Living With Tight Playlists (Ed)...Largest Bogus Haul Yet: $3 Mil In 8-Tracks Seized In NY; 12 Arrested...1st Of A Series: Rock Mgr Interviews...Knight On Jacobs' Security Stand: 'What We Don't Need'...RCA UK Confab Climaxes Best Yr As Indie

JACKSON 5: TOMORROW TODAY
Ten Years After became one of the major groups in the world without a Top-10 hit.

Now they’re about to have one.

“I’d Love to Change the World.”

It has received the same tremendous reaction from AM stations (40 key stations after one week) as the new Ten Years After album received from FM stations (it’s already becoming their most played, best-selling album, ever).

“I’d Love to Change the World” by Ten Years After. The first single from their first Columbia album.

On Columbia Records®

* Also available on tape
The industry’s great frustration—tight radio playists—not only persists, but grows more intense. That AM radio in key markets continues to limit its exposure of new recordings is a vexing problem that the business has lived with for some time now. Now, it seems to be spreading to “secondary market” outlets and to that once free-wheeling freeway of music exposure, FM radio.

The dilemma might be solved easily enough if the industry really had an airtight case in its argument to radio that we-give-you-your-prime-entertainment—therefore-give-us-the-opportunity-to-break-more-new-records. We have said it before: exposure of recordings on radio is a two-way-street and the business is in no position to dictate radio formats, just as we hold that radio cannot regulate the music industry’s sounds.

We believe, however, that a constant dialogue is necessary, not, that we should add, to attack radio formats, but to build a bridge of mutual understanding between the two industries.

What the music industry must do in partial answer to the problem is seek other avenues of recording exposure which may be second-best, but can in combination with what does make the airwaves achieve some kind of worthwhile totality.

The business is on to some good things, such as the sponsorship of city-by-city concert appearances by key new acts and the subsidizing of “one-shot” concerts at greatly reduced ticket prices. TV promo films provide another alternative outlet. Yet, there is no use in any kind of self-deception in believing that alternative methods of recording act exposure is on a par with key station playlists. Beyond the obvious matter that radio is always going to find room for really good sounds, it has been suggested to us—by a company successfully utilizing this method—that there is a greater regard for the “testing” of records so that, if successful in several markets, they can arrive at stations with “good credentials.” “Testing” records is not new, of course, but the method may acquire a new stature in the business.

It must be kept in mind that the tight playlist situation is open to change—and not necessarily for the worse. If more music and the exposure of newer acts are ways of increasing listener share of the market, then radio will move in that direction. But, in the meantime, the music business has to take a hard look at approaches that help make up for lost time on the air for its continual flow of new product.
| 1 | SMILING FACES SOMETIMES | Uninspected. Truth-Grade 7108 | 599 |
| 2 | UNCLE ALBERT/ADIMALD HALEY | Paul & Linda McCartney-Apopa 1837 | 356 |
| 3 | GO AWAY LITTLE GIRL | Donny Osmond-MGM 14285 | 46 |
| 4 | THE NIGHT THEY DROVE OLD DIXIE DOWN | Sam & Dave-ABC 3498 | 10 |
| 5 | SPANISH HARLEM | Andre Franklin-Atlantic 2817 | 1 |
| 6 | AIN'T NO MOONLIGHT ON THE MOOR | Bill Withers-Soul 219 (Dist. Buddah) | 100 |
| 7 | I JUST WANT TO CELEBRATE | Bobby Vee & Marlo-ABC 3988 | 8 |
| 8 | TAKE ME HOME, COUNTRY ROAD | John Denver-RCA 4455 | 1 |
| 9 | WON'T GET FOOLLED AGAIN | The Who-Decca 32846 | 10 |
| 10 | MAGGIE MAY | Stewart-Mercury 72224 | 18 |
| 11 | I WOKE UP IN LOVE THIS MORNING | Partridge Family-Bell 130 | 13 |
| 12 | SUPERSTAR | Carpenters-A&M 1998 | 37 |
| 13 | STICK UP | John D. Loudermilk-EMI 7076 | 17 |
| 14 | HOW CAN YOU MEND A BROKEN HEART | Bee Gees-A&M 6824 | 8 |
| 15 | SO FAR AWAY | Carole King-Ode 60019 | 24 |
| 16 | SIGNS | Five Man Electric Band-Lido 2033 (Dist. MGM) | 11 |
| 17 | TIRED OF BEING ALONE | John Denver-Columbia 2194 | 22 |
| 18 | RAIN DANCE | Guess Who-RCA 0522 | 23 |
| 19 | LIAR | 3 Dog Night-Duntuhl 4282 | 18 |
| 20 | MERCY, MERCY, MERCY (ECOLOGY) | Mac & Kate Kissoon-ABC 15306 | 27 |
| 21 | CHIRPY CHIRPY CHEEP CHEEP | Max & Kate Kissoon-ABC 15306 | 36 |
| 22 | SWEET CITY WOMAN | John Denver-Bell 210 | 26 |
| 23 | WEDDING SONG (THERE IS LOVE) | Paul Stookey-Warner Bros. 7511 | 25 |
| 24 | IF YOU REALLY LOVE ME— | Stevie Wonder-Tamla 54202 (Dist. Motown) | 31 |
| 25 | DO YOU KNOW WHAT I MEAN? | The Who-Decca 1502 | 42 |
| 26 | I AIN'T GOT TIME ANYMORE | Glass Bottle-Avco 4375 | 32 |
| 27 | YO-YO | Osmium-MGM 14295 | 77 |
| 28 | ALL DAY MUSIC... | War-U. 50815 | 43 |
| 29 | MAKE IT FUNKY | James Brown-Polydor 14088 | 47 |
| 30 | GO DOWN GAMBLIN' | Blind Swirl & Faye-Columbia 4547 | 22 |
| 31 | BANGLA DESH | George Harrison-Appe 1836 | 20 |

**CASH BOX Top 100**

| 34 | RIDERS ON THE STORM | Doors-Elektra 45738 | 26 |
| 35 | IF NOT FOR YOU | Boysequence John-John 55281 | 25 |
| 36 | SATURDAY MORNING CONFUSION | Bobby Russell-U.A. 50788 | 44 |
| 37 | SWEET HITCH | Cream-Clearwater-Revelion-Fantasy 665 | 30 |
| 38 | MARIANNE | Stephen Stills-Atlantic 2820 | 41 |
| 39 | CRAZY LOVE | Helen Reddy-Capitol 3185 | 42 |
| 40 | STAGGER LEE | Tommy Roe-RCA 11307 | 43 |
| 41 | THIN LINE BETWEEN LOVE AND HATE | Persuaders-ATCO 8822 | 48 |
| 42 | THE BREAKDOWN— | Rufus-Thomis-Stox 0098 | 58 |
| 43 | TRAPPED BY LOVE | Denisis-Little-Westbound 182 | 47 |
| 44 | ANOTHER TIME, ANOTHER PLACE | Wilson Pickle-Atlantic 2824 | 46 |
| 45 | CALL ME GIRL, I'M READY | P. Walker & All Stars-Soul 3084 | 44 |
| 46 | THE LOVE WE HAD | Deniss-Cudid 583 | 54 |
| 47 | ANNABELLA | Hamilton, Joe Frank & Reynolds-Duntuhl 487 | 56 |
| 48 | SURRENDER | Diana Ross-Motown 1388 | 53 |
| 49 | BEGINNINGS | Chicago-Columbia 4517 | 38 |
| 50 | LOVING HER WAS EASIER | Kistche-Lofton-Atlantic 8255 | 61 |
| 51 | MAC ARTHUR PARK (PART II) | Four Tops-Nelson 1389 | 62 |
| 52 | KOKO-JOE | Jerry Reed-Columbia 1011 | 59 |
| 53 | K-JEE | Nite-Lites-RCA 0461 | 39 |
| 54 | WHERE EVIL GROWS | Poppy Family-London 148 | 60 |
| 55 | ONE FINE MORNING | A Tangerine-Dun-1048 | 82 |
| 56 | BIRDS OF A FEATHER | The Raiders-Columbia 4543 | 60 |
| 57 | NEVER LOVE | 5th Dimension-Bell 134 | 40 |
| 58 | WAITING AT THE BUS STOP | A Tangerine-Dun-1048 | 82 |
| 59 | I'VE FOUND SOMEONE OF MY OWN | Free Movement-Deca 3281 | 69 |
| 60 | I LIKES TO DO IT | Laura Lee-Lee-West 7155 (Dist. Buddah) | 73 |
| 61 | A WOMAN'S LOVE RIGHTS | Laura Lee-Lee-West 7155 (Dist. Buddah) | 73 |
| 62 | GIMME SHELTER | The Rolling Stones-RCA 45360 | 61 |
| 63 | HOW CAN I UNLOVE YOU | Lamanda-Colour-T 4529 | 66 |
| 64 | GET IT WHILE YOU CAN | Janis Joplin-Columbia 4343 | 70 |
| 65 | STOP, LOOK & LISTEN | Emperors-Shelter 4527 | 76 |
| 66 | I'LL RATHER BE SORRY | Ray Price-Columbia 45245 | 63 |

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

| 85 | I'M COMIN' ON | Tommy James-Roulette 7110 |
| 86 | GHETTO WOMAN | Lee-Robert ABC 11510 | 72 |
| 87 | MILITARY MADNESS | Graham Nash Atlantic 2827 | 75 |
| 88 | GLORY, GLORY | Byrd-Columbia 45444 |
| 89 | HUJACKIN' LOVE | George Wilson Taylor-Star 0096 | 97 |
| 90 | CAN YOU GET TO THAT | Funkadelic-Westbound 185 | 80 |
| 91 | EASY LOVIN' | Freddie Hertz-Capitol 3151 | 81 |
| 92 | ROLL ON | New Colony Six-Sunlight 1283 | 96 |
| 93 | I'D LIKE TO CHANGE THE WORLD | Ten Years-Columbia 45547 |
| 94 | A NATURAL MAN | Lee-Raw-MGM 14462 | 83 |
| 95 | THAT'S THE WAY A WOMAN IS | Messengers-Rare Earth 0372 (Dist. Motown) | 84 |
| 96 | THAT IS THE WAY | Tin-Tom-Atco 6821 | 85 |
| 97 | HANDBAGS & GLADRAGS | Chocolate-Choc-1075 | 87 |
| 98 | GYPSYS, TRAMPS, & THIEVES | Trammps-U.S.A. 50822 | 90 |
| 99 | ONE TIN SOLDIER | Kevan-C.B. 7509 | 98 |
| 100 | THINK HIS NAME | Dolly Parton-Liberty 2176 | 99 |
| 101 | STONE OF YEARS | Ernest Yearns-Lake-Palmer-Comcillion 4413 | 81 |
| 102 | SOME OF SHELLEY'S BLUES | John Relf-RCA 10087 |
| 103 | CALIFORNIA KID AND REEMO | Lobo-Big Time 119 | 90 |
| 104 | BLACK SEEDS KEEP ON GROWING | Main Ingredient-REO 0517 | 93 |
| 105 | HE'D RATHER HAVE THE RAIN | essence-Dana-Tony 3134 | 91 |
| 106 | DON'T TRY TO LAUGHL NO BOGGIE WOOGIE ON THE KING OF ROCK & ROLL | Bob Dylan-RCA 7506 | 90 |
| 107 | YOU'VE GOT TO CRAWL | 8th Day-Incitus 9088 |
| 108 | A PART OF YOU | Tom Petty-Capitol 4047 |
| 109 | BEND ME, SHAPE ME | Torn-Sunflower 113 |
| 110 | THE YEAR THAT CLAYTON DANELIEY DIED | Tom T. Hall-Mercy-Columbia 73221 |
| 111 | THEM CHANGES | California-Memories-Columbia 73228 |
| 112 | ALL MY HARD TIMES | Joe Simone-Springhill 119 |
| 113 | I'M SO GLAD | Foscella 179 (Dist. Roulette) |
| 114 | TALK IT OVER IN THE MORNING | Jame Murray-Capitol 3159 |
| 115 | IT'S FOR YOU | Springwell-Parlo 315 (Dist. London) |
| 116 | I KNOW I'M LOVE | Chris Dove-Poppa-Budd 225 |
| 117 | RUB IT IN | Laying-Martine-Banry 2041 (Dist. Epic) |

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**Cash Box—September 18, 1971**
"Cousin Norman"

A rockin' new single by The Marmalade.
AFTER ALL THE HITS OF THEIR LIVES NOW COMES...

"MACARTHUR PARK"

FOR

THE FOUR TOPS

Also available in the album "MacArthur Park" M675L
Knight On Jacobs' Security Stand:  
'It's Exactly What We Don't Need'  

NEW YORK — Terry Knight, manager of Grand Funk Railroad, has taken exception to comments on concert security voiced by Burt Jacobs, manager of Dog Night.

Knight, realizing his group for a new tour, says his concern for security at concerts "has never been more apparent" and has always been an "integral part" of Funk riders to concert contracts. A story in last week's issue had indicated that Jacobs' "no security" attitude was becoming a trend among major booking managers.

"I wanted to make sure," Knight said, "that Funk fans are safe at concerts.

"I'm not doing this for myself," he added, "but for my fans. Concerts are a business and they are a place where people have fun and no one should be injured or afraid of injury."

Asked if Jacobs actually meant that youngsters could not get out of their seats at a concert, Knight responded, "That was the case before, since more security personnel would be brought in to 'ascertain that the young people don't get out the seats.'"

"I'm saying," Knight adds, "that the kids can take care of themselves, and they've evidenced that at every Grand Funk concert since 1969."

Knight concludes: "I feel that there have been some false or nonexistent difficulties such as the one described by Jacobs at the Dog Night concert, which resulted in Jacobs' stand on security.

"I believe that there is the need to have security at concerts. We are a business and we have to protect our fans and our players."

"We've been performing for a long time and we need to have a good image in the public eye," Knight stated.

"Funk is a family band and we want our fans to enjoy themselves when they come out to see us."

The group's upcoming tour, which will begin in early May, will include stops at major concert venues throughout the country.

Front Cover:

HOLLYWOOD — United Artists Records has just concluded what it deems to be its most successful and exciting national sales meeting, held around two basic themes: "Listen to the hits, buy a UA record" and "Listen to UA: a white-hot record company." Held over three days at the end of last week (Sept. 10-12) at UA's Plaza Building in Los Angeles, the meeting was presided over by UA's marketing veep, Mike Lipton.

"Vital highlights included screening of four TV spots for UA releases for which the label will have the songwriting and publishing rights, and the "Diamonds Are Forever." The latter was scored by John Barry, with title tune sung by Shirley Bassey.

"Shown in addition was a 30-minute documentary highlighting UA's distribution arm, UDC.

UA Pegs Sales Confab To Growth Of Its Operations

Music News

Pascal Cites Disc Spree On 'Mammy Blue'

PARIS — "We want 'Mammy Blue'" is the way it is with a new song, reports the French music magazine Jazz and Blues, which has run this publishing company named after him.

Pascal says the Hubert Giraud composition has been the greatest excitement in his decade of music publishing. Three versions, by Pop Tops, Nat and Dickey, and Noon, have been released in France. In addition, notes the magazine, the group Le Fil de Laveyre are cutting the song, as are the Chouettes of Montparnasse. An R&B version by Masters Mackenzie Band in Holland and Johnny White in Belgium. In London, James Darren cut the song for UA, as is Roger Whittaker. This week (Oct. 23) "Mammy Blue" will be presented at the Venice Festival by Fonshing.

Pascal said that three Japanese groups have requested copies of the number.

Pop Tops disc is being marketed in the U.S. by ABC, England by A&M; James Darren's by Atlantic, and in Canada by Day's on Bell in the U.S., by RCA in England. A Davy Clinton rendition of "Mammy Blue" closed the Festival de Jazz international in the world.

"D-Day's line-up of hits include "Un Vs Paris Skies" and "The Sun Dies.""

Atlantic To Bow 26 LP's At Sales Meet

NEW YORK — Atlantic Records will hold sales meets next week (22, 23) to introduce 26 new albums, according to Dave Glue, album sales chief. The days will be held at Boston, Cleveland, Chicago and Atlanta on Sept. 22, 23, in New York, Philadelphia, Dallas and Los Angeles.

Meets with W-E-A distributors will be held in Boston, Cleveland, Chicago and Atlanta. Toronto, Montreal, New York, Philadelphia, Dallas and Los Angeles.

Atlantic execs on hand will include Greg eater, Doro, Johnny Bond, Joab Don, Johnny Bond, Joab Don, and Dave Davies will be present at various meets for W-E-A branch managers, as well as executives and personnel.

Representing the new releases are the Atlantic, Atco, Colition and Asylum family and the custom labels, Capitol, Clean, Embryo and Rolling Stones.

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Cash Box — September 18, 1969

Largest Bogus Haul Yet:
N. Y. Raids Uncover $3 Million In 8-Track Tapes; 12 Arrested

Asst. D.A. Sees Further Arrests

NEW YORK — The largest haul of counterfeit 8-track tape cartridges to be seized by a strike force of detectives here last Wed. (Sept. 8), with the seizure of almost 500,000 cartridges, is the biggest case of clever counterfeiters ever to be solved in the U.S. The strike capped months of intensive investigation by New York County's District Attorney's Office, with the cooperation of music industry associations and label representatives.

Asst. District Attorney Roy R. Kulkosan, who headed a 30 man investigation team and directed the eventual raids, seizures and arrests, estimated the value of the captured merchandise at better than $3 million. In addition to the tape cartridges, the investigators impounded the duplicating and packaging machinery allegedly operated by the defendants.

The twelve were taken into custody at the D.A.'s office at 155 Leonard St., in Manhattan and charged with a variety of felony and misdemeanor counts. They included two key executives of Premier Albums and the president of All-Boro Record Tapes, Inc. (Farmingdale, L.I.). Arrangements were made for 2 PM Thursday (24) in Part A-21, Manhattan Criminal Court. (While some of the defendants allegedly conducted their illicit activities from outside N.Y. County, Kulkosan said they were returned to the county for crimes committed in the confines of that County."

Raiding were conducted at the plant and warehouse occupied by Premier Albums at 3801 23rd Avenue, Long Island City, Queens.

(Landwehr Replies To Raid Charges)

NEW YORK — Phil Landwehr of Premier Albums, among those arrested in the New York tape raid, issued the following statement:

"A great part of the merchandise seized was acquired in a sale held by a Federal Court, which was absolutely legal and proper. All the rest of the merchandise seized was purchased from legitimate businesses by perfectly legal channels. We are giving full cooperation to the authorities to help clear up the matter."

Beatles Teaming For Charity?

George Hopes So

NEW YORK — 'I would love to play with John, Paul and Ringo again if they wished," says George Harrison. So says George Harrison — even if he may be less than enthusiastic about the revival of the Beatles for charity purposes. Harrison was asked by Lord Harlech to form an all-star British group to perform in the U.S., and the citizens are being asked to sponsor it for a week in the U.S. to raise money for the poor and needy. Harrison agreed to the date, sometime this year, adding that he hoped all four Beatles would be on hand. Harrison and Starr, of course, came together for the Madison Square Garden benefit in Aug., for East Pakistani refugees.

