Coping With Change That Speeds By (Ed). RIAA: '70 Industry Sales Up 4.7% ... Tony Martell President Of Famous Music ... Uttal Cautions Biz On Socio Factors ... Col's Gold: Price Of Panic Has Gone Up ... RCA Re-signs Airplane Through Grunt Label

ROD STEWART: HIS 'PICTURE' TELLS A STORY
One of the most praised, recorded, respected and written about musical artists of the year is now getting the public recognition he deserves.

Kris Kristofferson's just-released album, "The Silver Tongued Devil and I," has risen to Number 3 with a bullet on the Cash Box charts in just two short weeks.

And the response to "Loving Her Was Easier (Than Anything I'll Ever Do Again)," a song from the album, is simply beautiful. It's getting a phenomenal amount of air play on many major Top-40 stations throughout the U.S.

Maybe the public is just enjoying a fine, poignant song sung the way it first sounded in the writer's mind. Or maybe talent, patience and perseverance are their own rewards, after all.

Kris Kristofferson's new single.
"Loving Her Was Easier (Than Anything I'll Ever Do Again)."
On Monument Records
Coping With Change
That Speeds By

Change, of course, has a consistency about it. Yet, what the music business is confronted with—and all areas of our society for that matter—is change at a greatly accelerated pace. Alvin Toffler, in his best-seller, "Future Shock," questions whether man can cope with vast technological and social upheaval, admittedly of his own design. Things at this point are not quite out of hand to fail to ponder this in relation to the music business, and measures it must undertake or, at least, weigh in order to cope with ever-changing demands.

Music, for instance, is in a constant state of change. No longer can one be self-confident on the course music will take in the immediate future. Applying Toffler's reasoning, if it took rock music a decade or so to dominate the popular idiom, it may take another form of the sound of music to achieve dominance in perhaps half that time. If many labels and music publishers failed to see the slower evolution of rock, how many will be able to cope and adjust to a more speedy shift in musical emphasis? Only recently, for example, have the major old-line music publishers—confronted with "present shock"—seen fit to update themselves in view of the declining use of their "standard" catalogs, once viewed as a money-in-the-bank proposition no matter what "minor" musical tremors came along.

Obviously, the conduct of one's business in an atmosphere of unforeseen tremors of change is not made easier. It's tougher, unsettling, reaching not only into the areas of artists and material, but the very mechanics of the business (e.g., wholesaling). It's harder to be on-your-toes when the foundation one is standing on is seeking a new base. The younger generation of music men now see the havoc that can be wrought by a tight economy, with the restrictions it places on the desire to feel-out new sources of creativity and the need to promote it in the marketplace.

This is, indeed, a time of great challenge. One that requires a heady reappraisal of every aspect of one's endeavors. Solutions pose further questions. Progress creates new uncharted courses.
The Moody Blues
new album
Every Good Boy Deserves Favor

As in life, so in music
As in music, so in life
the shortest distance between global hits!

BELL RECORDS
is extremely proud to distribute
PYE RECORDS
in the United States

OUR FIRST RELEASE!
"LADY ROSE"

RECORDED BY
MUNGO JERRY

Produced by
BARRY MURRAY

BELL RECORDS
A Division of Columbia Pictures Industries, Inc.
**Uttal Cautions Business To Be On Top Of Socio Factors**

Continues Uttal: "Constant probing of public attitudes and values will provide the members of our industry with long range marketing insights through a better understanding of habits and distribution techniques. This would enable us to avoid the 'fuzzy math' of the haphazard system of forecasts based on previous year's performance and better understand the factors that move with more realistic projections for all departments.

'Flexibility is essential in marketing today and the confidence to move quickly and firmly is also the result from a knowledge of what is happening and what can reasonably be predicted. Record companies must have the ability and the courage to kill advertising, promotion and publicity campaigns, change distribution and shift sales thrust within days, if necessary.'

Bell Approaches

Bell itself has initiated some activity in this area. One of the most notable developments is the introduction of a new record label, 'Hot Wax,' with the backing of David S. Frank, senior vice-president of SRF and the current president of the American Record Manufacturers' Association (ARMA)." (Cont'd on p. 10)

**RIAA: Record, Tape Sales Increased 4.7% During 1970**

<table>
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<th>List Price Value in</th>
<th>Calendar Year</th>
<th>Sales Dollars</th>
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<tr>
<td>Million Dollars</td>
<td>1970</td>
<td>1969</td>
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<tr>
<td>$ 75 to $ 99.999</td>
<td>1970</td>
<td>129,521</td>
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<td>$ 50 to $ 74.999</td>
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<td>$ 10 to $ 24.999</td>
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<tr>
<td>Under $ 9.999</td>
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<td>192,675</td>
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| * Figures from 1945 through 1966 are revised from earlier estimates.

**Buddah's Sharell: Industry Needs Promo Talent**

NEW YORK—"...young promo men are simply not getting the kind of guidance from their new employers that is pain fully evident in the work of all too independent distributors throughout the industry."

"But also there are other strong, young talent agencies. Another one is that "maybe the pay scale for a local promotion man should be raised to allow him to hire more radio people who have a true interest in music?"

Sharell said that when he entered the music business in 1962, "professionalism" in promotion was "something you either acquired or you didn't continue in the business. Since then, many talented people have left the industry; others have taken different jobs at labels. Sharell hopes the industry will take measures to recapture this promo talent.

**Tony Martell Famous Music President**

Tony Martell, the former president of Famous LP's, was recently named executive vice-president of Famous Music Co. Martell, who reports directly to David Judelson, president of G&W, will be responsible for the worldwide activities of all music entities under the Famous Music banner, including a number of labels distributed by Paramount Records. Martell is expected to announce a number of new executive assignments this week.

Before joining Famous, Martell served as vp and director of marketing at MCA Records. He joined the Famous Music Co. in 1968 and eventually earned the title of vice-president and director of marketing. Among Martell's achievements at Famous Records include the Decca, Kapp and Verve labels, the management of the domestic and international sales and promotion staffs.

**Tape News**

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**RCA Resigns Airplane On Group's New Grunt Label**

NEW YORK—RCA Records will discontinue the airplane and distribute, under a long-term contract, the Jefferson Airplane product on the group's new label, Grunt Records. RCA also announced that the label, which previously released product by the group, will now be "an excellent position to help the music on the new Grunt Records label reach the fullest possible record buying public."  

Bill Thompson, manager of the Jefferson Airplane, said it was "a natural" for RCA to release the album, "the only major record company to believe in the group's potential," and also a very good move for RCA since the label would now have "a chance to do more with the music."  

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**Neil Diamond Red China P.A.?**

HOLLYWOOD—President Nixon may have Neil Diamond, voted by Cash Box as the number one vocalist-cum-entertainer last year, as his advance man when he goes to Red China next year. Neil Diamond, who was a member of the band that booked Diamond's recent SBO tour of Europe, is here to talk to Diamond's manager, Ken Pris, about the trip.
“It takes all kinds of people” a new single by Stoney & Meatloaf

Art for sale’s sake
Debut New Product

CENTURY CITY — ABC/Dunhill held its annual radio, programming and promotion conference here at the Century Plaza Hotel on Sat. (31-31) under the aegis of company president and CEO Lasker. And emphasis was again on promotion.

"This is not to be considered a sales meeting, it's more of a family reunion," said Lasker. "We are trying to reach the men promoting our business in the field, both in the US and Canada.

In addition to the North American field representatives, ABC/Dunhill overseas managing directors and other licensee personnel from Germany.

Columbia '72 Confab In London

LOS ANGELES — One of the highlights of the London Convention this year was the announcement by CBS Records Group President Davis本月德国和丹麦、瑞典、挪威、荷兰、比利时、法国、西班牙等国，以及日本、澳大利亚、新西兰等国的媒体都进行了报道。

HOLLYWOOD — On the eve of Columbia Records' convention at the Century Plaza, Jack Gold, the label's vice president of sales, paused to reflect on the economics of the record business. No other artist and the ways and means he saw to buttress Columbia's economy in particular.

"The idea that 's crucial," he began, "is that the record is a business — a business in and of itself — and there is to expose them and 'break' them, and markers. The most important factor in computing this cost, Gold pointed out, is the personification of the artist. 'You're dealing, in many instances, with young and brilliant artists of proven stature but without the discipline and the knowledge of how to extract from their minds, from their fingers, what they want to get on wax.'

"The phonograph record is an art form, but it is a relatively limited art form. You are getting a very good album for $30,000, and for $100,000 you can get something a little better, in some respects, but something that the artists themselves can't even recognize a week later."

Down To Money

"But every week it comes in on a thousand tapes: how much money the artist and the artistic considerations and the finances involved that money? Should we do this, do we have a reasonable shot at this?"

"What it all boils down to, Gold seemed to indicate, was how much the record company can afford to spend on the cost and related expenses to see that the record gets a marketing position, i.e., a marketable product, that will satisfy the artist from a creative standpoint without over-indulging the artist from the company standpoint.

"It's really a matter of diplomacy," Gold said. "I don't want to point fingers. But in this business you may spend 24 hours in the studio, then 48 hours improving the record, then have it blow up at the last minute where the artist himself loses sight of what is going on."

"It also gets back to how many times you try and with whom you try and how many times you offer the artist that nothing lasts forever, probably must exist in all of our relationships with an artist. If you do fantastic with an artist, he may or may not want to keep going, but what is the point, wind up being your fault. Basically, the producer is the one to set up the record company he works for. A great many don't, but I think in the czarantor, where you find fairness and a just reward from the company and the artist, which is an important point to this.

"Of course, sometimes you have to ask (Cont'd on P. 24)

Cordell: NATRA Confab Slated To Mean Most Yet

CHICAGO — Lucky Cordell, exec secy of the National Association of Television Program Executives, terms the upcoming NATRA Convention (Aug. 11-15) in Chicago as the "possible high point of the meeting of the association since its inception.

"This without question, will be the biggest convention since the beginning of '70," he told his radio station, WWON in Chicago, one of the most powerful black radio stations in the country, "and probably the most powerful black convention." He added, "And with the post of general manager, NATRA in the hands of the top man, there will be more interest in the organization."

Jefferson of WBBM in Chicago and Shaw of WABQ in Cleveland, are the announced candidates.

Topper's will be at Chicago's O'Hara Hyatt House.

Merco Posts Filled; Exits

HOLLYWOOD — Bhaskar Menon, president of Capitol Industries, Inc., has announced the appointments of Jack Griffith as vice president of marketing; and Joseph Grabuskie as director of distribution at Capitol's rack-jobbing and retail subsidiary, Merco.

He also indicated that Warren Rossmann, vice president of purchasing, Arlen, will be in charge of wholesale sales: Spiros Coulis, vice president of Capitol Records, is in charge of Idea Post. Vice president of collegiate sales, had terminated their employment.

Griffith has filled a variety of sales posts with Capitol Records since joining the company in 1964. His most recent assignment was as Divi-"
Tommy James Resumes Full Recording, Live Schedule

NEW YORK — Tommy James is back on a full schedule of recording, producing and personal appearances dates after taking a long rest from his road schedule. The Tommy James Show features the vocalist with a ten-piece band. James currently holds the #3 position on the Cash Box Top 100 Singles charts with his Roulette recording of “Draggin’ The Line,” originally the B-side of “Church Street Soul Revival” released eight months ago.

James has finished an album for Roulette featuring both tunes entitled “Christian Of The World,” to be released this week. James is also currently producing John Lombardo for Paramount and has just wrapped up a newly-recorded version of “I Believe In Love” for Nini Hara, who sang the title tune in Milos Forman’s “Taking Off. Past producing credits, along with James’ producing credits, have included Alive N Kicken’s “Tighter And Tighter.”

The singer left The Shondells last year, but during his association with them, he also produced many of their hits including “Crimson And Clover” and “Blue Smoke.” James’ career began when he recorded “Hanky Fanky” in 1961, but it was his unsealed million seller in 1965 after KDKA broke the record in Pittsburgh.

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The masses are growing restless and getting hungry for good sounds. Sate them with "Recorded Live In Europe". This polyunsaturated album contains the best from the Heat's gourmet European tour. Stock up now and be prepared—because After This, The Deluge.

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

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<td>Glass Bottle</td>
<td>Avco</td>
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<td>Bobby Russell</td>
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ALBUM PLAYS

Shaan Na Na—Shaan Na Na—Buddah
Last Time I Saw Her—Glen Campbell—Capitol

WBBM-FM: Rapid Growth In Chicago

CHICAGO — WBBM-FM, since converting from the automated "young sound" to a live format of contemporary music, in December of 1970, has been enjoying a steady growth in the Chicago area and was most recently singled out as the first FM station here to accumulate over half a million different listeners per week.

The station, under the direction of station manager John N. Catlett who initiated the new format and contributed immensely to its rapid growth and success, operates as a separate entity from the AM outlet.

"New listeners are attracted to us from AM stations because of the advantage of stereo and the high technical quality of the station," Catlett said, "but more importantly, we're inciting an audience because we avoid the frantic approach and the over-commercialization that has been the by-word of rock radio on the AM dial.

WBBM-FM broadcasts 24 hours a day, from a most advanced transmission system on top of the John Hancock Center. The station's slogan "where rock is" is reflected in its programming which is geared largely to the younger audience.

WBBM's announcer is Bob Johnston, who is also program director; Bud Kelly, Tony Phillips, Steve King, Jim Clohey and Robert R. Bradley.

WBBM-FM, in cooperation with the National Association of FM Broadcasters and the American Radio Search Bureau, recently conducted a survey to determine the total audience for FM radio in Chicago. Findings revealed that Chicago FM radio is listened to by 28.6 percent of the entire metropolitan population. Survey was the first of its kind conducted in this area.

Carney Visits Frost

CHICAGO — Mercury recording artist Carney will perform the Beatle's "Eight Days A Week" and his own composition "Saves This Weave" on the Frost Show to be seen in several major markets August 16th. Some of the cities where the show will be aired on that date include New York, Los Angeles, Chicago, Toronto, Boston, Detroit, Washington, D.C., and San Francisco.

Carney son of actor Art Carney, will perform the Beatle's "Eight Days A Week" and his own composition "Saves This Weave" on the Frost Show. The group is the singer's newly released album "Threshold".

Second TV Special For 5th Dimension

NEW YORK — "The 5th Dimension Traveling Sunshine Show" will be presented on the ABC TV network Aug. 18. It will be the Bell group's second TV special. Featured on the program will be Dionne Warwick, The Carpenters and Merle Haggard. The show was produced by Ernest Glickman and Burt Rosen and directed by Jorn Winther.

DOWN IN FRONT—John Zacherle, WPLJ-New York's nighttime air personality, donned Transylvania garb to act as emcee at a Warner Bros. sponsored reception for Black Sabbath at the Sanctuary. Surrounding Zach are the members of the British quartet and representatives from the label. The group is currently touring the U.S. and their third album, "Masters Of Reality," will be released in August.

Cash Box — August 7, 1971
EDWIN BIRDSONG > WHAT IT IS, IS WHERE IT'S AT

EDWIN BIRDSONG > WHAT IT IS

Edwin Birdsong, firstborn child of the new Renaissance
whose message is involvement,
whose medium is music is
WHAT IT IS.

Polydor Records, Cassettes and 8-Track Cartridges are distributed in the USA by Polydor Incorporated; in Canada by Polydor Canada Ltd.
Contributions for the benefit of the homeless children of Bangla Desh (East Pakistan) can be sent to: THE GEORGE HARRISON-RAVI SHANKAR SPECIAL EMERGENCY RELIEF FUND c/o UNICEF, UNITED NATIONS, N.Y. City
(we've got to relieve)

BANGLA DESH

geroge harrison

Contributions for the benefit of the homeless children of Bangla Desh (East Pakistan) can be sent to: THE GEORGE HARRISON-RAVI SHANKAR SPECIAL EMERGENCY RELIEF FUND c/o UNICEF, UNITED NATIONS, N.Y. City
Additions To Radio Playlists — Primary Markets

