME AS A GOOD THING
REMEMBER ME AS A SUNNY DAY
PLEASE DARLING
REMEMBER ME AS A GOOD THING
REMEMBER ME WHEN YOU DRINK THE WINE
REMEMBER ME AS A GOOD THING
REMEMBER ME AS A GOOD THING

DIANA WILL BE SINGING
"REMEMBER ME"
ON HER ABC-TV SPECIAL
Radio-TV News Report

CashBox

Radio-TV News Report

CashBox

Radio-TV News Report

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CashBox
England's monster single now loose in the U.S. on Blue Thumb.

Available Where You Buy Capitol Records.

This and other monsters are contained in the album Beard of Stars (BTS 8818).
NEW YORK—PONDERING WEAK AND WEARY

Without any prior announcement (and with no further ado) here are the selections of our Cash Box editorial staff for album of the year honors. Items are not listed in any particular order.


Irv Lichtman picks and explains in parentheses: "Company," Original Cast Album ("Brilliant score, Broadway goes modern without falling back on rock."); "Nilsson Greatest Hits, Volume II," "Sesame Street," Original Cast ("My son loves it, and whatever my son loves, I love."); "Two By Two." Original Cast ("Rodgers revisited but who cares?"); "Minnie's Boys," ("Fine tuneful score with a future seen for Hackaday & Grossman."); "Jesus Christ, Superstar!" ("Ambitious, doesn't always work but when it does, huzzah!"); "The Rothschilds," Original Cast ("So-so music by Bock, typically warm and witty Hancock lyrics."); "and anything released this year by members of The Beatles.


HOLLYWOOD—1900 YESTERDAY

We're old fashioned. We love the moonlight. We love the old fashioned things. This year's crop of kisses don't seem so much. This year's crop just misses what kisses used to be.

Worn clothes are more comfortable. Rita Hayworth is sexier than Raquel Welch.

Norma Shearer is more aristocratic than Candice Bergen.

That cracked briar we bought in '63 smokes sweeter than the Dr. Grabow we found under a Xmas branch last week. We would rather read Saul Steinberg than listen to David. Billy Butterfield plays the blues with more eloquence than Paul. Fred Allen is funnier than Woody. Bing Crosby's bad notes top Joe Cocker's best. The last Broadway musical score we could hum was "Fiddler on the Roof." If Ben Bagley ran for President, he'd have our vote.

The Benny Goodman Band of 1936, with Krupa and James, when he played the Manhattan Room at the Pennsylvania Hotel, was his greatest. Artie Shaw was never "King of the Clarinet." Ted Husing is the all time indefatigable sports announcer. Grantland Rice was equally compelling with his pen.

Martin Block could make us buy anything, including Shep Fields records. Ford's 1931 Model A Cabriolet with the rumble seat can outcorner the 1971 Mercedes 280 SEL.

We sit home on rainy Sunday afternoons playing "All Things Must Pass," "McCartney," "Beatlescope of Blues," and "John Lennon/Plastic Ono." Paul is more compelling than Andy Warhol. A whole year of more than one hundred records. For the first time, we love lesser than great. We're old fashioned and as old fashioned as an abbreviated prelude to our next column based on an interview with Roger Korbman, recently appointed promotion v.p. at Capitol Records. Roger tells us that the finger snapping promo man has joined the Moulin Rouge, dinosaur, jazz on 52nd Street and coca-colas at the Ambas-
dor's "Now" Grove. If true, we mourn him. More on Capitol's new promotional look in this space next week.

NEW GIRL IN TOWN—The last time we caught Lesley Gore, the graduate hitmaker from Sarah Lawrence ('68) was in Vegas at least 26 months back. Now she's making her west coast debut at the Century Plaza's Westside Room, with a repertoire including tunes by Carole King, John Denver, Jacques Breb, Rod McKuen, Jimmy Webb and the Beatles. Lesley, now all of 23, opened at Century Plaza Tuesday (Jan. 5) with reviews along the trail of her westward migration unanimous in saluting the brand new Lesley—"poised, sophisticated and shrewd in her selection and delivery of songs." Lesley is our "West Coast Gane of the Week.

John Buck Wilkin
Lesley Gore
Neil Young
Everything's Good About You/A New Album by The Letterman
MELTING POT—Booker T. & The M.G.'s—Stax STS 2035
Booker T. and the M.G.'s mix it up very well on this latest album offering. Opening the set is an eight minute plus version of "Melting Pot" which is a combination funky, soft jazz tune that never once gets repetitious, "Back Home" features a soft blues piano break by Booker T, and a fine moving guitar solo by Steve Cropper. Other excellent selections include "Fuqua," "L.A. Jazz Song," and "Sunny Monday." All in all this new LP is everything we could expect from Booker T, and then some.

LOOK WHAT YOU'RE DOING TO THE MAN—Melba Moore—Mercury SR 61321
Second time out for the delectable Miss Melba Moore proves to be a major advance over her initial "I Got Love" release. Excellent material, tight arrangements, and fine production work provide the perfect setting for Melba's crystal voice. Among the highlights of the set are "Some Of Us," "Walk A Mile In My Shoes/Twenty Five Miles," medley, "He Ain't Heavy, He's My Brother," and "The Thrill Is Gone (From Yesterday's Kiss)."

JACK ORION—Bert Jansch—Vanguard VSD 6543
Bret Jansch, singly and as a member of The Pentangle, has long stood for the finest in traditional halladear music. Thus, his new LP, features the young artist on nine folk songs, among them "900 Miles," "Pretty Polly" and "Nottamun Town." Several cuts are treated instrumentally and especially fine in this category is the Evan MacColl song, "The First Time! Ever Saw Your Face." Jansch respects his material, its form and its lyricism and he is able to convey this genuine feel in his performances. A class album.