New Insight & Sound

Feature:

Rock Mug Interviews

Concert

New LP Releases

RCA UK:

'Sound Of Success' Confab

See Int'l News

www.americanradiohistory.com
BLESSED ARE ... Uni Records’ artists Warm Dust watch as the Pope blesses their album “Peace For Our Time” at the group’s recent audience at the Vatican. Warm Dust were recently signed to a long-term recording contract by Uni general manager, Russ Regan. Debut album was released this week.

"Peace For Our Time"

UNI 73109

An album with a message for everyone
Tumbleweed Rolls Under G&B Banner

NEW YORK—Tony Martell, president of Famous Music Corp., has announced that Tumbleweed Records, Instrumental in setting up A&M Records, has merged with Bill Smyczynski, formerly with ABC/Dunhill; they have gathered together about 150 artists, including A&M acts, such as Aaron Schumaker, merchandising head Bob Ruttenberg and Allan Blasek, operationsman, all recruited by Donn Rabbit.

"In a continuing industry executive travail, we were too idealistic, but we feel we're living in a world of true reality; what is idealistic for some is realistic for others," said Martell, Western through Famous Music en- ables us to combine this idealism with the realistic level."

"In keeping with their policy," explained Martell, "Tumbleweed is concerned with giving each of the artists the personal attention they require and the amount of LP releases to whatever can be effectually handled."

A&M’s People-To-People Program

HOLLYWOOD — For the first time ever, A&M has adopted a kind of people-to-people approach to the movie industry as a presentation of product, and the man who will develop and pass everything out so our regional managers will have a better chance to see what we’ve got got a lot of good product coming up this fall and a lot of good distributors shouldn’t they get it first hand for the first time?

To do so, and thus to “convey some importance” to these fall releases, Friesen explained that the company’s department heads hit the road and fan out across the country this week (Sept 13) and Bob Pea, A&M’s vice president in charge of sales and audio, has the logistics and have prepared film and audio presentations for each team of managers to take along with them.

Using the theme “Listen to Your World” (which will serve for A&M’s total fall campaign), the film presentation produced by Chuck Braverman combing Fancibird (a record store) and in the recording studios, along with some behind-the-scenes and features some 40 A&M and Od artists, "It’s designed to show them off, in a film that’s both interesting and easy to follow," said Friesen. “And a lot of artists have finished a lot of good work. It’s really going to show them, personally, out to our personal buyers.

The tape A&M has assembled showing the same upcoming product, is meant to be played simply as background during the cocktail hour for all of our special regional meetings. These will be held in Boston, New York, Newark, Buffalo, Philadelphia, Washington, D.C., Balti- more, Detroit, Cleveland, Chicago, St. Louis, Minneapolis, Atlanta, New Orleans, Dallas and Houston.

Unlike similar programs of this kind, A&M’s top men do not pass to the greater grass roots, the Friesen/Pea approach is traveling as three road companies. One group, the company president Jerry Moss and in- cluding his director of advertising (Barbara Taylor Gosa), promotion (Harold Childs) and sales (Marvin Braverman) will travel from the mid-West from Minneapolis to Detroit.

Southern regional sales director Chris Huyman, along with coast operations director Mel Furman, promotion manager Dan Wik- s, Bob Braverman, will travel from Houston to Miami. And the major Eastern markets will be visited by Friesen’s mid-month with his directors of sales, Bob Elliott; East Coast regional sales, Ernie Campaign and; Promotion Director, Bob Bolick, as well as Marshall Blinstron, Chief of the A&M promotion.

And A&M’s “Listen to Your World” nationwide microwave shows the label’s distributors, its promotion people and local dealers. Said Friesen, “We’re all going to try to say hello to them, as we should, to hear from them and share some of our success with them. Since we’re a rela- tively understaffed label, we haven’t always gotten around as much as we’d like. And now it’s time.”

London's Artist Tour Tie-In Sets Top Merchandising Drive

NEW YORK—For the first time, the paths of Tom Jones and Engelbert Humperdinck will cross in a tie-in program that will give London Records' Parrot label roster covered in the same American city recently; and that every one of those artists is one of the biggest London artist tour tie-in merchandising campaigns for A&M in the company’s 24 year history.

While Humperdinck was opening a five-city fall tour in New York, at the Hotel Americana’s Royal Box, Jones kicked off his national one-week en- gagement at the Warwick in suburban Nassau County, Jones’ manager has planned a brand new campaign push on the Jones’ Live at Cae- sar’s Palace album this month immediately following the opening of four major sales meetings at the Warwick Hotel Mon- thly charge of sales. The month’s latest disk product is the LP, "Another Time, Another Place," on which there are 14 singles and the single version of the song is on #44 on the Top 100 singles chart.

London Handling Firebird Dates

NEW YORK—London Records will release product here produced by EMI-Capitol Records, Ltd., part of the Flamingo Music company, to be included in reports Lester Sims, vp and general manager.

The London tie is part of Flamingo production, a part of their recent production deal with British Distribu- tion.

Other tours almost directly coincident with the stop-overs of Jones and Humperdinck is the Carnegie Hall debut concert, Tuesday (14) of Savoy Brown, another Parrot act, making its mid-west in the direc- tion American tour. As in both the Jones and Humperdinck extended tours this month, the London group has formed major focus promotions on the Savoy Brown at Savoy Brown Itinerary, the group’s classic "Street Corner Talking," has just been released.

Another major factor in the com- pany’s plans is the upcoming, 10-day west coast swing to Medi- Moody Blues, whose newest Threat- old album "Days of Future Favour," is in this week in the number three spot on the Cash Box best-sell- ing new label, and upper middle markets.

Other tours by two newer groups, Keef Hartley and the just-signed Chuck Sharpe, are expected almost immediately with similar full-scale promo efforts expected to be brought in a near future of connection with current product for each.

Rossof Scepter Indie Producer

NEW YORK—Scepter Records has long a signed-term production deal with Rossof Product. According to John Crary, vp of the label, the first single released under the agreement is "Fields" by Striptease. Another artist who started in the music business as a classical violinist, has been an arrang- er for the group, and is also serving as Scepter’s AF of M. Another recently-established Flam- ingo unit, Fancibird Music, Ltd., has signed an agreement with Wildstock, Inc. that will be handled by Burlington Music Ltd. and Decca on the Continent.

ALL IN THE (ATLANTIC) FAMIL- LY: Atlantic Records will be dis- card lp version of the "sleeperv TV comedy hit, "All In The Family." The show which its first new season over CBS this Saturday (18), was the top-rated TVer during summer reruns. It will premiere with a two-five promo on the set’s behalf, including a tie-in with Tandem Promotions headed by Norman Lear and Bud Yorkin. In the photo, Carroll O’Con- nell, one of the ultimate buffoons, Artie Bunker, is shown with (left to right): Ebi Kagan, pro- ducer of the set, Ahmet Ertegun, president of Atlantic Records and Bud Yorkin.

Restrictions Put On LA ‘Superstar’

NEW YORK—A series of restrictions was placed on a “non-authorized” con- cert version of “Jesus Christ Super- star” in Los Angeles.

In a ruling delivered against Rich- ard May and William Isakson, Dr. Krumholz and John Stacher, Judge E. Avery Crary in U.S. District Court, Los Angeles, issued a restraining or- der that prevents music-only perform- ance of any of the selections on the LP,“not more than three selections in consecutive order. The court also denied any advertising with any of select- ions on the LP, “Jesus Christ Super- star” without modifying such use with the phrase ‘of music only.”

Robert Styg Moreno, who represents the word and music publisher of the album, believed his “authorized” version con- vertion is “still offering the only complete .version anywhere in the world.” This production comes to the Hollywood Bowl Sept. 24-25.

Wooden Nickel Sets LP Debut

NEW YORK — Wooden Nickel Re- cords, formed three months ago, has scheduled its first release this month. The release contains two albums by new artists. David Patton whose album is “David Patton” and String Cheese, “String Cheese".

In launching the new label and product, Wooden Nickel, the word and music features and markets Wooden Nickel, plans an extensive promo campaign. One campaign will utilize all forms of print and media advertising, both na- tional and local. Additionally there will be extensive use of in-store merchandising.

Pattan, a singer/songwriter/producer whose country music background with his urban lifestyle to come up with his album, produced by James Lee Golden and Barry Alan Fasman. String Cheese played two sets at Los Angeles’ Troubador. Their al- bum, also produced by Golden and Fasman, is a balanced blend of vocals and music, which heavily features the electric violin.

Wallichs Music Reports Loss

TORRANCE, CALIF—Wallichs Music & Entertainment Company reports a loss again this year, though less than it was last year. The company lists the net loss for the fiscal year ended May 31, 1971, totaled $179,901, or 12c per share, on revenues of $87,881,605. This compares with 1969 net loss of $304,796, or 33c per share, on re- venue of $83,449,652.

After adding back the tax shield, this year was $164,102 as against $203- 718 last year.

Chief executive, president, pointed out that non-recurring losses from a mid-year electronics inventory sell- off, where Wallichs sold a number of items at a loss, and the merger to form the present company, accounted for half the operating loss for the year.

Wallichs Music & Entertainment Company, Inc., with 1,200,000 shares outstanding (down from 1,500,000 over the counter), operates retail outlets in South- ern California and Arizona, offering a full line of home entertainment merchandise, musical instruments and repair services, along with theatre and sports ticket concessions.

Cash Box — September 18, 1971
FLY YOKO ONO/PLASTIC ONO BAND ON APPLE TWO RECORD SET SVBB 3380 AND ALL TAPE CONFIGURATIONS INCLUDING QUADRASONIC EIGHT
2 Monkees Sue Columbia Pics, Other Co. Units

LOS ANGELES — Former Monkees David Jones and Mickey Dolenz have filed a $5-million suit against Columbia Pictures, Colpix Music, Screen Gems Inc., Colpix Records and one of their former agents, claiming they were defrauded, mismanaged, defrauded, misrepresented, conspired, and defrauded by the defendants.

Jones and Dolenz are each asking for $2.5 million in general damages and $5 million in punitive damages for funds allegedly due them under various contracts with the defendants.

Their suit charges that royalties for new projects and albums, and that monies due to them under contracts with the defendants.

The newly signed million-dollar contract with Columbia for the Monkees, according to Los Angeles' top music publishers, is based on a new contract with the Monkees. The Monkees, according to Los Angeles' top music publishers, is based on a new contract with the Monkees.

Lizard Realigns Sales-Promo Execs

NEW YORK—Lizard Records, headed by Gabriel Merkel and Michael Plamucci as managers in charge of all aspects of the company, has announced the appointment of Ron Merkle as general manager of the company. Tom Kennedy, former general manager of Colossus Records, has been appointed director of marketing. Kennedy will be based in Philadelphia, where he will be responsible for the management of the company's Philadelphia office.

Caviano's underground man

NEW YORK—Ray Caviano has been named spearhead of a new underground promo and merchandising effort at London Records, according to the company's president, Edwin H. Morris. Morris said that Caviano would be responsible for the company's promotion and marketing efforts, and that he would be working directly with Caviano and the company's top management.

Clifford, Devy To Edward Morris

NEW YORK—Arnold Maxin, general manager of Edwin H. Morris, has named Clifford and Devy to the position of managing director of the company's Los Angeles office. Clifford and Devy will be responsible for the company's operations in Los Angeles and the surrounding area.

Vocation Names Mkting Firm

HOLLYWOOD—Dick Schory, president of Vocation Records, has appointed the firm of MKT Group, headed by Alvin Teller, to the newly created position of director of radio promotion. Teller will be responsible for the company's radio promotion efforts, and he will report directly to Schory.

Teller is the former advertising manager of Music Business Week. He will be responsible for all aspects of radio promotion, including scheduling, advertising, and airplay.

Nash To ESP Promo; Burns LP Shipping

NEW YORK—ESP-DISK has announced the appointment of Nash as the firm's national promotion manager. Nash will be responsible for the promotion of ESP's records in all markets, and he will work directly with ESP promotion manager, Jerry Nash, and the company's sales and marketing teams.

Goodman New Bell Prom Man in South

NEW YORK—Steve Wax, Bell Records' southern regional manager, has recently announced the appointment of Mike Goodman as southern regional manager. Wax is the southern regional manager for Bell Records' operations in the southern U.S.

Cash Box — September 18, 1971
When It's Something Special You're Singing About—

It Should Be Sung By A Special Group

**THE 5TH DIMENSION**

Their Newest Single—

**"NEVER MY LOVE"**

PRODUCTION AND SOUND BY BONES HOWE

Bell #45-134

BELL RECORDS
A Division of Columbia Pictures Industries, Inc.

www.americanradiohistory.com
CashBox Radio Active

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week and 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</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>% OF STATIONS ADDING TITLES TO PUBLIC PLAYLIST THIS WEEK</th>
<th>TOTAL % OF STATIONS TO ADD TITLES TO PUBLIC PLAYLIST TO DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Peace Train</td>
<td>Cat Stevens</td>
<td>A&amp;M</td>
<td>47%</td>
<td>47%</td>
</tr>
<tr>
<td>2. Never My Love</td>
<td>5th Dimension</td>
<td>Bell</td>
<td>44%</td>
<td>83%</td>
</tr>
<tr>
<td>3. Only You Know &amp; I Know</td>
<td>Delaney &amp; Bonnie &amp; Friends</td>
<td>Atco</td>
<td>41%</td>
<td>41%</td>
</tr>
<tr>
<td>4. Trapped By Love</td>
<td>Denise LaSalle</td>
<td>Westbound</td>
<td>38%</td>
<td>59%</td>
</tr>
<tr>
<td>5. Gypsies, Tramps &amp; Thieves</td>
<td>Cher</td>
<td>Kapp</td>
<td>35%</td>
<td>60%</td>
</tr>
<tr>
<td>6. I'm Coming Home</td>
<td>Tommy James</td>
<td>Roulette</td>
<td>32%</td>
<td>63%</td>
</tr>
<tr>
<td>7. Theme From Shaft</td>
<td>Issac Hayes</td>
<td>Enterprise</td>
<td>29%</td>
<td>29%</td>
</tr>
<tr>
<td>8. Yo Yo</td>
<td>Osmond Bros.</td>
<td>MGM</td>
<td>26%</td>
<td>95%</td>
</tr>
<tr>
<td>9. Birds Of A Feather</td>
<td>Raiders</td>
<td>Columbia</td>
<td>24%</td>
<td>75%</td>
</tr>
<tr>
<td>10. Imagine</td>
<td>John Lennon</td>
<td>Apple</td>
<td>23%</td>
<td>23%</td>
</tr>
<tr>
<td>11. One Fine Morning</td>
<td>Lighthouse</td>
<td>Evolution</td>
<td>21%</td>
<td>90%</td>
</tr>
<tr>
<td>12. Bend Me, Shape</td>
<td>Storm</td>
<td>Sunflower</td>
<td>19%</td>
<td>37%</td>
</tr>
<tr>
<td>13. Mac Arthur Park</td>
<td>4 Tops</td>
<td>Motown</td>
<td>17%</td>
<td>80%</td>
</tr>
<tr>
<td>14. I'd Love To Change The World</td>
<td>Ten Years After</td>
<td>Columbia</td>
<td>16%</td>
<td>16%</td>
</tr>
<tr>
<td>15. It's A Crying Shame</td>
<td>Gayle McCormick</td>
<td>Dunhill</td>
<td>14%</td>
<td>14%</td>
</tr>
<tr>
<td>16. Roll On</td>
<td>New Colony</td>
<td>Sunlight</td>
<td>13%</td>
<td>47%</td>
</tr>
<tr>
<td>17. California Kid &amp; Reemo</td>
<td>Lobo</td>
<td>Big Tree</td>
<td>11%</td>
<td>59%</td>
</tr>
<tr>
<td>18. Some Of Shelly's Blues</td>
<td>Nitty Gritty Dirt Band</td>
<td>U.A.</td>
<td>10%</td>
<td>29%</td>
</tr>
<tr>
<td>19. Lord Have Mercy</td>
<td>Black Oak Arkansas</td>
<td>Atco</td>
<td>9%</td>
<td>28%</td>
</tr>
<tr>
<td>20. It's For You</td>
<td>Springwell</td>
<td>Parrot</td>
<td>8%</td>
<td>17%</td>
</tr>
</tbody>
</table>

ALBUMS

Bark—Jefferson Airplane—Grunt
Isle Of Wight—Columbia
Blessed Are—Joan Baez—Vanguard

CashBox Radio-TV News Report

Primetime Community Programs Set By Avco

DAYTON—Locally originated programming on critical community issues will be significantly expanded into prime-time hours on Avco Broadcasting television stations. The new policy will take effect with the start of the new fall season.

According to Avco president John Murphy, each of the stations will program a minimum of two prime-time specials each month focusing on problems of the local minority groups.

A variety of program formats will be used, including filmed documentaries as well as live shows using telephone talk back, debate, news conference, and town meeting forums.

News, program, and community services departments at the Avco stations are working together to prepare the programs. WWLD in Dayton will air a total of 24 specials under the generic title, "Here And Now."

Avco Broadcasting operates five TV stations located in Dayton, Cincinnati and Columbus, Ohio; Indianapolis, Indiana and San Antonio, Texas.

GAYLE-Y, GAYLE-Y—Worldwide premiere of Gayle McCormick's debut album for ABC/Dunhill will be held over American Forces radio show hosted by Bob Kingsley and featured almost two hours of conversation between Kingsley and the singer in and around LP cuts. Show will air around the world during the week the album is released. Miss McCormick, formerly the lead singer ofsmith, is currently represented with a single from the album, "It's A Cryin Shame."

Campbell To Headline KMPC Charity Night

LOS ANGELES—Glen Campbell will be the headline attraction on the annual "Show Of The World" which is sponsored by KMPC. The annual charity event will be held this year at the Forum on October 2.

Joining Campbell on the bill will be Davy Jones, female singers Della Reese, Robin Wilson, Freda Payne and Helen Reddy, comedians Danny Thomas and Bob Newhart, groups Sergio Mendes & Brazil '71, Kenny Rogers & The First Edition and the Mike Curb Congregation.

All proceeds from the show go to International Orphans, Inc. and St. Jude's Hospital.

ALL IS FANNY-TY—Braniff's all-girl rock group Fanny (left to right, Joan Millington, Alice deBahr, Nicole Barclay, June Millington) dropped by the studio of New York's WNEW-FM, accompanied by Mark Hammerman, to discuss their latest album, "Charity Ball," with the station's program director and weekend air personality Mike Klompner. Fanny will be appearing at the Bitter End Sept. 9-12 and 16-19.