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

KJH—Hollywood
Amabile—Hamilton, Joe Frank & Reynolds—
Dunhill
Smiling Faces Sometimes—Undisputed Truth—
Gordy
Think His Name—Johnny Rivers—U.A.
Stagger Lee—Tommy Roe—ABC
KFRC—San Francisco
Walk Away—James Gang—ABC
Saturday Morning Confusion—Bobby Ruelle—
U.A.
The Story In Your Eyes—Moody Blues—
Threshold
Stick Up—Honey Cone—Hot Wax
KNDX—Sacramento
Spanish Harlem—Aretha Franklin—Atlantic
Them Changes—Buddy Miles—Mercury
Stick Up—Honey Cone—Hot Wax
What You See Is What You Get—Stoney &
Mattalo—Rare Earth
Never Can Say Goodbye—Sandpipers—A & M
KGB—San Diego
I Don't Do Wrong—Glady's Knight & Pips—
Soul
You Know What I Mean—Lee Michaels—A & M
KJR—Seattle
Go Away Little Girl—Donny Osmond—MGM
I Woke Up In Love—Partridge Family—Bell
 Ain't No Sunshine—Bill Withers—Sussex
Marvin, Mercy, Me—Marvin Gaye—Tamla
Stop, Look & Listen—Stylistics—Avco
KYNO—Fresno
Bangla Desh—George Harrison—Apple
The Story In Your Eyes—Moody Blues—
Threshold
Ain't No Sunshine—Bill Withers—Sussex
Spanish Harlem—Aretha Franklin—Atlantic
Mighty Clouds Of Joy—B. J. Thomas—Cспект
WHB—Kansas
The Story In Your Eyes—Moody Blues—
Threshold
She Didn't Do Magic—Lobo—Big Tree
I Woke Up In Love—Partridge Family—Bell
Love The One You With—Isley Bros.—T-Neck
Where You Lead—Barbra Streisand—Columbia
WCAO—Baltimore
Go Away Little Girl—Donny Osmond—MGM
K.Joe—Nite Lites—RCA
Waiting At The Bus Stop—Bobby Sherman—
Metromedia
Stick Up—Honey Cone—Hot Wax
DP—Bee Gees
WKRN—Nashville
Trapped By A Thing Called Love—Denise LaSalie
I Like To Do It—Peoples Choice—Jamie Gulden
Go Down Gambling—Blood, Sweat & Tears—
Columbia
Moon Shadow—Cat Stevens & A & M
All Day Music—War—I.A.
If Not For You—Olivea Newton John—UNI
Mother Freedom—Bread—Elektra
Bangla Desh—George Harrison—Apple
Where Evil Grows—Poppy Family—London
WKRO—Boston
Marlinae—Steve Drifts—Atlantic
Smiling Faces Sometimes—Undisputed Truth—
Gordy
Surrender—Diana Ross—Motown
WIBG—Philadelphia
Take Me Girl—Jr. Walker—Soul
Feel So Bad—Ray Charles—ABC
God Save Us—Bill Elliot & Electric Qn Band—
Along Time—Runt—Amplex
KQV—Pittsburgh
Bangla Desh—George Harrison—Apple
I Ain't Got Time—Glass Bottle—Avco
Spanish Harlem—Aretha Franklin—Atlantic
WAPE—Jacksonville
Savannah Lady—General Johnson—Invictus
Go Away Little Girl—Donny Osmond—MGM
Stick Up—Honey Cone—Hot Wax
One Tin Soldier—Coven—W.B.
I Like To Do It—People Choice—Jamie Guayden
WAYS—Charlotte
What You See—Dramatics—Volt
Rain Dance—Guess Who—RCA
Bangla Desh—George Harrison—Apple
Ain't No Sunshine—Bill Withers—Sussex
Go Away Little Girl—Donny Osmond—MGM
KLIF—Dallas
Rain Dance—Guess Who—RCA
Go Down Gambling—Blood, Sweat & Tears—
Columbia
I Wake Up In Love—Partridge Family—Bell
Stop, Look & Listen—Stylistics—Avco
KILT—Houston
Bangla Desh—George Harrison—Apple
Stop, Look & Listen—Stylistics—Avco
Stick Up—Honey Cone—Hot Wax
The Story In Your Eyes—Moody Blues—
Threshold
Go Away Little Girl—Donny Osmond—MGM
WKWB—Buffalo
Bangla Desh—George Harrison—Apple
John The Baptist—Al Cooper—Columbia
Back On My Feet Again—Al Cooper—Columbia
Bring The Boys Home—Freda Payne—Invictus
Riders On The Storm—Doors—Elektra
Milk & Molasses—Pink Circuz
Love The One You With—Sly Bros.—T-Neck
LP—Seastain—Capitol
WTTW—New Orleans
Sweet Hitch-Hiker—Creedence Clearwater—
Fantasy
I Just Want To Celebrate—Rare Earth—Rare
Earth
Sings—S Man Electrical Band—Lionel
WKLO—Louisville
Go Away Little Girl—Donny Osmond—MGM
I Feel The Earth Move—Carole King—Ode
WOAM—Miami
What You See Is What You Get—Dramatics—
Volt
Won't Get Fooled Again—Who—Decca
Maggie May—Rod Stewart—Mercury
Go Down Gambling—Blood, Sweat & Tears—
Columbia
KXOK—St. Louis
Spanish Harlem—Aretha Franklin—Atlantic
Smiling Faces Sometimes—Undisputed Truth—
Gordy
I'm Leaving—Lesley—asley—RCA
It's Summer—Temptations—Gordy
I Hear Those Church Bells Ringing—Dusk—Bell
WABC—New York
I Don't Wanna Do Wrong—Glady's Knight—Soul
I Woke Up In Love—Partridge Family—Bell
Just Want To Celebrate—Rare Earth—Rare
Earth
You Want Me—Partridge Family—Bell
What You See Is What You Get—Dramatics—
Volt
Reason To Believe—Rod Stewart—Mercury
WSMI—Cincinnati
I Like To Do It—Peoples Choice—Jamie Guayden
Smiling Faces Sometimes—Undisputed Truth—
Gordy
WOKY—Milwaukee
Spanish Harlem—Aretha Franklin—Atlantic
Where You Lead—Barbra Streisand—Columbia
That's The Way A Woman Is—Messengers—
Rare Earth
Saturday Morning Confusion—Bobby Russel—
U.A.
Where Evil Grows—Poppy Family—London
Go Away Little Girl—Donny Osmond—MGM
Waiting At The Bus Stop—Bobby Sherman—
Stick Up—Honey Cone—Hot Wax
Go Away Little Girl—Donny Osmond—MGM
Sweet City Woman—Staplanders—Bell
Bangla Desh—George Harrison—Apple
Go Down Gambling—Blood, Sweat & Tears—
Columbia
WFIL—Philadelphia
Ain't No Sunshine—Bill Withers—Sussex
I Ain't Got Time Anymore—Glass Bottle—Avco
Embassy
Smiling Faces Sometimes—Undisputed Truth—
Gordy
I Just Want To Celebrate—Rare Earth—Rare
Earth
I Like To Do It—Peoples Choice—Jamie Gulden
All Day Music—War—I.A.
Stick Up—Honey Cone—Hot Wax
Bangla Desh—George Harrison—Apple
Them Changes—Buddy Miles—Mercury
WMPS—Memphis
Bangla Desh—George Harrison—Apple
Go Down Gambling—Blood, Sweat & Tears—
Columbia
I Wake Up In Love—Partridge Family—Bell
Beginnings—Chicago—Columbia
WMEX—Boston
Deep Blue—George Harrison—Apple
I Just Want To Celebrate—Rare Earth—Rare
Earth
The Night They Drove—Joan Baez—Vanguard
Indian Summer—Audience—Elektra
Ain't No Sunshine—Bill Withers—Sussex
WDGY—Minn.
Signs—S Man Electrical Band—Lionel
I Ain't Got Time Anymore—Glass Bottle—Avco
Spanish Harlem—Aretha Franklin—Atlantic
We Gotta Dream—Ocean—Kama Sutra
Fender To Savage Grace—Reprise
1. The first American rock opera.

2. It's a two record set and the debut of SmokeRise.

3. It was released by Paramount 3 weeks ago and got tremendous initial response.

4. Second and third distributor re-orders have already come in from key markets throughout the country. Where?

   - Atlanta
   - Boston
   - Buffalo
   - Chicago
   - Dallas
   - Los Angeles
   - Miami
   - Minneapolis
   - Newark
   - New York
   - St. Louis

5. Radio and dealer demand has forced the rush release of the first hit single from this album:

   - "I'm Here/Love Me"
   - b/w
   - "Survival"
   - PAA 0113

6. This is a hit album and a hit group. And to really drive the point home, SmokeRise is going on the road. They will perform "Survival" in cities from coast to coast. And Paramount will support and promote SmokeRise's concerts on every level, in every city on the tour.
New Additions To Playlists Secondary Markets

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

WKWK--Wheeling
I Wake Up In Love--Partidge Family--Bell
Stick Up--Honey Cone--Hot Wax
Sweet City Woman--Stampers--Bell
Desdemona--Searchers
Before My Time--Rio Grande
Give It Everything You Got--Edgar Winter--Epic
Saturday Morning Confusion--Bobby Russel--U.A.

WIFE--Indianapolis
Moon Shadow--Cat Stevens--A&M
Riders On The Storm--Dex-Elera
Liar--3 Dog Night--Dunhill
Resurrection Shuffle--Ashlon, Gardner & Dyke--Capitol
Sweet Hitch-Hiker--Creedence Clearwater--Fantasy

WDRC--Hartford
I Wake Up In Love--Partidge Family--Bell
Go Away Little--Donny Osmond--MGM
 Ain't No Sunshine--Bill Withers--Sue
 Stick Up--Honey Cone--Hot Wax
 The Story In Your Eyes--Moody Blues--Threshold
 Bangla Desh--George Harrison--Apple

WBAM--Montgomery
Marriage--Steve Stills--Atlantic
Go Away Little Girl--Donny Osmond--MGM
Spanish Harlem--Arthya Franklin--Atlantic
Roll On--New Colony 6--I'd Rather Be Sorry--Ray Price--Columbia

WLAC--Grand Rapids
Go Away Little Girl--Donny Osmond--MGM
I Wake Up In Love--Partidge Family--Bee
The Story In Your Eyes--Moody Blues--Threshold
Won't Get Fooled Again--Who--Decca
Spanish Harlem--Arthya Franklin--Atlantic
LP: Shaka Na Na

WIRL--Pocahantas
Some Sweet Day--Nigel Olsen Orch.
Song For You--J. P. Morgan
Ain't No Sunshine--Bill Withers--Suke
The Story In Your Eyes--Moody Blues--Threshold
Sweet City Woman--Stampers--Bell

KEYW--Wichita
Moon Shadow--Cat Stevens--A&M
Bangla Desh--George Harrison--Apple
California On My Mind--Morning Mist
If Not For You--Olivia Newton John--Un
Slipped, Tripped And Fell In Love--Clarence Carter--Atlantic

WGLI--Babylon
I Wake Up In Love--Partidge Family--Bell
Where You Lead--Banda Strass--Columbia
All Day Music--War--U.A.
Spanish Harlem--Arthya Franklin--Atlantic
LP: Godspell--Relic--Pink Floyd

WBQQ--Augusta
Ain't No Sunshine--Bill Withers--Suke
Tired Of Being Alone--Al Green--Hi
Stagger Lee--Tommy Roe--ABC
Bring Boys--Freda Payne--Invictus
He's Rather Have The Rain--Heaven Bound--MGM

KIOA--Des Moines
Maybe Tomorrow--Jackson 5--Motown
I-Jee--Nite Lites--RCA
The Night They Drove Old Dixie Down--Joan Baez--Vanguard

WPOR--Boston
Is That The Way--Van T. McKin--Atco
The Story In Your Eyes--Moody Blues--Threshold
We've Got A Dream--Ocean--Kama Sutra
Ride With Me--Steenwell-arr. Signe
Go Down Gambin'--B.S.T.-Columbia

WHLR--Akron
Go Down Gambin'--B.S.T.-Columbia
I Wake Up In Love This Morning--Partidge Family--Bell
Where Evil Grows--Poppy Family--London
Go Away Little Girl--Donny Osmond--MGM
I'm Leavin'--Evel Presley--RCA
Ride With Me--Steenwell-Dunhill

WDCS--Dayton
Bangla Desh--George Harrison--Apple

WFLD--Chicago
Love--Clarence Carter--Bell

WCPX--Cleveland
I Wake Up In Love--Partidge Family--Bell

KDKA--Pittsburgh
Get Fooled Again--Who--Decca

WDEA--Newark
Spanish Harlem--Arthya Franklin--Atlantic
Hot Pants--James Brown--People

KJPG--Memphis
Maybe Tomorrow--Jackson 5--Motown
Go Away Little Girl--Donny Osmond--MGM
Yander Ta--Savage Grace--Reprise
I Hear Those Church Bells Ringing--Bell

WEAM--Wash., D.C.
Bangla Desh--George Harrison--Apple
I Just Want To Celebrate--Ever--Rare Earth

WLS--Chicago
Crazy About The La La--Smoky Robinson--Motown
Spanish Harlem--Arthya Franklin--Atlantic
Marianne--Steve Stills--Atlantic
I Wake Up In Love--Partidge Family--Bell
Take Me Girl--Jr. Walker--Soul

CKLW--Detroit
Trapped By A Thing--Denise LaSalle
Bangla Desh--George Harrison--Apple
Mighty Clouds Of Joy--B. J. Thomas--Scepter

WXJ--Cleveland
I Just Want To Celebrate--Rare Earth--Rare Earth

WIXY--Cincinnati
Maybe Tomorrow--Jackson 5--Motown
Go Away Little Girl--Donny Osmond--MGM
Yander Ta--Savage Grace--Reprise
I Hear Those Church Bells Ringing--Bell

THINK THIN -- Dr. Joyce Brothers signa contract with Capitol Records, represented here by board chairman Glenn Wallichs, to write and narrate an album for the label's Special Markets Division on diet control. LP will be available via coupon advertising premium offers and other direct-consumer programs.

Wally Heider East Records MSG Benefit

NEW YORK -- The Wally Heider East Coast Record Plant mobile recording studio based has been set to record the George Harrison-Ringo Starr-Navy Shankar Madison Square Garden benefit concert. Flying in from Los Angeles to engineer the historic recording will be Gary Kellgren, exec di-rector of the West Coast Record Plant. Proceeds from the concert which takes place Sunday evening, Aug. 1st, will go to the Pakistan Relief Fund.

WET Willie To Allmans Tour

Wet Willie, whose first album for Capricorn Records "The Wet Willie Band" will be released Aug. 15th, will be touring the eastern states with the Allman Brothers Band.

The tour starts in New York at the Manhattan Center Ballroom on Aug. 15th, followed by Philadelphia's Civic Center, then on to Harrisburg and the Boston Common on the 18th. Additional dates of the tour will be announced shortly.

WAVZ--New Haven
Marianne--Steve Stills--Atlantic
Go Away Little Girl--Donny Osmond--MGM
If You Really Love--Steve Wonder--Tamla
I Ain't Got Time--Glass Bottle--Avco
Story In Your Eyes--Moody Blues--Threshold
We've Got A Dream--Ocean--Kama Sutra
What You See--Dramatics--Volt
Wed. Song--Paul Stookey--W.B.

WFXC--Hammond
Bangla Desh--George Harrison--Apple
All Day Music--War--U.A.
Feel So Bad--Ray Charles--ABC
Waiting At The Bus Stop--Bobbi Sherman--Metromedia
Chotto Matte Kudai--The Sandpipers--A & M
I Wake Up In Love This Morning--Partidge Family--Bell

STEPHEN STILLS

ON TOUR 1971 WITH: DALLAS TAYLOR, FUZZY SAMUELS
PAUL HARRIS, STEPHEN FROMHLTZ AND THE MEMPHIS HORNS


Direction: The Gefen Roberts Management Company

Primary Playlists--Con't

Cash Box -- August 7, 1971
Which side of Rod Stewart's super single are you on?

Both sides have met with such super response, radio stations across the country have been playing both. Us? We think they're both so brilliant, we refuse to take sides on the issue. We're just happy that you have.

Both sides from Rod's chart-jumping album, "Every Picture Tells a Story": SRM-1-609
Musical cassette MCR4-1-609, 8-Track MC8-1-609

Motorola To Demo EVR At A-V Show

CHICAGO—The nation's audio-visual experts will get a demonstration of the Motorola EVR system July 17-20 at the NAVA convention in Cincinnati. Chicago-based Motorola Systems Inc. sponsoring an all-EVR exhibit in Booth 511 at the convention, will host the exhibit, along with Ed Fikar, marketing manager of the Motorola EVR division.

"The Motorola EVR TELEPLAY system will offer a variety of benefits on the market at present, with initial penetration in the health care, business and educational markets," according to Mr. Fikar.

The company presently holds EVR cartridge production rights to more than 1,000 film titles. Motorola has been marketing teleplay equipment for the second generation of audiovisual dealers receiving displays free.

New EVR Film Chief

CHICAGO—One of the pioneers in the EVR development at CBS Laboratories C. Russell Dupree, has been appointed director of Film Operations for the CBS Electronic Video Recording Division at Rockleigh, New Jersey.

Dupree is responsible for film printing and processing, sound transfer and cassette recording. His move continues an association that began in April 1968 when he joined CBS Laboratories as Manager of EVR Film Activities.

His initial project for CBS's newly announced EVR project was establishment of its printing operations, proving its viability and evolving the printing techniques and process controls necessary to successful commercial introduction of EVR. When he completed this task, he participated in design and installation of equipment now his responsibility at Rockleigh.

Robins Negotiates to Acquire Fairchild Sound

NEW YORK—Robins Industries, Inc., of College Point, N.Y., a manufacturer of prime magnetic tape, cassettes, perforator tapes and a variety of magnetic tape recorders, hi-fi and data processing accessories, is a publicly owned company whose stock is traded over-the-counter. Acquisition discussions are proceeding with representatives of the late Fairchild Sound, Inc., as Hal W. Sander is the director of educational products.

Audio Magnetics has been in the educational field with a line of A/V equipment available on the market, said Mr. Sander.

The product will be marketed exclusively through a network of educational representatives via the company's educational products division.

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"WAITING AT THE BUS STOP"

The new single from Bobby Sherman
JOHNNY RIVERS (United Artists 50822)

Think His Name (3:30) (Music Pushers, BMI)—Mincy, Shanklin, Cole

It's been a long time since Johnny Rivers had a big hit record, but this is the exception. "Think His Name" is a magnificent religious number done tastefully and honestly. Single will put Rivers right back on the charts. Flip: "Permanent Change" (2:48) (Golden Age Music, BMI—Rivers)

DAVE ELLINGTON (Amos 164)

Some Kind Of A Summer (3:29) (Quill Music, ASCAP—Ellington)

Every so often a record is released that is destined to become a classic. Because of the fine melodic vocals and inspiring musical arrangement that is here, this is such a record. With plenty of AM airplay, Dave Ellington's summer will never forget. Flip: no info. available.

YUKON (Sussex 220)

Understanding Is Sorrow (3:06) (Interior Music, BMI—Lehman)

Strong arrangement and vocal passages and instrumentation will make this go to top 40 support in teen markets. Flip: "Save My World" (2:37) (Interior Music, BMI—T. Zawadzki)

SAM KAPU (Anthem 51000)


Kapu delivers the currently and the number one tune in Hawaii via this beautifully done out. Already being programmed in the States, record is doing well with much impact. Flip: "Pepu Hinu Hinu" (2:21) (Rachel, BMI—H. Beamer)

KING SPORTY (Kingston 41000)

Groovin Out On Life (2:51) (Shelley, BMI—Williams, Mathis)

Pluckling bass and smart melody carves the foundations for this Sporty outing. Record has all the makings of a potential giant. Flip: no info. available.

THE ROAD HOME (Dunhill 4285)

Keep An Eye On You (3:30) (Trudoe/Soldier/Music, BMI—Lampert, Potter)

Commercial tune with contemporary message should put the Road Home on the road home. Geared essentially towards AM top forty markets, debut single should make a strong impression. Flip: no info. available.

Choice Programming

GENE PITNEY (Musicor 1442)

Scene Are You There (3:15) (Kelso Herston/Catalogue Music, BMI—Tidewell)

Soft, exciting ballad should become a pop/MOR delight and put Pitney on the comeback trail. Smooth adds to records over all impact. Flip: no info. available.