THE CARMEN CAVALLARO CAMP PLAYS THE 3 B'S—GWPT ST 211
Those three B's in the title just happen to be the Beatles, Burt Bacharach, and Johann Sebastian Bach. Carmen's liquid pizzicato and the mainstay of each track and is consistently interesting and versatile. Best cuts include (there are all fine) a fascinating version of "Eleanor Rigby," "Paper Mache," "Yesterday," "Here, There, and Everywhere," and "Gavotte." Beautiful.

BILLY AND CHARLES—Faithful Virtue—FVS 2001
Billy and Charles are two young and talented entertainers. This is their debut album, and for it, the dynamic duo have written all 10 songs. Their songs are interesting both musically and lyrically, and contain a certain freshness and living quality that makes this LP a delight to listen to, over and over again. Pay careful attention to the lyrics of "Old Time Movies," "Happiness And Joy," and "The Minstrel Song," as they are very much a part of today. A fine debut.

Jazz Pick

MONTREUX II—Bill Evans—CTI 6004
As each year passes, the Montreux Jazz Festival takes on greater importance. Last summer one of the high points of the proceedings was the appearance of Bill Evans and this album is an in-person recording of his set. Working with bassist Eddie Gomez and drummer Marty Morrell, Evans laid down an unpretentious four minutes or so, ranging from several of his own compositions, such as "Very Early," "34 Skidoo" and "Peri's Scope," to a fine treatment of the pop song "Alfie." Sheer excellence here.

Cash Box — January 9, 1971
Written by Burt Bacharach–Hal David
Arranged and Conducted by Burt Bacharach
Produced by Burt Bacharach and Phil Ramone

AM-1241
on A&M Records
MEMO
WARNER BROS. RECORDS INC.

TO: ALL RADIO STATIONS OF AMERICA
FROM: RON SAUL

SUBJECT: 1970 SINGLES ON WARNER/REPRISE...WHERE THEY BELONGED.

WE WOULD SINCERELY LIKE TO THANK YOU FOR THE #1 SINGLE OF 1970
Norman Greenbaum's "SPIRIT IN THE SKY"...

and... "Loveland" Charles Wright & the Watts 103rd St. Rhythm Band... "Come Running"
Van Morrison... "Vehicle" Ides of March... "Add Some Music" Beach Boys...
"Something's Burning" Kenny Rogers & the First Edition... "Love Minus Zero"
Turley Richards... "Oh Well" Fleetwood Mac... "Victoria" The Kinks... "Big Yellow Taxi"
Joni Mitchell... "Freedom Blues" Little Richard... "Cinnamon Girl" Neil Young...
"Magical Connection" John Sebastian... "Your Own Back Yard" Dion... "Tell It All, Brother"
Kenny Rogers & the First Edition... "Mill Valley" Rita Abrams... "Black Night" Deep Purple...
"Lola" The Kinks... "Express Yourself" Charles Wright & the Watts 103rd St. Rhythm Band...
"Greenwood Mississippi" Little Richard... "Fire and Rain" James Taylor... "Only Love Can Break
Your Heart" Neil Young... "Valley to Pray" Arlo Guthrie... "Paranoid" Black Sabbath...
"Heed the Call" Kenny Rogers & the First Edition... "Domino" Van Morrison... "The Song Is Love"
Petula Clark... "Detroit City" Dean Martin... "Teacher" Jethro Tull... "What's Now Is Now"
Frank Sinatra... "Along the Way" Association... "I Would Be in Love Anyway" Frank Sinatra...
"That's No Way to Say Goodbye" Vougues... "Just About the Same" Association...
"Canned Ham" Norman Greenbaum... "Uncle John's Band" Grateful Dead...
"If You Could Read My Mind" Gordon Lightfoot.

Ron Saul
National Director of Promotion
Warner Bros./Reprise Records
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FREE (EMC 1428) 100
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The Hit Single “Mr. Bojangles” 56197

&

The Hit Album “Uncle Charlie & His Dog Teddy” EST-7642

by

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On Liberty Records & Tapes
It's A Hit!

"I CALL IT LOVE"

The Pretenders

(Carnival Records (201) 243-7069)
JANUARY IS JERRY LEE LEWIS MONTH.

Just released.

Featured top-selling releases.

SUNDAY MONDAY TUESDAY WEDNESDAY THURSDAY FRIDAY SATURDAY

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Heavy national promotion □ Specially prepared 60-second paid radio spots □ Free in-store promotion kits with color banners, posters, streamers □ Full-color outdoor advertising □ Heavy radio promotion

Lewis albums help business pick up.

Look what's in store for you this month.

From The Mercury Record Corporation Family of Labels / Mercury • Philips • Smash • Fontana • Limelight • Intrepid • Peachtree • Virtue • Mister Chand
A Product Of Mercury Record Productions, Inc. / 35 East Wacker Drive, Chicago, Illinois 60601 / A North American Philips Company

www.americanradiohistory.com
1. **CashBox Country Top 65**

- **1. ROSE GARDEN**
  - Lyricist: Dee Murray (Columbia 45252)
  - Singer: Dee Murray (BMI)

- **2. A GOOD YEAR FOR THE ROSES**
  - Lyrics: John Leventhal

- **3. I CAN'T BELIEVE THAT YOU'VE STOPPED LOVING ME**
  - Lyrics: Darrell Scott

- **4. MORNING**
  - Lyrics: Jerry Casale

- **5. BED OF ROSES**
  - Lyrics: Anne Murray

- **6. FLESHTON BLOOD**
  - Singer: Glen Ross (Columbia 45266)

- **7. WAITING FOR A TRAIN**
  - Singer: John Martyn (Capitol 2916)

- **8. WILLY JONES**
  - Singer: Mickey Gilley (Columbia 45261)

- **9. COMMERCIAL AFFECTION**
  - Singer: The Statler Brothers

- **10. DAY DRINKIN'**
  - Singer: Bobby Bare

- **11. GUESS WHO**
  - Singer: Sonny James

- **12. BE THERE MYSELF/SIDEWALKS OF CHICAGO**
  - Singer: Melba Montgomery

- **13. SOMETHING UNSEEN**
  - Singer: Raul Midon (Columbia 45267)