Cash Box—September 18, 1971
Superstar

CARPENTERS
A & M Records and Tapes
Produced by Jack Daugherty
Additions To Radio Playlists — Primary Markets

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

WABC—NEW YORK
Make It Funky—James Brown—Polydor
Do You Know—Lee Daniels—A & M
Chirpy Chirpy—Mac & Katie—ABC
Sweet City Woman—Stapplers—Bell
All Day Music—War—UA
I'm Coming Home—Tommy James—Roulette
Theme From Shaft—Isaac Hayes—Enterprise

WLS—CHICAGO
Long Ago—James Taylor—W.B.
Tired Of Being—Al Green—HI

KXKX—ST. LOUIS
Marianne—Steve Stills—Atlantic
Make It Funky—James Brown—Polydor
Thin Line—Persuaders—Ato

WWK—BUFFALO
Chirpy Chirpy—Mac & Katie—ABC

WTX—NEW ORLEANS
Bend Me Shape Me—Storm—Sunflower
You've Got To Crawl

WQAM—MIAMI
The Night—Joan Baez—Vanguard
Trapped By Love—Debbie Lasalle—Westbound
Do You Know—Lee Michaels—A & M
Sweet City Woman—Stapplers—Bell
I've Found Someone—Free Movement—Decca
Yo Yo—Osmund Bros.—MGM

KRLA—PASADENA
Long Ago & Far Away—James Taylor—W.B.
Surf's Up—Beach Boys—R.B.
Military Madness—Bob & Shelly-Shaft—Capitol
Foolish Pride—Shelley McNamara—Dublin
I'm Gonna Get My Own—Free Movement—Decca
Everything's Alright—Yvonne Elliman—Decca
Some of Shelly's Blues—Nitty Gritty—UA
Don't Let Me Be Lonely Tonight—U.S.
Tired of Being Alone—Al Green—HI

KJH—HOLLYWOOD
What Are You Doing Sunday—Dawn—Bell
Gypsies Tramps & Thieves—Cher—Kapp
Yo Yo—Osmund Bros.—MGM
Only You Know—I Know—Delaney & Bonnie—Ato
Run Down—Guess WHO—RCA
Your Move—Yes—Atlantic

WFLI—PHILADELPHIA
Only You Know—Delaney & Bonnie—Atco
Peace Train—Cat Stevens—A & M

WDGY—MINN
If—Osmund Bros.—MGM
Chirpy Chirpy—Mac & Katie—ABC
Lay Me Down—Earl Ray—ABC
Annabell—Hamilton, Joe Franklin—Dunhill
Easy Living—Freddie Hart—Capitol

CKLW—DETROIT
One Fine Morning—Lighthouse—Evolution
Cocoa—The Sweet—Bell

WIXY—CLEVELAND
Marianne—Steve Stills—Atlantic
Trapped By Love—Debbie Lasalle—Westbound
Theme From Shaft—Isaac Hayes—Enterprise

WASI—CINCINNATI
Marianne—Steve Stills—Atlantic
Trapped By Love—Debbie Lasalle—Westbound
Theme From Shaft—Isaac Hayes—Enterprise

KILT—HOUSTON
Peace Train—Cat Stevens—A & M
Ne'Ver My Love—5th Dimension—Bell
Only You Know—Delaney & Bonnie—Ato
Run Down—Guess WHO—RCA

WMEX—BOSTON
I'm Gonna Get My Own—Partridge Family—Bell
Yo Yo—Osmund Bros.—MGM
Peace Train—Cat Stevens—A & M
I'm Losing You—Rod Stewart—MGM

WMPS—MEMPHIS
Birds Of Feather—Raiders—Columbia
Peace Train—Cat Stevens—A & M
Magpie May—Rod Stewart—MGM
Valene—Cymarron—Elektra
Annabell—Hamilton, Joe Franklin—Dunhill
Easy Living—Freddie Hart—Capitol

WKLO—LOUISVILLE
One Fine Morning—Lighthouse—Evolution
I'm Coming Home—Tommy James—Roulette

WAYW—NASHVILLE
Chirpy Chirpy—Mac & Katie—ABC

WMIL—Milwaukee
Tired Of Being—Al Green—HI
Stagger Lee—Tommy Roe—ABC
Chirpy Chirpy—Mac & Katie—ABC
Stick Up—Cool Comb—ABC

WMUR—MASSACHUSETTS
Sunday—Dawn—Bell
Trapped By Love—Debbie Lasalle—Westbound
Theme From Shaft—Isaac Hayes—Enterprise

KFWO—OKLAHOMA
Shing a Ling—炳 Lang—Coral
Stick Up—Cool Comb—ABC

KUSA—COLORADO
Chirpy Chirpy—Mac & Katie—ABC
Chirpy Chirpy—Mac & Katie—ABC

KFWO—OKLAHOMA
Shing a Ling—炳 Lang—Coral
Stick Up—Cool Comb—ABC

THE BIG THREE
1. Peace Train—Cat Stevens—A&M
2. Ne'Ver My Love—5th Dimension—Bell
3. Only You Know & I Know—Delaney & Bonnie & Friends—Atco

Swampwater To RCA

NEW YORK—Swampwater has been signed to record for RCA Records, according to Dennis Katz, vice president of contemporary music.

The Cajun country-rock ensemble was most recently on tour with Arlo Guthrie and for a year prior to that a featured act with Linda Ronstadt.

The four member group is produced and managed by Ken Mansfield and Larry Murray of Hometown Productions. Swampwater's first RCA album, "Swampwater," will be released this month.

Hollywood Office
For TC Management

DALLAS — TC Management is in the process of opening an office in Hollywood. VP Martin Pichinson has left for LA to make the necessary arrangements.

Based in Dallas, Texas for the past two years, the company representing such artists as Rose Colored Glass (Barg Records, "Can't Find the Time"), Salt & Pepper (Epic Records), Sami Jo (Fame Studios), Mike Vetro (Fame Studios), and other acts, has returned to the U.S. for a concert tour this Winter.

TIME OUT—Steve Binder and Robie Porter of Binder/Porter Productions have just returned from a five-city tour relative to the upcoming Daddy Cool/Deep Purple tour in October. Binder/Porter Productions just signed representatives of many bands to concert with Atlantic. Binder/Porter also plan to bring Spectrum to the U.S., for a concert tour this Winter.

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WELCOME TO
COLORFUL
COLORADO
**THE SUPREMES (Motown 1190)**  
**Touch** (2:55) (Jobete, BMI—P. Sawyer, F. Wilson)  
Title track from group's latest LP presents an electrifying ballad surrounded by an outstanding musical sheen, with and all ready for its climb to the top of the r&b and pop charts. Song is the kind that will be recorded by many other artists in the future. Flip: no info. available.

**CAT STEVENS (A&M 1291)**  
**Peace Train** (3:40) (Irving Music, BMI—Stevens)  
From his forthcoming "Teaser And The Firecat" album comes this already highly acclaimed selection certain success and all ready for its climb to the top of the r&b and pop charts. Song is the kind that will be recorded by many other artists in the future. Flip: no info. available.

**DAWN (Bell 45-141)**  
**What Are You Doing Sunday?** (2:34) (Pocketful Of Tunes, BMI—Levine, Wine)  
Already a huge hit in England, Tony Orlando and company deliver in their already famous style, yet another top twenty chart effort guaranteed to satisfy both AM and teen appetites. Flip: no info. available.

**DELANEY & DAWN**  
**The Last Present** (2:50) (McMurtry Music, BMI—R. McMurtry)  
Spending the first hitmaker. Joy, she is likely to repeat. Latest will find many musical acts. Flip: no info. available.

**FREDA PAYNE**  
**It's Alright With Me** (2:46) (Brunswick 55452) (Invictus 9099) (Warner Bros. Music, BMI-Munnings)  
Having broken the barriers between country and pop music, Jody follows her successful "He's So Fine" with still another familiar tune that should establish her as a consistent pop vocalist. Flip: no info. available.

**THE NEW SEEKERS (Elektra 45747)**  
**Tonight** (2:52) (Tilts, ASCAP—R. Wood)  
Material ringing with commercial appeal should bring the New Seekers back into the top 40 spotlight. Record should receive instant airplay in most AM areas. Flip: "Sweet Louise" (2:47) (Yellow Dog Music, ASCAP—P. Layton) (same credits)

**THE CHILI-LITES (Brunswick 55458)**  
**I Want To Pay You Back** (2:56) (Julio-Brian Music, BMI—E. Record)  
Smooth and enticing effort by the Chili-Lites assures them a position within the top twenty category in the near weeks to come. Almost hypnotic, single will break in both R&B and pop markets and could turn into their biggest ever. Flip: "Love Uprising" (2:32) (same credits)

**THE BEGINNING OF THE END (Aston 4599)**  
**Monkey Tamarin** (3:30) (Sherryl/Funky Nassau Music, BMI—Munnings)  
Follow up to groups previously successful chart venture finds them funky as ever. Outing carries with it built in teen action with definite success in both pop and r&b markets. Flip: no info. available.

**HOT TUNA (RCA 0528)**  
**Been So Long** (3:42) (Fleishman Music, BMI—Kaufkonen)  
One of their most recent electric albums comes the first signs of commerciality from the Airplane spinoff group. Single could bring Tuna much needed exposure in all of the AM markets. Flip: "Candy Man" (2:59) (Warner Bros. Music, ASCAP—Davis)

**JOEY MILLER (Epic 10785)**  
**Baby, I'm Yours** (3:09) (Blackwood Music, BMI—V. McCoy)  
Having broken the barriers between country and pop music, Jody follows her successful "He's So Fine" with still another familiar tune that should establish her as a consistent pop vocalist. Flip: no info. available.

**ROSE COLOR GLASS (Bang 588)**  
**If It's Alright With You** (2:46) (House of Gold, BMI—D'Orell, Henley)  
Follow up to group's previous hit "Can't Find The Time" single still presents RCG in a most commercial vehicle. Record is certain to find favor with all AM/top 40 programmers, and stands mighty chance of breaking on national charts. Flip: "You're Good For Me" (3:13) (Metric Music, BMI—Davis, Collins)

**JAMES DARREN (Kirshne 5015)**  
**POP TOPS (ABC 11311)**  
**Mammy Blue** (Maxim Music, ASCAP—Grizard, Trimm)  
No question that the song as a song is a hit record. The first two of many versions to come, finds Darren and the Pop Tops presenting their renditions to two different audiences, Darren geared his version to the pop markets while Pop Tops aimed theirs at MOR stations. Both performances are strong, but the commercial edge would have to go to Darren. Flip: no info. available.

**THE LETTERMEN (Capitol 3192)**  
**Love** (3:05) (Macan Music, BMI—J. Lennon)  
John Lennon recording material. The Lettermen present one of their finest MOR outings to date via "Love" which is certain to attract enough attention to put group back on the pop charts after a prolonged absence. Flip: no info. available.

**MOBY GRAPE (Reprise 1040)**  
**Gonna** (2:30) (McMurtry Music, BMI—R. McMurtry)  
Driving debut aunque latest edition of Moby Grape on their new record label. Single should receive past interest in one of America's most musical acts. Flip: "Apocalypse" (2:11) (Free Space Music, ASCAP—P. Lewis)

**BOBBY MARTIN (Ruddak 253)**  
**New Groove** (2:34) (Kama Rippa/Teeny Music, ASCAP—Martin, Jerome)  
Bobbi Martin and Henry Jerome have combined their respective talents and have come up with a beautifully soothing ballad effort certain to guest well throughout the top 40 exposure. Single cullled from Martin's album of the same name. Flip: "Bring Me A Horse and A Reckin' Nell" (3:05) (Morley, ASCAP—Green, Brown, Homer)

**Geraldine Hunt (Roulette 7109)**  
**Now That There's You** (2:45) (Jobete, BMI—Ashford, Simpson)  
The glowing pens of Nick Ashford and Al Jones have once again created another monster hit. Single could bring from Martin's album of the same name. Flip: "Take Me To The Orbit" (3:05) (Dick James Music, BMI—John, Taupin)

**Charlie Starr (Prophecy 55002)**  
**Lost In Heaven** (2:20) (Blackwood, BMI—Stroll, Weinstien)  
Selling ballad culled from Starr's debut album will serve as a showcase for his artist's talent to come. Geared for both top 40 and undersized, formata brings the word on Starr is already beginning to spread. Flip: no info. available.

**The Marmalade (London 20008)**  
**Cousin Norman (8:11) (Noma Music, BMI—Nicholson) Great easy going tune should soon become an AM classic as its appeal is universal. Definitely a chart contender. Flip: "Lonely Man" (2:54) (Noma Music, BMI—Ford)

**Pepper Tree (Capitol 3188)**  
**You're My People** (3:11) (Beechwood Music, BMI—Ga-Ragan) Exceptionally well written tune has been produced tune smoking with plenty of top 40 appeal. Heavy airplay could make this a giant决喜爱. Flip: "From A Candy" (4:46) (same credits)

**The Trilogy (Sussex 225)**  
**George Porgie** (2:49) (Interior/McCoy Music, BMI—McCoy, Powell)  
Delightful r&b effort based on nursery rhyme character will bring plenty of feedback from audiences with enough of a boost to cross over into pop fold. Flip: "Ride Minnie Minnie Moe" (2:41) (Interior/Van McCoy Music, BMI—McCoy, Cobb)

**LINDISFARNE (Elektra 45744)**  
**Lady Eleanor** (2:36) (R&M Music, ASCAP — A. Hall)  
Interesting LP track culled as group's debut single could break them in the teen markets. Fine, picturesque lyrics and lush production make for a powerful release. Flip: "Down" (3:06) (same credits)

**MY FRIENDS**  
(Rare Earth 5036)  
"I'm An Easy Rider" (2:25) (Jobete, BMI—K. Rich) The Motown wheels are spinning again, and this latest release is a natural to keep their most important track record sparkling with hits. Flip: no info. available.

**JAMES LAST (Polydor 15028)**  
**Music From Across The Web** (3:10) (Chappell/Intersong USA, ASCAP—Last)  
Quite a sensation throughout Europe, Last comes to the States with a release destined to break him in top 40 areas. Flip: "Endless Journey" (3:43) (same credits, arr. J. Last)

**Bobby Bloom**  
(GMM 14292)  
We Need Each Other (2:59) (Broadside/Chess/Beefees)  
Bobby Bloom's one of his finest efforts to date, Bloom delivers a throbbing performance likely to interest both pop and r&b markets. Snappy arrangement adds to commercial value of side. Flip: "You Touch Me" (2:09) (same credits)

**The Emotions**  
(Volt 4068)  
"Show Me How" (East/Memphis Music, BMI—Hayes, Porter) Enlisting the writing talents of Hayes BMI is certainly to garner much rhythm and blues attraction. Outing carries with it built in teen potential. Flip: no info. available.

**MELVIN VAN FEEBLES**  
(Stax 0097)  
Sweetholics's Theme (2:55) (Yeah Music, ASCAP—Peabees) Cool jazz theme from highly successful motion picture stands outside of sight into chart position, but its release will cause many to closely examine the entire Sweetback album. Flip: no info. available.

**John Small**  
(Paramount 0129)  
As I See You (2:15) (Male/Fame, BMI—Yow—Ya) Name is by no means an indication of the artists' work with classical BMI. Small is certainly to garner much rhythm and blues attraction. Outing carries with it built in teen potential. Flip: "Gently She Goes" (2:48) (same credits)

**Weekend**  
(James 168)  
Everyday (3:40) (Ebull/Booymusic, BMI—Wood, Ryan) Interesing debut single which presents the commercial appeal that is likely to be receiving lots of extended airplay in weeks to come. Flip: "County Fair" (3:40) (Ebull/Booymusic, BMI—Wood, Culver)
BUDDY MILES LIVE

A monumental 2-record album

BUDDY'S FIRST
Them Changes
SR-61280 8-Track MCE-61280
Musicsheet MCR-4-61283

BUDDY'S SECOND
We Got To Live Together
SR-61313 8-Track MCE-61313
Musicsheet MCR-4-61313

BUDDY'S THIRD
A Message To The People
SRK-1-608 8-Track MCT-1-608
Musicsheet MCR-4-608

BUDDY'S LATEST
Buddy Miles Live
SRW-2-7500 8-Track MCTB-2-7500
Musicsheet MCT4-2-7500

TONY BENNETT
HIS NEW TALKABOUT SINGLE
"WALKABOUT"

Columbia 4-45449)
(from the motion picture "WALKABOUT")

Arranged & Conducted by: Robert Farnon
Produced by: Teo Macero
Music by John Barry—Lyrics by Don Black
**Ruff Forms Label**

HOLLYWOOD — Ray Ruff, who resigned from Happy Tiger Records last month to work on his Biblical rock record "Truth of Truths," has formed his own label, Lone Star Records, at 6360 Sunset Boulevard, Hollywood.

Through he is looking for independently produced masters, Ruff will, at first, sign lead singers and groups from the "Truth of Truths" cast. Among the first artists whose single for Lone Star will be an original titled "Little Latin Loop De Lu."

**Miles ‘Live’ On LP, Tour**

CHICAGO — With the release of a new double-LP "Buddy Miles Live," the Mercury artists is in the process of re-forming for a national tour beginning in October.

Confirmed dates already have been set in Boston, New York, Chicago, Toronto, St. Paul, Los Angeles and Washington, D.C. Several of the bookings, arranged through Soul Saffian’s American Talent International, are campuses while others are major arena promotions.

Miles, originally considered an underdog after gaining his reputation on Miles Davis’ "Kind of Blue," has gained ever-widening audiences which he attributes partially to his in-person appearance and the success of his recordings. He was, for example, fairly unique during his first year by virtue of simultaneous representation on the pop, soul and jazz charts.

**Prophecy Sets Push on Charlie Starr**

HOLLYWOOD — Prophecy Records’ top seller Bobby Roberts, encouraged by initial sales response to Charlie Starr’s debut package, "Tough & Tender," is planning to implement a specially tailored "total concept" campaign in the artist’s behalf. He is ordering a number of advertising and merchandising aids, including in-store counter displays, window pieces, ads, and magazines. In this campaign, the LP and Starr’s concert dates will be cross-plugged for maximum exposure. A number of time buys and trade ads are also planned.

**Bell Signs Canada’s Doctor Music Band**

NEW YORK — Bell has signed Canadian group Doctor Music to an exclusive, long term recording contract announced by George Brown, business manager, Ivy Siegel. The deal marked the first time Bell has signed a Canadian group for an act which has gained much prominence in Canada, although thin on the ground in the United States until now. The group is the creation of Anne Murray TV specials.

**Prophesy Sets Push on Charlie Starr**

HOLLYWOOD — Prophecy Records’ top seller Bobby Roberts, encouraged by initial sales response to Charlie Starr’s debut package, "Tough & Tender," is planning to implement a specially tailored "total concept" campaign in the artist’s behalf. He is ordering a number of advertising and merchandising aids, including in-store counter displays, window pieces, ads, and magazines. In this campaign, the LP and Starr’s concert dates will be cross-plugged for maximum exposure. A number of time buys and trade ads are also planned.

**Bell Signs Canada’s Doctor Music Band**

NEW YORK — Bell has signed Canadian group Doctor Music to an exclusive, long term recording contract announced by George Brown, business manager, Ivy Siegel. The deal marked the first time Bell has signed a Canadian group for an act which has gained much prominence in Canada, although thin on the ground in the United States until now. The group is the creation of Anne Murray TV specials.

**Talent line—Sing-songwriter Jack Schechtman, who has performed extensively in the U.S. and Canada, has signed a recording pact with Columbia Records. Schechtman (far right) is pictured here with (t o r): Columbia East Coast director of contemporary music Allan Strahl, Schechtman’s managers Marvin Pearl and David Yager, and Columbia Records president Clive Davis.**

**Free Flow Sets Town Hall Shows**

NEW YORK — Free Flow Productions and George Brown have announced a series of concerts to be held at New York’s Town Hall beginning Saturday, Sept. 18. Free Flow is a series of unrecorded sessions unlimited headlined by Michael Brooksy and George Brown.

"The purpose of the series," says Brooksy, "is to bring good music to New York and to make socio-culturally good, and comfortable audiortionally weekly basis. Tickets for all shows will be scaled at $3.00 and, will be offered in blocks throughout the evening.