THE STOYALL SISTERS (Reprise 1028)

Hang On In There (9:59) (Great Road Music, BMI—J. Moss)

Funky r&b release from Stoyall's should excite AM programmers and cause consider able listener enthusiasm. Flip: no info. available.

BLACK OAK ARKANSAS (Atco 6829)

Leave Have Mercy On My Soul (3:15) (Marli/Far Fetched Music, ASCAP—Black Oak Arkansas)

Latest addition to the Atlantic heavies comes via this powerful rocker from BOA certain to garner much underground airplay. Flip: no info. available.

THE GRAND PIANO COMPANY (Ampex 11028)

Expensive Pleasure (2:58) (Beechwood, BMI—Goodman, Grasso)

Haunting, melodic instrumental should set pop and MOR charts ablaze. Fine first outing should easily establish group. Flip: no info. available.

NEW COLONY SIX (Sunlight 1001)

Roll On (1:25) (New Colony, BMI—Herman, Van Kollenburg)

Latest from New Colony Six should go on to do exactly as title indicates. Plenty of commercial success is in store for their latest effort. Flip: no info. available.

SERGIO MENDES & BRASIL '77 (A&M 1279)

So Many People (3:20) (Ivory Music, BMI—Williams, Nichols)

A new name, a new year and a brand new sound highlight this important re lease from Mendes. Interesting lyric adds to overall enrollment of single. Flip: no info. available.

TOMMY ROE (ABC 11007)

Steager Lee (3:18) (Travis Music, BMI—Price, Logan)

Change of musical directions for Roe finds him well into Lloyd Price classic. Strong arrangement and excellent vocal. Now gets definite R&B and City hits. Flip: no info. available.

Kool & THE GANG (De Lite 548)

The Penguin (2:45) (Stephanie/ Delightful Music, BMI—C. Smith, Kool & Gang)

Delightful instrumental of latest dance craze should receive much R&B attention. Authors of many prior hits, Kool & Gang should keep their string alive with this one. Flip: no info. available.

INTENSIVE HEAT (Soul Mate 901)

Keep An Eye On Your Close Friend (2:45) (Hunt/Eliz Reader)

First release from new group is basically an all capella number reminiscent of the music of the early fifties. Record will find favor with older sets. Flip: "Intensive Heat" (3:08) (Hunt/Eliz 7 Music, BMI—Pope, Hunt)

THE IMPRESSIONS (Curtom 1959)

Do You Wanna Win (5:30) (Curtom, BMI—Mayfield)

Impressions ask the musical question from the pen of Curtis Mayfield who hasn't yet written a poor song. Look for this one to blast a few national charts. Flip: no info. available.

www.americanradiohistory.com
Ray Price's new "For the Good Times" is called "I'd Rather Be Sorry."

Because just like Ray's last million-selling single, "I'd Rather Be Sorry" is written by one of Pop and Country's most exciting young songwriters, Kris Kristofferson. And also like "For the Good Times," Ray's new single will get strong air play on both MOR and Country stations. So check the Pop and Country picks this week or next. But in a few weeks, the whole country will be able to tell you where Ray's "I'd Rather Be Sorry" is going.

Spence Berland Exec Asst. To Schoenbaum

NEW YORK—Jerry Schoenbaum, president of Polydor Incorporated, has announced the appointment of Spence Berland as executive assistant to the president.

Mr. Berland began his association with Polydor five months ago as director of marketing. It has involved himself with many other aspects of the company. His new position will include the coordination of sales, marketing, merchandising, advertising, promotion and publicity as well as personnel. He will be directly responsible to Schoenbaum, and also continue as ad director.

Prior to coming to Polydor, Spence was with the advertising sales Department at Record World, and previously spent many years as a radio broadcaster.

Schwartz Avco's Nat'l Promo Chief

NEW YORK—"Red" Schwartz, a more than 20 year vet of the record business, has been appointed director of national promo for Avco Records. He replaced Mike Becce, who left to join Polydor, Inc.

In a move to revamp the company's promotion department, Schwartz will be responsible for the entire co-ordination of the company's various labels and promotion representatives. To bolster this effort, Avco has also appointed Diane Sousa to assist Schwartz in all phases of the department. Miss Sousa was formerly with Colosum Records and prior to that spent three years with Strategic Records. Schwartz joins Avco after a brief tenure at Musicor Records. Prior to Musicor he held national promo manager posts at Roulette Records and Vee-Jay Records.

Gold: Price of Panic

(Cont'd from p. 9)

let an artist have his own way, because sometimes nothing succeeds like a good failure. And an artist will occasionally have a keener insight into a situation than you. Do you have to be open about it?

"But if a producer's first loyalty is to the record company, he can't be disloyal to the artist. I don't think a producer who squanders large sums of money on an artist is doing that artist any good. You might make a 1% better album if you spend the difference. You might think you can make $9,000, but you might create a lot of hostility at the record company. Most of the time the public can't tell the difference."

On Money-In-Front

Asked what he thought about the money-in-front idea, which some companies have refined to a deal where the producer keeps the difference if he comes in under budget, Gold replied, "I don't think I like it. Certain things are predictable. If you're giving $9,000 away, there's the guy who will record a song for $21,000 so you can keep $9,000. Which is no good. We don't want to save money, we just want our money. We want an album to cost what it should cost, and not to cost you anything. You can really say, before you start on a record, that you know what it should cost.

"Sometimes if there's something in a session that means you stay an extra hour or two to go after it and get it, you do it. It may mean the difference between a hit and not a hit. A session should cost what it has to cost."

Referring to Columbia's business affairs policy as an adjunct to these A&R considerations, Gold felt that "the devices and techniques we've employed to cope with these problems (were) very fair and very helpful.”

"I believe the right way to deal with the record company, the right way to make a hit, is to give the producer the rights to the recording, and the producer has to make the decision."

In this regard, according to Gold, "Columbia Records is very generous and open-handed but not open-headed, not stupid. We give an artist every possible chance to make his point. We have real artistic and commercial times, when we believe in something. But the ability to do that comes from money we don't spend where there's no chance. It's stupid to fish in a barrel where there are no fish.”

When To Say 'No'

In order to minimize the number of these financials without doing justice to any artist, Gold emphasizes one very important, money-saving aspect of the producer's role. "You just have to know when to say 'no.' It is something I personally find enormously difficult, but I find it easiest to say no when I'm positive in my mind that I'm right. When it's just a matter of opinion, and I perhaps feel I'm right, I give a little. When possible I try to compromise. I would never say to an artist, on a single date, that he couldn't do a song he really believed in. After all, it's his career."

"At Columbia we have many artists on the roster. I adopt the attitude that we have many books to fish with, yet the artist has only one career, his own."
POP GOES THE COUNTRY

STATLER BROTHERS HIT SINGLE
"Pictures of Moments to Remember" (73229)
from their hit album "Pictures of Moments to Remember"
SR-61349 Musicassette MCR-61349 8-Track MC8-61349

JERRY LEE LEWIS' HIT SINGLE
"When He Walks On You (Like You Have Walked on Me)" (73227)
from his hit album "Touching Home" SR-61343
Musicassette MCR4-61343 8-Track MC8-61343

Every Good Boy Deserves Favor—The Moody Blues—Threshold THS 5
This English supergroup has few imitators and no equal. The Moodies understand dynamics and melody and their knowledge is transformed into albums which are both critically and commercially acclaimed. Most fans like to think of their work as continuing chapters in a beautiful dreamwork and their new offering is as rewarding (if not more so) as the previous pages. Features their new single, "The Story In Your Eyes" and many tunes in their softer, gentler style which manages to excite without resorting to dramatics. Every Moodies package gets the favor each deserves, and this is no exception.

Fireball—Deep Purple—Warner Bros. 2564
How much longer will it be before Deep Purple gets the acceptance in America which they deserve? Although they have half a dozen LP's in release here and despite the devotion of the fans they have collected, they have yet to attain the popularity level they enjoy in England and elsewhere. "Fireball" should change that. It's an important new album. On it, the quintet deftly carve out seven crystal clear rock works, of which "Strange Kind Of Woman" and "Anyone's Daughter" loom as most formidable. How much longer... .

Man And Boy—Original Soundtrack—Sussex 7011
The very best thing about the soundtrack of the Bill Cosby starred western comes right at the beginning and it's the flick's theme, penned and sung with rare charm by Bill Withers. Also featured are several monologues from the movie and some pretty instrumental tracks by an orchestra under the baton of composer J. J. Johnson. Disk was produced by Quincy Jones. Should the film do well, (and it should) this track could easily blossom into a real seller.

McKinley Morganfield—Muddy Waters—Chess ZCH-60006
At long last, an album release which can truly be subtitled "Muddy Waters' Greatest Hits." They're all here: "Rollin' Stonen" from which the English group took their name: "Got My Mojo Working," "Baby Please Don't Go," and the classic version of "Hoochie Coochie Man." Tracks are the original cuts, some dating back to 1948, but all belong to the blues-oriented music scene of today. This package will be grabbed by first time Waters fans and his old-line following as well. Few artists have had such an influence on the music of others and nowhere else can so many of his finest tunes be gotten in one jacket. This is one collector's item with super potential.

Death In Venice—Deutsche Grammophon—2538 124
The ennu and the brooding melancholy that envelops the characters of Thomas Mann's novel and now Visconti's hit movie are closely related to the music of Gustav Mahler. Not too surprisingly Mahler's work is used at the film's score. These are the themes, "Adagietto From Symphony No. 5," "Movement 2 From Symphony No. 7 Lied Der Nacht" and "Movements 4 (Misterioso) & 5 From Symphony No. 9," as performed by the Bavarian Radio Symphony Orchestra under the direction of Rafael Kubelik.

The London Howlin' Wolf Sessions—Chess 60008
As any student of the blues can testify, Howlin' Wolf has been a major figure with many top talent working in that field for more than a few years. In fact, he's among the blues longer than any of the British superstars (Eric Clapton, Stevie Winwood, Bill Wyman and Charlie Watts) who joined him for these sessions have been on this earth. Two ten tracks in all, several of them by Willie Dixon and several more penned by Howlin' Wolf himself: "The Red Rooster" and "Poor Boy" are only two of the delights to be found here. Rock stars names could help immeasurably in attracting attention to a set which is Howlin' Wolf's all the way.

Paul And—Paul Stookey—Warner Bros. 1912
First solo album by Paul Stookey finds the tallest member of the Peter Paul & Mary group in something of a mellow mood, as he performs a dozen numbers. "Sebastian," one of several pieces written by Paul, is a beautiful working song and among others on the album are "Nothing's Gotten "Blues" a way "Give A Damn" and his current single, "Wedding Song (There Is Love)." Credit this talented fellow with an outstanding LP.

Rainbow Funk—Jr. Walker And The All Stars—Soul 57292
Soul is the label and soul is the difficult to define quality which permeates Jr. Walker's work and rarely to such an extent as on this disk. This is a strong album, with first rate treatment of the familiar "Something," "Feelin' Alright" and "Psychedelic Shack," plus some nice songs "Some Things Will Keep Me Loving You," co-authored by producer Johnny Bristol. The plaintive "Way Back Home" is another memorable track. LP is already showing signs of breaking big.

(for God's sake) Give More Power To The People—The Chi-Lites—Brunswick BL 754170
The Chi-Lites have been around for a few years, but due to the rapid upward movement on their single, the album's title track, they have been labeled a "fifty success story." The new effort is also here, "We Are Neighbors," and it continues in the quartet's sociological approach to the problems of today. While many other tunes don't directly hit you over the head with a single message, the feeling and innuendo is there. The quartet should do well translating their new/old singles power into album sales.

Bob Gibson—Capitol ST-742
So many of the finest voices of the folk revival era fail to translate into today's idiom; but pure and straight-forward Bob Gibson is the most refreshing breeze to come from that direction in a long, long time. Guests like Roger McGuinn, Spanky McFarland and David Crosby highlight the talent, while the addition of Hamilton Ebdon and Gordon Lightfoot's earlier hits, Two Dylan tunes and some of Gibson's originals make for a package that will garner much FM and probably AM airplay as well. Will appeal to old and new fans, more than pleasing each.

King Curtis Live At Fillmore West—Atco SD 3399
King Curtis, he of the funky school of sax, recorded this set of nine tunes recently at the famous West Coast rock emporium, and it's a solid outing all the way. Accompanied by Billy Preston on organ and a slew of other fine musicians, and backed by the Memphis Horns, the King tears into "A Whiter Shade Of Pale," "Coxy's Sealed Album: I'm Yours," "Ode To Billie Jo" and "Mr. Bobbie." Some very nice effects on the Buddy Miles penned "Changes" too. Could well be King Curtis' most substantial item to date.

Fillmore East, June 1971—The Mothers—Reprise-Bizarre MS 2041
A totally live LP from the ever-changing, ever-constant Mothers with a scathing answer to P. D. Q. Bach. Their fans are a devoted lot who take whatever Zappa and his band at the time put up for serving up. This time, there's a comedy song, "Do You Like My New Car?" and a rather faithful rehash of the Turtles' classic "Happy Together." Album art can only be described as minimal scrap, but the goings-on within maximize both the Zappa and Fillmore myths and as such, could prove their most saleable LP to date.

Cash Box August 7, 1971
ONE MAN’S POISON — Redeye — Pentagram 10006
Redeye is an example of a band which is steadily building a following by virtue of continued, better than average work in a country rock vein. While the quartet still has a tendency to settle familiarly into a groove once they’ve found one to their liking, their second album still has its rewarding moments, “I’m Going Blind,” “The Singer,” “Cold The Night” are mighty fine tracks. Certainly deserving of attention.

ORPHEUS — Bell 6061
A group that the times have caught up with. Orpheus blends nice clear vocalizing with simple but effective production work. Less cuffed than their previous work, their Belu debut has tremendous single potential in “Big Green Pearl,” MOR interest in “I Wanna Be Your Lover,” sax drum is a nice touch and “Tomorrow Man” while the FM attention will be on “Monkey Demon.” Without spreading themselves too thin, they come up with something for just about everyone and their potential audience is a wide following bound to snowball.

TOUSSAINT — Allen Toussaint — Scepter SP 24003
From the gentleman who s written for everyone from Herb Alpert and Al Hirt to Lee Dorsey and The Dave Clark Five, an album of songs that straddles all musical boundaries. Soulful but gently jazzy, he makes his point with seemingly small amounts of effort on “Working In A Coal Mine” and his single “From A Whisper To A Scream.” Second side begins with a statement of fact, “Everything I Do Gonna Be Funky,” and continues to gently roll through a series of instruments featuring his pianowork. His setting for “Cast Your Fate To The Wind” could do it again for the often-charted Guaraldi classic.

DOUBLE-BACK — Happy & Artie Traum — Capitol $7799
The second album for the label from the brothers, honorary mayors of the musical community of Woodstock, Hay, and John Hall are named by Mother Earth’s Tracy Nelson and Andy McMahon, Eric Kaz is a host of talented musicians, yet the album is still very much their own statements. The Band has been influenced by their style as have countless other acts and with a carefully selected itinerary of college appearances they have been building their reputation among the non-professional community of music lovers as well. Calling it country-rock just wouldn’t be accurate, but anyone into the form can grow to love this album in a manner of moments. Each cut is outstanding.

FRIENDS AND PEOPLE — The Friends Of Distinction — RCA LSP-4492
The unusual blending of voices and pulsating rhythms that marks each Friends Of Distinction record surfaces once more as the trio offers another standout collection of songs. A slew of Jerry Peters numbers are tailor made for the group as is the Styme Merritt standard “People.” Should garner considerable sales in R&B outlets and, as with their previous disks, has potential to cross over for pop action too.

EMMET FINLEY — Poison Ring 2241
This is Emmett Finley’s first album and it has a lot going for it. The continuing fine keyboard work of Hans Peter Schule and the vocal stylings of Finley himself, his voice, particularly in the upper register, has a strange and wistful quality which is not easily forgotten. His material and also guitar, “So Easy” and “Paula’s Song” are two of the best tracks.

YOUNG AMERICAN WORKS — Shown are Young American conductor Michael Tilson Thomas and BMI president Edward M. Cramer with initial recordings of BMI concert works recorded under a grant from the performing rights licensing organization on the occasion of its 50th anniversary. The Deutsche Grammophon recordings by the Boston Symphony Orchestra, made up of works by some of the 13 Pulitzer Prize-winning composers affiliated with BMI, include music by Walter Piston, William Schuman, Elliott Carter, and the late Charles Ives and Quincy Porter.

Newman Promo Now Commercial Album
NEW YORK — “Randy Newman Live,” the third album by the singer-songwriter, has been added to the August release schedule by Reprise Records. The same album was released as a special promotional record, serviced to press and radio only, in June. Airplay and comment was so favorable that Reprise decided to issue the album commercially.

“Randy Newman Live” is co-produced by Lenny Waronker and Russ Titelman, who recorded the album during Newman’s appearance at The Bitter End in New York City last fall. Newman is currently working on a fourth album, also co-produced by Waronker and Titelman, which will be a regular commercial release upon its completion.

Blatt Waxes New Soundtrack
NEW YORK — Indie producer Jerry Blatt was at Echo Sound Studios in Levittown recently where he completed recording of the motion picture soundtrack to “Scarface In A Garden of Cucumbers.” The picture was directed by Robert Kaplan and stars Holly Woodlawn, featured in the recent Andy Warhol film, “Trash.”

The score was recorded by Breakwater, music composed by Blatt and lyrics by Marshall Barer. The new picture is due for release later this year and Blatt is currently negotiating with several labels for album release of the soundtrack.

Polydor Ships Two New Albums
NEW YORK — Polydor announced the release of two albums, both debuting as new talent. “Gravy Train” features a quartet consisting of: Norman Baratt, lead guitar; Leslie Williams, bass; Barry Davenport, drums, and John Hughes, flute, alto and tenor sax and keyboard. All the band members are from Northern England and they have written all the tunes for their Jonathan Peli-produced LP.

Guy Mancini and Neil Fox who between themselves play 12 instruments appear on “Mancini and Fox” on Polydor-distributed Event Records. Advertising campaigns will concentrate on underground and college markets on the “Gravy Train Die” and MOR and Top 40 for the Mancini & Fox debut. Both albums have been shipped and will be the target of dealer co-op and trade promotion efforts.