- **14. WHERE HAVE ALL THE HEROES GONE**
  - Singer: John Anderson (Columbia 45274)

- **15. RAININ' IN MY HEART**
  - Singer: Joe South

- **16. MARY'S VINEYARD**
  - Singer: George Jones

- **17. HELP ME, MAKE IT THROUGH THE NIGHT**
  - Singer: George Jones

- **18. PROMISED LAND**
  - Singer: John Anderson

- **19. I WOULDN'T LIVE IN NEW YORK CITY**
  - Singer: John Anderson

- **20. SHE KEEPS ME WITH A KISS EVERY MORNING**
  - Singer: Johnny Cash

- **21. DRAG 'EM OFF THE INTERSTATE**
  - Singer: George Jones

- **22. FOREVER YOURS**
  - Singer: George Jones

- **23. I STAND A LONG ENOUGH**
  - Singer: Kitty Wells

- **24. FIFTEEN YEARS AGO**
  - Singer: Conway Twitty

- **25. LET ME GO (SET ME FREE)**
  - Singer: Bobby Bare

- **26. AMOS MOSES**
  - Singer: Jerry Reed


2. **WHERE HAVE ALL THE SEASONS GONE—Bobbie Bare—Mercury—SR 61316**

For this new album release, Bobby Bare chose some of the more country tunes written. Bobby performs Kris Kristofferson’s “Help Me Make It Through The Night,” “Please Don’t Tell Me How The Story Ends,” and “For The Good Times,” as well as standards by Tom T. Hall and Conway Twitty. All 11 tracks on the LP are done in excellent country fashion.

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3. **THE NASHVILLE STRING SOCIETY—GWP—ST 2034**

The Nashville String Society gets together for this fine presentation of 10 great classic tunes. “Stand By Your Man,” “Once More With Feeling,” “My Woman, My Woman, My Wife,” “Hello Darrin,” “Ring Of Fire,” “He’s Everywhere,” and “Running Bear” are among the selections performed.

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**JIMMY WAKELY COUNTRY—Jimmy Wakely—Shasta—LP 511**

Jimmy Wakely is a sweet voiced country singer with all the talent necessary to make him a big star. All of the selections performed on this new album are done with great feeling and sincerity. Pay special attention to “Slipper Around,” “I Know It’s Spring,” and “Free From The Ghetto,” and you’ll hear his meaningful voice ring out loud and clear. Album contains 11 cuts all expertly done.
Women's Lib Ladies are gonna need a real good sense of humor to listen to Billy Edd Wheeler's new single.

It's called "Woman's Talkin' Liberation Blues" and it pokes friendly fun at today's newest movement. Billy's new single is already attracting a lot of imitators. But let's face it. Who can do a better job on this single than the guy who wrote it.

"Woman's Talkin' Liberation Blues" #47-9943
by Billy Edd Wheeler

RCA Records and Tapes
Norro Wilson says, "I need to be in Acapulco wearing, being waited on James, but I'm not." Paron Young set to tape the Mike Darnell Show in Nashville for the Hollywood Comedy Club and Conway Twitty, top Decca Records star, was awarded the WMMI Top Talent honor for the 1970 JEM Star Shower of Stars Show, Veterans Memorial Auditorium, Louisville, Kentucky, December 12. The Gold Mike Awards Plaque is presented only yearly to the artist with the biggest hit record on WMMI during the preceding year. Fears that some Dark incidents surrounding his travels as a gospel singer and bits and pieces of homecoming rumors dropped, reportedly from a single from the album "Here Come The Rattlesnakes and the Milk for a Thirty-day period with total album sales in the 20,000 and Jack January will find producer Billy Sherrill in England finishing production of a new " Nashville String" LP for Columbia Records. Sugar Hill's Jerry Brock will make his initial appearance at the WWAJ Jamboree in Nashville on January 2, 1971. Jerry is scheduled for 1:30 and 10:30 p.m. Sam Lovullo, co-producer, reported that the January 17, 1971 show will be aired weekly throughout Canada on the CBC. It is a 30-minute show. Lovullo said the popular show, "Sidestepping Tradition," on CBS-TV, will be seen two days earlier in Canada with airing scheduled for the Sunday nights.

Little Jimmy Dickens now has a new little instrumental album and for January, the label is "The Johnny Cash Show" LP for Columbia Records. Sugar Hill's Jerry Brock will make his initial appearance at the WWAJ Jamboree in Nashville on January 2, 1971. Jerry is scheduled for 1:30 and 10:30 p.m. Sam Lovullo, co-producer, reported that the January 17, 1971 show will be aired weekly throughout Canada on the CBC. It is a 30-minute show. Lovullo said the popular show, "Sidestepping Tradition," on CBS-TV, will be seen two days earlier in Canada with airing scheduled for the Sunday nights.

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American Born Joe Dassin, who is the number one seller in France for the last two years, is now going back to the United States to cut records for CBS International. He recently received a fantastic acknowledgment for his exceptional accomplishments: six gold records at the same time given for five different singles and one album; all the records have in succession been number one on the national chart of the official hit parade CIDD for almost a year, even several simultaneously. His latest album includes his new hit, "La Fleur aux Dents."

January 9, 1971
It is now official: Festival, one of the few “All French” record companies, is coming. After several months of hard struggle Festival had to announce its bankruptcy. The main reason is a failure to secure new financial backing. But the death of Festival is not yet final, as the company has been approached by several investors who are interested in taking over the business. The future of Festival is uncertain, but for now it seems that the company is on the brink of collapse.

Maurice de Sieyes, a long-time friend of Festival, has decided to start a new company called “Les Sonorites” in order to continue the tradition of releasing high-quality French records. This move is expected to bring a breath of fresh air to the French music industry, which has been struggling with a lack of innovation and creativity in recent years.