The first concert of the series will feature Ken Marco, John Dawson. Other acts that have been announced include The New York Rock Group, as well as David Bromberg (Sept. 25), Linda Ronstadt, (30), and David Brovsky’s Flying Burrito Brothers on Nov. 27. Tentative bookings include Brewer & Shipley, Steve Miller and Johnny Rivers.

**Tiny Tim Opens Record Co., Pub**

NASHVILLE — Tiny Tim has formed a label, Tiny Tim Records, and a publishing firm, Tiny Tim Publishing. The artist, who previously recorded for Reprise Records, is going solo with Tiny Tim Records.

"(Why Did They Have to Die So Young) by George DeSivar & Robert Morrison." Other artists will be joining the label’s talent roster at a later date.

**McGarity Dies**

NEW YORK — Vet jazz trombonist Lou McGarity, died in Alexandria, Va. on Aug. 28. The performer has performed with the World’s Greatest Jazz Band in recent years. A memorial service will be held Sunday (12) at St. Peter’s Lutheran Church in New York.

**Appearances Spark Rooster LP Sales**

NEW YORK — Electro recording artist Charlie Starr’s album "Death Walk Behind You" is currently out on the Cash Box LP charts. Starr is keeping up album sales in the course of their thirty city Americana tour, "the most widespread tour of sales for the label, Mel Pommer.

Among the group’s appearances in-store response immediately following the group’s performances, particularly in rural districts. The word of mouth on the group has been incredible, and they’ve become a really hot act without any substantial AM airplay," Pommer explained. The tour, which continues through early October, contains stops in a number of major cities, including New York, Los Angeles, Cincinnati, and Seattle.

The group is coming off of two consecutive singles in England, the most recent release coming off the Cash Box LP charts. The group has been released by Elektra in this country. The British quartet is composed of lead singer and keyboardist Vincent Crane (late of The Crazy World of Arthur Brown), drummer and songwriter Rick Carr. The group’s second album, "Psychotic Reaction," will be released by Elektra in late October.

**Handelman Disband**

DETROIT — The board of directors of Handelman Disband, a subsidiary of the regular quarterly dividend of $1.7 per share of common stock, payable on Oct. 4 to stockholders of record at the close of business on Sept. 17.

Cash Box — September 18, 1971
THERE ARE ONLY PROS AND NO CONS FOR ATTENDING THE MIDEM!
Led Zeppelin

MADISON SQUARE GARDEN, NYC — There's a track on the "Led Zeppelin IV" album released in 1971 that was called "I'm Confused" which was recorded at the Madison Square Garden. It's the only song on the entire album that doesn't list the band's name, titles or track numbers. It's a favorite of many fans.

John Denver

Fat City

TROUBADOUR, L. A. — Out of the ashes of the late Sixties-style supergroup Army of Lovers has emerged an interesting entity, an artist who replaces flesh with personality, who attempts to convey with his words and music an artistic framework that is immediate and honest. At the Troubadour, John Denver showed exactly why he's fast becoming one of the best we have in this business.

Denver's set was immeasurably aided by a warm and sympathetic audience; the excellence of his music, he is a master entertainer. He seems to have that remarkable knack of merging between personality and art, and the relaxed warm-ups of the all-American atmosphere throughout the show. As might be expected, he held the greatest response with his "hit" material ("Leavin' on a Jet Plane" and the million-selling "Take Me Home, Country Roads"), but the power of his performance rested with the "fire" and political conception ("Re-adjustment Blues"), and many of the younger audience fell in love. That Denver succeeded with ease in all these areas, is a sign that he is a talent to be reckoned with for quite some time to come.

Opening the show was Buffalo Bill Denver and Oakland Fat City. Writers of some fine material recorded (among them our own) have written witherspoon, they've been heard only inches away from the stage. We're therefore pleased to offer our congratulations to the group on their recent album with the fine material they've been performing for the past three years. The amazing thing is that Led Zeppelin is a fan of their past when there's a future before them—if they only took the time to look into it.

Scott Fagan & Vicki Sue Robinson

WESTBURY, N.Y. — Scott Fagan has missed the boat so many times that one would have thought he would have been on the ticket counter. His Ato CP a few years back, the doo-wop band from Detroit, charted and astounded with a long (20-song) set that included hits like "The Age of Innocence," but had a final effect. They were such as chestnuts as "Yellow Man," "Six Brothers," "Rain Today," plus an assortment of other cuttles, most taken from his albums.

Newman's songs—the ones he's chosen to perform in public, at least—are those least likely to be covered successfully by other singers. It's difficult to conceive, for instance, of a Frank Sinatra interpreting "I'm the Only One," or "I'm the Woman," or "Who needs money when you're funny?" with anything like the charm, but there's nothing of little consequence. The second, possibly the most magical of his ensembles, is the "Yes, John was very much a part of it."

Back again was Vertigo's Ian Matthews, who appeared at least a few weeks ago, second-billed to Donny Hathaway. The Newman audience for this "English Beat" set was not so large (as was Dylan's and Kristofferson's at first), his ability to a tenuious act, but it was a brilliant act. He's one of the finest tenor voices in the music business, basically warm and going.

Jim Palana

GASLIGHT, N.Y. — With all the ersatz blues floating around lately (both on records and in clubs), it is refreshing for someone as fine as Boz Scaggs to come along and astound with a long (20-song) set that included hits like "The Age of Innocence," but had an effect. They were such chestnuts as "Yellow Man," "Six Brothers," "Rain Today," plus an assortment of other cuttles, most taken from his albums.

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Jim Palana's career is still in the initial stages—labels and publishers are expressing interest, but as yet no concrete commitments. He has been developing his material well enough to harmonize beautifully along with many of his tunes, a testifying of his on Europe's acoustic scene. His songs themselves are deftly crafted and his voice is smooth, basically warm and going.

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Kenny Colman

PLAYBOY PENTHOUSE, L. A. — Has a writer ever held the note holder when record labels no longer beckon? "Watch What Happens" is Kenny Colman's breezy opener at the Playboy Penthouse. He has his usualvrier acapella/vocalizing verses, if they're lucky, they play it on the Penthouse stage and join the "Kenny Colman" CD! Many, like Colman, are ready to sing you some music. They may use such smoke clogged bars, waiting for an elusive chart that includes a career spanning contract.

However, despite his Epic act, deserves to be heard again on disk. He has all of the earmarked hit material, if he can only find a baritone that restores assuages on both guitar and bass. His vocalizing (at least, to us) is reminiscent of Mel Torme's, particularly "Oh, Look!" and "It's One Of Those Days When Joanna Loved Me."

"I'm Tired Of Nothing" and "Spiriling Wheel" and all are worthwhile. Joe Pernell, the jazz pianist behind him, is always a display of jazz in this fine talent.
ASCAP Pop, Standard Awards

ASCAP has announced the results of the 11th annual meetings of its Standard and Pop awards. The awards are designed to recognize and encourage the contributions of ASCAP members to the music business, from rock to classical.

Included among the list of award recipients were such notable figures as Arthur Barlowe, John Green, and Erich Korngold. Barlowe was honored for his contributions to the music world, while Green was recognized for his work in the field of music education. Korngold received the award for his contributions to film music.

New York Radio Tape

In its report on the awards made in January, the Recording Industry Association of America (RIAA) noted that it had given awards to a number of new groups, including the Henry James and the Nashville Machines. The Henry James, whose album "Sicurezza To Atio, Promo" was nominated, received the ASCAP award for "The Best New York City Tape." The Nashville Machines, whose album "Don't Change," was also nominated, received the ASCAP award for "The Best New York City Tape."
NEW YORK—THE ROCK MANAGER INTERVIEWS: PART ONE OF A FIVE-PART SERIES (PREFACE: Over the past several months Kenny Kermer not only spokesmen for their profession but also articulate individuals who would be willing to talk to us openly. Many, I think, will be surprised at the frankness of the men involved, and in the wealth of information they have to offer. It should be noted, in all fairness, that there were several managers, who for one reason or another, were not able to meet with us. The first of the series is the management (there’s also a label of the same name in England). Their artist roster reads like a British Who’s Who: Jethro Tull, Procol Harum, Ten Years After, Black Sabbath, Savoy Brown, etc.—ed.)

CB: How did you first get into the management business?

D.S.: Actually, I got into it accidentally. I was playing around with college politics and got myself elected to a position that called for me to handle the college dances. The policy was to run a few dances a week, basically using a four-piece string orchestra. I soon learned that everyone was really bored, so when I got in, I brought in some local rock groups. Shortly thereafter, Terry Ellis came into the picture and took over the whole issue. He had these ideas about booking headlining groups, and pretty soon, we started booking some name acts. For the three years that followed, we ran every major college dance and made money for us and the college. We found out that you could book a group cheaper for three days a headlining act for one day at our college, then we booked the group at a local rock club, and the third day to someone else. To do this, we made money for everyone and also got to know the local club owners.

CB: How were you able to finance all of the shows?

D.S.: We started off by going out on a limb. In England there is no 50% advance. We just took a chance and hoped we made money on the show. But we’re talking about times when you could book the Animals when they were still the Alan Price Set, or the Spencer Davis Group with Stevie Winwood. We had them, Van der Graaf Generator, with John Baily, and Them with Van Morrison; Manfred Mann, and just about every British group around with the exception of The Who, whom we just couldn’t get.

CB: What was Terry doing at this time?

D.S.: Terry left the college a year before I did and joined with an agency called Anim which started off with the Animals. The agency went bankrupt in about five months, and Terry went back to his original company, the-steampacket with John Baily, and Them with Van Morrison; Manfred Mann, and just about every British group around with the exception of The Who, whom we just couldn’t get.

CB: What was Terry’s relation with Tull at that time?

D.S.: He was their manager, their official manager, although he was being led around the country by Dee Anthony who was showing Terry what the business was like. Terry offered me a job working with him, but I really didn’t want to go back to England—so he just told me to go home and think about it and let him know if I changed my mind.

CB: When did you next hear from Terry?

D.S.: Terry called me about a year later and told me that he was having some trouble and had to open a New York office. I later accepted an invitation to a party and there I met Terry’s partner, Chris Wright who was handling a group called Ten Years After. Eventually, I was persuaded, and I left for New York.

CB: How was Terry doing at this time?

D.S.: Chrysalis had been formed in England by Terry and Chris. They originally started as the Ellis-Wright Agency, a booking agency, but soon learned that booking groups didn’t make money. They had both found an act that they really liked—Chris found Ten Years After, and Terry found Jethro Tull. They actually mortgaged their lives and brought both groups to America. The idea of putting me in the New York office was to reduce any problems that might

HOLLYWOOD—SUNNY DAYS AND COUNTRY ROADS

John Denver likes sunny days. Almost as much as he likes sunny days, John likes to perform in front of people the songs he writes. "I live every day to get up there on stage and sing for people," he states without the slightest trace of pop-star pretension, "to try and make it close and comfortable."

Making it "close and comfortable" is something that John Denver specializes in, and his obvious success in this area comes as a result of years of experience. This ability to get people immediately at ease, coupled with his considerable talents as a vocalist and guitar player, was enough to allow him to out-distance 250 other applicants for a position in the Mitchell Trio when leader Chad Mitchell left to pursue a solo path. The Mitchell Trio, if you’ll remember, was a major group in the folk resurgence of the early Sixties. They placed the emphasis not on the lonely song-poet stance of so many at that time (the Dylans, Andersons and Chobs) but upon their ability to entertain with music in the time-honored folk tradition. It was through this experience that John perfected the art of the entertainer, and his polish in this respect has proved to complement perfectly the basic good nature of his personality.

It was not until after his exposure with the Mitchell Trio that his heretofore latent possibilities as a song stylist began to reveal themselves. He signed with RCA Records as a solo artist and spent three years perfecting his art. His name did not go into wide circulation, however, until Peter, Paul & Mary shot one of his songs to the top of the charts. The song was, of course, "Leaving on a Jet Plane," and the strides it made for Denver were offset by the problems it created for him.

Having a hit song at the hands of another artist is an often cruel proposition, for it tends to create an image of the writer stereotyped to the limits of that song and really says nothing for the writer’s personality and the bulk of his art. Denver found himself in this awkward position, and it took a hit the magnitude of

(cont’d on page 32)

Chrysalis’ TYA: Aqueloung alias Jethro Tull’s Ian Anderson
Shelas Sylvester
John Denver alias John Denver

Cash Box—September 18, 1971
NEW YORK — September has been declared Joan Baez month at Vanguard Records as the company releases her latest album containing the top-ten single, “The Night They Drove Old Dixie Down.” The album, “Blessed Are . . .” is composed of two complete disks plus a free 7” 45 rpm record, recorded in Nashville in January of this year, including such musicians as Norbert Putnam, Ken Butney, David Briggs, Norman Blake, Charlie McCoy and the Memphis Horns. LP was produced and arranged by Norbert Putnam and co-produced by Vanguard’s Jack Lothrop with the assistance of Kris Kristofferson.

According to Herb Corso, vp of sales and promo, “The enormous success of her single which now sells near the million mark, has created the largest advance order of any Miss Baez’s previous thirteen albums for the label.”

An extensive promotion and merchandising campaign has been planned including in-store displays and posters. Special contests are being run in local areas for best display and local promotions as dealer incentives. A big advertising schedule is being placed in national magazines with Ampea tapes who have released “Blessed Are . . .” in all tape configurations simultaneous with the 7” 45 rpm release. Heavy emphasis is being placed on radio commercials on key AM and FM stations and on dealer co-op advertising.

Miss Baez will return from her current European tour before the end of the month to appear at San Diego State College on the 19th and in New York at Carnegie Hall on the 27th.

WB Re-inks Pentangle

NEW YORK — Warner Bros. president Mo Ostin announced the re-signing of Pentangle, the English folk/jazz quintet, with Reprise Records. The new recording agreement covers worldwide distribution of Pentangle’s records as well as albums by Bert Jansch and John Renboune, Fingal and guitarists-vocalists.

Pentangle has completed recording their fifth Reprise album, “Reflections,” which will coincide with the group’s forthcoming United States tour, kicking off Nov. 20 in New York with stops at several other leading cities including Los Angeles, San Francisco, Chicago, Detroit and Washington, D.C., among others, Monteiro and Lipskin, producer.

Label vp Joe Smith announced the initial signing of British jazz-rock group Colosseum to an exclusive long-term Warner Bros. contract.

Pentangle’s product from the group through this agreement will be a two-record live set recorded earlier this year at Manchester University and the Big Apple Club in Brighton, England. "Colosseum Live" is scheduled for release Oct. 1st. The group continues to be co-headed by Dick Heckstall-Smith on sax and drummer Jon Hiseman. Other musicians featured in Colosseum are; Dave Greenslade (organ and vibes); Dave Clement (guitar); Mark Clarke (bass) and Chris Farlowe (vocals).
James Taylor's new single is "Long Ago and Far Away," on Warner Bros. (WB 7521)

From James Mud Slide Slim and the Blue Horizon Warner Bros. album, also available as an Ampex-distributed tape.
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TOM JONES (Capitol XPS 71246) (M 79840) (M 79845) 89
147. IF 3
(Capitol SM45 820) (AJT 820) (RT 820) 130
ARETHA'S GREATEST HITS—Atlantic SD 8295

Aretha Franklin, Later just Aretha. Now she is Lady Soul. In the grooves of this disk are the songs which took her through these name changes to make her an international star. "Respect," "Chain Of Fools," "A Natural Woman," "Baby, I Love You," "Dr. Feelgood," "I Never Loved A Man (The Way I Love You)," "Spanish Harlem"—they're all here. A top ten album if ever there was one.

FROM THE INSIDE—Poco— Epic— KE 30753

Incredible is the only word that can be used to describe both the song quality and musicianship on this latest gift from Poco. We have been graced with 10 brand new songs that must be treasured for their melodic perfection and complete sincerity. "From The Inside" is more than just a mere title for the LP, it's a feeling from five of the finest musicians and songwriters in the country. Though "Railroad Days" seems the logical choice for a single, we have found 10 favorites on the album. A top 20 package if ever there were one!

BLACK IVORY—Wanda Robinson—Perception PLP 18

Like Nikki Giovanni, Wanda Robinson is a distinguished black poetess who has chosen the record medium to help convey her ideas. Miss Robinson's disk is more jazz oriented than Nikki's but the total impact is just as powerful. Wanda reads her work with grace and style and the musical accompaniment is always appropriate. Set has already racked up impressive sales on the East Coast and in Detroit and Chicago. Good news travels quickly so "Black Ivory" should turn into a nation-wide best seller.

NICELY OUT OF TUNE—Lindisfarne—Elektra 74099

This five man group has already caused a considerable stir in Great Britain and the Continent and they should do the same on this side of the pond with release of this extraordinary album. With seeming ease, Lindisfarne achieves delicate harmonies while still managing to rock in funky highland style. "Lady Eleanor" is haunting and unforgettable; "Turn A Deaf Ear" is an amusing absurdity and there are eight more delights. The title's a misnomer—Lindisfarne is very nicely in tune.

BLACK SEEDS—The Main Ingredient—RCA LSP 4483

The label's r&b efforts have been rewarded with the success of this quartet, now a trio since the passing of lead singer Donald McPherson whose last work is presented here. Current and future success of title track as a single should spark the sales, aided and abetted by radio exposure on the up-beat "Movin' On" and a Ruby & The Romantics-styled "Baby, Change Your Mind." "I've Fallen For You" combines their slow and steady approach with the soul-churning they are capable of and also sounds like a good single bet. Album appears basically to soul market, but crossover into pop can also be expected.

IT'S TOO LATE—Ferrante & Teicher—United Artists 5533

The twenty dancing figures of Ferrante and Teicher turn the trick again, applying themselves to twelve songs including "Put Your Hand In The Hand," "Rainy Days And Mondays," "For All We Know" and the surprise classical hit, adapted by Waldo de los Rios from Mozart's Symphony No. 40. Also featured are two F.T. penned songs, "Once Around The World" and "Gitchie Goomie." Another strong set ideally suited for MOR programming.

THEIR 16 GREATEST HITS—The Grass Roots— Dunhill DSX 50107

If you weren't in on the meteoric rise of the Grass Roots to a position of enormous hit power, this collection of their hits can serve as an excellent cram course. But chances are you have followed the Roots career from the early days of "Where Have You Gone When I Needed You," through "Lovin' Things," "Midnight Confessions" to the present of "Sooner Or Later." This will be an enormously popular album.

STREET CORNER TALKING—Savoy Brown—Parrot PAS 71047

For some years now blues and boogie have been the main staples of Savoy Brown. So here's another helping, consisting of seven tracks. Dave Walker has an unmistakable vocal presence and Paul Raymond certainly enhances the group's overall sound with his precise keyboard work. The Temptations number "I Can't Get Next To You" gets a solid treatment, but the standout rock item is the piano sprightly "Let It Rock." Should be another charter for the boys.

Hooters Roll—Howard Wales And Jerry Garcia—Douglas 5

The title may seem to ask a question but there is no question in our minds. It's the highly original blending of the keyboard talents of Howard Wales with the guitar artistry of Grateful Dead player at heart and Grateful Dead Garcia. When the record isn't steaming along as in "New Directions" and "DC 502," it's creating a gentle mood as in "One A.M. Approach." All the songs on the LP were written or co-written by Wales. This could step out to be a sizeable item.