IPI-Pickwick Tie For Distribution
Hollywood — IPI Records, the newly formed record division of International Programs Inc. and Pickwick International Presentations have just concluded an agreement for Pickwick to release all of IPI’s product nationwide, it was jointly announced by Joe Harreison, president of IPI and Joe Abend, president of Pickwick International.

The first record to be handled under the new agreement is Don Holliday’s recording of his own composition, “Letter to Home.”

RALPH MCTELL’S Unfinished Album? still being worked on
TWO NIGHTS INTO Phases. Jim Fielder, during their opening night, and really is one of the tightest, most professional units performing today. The opening half of the set was marred only slightly by audience (and the rest of the group's) anxiety over the condition of singer Chuck Negron, who had suffered a broken nose and arm in an auto accident in Los Angeles two days earlier. Obviously in pain, Negron faltered only once during a chorus of "Liar" but soon settled into his natural groove and finished the show as if nothing were amiss. (Chuck's show-must-go-on attitude is an example of the professionalism that is too often missing in rock and roll performers.)

Buddy Miles and his band filled the second half, quite an impressive bill, with a distinctly instrumental set. The band is currently functioning without their second lead singer, Buddy looked into his kit. Nevertheless, he managed to create his usual high level of audience excitement and participation, getting all 35,000 to their feet.

Opening act was Ampero's Lobo, currently coming off the crest of their smash "Me and You and a Dog Named Bool." They played mediocre variations on two standard patterns very well. 

do

Greek Theatre, L.A. — Fans of Columbia's Blood, Sweat & Tears were treated to an extra long dose of the group as they opened a week's engagement at Los Angeles prestigio-

ous outdoor arena. The 4,500-seat Greek was full opening night, and there may have been a number of label executives in attendance. That or a lot of really drunk fans face a couple of songs from the only-recently released "B, S & T IV" drew relatively heavy initial ap-

plause.

The greatest portion of the group's present repertoire still remains for their widely heralded second album — "More and More." "You Made Me So Very Happy," "Good Biotch the Child" and so on. "And When I Die" has been rearranged a bit; a lot of the "Annie Get Your Gun" arrangement has been calmed down and replaced by some fancy blues harmonics work by Steve Katz.

Katz, in fact, showed brilliantly during the entire performance, with a nice change-of-pace vocal on some-

times in William "Blow Me Down" the band, was also excellent throughout. The rest of the group, as in their recent two area performances, still have occasional trouble coming into a break at the same time. Per-

haps if the arrangements were a bit simpler: Basie never seems to have that kind of trouble. Of all the horn group lead singers, there's no doubt that David Clayton-Thomas does the best Tom Jones imi-

tation. Despite a lukewarm reception by the audience, he was almost sub-

stantially lower than for the opening act), the group took an encore—a long, rambing turn through "Lucy-

tic MacEtvl."

Opening the show was Thelma Houston, a young singer who has cut a brilliant but obscure album pro-

duced by Jimmy Williams for Dunhill and who is now undergoing the Mo-

town treatment. That means that her act is very nightcluby, with lots of gloss and precious little sub-

stance.

Miss Houston can sing—her cap-

tella opening to "My Sweet Lord" proved that. But many of her other songs were pretty much what you'd expect from Motown meeting "Me and Bobby McGee" and "Mr. Bojan-

glake."

Three exceptions were the Dinah Washington hit "The Good Earth," the soocio-racially oriented "Blackber-

ries" and "Time Ever I Saw Your Face," the last with Miss Houston excellently accompanied her pianist-organist John Utley (who performed quite well through the entire set). The ma Houston shows great promise but still has a considerable way to go.

Cash Box | Talent on Stage

Happening !!!! Year's Most Beautiful Recording Of The Year's Most Beautiful Song!

" ó wy theme *" The Bobby Worth Music Hall Featuring the Magnificent 101 Strings Orchestra & Voices

A.S. Records 9519 A Shire International P.O. Box 7102 Burbank, Calif. 91505

Cash Box — August 7, 1971
Trapped By A Thing Called Love

Call it anything, but it's trapping major markets all across the country. Westbound's new hit single is love at first hearing. Spin On!

Wear This Ring (With Love)

Recipe for Success: Westbound lifted a single cut from the Detroit Emerald's new hit LP, "Do Me Right," stirred up the trades, mixed up the airwaves to serve up an appetizing hit.

Can You Get To That

Westbound did. They simply dipped into Funkadelic's new LP, "Maggot Brain," and cut loose a blistering hit single. Spin On! It will get to you too.

Denise Lasalle

Detroit Emeralds

Recipe for Success: Westbound lifted a single cut from the Detroit Emerald's new hit LP, "Do Me Right," stirred up the trades, mixed up the airwaves to serve up an appetizing hit.

Funkadelic

Westbound did. They simply dipped into Funkadelic's new LP, "Maggot Brain," and cut loose a blistering hit single. Spin On! It will get to you too.

Recipe for Success: Westbound lifted a single cut from the Detroit Emerald's new hit LP, "Do Me Right," stirred up the trades, mixed up the airwaves to serve up an appetizing hit.

Recipe for Success: Westbound lifted a single cut from the Detroit Emerald's new hit LP, "Do Me Right," stirred up the trades, mixed up the airwaves to serve up an appetizing hit.
**TOP HITS OF THE YEAR**

**PUBLICATION OF THE YEAR'S BIGGEST HITS TO DATE**

<table>
<thead>
<tr>
<th>Title of Song</th>
<th>Artists</th>
<th>Record Co.</th>
<th>Total</th>
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</thead>
<tbody>
<tr>
<td>1. Joy To The World—3 Dog Night—Dunhill</td>
<td>1607</td>
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<td>2. She's A Lady—Tom Jones—Parrot</td>
<td>1442</td>
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<td>3. Rose Garden—Lynn Anderson—Columbia</td>
<td>1330</td>
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<td>4. Just My Imagination—Temptations—Gordy</td>
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<td>5. One Bad Apple—Osmonds—MGM</td>
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<td>6. Never Can Say Goodbye—Jackson 5—Motown</td>
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<td>7. Doesn't Somebody Want To Be Wanted—Partridge Family—Bell</td>
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<td>8. Treat Her Like A Lady—Cornellius Brothers &amp; Sister Rose—U.A.</td>
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<td>10. Put Your Hand In The Hand—Ocean—Kama Sutra</td>
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<td>12. It Don't Come Easy—Ringo Starr—Apple</td>
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<td>13. It's Too Late—Carole King—Ode</td>
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<td>14. Mama's Pearl—Jackson Five—Motown</td>
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<td>15. Indian Reservation—Raiders—Columbia</td>
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<td>16. Temptation Eyes—Grass Roots—Dunhill</td>
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<td>17. Me &amp; Bobby McGee—Janis Joplin—Columbia</td>
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<td>18. Bridge Over Troubled Waters—Aretha Franklin—Atlantic</td>
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<td>19. Want Ads—Honey Cone—Hot Wax</td>
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<td>20. Rainy Days &amp; Mondays—Carpenters—A&amp;M</td>
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<td>21. I Hear You Knocking—Dave Edmunds—Mam</td>
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<td>22. For All We Know—Carpenters—A&amp;M</td>
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<td>23. Brown Sugar—Rolling Stones—Rolling Stone</td>
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<td>24. Lonely Days—Bee Gees—Atco</td>
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<td>25. Chick A Boom—Darkey Dew Drop—Sunflower</td>
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<td>26. If I Were Your Woman—Gladys Knight &amp; Pips—Soul</td>
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<td>27. Mr. Bojangles—Nitty Gritty Dirt Band—Liberty</td>
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<td>28. Sweet &amp; Innocent—Donny Osmond—MGM</td>
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<td>29. What Is Life—George Harrison—Apple</td>
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<td>30. Don't Pull Your Love—Hamilton, Joe, Frank &amp; Reynolds—Dunhill</td>
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<td>31. If You Could Read My Mind—Gordon Lightfoot—Reprise</td>
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<td>32. Another Day—Paul McCartney—Apple</td>
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<td>33. Groove Me—King Floyd—Chimneyville</td>
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<td>34. When You're Hot You're Hot—Jerry Reed—RCA</td>
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<td>35. Proud Mary—Ike &amp; Tina Turner—Liberty</td>
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<td>36. Stay Awhile—Bells—Polydor</td>
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<td>37. Have You Seen The Rain—Creedence Clearwater Revival—Fantasy</td>
<td>884</td>
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<td>38. I'll Meet You Halfway—Partridge Family—Bell</td>
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<td>40. She's Not Just Another Woman—8th Day—Invictus</td>
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<td>41. Amos Moses—Jerry Reed—RCA</td>
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<td>42. Don't Let The Green Grass Fool You—Wilson Pickett—Atlantic</td>
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<td>43. Precious Precious—Jackie Moore—Atlantic</td>
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<td>44. My Sweet Lord—George Harrison—Apple</td>
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<td>45. Superstar—Murry Head—Decca</td>
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<td>46. One Take Over The Line—Brewer &amp; Shipley—Kama Sutra</td>
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<td>47. Theme From Love Story—Andy Williams—Columbia</td>
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<td>48. Your Song—Elton John—Unip</td>
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<td>49. Remember Me—Diana Ross—Motown</td>
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<td>50. Help Me Make It Through The Night—Sammi Smith—Mega</td>
<td>812</td>
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**Cash Box**

**Top 60 In R & B Locations**

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
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<tr>
<td>1.</td>
<td>HOT PANTS</td>
<td>James Brown (People 2901)</td>
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<td>Gladys Knight &amp; Pips (Soul 35083)</td>
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CASH BOX — AUGUST 7, 1971

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"THE LAST RUN"
A new movie from MGM.
Starring GEORGE C. SCOTT.

"THE LAST RUN"
(K-14288)
A new single from MGM Records.
Starring STEVE LAWRENCE.
The National Anthem of an entire generation is now available as a single.
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Niles (RCA LSP 4431) 118
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NEW YORK—ON THE ROAD TO FIND OUT: CANDID CONVERSATIONS WITH HOWARD STEIN

(NOTE: this interview took place a few days after Mountain’s Gaelic Park appearance at which the power was cut at precisely 11:30 before the group had time to play an encore. The result was a hail of bottles and cans being lobbed at the empty stage by disgruntled fans while the group helplessly looked on. I thought it a good place to begin.—e.v.l.)

CB: Howard, what happened at the end of the Mountain concert?

STEIN: Well, I was very confused. At a quarter to 11 the police came to me and said they were getting a lot of complaints from the people around the Park, and could we end the concert at 11:15, because if they got complaints after 11, the City’s curfew limit, they would have to Summons me. That message was supposed to be conveyed to the group, but somehow it wasn’t, so when they were still playing at 11:30, I was tidied up with the police giving me that Summons. The owners of the Park cut the power, and the stage crew caught a rumor, obviously because I was with the police, that the Park was going to be closed down unless the playing stopped. I was under the impression, as were the owners, that Mountain had already played their encore, which turned out to be incorrect. There was just no communication. Humble Pie (the act before Mountain) played way too long. It was one of those nights; we were up. And I must take the blame because, as the promoter, it’s my responsibility.

CB: Up until then, it was great. The audience—kids were just camped out; there were balloons; it was like a carnival.

STEIN: Yeah, the atmosphere was beautiful. That’s what you’ve got to go for in an outdoor setting. Indoors, you know, you continually strive for perfection in your sound. But it’s inevitable that you’re going to lose something in the sound outdoors, so you accept that and go for the atmosphere. Where the Fillmore is at Gaelic Park, and to get around the curfew, we’re starting the concerts now at 7 instead of 8.

CB: How do you feel about Graham closing the Fillmore?

STEIN: Initially I was surprised but I can understand it. Having the Capitol, I know that ownership of a hall is like having a second wife. I have a wife and two kids and don’t see them enough; God knows how Graham saw his family at all.

CB: Do you feel that you might want to take it over?

STEIN: No.

CB: Do you think anyone else will?

STEIN: Well that possibility diminishes with each day that passes. Taking it over can be a death trap. Forgetting for the moment that whoever would take it over would almost certainly not know as much as Graham about promotion, he couldn’t possibly have the incredible energy that Graham has.

CB: Towards the end he was right about the audiences; standing ovations became a joke—everyone got them.

STEIN: Well it was a very programmeed crowd.

CB: Don’t you think the programming came more from publications like Rolling Stone, than it did from the Fillmore itself. Kids had already been told how good the Allman Brothers were before they saw them at Fillmore. Naturally they got a

HOLLYWOOD—PORTRAIT OF THE ARTIST AS PROMO MAN

Chopper roars into lobby of top Florida station. Off jump tow-headed fellow and side-kick shouting. "Important news: Indians coming." Blondie pul's singles from knapsack, pressing them on receptionist, emerging deejay, startled visitors: "Try this. Denver's on it, Seattle ditto."

What's happening? Why, it's Paul Revere of the Raiders out promoting their first single in something like a year, called "Indian Reservation."

But that's only part of the story. As Paul told it last week, while visiting the Columbia Convention in Century City, the group's identification with the current No. 1 record goes back at least four months when Mark Lindsay "laid it on me. It was a strange song, a freak song, but I liked what it said. And it was No. 1 in England at the time."

"'IR' had actually been released in the U.S. two years earlier but never made it, except for certain markets—Denver and Seattle, among them. And it was to these towns that Paul headed when he decided to run with this Mark Lindsay-produced re-make. "'Mybe the lyrics were more timely," says Paul, speculating on the record's success potential. "In any case, Mark did what the lyrics needed to make the record happen, and he did a tremendous job."

So working his way to markets where the earlier (Fardon/Crescendo) version had made its mark, Paul hit San Francisco, Bakersfield, Stockton and Reno on the way up to Seattle and out to Denver and Boise, Idaho. "The bands loved it, and when they played it, we got instant response, by phone, from people four to forty years old, both sexes. And I told the guys I really believed in this one, the first one I'd believed in since 'Kicks.'"

"Then I heard through Steve Popovich, who was a believer too, that we'd got a nibble in Florida. So we went, did a whole number there. Got stopped by state police, at one point, when they thought we were pitched a place at gunpoint and escaped on a motorcycle. The description of them fit us exactly, even down to the color of our shirts."

"By this time each Columbia guy began to see what was happening from market to market. So I moved up on through the South to Augusta and Atlanta. Wherever I played the record I got fantastic reaction. I had to keep moving, and I had to talk to people—for the first time, (cont'd on page 38)

Howard Stein
Paul Revere. Raiders, Mark Lindsay

Cash Box — August 7, 1971

www.americanradiohistory.com
**Merrick Renames Firm**

LOS ANGELES — The Mike Merrick Co., Inc., public relations firm with offices in Los Angeles, New York and Europe, will change its corporate name to Merrick, Reiss & Clarke, Inc., effective Aug. 1. It was announced by Mike Merrick, president, Marilyn Reiss, with the Merrick Company since 1969, has been named director of the California office since 1966. Buddy Clarke, who has headed his own public relations company in New York for the last 10 years, joins the organization as head of the New York operation.

Merrick, who founded the company in 1958, moved his own personal headquarters to California from his longtime New York City base in November, 1970, thus expanding West Coast operations. The addition of the two principals to the company will give the organization added national strength and versatility in public relations and promotion. Merrick will be free to expand the functions of the company into areas beyond its basic public relations identification, involving all areas of communication. Marilyn Reiss will continue in charge of the day-to-day operations of the California office.

Merrick, Reiss, & Clarke, Inc. also represent some of the most prestigious companies and individuals in the entertainment industry including ABC, Amex, A&M, Artists, Inc.; Curtis Productions; Hal Leonard Music, Inc.; Deutch & Weber, Ltd; Gary Crosby; Hal Leonard Music, Inc.; “Love American Style” (ABC TV); Dan Curtis Productions; Bud Austin Records; and the McCue Publishing Co., Ltd.

Early this year the Merrick Company was retained by Jerry Perenchio as national directors of publicity and promotion for “The Fight of the Champions” between Joe Frazier and Muhammad Ali.

Merrick, Reiss & Clarke, Inc. will move into larger headquarters at 6000 Sunset Blvd. on August 1, the date the new company becomes official. New York and London headquarters will be 305 W. 52nd Street. The London office will be headed by John Illis, who was formerly with the New York office, with headquarters at 94 New Bond Street, London, W. 1.

**ELP ON THE WAY—Atlantic Records president, Ahmet Ertegun, greets fans outside a reception Atlantic throw for the group last week at the Le Bistro Club in Los Angeles. The party followed a highly successful headline venue at the Hollywood Bowl. From left: Keith Emerson, Carl Palmer, Ahmet Ertegun, Greg Lake and Dee Anthony of Bandana Productions.**

**Musicanza: Now Time For Veteran Acts**

NEW YORK — After the general run of pop, Musicanza Records is convinced there are many "free recording stars of yesteryear who are as good, if not better than ever."

The company, run by Al Rubin, a songwriter and house party host for single people, off a short period ago with a return to the floor scene by Johnny Desmond. His first single was "Red, Red Roses," followed by "A Whole Lot of Loving." The label has also marketed an instrumented by a new group, "Triad," that produced "Lavender." The label's next move is "Goin' Places" and, on the flip, "I'm Hot" by Ping Pong. A number of copyrights, mostly by Rubin, are now ready for recording.

The label is planning a number of moves in music and non-music areas, including personal management, TV programming, and musical comedy productions.

**Music Suppliers 25th Anniversary**

BOSTON — Music Suppliers is celebrating its 25th anniversary this year. The firm, notes Harry Carter, is one of the leading record and tape indie distributors.

**Sound Specialties Expansion Moves**

CHICAGO — A major expansion move has been announced by Don Chapman, president of Sound Specialties, Inc. The expansion will include increased R&B and contemporary production efforts and the creation of artist-writer publishing co-ops. Also included in a million dollar building expansion program with new studio facilities and offices at the present location in Chicago-Surbur Harvey.

Writer-producer Lloyd Smith has joined SS and as head of the S&R division of Productions Unlimited, an SS subsidiary. Smith, along with Chapman, recently signed singer Lolita Holloway to Fantasy/Galaxy Records. Smith is currently producing The Ripples for the S&R label, Apache.

Rich Tufo, who until recently was a member of the Mercury recording group The Mauds, will assist in the production of contemporary acts. Tufo will also head SS's expanded publishing operations.

