Label Musical Chairs: An Interchange Of Artists (Ed)...
Dylan-Like Influence Coming In Near Future: Bogart...
WB Maps Return To 'Earlier, Proven' Ad Style;
Revises Media Thinking...WB Signs Warwicke...Fall Fest Of 'Superstar' To Cover U.S., Int'l Markets

TOMMY JAMES: JAME'S DANDY
The new Chase single helped sell over a quarter of a million albums before it was a single.

When the Chase album first shipped, "Handbags and Gladrags" and "Get It On" got tremendous FM air play.

And the two songs helped break a new group's first album.

"Get It On" was released as the first single. It was Top 40 on all the charts. It got Top-40 and FM air play all over the country. And it helped move "Chase" up the charts.

Now "Handbags and Gladrags" has been released as the follow-up to Chase's first hit single.

And if it helped introduce Chase before, think how much more it will do now.

"Handbags and Gladrags.

The new single from the hit album, "Chase."

On Epic Records
The industry could achieve a greater sense of excitement if it entered into a greater artist interchange among labels. At the risk of dehumanizing the industry, there is a great deal to be said about the “interchangeable parts” nature of the business. By this we mean artists from various companies would certainly make fine music together if it were not for contractual restrictions.

But, these can be overcome, of course. Down through the years, there have been many interchanges, especially in the jazz field, and loan-outs are not uncommon in the original cast area (e.g. Barbra Streisand loaned-out to Capitol for the “Funny Girl” cast LP). One outstanding venture of this sort has just taken place with a unique arrangement between ABC/Dunhill and Atlantic to produce a Ray Charles anthology in tribute to the star’s 25th anniversary in show business. Thus, with a single purchase, the Ray Charles fan can obtain coverage of both his Atlantic and ABC/Dunhill years.

Besides the obvious benefits in musical terms, this interchange concept would lend an even stronger identity to the recorded sound. For where else would artists who record for different companies get a change to perform as a single unit for posterity? While the ABC/Dunhill, Atlantic teaming calls for the labels to split domestic (ABC/Dunhill) and foreign (Atlantic) rights, there would certainly develop, as the word interchange indicates, constant movement of artists among varying labels. Perhaps there would be some confusion over artist-label identity, but this would be a minimum handicap, since this approach would generally apply to a sharing of the bill among two or more performers, with both labels retaining their identity as the “solo outlets” for their own artist rosters.

Contracts should not necessarily preclude a freer flow of musical ideas in the recording industry. There is no doubt that such an arrangement will produce recordings that are outstanding and fresh. The lure of major recording artists sharing their musical concepts on a one-time-only or, hopefully, continuing basis should excite the record buyer. It will also help demonstrate the nature of recordings as the place where things happen that don’t happen anywhere else.
The Story of Jesus

Mike Hamburger is a young musician living in a Jesus commune in California. He and Pierre Darjean, a friend visiting from Paris, collaborated on a song for the commune...“Jesus.”

One night after a prayer meeting Hamburger and Darjean recorded the song in Los Angeles' St. Mathews Church using singers and musicians from the commune. A talented young singer named Jeremy Faith was selected to sing the lead.

Darjean took the tapes back to France. The record was immediately released. “Jesus” by Jeremy Faith became a hit overnight. That was only three weeks ago.

Now “Jesus” by Jeremy Faith is released in America. The song is right. The time is right.
Some more 
nice words about 
Carole King...

“So Far Away” / “Smackwater Jack”

Her single.
Warner Bros. Maps Return To ‘Earlier, Proven’ Ad Style

Cornyn Revises Media Thinking

BURBANK — Warner Bros. creative services chief Stan Cornyn is talking these days about a return to an earlier style. He is talking about the Warner Bros. style ’50s ad which he created, and he is acting

Front Cover:

The tune Tommy James recorded in a small studio in Niles, Michigan in 1961 took four years to break, but “Hanky Panky” went on to become number one, and earned him his first gold disk. Tommy James and the Shondells remained together until late 1969 and were responsible for such hits as “I Think We’re Alone Now” (credited with the “bubble-gum music” craze) and “Crimson and Clover.”

With the latter, Tommy, together with partner Bob King, launched a career as record producer, leading him into the careers of other artists, including Alice ’n Kicks whose #1 single “Fighter And Tall Girl” was written and produced by the pair. James is now represented on the charts as a solo artist with this week’s #2 song, “Draggin’ The Line.” And he has just released his second solo LP, “Christian Of The World” for Roulette.

Shown below are James and Bob King, co-producer and co-writer of the artist’s recordings.

Dylan-Like Influence Coming In Near Future: Neil Bogart

NEW YORK — The industry will soon see the emergence of a solo singer/poet who will do for music as did Bob Dylan. It really doesn’t matter, cites Neil Bogart, president of Buddah Records, to which label he’ll be signed, but this is a genuine and major importance to the industry in general. The current surge of solo artists is due to the increasing importance of the listening audiences who have learned to operate on the soloists personal lyrical message.

“Drugs played a major part in the emergence of artists like Bob Dylan and Neil Bogart, “but their biggest asset is their material and the fact that audiences have learned to operate on the soloists personal lyrical message.”

Will Cover New Look At Media

To draw ever wider attention to his company, Bob King, today, Cornyn has also revised his thinking on another facet of the media: the service. He feels that if these “cute ads” of the business has developed have drawn a heavy response in books like those of the late “bubble-gum music” craze) and “Crimson and Clover.”

Carry the package from city to city.

B’way: 3 New Songs

The major “live” run for “Superstar” is now being line-up. While the MCA organization, which is a partner with Stigwood in the concert run of the work, will have international rights to disk versions, separate deals are being arranged for foreign stage versions. Paris will get a production, in French—in fact that many legal hurdles have to be overcome, largely as a result of dealing with the facts that there is really no precedent as yet in terms of negotiation on video dancing rights for stage performances.

Everlys To RCA

NEW YORK — The Everly Brothers, one of the kingspins of the development of the rock sound, have signed an exclusive contract with RCA Records, according to Dennis Katz, vp of promotion of the label.

Paul Rothfield, producer of such artists as Janis Joplin, the Doors and John Sebastian, will produce the duo. During their career, Don & Phil have sold over 25 million recordings, first on the Cadence label and then with Warner Bros.

The duo’s influence reached the Beatles in the English stars’ earlier recording days. In fact, the group was known as the “English Everly Bros.” in the early 60’s.

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Cash Box — August 21, 1971
THE
PAUL ANKA
LEGEND

It started with...
Diana...Put Your Head On My Shoulder
You Are My Destiny........Puppy Love
Crazy Love........Dance On Little Girl
My Home Town..........Goodnight My Love
Lonely Boy...........plus dozens more.

The Paul Anka legend continued
with the writing of
Frank Sinatra's classic, "My Way" and
Tom Jones' "She's A Lady" and the
Johnny Carson theme song,
"Here's Johnny" and more.
The Paul Anka legend - 18 gold
records later and
it's just starting.

Congratulations Paul on your
15th year in show business
and your 30th birthday. We
are proud to be a part of
the continuing
Paul Anka legend.....

Paul's first
Buddah release
"Do I Love You"
BDA-252
Sales Plan, Radio Spots To Support Mercury Fall Albums

45-Day C&W Promo Cited

CHICAGO — A major fall release has been announced by the Mercury Records, Lou Simon, senior vice president and director of marketing, said that this year’s 45-day and heavy radio spot programming will be utilized to back the release of Mercury’s album, "A Day in the Country," which was scheduled for release in mid-October.

A highlight of the release will be a two-lp double LP by Buddy Miles whose previous four Mercury LPs reached the charts during 1970 and who is currently represented by two chart albums. The double Miles LP will carry the suggested retail price of $7.98.

"Look At Yourself," will mark the third LP for Mercury by England's Uriah Heep, a progressive rock band whose first two albums were successful in the wake of last spring’s personal appearance tour.

Also represented by Mercury is the company in behalf of British group--The Cars. The latter, on the Vertigo label. Stary's LP, "Suicide," has been previously released and represents a good exposure and sales also. There are available for presentation by the Mercury division, unique albums from the key group Led Zeppelin, and the leading British rock group Catapilla.

Mercury also signed out Jerry Butler's new album, "Sagittarius Movement" for new release notating that Butler has been a consistently acclaimed artist whose sales continue to grow. A key release by Mercury, Jerry Kennedy, recently signed as an artist, will be represented by an important contribution to Kris Kristofferson, senior vice president and director of marketing.

C & W Push

Further enhancement of Mercury’s commitment to the country music audience will be planned for a 45-day program in behalf of new country releases and the label’s full C&W catalog.

Simon plans an intensive campaign for "A Day in the Country," a very advanced release of established artists and "stars of tomorrow." This effort will, however, be focused on immediate sales and radio exposure.

 smoke Tour in Radio, TV Ties

NEW YORK — The current tour of Passengeter's "Surf City" has been tied to radio station promotions in New York for the syndicated Larry Kane TV program.

"Surf City" is performing its complete "Survival Of St. Joan" rock opera in the United States and Britain, the latter by the label's Vertigo label, Stary's LP, "Suicide," has been previously released for radio play and good review of sales also. There are available for presentation by the Mercury a new album by Lou B. London and a new cabinet for the popular "Last Night At The Proms" is marked. The A&R label, distributed by Mercury, will be represented by "Guitars—Pure and Honest" by George Barnes and his Polydor debute "Banchee" Augie Meyer's "Mansfield Field." The two Arthur Fiedler & The Boston Pops Orchestra albums will be represented by "Fiedler's Favorite Overtures" and "Theme From 'The Nightingale'" and "Once Again" and "Fleder's Overture." The production staffs; "The Mothers Of Invention" and "A Day In The Country," will be accompanied by the release. Complete slick books and a demo sample disk have been sent to distributors.

Polydor Pre-Fall LP Promo

HOLLYWOOD — Warner/Reprise will be the largest seller of the major labels in the largest department store chain. This fall's 45-day promotion will be organized by the Warner/Reprise promotion department in cooperation with the Warner/Reprise sales force. The promotion will be coordinated by the Warner/Reprise retail division, which is responsible for the successful promotion of Warner/Reprise records in this type of store.

Three-Part Release

The first wave of three albums shipped to stores on Sept. 3rd and included "Paul And," the first solo album by Paul Stewkey, formerly of Peter, Paul and Mary. A single from this album, "The Wedding Song (There Is Love)" is already charted at No. 1 on The Cash Box Top 10. "Fireball" by Deep Purple is that English group's third for Warner Bros., released on the heels of their highly successful U.S. tour. "The Mothers Live At The Whisky A Go Go" (Cont'd on p. 29)

UA Negotiating Jones Pic Deal

NEW YORK United Artists says that negotiations are currently underway to acquire the film rights to "Crazy Horse," the story of Crazy Horse, the Indian leader, from Gordon Mills of Management, Agency and Music, Ltd, of London for a three-picture package. The deal is for the internationally popular Welsh-born singer, Jones, who is being written for by screenwriter Robert Thom and is based on the novel of the same name. Mills is slated as exec producer.

The project is to be released by United Artists, an entertainment service of Transamericana Corporation.

Garlick, Gordon Reacquire Assets Of Ivy Hill Corp.

NEW YORK — Lew Garlick and Murray Gordon have reacquired all of the assets of Ivy Hill Lithograph Corporation from Whittaker Corp. Garlick, in his new role as chairman of the board and Gordon assume the title of president of the newly formed company. Garlick is the former owner of the company and Gordon is the former president retaining their respective titles and functions. Ellis Kern will again serve as executive vice president, east coast operations and Russell Muir, who formerly served as president, west coast operations.

Ivy Hill Lithograph Corp. will also be able to add the production of records, magazines, and catalogs in addition to its printing capability.

Garlick and Gordon have been in business together since 1968 and have been able to expand their business and increase their market share. With the reacquisition of the assets of Ivy Hill Lithograph Corp., they are now in full control of the business and are able to make strategic decisions that will benefit the company.

The "activities of Garlick," said Williams, "will expand greatly in the near future. We are very confident that the combination of Ken Mansfield and Mike Shepherd will be instrumental in making the company even more profitable.

Williams, Mansfield, Clive Davis

Cash Box — August 21, 1971

William, Mansfield, Clive Davis

presentation of new albums and artists to the retail level."
NEW YORK — Chess/Janus Records is releasing six albums this month, including four double-record sets on Chess featuring historic material by Muddy Waters, James Cotton, Howlin’ Wolf and others. The label is a two-record set of new material by Bill Haley & The Comets and an album by British artist John Konan.

"Mad Man Blues," John Lee Hooker; "Chicago Blues Anthology."

Kinney Svcs: $1 Top In 2nd Qtr. 9 Mos.

NEW YORK — Kinney Services, Inc., the parent of Warner Bros. Records, Atlantic and Elektra label and distribution units plus Warner Retailers, announced interim earnings and earnings in the quarter and nine months ended June 30.

Steve Ross, president, stated that "income in the second quarter was $18,130,000, or 45c a share, compared to $15,344,000, or 37c a share. For the first six months, volume came to $440,260,000 from $371,182,000. For the nine months period, net income was $29,935,000, or $1.60 a share, an increase of 15% over the previous year.

Niederman Heads James U.S. Mgmt

NEW YORK — Alan Niederman has been named by Dick James to direct personal management activities in the U.K. and elsewhere. Niederman, who graduated from Temple University and is a writer and publicist, was associated with Dick James since the latter's days with Melody before his current post. Niederman can be reached at Dick James Music, Inc., 1780 Broadway, New York, tele: (212) 283-2480.

Titelman To WB Staff &A

NEW YORK — Russ Titelman has been named staff producer in the Warner Bros. Records A&R department, report sources. Titelman, who was previously assistant A&R manager at A&M Records, has been named Vice President at MCA Records.

Vince Cosgrove

Ostroff Exits Gregar

NEW YORK—Alan Ostroff, eastern regional promo man for Gregar Rec- ords, has left the company. Formerly with Jerry Ross' Colosson Records, Ostroff says he will announce new plans shortly.

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Who's the next top English group? The answer is YES!

new single:
"Your Move" (All Good People) 
Produced by Yes & Eddie Offord
Atlantic 2819

... From their new album release
SD 8283

I think Black Oak Arkansas are one fantastic rock and roll band.

new single:
"Lord Have Mercy On My Soul" 
Produced by Lee Darman & Mike Pinera
Atco 6829

... From their new album release
SD 33-354

www.americanradiohistory.com
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.

<table>
<thead>
<tr>
<th>TITLE Description</th>
<th>Artist/Artist Group</th>
<th>Percentage This Week</th>
<th>Percentage Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Sweet City Woman—Stampeder—Bell</td>
<td>Lee Michaels &amp; A&amp;M</td>
<td>51%</td>
<td>72%</td>
</tr>
<tr>
<td>2. Do You Know What I Mean—Lee Michaels &amp; A&amp;M</td>
<td>45%</td>
<td>64%</td>
<td></td>
</tr>
<tr>
<td>3. So Far Away—Carole King—Ode</td>
<td>Paul &amp; Linda McCartney &amp; Apple</td>
<td>43%</td>
<td>43%</td>
</tr>
<tr>
<td>4. Uncle Albert—Admiral Halsey—Al</td>
<td>42%</td>
<td>87%</td>
<td></td>
</tr>
<tr>
<td>5. Tired Of Being Alone—Al Greene—HI</td>
<td>41%</td>
<td>41%</td>
<td></td>
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<tr>
<td>6. All Day Music—War—U.A.</td>
<td>38%</td>
<td>71%</td>
<td></td>
</tr>
<tr>
<td>7. Surrender—Diana Ross—Motown</td>
<td>32%</td>
<td>42%</td>
<td></td>
</tr>
<tr>
<td>8. I Ain't Got Time—Glass Bottle—AUO</td>
<td>31%</td>
<td>95%</td>
<td></td>
</tr>
<tr>
<td>9. Rain Dance—Guess Who—RCA</td>
<td>29%</td>
<td>93%</td>
<td></td>
</tr>
<tr>
<td>10. If You Really Love Me—Stevie Wonder—Tampa</td>
<td>25%</td>
<td>25%</td>
<td></td>
</tr>
<tr>
<td>11. The Night They Drove Old Dixie Down—Joan Baez—Vanguard</td>
<td>23%</td>
<td>96%</td>
<td></td>
</tr>
<tr>
<td>12. Maggie May—Rod Stewart—Mercury</td>
<td>22%</td>
<td>55%</td>
<td></td>
</tr>
<tr>
<td>13. Loving Her Was Easier—Kris Kristofferson—Monument</td>
<td>21%</td>
<td>21%</td>
<td></td>
</tr>
<tr>
<td>14. Annabell—Hamilton Joe Frank &amp; Reynolds—Dunhill</td>
<td>20%</td>
<td>20%</td>
<td></td>
</tr>
<tr>
<td>15. Superstar—Carpenters—A&amp;M</td>
<td>19%</td>
<td>19%</td>
<td></td>
</tr>
<tr>
<td>16. Crazy Love—Helen Reddy—Capitol</td>
<td>15%</td>
<td>33%</td>
<td></td>
</tr>
<tr>
<td>17. Another Time—Engelbert Humerdink—Parrot</td>
<td>12%</td>
<td>12%</td>
<td></td>
</tr>
</tbody>
</table>

ALBUMS
Potlatch—Redbone—Epic
Every Good Boy Deserves Favour—Moody Blues—Threshold
So Long Bannatyne—Guess Who—RCA
What's Going On—Marvin Gayne—Tamla
You've Got A Friend—Andy Williams—Columbia

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**Campus Radio Network To Bow In '73**

NEW YORK — Development of a campus radio network, with plans to have it fully operational by fall of 1973, have been announced by Programming db, Hollywood-based radio company. President of the company, Ken Draper, also announced the appointment of Pat West as director of college syndication. Latter, who will have headquarters in Chicago, has specialized in broadcast services on the college level.