**Australia's Best Sellers**

1. It's Only Make Believe - Glen Campbell, Planetarium-Nom. Capitol
2. Song Of Joy, Miguel Ronco, Castle A & M
3. I Think I Love You - Partridge Family, Screen Gems, Bell
5. What Have They Done To My Song Ma? - New Seekers, World Artists, Phillips
7. A Collection Of Conversations - Johnny Farnham, Castle, Columbia
8. Cracklin' Rosie - Neil Diamond, Castle, MCA
9. Joanne - Mike Nesmith, Screen Gems, RCA

**Japan's Best Sellers**

1. Kyoto No Koi - Yuzo Naoka (Toshiba) Pub/Taiyo UA
2. Hashiro Kont쇼 - Sarute Sabi Sugar (Victor) Pub/Nippon
3. Manchineru - Mutoshi Of The World - Jerry Vale (Liberty-Toh- shiba) Sub-Pub
4. New Order - My Racial Road - Man - Shadow Blue (Polydor) Stu-Pub
5. Ai No Kizuna - Ritsu Kate (King) Pub
6. Omoi Urana - Youju Mina & Paru Sajus (Teikibuk) Pub/Watanabe
7. As Years Go By - Mahamashokan (CBS/Sony) Sub-Pub/April Music
8. Dukaran To Drekasan - The Drifters (Toshiba) Pub/Wata- nabe
9. Ikigai - Soo! Yuuki (Express/Toshiba) Pub/All Staff
10. Onna Wa Rei Ni Nokkou - Keiko Fujii (RCA/Victor) Pub/ Japan Geino Shuppon
11. Let It Be - The Beatles (Apple/Toshiba) Sub-Pub/Toshiba
13. Ai No Itazura - Hiroshi Uchiyamada & Cool Five (RCA/Victor) Pub/Watanabe
14. In The Original Cast (Bell) Sub-Pub/Toshiba
15. Ginza No Onna - Shichihi Moto (Victor) Pub/Watanabe
16. Futari No Nunki - Hide & Rossamina (Columbia) Pub/Futari Nunki
17. Why Don't We Do It Again - The Beatles - Toshiba/To- shiba
18. Let Hommes (Qui Nos Plus Riev A Perdue) - Sylvie Vartan (RCA Sub-Pub/Victor Shuppon
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20. Kyoto Bojou - Yuzo Nagisa (Toshiba) Pub/Taiyo UA

**CashBox - France**

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EMI enjoy a 20% share of the world record market. Which is quite impressive when you consider that, at a rough estimate, there are 4,999 other record companies battling for the business.

To stimulate and satisfy world demand there is a strategic global placement of 30 EMI Companies and 20 licensee organisations.

These are backed by the resources, research, experience, expertise and capital that enable EMI to keep ahead of the rest.

Twenty per-cent ahead.

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**Cashbox International News Report**

**Mio Music Inks Lionel Cueva, Writer-Deejay**

NEW YORK — Mio Music Co., Ltd. has signed its first Peruvian artist, writer Lionel Cueva, to a long-term exclusive contract.

Cueva, popular South American recording artist and deejay, was discovered during a recent month-long tour through Latin America by Mio president Marty Wilson and vice president Pete Terrace.

The 25-year-old Cueva is known in Peru for his Festival of the International Song which he initiated in 1969. The festival, which takes place in Asuncion, attracts such top artists each year as Argentine singer Carlos Juven Belfem, Chile's Nano Vicencio, Peru's Orthega and Elino of Bolivia. Plans are already underway for the 1971 celebration in July.

Earlier as a recording artist working under the name of "Lionel", Cueva's first record "Sitting On A Punch", which he wrote, was a top hit in South America, followed quickly by "Tristeza". He later managed and introduced to Peru, one of Chile's top groups "The Blue Splendor".

Cueva is currently one of Peru's most popular deejays on Radio San Martin.

**Butterfly To Euro**


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**Grand Funk To Debut In Euro At Albert Hall**

NEW YORK — Capitol's Grand Funk Railroad will make their debut European concert appearance in 1971 when they perform in London's Royal Albert Hall on Jan. 15.

According to the group's manager-producer, Terry Knight, Grand Funk and their crew will fly to England exclusively for the Albert Hall performance and will return to the U.S. the following day to begin recording their forthcoming album scheduled for Brying release by the label.

Knight also reported the group will make no live TV appearances while in Britain. However, a 12-minute film clip of a live Grand Funk Railroad concert has been scheduled by BBC's Disco-2 which will be seen prior to the group's actual arrival in the U.K.

Additionally, Knight reaffirmed that the Funk's strict moratorium on interviews will be carried overseas, and it is not likely the individuals will speak to the press there either, although they have recently been the subject of front-page coverage in the U.K. trade and national news media.

The Albert Hall appearance is promoted by Chris Blackwell's Island Artists, Ltd. Appearing with Grand Funk will be England's High Broom.

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**‘Rosie’ Int’l Neil Diamond Hit**

NEW YORK — "Cracklin’ Rosie", the Neil Diamond gold record award winner on UNI, in the United States, looks like it will become one of the all-time best selling singles in the international market.Single has already topped the charts in New Zealand (five weeks in a row); South Africa (four weeks and a gold disc award) Mexico and Brazil.

In addition, it has reached the Top Ten and is still climbing in England, Sweden, Spain, Holland, Australia and several other markets. Diamond is planning extensive tours and personal appearances in international market places during 1971. First such appearance will be a "Top of The Pops" TV show on Jan. 20 in London.

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**The Twentyperceneters.**

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_www.americanradiohistory.com_
EDITORIAL: One Stops—Professional Programmers

With the exception of a scattered few operating companies who phone in or call upon a record one stop with a specific list of new singles for the route, the majority of our music operators rely to varying degrees of intensity upon their one stops for advice on which of the new disks would be best to put out on the route.

The "varying degrees of intensity" range from the operator who calls in his list to the one stop, and then asks what the one stop thinks he ought to add, all the way up to the operating company which permits the one stop to select all the disks and select and send him the records and the bill. The latter practice, granting the one stop the right (and responsibility) of selecting all the new titles, is growing in favor in this industry, especially among operators who can neither afford a professional programmer on their staffs nor the time to dope out the charts and reviews themselves.