"We'll be administering several different publishing companies," Tufo said. "With these publishing firms, we've created a cost/sharing, profit-sharing strategy. The publishing operations will be jointly owned by SS's Terrestrial Properties and S&R's new publishing division.

SS's publishing co-ops include Scout Music (BMI), Ginger Creek Music (BMI), Tammy Lee Music (BMI), and Harvey Wallbanger Music (ASCAP)."

**Affinities With Virginia**

RICHMOND — It was reported that a number of Virginia-based artists have been signed to Dot Records, the label owned by the late Tommy Donegan. The artists include Bobby Russ, The Russ Brothers, The First Family of Blues, and The Bluebirds.

**L.A. Music Business Calendar**

**Coming! ... On Cotillion Records & Tapes (Tapes Distributed by Ampex)**

**Apollo Tribute Tune To Polydor**

NEW YORK — Polydor has picked up a master of "Lock In, Houston, Lock In," a recording by the band from Bob Feldman's Fireball Productions. The tune is a ballad of the latest Apollo Moon mission and is targeted for July 31 to coincide with the return of Worden, Scott and Irwin.

The song was written by a team of Siu Gardner and inspired by Major Worden. It mentions all three astronauts by name and lyrically represents Worden's singing his communication back to Houston control.

Polydor is preparing an ad and promotion package to support the single. The pop/rock trade ads and radio spots. Shipments of commercial copies will begin Monday (6). A list of dealers and distributors were previously selected by the Polydor label. The label reports will appeal to both top forty and MOR audiences.

**New Lucky Bundle**

NEW YORK — A baby girl, Laura Michelle, was born to Mr. & Mrs. Lucky Carle at St. John's Hospital in Houston last weekend. The couple were married earlier in the year.

**AFM Incumbents Re-Elected To Intl Exec Board**

SEATTLE — Five incumbent members of the international executive board of the American Federation of Musicians were re-elected to one-year terms. Earlier, Hal C Davis was elected president of the AFM by delegates at the 1972 convention. The secretary-treasurer was re-elected to one-year terms.

Among various resolutions adopted by the Convention was a motion authorizing establishment of both the president's office and the secretary-treasurer's office in one facility in the New York Metropolitan area. For many years these offices have occupied separate facilities, the president's office located in Manhattan, and the office of the Secretary-Treasurer situated in Newark.
**Gruber Forms Just Us; Acquires Sunshine**

HOLLYWOOD — Establishment here of Just Us Productions has been announced by Michael Gruber, president, with headquarters for the record production-management organization at 260 South Beverly Drive.

Gruber, music business veteran whose background includes three years of association with The Rolling Stones, has simultaneously established two music publishing firms, Bananas Music (ASCAP) and Agoura Music (BMI). Bananas is a joint venture with Screen Gems-Columbia Music.

"We are into an aggressive program of artist discovery, development and placement with the right label," Gruber remarked. "At the same time, we are staffed to step into special production situations for labels looking to give fresh direction and sound to artists under contract."

Present projects include a debut album by British band Tucky Bussard, produced by the Stones' Bill Wyman and newly-released by Capitol Records, as well as forthcoming Decca LP's by Help and composer-performer Ken Lauber.

**NO RAGS THESE—RCA executives in New York open one of 25 trunks containing Elvis Presley clothing, swatches of which will be part of a new 4-record Presley album "Elvis, The Other Sides—Worldwide Gold Award Hits Volume 2." From left are Rocco Ragni, president of RCA Records; Bob Jones, marketing; Peter Bickett, packaging and design development; Mort Hoffman, division vp, commercial operations; Herb Helman, director, public affairs; Frank Man-cini, director of promotion; Bill Lucas, director, creative services; William Walsh, division vp, marketing; and Harry Jenkins, division vp, country music and record operations.

**A&M Signs Preston**

NEW YORK — Jerry Moss, president of A&M records reported that the label has signed composer-performer Billy Preston to a recording contract. Preston, who previously was a recording artist for the Beat-tles' Apple label has two albums to his credit both produced by George Harrison. He is currently completing his first solo album for A&M, which he is producing himself. Most of the material on the album will be original and completion is expected by late summer.

Preston's early professional years were spent mostly in gospel music, and he developed much of his current style through his association with Ray Charles, with whom he toured and by whom he was managed. He made several albums before the Beatles bought his old contract and signed him to their own Apple label.

Of Preston's new association with A&M, Jerry Moss states, "We feel that Billy Preston is bringing something very unique and exciting to the label."

**Location Mobile Anny**

NEW YORK — Location Recorders, 16 track mobile recording studio is celebrating the completion of their first year of operation. During the past year Aaron Baron and Larry Dahlstrom have cut "Stage Fright" for The Band and "B.B. King Live At Cook County Jail." More recently Location Recorders cut live albums for Ike & Tina Turner, The Allman Brothers, Grand Funk Railroad (including the Shea Stadium concert,) and were recording on the spot at Newport during the riot (for Atlantic Records.) They also recorded the closing night of Bill Graham's Fillmore East for Atlantic, with a newly redesigned console recently installed in their mobile studio.

**BACK TO THE KEYBOARDS—Procol Harum's new line-up brings them musically full circle. Guitarist Robin Trower, replaced by Dave Ball (far l), Chris Copper (2nd from r) moves to organ and Alan Cartwright (3rd from r) has also joined the group. Also shown are manager Chris Wright (seated), lyricist Keith Reid (standing behind him), and Gary Brooker, Procol's leader (far r.).**

**Coming!... On Cotillion Records & Tapes (Tapes Distributed by Ampex)**

**RASPUTIN'S STASH**

Just Us also is producing new Evie Sands and Johnny Tillotson singles for Buddah Records, while the firm's songwriting team of Terry Clements and John English wrote the Buck Owens hit, "I'm Going Home." A news-oriented novelty by Jim Stein was placed with Bell.

Associated with Gruber in Just Us Productions are Mark Hopkins, head of the management and tour division; Val Ganzy, head of productions; and Lyn Stonehill, publicity director.

Just Us Productions recently acquired the Ron Sunshine Management Company, which manages the London-based musical groups Wishbone Ash, Stackridge and singers Gordon Giltrap and Brian Auger. Wishbone Ash, Stackridge and Gil-trap currently record on Decca, and Auger holds an RCA recording pact.

As part of the deal, Ron Sunshine will join Just Us Productions as a management executive. This makes the second corporate acquisition for Just Us, the first being a partnership in Pacific Recording Studios, San Francisco, consummated three weeks ago.

**The Who Sell Out Current U.S. Tour**

NEW YORK — The Who arrived from England to begin a 17-day U.S. tour which will gross in excess of $1,000,000. The tour was originally scheduled to begin on Saturday, July 31st, at Forest Hills Tennis Stadium. Tickets sold out so quickly, however, that an additional, earlier concert was scheduled for July 29th. Within six hours of the concert, the concert was declared a sell-out.

Promoters of the following dates have also reported sell-out response: Aug 2nd, Saratoga Springs; Aug 3rd, Philadelphia Spectrum; Aug 4-6, Boston Music Hall; Aug 7th, Miami Beach; Aug 8th, Rochester's New York War Memorial; Aug 10th, Pittsburgh Civic Arena; Aug 12th, Cleveland Public Auditorium; Aug 13th, Dayton Pyramid Arena; Aug 14th, Detroit's Cobalt Hall and Aug. 17-19, Chicago Auditorium.

The Decca recording group are currently on the move to accommodate them — including a 10,000 watt p.a. and their own light show. A transportation van travels with the group to handle the equipment, which will be transported to the first half of the tour. Following the Detroit date, a Caravelle jet has been chartered to carry The Who and their entourage.

**Cash Box — August 7, 1971**
HALF BUILDER, HALF BRASS—Karen Carpenter is shown with A&M head Herb Alpert at a party given for the Carpenters by producer Stanley Kramer. The Carpenters, who appeared at the Kramer during the performance, were just finished recording the title song of Kramer’s film “Bless the Beasts And Children” for Columbia. The party was held at the Bistro in Beverly Hills to honor the Carpenters.

A&M Inks Hookfoot, Elton John Tour Set
NEW YORK — Jerry Moss, president of A&M Records, has announced the signing of Hookfoot, an English band, to the label. With the addition of Hookfoot, A&M expands a roster of some of England’s most prestigious artists, including Procol Harum, Joe Cocker, Jimmy Cliff, Sandy Denny, Fairport Convention, Humble Pie, Cat Stevens, Strawbs, Supertramp and Mick Abrahams.

Hook-foot consists of: Caleb Quaye (guitar, keyboards), Roger Pope (percussion), Dave Glover (bass), Ian Duck (guitar) and newest addition Peter Ross (vocals). They have been among the prime accompanists for Elton John on his three regular studio albums, and will be touring the U.S. including Las Vegas, San Diego, New York, Los Angeles and Arizona beginning in early August. Part of that tour will be with Elton John. Hook-foot has a first album for A&M scheduled for a September 2nd release.

Warners Artists At New Composers Date
NEW YORK — Three Warner Bros. recording artists, Jackie Lomax, D’on, and Bonnie Raitt, will be featured at a “New Composers’ Evening,” Aug. 18th in Central Park.

Natural Sinner Lloyd Price will be presenting material from his new album, and another Warner Bros. sit-in, “Sittin’ Down Old Friend” and “You’re Not Alone.” Miss Raitt will be presenting material from her forthcoming Warner Bros. album.

The evening is a celebration of the music of rock and roll, who, like James Taylor, began his recording career with the Beatles’ Apple label. Since his hit recording of “Abraham, Martin and John,” Dion has once again won recognition as a solo artist. Prior to the Central Park show, Dion will be appearing at The Bitter End on Aug. 11-16.

COOKER: Very much, I think. And I think they’re doing something that the so-called critics can’t believe, they’re doing something that’s really, really, really, really good. They’ve done something for me—put money in my pocket. And that’s rock, there’s no two ways about it. The money I get doesn’t go into the Woodstock Nation, or whatever, and I’ve never pretended it has. It goes into a company, not a lifestyle. Part of Rock has always been business and it’s foolish to pretend otherwise. What separates the good producer from the bad is that one is an angel of the New World while the other is a business man, but rather that one is honest, straightforward and open while the other is to use an over-worked phrase, a rip-off artist.

CB: But what would you do if you were given a third artist who you knew was bad?

STEN: I’d try to work something out; get another group. But the opening spots are not necessarily for the best musicians but rather for those who, with enough exposure, will it. It would be pure luxury on my part, to get a group for that spot, whose music I personally love. It’s what the kids are going to get off on that’s important. That’s money. That’s why Grand Funk is so popular. They get the kids off. You know, in rock you get points for more than your music. A good live act is one that can get the audience to identify with it. They must look that sexual, psychological, to the same thing.

CB: You’re saying that the visual aspect of a group is just as important as the musical aspect. I don’t dispute that; I agree. But you can have that visual electric visual quality coupled with exciting music. The Experience was like that; the Who is like that.

STEN: Very true. But you and I, we don’t think like 18 year olds and the fact is, and I think too, that you’re not just for the moment, but for the three, four years to come. We’re seeing that like every decade in the country was unaware of what was happening with the group. Some had it that I had left, or Mark had left, which wasn’t true. But we haven’t released a single for a year or so. We’ve been working on a potential for a potential album, these are what make up the new album, ‘Indian Reservation’ was the last one we cut. Mark had been experimenting on a lot of things to break our bubble. Maybe it was a good thing it took us a year to come up with this one.

Paul dropped his own name from the groupname about a year ago in order to erase that triple-covered image he had in mind. But he had a new sound created in 1966. Columbus, after all, expects the Raiders to enjoy tenancy; they’ve been with the label since ’63. They were the first rock group Columbia signed, in fact, and they presented the first big single, “Sittin’ Right Here in the Rain,” to the public.

JEWELLED — Bobby Patterson has signed an exclusive recording contract with Jowel-Pauls Records. First single under the deal, “If You Took A Survey,” has just been released and an album has been completed. Shown at the partying are Patterson, Stan Lewis, label president, and Gene Kent, vp.

THE ABERGBACH GROUP
241 West 72 Street, New York, N.Y.

Cash Box — August 7, 1971
Wildlife Convention Honors Roy Clark At Environmental Concert

DENVER—Roy Clark, Tex Ritter and The Louvin Brothers are to be presented at a free concert sponsored by the United States Department of Interior here last week. The concert, sponsored by Rogers Morton with an address by Robert F. Bennett, the Secretary of the Interior, was attended by over 2,000 delegates from the National Wildlife Federation at Estes Park. Master of ceremonies was Mr. Caruso, KLCW's Bob Kingsley from Los Angeles.

The "Environmental Concert" was filmed by a special crew as the first in a series of 13 hour specials, "This Land," sponsored by the Interior Department. The occasion also served to honor Roy Clark. The mayor declared it "Roy Clark Day" and Tex Ritter, standing in for Colorado Governor John A. Love, presented him with an Executive Order citing Clark for his professional achievements and support of various public recreation programs. The proclamation noted in part:

"Roy Clark has channeled much of his popular career time regularly dedicating hours of time and service to worthwhile endeavors special to Roy Clark. As a member of the Board of Directors of the National Wildlife Federation, Clark serves as the Federation's official representative to the American Radio Conference and has become a nationally recognized spokesmen for the "This Land" series. He has also served as a consultant to the Department of the Interior on various wildlife preservation projects.

Mac Wiseman Joins Renfro Regulars

RENFRO VALLEY, KY.—J. Hal Smith, co-owner of Hank Cochran of Renfro Valley Enterprises has announced veteran bluegrass artist Mac Wiseman is joining the Renfro Valley Bandwagon as a regular member of the roster. The announcement was made during the first Bluegrass Festival ever held at Renfro Valley. In addition, the festival was held on a Saturday night barn dance. Wiseman will also make occasional appearances on the Saturday Morning Gatherings which is produced and narrated by Renfro Valley founder, John Lair.

Wiseman produced the three-day Bluegrass Festival at Renfro Valley July 9th-11th, with continuous entertainment from 11 AM each morning until 1 AM each night. Fifteen acts appeared on the festival, including Lester Flatt and his group, The Blue Sky Boys, Gene Autry, The Boys, the Louvin Brothers, The Shenandoah Cut-Ups, J. D. Crowe and his band, Big Howdy to the Country, The Grass Grass Alliance, The Boys from Shelby, Joe Green, Old Joe Clark, Buddy Holley, The Jackson County Boys, The Bluegrass Drifters, and others.

Productions of Louisville, Kentucky moved into the festival on Sunday using a 72 mobile television equipment and recorded a variety of parts of the festival for possible future use in a television special on bluegrass music.

The Louvin Brothers, one of the festival included a bluegrass band contest with a contest for songwriters, filmic workshop and a Sunday Morning Bluegrass gospel sing.

Lowerty Talent For Capitol

ATLANTA—Capitol Records' Atlanta branch, the company's top singles sales district, introduced a trio of new artists to the press, radio and music industry here recently. These were: this city's Playboy Club, Turner Rice, Stephen Hartley Dowd, and Joe Old Crow.

Turner Rice, the former bank teller, had his first hit, "Until You Love Rums Out" written by Stephen Hartley Dowd and produced by Gary West. Rice is the first of a nine-plater set from the Atlantic branch based Lowerty Group.

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Country Music Artist of the Week: BILL ANDERSON

HIS MUSIC NEVER QUITS—Singer-composer Bill Anderson is a major TV personality, a top recording artist, and a concert performer whose name spells box-office success wherever he appears.

He is the star of his own weekly television series, "The Bill Anderson Show", which is seen in 126 cities coast to coast and is one of the most widely syndicated country music shows in television. Bill also appears frequently as a guest star on TV's top variety shows and on Armed Forces Radio and Television Services programs. He and his troupe have appeared throughout the United States and Canada, and in London, where a Palladium audience gave him one of the greatest ovations of his career.

He has written hundreds of songs which have become hit records for himself and other country music stars. He has received over 30 BMI awards, more than any other country music composer. He has been honored as Male Vocalist of the Year, Songwriter of the Year (three times), and with Jan Howard, Top Duo of the Year. Among the hit songs he has composed and recorded are such popular favorites as "Where Have All Our Heroes Gone", "City Lights", "Still", "Tips of My Fingers", "Once A Day", "I Love You Dearly" and scores of others. A member of the famous Grand Ole Opry in Nashville, Bill's current hit produced by Owen Bradley on Decca Records is titled "Quits".

Loretta Lynn In New Mgmt. Deal

NASHVILLE—Loretta Lynn Enterprises, Inc., announced that Loretta Lynn has terminated her management contract with The Wil-Helm Agency. She is presently being managed by her husband, O. V. (Mooney) Lynn, Jr. with offices at 906 16th Avenue, South, Nashville, Tennessee 37212.

Promo, Dist. For Wrayco

NASHVILLE—Lorrie Chitty, president and chairman of the board of Wrayco Records has announced the establishment of the national promotion and distribution office for the label in Nashville. Frank Myers has been appointed as the national promo man. The label's offices are located in Suite 219 in the 906 Sixteenth Avenue South Building here.

Mr. Chitty is a successful restaurateur and motel executive in the Baltimore, Maryland and eastern shore area. In announcing the local office, he cited the Nashville Sound and the "Music City USA" symbols for Nashville made it the logical choice for his record company work.
everybody
is playing

"Pledging My Love"

DECCA 32840

KITTYS
WELLS

The Queen
of Country Music
returns to the charts!

everybody who
buys records is buying
"Pledging My Love"

Cash Box — August 7, 1971
Picks of the Week

HANK WILLIAMS JR. (MGM 14277) After All They All Used To Belong To Me (2:28) (Hank Williams Jr. Music, BMI—Williams Jr.)

An exceptionally crystal-clear reading of his own tune about the after-effects of divorce. Simple and elegant production should bring Williams back to the top of the country charts and the tune is destined to be a country classic. Flip: "Happy Kind Of Sadness" (same credits).


Co-written by pretty Sammi Smith, this is going to be Waylon's biggest success in a long history of hits. Rhythmic crepper deals with a guy and a girl and they don't reve- nue. Flip: "I Think It's Time She Learned" (2:46) (Baron Music, BMI—Jennings, M. Eddy).

PORTER WAGNER (RCA 48-1007) Be A Little Quieter (2:17) (Owepar, BMI—Wagoner)

One 45418) Flip: which adds to the lyrical impact.