With a potential listening audience of more than 5-million programming db will be produced by Programming db and syndicated by Campus Media Inc. Product will be ready for the first 13 weeks of the fall, 1971, semester and comprise a minimum six hours weekly of taped entertainment programming. This will include music format shows, youth commentary and jingles designed for campus radio.

Shows will be made available initially to 31 of the key college stations presently represented by Campus Media, on a revenue-sharing basis. Show formats will allow 10 minutes per hour for national and local announcements.

Professional production standards and on-air features aimed at key demographic groups will help attract more national advertising dollars to the campus broadcast medium, Draper predicted.

West has located Programming db’s Midwest office at 318 South Winfield Avenue, Kankakee, Illinois 60901; (815) 939-3694.

**STATION BREAKS:**

Gene Weed has joined KLAC-Los Angeles and will handle the midday slot, replacing Charlie O’Donnell. Gerald Bestley is new public affairs dir. at KAY-Pittsburgh, moving over from WNBC-TV, New York where he was administrator of press publicity and information services.

William Howard appointed sales mgr. of WJMD-Washington. He was previously account exec. at WASH, also in that city . . . Oscar Rose, a veteran of ten years with WMCA-New York, joins news dept. of WPAT-New York as morning newscaster.

Don Buday to critical-at-large slot at KMFT-FM in Los Angeles . . . Dick Saint is the newly appointed swing-shift air personality at KHK-Hollywood . . . Alan Slade named sports editor of KNX-Los Angeles . . .

China Altman is the new host of “New Generation” show on W挂RO-Boston . . . Congratulations to Dan Ingram, who just celebrated tenth year with WBBC-New York.

**Sound Generation Set For TV Spec By Govt.**

NEW YORK — The Sound Generation, 28-member instrumental-vocal group currently appearing with Minnie Pearl at the Freightem Hotel in Los Angeles, has been set by the U.S. Department of the Interior to headline one of its “This Country’s Oz” television specials.

The group comprises students at John Brown University in Arkansas, and their public appearances help support their music studies.

IN THE "MIDDAY" SUN—Lee Leonard, center, host of the WNEW-TV program ‘Middy,’ discussed the current music scene on a recent edition of the show with, left to right, MGM artist Michael Alan, Elektra singer and songwriter Carol Hall, Life’s O’jamic critic Albert Goldman and Rick Wilson of the Polydor group Mandril.
Sales Generators from Roulette

Containing
Tommy's Current Hit
"Draggin' the Line"
and other hits

Fuzz
Contains their hits
"I Love You For All Seasons"
"Like An Open Door"

Echoes of a Rock Era Series
Double Pocket—2 for price of 1
Contains all the original hits of the 50's and 60's such as
"Gee"/Crows;
"Why Do Fools Fall In Love"/
Frankie Lyman & the Teenagers;
"Bo Diddley"/Bo Diddley;
"Shake A Hand"/Faye Adams;
"Get a Job"/The Silhouettes;
"Kansas City"/Wilbur Harrison;
"Tossin' & Turnin'"/Bobby Lewis;
"Ya, Ya"/Lee Dorsey; & others.

Rossi-White
America's great new comedy team
with some of their rarest
X-rated humor ever heard on stage

8 Track and Cassettes Available Exclusively on GRT

ROULETTE RECORDS 17 West 60th St., N.Y.C.
JERRY REED (RCA 1011) Koko Joe (2:30) (Vector Music, BMI—Reed, Hubbard) Scrunch rock cut in the Emerson, Lake & Palmer vein as his previous "Amos Moses" and "When You're Hot". disks, should prove that lightning can strike thrice. Single serves as a sampling of material from Reed's soon to be released LP of the same name. Flip: "I Feel For You" (2:56) (Vector Music, BMI—Hubbard)

CAROLE KING (Ode 66019) So Far Away (2:35) (Screen Gems/Columbia, BMI—King) Culled from her chart topping "Tapestry" album, Carole weaves a magnificent ballad spun of soft, melodic phrasing and soothing piano accommodation topped off with the superb Lou Adler production touch. Should turn into instant gold. Flip: "Smackwater Jack" (3:39) (Screen Gems/Columbia, BMI—Goffin, King)

GRAHAM NASH (Atlantic 2827) Military Madness (2:50) (Giving Room Music, BMI—Nash) Infectous tune with instant teen appeal should spread to both AM and under-ground markets. Second single effort from Nash's "Beginners" LP carries a touch of o' social commentary along with its top ten potential. Flip: no info. available.

THE FOUR TOPS (Motown 1189) Mac Arthur Park (Part II) (2:59) (Canopy Music, J. Webb) Conclusion to a previous release, the Tops slide gracefully into the intricately Webb selection adding to its sales magnetism in r&b and pop locations. Group's usual vocal excellence are present in this outing. Flip: no info. available.

JANIS JOPLIN (Columbia 45433) Get It While You Can (2:23) (Hill & Range/Ragmar, BMI—Ragovoy, Shuman) Janis' latest cut is a searing reworking of the "Pearl" album finds Janis returning to the blues format for tune penned by Ragovoy and Shuman. Penetrating vocals and smart production makes for giant acceptance and sizzling sales. Flip: no info. available.


NITTY GRITTY DIRT BAND (United Artists 50817) Some Of Shelly's Blues (2:50) (Screen Gems/Columbia, BMI—M. Nesmith) The DIRT Band tackle a fine Nesmith tune smacking with commercial appeal. Easy going, country-flavored selection is likely candidate for top ten honors. Powerful presentation should see immediate sales reaction. Flip: no info. available.

CHASE (Epic 10775) Handbags And Gladrags (3:18) (Lovey Music, ASCAP—M. D'Abio) Displaying an incredible vocal resemblance to David Clayton Thomas, Chase get it on again with a powerhouse of brass, driving rhythms, and a mighty production showcase with built in teen action. Culled from the earlier works of Mike D'Abio, single will spiral to national attention. Flip: "Open Up And Say Goodbye" (3:07) (Cha-Billl Music, ASCAP—B. Chase)

LOBO (Big Tree 119) California Kid And Reemo (2:44) (Ensign Music, BMI—Cathey, John) Surprising comeback after a somewhat disappointing showing with their "Magic disk finds Lobo revisiting their earlier musical style which proved highly successful. Exciting medium tempo offering adds new depth to group's expanding talents as well as guaranteeing them a second top 40 record. Flip: "A Little Different" (2:59) (Kaiser Music, ASCAP—K. LaVoie)

BLOODROCK (Capitol 3161) Jessica (2:25) (Fancy Space, BMI—Nitzinger) A group from Bloodrock's 3 album comes with powerful outing displaying some frantic organ work and surging vocals that will carry release to national attention. Excellent choice for AM or FM programmers. Flip: no info. available.

B. B. KING (ABC 11310) Ghetto Woman (3:03) (Pamco/Sounds Of Lucille, BMI—King, Clark) B. B. and Lucille, the undisputed king and queen of blues, polish off another effort in their succession of fifteen bar progressions. Record is a natural to gain immediate r&b exposure, while pop appeal is limited. Flip: no info. available.

MARY TRAVERS (Warner Brothers 7517) The Song Is Love (3:00) (Pepemus Music, ASCAP—Stockey, Yarrow, Travers, Dixon, Kniss) The voices of Peter, Paul & Mary are revealed via this second solo effort which is certain to attract a more favorable reaction than Mary's prior "Follow Me" disk. Outing carries with it much musical and vocal excitement and definite AM/MOR appeal. Flip: no info. available.

EMERSON, LAKE & PALMER (Cotillion 44131) Stone Of Years (2:44) (Tro-Total Music, BMI—K. Emerson, G. Lake) Eastern vocal and stunning organ/piano interplay makes for exceptional outing from latest English supergroup. Pulled from their recent "Tarkus" LP, single should break AM barriers. Flip: "Time And A Place" (2:58) (Tro-Total Music, BMI—Emerson, Lake & Palmer)

RUTH COPELAND (Invictus 9096) Get The Baby Anything The Baby Wants (3:20) (Tree, BMI—Tex) Aggressive r&r'ber by Tex packs a mighty sales punch with enough impact to surge into pop markets as well. Driving rhythms coupled with the famous Tex vocal style should put disk in contention. Flip: "Takin' It Back" (3:32) (Tree, BMI—Tex, Weaver)

BRIAN INGLAND (Columbia 45402) Giddy On Up (3:03) (Double Diameter Music, ASCAP—Ingland) Expect immediate listener reaction from this spicy effort reminiscent of the famous Tex vocal style should put disk in contention. Flip: "Takin' It Back" (3:32) (Tree, BMI—Tex, Weaver)

BRIAN INGLAND (Columbia 45402) Morning Much Better (4:01) (Zager/Scheffrin Music, BMI—Zager, Scheffrin) Formerly Fatti LaBelle and the group, a group with a new name and new label backings offers this remake of the Gergya Raven tune rearranged to fit snugly into r&b and pop markets. Flip: "Shades Of Difference" (3:16) (Gospel Birds Track Music, BMI—Hendryx, LaBelle)

RUNT (Bearsville 31004) A Long Time, A Long Way To Go (1:47) (Warren Brothers/Screen Gems, BMI—Runtgren, ---Rondgren) Enticing ballad from talented Todd Rundgren and company could prove to be the most ambitious effort to date. AM exposure a certainty. Flip: no info. available.

MADRILL (Polydor 30259) Strictly Flavored Tune Culled from artists latest album, S. Y&Y, this imaginative Dave Bowie single adds a new depth to Noone's career and will attract much airplay. Flip: "Because You're There" (2:15) (Mankun Music, BMI—Gouldman, Noone)

PETER NOONE (Bell 45131) Oh You Pretty Thing (3:04) (Tantric Music, BMI—D. Bowie) Displaying an incredible vocal resemblance to Paul McCartney, former lead vocalist of Britain's Herman's Hermits solo, this effort proves to become a million seller. Flip: no info. available.

DEE BROTHERS AND DEE BAND (Royal American 43) Look What Love Has Done To Me (3:00) (Cwepar, BMI—Wagoner, Parton) Attracted by Del Reeves, written by country supersars Del Reeves and Porter Wagoner. Final release by Dee Brothers and Band should get rapid pop recognition. Powerfully commercial outing breaking locally, could drive to national attention. Flip: "There'll Be Love" (2:18) (same credits)

OPEN ROAD (Laurie 3575) Sweet Waters (2:35) (Murbo Music, BMI—S. Burnett) Material smacking of commerciality is deserved beautifully by Open Road in their first bid for singles success. Given the airplay, release is likely to become an AM sensation. Flip: "Borne By A Woman" (2:45) (same credits)

JOE TEX (Dial 1008) The Baby Anything The Baby Wants (3:20) (Tree, BMI—Tex) Aggressive r-&b'ber by Tex packs a mighty sales punch with enough impact to surge into pop markets as well. Driving rhythms coupled with the famous Tex vocal style should put disk in contention. Flip: "Takin' It Back" (3:32) (Tree, BMI—Tex, Weaver)

PETER ALLEN (Metromedia 224) I Don't Mind (2:10) (Mourbar Music, ASCAP—Bower) Perky instrumental effort reminiscent of honky tonk days but with a touch of commerciality that could carry to national focus. Flip: "Baby Baby Baby" (2:33) (same credits)

RAVI SHANKAR & CHORUS (Apple 18138) Banga (3:18) (pending, Shankar) Intriguing raga sparking with the George Harrison production touch is certain to score. Airplay via FM and underground airplay while in store for monster hit. Flip: no info. available. Flip: "Raga Manjhiranjholti" (6:32) (no credits available)

BUGS BOWER (Pip 8820) The Case Me-ow (2:10) (Mourbar Music, ASCAP—Bower) First solo attempt by one of the most talented vocalists the business should prove very successful. Flip: no info. available.

NINA HART (Pentagon 0112) Taking Off (I Believe In Love) (2:42) (Smeads Music, BMI—Hart) Dazzling interpretation of theme from the motion picture of the same name with cover range as depicted in top 40 markets. Star of tv soap opera "As The World Turns", Nina should prove to be a talent to watch. Flip: "And When I Leave Your Bed" (3:17) (same credits)

OLIVER (United Artists 50814) Walkin' Down The Line (2:35) (Warner Bros Music, ASCAP—Dylan) Attracted by the Dylan catalog, Oliver returns to recordings via this country flavored tune culled from artists latest album, S. Y&Y. Flip: no info. available. Carreere much attention in pop and MOR markets based on Oliver's stunning vocal abilities. Flip: "Fireside" (2:02) (Unart Music, BMI—Swafford)
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Ricky Shayne

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Vital Statistics

- CALL MY NAME, I'LL BE THERE (2:16) - "Geeziz"-Atlantik '88
- I. C. - USA
- O.V.C. (Cassell/BMI)
- Posting: Atlantic 

- SONGS: "Lover's Delight" (Atlantic 4032)
- WRITERS: "Lover's Delight" (Atlantic 4032)
- PUB: "Lover's Delight" (Atlantic 4032)
- STYL: "Lover's Delight" (Atlantic 4032)
- GENRE: "Lover's Delight" (Atlantic 4032)
- OTHER: "Lover's Delight" (Atlantic 4032)

- MAKIN' LOVE SONG (2:16) - "Geeziz"-Atlantik '88
- I. C. - USA
- O.V.C. (Cassell/BMI)
- Posting: Atlantic 

- SONGS: "Lover's Delight" (Atlantic 4032)
- WRITERS: "Lover's Delight" (Atlantic 4032)
- PUB: "Lover's Delight" (Atlantic 4032)
- STYL: "Lover's Delight" (Atlantic 4032)
- GENRE: "Lover's Delight" (Atlantic 4032)
- OTHER: "Lover's Delight" (Atlantic 4032)

- TAKE ME HOME (3:30) - "Geeziz"-Atlantik '88
- I. C. - USA
- O.V.C. (Cassell/BMI)
- Posting: Atlantic 

- SONGS: "Lover's Delight" (Atlantic 4032)
- WRITERS: "Lover's Delight" (Atlantic 4032)
- PUB: "Lover's Delight" (Atlantic 4032)
- STYL: "Lover's Delight" (Atlantic 4032)
- GENRE: "Lover's Delight" (Atlantic 4032)
- OTHER: "Lover's Delight" (Atlantic 4032)
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Jerry Hopkins devoted two years to research and write his forthcoming Simon & Schuster book, "Elvis." He has now completed this radio version. Watermark's Ron Jacobs is putting the finishing touches on the project after five months of field and studio production. Narrator Wink Martindale has told the 12th chapter of the story he's known since his early radio days in Memphis.

It's ready. And it's available in many markets. (Stations which carry Watermark's weekly American Top 40 program were given first refusal options in July.

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Writer: Jerry Hopkins
Narrator: Wink Martindale
Production Co-Ordinator: Sandy Gibson
Continuity: Ellen Johnson
Mastering Engineer: Bill Hergerson
Remix Engineer: John Horton
Executive Producer: Tom Rounds

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for Garrett Music Enterprises
101 THIS IS A RECORDING (Columbia C 30362) 122
102 ALARM CLOCK (CA 30362) (CT 30362)
103 MORNING NOON & NITE-LITERS (RCA LPR 4483) (PBS 1756) (FK 1756)
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101 TO 150
THE PARTRIDGE FAMILY SOUND MAGAZINE
Bell 6064
The third album from the popular tv family is in the tradition of the first two. The songs bounce right along, a feeling of exuberance is constantly in the air, and as an added bonus, a top single, "I Wake Up In Love This Morning," is included. With Shirley Jones and David Cassidy handling the vocals in their inimitable fashions, and with the slick production work of Wes Farrell, how can anything go wrong? It doesn't and this will be another spectacular best seller for the Family.

A SPACE IN TIME—Ten Years After—Columbia KC 30801
This is Ten Years After's first album for Columbia and it's a beauty. Alvin Lee has written all but one of the ten selections and to a number they reflect his abiding interest and appreciation of the blues. Just listen to "One Of These Days," the opening track and you know that this is going to be a roots type of session. More in the tradition of the group's theme song "Goin' Home" or an old Chuck Berry tune is "Baby Won't You Let Me Rock 'N Roll You," which should soon take it's place as a TYA in person show-stopper. LP should be another top charter.

RAY STEVENS' GREATEST HITS—Barnaby Z30770
After you've had three or four hits, it takes confidence not to put them on an LP, add some B sides and songs which never happened and call it a greatest hits album. It takes confidence and hit making ability. Ray Stevens has both qualities. His greatest hits album is worthy of the name. "Everything Is Beautiful," "Gilligan," "Mr. Businessman," "Abah The Arab" are here, along with seven others. Should be a natural for chart honors on the album front.

GREAT CONTEMPORARY INSTRUMENTAL HITS—Ray Conniff—Columbia 30795
Some fans of Ray Conniff prefer his lyricless arrangements and these folks will be particularly pleased at the maestro's latest release. Among the current favorites getting the instrumental treatment are "It's Too Late," "Never Can Say Goodbye," "Put Your Hand In The Hand," "I Know How To Love Him," and going back just a little there's "Delliah" and "A Taste Of Honey." Some nice easy listening here.

MESSAGE FROM THE COUNTRY—The Move—Capitol ST-811
While the Move has never enjoyed what could be called phenomenal popularity on this side of the Atlantic, they have a devoted following here and that tribe will increase. Their second Capitol album and third U.S. release finds them maintaining their reputation as one of the most innovative and musically proficient bands to be heard. "The Minister" and the thumping along "Until Your Mama's Gone" are only two of the really fine numbers on a disk which includes ten.