DUST—Kama Sutra KSBS 2041

Dust is a three man hard rock group from New York and they have come to play! "Heavy" is a much-abused adjective but it fits their relentless "Love Me/Leave Me" and "Mr. Cool" in a bizarre image-laden "From A Dry Camel." Five more selections, including the nice bass-dominated song entitled "Loose Goose." Simple evidence that Dust has succeeded in putting together a guitar/bass/drums set-up with an original flavor. Richie Wise contributes some strong vocals throughout. Dust is definitely a band to watch. They have what it takes to stay around a while.

RASPUNIN'S STASH—Cotillion SD 9054

With a big push from behind them, this group should make inroads into both the hip r&b and pop audiences. Contains their single, "Your Love Is Certified" as well as an in-your-face to a Sly Stone hit which they call, "I Want To Say You're Welcome." It's a bizarre image-laden "From A Dry Camel." Five more selections, including the nice bass-dominated song entitled "Loose Goose." Simple evidence that Dust has succeeded in putting together a guitar/bass/drums set-up with an original flavor. Richie Wise contributes some strong vocals throughout. Dust is definitely a band to watch. They have what it takes to stay around a while.

THE SAGITTARIUS MOVEMENT—Jerry Butler—Mercury 61347

The icing on the cake in this song which you have never heard before, sing it once and make you feel you have known it for years. That's why an album of Jerry doing unfamiliar material is a fascinating listening experience. From the warmth of "Walk Easy My Son" to the compassion of "The Girl In His Mind," and through the seven selections in between—this is Butler at his best.

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HOLLYWOOD (Cont'd from page 26)

"Take Me Home, Country Roads" to establish an identity on his own terms.

John has discovered that having a hit single reaps certain welcome benefits. "It's not so much that having a hit record is really important to me," he explained, "but it's just nice to know you're playing to a lot of people. An interest in people to hear you live, and I think that this is where I'm strongest. When you get to do a two hour concert, people can naturally get more of an idea whether you're any good or what it is that you're doing." I discovered that John Denver is the kind of artist who needs only an introduction, for his magic is such that it carries the ball from there. "Country Roads" has been that performance.

His performing philosophy is essentially a simple one. "As soon as you can make somebody laugh or smile," he says, "then things loosen up and it puts communication between you and your listeners, and you're communicating with your audience. When you do an interview, it often describes as a "living-room" feeling, allows the artist not only to give his audience something of worth, but builds a mutual satisfaction as well. "I like to see them smile, and I think that's the best gift that I can give them." He is thoroughly aware of the way in which his music is a product in itself.

Music depends on the interplay of mood and music. It's difficult to me to say what it is that I think volunteers to that smile." With expanded avenues of contribution opening up for John Denver, the smiles are becoming more and more frequent.

NOTES

4) HEARD ON THE STREET—Apparently the Rolling Stones' American tour, tentatively scheduled for late this fall, is off. Nothing is certain, but the boys apparently want to hold off until sometime early in 1972. Still, don't rule out the possibility that the stones will be eden emonds.

CB: Would you clarify your responsibilities with Chrysalis as opposed to those of a personal manager.

D.S.: The Chrysalis manager is a person who has total responsibility. I don't have total responsibility for any group. I have limited responsibilities—limited to the United States—limited usually to the promotion of the act in the United States. I am also looking for American acts for Chrysalis management and also for New British acts that can be brought to Britain under the Chrysalis shell. My job is to help to manage the promotion of this act in the most productive way in the country.

kenny kerner


2 YEARS WAS A SHORT TIME TO WAIT! If you happen to be one of the industry managers who have had a group and have contributed a large part of the success of that group, then you're in for a treat. There was a short time to wait! As the leader and songwriter for Sly & The Family Stone, he has not been heard from in a new burst of creativity since Epic released his opening album, "Ain't Nobody's Business What You Do" (a.k.a. "Greatest Hits" set last Oct). Kaprilak, manager of the group, says the "wait" is "short" because he regards Sylvester as a true creative genius, who spent the better part of the 24 month period working on the concept of the new album, due in the next few weeks. Kaprilak notes that the LP is "intensely autobiographical" and infused with universal truth. "Slyvester is like a soul beam, and when you're playing me happy, I'm happy." It's a far cry, Kaprilak adds, from the negative, childish-the-ghetto material found in his album, "A Whole New Thing," released in Nov. of 1967. Songs like "Bad Risk" are in marked contrast to the new set's "Africa Talks To You" (probably the title of the new album), "Smilin" and "I'm a Poet." If there is a general message in this LP statement, Kaprilak notes, it's "believe in yourself!"

THE MUSIC BUSINESS BOWLING LEAGUE ROLLS ON—Cut-off date for registration for the Music Business Bowling League, brainchild of Chappell Music's p.g.m. Al Altman, has now been set at Sept. 30. It is a Trophy and Prize League that will be rolling on the runways on Tuesdays from 7-9 p.m. at the Bowling Alley on 21st and 7 Ave. There are already three man teams including all Trades, record co's and publishing houses. There is still room for eight more teams. If you're interested call Al at: PFL-4300.

OUT IN THE STREET—A startlingly unusual LP out on Merc's Vertigo: Jade Warrior. They're a trio who make the most adventurous and most amazing (percussion work), beautiful flute from Jon Field (also acres of rather amazing percussion work), electric guitar from Tony Duhig and out of the ordinary vocals from Glyn Harv. I'm just now (as I'm writing this) listening to it and of course "i've second time through (which has already been issued but which is even more beautiful). Unfortunately, things being what they are, Jade Warrior will probably get lost, especially since originally generally comes in some very little in the crucial world of the Charts. More's the pity. At least, that's a pity."

There's a new double-LP Donovan set out in England, entitled "H.M.S. Donovan" and it's a real beauty. The cover is an exquisite painting, complete with the puzzle which the artist, Donovan, who is the brainchild of the album's songs. In the same vein, there's also a triple fold colour poster inside. Both were painted by Don's friends. Patrick. The cover alone, of course, is worth the price of admission to the shows. The opening cut is "The Walrus And The Carpenter," presented as it were a stage play, with Don doing almost all the voices. They've slowed his voice down, which, as far as I can tell the moment, it won't be released here. Epic's turn down it and Warner's has no plans to use it.

The above story is from the December 26th issue of Billboard's "World Press". They've an LP out in England called "Say No More ..." by Linda Lewis. It is really good and was brought to my attention by one Eton John and Clive Bunker, former Jethro Tull drummer and Robin Trower, former Procol Harum lead guitarist, who have been together. No name as yet ... at N.Y. Record Plant: John Yoko, working on her next LP, Jake & the Family Jewels, Laura Nyro, with Gamble & Huff producing. When the composer of "Psalm 28" at Allegheny, 28 at Both College Campus, 30 at University of N.Y. at Potdam ... Henry Mancini, back in the soundtrack world, signed to compose score three shows new this Fall to the New York Winter Garden. The "Christmas Spectacular" ABC's children's show, "Curiosity Shop" ... Redbone at Civic Arena, Pittsburgh; 9/17; Long Beach Arena, Cali: 9/24.

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Mendes/Graham In ‘Special Projects’

HOLLYWOOD — The Mendes Graha-

m Association is moving into ‘spe-
cial projects’ for recording companies while developing a roster of major film projects. Because companies are coming to the recently formed pro-
duction company owned by Sergio Men
des and Don Graham for ex-
pertise in promotion and merchandis-
ing, reports co-owner Graham.

MGA has entered into an agree-
ment with Mobile Fidelity Produc-
tion for promotion and marketing guidance for British vocalist Clare, whose debut single of “Saunders Ferr-

yy Lane” has been placed with A&M for distribution. MGA receives logo credit on the A&M single which is

produced by Brad Miller and arranged by Don McGinnis.

MGA has also accepted another

MGA related artist, Ray Sharpe. In-
dependent producers Hal Winn and

Maurice Rogers cut Sharpe doing “Another Piece of the Puzzle (Just Fell in Place)” and brought the mas-
ter to MGA, which brought it to A&M’s attention. Sharpe, who now resides in Ft. Worth, had a million

seller several years ago with “Linda Love.”

Sergio Mendes and Mike Baronne have co-produced Angelo. MGA is presently negotiating with several la-

bels about recording MGA’s acoustic masters were recorded at Mendes’ 16-track studio, a facility which is

available to all artists signed by the company.

British Survey Sees
Tapes Beating Disks
Within Five Years

LONDON — A forecast that cassettes
and open reel cartridges will overtake records within five years has been made in a survey of the hi-fi trade recently pub-
lished by the British Audio Visual Finan-
cial Analysts Group. It states that cassettes and cartridges are "underde-
veloped technology" and "in a very

budding stage at the present time," but will "hold the balance of advantages over the disk" within five years.

The report envisages this progress will exert a "negative effect on the trading of British phonograph equip-
ment," the report states. For example, it

forecasts around 10-20% of the total production, and sweep up the demand of the world demand for turntables.

Golden Crest
Reports Sales

NEW YORK — Sales and net income
of Golden Crest Records, the first six
month period, ended June 30, were
$33,636, an 11% increase over the
period were $773,019. Compara-
tive figures for the prior year are
unavailable since the company previ-
ously reported only on an annual and
quarterly basis.

Golden Crest produces recordings for its own and other labels, and edits and ships films for TV commer-
cials.

Peak-Week at GRT

SUNNYVALE, CALIF. — White
Bonne, vice-president of marketing for the GRT Music Tape Division, today announced that August 23-27 was the

biggest one week in the company’s his-
tory. The bulk of the sales were from
the catalog, with strong showings also
being made by the James Gang, the "London Howlin’ Wolf Sessions, "Silver Tom and Gold
II and I" by Kris Kristofferson and "Premier Mansas, the Delta.

It’s quite possible that what we’re experi-
encing is a display of public con-

fidence in the economy due to the

newly reported RCA figures. People are

holding on to their money until recently, but now they feel optimistic as ‘the mor-

e acr to invest dollars in leisure-

time products,” Bonner said.

MGA has been extended to the increased promotion efforts to capture a

greater share of the market. We’re

telling people that this was an isolated event, but, rather, is part of a

general upswing in business that will

rise right into the holiday sea-

son.”

Mendes/Graham In ‘Special Projects’

We have unintentionally moved into relationships with companies for projects. We’re an expert in music, not promotion, so we asked Graham to move ahead. Graham admits, “It’s come about as a result of our initial contacts with people in the industry who have solicited our merchandising aid,” Graham says. “We do look to work cohesively with the staffs of record companies on special projects relating to their business.”

While Mendes and Brasil 77 have been on a concert tour, Graham has been meeting with distributors, racks, one-stop and broadcasters in major markets, explaining the concept behind MGA and also promoting Brasil 77’s product, including the album “I’aia Tropical.”

Certron Says It Cuts Losses

ANAHEIM, CALIF. — Certron Corp. has reported a third quarter oper-
ating loss amounting to those incurred in the first and second quar-
ters of the year.

For the three months ending July 31, Certron incurred a loss from contin-
uing operations of $289,000, or $.19 per share, on sales of $3,613,000. For

the nine months ended July 31, a loss from continuing operations of $1,283,000 or $.45 a share on sales of $10,152,000.

Loss from discontinued operations, as previously reported, was $3,940,000 bringing the total loss for the nine months period to $5,223,000, or $1.83 a share. In 1970, sales for the nine months ended July 31, came to $15,906,000, with profits at $960,000.

According to Edwin R. Gaman, Certron president, “the third quarter figures continue the improved trend of operations. While it is too soon to predict what the final quarter will bring, we strongly feel that a turn-

around is being accomplished and that a profitable 1971 with full profitability will soon be attained.”

Certron Corporation is engaged in the manufacture of audio tape, cas-

settes, audio and computer plas-

cics and computer tape. Certron is also a major producer of the leading line of computer cassettes and expects to be in the forefront of video tape cassette development as that market matures.

N.Y.C. D.D. Hits Tape Pirates

SCORING Huge Bogus Tape Catch

See story on P. 33

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ADVERTISING DEADLINE

LAST WEEK OF SEPTEMBER

www.americanradiohistory.com
Jethro Burns Solos At Masters Festival

NASHVILLE — The Masters Festival of Music, co-headlining Chet Atkins, Boots Randolph, Floyd Cramer, and Dusty Burns (of the late Hem and Jethro team), is back in Nashville after a successful 1971 tour.

Jethro, working as a single with the Festival, has added to the show as a regular for this season and negotiations with them are underway for 1973 appearances.

The show, now in its sixth season, racked up such attendances in Ottawa (despite rain) at the Canadian National Exposition (12,000 for two shows). Ten 3/8, and in the Canadian National Exposition (13,000 for a single show), the Canadian National Exposition in Ottawa (40,000 for five appearances) in the Ak-Sar-Ben Coliseum.

Meanwhile, the Festival co-headlining Chet Atkins has been a guest shot at the David Frost syndicated TV show which will be taped in New York Sept. 28th.

Nugget's Carter Stresses Prizes

GOODLETTSVILLE, TENN. — Fred Nugent, president of nugget Enterprises and Nugget Records reports that even though the industry is plugged with a slump and some larger manufacturers are cutting back on shipments of promo copies, his label is continuing to ship them in heavy amounts.

Carter feels that this action, together with P. I. P.'s national distribution of the product has enabled his recordings of artists Harlan Howard, Carl Trent, Lester Flatt and Stringbean to gain extra airplay.

Carter's recording studio, recently updated to include Scully 16-track and Track Ace 8-track machines and also reports increased activities. Paul Tannen is producing Steve Tenfig for Warner Brothers, and future dates include Capitol's Earl Ball and UA's Scotty Hanson for sessions.

Owens' Brass Goes Vocal

BAKERFIELD — After three recent shows at Disneyland, The Bakersfield Californian, the Atlantic Brass Band, the all-brass group, has announced the schedule of events, including a concert June 29th at the Dunbar Theater in Bakersfield. The band is also scheduled to perform at the San Francisco's Fair, the Canadian National Exposition in Ottawa (despite rain), and the Canadian National Exposition in Ottawa (40,000 for five appearances) in the Ak-Sar-Ben Coliseum.

Junior Huskey Dead At 44

NASHVILLE — The entire music industry was shocked at the sudden death of Roy M. (Junior) Huskey on Wednesday, Sept. 8th. A Grand Ole Opry veteran of some twenty years, Junior (as he was affectionately known) was struck down by a heart attack while sleeping. Huskey was 44.

Long relied on as one of Nashville's outstanding bass players, Junior contributed much to the formation of the Nashville Sound and continued throughout the years as a major factor in growth, having maintained the status as the "dean" of bass players as a heavy recording schedule, and the occasional concert, took his death with a session at the Capitol; the sessions were held at the Aragon Coliseum.

Burt, Allen Author Gospel Music History

NASHVILLE — The first and fully validated history of gospel music is now available in book form. Written by Jesse Burt and Duane Allen, the book is designed to fill a need and provides an intimate look at the gospel music business, an area that is presently poorly documented as a gospel-growth and prestige.

"The History of Gospel Music" is designed as the first of an apparent series, and is published by the gospel music industry. The book is the history of gospel music, all nightings, conventions, milestones, the Gospel Music Association, "behind the scenes" controversies and characters, and an inside look at Gospel market research.

James Burt, who is also co-author with Bob Ferguson on "So You Want To Be In Music," has been instrumental in drawing a parallel between the sound of gospel music and that of country music. Duane Allen is a member of the Rock Ridge Quartet and a member of the Gospel Music Association.

Wright Waxes Five At Sumet Studios

DALLAS — Veteran agent-producer Charles Wright has announced that he is currently producing five country acts at Sumet Records at Sunset Sound Studios here during this month.

Wright, who is in the recording business for several years, is working on the sessions for Sherman Beam of Little Rock, Buddy Meredith of Rapid City, South Dakota, Dusty White from Pine Bluff, Arkansas, Daniele's leading songstress Irene Danner and Dallas' Chuck Gray. Daniele Records is being promoted through Murray Nash of Nashville.

Pitty Patter, Hit Platter—Talented and fast-rising are often used to describe new-comers to the entertainment field. These words are especially appropriate when they are applied to pretty, young singer, Susan Raye.

Susan comes from Portland, Oregon, and has recently relocated in the country music capital of the West, Bakersfield, California. Recording on the Capitol label, Susan is now starring as a special "Hee-Haw," which is now in syndication in almost 200 markets. Susan's first Capitol single, "Maybe If I Close My Eyes," was followed by his country version of "Put A Little Love In Your Heart," and a duet with Buck Owens, "We're Gonna Get Together." Her current Capitol release is "Pitty, Pitty, Patter," produced by Earl Ball. Booking is by OMAJ Artist Corporation.

Slim Whitman In 2-Wk Irish Tour

NEW YORK — United Artists Records' Slim Whitman whose first Irish tour last year proved to be one of the most successful ever by a visiting artist, returned there last week for 14 days of engagements starting at Belfast's Ulster Hall followed by a booking at Dublin's famed National Stadium.

Slim Whitman has long ranked as one of the world's best-selling country vocalists. His current UA single is "It's A Sin To Tell A Lie," and will soon be followed by an LP with the same title.

Caprice Records Formed By Lewis

NASHVILLE — R. E. (Don) Lewis announced the creation of Caprice Records, a label to be involved mainly with country and top 40 product.

The first release, "One Way Ticket To Dallas" by Randy Collier of Mobile, Alabama, is already receiving air play in secondary markets. The record was produced by Lewis at Creative Workshop in Nashville. George Cooper III is handling national promotion. Caprice will release a limited group of records including a single by a major country artist to be announced shortly.
"A LITTLE PIECE AT A TIME"

Shue 1975

B/W "Snap Your Fingers"

John L. Sullivan

Cash Box — September 18, 1971
From Capitol Country! The Southern Gentleman's Next Giant

HERE COMES HONEY AGAIN'

Capitol 3174

ST 804

Latest Hit Album also on tape & cassette
### Country LP Reviews

**Easy Loving**—Freddie Hart—Capitol ST-838

For whatever other reasons we may someday recall 1971, it will be remembered by country fans as the year Freddie Hart stopped paying his dues and began to draw the interest he has deserved for so long. Leading off with his #1 single, "Easy Loving," Freddie gives everything to both his own tunes and those of Buck Owens ("Without You") and Homer Joy, whose "California Grapevine" provides the zenith in this album of high points. His version of "Write It All" should also get considerable attention. LP is destined for top of the LP charts, and pop crossover now evident on his single should add to its acceptance.

**Pickin' My Way**—Chet Atkins—RCA LSP—45858

There's hardly a commodity easier to listen to than a Chet Atkins LP. His latest presents a broad range of artful, flowing instrumental cuts, including Simon & Garfunkel's "The Boxer," Paul McCartney's "Junk" and standards like "Love Me Back To Me" and "When You Wish Upon A Star." The two sides of his new single are here ("Black Mountain Rag," "Wabash Blues") as are two tunes highlighting the production and pickin' of Jerry Reed. "I Never Knew" and "Down To Cotton Town." A programmer's joy and a must-stock item with long-lasting sales potential.

**Down Home in the Country**—Stoney Edwards—Capitol ST-834

Stoney's following continues to grow, and the rocky road to glory is at its end. John Schweers who wrote "Odd-Job Dollar-Bill Man," his latest single included here also did the great work in the record business called "Dixie Boy." The singer really excels on the ballad material such as Ray Sanders' "Beyond A Shadow Of A Doubt" and his own "Our Garden Of Love." Now that Charyle Pride has long since rendered the color barrier in country music, Stoney's talents can be recognized for what they are—a country boy's hopes (tinged with a bit of old-fashioned stubbornness in taking things as they are until they get better) translated into songs that live.