TRACY MILLER (Country Showcase America 165) Jim (Congratulations) (2:49) (Shenandoah Music, ASCAP—R. Marenco, J. Gillespie) Already receiving hefty airplay on many stations, this answer to Tommy Overstreet's big hit of ’78 could be to the vehicle to start this gal on a career of her own. Tracy has a strong, pleasing vocal style and the lyric is in the same vein.

BOBBY WAYNE (Capitol 3157) If I Live Again (2:50) (Central Songs, BMI—R. Edrington)

Although combining a love theme with re-incarnation may sound a bit odd in print, it works rather nicely in song when Stranger Bobby Wayne takes charge. A different ballad, but a most moving one which should travel up the charts in an assured fashion. Flip: "Jukebox Charlie" (2:16) (Mayhew Music, BMI—A. Mayhew, D. Young).


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ROYCE PORTER (Shannon 800) Morning Sun Remembrance (3:04) (Acclaim Music, BMI—Porter, Funderburk, Seeley) A most compelling and beautiful ballad that could be of interest to MOR and pop audiences as well as country. Sales and chart possibility. Flip: "Fort Knox Blues" (3:06) (Acclaim Music, BMI—B. Funderburk)

MICKI GRIFFIN (American Heritage 401-36) Pass It On (2:10) (A.H.M.C., BMI—Griffin) Two girls fighting over a guy is usually a pretty interesting situation, but when Micki sings about it, it also becomes a cute song. Sales will follow if programmers give this one the chance it deserves. Flip: "Color My Halo" (2:36) (A. H. M. C., BMI—Griffin)

JOHNNY CARVER (Epic 10760) If You Think That It's All Right (2:31) (Green Grass Music, BMI—J. Carver) Johnny treats his own composition about a hesitant lover to a fine reading. Glen Sutton's pop-country production tops off a clever tune and could send it up the charts in both camps. Flip: no information available.

EARL RICHARDS (UA 50808) You Drove Her Right Into My Arms (1:12) (Blue Echo Music, BMI — R. Griffin) A fine treatment of a love triangle theme could make this JAY Griffin number a big ballad for Richards. Vocals are well-produced and pop. Flip: "You Were Crying" (2:58) (Alpine Music, BMI—D. Hoffman, C. Woolery)

CHUCK HOWARD (Ovation OV-1019) Someone Better Find Me (2:57) (Tree, BMI — Howard, G. Martin) Up-tempo performance is highlighted by some tight, close harmonics which can quickly spread the excitement to eager figures. From Chock's "Pocket Full of Tunes" LP. Flip: "Normal Man" (Streeterville Music, BMI — Howard)

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I WANNA BE FREE
Loretta Lynn (Decca DL 75282) 1

MAN IN BLACK
Johnny Cash (Columbia C 30550) 3

I WON'T MENTION IT AGAIN
Ray Price (Columbia C 30510) 2

TOUCHING HOME
Jerry Lee Lewis (Sun SR 63162) 4

WE SURE CAN LOVE EACH OTHER
Tammy Wynette (Epic E 30658) 1

I'M JUST ME
Charlie Pride (RCA LSP 4560) 9

WHEN YOU'RE HOT
Jerry Reed RCA (LSP 4560) 5

A WOMAN ALWAYS KNOWS
David Houston (Epic E 30657) 7

RUBY
Buck Owens & The Buckaroos (Capitol ST 739) 13

SOMETHING SPECIAL
Jim Reeves (RCA LSP 4528) 11

ROSE GARDEN
Lynn Anderson (Columbia C 30461) 8

YOU KNOW I'M RIGHT
Chet Atkins (MCA M-31-1000) 12

HELP ME MAKE IT THROUGH THE NIGHT
Donna Smith (MCA M-31-1000) 12

JUST ONE TIME
Connie Smith (RCA LSP 4534) 16

KNOCK THREE TIMES
Billy 'Crash' Craddock (Capitol SW 7269) 15

THE INCREDIBLE ROY CLARK
(Dot DOS 25906) 22

COMIN' ON COUNTRY—Dick Curless—Capitol ST-792

Dick is a talent who as yet hasn't seen half the success that is his due. His vocals are deep and honest and production on this package is the fine work of George Richey, who also features his current humorous single "Loser's Cocktail" as well as a countrified version of a classic R&B tune, "Snap Your Fingers." Strictly country standards include Frank Lane's "Guilty of the Town" and Tom T. Hall's "Carter Bele" and "Woman, Don't Try To Sing My Song" is a powerful opener for side two, bound to draw much favorable comment.

BABY PACKED UP MY MIND AND LEFT ME—Dallas Frazier—RCA LSP 4569

So far, Dallas has gotten most of his recognition as a writer. Just a few of the tunes on this album need to be mentioned to prove that point: "She Makes Me With A Kiss Every Morning," (for Nat Stuckey); "Where Did They Go?" (for Eddy Arnold); "Touching Home," (for Jerry Lee Lewis). His two recent singles, the title tune and "Big Mable Murphy" also attest to his ability to create a unique country sound for himself. This album could established him as the fine artist he proves to be on each cut.

YESTERDAY'S WINE—Willie Nelson—RCA LSP 4568

A thoroughly thought out and developed concept LP, this album traces the story of a man from birth to death. Side One deals in pure country music while Side Two gets into more personalized material. "Summer of Rosie" is a gem of a tune and should be made a pop hit in short order. "Me and Paul" deals with Willie's hard times on the road, but it comes off a universal point in the process. It's all summed up quite precisely in the first song, "I'll Never Get Over You." All cuts save one, are Nelson originals and they are interpreted with the care only Willie can give them.

WAYNE KEMP—Decca DL 75290

Wayne Kemp combines many abilities into one performance. He can write tunes for himself which stand tall and proud and at the same time can re-do favorites and make them his own. His pleasing, clear voice is just right for songs like "Touching Home" and "Knock Three Times." While his own "Who'll Turn Out The Lights" is a particularly fine original. Also included in this expertly produced Walter Haynes package is his past single hit, "Award To An Angel" which only sounds better and every time he sings it, and each time you hear it.

GRAND DAD OF THE COUNTRY GUITAR PICKERS—Sam McGee—Arthooke 5012

Title beeps the truth. Tennessee-born in 1894, Sam who first recorded in 1926 is the dean of the Opry and is still very much active and alive. He performs on its stage every Saturday night playing a guitar solo and accompanying one of the string bands. A fine collection of old-time country tunes, sentimental numbers, blues, blue ballads, fiddle tunes, comic songs, parlor and comic songs and even a turn of the century rag. Appeal should stretch across the traditional country and folk audience who are not lettered packages as strong very often.

THE BLUEGRASS ALLIANCE—American Heri-

Cash Box — August 7, 1971
Country Roundup

Fredlyy Weller says, "If you're creative at all you don't have to limit yourself..." Jenny Lee Lewis set for the new C&W Country Roundup in Wheeling, W. Va., Aug. 14th. . . . Lee Rocker of Blondie is back at WST in Nashville recently as hosts for their new segments of "Good Time Country." The full range of widely viewed syndicated gospel programs, including their own syndication by Show-Biz, Inc. included the Singing Rambos as special guests.

At least one truck driver isn't too impressed by the proliferation of truck-driver tunes! Recently a big deal slammed into Amery's parked bus. The trucker's artist's vehicle careening into a 40 ft. ravine, causing $500 worth of damage and the humbling of the singer himself for Del and The Goodtime Charlies.

On the subject of the new trucker tunes, the first Hibert Hurd fans had their first "no show" in 25 years when their bus broke down on a recent California tour. "We'd leased the vehicle from a local bus unit," explained manager, but "it just simply refused to go anymore. We prayed as hard as any of the truck drivers, but while we were praying, the bus died and we missed the next show," he said.

Bob Pickett, general manager of WPXY Radio, Greenville, New Car- lina, and executive producer of Music City USA TV, in Greenville and eastern Carolina, has introduced "The Bob Pickett Show," a no- nstalgic, easy-listening, contemporary format, which has been pro- duced by the WPXY staff. The Pickett show introduces WPXY's 10th year of serv- ice to the local market and is expected to be the first time a Greenville station has been totally programmed country music. WPXY has been on the air since 1940, 31 years ago.

As a result of the demise of the Jim Reeves Enterprises has been reac- tivated with the signing of Reymore Porter, A&R director for 60 States Records and former WST Tulsa Country Music Roundup. Re- porter, a solid veteran of the Nashville production business, will be as personal manager to his brother, songwriter-performer Tom T. Hall. HUffman will operate out of

The Hall Family Enterprises office located at 1819 Broadway in Nashville . . . RCA recording artist Nat Stuckey, whose contract has expired the label three years ago, recently signed a new deal with the company. Also, a recent agreement with the Hubert Long Agency in Nashville, Stuckey, whose most recent major records were "Take It Or Leave It" and "With A Kiss," only A Woman Like Me," has signed with the Charlie Gitte's "Kotta Aright," has penned many top tunes including his own "Sweet Thing," "You Don't Know Why" and Ray Price's "Don't You Believe It." Capitol Records has released Bill Rie's newest single, "Honky Tonk Stuckey," and the album was produced by Larry Butler, follows Rie's latest chart maker "Travelin' Min- ning Man," a duet with Glen Campbell. Take it from the weeks NET from Jan. 1 to Aug. 1st, and Bill and his show opened in Dis- nersland and will continue for 17 tour dates and clubs dates throughout the middle west and northeast. And, For Anderson's, and "once in a while" has also included two Friday night Opry appearances and the taping of five Bill Anderson TV shows. The album includes the rush release of the new Country Medley, "You Can't Take Quaintness Be Forgotten." The tune was written by Harry Compton, who also wrote the recent #1 hit "Sweet Talkin' Woman." Conway Tuway's "How Much More Can I Hear,"

The Four Guys of WSM Grand Ole Opry fame, have been set for another major tour this fall. This fall is a time to be remembered, the group has performed in over 2,000 cities, and is now working on the first album of the tour for RCA. They will be accompanied by Col. Dave Mathes. A release date has been set for summer, with a single, titled "I'm Going To My Girlfriend," preceding it on July 30th. . . . When Hal Laisly, head of Tower Records,Direc- tor's KUZZ, is that illness was his last will his microphone chores were "well done" by Kern County Clerk Vera Gibson, Sheriff Charlie Dodge, and Bakersfield's Ma Don Hart. On each morning's KUZZ, KUZZ is

Before the beginning of the decade, a recorded live album at John Aseyagoa's Nuggets in Sparks on July 24, will feature the four original members of the Jug. The first album set for the live album. Other Capitol Records artists to be featured on the album will be the Steel Wheels, Buckaroo, Susan Raye, Buddy Alan and Kramer. The album is produced by Kennes Huksey. A camera crew will also be on hand to film the Buck Owens Al loway. John Aseyagoa's and the iconic Ray Hallowell for work that will tour the same Pennsylvania, West Virginia, Maryland, Delaware, District of Columbia, Massachusetts, New York, New Jersey, Pennsylvania, Ohio, West Virginia, Indiana, Illinois, Missouri, Iowa, Kansas, Nebraska, Wisconsin, and the Carolinas. The album is on most Nashville recorded "Country Music, That's My Thing," by the group.

The country and western release on the (Stax-Volt) Enterprise label, recently released in America. The group is comprised of former members of the Dixie Cups, and the group will open the first major tour with Bobby Golson, who appeared at Lee Trevino Day in June. The group is scheduled for a national tour in October. American Trevino is one of golfer's favorite songs, "I'll Never Be A Country Music Records. The American Trevo- in the group's first release, "Pappy's Girl," a $200,000, and won the U.S., Canadian, and British Open in the space of a few years.

Ken Jenkins, of WGWY Radio in Country Music, has announced the appointment of Don Elley as the Country Music Country Music. A $1 plant by Plant- life records in Nashville. The award, which is presented annually to the outstanding potters and producers in the craft, will be given to Mullins of Plantation, was made re- ceived by the Mullins family.

Nashua, Washington, based country label, has released its first LP. The label, which will be the country music label, will be the label of Clay and Paul Pangdon, Chubby Howard . . . Hillman Hall, who recently moved to Music City, has released a new record for himself, "Close To Home." "Chubby" Howard .. Hillman Hall, who recently moved to Music City, is now with the group "The Narrows." The group is signed to Eddy CSA's recording contract for label series young music from the Nashville area during August. The campaign, conceived by the RCA Records Creative Services and the Bill Hudson Advertising Agency, salutes the Hall of Fame in 24 key locations and includes all Columbia, at the Attendance at the Hall of Fame will be expected to attract over 120,000 tourists will visit this attraction over the summer. Brad reports almost 100,000 peo- ple to the Hall of Fame made by Sue Kilren, wife of Tree Interna- tional's Buddy Kilren will exhibit 50 of his paintings at a one-man show at the Cowbarn Gallery on Snedd Road in Nashville. Sue is the newly elected president of the Tennessee Arts League and a talented artist.

Carrie Newkirk has the music for a commercial for Mattel, Inc. world's largest toy manufacturer. The commercial is currently running on network television shows for a pro- gram called "Spin the Coast." The record- ing features one of Earl Scruggs' most famous banjo instruments, and was produced by Ken Burns. It plays for a minute, followed by earl Scruggs' famous "Foggy Mountain Breakdown" was the first instrumental Scruggs wrote for the album. "Hymn Four Four" is another one of the most valuable music properties of绯er, Peer Interna- tional. The record was cut by Columbia Records is "Country Com- panion," with the Texas Troubadour album scheduled for release within the next couple . . . Jim Richards in "The Beatles" are the current features at pressing of his new hit, "Just Believe In Me." The release are coming to a close on the single, "Be" on the Princess label. The record has been receiving heavy airplay, in- cluding the Canadian market. Top Ten, Inc. of Roanoke, is handling all bookings. Demand has forced the Shelby Singleton Corp. to reship the LP, "Monsters," by Jerry Lee Lewis. The record is a compilation of Music City News, international country music magazine, has announced the appointment of Betty Cox Larimer to direct circula- tion development. The announcement was made by Bob Wallterington, general manager. A well known personality within the industry, Mrs. Larimer has phased out her own company, Betty Cox Larimer & Associates, and is now a member of the MCN staff. Previously she represented Fry Hil Lithograph Corp. and printier of record album jackets, and Modern Album Sales. "Are A new record, "All I Want," is on Ed Brown and The Texas Troubadours. The Bakersfield, where Most recent release was a comedy album, "A Good Time for a Laugh," was released in June. The album includes "Sawgrass under the Tillis umbrella."

Davey & Doc of Charlotte, North Carolina, has an extensive background in the publishing business. White held an adminis- trative post with Famous Music. His publishing experience also includes similar posts with Pamper Music, and with Mojo Rose Publishing. He has been in the music business for 17 years.

New Thompson LP For Anniversary

Hank Thompson, approaching his 25th anniversary as a Country music headliner, presents 11 songs on "Next Time I See You." Thompson, who had a record in 1947, has released a new album for Dot.

In addition to the title tune, Thompson also includes "She's For Me," "Try One More Time," both Thompson compositions produced by Joe Allison include "I'm A Lonesome Lonely Loser," "For A Lady Like She," and "Daddy Will Be A Heel." Composers, represented in addition to Thompson, include Ned Williams, Johnnie Wright, and Harlan Howard and Red Lane. Thompson's recent album, "I Got A Million Dollars In The Bank," as reported in the last issue, featured songs from over 50 million records since recording his first hits, "When Daddy" and "Swing Your Gate of Love." And his new album, "I Got A Million Dollars In The Bank," features songs from over 50 million records since recording his first hits, "When Daddy" and "Swing Your Gate of Love." And his new album, "I Got A Million Dollars In The Bank," features songs from over 50 million records since recording his first hits, "When Daddy" and "Swing Your Gate of Love." And his new album, "I Got A Million Dollars In The Bank," features songs from over 50 million records since recording his first hits, "When Daddy" and "Swing Your Gate of Love." And his new album, "I Got A Million Dollars In The Bank," features songs from over 50 million records since recording his first hits, "When Daddy" and "Swing Your Gate of Love." And his new album, "I Got A Million Dollars In The Bank," features songs from over 50 million records since recording his first hits, "When Daddy" and "Swing Your Gate of Love." And his new album, "I Got A Million Dollars In The Bank," features songs from over 50 million records since recording his first hits, "When Daddy" and "Swing Your Gate of Love." And his new album, "I Got A Million Dollars In The Bank," features songs from over 50 million records since recording his first hits, "When Daddy" and "Swing Your Gate of Love." And his new album, "I Got A Million Dollars In The Bank," features songs from over 50 million records since recording his first hits, "When Daddy" and "Swing Your Gate of Love."
The so-called "mini-budget" introduced on July 19th by Chancellor of the Exchequer Denis Healey has won approval in the record industry on account of its reduction in 10% in the UK tax level on luxury goods, which include disks according to sources with close knowledge of the industry. The reduction, part of wide-reaching measures to reflect the current recession, has also caused a dilemma for the major record companies, who have been believed to be contemplating a price hike of about 10% next month to cover the higher cost of most raw materials. EMI has already announced price reductions, which now mean that Polydor's single's price is opposed to 60p and the new price of its 12" singles is £2.05 with consid-

eral ones now costing £2.15 and mid-price £1.10. Kinney's group prices drop from 50p to 49p, and their albums from £2.15 to £2.05, with the de initio, dipping from £2.15 to £1.50. Polydor is also lowering some prices, but not on singles, and Pye are making substantial reductions on its Collector and Virtuoso LP series. These are, however, the measures to allow a pledge by the Confederation of British Industries to peg price rises at no more than 10% over the next year, and a mood of optimism that perhaps the recent inflation and high levels of unemployment may last at best con-
tained and decreased. The attitude of the trade unions in all this is crucial to regard with the extent of their forthcoming willingness to react to any rejection of these claims if they are above the voluntary

The flow of commemorative albums featuring the late Louis Armstrong is gaining pace. Decca has rush-
published "Bobby Hrizzly" LP by Louis and has All Stars on the low-price Cural label, and is prepar-
ing five other albums for the same mark in the near future. Polydor has announced a similar tribute to Armstrong by various British artists including Alvin Humpreys, Lyttelton, George Chisholm and Lennie Felix recorded at the Queen Elizabeth Hall last year to celebrate his 70th birthday by producer Alan Bates for his Black Lion label.