TRUE NORTH—Bruce Cockburn—Epic E-308012
From the land of Gordon Lightfoot, Jon Mitchell and Neil Young comes Bruce Cockburn—a name which should be as familiar as those of his Canadian predecessors quite soon. His American debut disk establishes him as a sensitive singer-songwriter, guitarist, pianist, and drummer. A mood album in the best sense of the term; it creates its own and transfers it to the listener, no matter what his state of mind at the time. "Musical Friends" sounds like an artful single, and the other tunes have a slight tinge of the dreaminess that Crosby, Stills & Nash captured in their first outing. More precisely, Bruce makes his own dreams and they are well worth sharing.

SO LONG, BANNATAYNE—The Guess Who—RCA LSP 4575
It's been only a relatively short spell since the last Guess Who album of original material, but this most consistent of rock bands just keeps on trucking. "Rain Dance," group's current single kicks off this set of eleven songs. Occasionally during the proceedings an air of fifties put-on slips by view, but for the most part this is the Guess Who music which has made the past Guess Who LP's such big sellers. "What You Won't Do" and "She Might Have Been A Nice Girl" are two of the more fun-filled cuts. Should be another gigantic hit for the boys.

CHRISTIAN OF THE WORLD—Tommy James—Roulette SR-7064
Summer always seems to be good to Tommy James—this year it's "Draggin' The Line" that has broken him again to top of the charts. The tune, along with its original Aside, "Church St. Soul Revival!" is here in a tasteful and full-blown production by the singer-songwriter and his group James. On the other tunes is the title cut, James reaches and grabs the same feeling Neil Young has so fully developed, while on things like "Bit Of And Pieces" just a snatch of "Hanky Panky" shines through. Will be his biggest selling album to date and a gold mine for future singles releases.

YOU'VE GOT A FRIEND—Mark Lindsay—Columbia 30795
Mark Lindsay is firmly entrenched in the MOR field thanks to this album. It seems to suit him. By turning to the catalog of today's finer songwriters, people like David Gates, Peter Allen, Gordon Lightfoot and Kris Kristofferson, he has come up with a pleasant, diverting and very commercial album. "Pretty," "Stiff," in Man's Breath" and "All I Really See Is You," only song on the set that's self penned, is another standout. Should do quite nicely.

Randy Newman/LIVE—Reprise 6459
What was originally a great Bitter End gig, then a deejay sampler, is now available for the world to hear. Randy, for some time recognized as a highly original if somewhat freaky songwriter, brings a warmth and a flexibility and wonderful whimsey to familiar pieces "Mama Told Me Not To Come" and "I Think It's Gonna Rain" and to songs such as "Old Kentucky Home," "Day The Fat Lady'S Gone," "I'll Be Home" and "So Long Dad," which Newmanfied save the covers over for years. Fourteen songs in all add up to one of the most delightful records of the season.

SOUTHERN DELIGHT—Barefoot Jerry—Capitol ST—786
Title is a bit misleading as this quartet is a joy in all four directions. Already well-known on FM rock, the sales potential of the package is as high as its musical merit. Three of the Area Codes gang (Mac DeMarco on guitar, Kenny Buttrey on drums and bassist Wayne Ross) have joined forces with the keyboard wonders of John Harris. The harmonies and the instrumentation do battle for your attention as both are exceedingly fresh and exciting, but happily, they are married well on a package that lets the talents speak for themselves. "Smokesies" is a chuck-full two minutes plus but even the longest cut never sags. Bound to be enjoyed by everyone from naked toes to capozzios.

CLASSIC FILM THEMES—Ettore Stratta & The Barry Philharmonic—RCA LSP 4575
Film makers are getting back to the classics these days, particularly when it comes to scoring their pictures. Here are excellent versions of some recent movie themes, which were actually written by masters such as Mahler, Mozart, Vivaldi, Strauss and Tchaikovsky. Among the movies represented are "Gillian's Revenge," "Death In Venice" and "The Music Lovers."
**Additions To Radio Playlists—Secondary Markets**

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

**Bible Bros.**

**Buddah’s Nat’l**

**LP Field Reps**

NEW YORK—Buddah Records has hired what it terms the first album promo team. They are Joe and Slantz Bible, who have joined the label as national field reps, reporting to Joe Fields, director of album promo.

The brothers will be responsible for coordinating merchandising, in-store promotions, displays, and maintaining communications with buyers on the retail and wholesale level, as well as radio promo. They will be working closely with Andy Schwartz, Buddah national free promo rep. The Bibles have been doing indie promo in the Balt.-Washington market for the past several years. Special "Wanted" posters will be distributed to radio stations to introduce the "flying Bible brothers." the label's expanding promo dept., also includes regional reps Jack Hakin, Johnny Lloyd, Stan Najola and Buch Rinegold.

**Newman Named To UA Ad/Media Post**

HOLLYWOOD—Peter J. Newman has joined United Artists Records as advertising/media coordinator. Newman was previously account executive at Sachs, Finley and Kaye advertising, Los Angeles, and with Doyle Dane Bernbach as account executive for Volkswagen.


**SIGNING ON—** The mannish "Hook- er’s Beat" electrical sign used as the basis for the artwork for the recent LP of the same title by John Lee Hooker and Canned Heat, is presented by Artist Records’ vp Bob Skaf (!) to Skip Taylor, manager of Canned Heat.

**Free Bee Records Opens**

SAN ANTONIO—Free Bee Records and Tapes store has opened at 4104 McCullough St. in San Antonio, Texas, specializing in rock, folk-rock, and blues records and tapes. Owner of the store is Elmer F. Smith Jr., whose background has been in retailing, radio, and records; Smith attended the University of Texas.
Home TV To Show At Berlin Expo
AEG-Teldec To Demo Record-TV Process

BERLIN — A "revolution," Berlin Philharmonic Orchestra conductor Herbert von Karajan, declared, "the greatest revolution that can be conceived," comes to Berlin on August 27, when the company presents the International Radio and Television Exhibition. The 1971 edition includes presentation of home recording and playback devices.

In the first place, one of the giants of the electronics industry will show the world's first home-recordable a-record playback turntable at the Berlin Exhibition. The product was developed jointly by the United States company's Berlin laboratory. In addition, the new product will show German television customaries, the company's in store for them—a new 'Big Power.'

Jerome To Viewlex Post In Tape Dupl.

HOLBROOK, N.Y. — David H. Feireis, President of Viewlex, Inc., has announced the appointment of Jerome Graetz as director of sales administration of Viewlex Corporation, Ltd., a A & B Tape Duplaficating, Inc., of New York. Jerome will coordinate the sales administrative activities of the company's nationwide tape duplicating facilities. He will report to Sandy Wartell, vice president, leisure time division, and will be in close contact with Frank Nunneley, director of national sales for the Viewlex Leisure Time Companies. His primary function will play sales liaison, develop and control of tape duplicating account service out of the national sales organization in New York. The tape duplicating facilities of Viewlex are now coast-to-coast with A & B Tape Duplaficating in New York, Arizona Tape Duplaficating in Michigan and Gibbons Tape Duplaficating in California. The increased production capabilities of the company's nationwide tape duplicating plants is given as one of the primary reasons for Jerome's appointment.

Jerome is vice president of Bell Sound Studios and A & B Tape Duplaficating, two Viewlex subsidiaries. Before joining the company, in 1961, he had 15 years of record company experience. Starting with Cantil Records in 1945, he moved from salesman to vice president and to manager of Prep Records, a Cantil subsidiary. Jerome joined MCM Records as executive vice president and from there he went to Roulette Records as president and general manager. He operated his own recording company prior to joining Bell Sound.

Umindo ABC Tapes

Huntington, Ind. — Umindo normalia, has joined ABC Record and Tape Sales, as Branch Manager of the Cherry Hill, New Jersey division.

ABC/Dunhill Launches Impulse 'Free Form Confab In Frisco'

SAN FRANCISCO — ABC/Dunhill Records staged its first, "maybe annual," Free Form Music Convention here last weekend (Aug. 15-16), attended by some 200 guests, predominately underground FM radio PDs and staffers, as well as sundry press and label personnel. Purpose: to introduce upcoming fall product on the Impulse label.

Festivities were launched Friday evening with a supper cruise on San Francisco Bay, with entertainment by ABC/Dunhill recording artist Danny Cox.

Late Saturday morning the convention proceeded to the major business with a brunch and product presentation at the Miyako Hotel, where proceed were bid. The hour-long show featured new albums from Impulse's three major "large" artists (i.e., Alice Coltrane "(Universal Consciousness), John Coltrane "(Sun Ship) and Keith Jarrett "[Standards and Solo]"") and a two-record set of Chicago Hamilton's "Greatest Hits.

After a free afternoon on the town, guests were invited to cocktail and dinner at the hotel, followed by a concert at San Francisco's Kabuki Theatre, showing "any one," which includes: Lucio Dalla, John Lee Hooker, Archie Shepp, Cliff Coster, Mike White and John Klemmer—under the auspices of producer Ed Michel. This event, open to the public (even after a last-minute change of theatre), was taped for possible future release by Wally Holder's mobile recording facility.

Sensuous Woman Shipping As LP

NEW YORK — The recording of "The Sensuous Woman," will be completed by Thau-Merenstein Productions and distributed by ABC/Dunhill. Produced by Tony Camillo added to the spoken word disc, Atlantic Records is rushing the album.

All of the material on the LP was taken from the broadcast and is spoken by a young woman who remains anonymous. The recording runs 43 minutes. Producer of "The Sensuous Woman" LP is Lewis Merenstein, of Thau-Merenstein Productions. Jerome Weintrub, of Management Three, brought the idea of recording the book to Atlantic exec. Jerry Wexler, and contributed many of his ideas. Nutty Thau originally conceived the idea of turning the book into a record.

The album has already kicked off its huge promotional campaign on the album. Ads have been placed in the trades and consumer magazines. Thousands of streamers and posters have been printed for stores use and mail box covers have been readied. Radio spots are also planned.

The album jacket for "The Sensuous Woman" is a duplicate of the book jacket, with the words "Recommended for Adults Only" appear on all album covers, both LP and 45. The Sensuous Woman album was held last week at Atlantic's sales and distributor meeting in New York.

Merc's Kennedy An Artist On Kris Music LP

CHICAGO — An album comprised of material by Kris Kristofferson will mark the debut as an artist for Mercury Records, a subsidiary of Nashville operations Jerry Kennedy.

The project produced an instrumental tribute by Kennedy, as the first to produce his material. Kris Kristofferson is a resident of Nashville, Mercury is scheduling the LP for release this month.

According to Mercury since 1961, Kennedy came to Nashville for recording with the label during an extended period as staff guitarist with the Louisiana Hayride in Shreveport. His production credits include a string of multi-million selling discs by Roger Miller such as "Dang Me" and "Daddy From The Dunes," Engine Engine #9," "Everything Man," "Cheb & A Lug," "Walkin' in The Rain," and others.

Cash Box — August 21, 1971

Utah Elect. Intro's 4-Channel Adapter

STUDIO 4 AMBIENCE REGENERATOR

HUNTINGTON, IND. — Utah Electronics' new "STUDIO 4" ambience regenerator, plus two speaker systems, has been introduced to convert any stereo installation to 4 channel sound. The third and fourth channels are derived from the stereo and take infared to stereo tapes or discs, according to the company. L-Pads individually control each channel. This is the only known 4-channel operation, another places all speakers in the different mode for easy balancing of the amplifiers or receiver. "Installation is as non-technical as connecting speakers to amplifiers," said Utah's Al Alben. "No additional channels of amplification are required. Any currently owned stereo material can be used, including stereo FM receivers." Measuring 3½ x 1½ x 9½, 400, Utah STUDIO 4 is priced at $39.95.

CLASSIC SINGING — Jim Frey, host of "Classic Records" General Motors radio series, will interview Ettore Stratta discuss the label's advertising program, the American Philharmonic production of "Classic Film Themes." The $4.98 album for the first time brings four major mov- iene themes to one album.

LIVING LARGE WITH A $180,000 HOME

LYNN ANDERSON SINGS JOHN WAYNE'S "HOW CAN I UNLOVE YOU"

CASH BOX # 82 this week

Thanks,

The Lowery Group
NEW YORK—WHISTLING UP THE WALL

On stage, confronting the screaming crush of fans, he is always the quiet one, taking the back seat—laying the steady bass foundations—while Moon beats the bloody hell out of his outsized drum kit; while Daltry, in tie die fringes, points with one arm as he whips the mike about his head while Townshend simultaneously leaps, slams guitar to bits, plays a nifty lead line. All this and in the background, calmly and surely, John Entwhistle fingers his bass strings and out flows that platform on which the Who music stands and builds, foams and explodes.

Somehow he was always the most logical Who to record a solo album. not only because his compositions kept creeping onto Who albums (“Boris The Spider,” “Whiskey Man,” “Fiddle About,” “Cousin Kevin,” and onto the ‘B’ sides of a majority of their singles: “Happy Jack,” “Pictures Of Lily,” “Magic Bus,” “Call Me Lightning,” and “Summertime Blues,”) but also because the group’s members only drummer Keith Moon even appears—and that’s only to add some percussion work to one track.

“I don’t think they understood it in England. Unless you get airplay on Radio One, you can’t sell. It wasn’t Who music, so what category could they put it in?”

It’s Entwhistle Music, pure and typical. Trouble was, no one knew just what typical Entwhistle was. They do now; it’s not typical of anything else. The music is made basically by three people. John, of course, on bass, also piano, brass (flugel horn, trumpet, trombone) and vocals; Humble Pie’s Gerry Shirley on drums; and a young gentleman named Cyrano (Dave Langston) who hung about the Track offices in England for some time, on acoustic and electric guitar. “Cyrano’s quite good but he’s also rather lazy and so his style is still rather derivative. Sort of a cross between Townsend and Joe Walsh” [of the James Gang].

In this case I think John is overly cautious. Cyrano’s guitar certainly has roots in Townsend’s style but he doesn’t cop Pete’s riffs and that’s an important distinction. It’s what makes Cyrano a fine new guitarist rather than an imitative one. Regardless of where his roots are and how strongly he now relies on them, Cyrano is always interesting to listen to; he’s always got something to say with his instrument, and that’s all that counts.

"Ted End" and ‘Heaven And Hell" were written about four years ago, the rest of the songs were done as the album was in progress."

The album opens with a very strong riff song, “My Size,” that, outwardly, has John singing to a girl: “Ever since I first saw you I never seem to get you off my mind/When I try to say hello you try to go I make you stay behind/"

(Cont’d on page 27)

HOLLYWOOD—NO GUIDE DOGS OR WHITE CANES FOR CHARLIE

The spotlight turned on him; a lone figure on the stage of the Hollywood Bowl. Lone, that is, except for some microphones, an amplifier and his guitar. Twenty minutes and several songs later, a man appeared from the wings and led the singer off stage. “Look,” one spectator whispered, nudging her companion. “He’s been arrested.”

Charlie Starr could be at a party, in a roomful of people, for half an hour or more before anybody might notice he was blind. He is almost militantly in his avoidance of a guide dog, white cane or other accouterments of the sightless. He has a fantastic memory. When he arrives at a new club, he’ll wander through the room, navigating around the chairs and tables, getting his bearings. Charlie Starr pours his own drinks, thank you. He finds his own way. He almost drives his own car.

“I was really drunk. A buddy and I were driving down the street in his pickup truck, and we were kidding around. I told him I wanted to drive the truck. He was drunk enough, too, that he pulled over, and we changed sides, and he turned the wheel, and shifted, and pushed the pedals, and he’d tell me where to go.

“Well, we were going along about 15 miles per hour, and my buddy said, ‘I think you’d better pull over.’ I asked why, and he said, ‘Because that cop behind us wants you to.’ You can believe me, we pulled over. The cop came up and asked for my registration and driver’s license. I told him that he could have the registration but that I didn’t have the license. ‘What’s the matter?’ he asked, ‘can’t you afford a two-dollar permit?’

“He was shining his flashlight in my eyes, one of those six-battery jobs. Of course, I didn’t blink. ‘What you been taking?’ he wanted to know. By then I realized that he must have a light on me, so I started blinking away like crazy. My buddy went over to the cop and said, ‘There’s something I’d better tell you.’ ‘You’re drivin’ right, there is,’ the cop said. ‘What’s that guy over there doing?’

“So I explained to him that I was blind. He went back to the squad car, where this old sergeant was reading a comic book or something. They talked for a bit, and then the sergeant got up out of the car, dragged himself to our

(Cont’d on page 27)
NEW YORK (Cont’d from page 26)
Now you’re always hanging round/You never touch the ground/You make me so small/Wish I was ten feet tall/... I’m gonna bring you down to my size/Grow 10 years in the navy (gonna fall/’m gonna bring you down to my size/Smash Your Head Against The Wall.”

“We were in the studio in the early stages of the sessions, just fooling about, throwing riffs at each other and suddenly they seemed to lock. ... We couldn’t get rid of these meaningless words to the riff patterns. My manager wanted me to re-do ‘Boris’ but I wasn’t having any, so I wrote this as a sequel for him. See, it’s just the thing to keep all along you think he wants to smash the girl’s head against the wall.”

John writes street songs. His lyrics are not poetry but, away from the music, are considered by some people sometimes within one person. “Rock Me Up” is a real honest-to-bettors English pub drinking song, at least the words are. The music is rock, and the song’s strength as commentary lies in the way the Jukes’ original isn’t the pristine rock but just for the reality of the rock rhythms. Similarly, “What Kind Of People Are They?” is about the problems rock stars have dealing with average people, and the music carries through the song as though by basing the song on short stringing brass figures and a powerful bass line.

“The idea for the song came a few years ago. We used to rip hotel rooms up pretty good, well, we still do but we pay for the damages. One morning we overheard a maid talking just outside our room. ‘What kind of people are they?’ she said.”

“Most talking to Bill Withers, a poignant diary of a group on the road in a foreign country. ‘And there’s only twenty five carries words...’