Good record programming, a subject liberally discussed in the trade papers and at conventions, is a time-consuming affair, if done properly. The proof of skillful selection of new titles for the music machine is the amount of quarters (or dollars) in the cash box, or better yet, that extra amount which the machine wouldn't book if its records not been as timely or appealing to the particular audience at the location.

The power of the one stop in determining which records are added to the jukebox playlist has been condemned more often than praised by this industry. Yet, it is this industry that has recognized its own limitations in respect to the knowledge of new releases and has come to depend more and more on the "professional information" the one stop has at hand.

Former MOA president Bill Cannon, the primary champion of better record programming, is known as the "man who made the one stops honest". While Bill never had any intention of roundly condemning one stops who performed the record selection process for the operator, his did take issue with "certain one stops" which he said (and many agreed) would rather push those disks on which they earned the better profit than those which promised to do the same for the operator. Bill has always agreed that a good one stop provides immeasurable help to the operator who hasn't sufficient time to do the job himself, but he still held the operator to be the "best judge" of which records should go to which location and felt badly that these operators had relinquished their roles in this respect.

There's a great deal to be said for the operator's (or his route man's) special intuition on the tastes of each secular location on the route. But there's just as much to be said for the one stop's knowledge of which records are fresh, hot, and show the most promise of taking off. Both parties want the same with their records: it must be on the machines well before it peaks on the charts but not that early that the public won't know the title strip it's looking at.

It is our opinion that the operator, with trade paper in hand and his route in his head is the best and final judge on new records. But to make that judgment supreme, the third element—the good one stop—is the final ingredient to bake a perfect playlist.

SEGA to Reveal New Games at ATE

TOKYO — Ray Lemaine has announced that SEGA will show "Sev- eral" games at the 27th Amuse- ment Trades Exhibition to be held January 12th through 14th at the Alexandra Palace in London.

"Stunt Car," "Jockey Club" and "Attack" are among the units to be shown overseas for the first time. "All games in the SEGA display will have unique extensive route testing in Japan," he stated.

Lemaire also advised that the Japan Association for the 1970 World Exposition presented SEGA Enter- prises a special certificate to mark the company's participation at the world fair and it is efforts in making the exposition a success.

Rather strangely, condemed medals were also given to the SEGA personnel who guided the firm's work at the fair site. George F. Bailey (shown in photo) accepted the cer- tificate and medals from the Assoca- tion on behalf of Lemaine.

Bally 4 QUEENS turns to 1000 for continued advance. Ball shot into 'Bonus Kickout' hole scores another bonus is lit at this moment.

"The popular 'flipper-jigger' is used in '4 Queens,' the flipper-gap, does when a ball goes in the 'Kickout Bow- nes' hole, giving player extra opportu- nity to score before ball escapes through one of the side outlines, each of which scores 1000."

"Operated with or without match feature, with 5 or 3 balls, '4 Queens' is proving a top money-maker, easily out-classing other solo player games of recent years," he stated.

Minnesota Ops To Meet Jan 10; Gov. Might Speak

MANKATO, M.N. — The Music Operators of Minnesota have sched- uled a general membership meeting for Sunday, Jan. 10th at the Minnea- polis Hotel. Meeting will commence at 12:00 noon, and will be held for the business session. Following this, the association mem- bers will elect their officers and di- rectors for 1971.

Principal speaker at this meeting will be State Attorney General War- ren Spanos. The association also has a tentative commitment from Min- nesota Governor Anderson to attend and speak at this meeting.

MOA president Les Montooth and executive vice president Fred Granger will also attend and address the meet- ing. Gene Coleman, association secre- tary, recently said: "Our meetings have been very productive and our of- ficer attendance has been 90 to 100%. We all feel that with the guidance of Bill Brooks our legal counsel we have never been in a bet- ter position to meet our local and state problems. One example of what an organization can do is the prob- lem that took place in the city of Richfield, where it was proposed that youth under 16 years of age would be banned from playing any type of nov- elty game. This proposal, thanks to the efforts of Mr. Brooks, association president Clayton Noberg and treas- urer Norman Pink the proposal was rejected."
There are places where you just haven't got room to operate a big Rock-Ola 444 160 selection unit. But you hate to sacrifice all those features and quality. So we've built you a smaller version of the same machine.

We call it the 445.

It's got 100 selections and a smaller cabinet. But other than that it's the same as the 444.

It's got the same brilliant purple and blue exterior, with the snap-out front grill for easy cleaning and fast bulb change. It's got the same type of flip-down program holders for easy title strip changing.

It's got the same type of spring-loaded dome for easier servicing.

It's got the same advanced, integrated circuitry and amplifier as the 444.

It's got the same Compute-A-Flash Record-Now-Playing Indicator.

It's got the same tinted program holder and shroud for improved title strips visibility. And the same swing-out components for on-location, in-unit servicing.

It's a regular chip off the 444, but it fits in places where its big brother can't. It goes a long way in a little location.

...A LITTLE ROCK-OLA GOES A LONG WAY

ROCK-OLA
THE SOUND ONE
800 North Kedzie Avenue - Chicago, Illinois 60651
EASTERN FLASHES

STATE OF THE CITY—Collections are a might slow around Fun City these days, say the ops we speak to. The slack is directly attributed to slow traffic at the bars around town and the ops figure there's just not as much money floating in the public purse as there used to be. Many tap rooms are changing hands these days also, creating grief with the operator who must reckon with the whims of a new location owner. In addition, liquor license renewal time is at hand. The SLA wants the money before the month's over (by publication, it's already due). Used to be paid in January but now it's Dec. 31st deadline. And who do you think the poorer bars go to for the money they may need for renewal? You guessed it. One operator we talked with about this problem has a great program going with many of his taverns. Instead of paying out the commission on the cigarette machines throughout the year, he has their permission to accumulate it till year's out and then issue one fat check. This can often cover the cost of renewal and it works out fine for both parties. The location gets the dough he needs and the op has some extra change to play around with during the year. It is recommended, tho, to give those locations periodic slips to show how much is adding up.