Bufoo St. Marie was scheduled to appear at the Walworth Mar. Four Folk Festival near London on July 24th on a bill that included James and Joey and Tom Paxton, who also has TV dates on the "Lulu Show" and "Top Of The Pops," and then heads for Japan for three days of concerts at Hakone beginning August 8th.

A new three-year marketing deal has been signed between A&M Records and Precision Tapes whereby the latter will continue to handle A&M cartridge and cassette repertoire. The pact was set between Precision's Walter Woyda and A&M Er-
onepal chief Larry Yaskiel and gen-
eral manager John Macon. Larry Yaskiel said: "Our relationship with Precision Tapes is the most crucial. With Walter Woyda has been exceptionally good. The service has been forthcoming and as a company we have a large amount of middle of the road materi-
al which is most suited to tape, it is in our experience that we feel we are the very best hands." Quickly: Doubts have risen over the 1972 Eurovision Song Contest on account of this year's winner Monacon being unable to offer the necessary facilities to attend. The contest has been modulated in the Principality . . . Decca artist liaison manager Selwyn Turnbull has joined Gerry Briy Organization to handle UK and Eu-
sian distribution of records to artists and the bronze disk label . . . Kinney Music now represents throughout the world Atlantic Music, the publishing company of Keith Potger and David Jones, who manage the New Seekers and the Mix-
tures amongst others . . . progressive cellist Paul Buckmaster is penning the chart for the Roman Polanski movie of "Macbeth," and is in line to conduct the pit orchestra for the first month of the Broadway production of "Jesus Christ Superstar." . . . new album from the Moody Blues "Every Good Boy Deserves Favor" out on Threshold on July 23rd, ten days before the American release date . . . drum star Ginger Baker is touring the UK with Nigerian artist Fela Ransome-Kuti following her Talk of the Town success, Decca has released single of "Let Go" and "The Breeze And I" by Caterina Valente . . . the Herbie Hancock Sextet begins a ten day season at Ronnie Scott Club in London, August 5th. . . . change by twenty strong French group The Poppys released here by Decca's eldest daughter, the Bee Gees' Robin McGowan has joined the Dick James Or-
mation to work on artist liaison for Atlantic Records. With responsi-
bility for Elton John . . . Bill Harry, independent PR is now in new offices at 19 Upper Grosvenor, his acts include Lede Zeppelin Alexis Corner, Mickie Most, Chicken Shack, and David Bowie.

AND ONE FOR ALL—Caught by the Cash Box camera down under are Joe and Carolee, who are helping on the progress of their new single on the Decca label "Babe". . . . During concert dates across the country, Barry, Maurice and Robin played to capacity houses with hun-
dreds turned away at each perfor-

The boys had much praise heaped upon them by the entire audience, who were pressed by the near disk-like quality of their sound.

While in Melbourne the Bee Gees were presented with a Gold Record Award by Festival Records to mark sales exceeding 20,000 for the LP, "Best Of The Bee Gees".
ABC/Dunhill Thru RCA Co. In Canada

HOLLYWOOD — ABC/Dunhill Records has pacted a new license deal with RCA Victor Co., Ltd., Canada, for RCA to distribute ABC/Dunhill family of records in Canada East.

Previously distributed in Canada by Deutsche Grammophon G.m.b.h. (Polydor Records, Canada, Ltd.), RCA Victor takes over the distribution with all ABC/Dunhill product to be released on the ABC/Dunhill label.

Jay Lasker, president of ABC/Dunhill Records, firmly the deal with Robert Cook, managing director of RCA Victor Co., Canada, with the aid of Andy Nagy, managing director of ABC/Dunhill product in Canada.

"We look forward to a fruitful and rewarding association with RCA Victor Canada," stated Mr. Lasker.

Col Canada Buys A&A Records & Books

TORONTO—There has been much conjecture over the past few months regarding the possible purchase of A&A Records and Books (St. John St., Toronto) by Columbia Records. There was even reporting that the purchase finalized more than three weeks ago and showing a net gain of inventory closer to the gross sales for one. However, the conjecture became fact when Columbia's vice-president and general manager (Canada) John Willmott, on Friday, stated the deal with A&A's owner, Mac Kenner — Wednesday July 14.

A&A is regarded as one of the most successful retail outlets of its kind in the world and the largest in Canada. Columbia's first retail outlet, The Record Treasury, uptown Toronto, will become a branch operation of A&A and will now be known as A&A Records dealing only in records.

Columbia will retain the book and magazine departments at the Yonge St. Store with separate managers for records and books. It's expected that Columbia will expand their retail operations by the addition of other stores. During the coming year, John Fallsow, director of retail operations, is looking forward to introducing Columbia, has been appointed executive manager of the new retail operation. Alan Elia, former store manager of The Record Treasury, has been moved downtown to take over the post of Merchandising Manager of the complete retail operation. He will report directly to Mr. Fallsow.

Larry Willmott, former manager of the Record Treasury, will take over the position of Manager Book Dept. of the Yonge St. Store. Prior to joining Columbia's Record Treasury, Willmott was associated with Coles Book Stores, equipping him with a vast knowledge of book merchandising which should prove a great asset to the new operation.

Bob Martin, previously associated with Columbia Records in the capacity of Director of national advertising and promotion and highly respected in the industry, has been appointed Manager of the Record Dept. of the Yonge St. Store. Martin has been manager of the store since August 1970. He will report to Fallsow.

Ken Higgenbottom has been appointed store manager of the Bloord St. A&A. He was formerly with All Record Supply Co.

Gallo/Lafredo Deals

NEW YORK — Bob Gallo and Lour Lafredo have recently returned from a four week stay in the U.K. where they have signed several of their acts for the world, excluding the U.S. and Canada.

The first artist to be signed is Ben E. King with CBS Records. The deal includes an immediate single and album release, which is now completed at Soundview Recording Studios, with a second album and single to be released for the same year, for a three year period.

King will do the "Top of the Pops" on Aug. 4 with trade ads, and he will receive concentrated promotion while on tour. The deals which are in the final stage are the Vibrations, Joe Pace & the Fabar, and the Rainy Days for RCA Records, and Les Reed's companies.

Ember Sets 6 LP's

HOLLYWOOD — Six albums, including a tribute to country headliner Johnny Cash, composed by the Ember Records Ltd. summer release package, according to Jeff Kruger, president of the London-based label.


Ember's only single release for the moment is by Dave Brubeck and the Carole King composition, "Where You Lead." Jimmy Henney and Charles Blackwell co-produced.

Nemlu Jazz Inn Opening

TOKYO — Nemlu Jazz Inn, the midnight night Nemlu Jazz Inn (Hamajima-cho, Shima-Gun, Mie Prefecture) Festival is to be held Aug. 24-25 at the outdoor auditorium under the auspices of the Yamaha Music Promotion Association.

Participating artists will include the Al Hirt Quartet, Tokyo Quartet, Mike Tenor, Haru & the Sharps & Flats, Tohjiro Efuru and his Trio, Hironori Nakamura and the Terasuma Hino Quintet, the George Otsuka Trio, and the Mihulko Sato Trio.

International Artist Of The Week:

DANYEL GERARD

Everest Thru Ster In So. Afr.

JOHANNESBURG — Bernard C. Solom on and Hal M. Judin, presidents of the Everest Record Group of Los Angeles and Ster Records of Johannesburg, South Africa, respectively, have concluded a long-term agreement in terms of which Sr will have the exclusive sales rights and distribution of the Everest product for South Africa.

In terms of this catalog deal, Ster will distribute many thousands of the Everest product in South Africa and the product will also form part of Ster's new "Music-Go-Round" series dedicated to bringing every aspect of recorded music to the public on a lower priced basis while not detracting from the quality or artistry of the recording to permit a cheaper price range.

The contract became effective Aug. 1, and in order to avoid delay in making the product available upon the South African market, hundreds of samples and stocks are being "air lifted" to South Africa.

Cash Box — August 7, 1971
<table>
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<tr>
<th>Last Week</th>
<th>This Week</th>
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<tr>
<td>1 4</td>
<td>Put Your Hand In The Hand-Ocean (KamaSutra/Columbia) Sub-Pub/-</td>
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<tr>
<td>2 3</td>
<td>Simon &amp; Garfunkel's Greatest Hits II (CBS-Sony)</td>
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<td>3 1</td>
<td>Francis Lai Max 20 (United Artists/King)</td>
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<td>4 2</td>
<td>Kiyohiko Ozaki First Album (Philips/ Phonogram)</td>
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<td>Simon &amp; Garfunkel's Nu Subete (CBS-Sony)</td>
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**INTERNATIONAL MUSIC PUBLISHING, in japan.**

**P.O. BOX 13 TRADE CENTER, TOKYO 105 JAPAN.**

**Telephone: (435) 5276 5277**

**Telex: NIPHLITK TK6388**

**Cables: INTERSONG**

**Holland's Best Sellers**

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<th>This Last Week</th>
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<td>1 2</td>
<td>Manuela (Jacques Herb m.v. De Rifl's/11 Provincien) (Bassart/Amsterdam)</td>
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<td>2 1</td>
<td>Zou Het Erg Zijn Lieve Opa (Wilma &amp; Vader Abraham/11 Provincien) (Dayglow/ Hilversum)</td>
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<td>3 3</td>
<td>Co To (The Sweet/RCA)</td>
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<td>4 4</td>
<td>Che Sarah (Jose Pelicanio/RCA) (Universal Sings)</td>
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<td>5 5</td>
<td>Rumbha Tamah (Martins/Futura/Delta)</td>
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<td>6 6</td>
<td>My Darling Helena (The Walkers/Killjoy) (Benelux Music/Weert)</td>
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<td>7 7</td>
<td>Chicago (Graham/Nash/Atlantic) (Veronica Music/Hilversum)</td>
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<td>8 8</td>
<td>Get Down And Get With It (Slade/Folyder) (Dayglow/Hilversum)</td>
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<td>9 9</td>
<td>Concerto D'Arranjez (Los Mayan/Palette)</td>
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<td>10 10</td>
<td>Double Barrel (Dave &amp; Ansil Collins/Ariola) (Dayglow/Hilversum)</td>
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**Japan's Best Sellers**

**Japan's Best Sellers**

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<th>Last Week</th>
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<tr>
<td>1 4</td>
<td>Watashi No Joekamachi—Rumiko Koyanagi (Warner Bros-Pioneer) Pub/Watanabe</td>
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<td>2 3</td>
<td>Saraba Koibito—Masaki Sakai (Columbia) Pub/Nichion</td>
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<td>3 1</td>
<td>Yokohama Taosegara—Hiroshi Usuki (Minorumoph) Pub/Yomiuri Park</td>
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<td>4 2</td>
<td>Mata Au Hi Made—Kiyohiko Ozaki (Philips/Phonogram) Pub/Nichion</td>
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<td>5 5</td>
<td>Sabaku No Yuona Tokyo De—Ayuami Ishida (Columbia) Pub/Genie Music</td>
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<td>6 6</td>
<td>Kizudarake No Jisai—Kojo Tsuruta (Victor) Pub/Oriental Music</td>
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<td>7 8</td>
<td>Tenshi Ni Narenai—Akiko Wada (RCA/Victor) Pub/Tokyo Music Pub</td>
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<td>8 12</td>
<td>Anata Makaseno Yoru Dakara—Hideo Ookii, Yoshiko Nisomiya (Minorumoph) Pub/Watanabe</td>
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<td>9 14</td>
<td>17 Years Old—Soori Minami (CBS-Sony) Pub/Nichion</td>
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<tr>
<td>10 15</td>
<td>Summer Creation—Joan Shepherd (Liberty-Toshiba) Sub-Pub/-</td>
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<tr>
<td>11 7</td>
<td>Tsurui Jurujai—Akira Kobayashi (Crown) Pub/Crown Music</td>
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<td>12 9</td>
<td>Ano Subarashi Ai O Moichida—Kazuhiko Kato, Osamu Kishida (Capitol/Toshiba) Pub/P.M.P.</td>
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<td>13 13</td>
<td>Ofukurosan—Shinnichi Mori (Victor) Pub/Watanabe</td>
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<td>14 11</td>
<td>Love Story—Andy Williams (CBS-Sony) Sub-Pub/Nichion</td>
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<td>15 18</td>
<td>Put Your Hand In The Hand—Ocean (RamaSutra/Columbia) Sub-Pub/-</td>
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<td>16 -</td>
<td>Natsu No Yuuwaku—Four Leaves (CBS-Sony) Pub/NTV Music</td>
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<td>17 13</td>
<td>Futuridake No Tabi—Norihiko Hashida &amp; Climax (Express/Toshiba) Pub/Art Music</td>
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<td>18 16</td>
<td>Love Story (Japanese)—Andy Williams (CBS-Sony) Sub-Pub/-</td>
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<td>19 17</td>
<td>Futari No Sukai—Teruhiko Aoi (RCA/Victor) Pub/Suiseshia</td>
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<td>20 19</td>
<td>Another Day—Paul McCartney (Apple/Toshiba) Sub-Pub/-</td>
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**INTERSONG K.K.**

(Former ABERBACH TOKYO, K.K.)

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**Welcome—Columbia recording artists Chicago were greeted by numerous fans and representatives of CBS/Sony Records at Tokyo Airport, the last stop on a round-the-world personal appearance tour which the group recently completed. The Tokyo concerts drew an estimated crowd of almost 140,000, making it one of Japan's major musical events of the year.**

Cash Box — August 7, 1971
The Cressmeeehe Good-Time Band, famous Pennsylvanians, who just recently bowered their latest album release on the Domain label, became the Atlantic powerhouse when the record, which became a hefty promotion tool for Terry Regan, who heads up the promotion and advertising department for Polydor, has just completed a junket across the country where he visited with major broadcast and retail outlets. John Turner, who handles promotion duties, has had an easy time with his promotion tour with Rick Neufeld, latest Canadian act to release on the ASTRAL label. The disc just didn't make it. With this renewed effort by Morgan's Jack Inhaber, results are already showing Wiffen to be headed for national recognition.

Manta Sound studios, the million dollar studio complex in Toronto, was unveiled July 25 with Nimbus 9's Jack Richardson being the first to use the studio. A twice-failed U.S. act that found the Canadian录音工业, the group was backed by A&M & Murray MacGregor also gave a hand in the promotion.

Steel River would very well be the talk of the industry with their Tuesday release of "Southbound Train," which includes 11 strings supplied by Toronto Repertoire Orchestra conducted by Milton Barnes.

Polydor's fast moving Osmond Brothers album, their hot album in "Homemade," while "Time for the Osmond Album" makes a perfect set of action for the group's team. Their single, "Double Lovin'" could be the big single of the year for the Polydor label. Allan Katz, who heads up the promotion and advertising department for Polydor, has just completed a junket across the country where he visited with major broadcast and retail outlets. John Turner, who handles promotion duties, has had an easy time with his promotion tour with Rick Neufeld, latest Canadian act to release on the ASTRAL label. The disc just didn't make it. With this renewed effort by Morgan's Jack Inhaber, results are already showing Wiffen to be headed for national recognition.

Ottawa's Fantasy young which became a giant outside of Canada. Wiffen will be vg in To-
MOA Surveying Membership Asked to Review Dues Status

CHICAGO—MOA is currently in the process of surveying its membership. Forms were prepared and mailed by the association's Chicago office.

"We are asking members to review their individual dues category and increase it accordingly if they find it should be in a higher bracket," said MOA's executive vice president Fred Granger. "We are doing this primarily to avoid an increase in dues. Response so far has been excellent. I am happy to report that many members have already, voluntarily, increased their dues because they have

N A M A Dates Set

N A M A CONVENTION REMIND-ER—A supersized reminder that the N A M A national Convention-Exhibit begins on Friday instead of Saturday this year captures the attention of (L-R) program chairman Joel Haffner, Vendamnation, Inc., St. Louis, Mo.; general chairman Mrs. Margaret Ware Kahlif, Servomanation of Cleveland, Inc., Elyria, and N A M A director of conventions and education Gilbert H. Tansey. The convention opens Friday, October 15 and runs through Monday, October 18.

ALLCOIN in Texas Holds Grand Opening

ALLCOIN Equipment Company, Rock-Ola's music and vending distributor for the San Antonio, Texas, area recently moved into its new headquarters at 1811 South Alamo Street in San Antonio after its old quarters were gutted by fire several months ago.

An Open House was held to celebrate the opening of the new 26,000 square foot building. According to Malcolm H. Gilchrist and Dan Pizoroski, executive vice president and general manager, all of the customers attending the Open House were impressed by the facilities and the display of available equipment, including the new Rock-Ola Console Deluxe Model 446.

The new building contains expanded office space, customer parking, ample shipping and receiving docks, and four entries from main thoroughfares.

Grind Your Own Peanut Butter Coin Operated Vending Machine

Does The Job

Pure Food Vending, a Los Angeles based firm, has announced the forthcoming distribution of a vending machine that grinds fresh dry-roasted peanuts into peanut butter in 60 seconds, and fills a plastic cup. No additives or preservatives are used, a little sea salt is added for flavor. Ten cents operates the machine; the customer pays the balance at a check-out counter for the 15-ounce cup.

Once the machine is installed, it is virtually maintenance-free, according to the designers and engineers KLEPA/DESIGN Associates, Los Angeles. The distributor steps by periodically to add a 150 pound package of pre-roasted peanuts to the bin and to replenish cups and lids.

For further information contact: Saul Rosenberg, 1807 E. Olympic Boulevard, Los Angeles, California, 90021, (213) 627-9846.

EDITORIAL:

Getting Your Fair Share

Do you the operator think 50% of the collection gross is a fair return for the machines, parts, supplies and services you supply? If so, read on no longer. The remainder of our audience is probably joining that faction of the trade starting to question the so-called traditional split . . . beginning to wonder whether 60% for themselves, 40% to the location wouldn't be a much more sensible plan.

The commissions rose up to 50% over the years when competition for locations was most keen in the industry. But let's face the facts as they are today. Most of the locations are now tied up by the operating companies, either thru contracts, good will or whatever. The old "open season" on locations has gone pretty dry of late and good old fashioned "jumping" has gotten pretty darned expensive.