“...I’m not going to stop writing just because of all along you think he wants to smash the girl’s head against the wall.”

John is working on his first album. He once said, “...What I’m really up against is the fact that the songs are John’s lead vocals and the exquisite harmonies that he’s overdriven onto it, making the song an achingly to loneliness.”

John is working on his first British street song. One can almost picture two old people discussing the death of a rather distant friend who passed away in his sleep.

“It’s a true story, really. The lyrics come from a conversation with my grandmother. I’ve never forgotten it; for some reason it really stayed with me.”

“You’re Mine” is a song the Devil sings. It says there’s no Heaven, because we all sin, from shooting rabbit to going to war, and so he says “You’re All Mine.”

Much of Smashed Yours Against The Wall’s success is due to John’s production work. He displays a rich, warm voice, beautiful musicianship on bass, piano, and horns, and a penchant for writing unusual moving melodies that somehow sound perfect. This is the kind of thing John understands fully that with fine musicians, sparse production can provide the fullest sound.

There’s a lot to learn from Entwistle. And aren’t we lucky he’s just beginning?

eric van lustbader

HOLLYWOOD (Cont’d from page 26)
truck and told us that we’d damn well better get out of there.”

Charlie was recording his newest album for Prophecy in New York when a stranger walked into the studio. “I heard you out there and really like your sound, you’ll like working with me.”

“I told him, sure, I’d like to listen, and asked him who he was.”

“Oh,” he said. “James Taylor.”

Taylor was due back at home the next couple of hours on studio time and each other’s songs. Two of his, One man Dog and Don’t Talk Now are on my album.”

Steve Starer has been touring as second act to Blood, Sweat & Tears, often as the most popular of the top-billed group. His album, just released (and distributed by Atlantic), has been getting an equally good response. And Crewe’s death has been entered to the history of the music business about to let success go to his head. After his Hollywood Bowl debut last weekend, he visited a press party held in his honor, played disc jockey from 2 until 5 in the afternoon, and on Mike Berns’ KLOS program caught a couple of days’ rest and headed back to home in upstate New York to join his family, prepare for his next gig, and salt away some of his earnings.

Back at home, “I wasn’t sure if I was enough to buy a house for my mother.”

And you know what? He means it.

todd everett

SOUNDTRACKS—Elton John has rented a Benedict Canyon pad to prepare for his upcoming Greek Theatre gig, Sept. 6-12... Wes Farrell is here in conjunction with the music for “The Partridge Family” on Bell, and for the TV special “The Star Is Born” on NBC’s October 2. The group checks in at the Bowl next Sunday (Aug. 22)... The Spencer Davis-Peter Jameson duo was featured along with that all-girl group Fanny on the Procol Harum bill at the San Francisco Bowl... In the room of the Jolly Roger Restaurant (downstairs from Cash Box offices here) has started to draw customers away from Martoni’s, a block away. Possible reason: band been playing DJ Bobby’s. No record deal for Bobby... yet... To Freddy and Andrea (Candy) De Mann: a 7½, 6½-oz. daughter named Pilar, who arrived in L.A. Aug. 10. Fred and Andrea met at Bob Hope’s wedding... Decca’s Wishbone Ash out of England has picked up a few more dates for its cross-country swing, which takes them from the Whiskey here (Aug. 25-29) to Carnegie Hall (Sept. 14) and the Trenton State Fair (Sept. 17)... Kate Taylor is right now working on her second album, a follow-up to “Sister Kate”... Mark Lindsay is booked into Columbia Records local studio to record a new single, “Are You Odd Enough,” which he’s producing as well.

CHICAGO—Several staff promotions have taken place at the local Columbia label. Last weekend’s promoter of the Chicago staff, who was upped to sales manager of the label’s Cincinnati branch. Jim’s former post of field sales manager was assigned to Roy Job who, at the age of 30, is also a former office boy. Job, who has been with Columbia a year and a half, has now joined Richard Breskin as Columbia’s national staff manager for the Epic and Custom labels. Ken Harvey handles promo in Milwaukee and Madison, Wisconsin for all Columbia, Epic and Custom product. Harvey, who is doing locally for Columbia, has been assigned to handle promotion in this area for Epic and Custom labels. Granville White, in addition to his previous responsibilities has also assumed the responsibility of regional promotion manager for all Columbia product in the Midwest. As pointed out by branch manager Mert Paul, all promotions have taken place from within the organization... Opera star Beverly Sills was in town last week to record for Columbia. She will record arias from Rossini’s “Nabucco” at Rose Record Shop’s Wabash Ave. outlet... Two local groups, the Overland Stage and The Jam Factory, have signed with Lee Productions and will shortly have their records released... Fanny, the Los Angeles band, are recording an album for Epic... Roberta Flack and Quincy Jones headlining the August 20-22 weekend show at Mill Run Theater... Among newies starting to happen out at United Artists is one by Kenny Rankin... Faye and Hank Williams have been married, and are now in Nashville... The band that is responsible for “Your My Way” by Kim Weston (Volt) and an LP tagged “Truth Is On Its Way” by Nikki Giovanni (Right On) ... Ike and Tina Turner will do a show at the Inter-Continental hotel in Chicago on August 22nd... An 8 inch square, 1/4 inch, $10 (11) for a stint at the Quiet Knight... Dionne Warwick will do three shows in the newly re-opened Arie Crown Theater 8/27-29.

interest) to get in touch with Al, who, as most discerning biz people must know, is g.p.m. of Chappell Music, at the following number: P 2-4300. This would be a good time to check out the Columbia Music ‘68 series featuring Chappell’s Ten Best. What do you think?... Rumor has it that the Chicago IV album will be just that four LP’s... Currently recording at Phil’s Sigma Sound Studios; Sam Cooke, Jerry Butler, Keni Burke, etc. Sam Cooke and Keni are recording for Four Tops (with Frank Wilson overseeing)... For the past two Tuesday evenings, the historic South Street docks at the lower tip of Manhattan have come alive with the sounds of the Shellac Band. The group has been added to the原 songs recorded for the film "Lost in Paradise," an upcoming motion picture released by Dan Aguilier. At 7 the concert begins with salty sailor and whaling songs sung by "The X Seamen’s Institute" guest performers who cap the evening are Chris Connor, Barry (27), and "Dancing with the Stars" star and former schooner Capper star, Steve "Stevie Wonder" Wonder. In the center of the stage is a group of sailors up to a dish there... Also on the bill, Arturo Moreira and Natural Essence. Jeannie Clark of new Bow-Wow Prod. is working on complete the soundtrack for a new Beachnut Squipp product, "Breath Savers." Track is reportedly structured around the old standard, "Birth Of The Blues."... "The Edy" Productions have been assigned a new record contract with Epic Records... A label has been started for a new Beachnut Squipp product, "Breath Savers." Track is reportedly structured around the old standard, "Birth Of The Blues."... "The Edy" Productions have been assigned a new record contract with Epic Records...
Chicago

FOREST HILLS, NY—The purple spotlight dribbled off the stage and clung to the heads of the late-comers who were crammed into the tiny, shoebox-sized venue. The party hats, the party favors, the party games—all this was reflected in the crowd 68% fewer than a year earlier. But the atmosphere was a long time ago. Nonetheless, the audience was still there, and the show must go on.

A through-the-looking-glass thing, Chicago's Alice appeared to be warming up. The horns spent more time rocking than rhythmically swinging, as the audience got a glimpse of horns spent more time rocking and the blues, and the rhythms of the blues, and the rhythms of the blues.

It was a bit of the best jazz-rock bands working today, not as important as one of the most distinctive. Expecting their hit, "Get It On," Terry Richards more catatonic vocals are less than musical or musical pleasure they can earn. The audience was in a contrasting mood of "So Many People" just before the show.

To a lesser degree, the sound was provided by "Honest John." "The Bitter Horns" and "Helen the Bitter Lemon" was, in fact, a spectacularly arranged visual and musical pleasure they can earn. The audience was in a contrasting mood of "So Many People" just before the show.

"Rainmaker," featuring Billy Dax, is, of course, a musical and a musical pleasure they can earn. The audience was in a contrasting mood of "So Many People" just before the show.

The Dimension of "Mac Arthur Park" is given their own stamp of approval. The audience was in a contrasting mood of "So Many People" just before the show.

When the sell-out Bowl crowd ap-埃及

HOLLYWOOD BOWL, L.A.—Mancini gave another excellent performance here. His show was a bit of the best jazz-rock bands working today, not as important as one of the most distinctive. Expecting their hit, "Get It On," Terry Richards more catatonic vocals are less than musical or musical pleasure they can earn. The audience was in a contrasting mood of "So Many People" just before the show.

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Prophesy On Pollution

HOLLYWOOD—To tub-thump "Do You Really Have A Heart?" from Paramount's "Pollution," 10,000 tons of aluminum will now fer der-saturate promo campaign utilizing supply of can automobile of a special color, providing its Atlantic-Atco distribution with a new sense of the product which is generally utilized in kitchens and in the area of water cleaning chemically it ties in with the LP cover which is illustrated with a bale of garbage and a gas mask. Copy reads "Pollution Are Spreading."

Bogart

(Cont'd from p. 7)

be signing in the future.

Artist Development

Of major importance to Bogart is the development of his acts. "I believe it takes a good two albums and a year or two to develop a new act. I think a lot of the problems have been caused by a lack of concentration, and hard work. Compared to many of the major labels that have been around for 20, 30 years, Bogart, the Buddha is just an infant. We'll be five years old this month, and I'm thrilled at the response we've been getting from a company. Art Kass and I are in no hurry to develop a new act. We don't want to overpromote or overpublicize. We just want to develop the best act we can, and we'll see what we've done so far. We're still growing."

Superstar

(Cont'd from p. 7)

works.

The next major appearance for "Superstar" will be a screen version through Columbia Pictures and the turies, with Norman Jewison directing. That a concertized "Superstar" will be a showoff for some time, is virtually presented, since Steigwitz cites continual requests for return engagements and shows that have already presented the work.

WB Meets Product

(Cont'd from p. 9)

Fillmore* was the third in the release on Frank Zappa's Bizarre label, distributed by Warner Bros.

The second installment of four albums shipped Aug. 2nd, including "Season of the Witch," a conceptually-promotion-use-only a b b m forced out to the public by critical acclaim and radio airplay; it is Newman's third for Reprise. Volume I was "Wobbler" by John D. Loudermilk features the phenomenally successful Nashville songwriter in his Warner Bros. recording. "A Voice for the Indian Reservation" recently was number one on the Cash Box chart, as sung by The Raiders. Loudermilk also penned classics for Ricardo Montalban, "Rose and a Ballad," and "Aibileen." The Original Motion Picture Soundtrack of Dusty and Sweet music and voice was "Sage," by Van Morrison, "Duke of Earl" by Gene Chandler, "Runaway" by Del Shannon and other tunes used in the film. 'Songs' by Paul Parrish is the debut album of this singer-songwriter from Philadelphia.

For the third segment, Warner/Reprise plans to ship eight albums Aug. 15th: "Surf's Up," by the Beach Boys; "Master of Reality" by Black Sabbath, "LaBelle" debut album on Warner Bros. from the former Patti LaBelle and the Bluebelles; "Transition by stereo" by the Allman Brothers; "The Four of Us" by John Sebastian; "20 Granite Creek" by the re-formed Moby Grape; "The Eno Triniti, Steel Band" and "Thirty Days Out."
LP Anthologies, Film & Tour
For Mothers

NEW YORK—Frank Zappa and the Mothers of Invention are about to launch a four-part campaign: a nine-part album anthology of and by the Mothers. These anthologies, to be released on Zappa's Bizarre label and distributed by Reprise Records, will be issued at three-month intervals, three albums each time, over a year-and-a-half time period.

The first set is scheduled for the end of 1971; the second, about the middle of 1972, the third toward the end of 1972. This gargantuan historian-do-it-yourself project will include live performances by the Mothers, rehearsals, business meetings and road trips, all the recorded paraphernalia and data pertaining to the Mothers in the past five years. The music on the albums consists of old Mothers standards and new material.

"Some of the music will be heard in its original state, which is quite different from the final version, and some of it will be things that were finished but never released. The dialogue—well, hardly any of that has been released; most of it is substantially interesting if you're a Motherophile. Or maybe you shouldn't say Frankophile," according to Herb Cohen, Mothers manager and Bizarre exec.

Grandmothers

In addition to the nine, an eleven-album series, another kind of Mothers album is currently in the works. Tony Wilson, Mothers' first producer who once headed a group started on Verve, Wilson is calling that album project "Grandmothers" and it will feature all the ex-Mothers in question (about 18 of them). This project, produced by Herb Cohen, Bizarre/Reprise, will take a few months. But other old Mothers are scattered over the country, Zappa will guest on a track or two, but Grandmothers will not strictly be a Zappa enterprise.

Meanwhile, the long-awaited movie, "2000 Motels," is in the final preparation stages and will see completion this November. The film's music, written by Zappa and performed by the Mothers, has appeared on recent Zappa/Mothers albums, but not in the context of the movie itself.

This barrage of Mothers' material is no accident. For the first time, personal appearances in this country and in Europe the latter part of 1971. In late November the Mothers will visit Western cities; for three weeks in October the group will tour the Eastern coast, from Maine to Pennsylvania to the Florida Keys. Starting Nov. 18th, the Mothers will tour Japan, France, Germany, Italy, Russia, Turkey, Greece, Israel, Egypt, and the United States. The tour will end in late December, and the Mothers will return to Los Angeles for a Christmas show.

The current Mothers are: Frank Zappa, guitar and vocals; Howard Kaylan, vocals; Mark Volman, vocals; Jim Pons, bass; Aynsley Dunbar, drums; and keyboardist Don Preston, keyboards.

SURROUNDING THE TENT—In conjunction with the premiere engagement of the Paramount film, "The Red Tent," at Radio City Music Hall, Paramount Records begins promotion of their original soundtrack album. A special display was constructed in the main lobby of the New York Theatre, calling attention to the availability of the LP, which is sold at an adjoining counter. Pictures around the lobby display are, from left to right: Tony Martill, president of Famous Music Co., Carole Scarborough, promotion aide; Marvin Cane, head of Famous Music Publishing; Frank Yahian, president of Paramount Pictures Corp.; and James Gold, president of Radio City Music Hall.

UA Revives ' Legendary' Series

HOLLYWOOD—Reactivation of the defunct Liberty Records' "Legendary Mothers Series" has been announced.

S S S To Release Spanish Hit

NASHVILLE—The Shelby Singleton Corp. has acquired the United States distribution rights to "Help (Get Me Some Help)" by Tony Ronald, the current number one record in Spain. According to Carlos Guitart, international manager of Discos Moviel, the tune was first released on that label in Spain and has reached the 100,000 mark in sales in that country alone. With the difference in world market percentages, this figure would be equivalent to six and one half million in the United States. Singleton plans immediate release on the SS International label.

MGM Signs Louis Bros.

NEW YORK—MGM Records has signed a new vocal team, The Louis Brothers, (Tom and Clarence) Ber- muda born, both enhanced their careers in the Armed Forces. Tom Louis winning the Air Force National Singing Award while Clarence was selected to entertain and tour Marine bases. They appeared on national TV shows and worked in top rated hotels and night spots throughout the country. Their first release on the MGM label is "Take Bonnie Back Away."

Lodi Featurette

NEW YORK—Motown Records has signed a deal with The Film Factory of Hollywood to produce a feature starring the label's group, Lodi, performing their new single, "Happiness."

Gene Weed, Film Factory president, will produce and direct the featurette at California's Magic Mountain by United Artists Records president Michael Stewart.

The original, which Canned Heat's Bob "Bear" Hite formulated in 1967, featured various forms of ethnic American blues such as rural blues, rhythm & blues and gospel blues. Selections that had previously been exclusive collector's items, were made available to the public through the Legendary Mothers line. These deletes, which are to be reinstated in the United Artists catalogue, will be repressed as two-record sets with complete anthologies and will sell for the price of one record.

There will also be new additions to the Legendary Mothers line, featuring the groups Midnighters, Jive Cochrans, Jan & Dean, Rick Nelson, and Fats Domino.

The singer and Martin Corp., members of UA's product development group and the coordinators of the other UA-Legends line, are to be approached totally new concept in repackaging. One of the unique aspects of the albums will be indepth editorial accounts of each artist's history.

The Universal Artists has contracted various editors and writers across the country in order to expedite the anthology releases; Ed Ward, former Rolling Stone writer now with Flash, has been assigned the Rick Nelson album; Creem's editor David Fricke will be working with Roberts and Cez on the Jan & Dean package (which will be designed by Dean Torrence and Kittie Hawk Graphics); Columbia Records west coast publicity director, Michael Oehl, will be collaborating with Greg Shaw, editor of Who Put The Bomb On the Fats Domino album; and Lenny Levin, will oversee the production for the Eddie Cochran addition to the L.M.S.

Elektra's Rooster

On American Tour

NEW YORK—To coincide with the recent release of their first Elektra album, "Death Walks Behind You," Britain's Atomic Rooster have begun a mammoth American tour. During the 3-month span of August, September, and October, the group will have been on the road for 30 days, playing in cities and in Canada as well as Montreal and Quebec City as their launching points.

Atomic Rooster, headed up by Vincent Crane (former organist with the Crazy World of Arthur Brown, future lead singer of Deep Purple) "Fire!), will make their premiere American performance at the Rock Pile on Long Island, followed by a week in the mid-west covering The Factory in St. Louis, Plato's in Cleveland, and Columbus' Sugar Shack. On Aug. 19th the group will join up with the Savoy Brown tour in Wichita, Kansas, then travel to California for a series of dates at the San Monica Civic Auditorium on the 20th, San Diego's Convocation Center, and another date at the Special Auditorium in Sacramento on the 22nd. Next the group will tour the west coast in the northwest; Spokane, Portland, Seattle, Salem, and Vancouver. Returning briefly to LA the group will then rejoin the Savoy Brown tour on the coast with major appearances in Atlanta on the 2nd, and Jacksonville on the 5th. Then in a portion of September and into October, Atomic Rooster will devote their time to performing at universities and colleges in Canada and the Eastern United States.