AROUND TOWN—Ben Chicofsky looking forward to week's vacation in the Catskills along about the end of January. Will be going up with some friends, maybe staying at his place in White Lake or else taking a hotel. . . . Teddy Blatt out of the hospital and resting well at home now after minor surgery . . . . Big Gil Sonin, who came down with an attack of hepatitis three or four weeks ago, is also out of the hospital and taking the necessary rest at his home. Sure Rita's loving care will get the big fella back on the route real soon . . . . Operator Irving Fenichel is off for two week Florida vacation. The full time op and part time cop probably needs the rest after promoting fine trade donation to his Police Auxiliary unit out in Brooklyn . . . . Saw Bill Kobler down on Tenth Ave. briefly but don't know his plans yet . . . . Bernie Yudofsky, the little LP champion from New Jersey, just had minor surgery and is resting at home in Englewood, itching to get back in action moving those junior albums out to ops.

ON THE AVENUE—Dealers last week looking forward to second long weekend but also ready and raring to get moving toward a big 1971 sales season. Harry Koeppel enjoyed nice retirement party at Albert Simon, Inc. last Thursday as staff threw one for the former man who will be 71 this coming March, looks 61 and talks like he's 31. Full of great memories in this trade, Harry can spin out many a tale about coinbiz in this town covering his past 35 years. See separate story this issue on his career. . . . Larry Feigenbaum at Simon's just about, with the Missus off on another of her by-now famous antique hunting junkets to England and daughter Paula down to Fort Lauderdale for the holidays. . . . Sorry to learn that Musical's Don Drollits' mom passed away over the holidays. Don, who works out at the Beverly Road complex, had to fly to California for the services. Our condolences.

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CIGARETTE SCENE—Well, by now, the familiar "What Do You Want? Good Grammar Or Good Taste" jingle (or horror, whatever you like) is off the telly for good. Smoking promotions have ceased their long reign on the broadcast media with the midnight New Year's Eve horn-blowing, and no doubt, more than a few Madison Ave. agency guys were thinking of blowing a few holes in a few heads. However, the fact remains that the cigarette vending trade will be without the assist of the heavy cigarette advertising that may or may not have helped stimulate sales over the years. Certainly, the blackout of ads won't help, but we don't think any more significant backtrack of smoking will raise right away as a result. The media have indicated their disapproval of running the normal number of cigarette ads now that the said ads are off, but pressure from Washington and other anti-smoking groups may keep the fright ads continuing right along. What lies downstream for the cigarette operator is pure speculation but the weight has to be on the down side with current feeling in this country. Perhaps the real showdown won't be in this generation but in coming generations. Should the smoking curse prove successful with the youth, the picture for operators then has to be poor. . . . "The three major anti-smoking groups spend more on fund raising and administration than they do on research," James C. Bowling, vice president and assistant to the chairman of the board of Philip Morris, said recently.

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CASH BOX / Round The Route

CHICAGO CHATTER

A New Year—a new single player from Bally Mfg. Corp. Sales manager Paul Calamari announced delivery this week of 'Four Queens', factory's latest pinball flipper. Samples should be on display about now at your local Bally distrb's showroom.

As a matter of fact, there's a wealth of new equipment being readied for upcoming release by the various Chicago factories. Talked to Howie Freer of World Wide Distributors who's eagerly awaiting what he terms "an all star lineup for '71". Operators should be delighted, according to Howie, with the new model making equipment to come from World Wide sales rep Bob Parker just returned from a tour of the areas of Decatur, Danville, Champaign and Rockford where the Seeburg Musical Bandshell is being very well received— as a matter of fact, all the new will be released at the same time. Bill DeSelm gave us a rundown on 'Dippy Doodles', the brand new four player pin just released by Williams Electronics, Inc. Game is colorful and very exciting, says Bill, and a definite on-location profit-maker. Factory's currently in full production on it. Williams began shipping samples last week of another new—but that's all we can divulge at this time. Watch for it or drop on down to your dealer for a sneak preview.

Mayor of Chicago, Richard J. Daley and Georgia Papanikolas are mapping out quite a traveling schedule for '71. They will be attending many state association meetings, among the first of which will be the MGM conclave on January 10 at the Ambassador Hotel, Chicago. Chicago Dynamic Industries is preparing its first sample shipment of "something new" which will be available very soon. As of now, however, the big Chicoine items are Gayety and Cowboy.

Les Rock of Rock-Ola Mfg. Corp. took advantage of the few days off the route last week to spend some time in his office catching up on some paper work. Les will be resuming his travels, of course, right after the first of the year. Needless to say, he's more than pleased with the wide trade acceptance throughout the country of the current 444 and 445 model phonographs. The Illinois Automatic Merchandising Corporation has a four-day meeting scheduled for April 29 to May 2 at the Lake Lawn Lodge in Delavan, Wisconsin . . . We've been asked to extend holiday greetings and best wishes to everyone in the industry from all at Atlas Music Co.

Sorry to see Brunswick Product Mgr. (for coin tables) Mac Makenny depart the firm's Zebo-Brumton offices in Tulsa, Oklahoma and will be taking up residence there soon after the first of the year. We wish him well in his new surroundings and are sure the one thing he won't miss about Chicago is the WEATHER.