Therefore, the fear of competition, which made many operators treat their locations too good, has softened . . . and the time is ripe to convert the traditional 50-50 split to a more sensible 60-40. Fine. The thought is great, but exactly how do you get it across to the location owner? Simply, by telling the honest truth. The truth that your present operating costs literally preclude as large a commission as 50%. Your labor costs, the prices on machines and on everything else on down to gas for the truck have risen to an inflated point that now demands action. Otherwise, your location owners should be told, the solvency of your business could be jeopardized.

The locations to hit first with the new commission demand should be the very same stops you hit first with 2-25¢ music. Remember, those were the stops where you installed a new music box, where you were on the best terms with the management, and the rest. This was the area you started with two plays for two bits and later on, your other locations followed along. Start your 60-40 program rolling there and start moving on it no later than Labor Day.

Cash Box — August 7, 1971
The Wurlitzer ZODIAC 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
JUKEBOX PROGRAMMING GUIDE

Pop
Bobby Sherman
Waiting at the Bus Stop (2:00)
No Flip Info. Metromedia 222

STEPHEN STILLIS
MARIANNE (2:27)
No Flip Info. Atlantic 2820

LYNN ANDERSON
How Can I Unlove You (2:37)
No Flip Info. Columbia 46429

PERRY COMO
My Days of Loving You (2:27)
Yesterday I Heard the Rain (3:01) RCA

RICHE HAYENS
I've Got to Get to Know Myself (2:30)
Yesterday I Heard the Rain (3:01) RCA

TIN TIN
IS THAT THE WAY (2:35)
No Flip Info. Atco 6821

ANDY WILLIAMS
SONG FOR YOU (3:12)
No Flip Info. Columbia 45844

R & B
STEVIIE WONDER
IF YOU REALLY LOVE ME (2:52)
No Flip Info. Tamla 54208

RAY CHARLES
FEEL SO BAD (3:14)
No Flip Info. ABC 11308

THE MAIN INGREDIENT
BLACK SEEDS KEEP GROWING (3:31)
No Flip Info. RCA 0517

C & W
BANK WILLIAMS, JR.
AFTER ALL THEY ALL USED ME (2:57)
No Flip Info. Stax 626

PORTER WAGONER
BE A LITTLE QUIETTER (2:17)
Watching (2:50) RCA 1007

WAYLON JENNINGS
CEDARTOWN, GEORGIA (2:48)
I Think It's Time She Learned (2:45) RCA 1103

Berlin 'ima 71' Fest Completely Baked

BERLIN—West Germany's 1971 International Automatic Machine Exhibition "ima 71" is to be held September 3-7. All 170 companies have been reserved at the Kongresshallen Berlin where 57 participating firms will display their lines of equipment.

The three day exhibition organized by a joint committee of the three West German Jukebox-Association representing operating, distributors and producers will as well as that of the Deutscher Automaten-Tag (German Coin Machine Day). The West German Automatic Association are: German Coin Machine Industry (VDGI); German Coin Machine Manufacturers Association (DAGV); and Federation of West Germany's eleven Operators' Associations (ZOA).

Several important features have been added to the overall program. Participants and guests are urged to attend a significant seminar. The guest lecturer is Prof. Dr. Ede-trud Meišteim-ler-Seeger who is with the Institute for sociology research at the University of Cologne. She will be reporting on the results of a study on the psychological motives for playing amusement machines; and Gert W. Schülle, president of the German Coin Machine Industry Association, will be talking about leisure equipment provided by coin operated machines from a European viewpoint. Attention will also be focused on the organizational theme of the smaller enterprises.

Many prizes are to be awarded. The first prize winner is to receive a Combi Card and a five-day trip to the operating area. The award will be the bull and banquet held Sept. 1 at the Hilton Hotel Berlin. The wrap up session on September 9 will feature a discussion "talking shop in capital letters" at the Press- last in Berlin-Schoeneberg.

The following firms are also being represented: Daichin, Co Tokyo; Central Marketing, Barcelona; Stereo-Shop, Brussels; Nitto-worth Consolidated, England; S.A. Competition, Antwerp, Belgium. The Thursday Night Bonanza will be an exciting affair with the latest jukeboxes, novelty machines and amusement machines on display.

Choice Columbia Singles To MOA Members

NEW YORK—Columbia Records jukebox promotion coordinator Don Breslaw announced that they are mailing out a special promotion for jukebox operators; Barbara Streisand, "Where You Lead", Jerry Vale, "Which Way You Go". Columbia operator offers a list of some possible (or improbable) virein locations. For instance—SEG'S Jet Rocket in the commissary of the NASA headquarters, Chico's Apollo 14 at the Cape. William's Machine at Annapolis, MD. Evel Knievel's Clubbey would flip over Chico's Motorcyke and don't forget your local Hell's Angel Chapter. At your local schools Universal's Stripper would no doubt, give new dimension to the sex education classes. Think of the enterprising operators their Golden Rule would add to history classes. Allied Drag Races would also make Driver's Ed class more pleasant. and Nuttin's Super Red Balloon, a natural on a nationwide scale, would get new dimension to the world. MOA LETTER—In its continuing efforts to build stronger association ties across the country, MOA has mailed the fifth in a series of letters containing useful information and ideas of interest to state and local associations. The letter goes to those affiliated with the state and local associations to warrant the mailing. State and local associations are again invited to contribute and submit their suggestions and solutions and/or problems, MOA letters, is an excellent vehicle for disseminating vital information and numerous ways in which the MOA can better serve the industry.

UPSTATE HAPPENINGS—Wurzler's A.P. Palmer, along with the rest of the gang from Wurzler's in New York. Wooden Nickels, was in town fro a few days, and had a few days out on the boat (natch!). Johnny Bollota recently noted Len Schneiter the grand tour of his new headquarters up in Newark and according to Len, "the place is so hot you need a golf cart to get around in". Len says you could take all the coin machine emporiums on Tent Avenue, and their combined space still wouldn't equal Bollota Enterprises new place. Johnny himself enjoyed watching his Rochester Lancers soccer team play the New York Cosmos at Yankee Stadium Sunday in the Governor's Cup game. No word at press time about the score.

UPPER MIDWEST

John McMahon, Eau Claire, at Mayo Clinic, Rochester, for a check up. May need a prostrate operation. Jerry Lawler is at the St. Mary's Hospital at Duluth, had a operation back to relieve a pinched nerve in his leg which gave him considerable pain... Jim Donatelli leaves next week with a party of friends for the Arctic Circle for some lake trout fishing... Bob Kervin owner of the Twin T., has his Vend-A-Matic Co. Duluth, Brickley route as of last week. Gerald will stay on for an indefinite time... Gene Hoorh, Aberdeen, in the cities for a few days on a buying trip... Glenn Charney of Viking Vending said that the Tobacco Counter has become a very hot item and that they are back logged with orders... Earl Ackley, in the cities for the day as was Andy Theis, a member of the Bollota’s team. Glenn Charney of Viking Vending said that the Tobacco Counter has become a very hot item and that they are back logged with orders... Earl Ackley, in the cities for the day as was Andy Theis, a member of the Bollota’s team.

CASH BOX Round The Route

EASTERN FLASHES

ON THE AVENUE—Lou Wolberg at Runyon Sales reports that business is beginning to increase after a quiet few weeks in July. Recent visitors at the Runyon outlet—Joe Ball of Showtime Company in Syosset, Long Island; Herb Cook of Cutchogue and Matthew Scott of Thompson, Conn., Long Island. Summer vacations are still in the offing for a few at Runyon, including yours truly, says Lou. Lou also mentioned that the Rowe CDJ jukebox looks very interesting, a machine that produces the big sound. Blends beautifully into any decor and practically trouble free with a warranty of five years, says Lou... Otto Wilkinson at A-1 Recue Sales reports that business has been rather slow, but the hotcakes, "Smiling Faces Sometimes" by the new group ‘Undiscounted Truth’ on the Gordy label and "Layla" by Derek and the Dominos on Atco. Both are in the jukebox groove, says Otto... Back on the road... right along, Albert Foley, who is opening an arcade in Summerfield, Bermuda, was making some choice selections from the variety of arcade equipment available in the U.S. He has actually laid hands on nobody of America shows gave the Munvies ‘Love Tester’ a test. Also, found other items to their liking. Famed pianist Peter Duchin is giving a gift from his wife that she selected from the Munvies Corp. Monday evening August 2 Orestes B-Net of Orestes Corp will be winning toward Spain on a three-week business and pleasure trip. Dimas Garcia will be holding the booking... LOCATIONING—Business is not great and where are the locations—are two of the more frequent complaints expressed by operators. There are times, of course, when holding a pat hand is the wisest policy. This type of thinking persists, creates stagnation. And, stagnations is stifling in any business, but, enterprising operators are those who are continually on the lookout for new avenues of revenue and usually find and develop new markets in some location! The possible for operators to place th’s equipment in once unreachable spots. The places include locations that already had equipment and other locations where conventional pieces were not available and an animated market or a growing community exist. In the final analysis, though, it is still the operator who handles the equipment and contributes to the growth of the industry... We talked with the same people in Atlanta, and they said the same thing... Our story along these lines. On a recent trip to Charlotte, N.C., one of the sources of the Maysville Destroyers, a group who are also famous as The Ents, and we stayed in a service station for gas and found that there had set up a mini arcade in the garage service area of the service station. The garage area had been converted into a pleasant game and vending area. (A few strategically placed road games might help keep a few speed demons off the highways.) There are a lot of these mini arcades in the Westchester county area speed stores. These stores sell hot rod parts and mini bike parts. Al reports that he is having success with a Midway SAMI at one of his locations, and an operator offered us a list of some probable (or improbable) virein locations. For instance—SEG’s Jet Rocket in the commissary of the NASA headquarters, Chico’s Apollo 14 at the Cape. William’s Machine at Annapolis, MD. Evel Kinevel’s Clubbey would flip over Chico’s Motorcycle and don’t forget your local Hell’s Angel Chapter. At your local schools Universal’s Stripper would no doubt, give new dimension to the sex education classes. Think of the enterprising operators — their Golden Rule would add to history classes. Allied Drag Races would also make Driver’s Ed class more pleasant. And Nuttin’s Super Red Balloon, a natural on a nationwide scale, would get new dimension to the world. MOA LETTER—In its continuing efforts to build stronger association ties across the country, MOA has mailed the fifth in a series of letters containing useful information and ideas of interest to state and local associations. The letter goes to those affiliated with the state and local associations to warrant the mailing. State and local associations are again invited to contribute and submit their suggestions and solutions and/or problems, MOA letters, is an excellent vehicle for disseminating vital information and numerous ways in which the MOA can better serve the industry.
CASH BOX  Round The Route

CHICAGO CHATTER

Chicago—NOTES FROM THE LOCAL MOA HEADQUARTERS: Since officially confirming the Country Music Association's participation in Expo Seventy-One, MOA's Fred Granger and the seminar committee have been working closely with the CMA to arrange for the country seminar and film to be presented at the Expo as part of the MOA program. In the interest of the popularity of country music in the major juke box operators, we are more than pleased to be able to include the film and seminar in the line up for this year's program", Granger said. There is a strong possibility that country music will spill over into day to day dealings, and without benefit of any particular guest speaker which was the case for the past couple of years.

This MORNING (2 PRODUCTION) was RESUMED at the Williams Electronics Inc. factory after a 3-weeks' vacation shutdown.

THREE IMPORTANT STATE ASSOCIATION meetings will be coming up very shortly: the Kansas group (KAMA) convenes August 14-15; ICMA, the Illinois group, will hold its annual meeting September 18; and FAMA slated a 2-day meeting for September 24-25 in Jacksonvile, Florida. MOA prexy Les Montooth and executive vpepe Fred Granger will attend all three.

TALKED TO JOE KLINE of Atlas Music Co., who spurred us maybe twenty seconds to say "all is well and business is moving along nicely in all departments!"

CENTRE OF EXCITEMENT at D. Gottlieb & Co. is the single player "4 Square" which is on the factory's current delivery schedule. A very in demand item, according to Alvin Gottlieb. "Our new Northlake factory is proving a godsend during these busy times," said Alvin. "Having our entire operation under one roof makes our job a whole lot easier". Alvin remembers, going back 20 years, he was constantly commuting from the old Kostner Ave. site to the Northlake premises which, at that time, were only partially in use. Now all he has to do is take the long walk (about a block) from his office to the factory!

MILWAUKEE MENTIONS

It looks as if the upcoming Milwaukee Music Industry golf outing on August 10, at River Oaks Country Club members will attract a record number of industry participants "We're already over last year's total!", said Stu Glassman of Radio Dodgely. Along with Pete Stocke of Taylor Electric, made all the arrangements for the outing. We've received advance registration requests from Destin, Florida, Adelphi, Wisconsin, New York, Los Angeles and Chicago. In addition, we have the usual contingent from our own area who annually attend." Should be quite an event!

ABRAMS, WISCONSIN OPERATOR STAN LEA, who is head of the Democratic party for Outagamie County, will be heading for Washington, D. C. very shortly, at the request of the governor. Stan will be in the Capitol in conjunction with the current government housing bill.

LATEST ADDITION TO THE "Summer Of Stars" series currently being presented in the Lake Geneva Playboy Club is songstress Delia Reese who'll be headlining in the room August 10-15.

JACK WATERMAN of WATERMAN COIN, based in Des, is enjoying a very good season this year. The area is one of the state's most popular resort areas and "Antique Arcade" has been a big tourist attraction there for many years. It's equipped with a lineup of equipment dating back to the 1800's! Among "tourists" visiting last weekend were Bob and Bev Rondeau of Empire Dist. in Green Bay!

HOUSTON HAPPENINGS

Ben Wells, Wurlitzer salesman for Gulf Coast Distributing Co., might have better luck than some when he retires (long ways off yet). All his children are males, robust type with maybe a bit more built up in the head and go than the Old Man himself. Oldest is William H. Wells with a degree from University of Houston and his Military Service in September. Second is Jack H. Wells in his last year at Pasadena High School. Third is Mark A. Wells in his first year at Pasadena High School... Dewey Wharton, owner Dewey's Amusement Co., with several of the hottest coin op arcade stores said "The past few years have been one of the best years as far as business is concerned. The arcade business has been up a notch or two during the past few years." The business is now into its fourth year of operation.

Howard Dishman, service mgr. for H. A. Frank & Co., together with family spending this year's vacation in Virginia... Foster L. Weyel, owner South Texas Coin Machines Inc., San Antonio spent his entire vacation painting his home. Licking sunburned lips, Larry remarked it was darned hard work (He's a big fellow; not flabby neither all bones, brawn and muscle) but worth it as proper roommate and a girlfriend CO.

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COIN MACHINES WANTED

WANTED TO BUY OUT SELLING STOKES ONE OF THE LARGEST COLLECTIONS IN THE WORLD. UP TO THE DATE OF COLLECTIBLE BINGO MACHINES. NEATLY KEEPS UP WITH NEW BINGO MACHINE SALES.

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THE MEN IN GOVERNMENT COUNTERFEITING DEPARTMENTS TOLD US WHAT TO DO. THEY WANTED TO BUY OUR MACHINES. WE TOLD THEM THAT THEY WANTED TO BE SURE THAT THE MACHINE WOULD BE SECURED. THEY AGREED TO BUY IT IMMEDIATELY.

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COIN MACHINES FOR SALE

SLOT MACHINES FOR SALE — Baby Mills, Deluxe Mills, Starmark Mills, General Mills, 775$; Mills, Arachne Mills, Gashouse Mills, 975$. Phone 772-386-7345.

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CLASSIFIED AD RATE 20 CENTS PER WORD

Count every word including all words in italics. Numbers in address count as words. Minimum ad placement is 20 CENTS. SEND CHECK TO: CASH BOX, 1780 Broadway, N.Y., N.Y. 10019.

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EMPLOYMENT SERVICE

BINGO WANTED: Legal territory of Nevada. 1 day, 20 hour work week. Must have own equipment. Salaries negotiable. Refer to Colorado territory. Phone: 702-444-9999.

MECHANICS WANTED FOR MUSIC AND PINS SALARY $350/MONTH. No experience necessary. Work hours: 8:00-5:00, Sat 8:00-2:00. Experience preferred. Phone: 702-444-9999.

WANTED: EXPERIENCED BINGO BOX AND GAME SERVICE. Mechanic good working conditions. Pay: $50.00/week. Work hours: 8:00-5:00, Sat 8:00-2:00. Experience preferred. Phone: 702-444-9999.

RECORDS-MUSIC

WANT RECORDS: 45's and LP'S, no DUPES, no PRISON. Contact: Harry Whitter at WHITLICKER RECORD COMPANY, 1711 S. State St., Chicago, Ill. 60623.

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COIN MACHINE SERVICES

ACE LOCKS, INC. — KEYED TO SAME LOCKS. 20% off. Low priced from .45c to $1.00. Box 181, Needham, Mass. 02262.

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CLASSIFIED AD WANTED:

WANTED: Slot machines, including those used in the field of coin-operated gambling. Preferably those which have been in service for at least a year. Will consider new machines. Contact: Mr. A. Cooper, 123 Main St., New York City, N.Y. 10001.

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HUMOR

MOO RECORD. Send $1.00 to CAT, Suite 124, 210 E. Canal St., Los Angeles, Calif. 90028.

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MOO RECORD. Send $1.00 to CAT, Suite 124, 210 E. Canal St., Los Angeles, Calif. 90028.
The Rock-Ola 444 is brand new for 1971. And it's full of exciting changes. But some things we never change. Let's handle the changes first.

We've got a brilliant purple exterior, just like this year's fashions.

We've got a flip-down program holder assembly for rapid access in cleaning the upper dome glass.

We've got a new program holder assembly slanted for easy reading and perfect alignment of record numbers and tune titles.

We've got a spring loaded dome that's fantastically easy to lift.

We've got advanced, integrated circuitry.

We've got a computerized "Record Now Playing" selection indicator.

We've got glare proof, tempered glass, a new optional security cash box and a modular approach to getting at the guts.

Still some things we never change.

Our durability is one. Our dependability is another. And most important is our constant effort to make improvements in our machines. Changes for the better, if you will. That never changes.
The Guess Who's newest single. From their new album, "So Long, Bannatyne."

Rain Dance b/w One Divided
74-0522

RCA Records and Tapes