Love Story Sweeps

Prize To Mich. Co-ed


Jane's name was drawn by William Gallagher, former president of Paramount Records and Paramount Recordings. Others attending the festivities who drew nation- wide attention was Hansen vs Ar- turo Rainerman, Paramount sales direc- tor Gene Weiss, general manager of Paramount Music, Martin Kane, Paramount PR vp Charles Glenn, admin- istration vp Sid Herman, and PR counsel for Hansen, Asian Goldmark.

Miss Pan American World Airways, Diane Kennedy also graced the event which was held at The Music Store, 1860 Broadway.

Miss Pasionek was contacted at her home by phone to discuss the music whose tastes range from pop to Beethoven expressed considerable surprise and excitement over the prize.

Ad Correction

Scepter Records erroneously omitted the following copyright information in their Merrilee Rush ad (14), "Child of Love." Details have been added.

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Cash Box — August 21, 1971
NEW YORK—Deutsche Grammophon has launched a fall promo campaign on the theme of "71 Of The Best." Label has selected 71 of its best sellers, buyers choice items and standard repertoire compositions and 11 new sets for special consumer attention.

In conjunction with the promo, Deutsche Grammophon is issuing a four color catalog, "71 Of The Best," which has been shipped to distributors and dealers. The catalog includes listings of the albums and their contents, color photos of the album covers, along with color photos and mention of the artists. Supportive advertising for the campaign is to appear in August in Billboard, Stereo Review, American Record Guide and Schwann Catalogue, and numerous additional music pubs. Display mats have also been made available, together with disk inserts in trade and motion. The intensive campaign is aimed at supplying distributors with as much information and sales aids as possible. The inventory stock plan is such that it make it easier for dealers to stock their racks with these recordings.

The discount schedules are being offered to the distributor in conjunction with the catalog, the discounts will be extended to the entire catalog, and the August release in the series. However, items and limited editions will be excluded from the discount plans.


Hana-Ho Forms
Rachel Publ.

HOLLYWOOD — Hana-Ho Records, owned by Don Ho and Ed Brown and managed by John DeMares and Marshall Leib, has announced the formation of Rachel Publishing (BMI) and Mun-Rab Music (ASCAP). Rachel Publishing is currently in negotiation for worldwide rights for their current hit, "Chotto Matte Kudasai," recorded on Hana-Ho Records by Sam Kapo. The Bandpipers have also recorded the song on A&M. Leib is currently negotiating a song-writing pact with R. S. Greaves, Atlantic Records artist who scored with "Take a Letter, Maria."

Dave Caswell, trumpet/flugelhorn; Lyle Jenkins, soprano/alto/tenor/baritone flutes, clarinet; Michael Ford, trombone plus bass and percussion.

Decca's Osibisa
Pre-Tour Dates

HOLLYWOOD — With mounting West Coast sales of Osibisa's debut album "Whisky A Go Go," EMI America president Pete Maitland has announced that the group will set out on a "highly selective" two-week tour immediately following its local engagement at the Whisky A Go Go. Additional announcement was made in conjunction with Osibisa's management company, Lillian, their U.S. and their U.S. representative, Reb Foster Associates, Inc.

Osibisa, which opens a four-night weekend run at the Whisky on Aug. 16, includes four West Africans and three West Indians who picked up a considerable following in England during the past year. Their acceptance in the U.S., particularly by California record buyers, led to this quickie tour across the U.S.

Maitland noted that, although an extensive promotional plan has already begun in October, the significant break-out of Osibisa's album in San Francisco and Los Angeles was directly responsible for the decision to bring this very exciting group to the United States ahead of schedule for a limited number of important appearances.

Osibisa's immediately upcoming tour dates, therefore, include Phoenix Coliseum (Aug. 20), the Seattle Center Coliseum (Aug. 21), the Forum (in the local area) (Aug. 22), The Forum in Inglewood (Aug. 23). The Forum in Las Vegas (Aug. 24) and the City of Industry Coliseum for the first time (Aug. 25). The Forum in L.A. will be followed by three appearances on the West Coast, with dates currently set for Aug. 26, 27, and 28.

'71 Best' Fall Promo Set
By Deutsche Grammophon

BON VOYAGE! Ray Conniff, his wife Vera, and their dog wave goodbye in New York before embarking on a three week trip in which will take them cross country promoting Ray's new Columbia album, "Great Contemporary Instrumental Hits," and his latest single, "Tijuana Taxi." Behind them is the 23 foot Premier Mobile home that will serve as their transportation and home for the next three weeks. Below, Marty Ortwor, vice president of Cash Box, Conniff, Vera Conniff and Cash Box editor in chief Irv Lichtman converse prior to the Conniffs embarking on the tour.

A G & D Growth

HOLLYWOOD — Ashton Gardner Dyke & Co. has augmented its numbers from six to seven. The addition of ex-Guinness Plc trombonist John Mumford.

"Every time we've done a TV show," says Tony Ashton, "we've had to take a trombone player with us anyway. John played with us on 'It's Late' last week so we decided to take him on permanently."

Following the American success of "Resurrection Shuffle" on the group's last album (released in the U.K. as "The Worst of Ashton Gardner & Dyke," but in the U.S. simply as "Ashton Gardner & Dyke") broke into the trade LP charts almost a year after its initial American release.

The group's members include Tony Ashton, keyboard; Kim Gardner, bass; and Roy Dyke, drums. Also featured are Micky Liber, lead guitar.

PICTURE OF GOLD: Mercury artist Red Stewart, center, was presented with an RIAA gold record for over $1 million in sales of his album "Every Picture Tells A Story." Irwin Steinberg, left, president of Mercury Records, and Denny Rosencrantz, right, director of national promotion flew into Atlanta from Mercury's Chicago headquarters to make the presentation.

Cash Box — August 21, 1971

Pic Openings
Aid DG 'Venice'

NEW YORK — Sales of Deutsche Grammophon's recording of Mahler's music as utilized as themes from Visconti's "The Driver's Seat" have surged upward as the movie opened in several major cities, the label reports. The film has been playing in New York and Los Angeles, where it was said to be selling out a cult market. Additional recent openings have been in Washington, D.C., Detroit, Chicago, Minneapolis, San Diego and other markets. Additional recent openings have been in Washington, D.C., Detroit, Chicago, Minneapolis, San Diego and other markets.

For the Decca label, distributors have supplied the film, has given full cooperation to Deutsche Grammophon in coordinating publicity efforts. Numerous in-store displays in highly trafficked areas have set-up on mass media campaign utilizing the Warner Bros. publicity, material, as well as Deutsche Grammophon supplied cassette and window displays. An extensive mailing was done to key disk buyers and a press to reach the audience, college and youth oriented market. Screenings have been set up in key film presentations in several key market areas, with the cooperation of Warner Bros. For Publicity, regional disk dealers and distributors, as well as music press and radio directors, is also being supplied to distributors, for retailers to advertise the album on a co-op basis on a local level.

For the Deutsche Grammophon recording, Rafael Kubelik and the Bavarian Radio Symphony Orchestra in the Adagietto from Mahler's Symphony No. 5 and the Mysterioso from his Symphony No. 3. Also included on the disk, though not in the film, is the 2nd Movement from Mahler's Symphony No. 7.

Flamingo Cuts
1st Two Acts

MIAMI — Flamingo Record Production, Inc. president Sam Coslow, president; and Lester Sims, exec vp, has made its first act a dancing team. They involve English performer Danny Street.
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<th>CashBox Top Country Albums</th>
<th>CashBox Country Roundup</th>
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| **1** I'LL JUST ME          | Dale Morris says, "The world always treats me just like I treat the world." Pure Fuzz Dog Foods picked Stan Hitchcock to sing for his dog's supper on coast-to-coast TV in a new series of dog show commercials. Taping will be done on Williamson County's Harpeth River and will air in approximately 160 major markets, including New York and L.A. Former Texas beauty queen-tumed-country singer, Jamie Ryan is working the fair circuit heavily this summer as featured girl singer with the Del Reeves Show. In August alone, the unit works over 17 fairs. ... George W. McCormick, longtime front man for The Wagonmasters, Porter Wagoner's television and road show band, has submitted his resignation effective immediately. He and Wagoner mutually agreed to the termination, citing as the primary reason the strain caused by the heavy travel schedule. Ronnie Blackwell, Wagoner's bass player, will assume McCormick's role as front man for the Wagonmasters. ... 
| Charley Pride (RCA LSP 4560) | ... Wildness Music's talented writer, singer Harlan Howard, mailed a copy of his Nugget album, "To The Silent Majority, With Love, Harlan Howard," to President Richard Nixon, who recently received a reply from the White House thanking him for sending the album. The letter, written by Rose Marie Woods, personal secretary to the President, thanked Harlan for his interest in particular selections to his attention. ... 
| **2** TOUCHING HOME         | ... Mega Records, Glen Sherley has packaged a new road show being booked by the Joe Taylor Artist Bureau. Glen recently was in Oklahoma City rehearsing with his new group which is as yet unnamed. Glen will continue to perform as a regular with the Johnny Cash Show but will be playing additional dates with his new group ... 
| Jerry Lee Lewis (Mercury SR 61345) | ... Bill Anderson & The Po' Boys and Jan Howard are scheduled to work a total of 22 days during the month of August, with bookings which cross-the United States. Country music came back to the New York Metropolitan area on Aug. 15th on radio station WJMD, Elizabeth, New Jersey. Smokey Warren, well-known C&W performer and promoter is the DJ for the show which is broadcast Sundays from 3-5 PM ... Music City Recorders studios had a couple of out-of-town names in for recording work late last week. Glen Campbell was in Music City to tape segments for future use on the syndicated Ralph Emery radio show; also recording was Tommy James who has "Dragglin' The Line" currently on Rojette Records. ... 
| **3** WE SURE CAN LOVE EACH OTHER | The Nitty Gritty Dirt Band is now in Music City to record a deluxe, two-album package of traditional, all-acoustic country music with a host of the most famous and colorful names in the country orbit. Scheduled guests are Merle Travis, Earl Scruggs, Jimmy Martin, Roy Acuff, Doc Watson and Mother Maybelle Carter ... King of the Cowboys, Roy Rogers, has accepted an invitation to play in the Music City USA Pro-Celebrity Golf Tournament ... Merle Shiner has been appointed general manager of newly purchased Topic Records, located in the Hill and Range Building in Nashville. Shiner, a well-known figure in Nashville's recording industry for nearly ten years, most recently was involved in publishing company management and record company A&R supervision, posts he held with Centron's Nashville offices and with several of Jack Clement's operations. Formally marking his full-scale return to songwriting, Porter Wagoner's new single and his next album are 100% Porter Wagoner originals. 
| Tommy Fentout (Eric C 30658) | ... 
| **4** RUBY                   | **10** WHEN YOU'RE HOT       | 
| Buck Owens & The Buckaroos (Capitol ST 750) | **27** WHERE MORE CAN YOU STAND | 
| **5** MAN IN BLACK           | **11** YOU'RE HOT             | 
| Johnny Cash (Columbia C 30550) | **28** HOW MANY CAN YOU STAND | 
| **6** I WANNA BE FREE         | **12** HOW MANY CAN YOU STAND | 
| Lorrie Lynn (Decca DL 75330) | **29** LONESOME              | 
| **7** THE INCREDIBLE ROY CLARK | **13** A WOMAN ALWAYS KNOWS | 
| (Dot Dos 25950)              | **14** A WOMAN ALWAYS KNOWS | 
| **8** I WON'T MENTION IT AGAIN | **15** A WOMAN ALWAYS KNOWS | 
| Ray Price (Columbia C 30510) | **16** A WOMAN ALWAYS KNOWS | 
| **9** THE SENSATIONAL SONNY JAMES | **17** A WOMAN ALWAYS KNOWS | 
| (Capitol ST 804)             | **18** A WOMAN ALWAYS KNOWS | 
| **10** WHEN YOU'RE HOT       | **19** A WOMAN ALWAYS KNOWS | 
| You're Hot (RCA LSP 4556)    | **20** A WOMAN ALWAYS KNOWS | 
| **11** YOU'RE MY MAN          | **21** A WOMAN ALWAYS KNOWS | 
| Lynn Anderson (Columbia C 30793) | **22** A WOMAN ALWAYS KNOWS | 
| **12** THE BEST OF PORTER WAGONER & DOLLY PARTON | **23** A WOMAN ALWAYS KNOWS | 
| (RCA LSP 4556) | **24** A WOMAN ALWAYS KNOWS | 
| **13** A WOMAN ALWAYS KNOWS | **25** A WOMAN ALWAYS KNOWS | 
| Lynn Anderson (Columbia C 30414) | **26** A WOMAN ALWAYS KNOWS | 
| **14** ROSE GARDEN            | **27** A WOMAN ALWAYS KNOWS | 
| Lynn Anderson (Columbia C 30414) | **28** A WOMAN ALWAYS KNOWS | 
| **15** DID YOU THINK TO PRAY  | **29** A WOMAN ALWAYS KNOWS | 
| Charley Pride (RCA 4513)     | **30** A WOMAN ALWAYS KNOWS | 
| **16** THE LAST TIME I SAW HER | **31** A WOMAN ALWAYS KNOWS | 
| Glen Campbell (Capitol ST 733) | **32** A WOMAN ALWAYS KNOWS | 
| **17** SOMETHING SPECIAL      | **33** A WOMAN ALWAYS KNOWS | 
| Jim Reeves (RCA LSP 4292)    | **34** A WOMAN ALWAYS KNOWS | 
| **18** JEANNIE C. RILEY'S GREATEST HITS | **35** A WOMAN ALWAYS KNOWS | 
| Plantation LP 13             | **36** A WOMAN ALWAYS KNOWS | 
| **19** GWEN (CONGRATULATIONS) | **37** A WOMAN ALWAYS KNOWS | 
| Tommy Overstreet (Dot Dos 25993) | **38** A WOMAN ALWAYS KNOWS | 
| **20** THERE'S A WHOLE LOT ABOUT A WOMAN | **39** A WOMAN ALWAYS KNOWS | 
| Jack Greene (Decca DL 75238) | **40** A WOMAN ALWAYS KNOWS | 
| **21** KNOCK THREE TIMES     | **41** A WOMAN ALWAYS KNOWS | 
| Billy Joe & Dobie (Gulfwield SW 193) | **42** A WOMAN ALWAYS KNOWS | 
| **22** NEXT TIME I FALL IN LOVE | **43** A WOMAN ALWAYS KNOWS | 
| (I WON'T) | **44** A WOMAN ALWAYS KNOWS | 
| Russ Thompson (Dot Dos 25993) | **45** A WOMAN ALWAYS KNOWS | 
| **23** HELP ME MAKE IT THROUGH THE NIGHT | **46** A WOMAN ALWAYS KNOWS | 
| Sammi Smith (Mega M-33,1001) | **47** A WOMAN ALWAYS KNOWS | 
| **24** ONLY A WOMAN LIKE YOU | **48** A WOMAN ALWAYS KNOWS | 
| Net Stocker (RCA LSP 4559)   | **49** A WOMAN ALWAYS KNOWS | 
| **25** HOW MANY CAN YOU STAND | **50** A WOMAN ALWAYS KNOWS | 
| Conway Twitty (Decca DL 75276) | **51** A WOMAN ALWAYS KNOWS | 
| **26** HONKY TONKIN'         | **52** A WOMAN ALWAYS KNOWS | 
| Merle Haggard's Strangers (Capitol ST 790) | **53** A WOMAN ALWAYS KNOWS | 
| **27** LONESOME              | **54** A WOMAN ALWAYS KNOWS | 
| Sammi Smith (Mega M 31)      | **55** A WOMAN ALWAYS KNOWS | 
| **28** HAG                   | **56** A WOMAN ALWAYS KNOWS | 
| Merle Haggard & The Strangers (Capitol ST 790) | **57** A WOMAN ALWAYS KNOWS | 
| **29** SINGS LEAVIN' AND SAYIN' GOODBYE | **58** A WOMAN ALWAYS KNOWS | 
| Faron Young (Mercury SR 61354) | **59** A WOMAN ALWAYS KNOWS | 
| **30** YAZOO CITY MISSISSIPPI | **60** A WOMAN ALWAYS KNOWS | 
| Jerry Cissel (Decca DL 75286) | **61** A WOMAN ALWAYS KNOWS | 
| **31** A WOMAN ALWAYS KNOWS | **62** A WOMAN ALWAYS KNOWS | 
| **32** A WOMAN ALWAYS KNOWS | **63** A WOMAN ALWAYS KNOWS | 
| **33** A WOMAN ALWAYS KNOWS | **64** A WOMAN ALWAYS KNOWS | 
| **34** A WOMAN ALWAYS KNOWS | **65** A WOMAN ALWAYS KNOWS | 
| **35** A WOMAN ALWAYS KNOWS | **66** A WOMAN ALWAYS KNOWS | 
| **36** A WOMAN ALWAYS KNOWS | **67** A WOMAN ALWAYS KNOWS | 
| **37** A WOMAN ALWAYS KNOWS | **68** A WOMAN ALWAYS KNOWS | 
| **38** A WOMAN ALWAYS KNOWS | **69** A WOMAN ALWAYS KNOWS | 
| **39** A WOMAN ALWAYS KNOWS | **70** A WOMAN ALWAYS KNOWS | 
| **40** A WOMAN ALWAYS KNOWS | **71** A WOMAN ALWAYS KNOWS | 

**Waylon Jennings Cedartown, Georgia Exclusively on RCA Records Published by TREE Publishing Co., Inc.**

**OCTOBER IS COUNTRY MUSIC MONTH**

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32 Cash Box — August 21, 1971
Henry Haynes Dead At 51; “Homer” Of Country Duo

NASHVILLE — Negotiations have been completed whereby E. W. Singleton, Jr., president of The Shelby Singleton Corporation and Frank Mogull's overseas firm, has become the new president of Phillips Records Ltd., for distribution of all Singleton labels in England. Having previously held distribution rights to all Sun products, Phillips will now also handle the company's SSS International and Plantation labels.