### Top Country Albums

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<td>4</td>
<td>THE BEST OF PORTER WAGONER &amp; DOLLY PARTON</td>
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<td>5</td>
<td>SOMEDAY WE'LL LOOK BACK ON THE SHADOWS</td>
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<td>6</td>
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<td>Tammy Wynette</td>
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### Picks of the Week

**SONNY JAMES** (Capitol 3174)

Here Comes Honny Again (2:32) (Marson Inc., BMI—S. James, C. Smith)

He must be hearing something he's never heard before, as this makes one more. A departure from the "Bright Lights, Big City" groove, this is a beautiful ballad which will have no trouble maintaining The Southern Gentleman's manhood which has grown accustomed. Flip: "The Only Ones We Truly Hurt" (2:22) (same credits).

**CONNIE SMITH** (RCA 74-0535)

I'm Sorry If My Love Got In Your Way (2:13) (Blue Crest Music, BMI—D. Frazier, S. Shafer).

The Dolly Partonizer has done it again for this "Where Is My Castle" gal. Another hit for Connie penned by the country genius ably produced by Bob Ferguson with instrumentation that fits the material perfectly. Flip: "Plenty Of Time" (3:05) (Harvest Time, SESAC—C. McClosen)

**LORETTA LYNN & CONWAY TWITTY** (Decca 32873)

Me and You (2:24) (Shade Tree, BMI—L. Copeland)

New song for country's leading vocal duo is right there where country tunes ought to be. Ballad is given an honest moving reading by the pair and it should storm the charts almost immediately. Flip: "Four Glass Walls" (2:10) (Sure-Fire Music, BMI—B. Higgins).

**JODY MILLER** ( Epic 10785)

Backyard (Blackwood Music, BMI—V. McCoy)

Jody takes another trip down R&B archives road to come up with a country winner, formerly a pop crossover hit for Barbara Lewis. While Billy Sherrill's production is country, this tune could go pop again in Jody's hands. She's so fine. No info.

**JAMES ALLEN** (Mercury 73242)

Haven't You Heard (2:36) (Tree, BMI—R. Lane, W. Kemp)

Solid material comes in for its finest treatment to date and this should be the version of the oft-recorded divorce tune to make it high on the charts. James Allen will establish himself as a first-rate talent with this one, through the guidance of Ace of Hearts Productions. Flip: "The Devil Made Me Do That" (2:45) (Unichappell Music, BMI—L. Allen)

**JOHNNY PAYCHECK** ( Epic 10783)

She's Got It (2:53) (Jerry Williams/Excelsorec Music, BMI—J. Williams Jr., G. Bonds)

This one wins the most interesting record of the week award, hands down. R&B archives, de fato by Gary "L. B." Bonds might win an unlikely country, but Paycheck should have his biggest ever with it, and will be welcomed back to the charts with strong sales response. Flip: no info.

**LIZ ANDERSON** ( Epic 10782)

It Doesn't Do No Good To Be A Good Girl (2:30) (Greenback Music, BMI—L. Anderson)

Recently signed to the label, Liz does a fine job on a song about another good girl gone down to the bottom. It could be a good selling disk and chart action is guaranteed. Flip: no info available.

**RED LANE** ( RCA 74-0534)

Set The World On Fire (With Love) (2:21) (Tree, R. Lane, L. Henley, J. Slate)

The guy who most recently charted with "The World Needs A Melody" has another single. A monotonous song which likewise should prove a winner. A fine picker, singer and songwriter, it's all there in the right combination. Flip: "They Don't Make Love Like They Used To" (3:12) (Tree, BMI—Lane)

### Best Bets

**STONEY EDWARDS** (Capitol 3191)

Odd Job Dollar-Bill Man (3:51) (Central Sound, BMI—J. Schweers)

Single cut from his latest LP blends the goodness of a Kristofferson-like tune with a Charlie Pride-type delivery. Chart contender which will help his album sales and vice versa. Flip: "The Fishin' Song" (2:13) (Central Sound, BMI—S. Edwards, G. Stanley)

**KENNIE HUSKEY** (Capitol 3184)

A Million Dollars (2:34) (Blue Book Music, BMI—J. Cargill)

Kennes definition of a woman and she proves she is a powerful singer as well on her debut disk about a different kind of job. A great programmer's tune. Chart position. Determine will gain a larger following as a result of each. Flip: "You Can Sure Look Full" (2:25) (Blue Book Music, BMI—B. Owens)

**GLEN SHERLEY** (Mercury 73294-041)

That's What You Want (2:09) (Decca 30550)

Sounds like an up-beat Big Band John Starsky. Glen should yet a chart shot out of this as well as the flip side, a bouncy gospel-influenced ballad. Flip: "Look For Me" (2:25) (same credits).

**CHEF ATKINS** (RCA 74-0536)

Black Mountain Rag (2:34) (Arnulf Rose, BMI—T. Magnness) Country standard comes in for some fine instrumentation under the master's hand and provides a chance for programmers for broadcasters and possible jockey box operators. From his latest LP, "Wabash Blues" (2:56) (Leo Feist, ASCAP—F. Menken, D. Ringle)

**DUANE DEE** (Garget 2001)

How Do You Mend A Broken Heart (3:19) (Casterone/Tameliner, BMI—B. B. & R. Gibb) Country interpretation of Bee Gees' #1 pop tune should be in for some airplay, and possible jockey box interest as it deals with a song playing the John Standish role. Flip: "Oopsy Daisy" (3:12) (same credits)

Cash Box — September 18, 1971
New Single
Brand New Mister Me (K-14275)

New Album
Recorded Live At The Sam Houston Coliseum, Houston, Texas (SE-4788)
Dickey Lee says, "Country music is the only kind of music where you can sit down by yourself and entertain without having to stop and be with people. Music is soul-simpei."

On Sept. 28 the Gardner Webb College will confer a Doctor of Humanities Degree on Johnny Cash, marking the first time a country music entertainer has been so honored, and the first time that the college has ever conferred a Doctorate on any entertainer. Johnny and his entire show will perform at a concert in the football stadium that morning, and the degree will be conferred during the Academic Convocation to be held that afternoon. Gardner Webb College is maintained by the Baptist Convention of North Carolina, and chose to honor Johnny in this manner due to his many efforts on behalf of prisoners and the oppressed.

Frances Presto, vp of Broadcast Music, Inc. and head of BMI's southern office has been appointed by Tennessee Governor Winfield Dunn to a special Blues Ribbon Economic Development Committee. The 17 member panel, to be headed by Dr. W. H. Rachels of Memphis, will study current economic trends of the State and recommend ways to improve the level of per capita income. Mrs. Presto is the only woman member of the committee and one of few women in the State to be chosen to serve on a statewide project. ... The winner of one of most coveted awards in the country music scene, the Hall of Fame award, will be revealed over the NBC Network at 9 pm Oct. 10th. The top five nominees for 1971 are Chet Atkins, Owen Bradley, Jimmie Davis, Art Satherley, and Kitty Wells. The Buck Owens Ranch Show will feature Sullivan Forms Jonel

NASHVILLE — Jonel Records, Inc., a new company aimed at handling current country music recording business, has been formed by John L. Sullivan. The new Nashville-based company, which will fall under the management of John Paul Jones, will operate as a subsidi-
RCA UK’s ‘Sound Of Success’ Climaxes Strongest Year Yet

LONDON — The Sound Of Success proved to be a timely tag to attach to RCA’s UK record division annual sales conference at Bowater House, Knightsbridge, London, on Sept. 2. To underline the “Sound Of Success” theme, a seven-inch single featuring excerpts from RCA’s 1971 hits was distributed to the sales force attending the conference.

Marketing manager Geoff Hannah stated that the past year had been RCA’s most successful since its independent operation was established in Britain.

“After seven months we have arrived at a public position of strength,” he told the delegates. “In June, July and August, the company exceeded the sales budget for the first time in its history, and our success this year is due to the efforts of many producers, managers and agents of a very high quality to us with their product.”

New marketing campaigns and improvements in the field and beyond will include a mid-price cassette series called Caprice; the first Red Seal classical marketing campaign and the release of material from the Petri-Giuseppe Muni Festival catalog of Baroque and avant-garde repertoire; adoption of the Dolby system of noise reduction for all RCA cassettes from Sept., and promotion drives on “Jefferson Airplane” and the Grunt label, Irish folk thrush Gillian McPherson, Barcar artist Memphis Slim, Vanguard stars Buffy Sainte Marie and Country Joe McDonald, Nilsson, Jim Reeves and progressive Neon label acts Centipede, Raw Material and the Flying Burrito Brothers.

Hannah states that RCA had met with “total” success in its earlier marketing campaign by publishing new British acts, improving chart mileage with the RCA Intention and Noise labels, and witnessing a significant increase in the company’s market share. Efforts were continued in temporary field through the Neon label, although Hannah admitted that it “was not 100% successful yet.”

There would be more effective expedient “Aid” with the introduction of the new format, and a drive to boost the company’s market share in the budget pre-recorded tape and classical areas. A June through August cassette campaign had ups sales by 300%, and a tape sales force has been established to push the product through non-recorder outlets.

The Caprice mid-price cassettes will make their bow in October, retailing at £1.75 ($3.55) and drawn from the RCA Intention and Noise catalogs. Artists included in the seventy-five tapes planned for issue by the end of the year are Henry Mancini, Peter Nero, Jose Feliciano, Anna Maria Alberghetti and the Boston Pops Orchestra, and the Chicago Symphony Orchestra. The launch is being supported by point of sales advertising, a dealer showcard and incentive displays, which have been created specifically booked in the trade press of both the music and record business.

The first major marketing campaign for the RCA classical Red Seal label has been scheduled for October releasing a six-month “money saver” sets release of six “money saver” sets retailing at £1.75 ($3.55) and drawn from the RCA Intention and Noise catalogs. Artists included in the seventy-five tapes planned for issue by the end of the year are Henry Mancini, Peter Nero, Jose Feliciano, Anna Maria Alberghetti and the Boston Pops Orchestra, and the Chicago Symphony Orchestra. The launch is being supported by point of sales advertising, a dealer showcard and incentive displays, which have been created specifically booked in the trade press of both the music and record business.

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Great Britain's Best Sellers

This Week

1 1
2 2 3 4
5 6
7 8
9 10
11 12
13 14
15 16
17 18
19 20

1 Every Good Boy Deserves Favour—Moody Blues—Threshold
2 Bridge Over Troubled Water—Simon & Garfunkel—CBS
3 Tuesday's Gift—A & M
4 Mud Slide Slim—James Taylor—Warner Bros.
5 Ram—Paul McCartney—Apple
6 Love Hurts—Chryss George—Columbia
7 Blue—Joni Mitchell—Reprise
8 Every Picture Tells A Story—Rod Stewart—Philips
9 Satisfaction—The Rolling Stones—London
top sales
10 Chairman of the Board—Tamla Motown—Jobette/Carlin
11 "Needle In A Haystack"—Andrew Lloyd Webber—Philips—UA
12 "What Are You Doing?"—Judy Collins—London
13 Hey Girl Don't Bother Me—T—Probe—Lowery
14 My Own Time—Family—Reprise—Bern
15 "Get On It."—T. Rex—Emissary Inter.
16 "Devil's Answer"—Atomic Rooster—RCA
17 "Move On"—Curtis Mayfield—Columbia
18 "Bang Dash"—George Harrison—Apple—Harrisons
20 "Tom From Turnaround"—New World—Rak—Chimichanga/Rak

*We Will—Gilbert O'Sullivan—MAM—April May

*Denotes Local Copyright.

Top 20 LP's

- Cash Box - September 18, 1971
EDITORIAL: Good Salesmanship

Truly, no other word in the language of business has so many varied connotations than “salesmanship.” To some, especially those whose very livelihoods depend on sales, it means “push, push, push” of the hard sale through forceful language, lots of dramatic gestures and an occasional off-color joke to spice up the spiel. To others, selling is simply listing orders, much like a restaurant waiter “sells” food.

We think the real art of selling, as it should be employed in the coin machine business, is basically to satisfy a need for the products and service it offers. Somewhere between the hard and soft sell, through music and amusement machines play a vital role in filling modern man’s leisure time entertainment needs, this equipment could never be classified as “essential to the national welfare.” How then, can the music and games operator, distributor and manufacturer fill a need that many say doesn’t exist? Simply, by creating one.

As one of our better games sales managers confided to us last week: “I never try to force equipment down anyone’s throat. When you try to sell a guy more than he needs, what you’re really getting back is resentment. Time comes when he does need a few pieces and he’s almost certain to go elsewhere.” However, this particular salesman is no “order taker” by any means. While filling a customer’s basic needs on one hand, his real secret is to move extra machines by enlarging on those basic needs.

Example:

The good music and games distributor knows about many of his operators’ locations. It may sound preposterous but many distribs have a very good idea where their operators are. When the operator drops by for something, the distributor just doesn’t inquire: “Hey, you need a new pinball?” — he suggests one or two specific spots where that new pinball or specialty game could neatly fit in the customer’s route operation. Far from pushing extra equipment down anyone’s throat, here the distributor often does his customer a favor by reminding him extra coins can be gained by placing this new machine in that location.

Good distributors sell more equipment also by helping their operators to find new locations. There’s no better way to create a need for new equipment than by searching out location possibilities and parcelling out the information to operator-customers.

On the operating end, the good street operator should not overlook his locations’ various equipment needs but create additional needs themselves by the exposure of new product that would also fit into his various stops. For example, each music operator can earn some extra income by suggesting to certain of his customers that a remote wallbox be placed in an adjacent area to the bar for the convenience of patrons.

Simply then, good salesmanship is first digging a hole in somebody’s backyard and then selling him the dirt to fill it up. It means that manufacturers should lend their advice and assistance to their dealers to develop new operator-buyers. It means distributors helping their operators to find new locations for equipment. It means for operators to praise their locations that additional service can be devoted to their patrons through additional machines.

Flordia Ops Ready Sept. Convention

JACKSONVILLE—The Florida Amusement Music Assn. (FAMA) will convene its members for their 1971 Annual Convention Sept. 24th thru 26th at the Thunderbird Motor Inn here in Jacksonville. Affair will get underway Friday (24th) with board of directors meeting at 10:00 A.M. The association will hold its general session and election of 1971-72 officers at business meet that afternoon beginning at 2:00 P.M.

President Wes Lawson will hold his reception at 6:00 P.M. following which formal installation of officers at Installation Dinner will take place at 7:30. MOA president Les Montooth will be the guest speaker at that dinner.

Saturday’s activities begin at 10:00 A.M. with a legislative panel discussion, featuring guests senator Lew Brantley and representatives John Forbes and Joe Nennelly. This session will be moderated by operator Joe Doyle.

A luncheon will follow at 12:30 with MOA executive director Fred Granger slated to address the assembly.

A special session dealing with Security will get underway at 2:00 P.M. The security program will be chaired by Jared M. Nicholson, director of security for the Macke Company.

A Hospitality Hour will be held Sat. evening at 5:30 with an informal buffet following at 7:30. After the buffet, conventioners will adjourn to the Thunderbird’s stage show, this time featuring the Four Freshmen. FAMA executive director Bob Reinhard has this special arrangement to seat the conventioners in the Thunderbird’s Terrace Room during the show.

Games Technicians Learn Bally-Midway At Empire Sessions

GREEN BAY, WISC.—The local office and showroom of Empire Distributing was the setting for a mechanic service school on all current Bally and Midway amusement products August 20th-22nd. Bob Rondeau, branch manager; hosted; Bally’s Tom Hatta and Midway’s Andy Dickey conducted the sessions detailing the electrical and mechanical workings of their respective factories’ equipment.

Nearly forty tradeees, including both operators and mechanics, attended the two day session and represented the following games firms: Steve Coin, Elmer Schmitz, Hallada Coin, John Bartlett, Ray Becker, Wrights Coin, Jerry Kuchera, Cigarette Service, Mels Coin, Olsen Vend- ing, Addison Coin, Blitz Novelty, Automatic Music, Leja Coin, Larsen Coin, Jenner Coin, Roger Lax, Rapids Coin and Frank Sawajka.

Kaye Co. Intro’s Skill Hockey Game

BROOKLYN, N.Y. — A sensational 70’s version of classic coin-operated hockey is now shipping from the Irving Kaye Co. to all its U.S. distributors. Dubbed the Stanley Cup Hockey, the game is a super fast-paced, highly-charged game which demands agility and skill from the player, that can be set up for use on either 22-25 or straight quarter play. The two-player piece offers nine balls to a game. Each “man on the playground” is moved mechanically by the traditional control knob and ball speeds approximating 100 mph have been reached in a normal game.

The item offers many advanced electrical components including ball lift, drum scoring and ball counter and electric drop coin chute. The playfield itself is all-Formica with a special design to capture the appearance of an actual hockey field of ice. The field is lit by indirect fluorescent lighting.

The game is covered by tempered glass and housed in a white cabinet decorated with flecks of red and blue.

Kaye STANLEY CUP HOCKEY
Jukebox Programming Guide

Pop
THE SUPREMES
Tears of a Clown
No Flip Info. Motown 1190

Dawn
What Are You Doing
SUNDAY (2:34)
No Flip Info. Bell 141

Fremata
You Thought the Joy
b/w Suddenly It's Yesterday
(2:26) Invictus 5100

Cat Stevens
Peace Train
(3:40)
No Flip Info. A&M 1291

Delaney & Bonnie
Only You Know and I Know
(3:29)
No Flip Info. Acto 6938

The New Seekers
Tonight
(2:53)
b/w Sweet Louise
(2:47) Elektra 45747

R & B
The Chilites
I Want to Pay You Back
(2:56)
b/w Love Uprising
(2:32) Brunswick 55458

Chairmen of the Board
Try on My Love for Size
(2:55)
b/w Working on a Building of Love
(2:42) Invictus 9699

The Beginning of the End
Monkey TAMARIND
(3:30)
No Flip Info. Atlantic 4099

C & W
Sonny James
Here Comes Honey Again
(3:22)
b/w The Only Ones We Truly Hurt
(2:23) Capitol 3174

Connie Smith
I'm Sorry If My Love Got In Your Way
(2:53)
b/w Plenty of Time
(3:06) RCA 0555

Jonna Lynn & Conway
Twytt
(2:44)
b/w Four Glass Walls
(2:10) Decca 32873

Jody Miller
Falling On Your Knees
(3:09)
No Flip Info. Epic 10768

Cash Box

MOA
EXPO SEVENTY-ONE
Convention
Special Issue
OCT. 16th

A trade convention in itself

DEADLINE OCT. 6th

MORE profit from your MUSIC LOCATIONS
See BANNER for the many reasons why Rowe-AM JMJ & CADETT will put more money in YOUR pocket.

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Chicago Coin's Defender Machine Gun

- Realistic Machine Gun
- Staccato bursts—vibrating action.
- No "Sound Nuisance"—Telephone booth effect controls sound. Build the Sound System.
- World War I Planes
- Dive—Climb—Circle!
- Many Other Profitable Features.