MILWAUKEE MENTIONS

Plans are underway for the construction here of a multi-million dollar con- 
vention and exposition center, to be located in the heart of the city on a two block site bounded by Kilbourn, Wells, Fourth and Sixth streets. The proposed center will have an estimated 365,000 square feet of space for exhibit areas, meeting rooms, kitchen facilities, administrative offices, etc. Milwaukee thus will be the first in the ranks of such cities as Chicago, Los Angeles and Denver, who recently completed huge new convention centers of their own! . . . Funeral services were held last Monday (28) for Mel Melchore (Mel's Coin, Green Bay), who died suddenly just before the Christmas holiday. Mel was very well known and highly respected in this area. His many friends and associates in the coin machine industry attended services to pay their last respects. . . . Jim Stansfield of Stansfield Novelty in LaCrosse, extends New Year greetings to everyone. He's personally looking forward to a very prosperous 1971. Business has been good these past months, said Jim, "despite all the talk about recession, the recession never came forth". Jim recently purchased a small, new music and game route—Jim Blinker's in Neillsville. . . . The daily papers recently published the enlightenment, rather than disheartening, news that Milwaukee unions are willing in taxation of individuals on both state and local levels! This was the result of a survey taken of the nation's 25 largest cities, by the District of Columbia government.

Desmond's Juke Single

NEW YORK—Back in the "good old days" of juke boxes and coin operated records artists like Goodman and Dorsey, operators were considered the front line of the promotional drive by the record companies in launching new discs on the public. Today's situation is radically different, to be sure, but many an operator still insists that his and his fellow coin and trade machines can by themselves "exploit" and create hits. Songwriter Al Rubin some months back put together a tune called "Red, Red Roses" and reached out and got that top pop artist Johnny Desmond to record it. The 45 R.P.M. disc issued on Rubin's Musiciana Records label and the market- ing began. Since the single fell into, what the record industry calls "middle of the road", airplay was elusive, and Rubin decided to find out if music operators could still in fact break records. The result was the use of sample mailings to operators and one stop. Rubin operators are on what is fast becoming the Cinderella story on the route. The tune, considered excellent for today's market, was given a push to the one stop, from there to operators and ultimately to the location where the name "Desmond" was found to retain its draw with the adult crowd. Money was earned.

Johny Desmond

Now Rubin has established record distributors in many states but is con- cerned about those areas of the country not being covered by a deal and hence, no way to get the discs to operators. Last week he decided to make an appeal to both one stop and operators in the following areas to call on their store (344-2300) for information on getting the single. Those areas include: New England, New Jersey, Virginia, Delaware, West Virginia, Texas, the Dakotas, Montana and Washington.

DISTRIBUTORS FOR: SEEBURG • UNITED • WILLIAMS

TERMS: 1/3 Dep. Bal. Sight Draft or C.O.D.
We carry the most complete line of Phonographs, Games, Arcade and Vending Equipment. Write for Complete List!
THANKS OPS FOR MAKING
Johnny Desmond's
"RED, RED, ROSES"
A HIT!!
One Stops Not Being Supplied by
A Distributor Please Call:
MUSICANZA RECORDS
114-20 Queens Blvd., Forest Hills, N.Y.
(212) 544-1620

Introducing United's
CIMARON
SHUFFLE ALLEY
Move Up To 2-25c. Pricing
With The Totally New Look of Cimarron
BANNER SPECIALTY CO.
1213 N. 5th St. Phila. Pa. 215-236-5000
1508 Fifth Ave. Pgh., Pa. 412-471-1373

A Full Line of
Coin Operated
Recreational
Tables from
"The House That
Quality Built"

"Jokers's Wild"
AWARD WINNING MACHINE
A TEST OF SKILL
Electronically Operated
Player Controlled
Compact Size . . . Approximately
28" high x 18" wide x 17" deep
MACHINE FUNCTION: The reels may be spun by pulling a lever or pushing a button after inserting a single coin in a slot on the machine. The reels
revolve for about 18 seconds while gradually losing momentum. The machine
is equipped with five stop buttons that may be depressed to actuate braking
devices on the reels, immediately stopping them.

— IMMEDIATE DELIVERY —
(Factory Rep)
Knights Enterprises
2800 W. 17th. Denver, Colo. 80204
(303) 266-0266

Wurlitzer Holds East Coast School
ALBANY — Wurlitzer Field Service
Engineer Hank Peteet is keeping the
Company's east coast service school
program in high gear. At a recent
school arranged by Bob Catlin, man-
ger of Bilotta Enterprises in Albany,
New York, Peteet addressed himself
to the questions and opinions of
twenty-two servicemen representing
operators who currently have the new
Wurlitzer Zodiac on location. Instruc-
tion on the phonograph's service man-
ual, its mechanical components,
service features, and preventive
maintenance procedures were among
the topics discussed at the two day
school culminated December 11th.
On hand for the school were John
Peek, Judy's Music Service, Schenec-
tady, N.Y.; John Riflenbaugh and
John Smith, Tally-Ho Amusement,
Omonta, N.Y.; Bill Schoomaker
and Bill Schoomaker, Jr., Kingston
Amusement, Kingston, N.Y.; Walter
I. Rice, Walters Amusement, Scotia,
N.Y.; John Kapiec and John Ciuk,
Adams Amusement Co., Adams,
Mass.; Richard J. Wenzel and Pete
Wenzel, Wenzel Amusement, King-
ston, N.Y.; John Dutcher and Frank
Dutcher, Dutcher Amusement, Col-
liersville, N.Y.; John Quinn, Quinn
Music Co., Troy, N.Y.; Michael Mul-
queen, Mulqueen Enterprises, Inc.,
Montgomery, N.Y.; and John Fuller,
Dineland; Donald Richard and
Harry Cleaves of Winooski, Vt.
Participants from Albany included
Don Lamponiello, Albany Music Co.;
Lewis Beawery and John Albert,
Pier Box Corp.; and James Meech
and David Nicholson of Bilotta Ent-

German IMA 71
Set for Sept 7-9

BERLIN — The second International Coin Machine Exhibition "IMA 71" is
to take place at the Berlin Kongress-
halle from September 7 to 9, 1971,
AMA, the Joint Committee of the
West German coin machine industry,
traders, and operators now gave the
green light to start all preparations.
The exhibition itself will be carried
through by the Kongresshalle Berlin,
1 Berlin 21, John-Foster-Dulles-Allee
14, in collaboration with the AMA-
Committee.
The second exhibition night on Sep-
ember 8 has been reserved to the
Deutscher Automatentag (German
Coin Machine Day), which will in-
corporate an international symposium.