The first release planned by Phillips will be Jeannie C. Riley's "Good Enough To Be Your Wife." Various LPs from the SSS and Plantation catalogs are also scheduled, as well as any new product being released in the United States.

Singleton is looking forward to the continuation of the excellent working relationship with Marks which began during the days of "Harper Valley PTA." At that time, Marks was associated with Festival Records in Australia and three-time earned the Australian Gold Recor Award.

Johnny Cash Set For Eurovision

HENDERSON, TENN. — Johnny Cash will appear on "VIP Time," a show slated for simulcast on West German and British TV in early May. Also featured on the show are Glen Ford and John Paul Young. The Cash segment was filmed by Imagemakers, Inc., a Nashville based firm. The Cash sequence was filmed at the entertainer's publishing firm, House of Cash, and at his home on Old Hickory Lake.

Owens, Capitol In New 5-Yr Pact

HOLLYWOOD — Capitol ad vp Archie Moore announced that Buck Owens has renewed his contract with the label for a five-year term during which he will be releasing at least three albums and three singles annually as well as producing other artists.

In the early '60s, Buck and Don Rich formed The Buckaroos, and in 1963 Buck had his first top-chart hit with "Act Naturally." September, 1968 brought a great moment in Buck's career when he received a special invitation from the President to play for President Johnson. And in 1970 he was asked to co-host "Haw Haw," which subsequently became one of the most popular musical variety programs on television.

"We're delighted to continue our long association with Buck Owens," Mogull said. "We look forward to the next five years, and we're sure that it will be as great as or greater than the last, for both Buck Owens and Capitol." A ceremony held in Capito's studios last year named Buck Owens "Country Artist of the Decade," citing his million-selling albums and singles recorded for Capitol over the years.

Pride Hymn LP Folio By Mogull

NEW YORK — Ivan Mogull Music Corporation has published a song folio entitled "Charley Pride's Favorite Inspirational Hymn" consisting of songs recorded by Charley Pride in his RCA album "Did You Pray." The Pride LP has been on the best selling record charts for several months.

To capitalize on the momentum generated during the July promotion, Mercury is extending the radio spots into August and announcing its fieldmen to support the exposure with continued merchandising of Faron Young's current and catalog product in both the traditional outlets and the newly expanded retail outlets that have become receptive to country product.

LOOKING BACK, AND AHEAD — Merle Haggard is truly a spokesman for vast numbers of people. Even the underground, which generally does not consider patriotism a popular cause, continues to regard him as a sort of folk hero: a new generation Woody Guthrie who tells it like it is; a man who's been to the bottom and climbed right back up to the top. And Merle is on the top.

He's been places where not too many of us go, and unlike most of the men he met there, he has come back—to sing as if there isn't a mistake he hasn't made. He writes about branded men and empty bars, hobos and prisoners, women, whiskey, and the law. He knows about failure; he's still learning about success.

BMI, the Academy of Country and Western Music, The Nashville Songwriters Association, The CMA—all have awarded Merle Haggard their highest honors and acclaim for writing and/or performing such songs as "The Legend of Bonnie and Clyde," "Okie From Muskogee," "The Fighting Side of Me," plus many others. Merle's current hit single, plus an LP of the same title is "Somebody We'll Look Back," produced by Ken Nelson for Capitol Records. Booking is by Haggard-Owens Enterprises.
Barbara Fairchild began rehearsing her new single when she was 12.

That's when Barbara first stepped up to radio microphones and television cameras as a little girl in St. Louis to sing the music she liked best.

Her new single, "Love's Old Song," is just that kind.

We don't think "Love's Old Song" will come as a surprise to her fans. After all, they've been listening to it off the record for a long time.

"Love's Old Song," 4/5/22
Barbara Fairchild's new single.

On Columbia Records

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### CashBox

#### Country Top 65

1. **I'M JUST ME**
   - Charlie Pride ( RCA 9986)
   - (Tie—BMI)
2. **SOMEDAY WE'LL LOOK BACK**
   - Elton John (Capitol 3132)
   - (Blue Book—BMI)
3. **DREAM LOVER**
   - Billy "Crash" Craddock (Cantrelle 1420)
   - (Blue Book—BMI)
4. **BRIGHT LIGHTS, BIG CITY**
   - Donny Osmond (Capitol 3144)
   - (Blue Book—BMI)
5. **GOOD LOVIN' MAKES IT RIGHT**
   - Tom Jones (Capitol 3138)
   - (Blue Book—BMI)
6. **INDIAN LAKE**
   - Freddie Volkswagen (Columbia 45388)
   - (Pocketful of Tunes—BMI)
7. **EASY LOVING**
   - Freddie Hart (Capitol 3135)
   - (Blue Book—BMI)
8. **I WONDER WHAT SHE'LL THINK ABOUT ME LEAVING**
   - Grammy Faney (Decca 30942)
   - (Blue Book—BMI)
9. **THERE'S SOMETHING FINE**
   - Judy Miller (Capitol 31074)
   - (Blue Book—BMI)
10. **THE YEAR THAT CLAYTON DELANEY DIED**
    - Tom T. Hall (Mercury 79232)
    - (Hanover—BMI)
11. **THE RIGHT COMBINATION**
    - Porter Wagoner & Dolly Parton (RCA 9994)
    - (Deepener—BMI)
12. **NASHVILLE**
    - David Houston (Telc 51074)
    - (Blue Book—BMI)
13. **TREAT HIM RIGHT**
    - Barbara Mandrill (Columbia 45391)
    - (CBS Music—BMI)
14. **RIGHT WON'T TOUCH A HAND**
    - Connie Jones (Musicor 1440)
    - (Blue Book—BMI)
15. **MY BLUE TEARS**
    - Dolly Parton (RCA 9999)
    - (Owmp—BMI)
16. **WHEN HE WALKS ON YOU**
    - Jerry Lee Lewis (Mercury 79227)
    - (Blue Crest/Hill & Range—BMI)
17. **GOOD ENOUGH TO BE YOUR WIFE**
    - Jeanne C. Riley (Plantation 75)
    - (Blue Book—BMI)
18. **YOU'RE LOOKING AT COUNTRY**
    - Loretta Lynn (Decca 30850)
    - (Sire Fire—BMI)
19. **QUIT**
    - B.J. Anderson (Decca 30850)
    - (Columbia—BMI)
20. **PITTY, PITTY, PATTER**
    - Susan Rye (Capitol 3129)
    - (Blue Book—BMI)
21. **PLEASE DON'T TELL ME HOW THE STORY ENDS**
    - Isley, Berry (Mercury 73203)
    - (Hawkeye—BMI)
22. **THE PHILADELPHIA FILLIES**
    - Dell Reeves (United Artists 50802)
    - (United Artists—BMI)
23. **JUST ONE TIME**
    - Oliver Smith (RCA 9983)
    - (Acuff-Rose—BMI)
24. **HERE I GO AGAIN**
    - Bobby Wright (Decca 30839)
    - (Capitol—BMI)
25. **TAKE MY HAND**
    - Mel Tillis & Sherry Byrd ( MGM 14555)
    - (Sanggrass—BMI)
26. **BRAND NEW MISTER ME**
    - Mel Tillis & The Streakers (MGM 14572)
    - (Sanggrass—BMI)
27. **SHE DON'T MAKE ME CRY**
    - David Honey (Columbia 45436)
    - (Tomahawk—BMI)
28. **THE LAST TIME I SAW HER**
    - Ginie Cashell (Capitol 3125)
    - (Warner—BMI)
29. **SATURDAY MORNING CONFUSION**
    - Sonny James (Chesley 50852)
    - (Ply Rock—BMI)
30. **LEAVIN' AND SAYIN' GOODBYE**
    - Faron Young (Mercury 79230)
    - (Tie—BMI)
31. **THE CHAIR**
    - Moe Bandy (Columbia 45375)
    - (Warner—BMI)
32. **I'D RATHER BE SORRY**
    - Roy Price (Columbia 45212)
    - (Tie—BMI)
33. **I'M GONNA WRITE A SONG**
    - Tammy Cash (Epic 10765)
    - (Flagship—BMI)

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### Cash Box — August 21, 1971
Susan Raye's latest hit single, *Pitty, Pitty, Patter*, is the baiors for a new Capitol album!

**Susan Raye**

**Pitty, Pitty, Patter**

(I'm Goin') Home  
All of Me Belongs to You  
Easy Loving  
I've Got a Happy Heart  
How Long Will My Baby Be Gone  
Within My Loving Arms  
Motherhood, Apple Pie and the Flag  
I'll Be Gone  
Cajun Train  
Pitty, Pitty, Patter

**CAPITOL NO. ST-807**

(Written by: Susan Raye)

**CAPITOL NO. ST-807**

AC Artist Corp.,  
Chester Avenue  
Hollywood, California 93301  
327-7201  

www.americanradiohistory.com
Picks of the Week

JOHNNY CASH & JUNE CARTER (Columbia 45431)
No Need To Worry (2:47) (J. M. Henson Music, SESAC—S. Cooper, White)

An exceptional and lively gospel tune serves as the latest vehicle for the loving peas. The song has energy, going to put some old time religion back into the country charts again. Production is unusual and distinctive. Flip: "I'll Be Lovin' You" (2:08) (House of BMI, C. Cash)

JACK GREEENE (Decca 32683)
Hangin' Over Me (2:17) (Tree, BMI—H. Cochran, R. Lane)

Don't be beauty. Flip: "Time Of Our Lives" (3:10) (Jaray Music, BMI—G. Edge, J. Dry, B. Greene)

DOTTIE WEST (RCA 48-1012)
Six Weeks Every Summer (Christmas Every Other Year) (3:57) (Con Brio, Music, BMI—F. Powers)

The album's perhaps a bit early to be getting out the tearjerker of the year award, this time about child "settlements" after divorce is so sad, it's a wonder that the label still sticks to the record. Will be Dottie's biggest and power of lyrics and delivery could send it up the pop charts as well. Flip: "I Wish I Didn't Love You Anymore" (2:02) (Tree, BMI—D. West)

TOMPALL & THE GLASER BROTHERS (MGM 14201)
Rings (2:17) (Unat Music, BMI—E. Reeves, A. Harvey)

Hot on the heels of their hit, "Faded Love," comes this country version of Cyndi Lauper's "Time After Time" hit highlighted by a fine fiddle. Sound like it could go all the way. Flip: "That's When I Love You The Most" (2:26) (Glaser, BMI—C. Glaser)

THE OSBORNE BROTHERS (Decca 32684)
Muddy Bottom (2:21) (House of Bryant, BMI—B. & F. Bryant)

Don't increase the pain of "Faded Love." This album begins by noting the true lack of distinction between perspiration and sweet. The musical quality takes it out of the mere "novelty" class and places it in the hit category, however. Flip: "Beneath Still Waters" (2:47) (Blue Crest Music, BMI—D. Frazier)

ANTHONY ARMSTRONG JONES (Chart 5139)
It's Too Late (2:19) (Unart Music, BMI—B. Goldsboro)

remake of an old Bobby Goldsboro tune, this one is bound to be an im-
mEDIATE favorite with programmers for its bouncy, catchy melody line. Strong chart item. Flip: "Little Deeds Of Kindness" (2:00) (Harbor Music, SESAC—V. Bulla, P. Cotton)

SHERYL KING (Columbia 45432)
Safe In These Loving Arms Of Mine (2:29) (Algee Music, BMI—N. Wilson, B. Sherrill, E. McteUell)

Gal sounds a bit like folk singer Buffy Ste-Marie on this strong uptempo material which is bound for the charts in short order. Excellent production work by Norris Wilson. A country star is born. Flip: no information available.

Best Bets

BRIAN COLLINS (Mega 415-0028)
All I Have To Do Is Say I Love You (2:33) (Jack & Bill Music, ASCAP—Foster, Rice)

"It has no hidden meaning and somebody's nothing to read between the lines," says these lyrics. But Collins only sing a simple but solid lyric in a hefty style that should bring him to the charts with this one, his third release for the label. A beauty. Flip: "Time To Try My Wings" (2:30) (Same credits)

CONNIE EATON (Chart 5138)
Don't Have No Ha' on Me (3:00) (Rose Bridge Music, BMI—W. Carson)

A version, basically pop tune given a fine country reading that has chart possibilities for the talented singer. Flip: no information available.

CARL SMITH (Columbia 45436)
Red Door (2:43) (Acuff-Rose, BMI—B. Bond)

"It's a well-driving rockabilly number with melody suggestive of a children's nursery-school song. Could show up on the charts with proper exposure. Flip: no information available.

HAROLD LEW (Cartwheel 198)
Mountain Woman (2:45) (Tree, BMI—B. Rice)

Perhaps just a bit hard for some of the country market, this is nevertheless an excellent piece of material, ably interpreted by Harold Lee and produced by Bob Milias, and in the end the country feeling is definitely there to work its magic. Flip: "If I Never Hear Goodbye" (2:20) (Wheel Music, ASCAP—H. Lee)

JEANNE PRUETT (Decca 32687)
Hold Me, So Ha' on Me (3:03) (Moss Rose, BMI—Pruett)

Jeanne sings them as she writes them. An exceptionally rhythmic ballad with a sing-along chorus that will appease the audience with airplay in key locations. Flip: "Callin' The Bag" (2:35) (Jack & Bil)

BUD BREWER (RCA 48—1009)
Tell Me Not To (2:32) (Red Coach Music, BMI—M. Kilgore, W. Farnsworth)

Bud could have a strong item here with a Merle Kilgore song which he ably interprets. Catchy refrain could be the reason this one gets a share of the action, chart and airplay. Flip: "One Too Many" (Window Music, BMI—K. Kuykendall)

CLAY DANIELS (Sounout 1121)
It's Still There (2:18) (Stallion Music, BMI—B. Anderson) Pleasing, gently rolling reading of Bill Anderson's original. This one doesn't need much help, the mind and ear. Potential chart mover, Flip: "When I Loved Her" (3:13) (Buckhorn Music, BMI—K. Kristofferson)

HAL RICE (C Capitol 3156)
Honky-Tonk Stardust Cowboy (2:58) (Jack & Bill Music, ASCAP—D. Staliker)

Guy who made a chart item with "Travelin' Minstrel Man" is back with a success story and its follow- through in song. The dream gone wrong could be a record gone right. Flip: "She's In Love Again" (2:24) (Jack & Bill Music, ASCAP—F. Foster, B. Rice)

Best LPs

SOMEDAY WE'LL LOOK BACK—Merle Haggard & The Strangers—Capitol ST—735

Drawing attention to the title track, a top three singles item should make this LP even bigger than he's, their current album chart entry. The other ten tracks have never been released, but may deserve future attention as well. The guest vocals, in addition to those of Merle Haggard, as is Roger Miller's "Train Of Life," Herein also lies Merle's own version of hits he's penned for others: "One Sweet Hello" (for Ernest Tubb) and "I'd Rather Be Gone" (for Hank Williams, Jr.)

Vocal standout on "Can't Take To Pieces" and Charley Pride's "I'd Rather Love You," Merle Haggard who wrote "I Wonder" also penned the liner notes. Guaranteed chart success.

MEL TITO'S GREATEST HITS... VOL. 2—Kapp RS 3563

This album rounds out Mel's career with the same quality that he has shown to date to leave the country market. The "One More Drink" and "Too Lonely, Too Long"—both penned by Henry Orens, are not all the tunes were charted, they all deserve the "hit" status, especially his guest on "Heartaches By The Number" and "Games People Play." A well-

known, consistently fine songwriter, singer and performer, Mel's record is in line with the Steve-

Haw clan on TV, album has a lot going for it.

SINGS THE GREAT SONGS OF LEON PAYNE—George Jones—Musicor MS—3204

Being a salute to the great Leon Payne, one of the foremost members of Songwriters Country Hall of Fame, who, though blind, can carry his songs like no other. George Jones does a fine tribute to the gentlemen with whom he collaborated. "Take Me," one of his biggest hits. The other tunes were written by Payne alone and in- cluding his own talent as "Blue Side Of Lonesome," "Things Have Gone To Pieces" and "There's No Justice." Jones does most justice to Payne; he brings out the very best in his work. Album should be a substantial chart item.

LOVE TAKES A LOT OF MY TIME—Skeeter Davis—RCA LSP—4557

The cover alone could put this record on the charts, but there's inside as much and grown-up reflections of life, country-style. Starting off with what's sure to be a hit on the album's title track and the continues on with Freddie Hart's "Easy Loving" and Merle Haggard's "All The Things She Said" that has a special flair for Buck Owens' material. She does it in a country style. But the runaway cut on the generally fine LP is to Anne Scott's "I'll Be Gone" where Susan really takes the foot up the charts.
CMSBOX INTERNATIONAL MUSIC SECTION

UMS Expands Into Global Licensing

BERKLEY, CALIF.—Patrick Boyle, managing director of Universal Music Services Corp. at 6340 Sunset Blvd., Hollywood, Cali., has announced the acquisition of the new music service arm of the successful artist management firms of Artists & Writers, the former ASCAP affiliate. The acquisition will give Universal Music the ability to provide services to independent artists and music publishers worldwide. The new service, called Universal Music Services Corp., will be headed by Boyle, who will remain in his current position. Boyle has been with Universal since 1979, when he joined the company as its senior vice president of international operations. He was named president of Universal Music Services in 1982 and became executive vice president in 1984.