ALSO IN PRODUCTION
MARDI GRAS • APOLLO-14

Cash Box/ Round The Route

EASTERN FLASHES

Around Town—Well, the summer's pretty well spent out its time and mom and everyone is back from the camps in the mountains; the latter back to school, the former cleaning up the bearcans halfly scattered around the house while she was away. fallout. Routemen are back from summer vacation and everyone else, and anxious to attack that last season with a gusto. Metro operaters especially are happy to see Labor Day come and go . . . collections haven't been seriously up since this summer and with the population back in town, things should brighten up considerably.

Helping to brighten up that fall collection scene in their own special way are Fun City's juke box games distributors. The new Seeburg US2 Firestar console at Atlantic and shipped out to more operators than you can shake a stick at. Murray Kaye, Atlantic's venerable sales manager and (official Mayor of Upper (4th Ave.) says the company's shipment of Firestars literally amount to more than an ocean-going phonograph model in this short of time. That includes all of them, says Murray. Atlantc didn't hold a formal showing of the new box this season but sent out cards to several weeks back, inviting operators in the territory to drop down and see the earliest convenience to inspect the Firestar. "You see, this was the best thing to do," said Murray. "Normally, when we had showings, we'd have to hold back several weeks while all the 2000 people would come and see it. That meant holding it on the best day for all operators, and created delays. This year, I'm very pleased to say, the operators were able to come by starting with those first few days we had seen the Firestar. It's been selling and shipping them out. They're really taken this machine to heart," the K. said. "It's got a warm, glorious glow to it, a richness of sound to complement its attractive modern and traditional design. It's a Seeburg fire this seebur, year," he confidently reports. Murray added that the company's really picking up on shuffle and pin sales now that the fall season is underway.

Moving on down to the spacious showrooms of Runyon sales and with a very busy season Lougheed, we see numerous trademarks for machines and parts. Hot item is the Kaye Company's brand new Stanley Cup Hockey game, spanning fresh from the Brooklyn factory and already approved for use in New York City. Also given approval was the brand new Road Runner racing novelty. "The inspector was in here the other day, checked out the Road Runner out, and gave me his okay. We're awaiting the official certificate now and it should be in by the time you go to press. We've been informed that Bally's new single player Expressway pinball table is moving out to pin operators at top speed. Kempy and our other salesmen are rocketing in orders from the field on this piece. Must be a hot piece," says Murray. Kempy, incidentally, was plying the Connecticut territory last Thursday, visiting with his many friends in the central state area. Some out of towners into the Runyon showrooms last week included Wurlitzer's famous salesmen at those booths. Also enjoyed himself at the vending them, including the Wurlitzer's famous salesmen at those booths. Also enjoyed himself at the vending show (neat show).\n
Over at Albert Simon, Inc., none other than Big Al himself was chairing the sales meeting with his right hand man Al D'Arinco off to three week vacation in Europe with the Missus. Chatted with old friend Larry Feigenbaum (whose own Missus is due back from Europe on the 15th after another antique hunt). Larry tells us activity in both new and used machines has been brisker than these past few weeks. "Really a breakneck pace," says Larry. "I suppose it's the machines and the season but we're really putting in a day's work filling out the orders." New (and still to be nationalized) machines at the Albert Simon's are a new shuffle called Liberty Bell and a novelty game called Planet. Larry also says to pay special mention to the Yukon pingame from Williams. This is the amusement version of their new Klondike pin, just out two weeks ago, and already making quite a hit with the national trade.

A. D. Palmer, the spirit of the Wurlitzer Co., into Fun City last Thursday for series of business meetings and a photo session for new promotional literature. As the MOA Expo approaches (as does for that Seeburg), A. D.'s schedule gets mighty hectic but he loves the pace. . . . A.C.A.'s Mickie Greenman back week before last from week's road trip which took him out to Wisconsin and points in between. Mickie travels by car on these sales trips, finding it a lot quicker than by air, with what making reservations, waiting on schedules and renting cars at airports. Mickie reports the FSM juke box line growing in popularity everywhere he goes. Spent Labor Day Week in those sales activities with his right hand man Al D'Arinco off to three week vacation in Europe with the Missus. Chatted with old friend Larry Feigenbaum (whose own Missus is due back from Europe on the 15th after another antique hunt). Larry tells us activity in both new and used machines has been brisker than these past few weeks. "Really a breakneck pace," says Larry. "I suppose it's the machines and the season but we're really putting in a day's work filling out the orders." New (and still to be nationalized) machines at the Albert Simon's are a new shuffle called Liberty Bell and a novelty game called Planet. Larry also says to pay special mention to the Yukon pingame from Williams. This is the amusement version of their new Klondike pin, just out two weeks ago, and already making quite a hit with the national trade.

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**CHICAGO CHATTER**

Illinois operators are reminded that the annual ICMOA meeting is coming up very soon. The date is September 28-29, to be exact and, because the Wagon Wheel in Rockton, Ill. (site of the conclaves) is such a popular all-seasons resort, only a limited number of rooms are available so it is wise to reserve accommodations in advance. The association's Executive Director Fred Gain has a full agenda planned — including business meetings and reports; election of officers and a banquet floor show on the closing night.

At the recent convention at Williams Electronics Inc. — "Klondike," the new mid-sized single player which has caught on very big, according to Bill DeSelms! Bill also mentioned that the factory is doing excellent results with its newest shovel "Lime Green," which is on the current delivery schedule!

**HAPPY TO REPORT** that in O’Fallon, Mo., Hinchker was released from the hospital and is doing just fine. As a matter of fact, he was back in his office the following day.

ABOUT 60 IAAP MEMBERS will be departing for Europe September 16 on the 3-week "Get Away," which is sponsored by the association.

Among the countries to be visited are Denmark, Sweden, and Finland.

The* American Radio History*

**IF YOU ARE READING someone else's copy of Cash Box why not mail this coupon today?**

**UPPER MID-WEST**

Harlan Beach and Iv Linderholm, in town for a few hours and then off to Fargo . . . Gene Simon, Seeburg service engineer at Lieberman Music Co. for a day holding school with the service men . . . Joe Van Gough, Yankton, stopped in at MinneapoIis for a few days. He is buying records and parts. Joe and his family were up at Crane Lake vacationing for a week . . . Mr. & Mrs. Morris Walmann and their children drove down to the cities from Grand Forks to spend a few days. They are buying records and parts. Joe, and his family were up at Crane Lake vacationing for a week . . . Mrs. Porter drove their daughter Cindy back to school at Tuscon, University of Arizona, Monday, September 16 . . . Manager John McMahon, Eau Claire, on his way home from Rochester, Minn. Mayo Clinic did some equipment buying. Was in the hospital for a month after surgery and came out of it with flying colors, plus taking off 50 pounds . . . Earl Porter in town over the weekend and taking in a couple of ball games. Mrs. Porter drove their daughter Cindy back to school at Tuscon, University of Arizona, Monday, September 16.

**MILWAUKEE MENTIONS**

Because of the Labor Day holiday weekend, the Milwaukee Coin Machine Operators Association rescheduled its monthly meeting to Tuesday, September 14, at The Chalet in West Ellis. Business meeting will commence following luncheon. 

**EMPIRE DIST. SERVICE MAN JOHN BULIN** is in St. Paul for the week attending an Automatic Products service school conducted by the factory's Bill Glassman. In a couple of weeks a Rock-Ola school will be held at the Empire showrooms in Green Bay. Invitations will be issued as soon as a definite date is confirmed.

**WAUSAU OPERATOR LLOYD KIEFFER** is looking forward to a much deserved vacation. He and his family will be traveling for the entire month of October, stopping off in Washington State, California, Texas and Florida. Have a happy trip, folks!

**GETTING READY FOR EXPO.** Jim Stansfield of Stansfield Novelty in LaCrosse reserved banquet accommodations for a number of operators from Minnesota who will be attending Expo AMO '71 at the Sherman House in Chicago and staying over for the big banquet and floor show on Sunday night (10/17).

**SORRY TO LEARN** of the death of L. M. Glassman, founder and owner of R. A. Doctors. Mr. Glassman passed away on Monday (6). Funeral services will be held last Wednesday (8). Our condolences to Stu Glassman and the members of the Glassman family.

**If you are reading someone else's copy of Cash Box why not mail this coupon today?**

**CASH BOX**

**1780 BROADWAY**

**NEW YORK, N. Y. 10019**

Enclosed find my check.

- $15 for a full year (52 weeks) subscription (United States) and Canada
- $60 for a full year (Airmail United States, Canada, Mexico)
- $75 for a full year (Airmail other countries)
- $50 for a full year (Steamer mail other countries)

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FIRM: ___________________________

ADDRESS: _______________________

CITY: ___________________ STATE: __ ZIP: ____________

Be Sure To Check Business Classification Above!

Please Check Proper Classification Below

MY FIRM OPERATES THE FOLLOWING EQUIPMENT:

- RECORD PLAYING MACHINES
- AUTOMATIC GAMES
- CIGARETTE MACHINES
- AMUSEMENT MACHINES
- OTHER

Cash Box — September 18, 1971
WANTED: EXPERIENCED JUKE BOX AND VENDING MACHINE. I am looking for someone to take over my Collections and Vending Machine. I have been in the Business for over forty years. Call Jim P. 312-789-0000.

EXPERIENCED WANTED: VENDING MACHINE. Games, Gumball, Pinball. Experience with respect to operation and service, including opportunity to buy complete stock, all equipment including cash registers. Located in Colorado, near Big City Problems. Call Collect Phone 303-634-1412.

ATTENTION: VENDORS. Send $350 for a FREE 1915 catalog. Attention: Complete information on coin and pinball machines, as well as other equipment. Send to: J. Chin, Box 263130, Kansas City, MO 64126.
FEATURES THE PROFESSIONAL PLAYING POSITION — FLAT ON THE TURNTABLE

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

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

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

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

WURLITZER ZODIAC

THE WURLITZER COMPANY • 115 YEARS OF MUSICAL EXPERIENCE
NORTH TONAWANDA, N.Y. 14120
That's Harvey Fuqua in the middle. He's ex-Motown, now very much with us. He produces.

New Birth is the company. Divided up, it's an instrumental group (The Nite-Liters), plus a vocal trio (Love, Peace & Happiness) plus additional voices. But New Birth is really together. The new hit single, "It's Impossible," is from their album, "Ain't No Big Thing But It's Growing."

The Nite-Liters' current chart single is "K-Jee," from their album, "Morning, Noon and The Nite-Liters."

The new Love, Peace & Happiness album is called "Love Is Stronger."

fuqua and company.

Fuqua produces.

RCA Records and Tapes
M-O-R Acts Need Repertoire Re-Study (Ed) ... Elektra's Harvey: Kinney Branch Tie-in Boosts New Talent Program... NARAS Nat'l Trustees Meet Signals Major Shifts; Wesley Rose Pres ... London 'Today Sound' Fall LP Program... EMI, CBS Confab Reports 

DAWN RISES WITH HITS
Introducing

Something extra from LONDON RECORDS

BONUS PAK
Specially Priced 2 Record Sets.

More music for your money (Suggested retail: $7.98)

Bonus Pak specially priced 2 record sets... new from LONDON RECORDS

Also, look for these specially priced LONDON 2 record sets.
mrs. lennon's new single—
mrs. lennon b/w midsummer new york
is apple record 1839🍎
Kinney Branch Tie-in Boosts Elektra's New Talent Program

NEW YORK — Elektra Records feels it's getting a substantial boost in its continuing drive to acquire new talent from its involvement in the Kinney branch system. According to Bill Harvey, just completing his first year as executive vp and general manager of the label, the advantages to Elektra are twofold: "Aside from the amount of inventory you can move, there are advantages in getting new artists. They are very aware of the Kinney branch setup and see the strength it has given Elektra; it's amazing, that artists are aware, managers are aware, and they look at us in a far more favorable light."

Harvey pictures the company's previous indie distributor arrangement as a matter of having "a good one, a bad one, a mediocre one." This way, he explains, "you get an overall feeling of unity and strength."

As far as new talent is concerned, Harvey is well aware of the need to supplement the exposure of acts, particularly newcomers, in view of the decreasing number of "live" showcases and the tight playlist situation (see last week's editorials "Living with Tight Playlists"). He feels that Elektra includes a sprawling franchise of tours, emphasis on college radio and the utilization of a mail-order program to the latter. In the latter area, the company is offering a 3 LP Garden of Delights" for $4 via coupon ads in various consumer music publications.

Newdisk, Tapes Only At GRT

SUNNYVALE, CAL. — GRT Corp. has divested itself of its non-music activities to concentrate on the primary areas of its business—pre-recorded music tapes and records. Its pre-recorded tape division, GRT Music Tapes, is said to have been consistently profitable since 1968. Its new emphasis has been placed on Chess/Janus Records and GRT of Canada, Ltd., the company's record-tape-publishing firm in Canada. GRT president Lenny Silver, who also heads board chairman of GRT Corp. explained, "We have essentially completed our sharpening of focus. GRT has a new corporate management in the areas of finance and marketing, has made major reductions in operating costs and, most important, has divested itself of peripheral activities."

A new source of revenue and an important development in its re-emphasis on tapes has been a long-term contract with MGM Records giving GRT exclusive tape distribution rights to all MGM/Verve product. For the fiscal year ended March 31, and before GRT Corp. put its re-arrangement program in effect, it reported a net loss of $11,799,035 on sales of $19,666,167. The loss $4,379,040 in 1971, sales of $4,379,040 and income from extraordi-

A&M's Moss: 'Selectivity' Keys LP Success

NEW YORK — Greater "selectivity" in the marketing of LP product has been a key in greater financial success at A&M. Jerry Moss, president of the label, made this point as he addressed the New York version of the label's "Listen To Your Woman" sales meeting last week (October 15) at the Pierre Hotel. Moss noted that over the past three years, A&M's annual LP output had been 75, 62 and 65, respectively. Less albums were being released, he added, in order to be able to offer more focus on each release. "You can't be doing 10 albums a year. Over the last three years of operation, only one single, Herb Alpert's "Valencia," was issued. We have achieved RIAA-certification as a million-seller. Since 1970, the label has had five additional RIAA million-sellers."

Among the artists in the fall LP program—introduced via a film presentation—are Merry Clayton (Or.), Quincy Jones, Marc Bonno, Humble Pie, Tim Weisberg, Jim Carroll, David T. Walker, Bill Medici, Gary Wright, Sandy Denny, Billy Preston, Fairport Convention, and the original soundtrack of "Bless The Beasts & Children." Tape versions, in 8 track and cassette, are by Quincy Jones, Humble Pie, Bill Medley, Billy Preston, Sergio Mendes and Cat Steven.

Moss also made plagle and record price protection a major point. Silverly Siver of Best & Gold, Jerry Cornelius of Apes-Martin and Harry Apostelalis of Alpha.

Certron Petition Denied: Re: SSS

NASHVILLE — In Nashville's Chancery Court, Chancellor Ned Lentiz dismissed a petition filed against the Certron Corporation by the Certron Corporation of California, and refused to appoint a receiver for the Nashville-based company. In answers filed by Marian Podzo III for The Shelby Singleton Corporation, it was denied that there was any indebtedness to Certron and that fact, Certron was insolvent. In additional litigation, Singleton counter-filed against Certron for $142,991, which included payments and amounts owed Singleton by the California tape operating division. In the figure also includes $125,000 in damages allegedly suffered by Singleton in the negotiation of dealer and below standard tapes to their distributors.

Seeburg Sale To New Entity In CUC Reorganization

See Coin Machine

Custom Fidelity Label Under Dain

HOLLYWOOD — Custom Fidelity, in custom record sales for the past 14 years, has been a component of the Dain division. Bud Dain has been named president of the new operations. Alex Hasalov has been named vp & vp head. The label is located at the parent firm headquarters at 7925 Santa Monica. More details next week.
DAWN.

Coming up all over America—thanks to a little reverse English!

From The Top of The British Charts

"WHAT ARE YOU DOING SUNDAY"

recorded by DAWN

featuring TONY ORLANDO

Produced by THE TOKENS & DAVE APPEL
Bell #45-141

BELL RECORDS A Division of Columbia Pictures Industries, Inc.
Major Changes Mark NARAS' Nat'l Trustees Meet In Chicago

Wesley Rose

Elected Pres.

NEW YORK—A host of major developments were announced yesterday at the meeting of the board of trustees of NARAS, the record academy, at Chicago's Drake Hotel on the occasion of its 37th birthday. Among the items concluded at the meeting was the adoption of a resolution recommending that the academy establish a charitable trust to be known as the National Academy of Recording Arts and Sciences (NARAS) Trust. The trust will be established with an initial endowment of $1 million, and its purpose will be to provide financial assistance to recording artists, recording engineers, and other members of the recording industry who are in need of such assistance.

A greater emphasis on a national totality, including chapter expansion into several more cities and more activities for the benefit of members, was also decided upon. The National Academy of Recording Arts and Sciences (NARAS) was established in 1957 to promote the preservation and enrichment of America's musical heritage. It is the organization responsible for the annual Grammy Awards, which recognize excellence in the recording industry.

Lester Forms Music Complex

NEW YORK—Veteran producer Sonny Lester, after fifteen years of successful indie producing for Decca, Capitol and United Artists announced this week the formation of his own record label, Sonny Lester International, Inc., and a label, G.M.I. Records, Inc. Other moves also continue to produce for United Artists under a current contract.

The bulk of the new label will be primarily involved in contemporary, blues and jazz. The label, which is launching a series of new recording acts, features singer, Junior Parker and rock-jazz vocalist, Rosemary Clooney, who will be a young vocalist from Balti-

dmore, O'Donel Levy. Negotiations for the release of current and future re-
cording acts have been completed with BASF, Decca and Columbia. Sonny

Lester also stated to the press at a recent meeting in London, that the new label will handle the line globally in all major areas across the country with special attention to London as a major market. The Lewin Orchestra already set for a tour of Russia and Europe in March.

Distribution

D ominically, the label will dis-

tribute through its own distribution, currently being set up by Erv Bagley who has been named president and general manager, in addition to his posts as vp of Vi-

va, distribution and record division for radio and television. Note division of United Artists, re-

ports that the company in addition to maintaining national distribution will maintain regional promotional ties in New York and Chicago promo offices already set to work on the initial G.M.I. releases. Negotiations are un-

der way for West Coast representa-

tives.

The company will headquarter at 16 W. 61st St. and can be reached at (212) 245-1100 where Lester's Min-

ouir Music Publishing offices are now housed and owned by Belwin-Mills.

Pop Tots Disk On 'Mammy Blue' First In U.S.

NEW YORK — The first version of "Mammy Blue," the hot European song, to be released in the U.S.— a 7-inch, 45 rpm, was sold 150,000 copies in six days in France. The song has a special sound— an odd mix of ABC/Dunhill, the disk is receiving strong Top 40 radio exposure. ABC is currently doing Top 20 Top 100 business with another import, Mac & fell's "Chirpy Cheepy Chimp Cheep."

London Unveils 'Today Sound' Fall LP's; Label in 25th Year

NEW YORK—London Records launched its "The Today Sound From London," fall LP line at the New York Public Library last week, the same week in which the label celebrated its 25th an-

niversary.

London home office and field execs. plus the label's six managers get the formal preview of new pop and classical product at a two-day "seminar" gathering last week at the London's Warwick Hotel in New York. A few days later, sales and marketing staff fashioned key markets for local presen-

tations of the new LPs.