Cash Box — January 9, 1971
Harry Koeppel Retires from Industry

NEW YORK — Harry Koeppel, a true veteran in the New York City distribution, jobbing and operating trades, retired from the industry last Thursday (Dec. 31st), completing 35 years in the business.

Since 1935, when he and his brother Hymie first began tracking new games from local distributors out to the city's operators, until his retirement from Albert Simon, Inc. last week, Harry touched all bases in the shoulder and games business, tracked with most of the legendary trade names in this area and, of course, made hundreds of friends and business contacts along the way.

Harry's first trucking job, "ship ping a load of pintails" he recalled last week, was for Willie Blatt's Superior Trucking route in Brooklyn. After several years with Blatt (now retired to Florida), Harry went with John Fitzgerald's Bally distribution outlet, located at that time (circa 1937 to 1939) really between 5th and 16th avenues. Just before the war broke out, Harry changed his locale and customer to Brooklyn's Hymie Radio Distributing. This equipment outlet, located on South Portal St., principally handled the Stover games line.

"I remember one of Stover's real innovations in those days was their Chubby pinball game," Harry recalled. "This was either the first or certainly one of the first to offer the electric bumper on the playfield and it really made a smash with operators and with the playing customers."

Just about the time the United States entered the war, Harry began his long relationship with New York's Simon brothers, when he went to work for them at their Savoy distributing emporium on Atlantic and Rock Ave., in Brooklyn. The Simons, Dave, Al and Murray, handled just about every pinball that came in Chicago, including Daval, Stover, Exhibit Supply and Chicago Coin.

At retirement ceremony, left to right, Al D'Inzillo, Koeppel and Al Simon.

"The Simon's were really dynamic people in the business during that period," Harry said. "They had all the good games and moved them out to operators and jobbers all over this area. They really had some business going. Those days were great and my job was to keep one of our hands full trucking the equipment around." Then around 1948, the City, as Harry put it, "went down on pins.

"It was never the games themselves that bothered the city government but the tinhorns who operated by night operations right in the midst of the legitimate trade," Harry stated. "We all lost the best money-making game we ever had here, but at least we got rid of that element."

When the pins went, so did Harry up to New Britain, Connecticut, to operate an arcade owned in that town by Dave Simon. Murray Simon himself ran a similar operation in Hartford. Hot games in the arcades at that time included Daval's Jug Saw pin, Bally's Jumbo and Jumbo Traffic "ticket games" and bongos. The ticket games were actually pins which dispensed a redefeatable coupon to players, depending upon scores. Tickets were exchanged for merchandise and often for cash. A popular bongo pay-out game of that era, Harry recalled, was the Pacers Racer.

After the war ended, Harry began, what he refers to as, his "horse trading" phase. Harry was one of the first to finagle into using some base for such local legends as Babe Kaufman, Mike Munnies, Jack Mitnick (then manager of Rans and Teenth). and Tenth. He wanted Harry to travel the territory and visit his numerous trade contacts on behalf of the equipment Simon, Inc. handled and Harry said yes. This was the beginning of a fruitful ten year relationship with Simon, Inc. which closed with Harry's retirement.

From the old to the new, Harry saw them all. Left above, he demonstrates a real vintage Rock-Ola 20 selection mech at right with the ultra-modern model 441, and had to shut the store down.

After he recovered, Al Simon called and asked him to join his distributing company sales staff. Al, now on his own, had traveled from Brooklyn to a left above a poultry market on 46th St., to a store on 42nd St., and finally to his present location on 42nd and Tenth. He wanted Harry to travel the territory and visit his numerous trade contacts on behalf of the equipment Simon, Inc. handled and Harry said yes. This was the beginning of a fruitful ten year relationship with Simon, Inc. which closed with Harry's retirement.

Cash Box — January 9, 1971
WANTED
to buy 
OUT SELLING STOCKS
ONE OF
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WHAT
DIRECTLY
ASSORTMENTS.
WANTED
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375.
IS
Give
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WANTED
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FOR SALE. Made 12 Auto Photo, EXCELLENT condi-
MACHINES.
FOR SALE. Jukebox, pinball, arcade games, bartop,
WE BUY.
FOR SALE. NASCAR, MIDGET RACING, CAR
FOR SALE. Arcade, pinball, arcade games, bartop,
AND AUTOMATICS.
FOR SALE. Service, repairs, outdoor signs.
FOR SALE. Sheet Metal, mechanical, air conditioning,
FOR SALE. Bally, Williams, Gottlieb, Halsey, etc.
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FEATURES THE PROFESSIONAL PLAYING POSITION—FLAT ON THE TURNTABLE

The Wurlitzer ZOD AC reproduces music exactly as it was played... with full fidelity in splendid stereo... by utilizing the professional record playing position—flat on the turntable.

This single direction turntable with positive dual belt drive eliminates wow, waver and turntable variance at either record speed.

Expect impeccable performance from ZODIAC'S Music System. You won't be disappointed.

Super sound is just one more feature of this spectacular phonograph.

WURLITZER ZODIAC

THE WURLITZER COMPANY • 115 YEARS OF MUSICAL EXPERIENCE
NORTH TONAWANDA, N.Y. 14120
THERE IS ONLY ONE
TAMIKO JONES

and her new smash single
'CROSS MY HEART'
MMS 205

TAMIKO JONES WILL BE STARRING AT NEW YORK'S RAINBOW
GRILL FOR THREE EXCITING WEEKS BEGGINING JANUARY 4TH.

HER NEW ALBUM "TAMIKO JONES IN MUSCLE SHOALS" STEREO MD 1090

THE SOUL OF TAMIKO JONES IS ON METROMEDIA RECORDS
AVAILABLE ON 8-TRACK AND CASSETTES