In addition to the acquisition of Artists & Writers, Universal Music also announced the formation of a new division called Universal Music Publishing, which will be headed by Marjorie D’Angelo, who was previously with Music Corporation of America. The new division will focus on copyright administration and licensing of music compositions.

Cash Box — August 21, 1971

Capitol Canada Sponsoring Free Concerts for Its Acts

TORONTO—Capitol Records (Canada) Ltd., is planning to sponsor free concerts featuring the label’s Canadian acts.

Capitol artists to be featured via these concerts will be the Pepper Tree, the Isley Brothers, the Grass Roots and the label’s newest act, Arrows and Ackley.

Capitol will sponsor the free concerts at the C.N.E. on a grand stage outside the York Canada Building (just inside the Princess Gates) beginning Aug. 29, and will continue until Sept. 5.

Fest Appearance For Tucky Buzzard

HOLLYWOOD—Five-man group Tucky Buzzard are to appear at the PALERMO Festival in Sicily on Aug. 27.

Tucky Buzzard are in Paris for a 10-day recording session with Rolling Stone Bill Wyman who is producing a second LP for them.

Their first Wyman-produced LP, “Tucky Buzzard,” just released in the States is awaiting autumn release via Capitol in Britain.

The group’s members include Jimmy Henderson; vocals; Dave Brown; bass guitar; Nick Graham, keyboards; Terry Taylor, guitar; and Chris Johnston, drums.

Heat To Europe

HOLLYWOOD—United Artists Records’ Canned Heat is off to Europe and will perform in five countries on their two-week tour.

Schedule opened in Bremen, Germany, on Aug. 11 with the Beat Club TV Show, followed by TV and film shows in Amsterdam. A trio of concerts is then slated in England at Bournemouth, Redruth and Torquay, followed by personal appearances at the famed Tivoli Gardens in Stockholm and at the Turku Festival in Turku, Finland.

Latest U.A. product from Canned Heat is “Canned Heat Concert—Recorded Live In Europe” and the just released single, “Going Back To L.A.”

Canada Club in U.S. Tie

TORONTO—L. D. Graner, president of the Record Club of Canada, has completed negotiations with the Record Club of America for the two firms to merge. The new club will be called Canada Club Inc. and will offer mail order record and tape business.

Garner will retain his management duties with the firm as well as remaining as a shareholder. S. Eisman is no longer with the company.

The announcing of the merger, Graner stated that “The Record Club of Canada will provide even better service to Canadians than it has in the past and will continue to be a substantial retailer of records and tapes and related items in Canada at a greatly accelerated pace.”

CBS issued an album, “Nicol Williamson—Live at the Market,” published by KPM. Picture shows Left to Right Peggy Jones (KPM press officer); Mark Spector (KPM exploitation); Jimmy Phillips (KPM managing director) and Nicol Williamson.

Perry/Satke Production

HOLLYWOOD—Don Perry will produce Bob Satke, Japanese singer, for CBS Records of Japan.}

ITALY

Maestro Angelini, the most popular radio orchestra conductor of the “fifties”, is back on the air again for the pleasure of his immense audience. He is in fact recording a radio programme in 13 parts where he shall propose again to our listening the tunes and the artists of those years. Sergio Cesti, the well known Italian violonist and singer, has just appeared on his TV show “Nina se vola nell’aria” on tiny on the last May 11th. A trio of concerts is then slated in England at Bournemouth, Redruth and Torquay, followed by personal appearances at the famed Tivoli Gardens in Stockholm and at the Turku Festival in Turku, Finland.

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HOLLYWOOD—Don Perry will produce Bob Satke, Japanese singer, for CBS Records of Japan.
High Court writs have been issued in behalf of the four original members of the Stones — Bill Wyman, Brian Jones, Mick Jagger and Keith Richards — demanding that all the late Brian Jones, concerning an alleged secret deal made by former Stones member Andrew Oldham for himself and Eric Easton, his business partner at one time, involving the group's record royalties. A second writ claims conspiracy over sales to James by group's business manager Allen Klein. Oldham was accused of having contrived a secret pact when negotiating the group's original Decca recording contract. In the writ says he failed "to advise" the group's lawyers, who were prepared to offer 14% as the group's share of the wholesale record price, and persuaded them through the late Brian Jones to accept only 6%. Further claims that Oldham and Easton were receiving 25% under a management agreement with Brian Jones and asked the High Court to cancel the 6% agreement because of Oldham's alleged 14% deal. The Stones and Jones's father are seeking an order "for payment of money found due and claim damages for "breach of duty." The group's second writ alleges that Allen Klein persuaded the Stones to agree to the North American copyrighting to a company called Nanker Phlage Music, and claims that the group were given to believe that they owned the company when in fact it belonged to Klein.

Ample justification for EMI's entry into the movie sector of the leisure industry appears to come from EMI Film and Theater Corporation chief Bernard Delfont. "We have several recording-records films which have started to make big money since the year began, and we should have a most profitable year," he said. Among the movies cited by Delfont as contributing to this success are "Tales of Beatrix Potter," starring the Royal Ballet in dance interpretations of the author's animal stories for children, and "The Lost Continent," a £2 million production to make, and has already grossed nearly £500,000 in the UK alone, with a third of that total emanating from its opening week revenue at the ABC Cinema in London's Shaftesbury Avenue. The movie was singled out for praise during recent British film festival. Other EMI money-spinning movies are two comedies, "On The Buses" and "Up Pompeii," "The Railway Children" and "The Go-Between," and the industry sees this prospering sector as a welcome contrast for EMI with the current losses sustained by its American arm, Capitol Industries.

The Musicians Union has refrained implications in the national press that a recent resolution passed at an MU convention in Loughborough could hold up the introduction of commercial radio in Britain. MU general secretary John Morton clarified the union's position by saying that it deemed it had the forces to prevent establishment. Mick the Riveter commercial radio would be "injurious" to British musicians. It sought a positive obligation on the part of the new station operators with regard to live music, and wanted the Government to impose that obligation on them. The MU is known to be seeking a guaranteed amount of employment for musicians by any commercial radio station receiving a Government license as a necessary basis for the MU to negotiate for its members. The MU feels such an obligation is necessary to prevent the new stations from competing with commercial stations. The more selective sections of the leisure industry anticipate making a difficult struggle on this point, citing the fact that although the EMI Film is the biggest employer of musicians in the world, the MU reciprocates by rigidly insisting on a level of needle-time for the Corporation generally conceded to be too highly remunerative for a handicapped sector in its program planning. The New Seekers, currently chart riding with "Never on Sunday Song of Love," are moving from Philips to Polydor as a consequence of the recent pact between Polydor and Leon Henry Productions, which controls all acts handled by David Joseph, Keith Potger and Dave Mackay, including The New Seekers. The latter's first Polydor release will be an album set for "Nights In White Satin," and their existing Philips repertoire will be transferred to Polydor at the end of the year. They have been booked for a world gala concert at the Talk Of The Town niterie, which began on August 9th, and are due for two weeks at Disneyland in Hollywood before returning to start their first British concert tour.

Johnny Cash will make his first British tour since 1968 next month and will have four major dates at Green's Playhouse, Glasgow (September 16th), Bellevue, Manchester (17th), Royal Festival Hall, London (18th), and the Odeon in Birmingham (19th). Appearing with Cash will be his wife June Carter, Carl Perkins, the Carter Family, the Statler Brothers, and the Tennessee Three. The tour, presented by Nems Enterprises, follows Scandinavian appearances by the package, and CBS will release Cash's album "Man In Black" to coincide with his British dates.

Quickies: American group Velvet Underground have dates at the Concertgebouw, Amsterdam, on October 15th, and the Royal Festival Hall (12th) during the course of a 19-date British tour commencing October 5th at the Leicester Polytechnic — Rich Anderson and Karen Carpenter are appearing at a charity concert at the Royal Albert Hall on September 24th, and guest in four TV shows... The Kinks are starting an on-the-road concert in Turku, Finland, on August 20th.... Sam Henderson has joined Decca from Blue Horizon, and will work with Frank Rodgers in the management of the Decca and Deram labels. ... Dick Ashby has been named director of the Robert Stigwood Organization. American since its formation in 1970, and will be acting as tour manager for The Bee Gees during their 60-day stint in the States beginning next month.... Canadian TV personality Joey Greer'sah's debut single "Jodie" released here by Polydor. East of Eden signed to Getaway Music for three-year's publishing contract.... KPM Music acquired Soldier Blue Music In for the U.K. and Eire.... Writers Dennis Lambert and Brian McNeil, who co-wrote the Top 15 hit "Can't Help Myself" can hit "Don't Pull Your Love" by Hamilton, Joe Frank and Reynolds.... Paul Sweeney, Paul Minus, Denim Bridges, Simon How penning chart for "Macbeth."
Happy Birthday...
Only a Little Too Quick.

Six months too quick. After only six months in business, Japan’s newest record company—WARNER BROS.-PIONEER—can celebrate a Number One chart hit: RUMIKO KOYANAGI’S “WATASHI NO JOOKAMACHI.”
Congratulations from Kinney Music International, who adore being forced to celebrate Warner Bros.-Pioneer’s first birthday six months too early.
EDITORIAL: The Establishment

Like with too many cooks in the kitchen, too many operators in any given locale seem to spoil the broth for each other . . . unless, of course, they work reasonably in concert with each other thru an association. We’re not condemning a lively, free-wheeling, competitive climate among operators, but we are shaking a finger at those few but dangerous “operators” who enter an area and hit their competitors’ locations with huge gifts, promises of 10% or more of the cash pot in front, all kinds of brand new machines and the like, just to get new stops. Soliciting stops is fine but when unreasonable promises are offered but never completely filled, the solicitor has spoiled a location for everyone.

Clearly, every operator has the positive right to give his mother away to get a location if he wants to. Certainly he’s crazy to offer fat bonus checks without seriously calculating how much the new stop will yield, but with some operators, the extra location seems more important than extra income. It’s like your “buy now, worry about paying later” philosophy which has created several fragile economic booms in this country, ultimately leading to the present inflation-recession.

All this vobage is simply to point up the present problem in this industry—we have a static number of operators, a shrinking number of tavern and restaurant locations, rising operating expenses and regretfully, a shrinkage in the general collections. What else, it would seem, can the average operator do to boost his income than hit his competitors’ stops? Go after them, fine, but use common sense in your sales pitch. Anyone can nail down a stop by offering bigger commissions, gifts, advances and the like—especially to a tavern owner who’s also suffering from a shrinking clientele. But for pity’s sake, use your head. The loan-bonus cancer has already eroded much of this trade’s earning power. Don’t aggravate it by raising the ante any further.

The best operating area, frankly speaking, is one in which a “status quo” exists. This usually means a static number of operating companies, all speaking to each other, all belonging to an effective association, all concerned with protecting the interests of the trade at large, as well as their own businesses in particular. Many cities and rural regions of our country have such an “establishment” in charge of the music and games business, and the trade, as well as the locations, are better off for it.

You’ll always have your renegades in this industry, let’s face it. But to effectively face up to “claim jumpers” promising pie in the sky to your locations, it’s best to be so damned “establishment” that the location wouldn’t dream of using another operator, regardless of how much he offers.

“Establishment operators” are known in their towns by all businessmen and community leaders. Their reputations give the impression of an old-line, seasoned, professional operating company. They work for their industry through an association. They are visible and what the public sees is good. Join the establishment.

Bally’s 6 Months Up 33% Over ’70

CHICAGO—Bally Manufacturing Corporation (OTC), announced Wed. Aug. 11th that revenues for the first six months of 1971 increased more than 14% and after-tax profits were up 38% above those reported for the same period last year.

Net revenues for the six months ended June 30 were $20,037,587 compared with $17,461,340 for the same period in 1970. Net income after provision for taxes rose to $2,140,697 from $1,819,283 reported for the first half of last year.

The company reported earnings per common share of 58½ based on 113 average shares outstanding compared with 58¼ for the first six months of 1970 based on 2,608,613 average shares outstanding, a more than 30% increase.

Gold-Mor Ships Four Big-Band RCA Little LP’s

NEW YORK—The original big-band sound still rules and ready for locations across the land, are now available on little LP’s at leading record one stops. Gold-Mor Distributing of En- glewood, N.J., shipped quantities of four brand new RCA junior albums to one stops last week and, all available for purchase and programming by this time. The four Little LP’s are: 'This Is Artie Shaw’ featuring such location favorites as Shaw’s Any Old Time (with vocal by Billy Holiday), My Blue Heaven, It Had To Be You, Sophisticated Lady, Back Bay Shuffle and Smoke Gets In Your Eyes.

‘Glen Miller—A Memorial’, offers Miller’s American Patriot, St. Louis Blues March, Danny Boy, The Anvil Chorus and Song of the Volga boatman.

‘This Is Tommy Dorsey’ is especially exciting since it features several great Dorsey standards with original vocalists. ‘In the Mood’, East of the Sun, Whispering, and Street of Dreams are some of the tunes are I’m Gettin’ Sentimental Over You, On the Sunny Side of the Street and就是 that one.


Till You Hear From Me.

All the sets have been culled from RCA albums by the same titles and are shipped with title strips inside album display jackets which feature the original cover artwork. All packages are shrink-wrapped.

Bernie Yudofsky, Gold Mor pres- ident, advised at press time that his initial order from RCA, received early last week, was 95% exhausted filling one stops orders by week’s end. Operators are advised to order promptly before this very special selection runs out.

Cover Jackets of Gold-Mor RCA re-lease, for display at the location.
A Little Lounge Music.

This is our CDII jukebox. It's compact enough to fit the smallest locations. And elegant enough to complement any decor.

Although the CDII has been designed to fit into intimate rooms, the sound is still big. It contains a duct-tuned bass reflex sound chamber. And powerful 68 watt IHF hybrid-type amplifiers.

This jukebox is easy to care for, too. It doesn't need lubrication or preventive maintenance for at least 5 years. (We offer the warranty to prove it.)

So try our CDII for size. And profits, too.

Rowe International, Inc.

A Subsidiary of Triangle Industries, Inc.

75 Troy Hills Rd., Woodcliff, N.J. 07675, Tel. (201) 667-0400

www.americanradiohistory.com
EASTERN FLASHES

ON THE AVENUE—William's 'Fotilla' proving to be an outstanding novelty game, says Al D'Antile of Albert Simon, Inc., and operators are more than pleased with the coin action on location. Larry Feigenbaum looking tan and trim and feeling like a tiger after spending the month of July in London. Larry said he had a great time; shows, antiques hunting, all in one great solution. There was lots of action on the Simon front. Arrow-Servell prey Ray Knox up from Ft. Lauderdale, Florida where he spends at least 6 months of the year. Ray, looking younger every year, says he enjoys his Florida hiatus and states that his Servell operation is still based on the avenue, and business is going smoothly.

. . . Irv Kemper (Runyon Sales) is now vacationing; but we chatted just before he headed for the wilds. Irv reported that their four-funnel vending show held in New Haven, Conn., at the New Haven Motor Inn on July 28 was a tremendous success and had an excellent operator turnout. (See story this issue CB)

A-1 Record Sales' Otto Wilkinson reports that "The Dreaded Lion" by Rufus Thomas on the Stax label is in the hot selling category along with the Rare Earth on Rare Earth "I Just Want To Celebrate." Otto also says there is a group called "King Solomon's Advisers", on the Ghetto Records label, who have a couple of sides starting to get some action; "Back Of My Mind" is especially liked and is backed with "I'm Tight Rope." Definitely deserves watching.

We stopped in at the Munves Corp. and chatted with Joe Goldsmith. Joe, one of the partners at Munves, told us that there has been steady demand for some of the early Juke Box models, especially those that were designed with all sorts of colorful bubbly effects. Joe told us that, in many instances, parts are no longer available for the intricate lighting and bubbly effects that were used. This brings into play inventive and creative ideas in an effort to duplicate or replace the missing or broken parts. This type Juke has definitely achieved the antique status, says Joe. We also learned that Ralph Nichols had recently concluded an extensive sales swing throughout Virginia and Maryland. Joe said that arcade equipment sales have been exceptionally good. As we were chatting with Joe, he was busily testing one of his inventions. Joe was holding a tube that contained a liquid solution and the solution showed some signs of bubbling with the warmth of the hand. Guess you would have to say that many good things get started by hand and often it helps to have a helping hand. At any rate, we wished Joe the best of luck with his experiments.

AROUND TOWN—Forbes, our UJA division's chairman emeritus, has called for a committee meeting on Tuesday evening, August 12th, at UJA headquarters on 58th St. Meeting starts at 6:00 P.M. "Our 1971 campaign is off to a good start and we now have to discuss important matters relating to our annual dinner and dance," Al said. . . . American Shuffleboard's sales director Sol Lipkin back at his desk this Tuesday after two week's vacationing down in Belmar, N.J. Bet most of that time was spent on the charter boats; "the Lip" is one of the all-time fishing-nuts of combi . . . Chatted LD with Florida's venerable Sol Tabb who's looking forward to the October 1st opening of that state's D. Sneyland Park. Tabby says the park should really provide an extra shot in the arm (collection wise) for the industry down there.

SWINGING IN BEANTOWN—Irv Margold, Marshall Caras and the rest of Trimount Automatic brass, should be on the golf green right now (if you get your magazine Monday morning) with a couple hundred New England operators and other guests at the Blue Hills Country Club. It's the annual Trimount gala, climaxing with banquet and prize drawing, and Irv has expected around 500 tractorens and their wives to turn out for the popular event. Top prize this year, incidentally, is a whopping $2,000; with fifty other prizes backing it up. The Blue Hills outing, incidentally, climaxes Trimount's annual phonograph sales promotion. At press time, Irv expected representatives from Rowe, Gottlieb, ChCoin and Allied Leisure.

UPDATE ITEMS—Davis Distributing's Bill Roseboom left for two week business-vacation trip Thursday night. While away, Bill and the Missus will visit her family down in St. Louis. When he returns, high activity on the PR exec's agenda will be planning the 50th annual Community Chest drive in the City of Syracuse. . . . Peelskill's Al Kress putting in some working Sundays past few weeks while his zee mechanic does active military duty with the Army Reserve . . . Tom Greco and other mid-state resort operators grateful the rainy season's over and a real fine August is breaking for the trade (collection wise). Past week's been beautiful (let's hope it keeps that way).

Wurltizer board chairman R. C. Rolling recently announced that net sales for April, May and June were $2 million more than the company enjoyed for the equivalent period of 1970. The figures, representing the combined earnings of all of the Wurltizer Company's subsidiaries, turned up a profit of $6,123. "This is a substantial improvement over last year," Rolling said, "and is the result of new and improved products, better sales and a general improvement in the economic climate here and abroad." . . . Stan Bileschi has been appointed vice president for Interstate United's Ontario Division. Bileschi will headquartered in Tonawanda, N.Y. and be in charge of all industrial food service, vending and various college operations in New York State. Interstate United also appointed Bob Dahling its new vice president for their entire Food Service operations (Business and Industry Group). Bob originally joined the company in 1955 as assistant manager and chef at the Sylvania plant in Batavia, N.Y.

DISTRIBUTOR NOTES FROM BROOKLYN—Howard Kaye sales manager at Irving Kaye Co., Inc. reports that the plant has been busy throughout the summer and the home pool table market has had a great influence. Howard says that the competitively priced 'Nassau' with its sleek styling fits into any decor whether its for the home or the institutional market. The 'Nassau' is also made in an antique styling and is appropriately called the 'Victorian'. They are available in two popular sizes 92 x 52 and 101 x 57. The tables can be taken apart and reassembled for the very difficult deliveries. Howard also points out that the tables are equipped with genuine natural slate tops. The 'La Provenceal' and the 'El Conquistador' are the models that may be converted to dining room tables with the addition of the hand crafted top that is custom fitted to the tables. Matching chairs are available. This line is designed to give the customer the finest in quality and excellence in professional performance, said Howard.
CHICAGO CHATTER

Bob Jones of Williams, director of the current running golf tournament among local coin people, just confirmed arrangements for the final play and trophy banquet which will be held at the Cherry Chase Country Club on Saturday, October 23. There are about 35 players participating in the weekly Tuesday tournament, and the invitation is extended to all to attend the banquet—whether or not they are in the tournament. For further information or reservations, contact Bob at CO-7-2240.

BALLY'S MIDWAY'S DIRECTOR OF MARKETING ROSS SCHEER is due back in the states around the 23rd of this month, following a business trip to the Far East.

TED RUBEY AND THE CREW AT MARVEL MFG. CO. are knee deep in the post-vacation rush. As a matter of fact, after last week Ted was just about ready for another vacation—but perish the thought, there's too much work to be done!

MOA'S FRED GRANGER expects a sizeable number of state association delegates to attend this year's MOA Expo '71 at the Sherman House—judging from the number of requests for reservations, for two and three day groups... There's also a noted increase in requests for the MOA promotion posters and stickers which exhibitors are already re-ordering in quantity. By the way, advance registration cards for both badges and banquet accommodations will be in the mail next week.

HEFFY SALES ACTIVITY at National Coin Machine Exchange with the current Gottlieb single player "4 Square," also, Wurlitzer's "Zodiac" phono. Mort Levinson adds that export has been way up these past weeks.

PRIOR TO THE UPCOMING ANNUAL MEETING September 17-18-19, the ICMA nominating committee will convene to propose directors and officers for the coming year. All operators are urged to submit their recommenda- tions to the committee as soon as possible. The election of officers is on the agenda at the 8th. Because the Wagon Wheel in Rockford (one of the area's concave) is such a popular spot in this area, operators are further urged to send their reservations in to ICMA post haste!

A BIG RUSH on used equipment at Empire Dist.—as spelled out in Joe Robbins' newsletter (and in conversation with Jack Burns). "A phenomenal situation!" Robbins also noted the "growing demand for the console type phonograph," such as the Rock-Ola 446, which aggressive operators have been able to locate in many new and distinctive locations.

HOW ABOUT THIS—Kathleen Poppe, of the World Wide Dist. office staff was conscientiously at her desk through Friday of last week—on Saturday morning she gave birth to a bouncing baby girl! Our congratulations to Kathleen and her husband Bill, both of whom do so well reported in the World Wide vending depart- ment—however, there's been a decided upsurge in vending sales. Irv Ozvitz and Frank Rubino tell us the Seeborg coffee and cold drink machines, and the tobacco counter are selling up a storm!

MILWAUKEE MENTIONS

Jim Stansfield of Stansfield Specialty in LaCrosse, newly elected president of the Wisconsin Music Merchants Association, is mapping out plans for a huge merchandise drive which will be held very shortly. We hope to get underway very shortly. "Although we enjoyed a good turnout at our recent meeting, I strongly feel, considering the size of the state of Wisconsin, that our membership roster should be much larger. It is 75%," Stansfield says. Jim will appoint representatives from the various parts of the state to drum up interest in their areas. With regard to the tax problem, which was one of the prime subjects at the WMMA meeting, Jim will continue to work closely with the legislative committee towards a solution. Lobbyists are currently at work in Madison.

AT PRESTIME JOE KLEIMAN AND SAM COOPER of Pioneer Sales & Services were getting ready to host a refrigeration school for the area's vending operators. Session, spotlighting Rowe's current cold drink line, was scheduled for 6:30 P.M. (10) in the Pioneer showroom. Factory's Al Panuzzo was flying in to conduct.

CLINT PIERCE (PIECE MUSIC, BROODHEAD) was in Milwaukee last week on County business (he's chairman of the board in his area).

HEAR FROM JOHN JANOWSKY OF RADIO DOCTORS that local operators are literally giving away everything available in the Encore Light Project 3 series of records. Custom-made for adult, easy listening type programming, according to John, the series consists of such standards as "In The Mood," "Gettin' Sentimental Over You," "Cherokee" and others, done in the sound of the big band era.

CALIFORNIA CLIPPINGS

Bob Portale president of Portale Automatic Sales reports that the Chicago Coin "Hi-Score Pool" is racking up the sales numbers and operators report the machines are doing a great job in the local coin market. Bob also reports that music sales have been exceptionally good this summer and the Rock-Ola 445, the small version of the popular 444, has helped the cause. The 445 is a 100 selection phonograph housed in a small cabinet with a single player. Turk Singer is the brother the 444. Where there is a space requirement at a location the 445 is the answer. Bob says that there has been considerable activity in the arcade equipment front covering the areas in used and new equipment. . . . Struve of your distributor Bud Lurie isn't sure whether Caesars Palace has settled down after the Beat Goes On shindig held at the famed Casino in Las Vegas. He feels that the advertising and Major's Pulling for the fall equipment lines and Bud says they're expecting plenty of good action. Table action has been above expectations and the new U.S. Bil- lards, Inc., Fieldmaster has been a steady mover. The Arcade Timer has an adjustable timing feature enabling action to continue from 5 to 30 minutes. Reports that operators find this an advantage, but the Aristocrat design is also available with standard mechanism (without the timer). The drop coin chute and the isolated locked coin box and meter add to the popularity of the Time pool series.

JUKEBOX PROGRAMMING GUIDE

Pop
CAROLE KING
SO FAR AWAY (2:55) b/w Shuddy Water Jack (3:39) Ode 66019

JERRY REED (2:20)
KOKO JOE (2:20) b/w Feel For You (2:56) RCA 1011

JANIS JOPLIN
GET IT WHILE YOU CAN (3:23) No Flp Info. Columbia 45483

GRAHAM NASH
MILITARY MADNESS (2:50) No Flp Info. Atlantic 2657

CHASE
HANDBAGS AND GLADIRADS (3:18) b/w Open Wide Up (3:47) Epic 10778

GORDON LIGHTFOOT
SUMMER SIDE OF LIFE (4:05) No Flp Info. Reprise 1085

NITTY GRITTY DIRT BAND
SOME OF SHELLY'S BLUES (2:50) No Flp Info. United Artists 50817

C & W
JOHNNY CASH & JUNE CARTER
NO NEED TO WORRY (2:47) b/w I'll Be Loving You (2:08) Columbia 45001

JACK GREENE
HANGING OVER ME (2:17) b/w Birth Of Our Love (3:10) No Flp Info. Universal 29869

DOTTIE WEST
SIX WEEKS EVERY SUMMER (3:57) b/w I Wish I Didn't Love You Any- more (2:02) RCA 48-1012

TOMPALL & THE GLASER BROTHERS
KINGS (2:17) b/w That's When I Love You The Most (2:26) MGM 14291

R & B
FOUR TOPS
MAC ARTHUR PARK (PART 2) (2:59) No Flp Info. Motown 1189

B. K. KING
GETTO WOMAN (3:03) No Flp Info. ABC 11310

www.americanradiohistory.com
Trumont Operator Outing Features Pinball Tourney for Ladies/Gents

BOSTON—Trumont Automatic Sales’ 1971 industry outing, taking place today (Aug. 16th) at the Blue Hills Country Club in Canton, Mass., will offer the 500-old operators, wives and other guests a variety of activities in the form of a pinball contest with cash prizes. Open to all trudemats in-

vited to the day long affair, the con-
test (or tournamen) will be divided into a ladies’ and men’s division and will work thusly:

For both “King Pin” and “Queen
Pin” (men’s and ladies’) divisions, all interested in competing to have-

ify to our currently marketed pin-

tables between the hours of 12 noon

and 5:00 P.M. Each player will test

his talents by playing one game each on Gottlieb’s Four Square, Chicago Coin’s Soccer Pool and the SHERIf ferpinball games. Player scores from the three games will be totaled and the top 16 in each division will then go on to the semi-finals. These semi-finalists will play one game each on the Sher-

rif. Highest four will then go to the

finals where the highest score, again

on the SHERIf, will win top prize of $50, second $25, third $15 and fourth $10 in each division.

The piname tourney is just one of many activities Trumont chief Irv Margold has planned for the group this year’s outing. In addition to golf, swimming and just plain relaxing, guests will be treated to a gala banquet and prize drawing in the evening. All eligible for these last two events (ranging from a $1,000 check to radio and TV sets), are part of Trumont’s summer music machine sales promotion.

Margold advised that several VIP
tradestees will be attending out of town, including Harry Morgan and Joe Barton from Rowe International, Chuck Arnold from ChiCoin, Cliff Strain from Gottlieb and Gene Lipkin from Allied Leisure Industries.

Margold also revealed that a new machine showing would be held, and include preview inspections of SEGAs brand new Astra Data as well as a soon-to-be-released ChiCoin novelty piece.

However, Clifford said that most of his students are actively employed by operating companies and time away from their responsibilities is for the operators.

The reason I cram all the basic

training into one solid week,” Clifford stated. “The least time away from the job for mechanics is best for their employers. There’s such a short-

age of qualified people in the busi-

ness they simply can’t afford to lose

their people for more than a week.”

To help alleviate this situation, he

is moving into his new school premises as well as a regular summer enrollment throughout the southwest, as well as from other parts of the coun-

ty.

New ADR Helps Ops

WASHINGTON, D.C.—The Federal Government’s new interior revenue service asset depreciation rate (ADR) is reported to offer substantial benefit to business taxpayers. The new ADR system permits taxpayers to se-

lect one of several depreciation rates

literally within a range of years 20% below to above 20% above the previously established Treasury guidelines. Taxpayers who properly use the accelerated asset depreciation deductions for such as-

sets will not be questioned by the IRS.

Location Merchandising

NORTH BERGEN, N.J.—How’s this for a campaign slogan? “Howlin’ for the right spirit? Bert Bett, president of H. Bett & Son music and games route here, is advertising in this recent newspaper ad (reprinted below) which more or less describes the company. The routine of Bett’s oldest on the route and we, specialists of their activities, based on this kind of cooperation.

You Don’t Have To Go To CONEY ISLAND For Fun!

Enjoy S. A. M. I.

(Surface Air Missile Interceptor Machine)

While you play, try our delicious ice cream

You can’t get it here!

You don’t have to go to Coney Island! We have a new way to help you enjoy your leisure time and help you save money as well. The Surface Air Missile Interceptor Machine (S.A.M.I.) offers you an exciting and novel way to enjoy your leisure time.

- You can play the S.A.M.I. at your favorite location, such as a restaurant, amusement park, or even at home!
- The S.A.M.I. is easy to use and requires no prior experience.
- The S.A.M.I. is designed to be as realistic as possible, with sound effects and graphics that make it feel like you’re really flying a missile.
- The S.A.M.I. is available in several different versions, each with its own unique features and challenges.
- You can play the S.A.M.I. on your own or with friends, making it a great way to spend an afternoon or evening with family and friends.

Runyon Host Conn. Rowe Vend Show Annual For Sept. 17th-19th

VIC KEMPNER

NEW HAVEN, CONN.—Runyon Sales Co. held a one day vending ma-

chine sale on July 28th, according to sales maneger Irv Kewon. Connect-

icut area operators and personnel tried out to get a preview showing of the newest Rowe vending equipment. A highlight of the show was the new Rowe FiFo (First in, First out) and new FiFo snack machines.

Talks on the full-line vendor, point-

ing out the sales and service features, were given by Rowe’s Jim Newlander (vice president and general sales manager) and Jim Abato service engi-

neer. The display received full attention of those in attendance and more pertinent information regarding the equipment was supplied by Run-

yon service representatives in Conn.,

including Nat Gutkin, Jack Lamm, Butch Wesley and Runyon’s general sales manager Irv Kewon.

The successful event was closed out with a cocktail party and buffet din-

ner.

The following is a partial listing of those in attendance: Ernie Shafer, Ernie Shafer II, Richie Geltzer, Irv Geltzer, Steve Geltzer, J. W. Gaffney, D. Abraham, E. Ellis, Carl Gallo, John Kafe; Alpha Vending; Wilkas, Buddy Hillman, Sidoy Shapiro, Vie Mannello, D. Akers, Y. Akers II, Mrs. W. Wilkas, Abe Fish, N. Naderio, L. Naderio, W. N. Naderio, A. Brundali, Ken Akers, R. Monda, W. Monda, A. Scarpetti, R. Harrison, Mrs. C. Aitro, H. Bir-

nigrow.

Sil旄, S. Santor, C. W. Brown, G. Carnevalian, S. Herman, F. A. Ven-


The above represented the follow-

ing companies:

- Connecticut Vending Service; G. G. Vendmatric: CL Allred; H. T. A., Inc.; Waterbury Annum; Excelsior Wise; Cherie Amstie; In-

tertainer Inc.; New England Coin Acme Music; Auto Sales Co.; Apex; Madison Magic; Bridgewater Amuse-

Co.; Bridge Gig Vend. JFCO.

NCOMA Skeds Annual For Sept. 17th-19th

At Rockton, Ill.

The 1971 Illinois Coin and Vending Machine Operators Association (ICMA) convention will be held at the Wagon Wheel here in Rockton on Tuesday and Wednesday with an announcement by ICMA director P. J. Montana.

The convention will begin Friday evening with registrations from 6:30 to 7:30; a cocktail party and directors meeting at 7:00 and a cocktail party for all members and wives at 8:00.

Saturday begins with registrations at 8:30. Following the morning sessions and the business meeting beginning at 9:30, the keynote address will be the election of officers for the 1971-72 term. After elections, ICMA’s various committees will report to the membership on current ac-

tivities. At 1:30 P.M., seminar discussions will begin, touching upon legislative matters and other points of interest. No specific topic on the agenda will be discussion of the annual meeting, which will be held at 1:30 on Tuesday and Wednesday with all local machine taxation.

The 1971 ICMA convention activities will begin with a 6:30 social hour, fol-

lowed at 7:30 with gala banquet and entertainment.

Sunday will feature a meeting of ICMA at 9:00 A.M. and the convention will close at noon.

MOA president Les Moncorch and executive director Howard Rowbotham will attend and speak at the conven-

tion.

Cash Box — August 21, 1971

www.americanradiohistory.com
It's a smaller version of the 444, with all the features and quality of its big brother. But it fits in places where the 444 can't. That's what it's made for.

It's got 100 selections and a smaller cabinet, but those are the only differences. It works with all the optional accessories and can be equipped for "2 plays-2 bits."

If you want a big Rock-Ola in a place where there's no room to put one, put in this little Rock-Ola to do the same big job.

It's a little biggie.
CLASSIFIED AD RATE 20 CENTS PER WORD

GOT machines to sell? Is there something you’re looking for? Thinking of buying a used 45’s or need a route meachine? For every coin machine need, use the Cash Box Classified.

Type Or Print Your Ad Message Here:

Classified Ads Close WEDNESDAY
Send all copy to: CASH BOX, 1780 Broadway, N.Y., N.Y. 10019
The Wurlitzer Zodiac is today’s only phonograph that can be equipped with a four-quarter coin system and two pre-selected programs. Two Bonus Play features that mean more music for patrons, a bigger take for operators.

A Bonus Play which offers 5 singles or 2 LP sides for two quarters or a half, 8 singles or 3 LP sides for 75¢, or 12 singles or 5 LP sides for quarters and halves to a total of one buck. And a choice of Golden and Burgundy Bar Pre-Selected Programs, each offering 6 singles for two quarters or a half dollar. A super combination to please every patron.

Bonus Play and Pre-Selected Programs in one phonograph! Another reason why Wurlitzer Zodiac is the best investment in the business. Consider the Zodiac possibilities, all the possibilities. At your Wurlitzer distributor.

See Them Both Demonstrated at Your Wurlitzer Distributor

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ZODIAC

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RCA Records and Tapes