Popular "Close Out," Herb Goldfarb, sales vp, Wal Magerre, pop & VP, and Terry Kill, classical and jazz sales, packages up such London stalwarts as Tom Jones, Mantovani (his 57th for the label), John Mayall, Remata Telehdi and Joan Sutherland, among others, lead the London family's Fall offerings. In addition, three 2-LP sets carrying a $7.98 list price debut a new trio of "Pak" series. The first three feature Frank Challenge (on Pacific, the label's subsidiary) and two others are -LP sets.

The election of Rose as national president marks the first time that this office will be held by someone other than the four former presidents. Mantovani, who moves into the new position, is the 10th national president of NARAS, and the 1st elected.

Col Sets All-Format Bernstein 'Mass'

NEW YORK — Pierre Bouvier, Columbia Masterworks merchandis-

ing director, reports that the first eight LPs, plus a single, will be over across-the-board and quad phono-

[Average rate]

lease in all formats with Leonard Bernstein's "Mass" scheduled for Nov. release.

Bouvier composed his "theater piece for singers, players and dancers" for the opening of the John F. Kennedy Center Center for Performing Arts in Washington, D.C. It will be released as a two-record stereo album, two-cassette stereo album, two 8-track cassettes, a long-play open reel stereo needle earphone system Record Quadruphonic SQ disk album and a B-Track Quadraphonic full lifretto will be packaged with the records and will be available to listeners.

The bulk of the "Mass" is currently being recorded at Studio 1 with Bernstein conducting, utilizing the entire cast of approx-

imately 200 performers, including two orchestras.

CBS/Sony Quad System To Be Mfg By Lafayette

NEW YORK — Lafayette Radio, large retailer of electronic equip-

ment, and Columbia Records in con-

tention with CBS/Sony, have agreed in principle to a licensing arrange-

ment that will allow the firm to manu-

facture quadraphonic audio equipment under its house brand mark, the Squ.

Lafayette's four-channel stereo equipment will be marketed through both Lafayette re-

tail stores and its mail order department. The equipment, scheduled to be in the marketplace at the same time, will be priced competitively by CBS/Ray and CBS/Sony (Japan) in partic-

ular, are planning to release a large number of quad albums in this fall.

CBS/Sony's quadraphonic audio system developed by CBS Labs for Columbia Records allows four channels of sound encoded onto a disk to be reproduced through a special matrix decoding circuit, where a new speaker system, a sup-

plementary amplifier. Without the additional equipment, the SQ quadra-

phonic signal produces the illusion of stereo sound existing on stereo equip-

ment. This compatibility en-

ables the consumer to still enjoy his stereo record library while building his own collection of quad albums. The system, when played in a conventional stereo receiver, will also be present.

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Company Financial Reports:

Pickwick Net Up 23% Over Three Months

NEW YORK — Pickwick Interna-
tional, Inc. for the three months end-
ing June 30, reported $36,709,000 in
net income, down 13.5% from the corre-
sponding period a year ago. Sales
increased to $32,274,527 from $30,004,669,
1.1% higher sales were offset by a 17.2%
reduction in gross margin. Earnings per
share rose to 21 cents as compared with
17 cents. The weighted average number
of shares outstanding was 3,564,863 in the
two periods.

Columbia Pix Reports Loss

NEW YORK — Columbia Pictures
Industries, parent company of Screen
Producers, Inc., has reported losses on all
records recently reported a loss of $28,-
772,000 for the fiscal year ending
June 30th. The losses included an unusu-
ally year-end pre-tax writedown of $350,-
000 of its usage inventory and a $600,-
000 TV film inventory. In fiscal 1970, the
company had earnings of $8 million ($1.69/share).

Integrity Entertainment
First Full Fiscal Year

TORRANCE, CALIF. — Integrity
Entertainment Corp., owner and op-
erator of the largest independent record
company, ended its first full fiscal year
sold 225,000 shares of common stock. The
proceeds were approximately $6,920,-
550.

Mogull Realigns Cap’s AR Forces

HOLLYWOOD — Capitol Records’
A&R chief Artie Mogull has restruc-
tured his and television stock and
network forces in an effort to be-
more efficient and unified. In addition,
Mogull has been consolidating his A&R
organization under one roof in the
Capitol building, which was previously
home to the company’s promotion
and sales efforts.

Capitol Creates New AR Posts

HOLLYWOOD—Capitol Records’ artis-
tist development department is en-
tering a new phase with the addition of
Bill Vezian (formerly of ABC/Dunhill)
who has joined the Capitol label as
assistant to Capitol’s new A&R chief,
Artie Mogull. Vezian’s duties at Dunhill
included artist management and major
projects.

3 Dog Night Park Tour In ’72

HOLLYWOOD — Bart Jacobs, man-
ger of ABC/Dunhill’s top-selling act
Three Dog Night, has announced that
for 10 weeks next summer he will
boat the group solely into baseball
parks across the country. His plans call
for concerts in two concert ball par-
ks every week.

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Ireland CBS Pers

NEW YORK — CBS Chairman
William S. Paley announced plans to
acquire an interest in the Irish Broad-
casting Corporation. Paley will take a
board seat and become chairman of
the company’s board of directors.

Distribs Gobble Up

Budy Branch Xmas LP

NEW YORK — Do the Brady
Bunch or any other Partridge Family
on records? Qstar has, if at 4:00 a.m. on
distributor, Paramount Records, got that feel-
ing during the past few weeks while talking
to distributors around the country. On behalf of the re-issued “Merry Christmas from the Brady
Bunch” LP.

The label originally issued the Br-
ady Xmas LP last year, too late to
do a maximum advertising and pro-
motion job on the album. The company
shipped 75,000 albums to distributors
in 1970, and took back 35,000 after the
holidays and seasons.

This year, the label began at the start of the year, serving as
head of the existing Columbia’s execu-
tive offices at 1370 Avenue of the
Americas.
From one man's mind, one man's music, one man's album comes "Inner City Blues". The third million selling single from that same album, by that same man.

Marvin Gaye.
New Computer System Assists Publishers

BAKERSFIELD, CALIF. — Libra Computer Systems, Inc., has come up with an amazing system that should banish the problems music publishers now face as they endeavor to check and collect their royalties.

Hailed as unique in the country, Libra's device enables publishing houses to check accurately and to compile separately, via computer, sales and dollar figures submitted to them by any label. Buck Owens' Blue Book Music has become the company's first customer.

The computerized system, developed

by Steve Tapley, general manager of Libra, has built-in audit controls to assure the writer's and the correct royalty rate for a particular recording. In addition the system incorporates an auditing facility which takes reported sales by record number and compiles those figures accordingly to the number of albums sold. Libra's system also converts foreign currency to U.S. currency for foreign sales.

Another feature of the system is that it can allocate royalties from a songbook to up to 1,000 writers.

Tapley, who has been working on the system for the past six months, said: "It isn't just a system meant to check figures submitted to publishers from another computer. We only use those figures as guidelines. We've set up a separate system including our own song numbers, and we arrive at a final dollar figure through an entirely different computer program."

Tapley pointed out that "you won't find the label's computers making mistakes but figures are fed into it by humans who can make a mistake. Our system is designed to catch those errors and rectify them."

Second Big Band Fest Set For MSG

NEW YORK — An afternoon concert of big band music will be held at Madison Square Garden, Oct. 30th. Richard Nader, exec producer of the series announces that one line-up which will feature: Woody Herman And The Herd, Stan Kenton And His Orchestra, Billy Eckstine, Rosemary Clooney, Tex Beneke And His Orchestra and Ray Eberle And The Modernaires.

The Garden was the scene of the First Big Band Festival on June 16th, which grossed $68,996. Nader said, "Initially we had a difficult time reaching our market with the usual media, but the advertising campaign for the up-coming performance will include: Direct Mail, Posters, Radio, T.V. and group sales. We also received a great deal of TV coverage and network reviews on the first show.

MINE HILL, N. J. — The Soundscenic Division of Eastern Specialties Corporation has produced an adanado that plays Analog Tapes in all 8 Track Tape Players. "It doesn't matter whether the 8 Track Player is a car, home or portable model, since the cassette adaptor is completely self-contained and needs no outside power source," the company stated. "In fact, it does not even need a battery. It is the first mechanical adaptor to operate without batteries. The only power it needs is supplied from the seat switch of the 8 Track Player," they stated.

The Soundscenic Cassette Adaptor (shown above) is put into use by inserting a cassette tape into it, then plugging it into the 8 track set the same way you would insert a tape. This Cassette Adaptor is designated model TCA-46 and is an improved model over the old TCA-14's. It is totally solid state and operates on 6 transistors and 7 diodes. With a power input of 11-25v, it will operate with a wow/wub of only 0.5% or less. Price is set at $29.95.

Ampex, GRT Join The ITA

NEW YORK — Larry Finley, executive director of the International Tape Association, was pleased to announce last week that the Ampex and GRT companies, and GRT has both a large organization of suppliers of software and hardware to the tape cartridge market. ITA now boasts a membership roster of 118.

Finley advised that Ampex's Don Hall and GRT's Allen Bayley have stated that they will both be active in association programs.

EVr Checking New Film Stocks Toward Lower Retail Price

NEW YORK — Robert Brokway, CBS's EVR chief, advised members of the Video Tape Producers Assn. last Monday (18) that a variety of experimental film stocks are now in research and development at EVR in an attempt to bring down the cost of the film-video cassette to industry and educational buyers and eventually to give the EVR cassette a much more attractive price to the consumer than that which market opens.

Brokway responded to a lengthy series of queries from the EVR members on why he feels a video cassette which will simply play back not record (except thru their transfer system) will be a viable product on the retail market. "We have decided to market the record album for the eye... a professionally recorded film cassette for industry and consumer interested in the efficiency of programming to a top quality, professional produced film and not in producing their own," he stated.

Suggesting that the original photograph had been a recording as well as a playback device, the VPA members were brought the thought that this giant market is solely playback today.

London, Ampex Sign New Deal

NEW YORK — London Records has concluded a new long-term tape duplication deal with Ampex, Cash Box has learned. The new arrangement, involving all of Ampex's configurations, ends a previous three-year deal, and is effective Jan. 1, 1972.

New GRT Promotion

SUNNYVALE, CALIFORNIA — Howard L. Hallett, new v.p. and general mgr. for the music tape division of GRT, announced a new incentive program for its distributors. GRT has inaugurated the "GRT Super Music Bowl," a contest which allows distributors to redeem prize points accumulated on the basis of rebates made during a four month period (August 2 to December 3) for valuable merchandise.

First musical tribute to MALCOLM X

"Exploring unknown heights in revolutionary music . . ."

Mail check or money order for $5.95 per record to: ZULU RECRO CO. 942 E. 75th Street Chicago, Ill. 60619

SUPERSCOPE BREAKS GROUND . . . Ground-breaking ceremonies were held at Robbins Executive Park East in Troy, Michigan, for a new facility to house Superscope, Inc. holding the 18,600 sq. ft. building, housing offices, service department and warehouse facilities was designed by Campbell Engineering, Inc. of Detroit. Michigan, Sherwood Construction, the ground-breaking event are (1 to r) Ike Sheppard, Niapcast Engineering, architect; his assistant (name unknown), Jim Rasch, Rasch Construction, builder, Jerry Saleins, managerial of portable tape recording, and Doug Miller, representing Robbins Executive Park East.
FROM THE No.1 BESTSELLER!

The way to become

The Sense of Woman

The first HOW-TO female who yearns to

OUT THIS WEEK!

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</th>
<th>ARTIST</th>
<th>LABEL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Only You Know &amp; I Know—Delaney &amp; Bonnie &amp; Friends—Atco</td>
<td>49%</td>
<td>90%</td>
</tr>
<tr>
<td>What Are You Doing Sunday Morning—Dawn—Bell</td>
<td>47%</td>
<td>47%</td>
</tr>
<tr>
<td>Freedom Comes, Freedom Goes—Fortunes—Capitol</td>
<td>45%</td>
<td>45%</td>
</tr>
<tr>
<td>Peace Train—Cat Stevens—A&amp;M</td>
<td>42%</td>
<td>89%</td>
</tr>
<tr>
<td>I'd Love To Change The World—Ten Years After—Columbia</td>
<td>39%</td>
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<td>Gypsy's, Tramps &amp; Thieves—Cher—Kapp</td>
<td>36%</td>
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<td>Roll On—New Colony 6—Sunlight</td>
<td>33%</td>
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<td>Long Ago &amp; Far Away—James Taylor—W.B.</td>
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<td>Theme From Shaft—Isaac Hayes—Enterprise</td>
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<tr>
<td>I'm Coming Home—Tommy James—Roulette</td>
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<td>91%</td>
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<tr>
<td>Imagine—John Lennon—Apple (L.P. Cut)</td>
<td>25%</td>
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<td>Birds Of A Feather—Raiders—Columbia</td>
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<td>The Love We Had—Dells—Cadet</td>
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<td>Mac Arthur Park—4 Tops—Motown</td>
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<td>Some Of Shelly's Blues—Nitty Gritty Dirt Band—U.A.</td>
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<td>Never My Love—5th Dimension—Bell</td>
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<td>98%</td>
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<tr>
<td>Your Move—Yes—Atlantic</td>
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<td>She's All I've Got—Freddie North—Mankind</td>
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<td>Charity Ball—Fanny—Reprise</td>
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<td>It's For You—Springwell—Parrot</td>
<td>11%</td>
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<td>Rub It In—Laygne Martine—Barnaby</td>
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<td>Lord Have Mercy—Black Oak Arkansas—Atco</td>
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<td>Midnight Man—James Gang—ABC</td>
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<td>It's A Crying Shame—Gayle McCormick—Dunhill</td>
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First Edition TV Series Rolling

NEW YORK—Reprise recording artists Kenny Rogers and The First Edition are currently completing taping of their weekly half hour TV series "Rollin' On The River." Produced by Winters/Rosen Productions and Glen Warren Productions in association with the CTV Television Network, "Rollin' On The River" has its first run syndication lineup that totals 145 markets, plus the CTV outlets in Canada and the Armed Forces Television Network.

Kenny Rogers and The First Edition have had a string of hits that includes "Just Dropped In To See What Condition My Condition Was In," "But You Know I Love You," "Ruby, Don't Take Your Love To Town," "Reuben James" and "Something's Burning." Their latest Reprise album is "Transition."

The group is joined on "Rollin' On The River" by such guest performers as Merle Haggard, Roger Miller, Gladys Knight & The Pipe, B.B. King, Kris Kristofferson, The Raiders, Barbara McNair, Tommy Smothers, Karen Black, Alex Harvey, Jason Roberts Jr., Tony Joe White, John Stewart and George Kirby.

Minority Training Begins At KQEC

SAN FRANCISCO—An unusual television training program for minorities and women will be initiated next month at public tv station KQEC, channel 22 here.

Classes in all aspects of tv production will start in mid-October on a five day a week, eight hours a day schedule. They will include instruction in camera work, audio techniques, lighting, staging, editing, switching, direction and producing.

The program represents a step toward professional training and eventually jobs and programming at KQEC. Students will be paid $100 per week and the Bay Area Educational Television Association has secured funding for five trainees for the first semester. Directing the program are KQED staffers Don Roman and Cliff Roberts.

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Imagine—John Lennon and Yoko Ono are congratulated by Dick Cavett after taping of the show to be aired Tuesday, Sept. 21. They are flanked by Allan Klein, president of Abiko Industries, and Pete Bennett, director of promotions. John sang "Imagine," from the album of the same name, while Yoko performed "Mrs. Lennon," from her soon to be released LP, "Fly."

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**CHART ACTIVITY**
(Jan. 2 - Sept. 11)

### POP-TOP 100

1. **SPANISH HARLEM**  
   Aretha Franklin  
   Atlantic

13. **I REALLY DON'T WANT TO KNOW**  
   Elvis Presley  
   RCA

24. **WHERE DID THEY GO, LORD**  
   Elvis Presley  
   RCA

36. **I'M LEAVIN'**  
   Elvis Presley  
   RCA

40. **LIFE**  
   Elvis Presley  
   RCA

65. **HELP THE POOR**  
   B. B. King  
   ABC

70. **GET IT WHILE YOU CAN**  
   Janis Joplin  
   Columbia

93. **STANDING HERE WONDERING WHICH WAY TO GO**  
   Marion Williams  
   Atlantic

99. **LEAVE MY MAN ALONE**  
   Raelettes  
   Tangerine

### COUNTRY-TOP 65

1. **I CAN'T BELIEVE THAT YOU'VE STOPPED LOVING ME**  
   Charlie Pride  
   RCA

2. **DREAM LOVER**  
   Billy "Crash" Craddock  
   Cartwheel

2. **TOUCHING HOME**  
   Jerry Lee Lewis  
   Mercury

3. **SOLDIER'S LAST LETTER**  
   Merle Haggard  
   Capitol

5. **SHE WAKES ME WITH A KISS EVERY MORNING**  
   Nat Stuckey  
   RCA

7. **PADRE**  
   Marty Robbins  
   Columbia

7. **WHEN HE WALKS ON YOU**  
   Jerry Lee Lewis  
   Mercury

23. **FADED LOVE**  
   Tompall and the Glaser Bros.  
   MGM

27. **DON'T LET HIM MAKE A MEMORY OUT OF ME**  
   Billy Walker  
   MGM

40. **SHE'S AS CLOSE AS I CAN GET TO LOVING YOU**  
   Hank Locklin  
   RCA

46. **WHAT AM I LIVING FOR**  
   Conway Twitty  
   MGM

48. **I GOT A WOMAN**  
   Bob Luman  
   Epic

55. **JIM DANDY**  
   Lynn Anderson  
   Chart

58. **BUBBLES IN MY BEER**  
   Ray Pennington  
   Monument

60. **GREYSTONE CHAPEL**  
   Glen Sherley  
   Mega
Col Declares Oct. Douglas Gold

NEW YORK — Columbia Records has designated the month of October for special concentration on production from the Douglas Records, a Columbia custom label. Rick Blackburn, Epic/Columbia custom label executive director, announced that effort will be centered on nine albums to be released or re-released during that month.

Douglas Records is a division of Douglas Communications Corporation, a multi-media company whose aim is to provide commercial outlets for ideas and product created by, and directed to, the “new consciousness.” Douglas Books has published such titles as "Getting Busted," "Movie People," and Timothy Leary’s "Jail Notes." The company is responsible for the Broadway production "Lenny," and Douglas Films produced Andrej Jodorowsky’s "El Topo," which will go into above-ground release nationally, opening Oct. 16th at the Trans-Lux East Theatre in New York City.

Williams’ Sweet 16th Gold Album

NEW YORK — The Recording Industry Association of America has certiﬁed Williams’ "Greatest Hits (Columbia) as having achieved more than one million dollars in sales. The gold album, Williams’ sixteenth, contains songs closely associated with his career, including "Moon River," "Days of Wine and Roses," "Almost There," and "The Hawaiian Wedding Song." Andy’s previous gold records, all on Columbia, were "Moon River and Other Great Movie Themes" and "Days of Wine and Roses" (1963); "The Wonderful World of Andy Williams" (1964); and "The Andy Williams Christmas Album" (1964); "Dear Heart," and "Great Songs of My Fair Lady" (1965); "The Shadow of Your Smile" (1966); "Andy," "Merry Christmas" and "Happy Heart" (1967); "Get Together" (1970); and "Love Story" (1971).

Looking Ahead

1 FREEDOM COMES, FREEDOM GOES
   (Motel — BMG)
2 SOLO
   (Billy Joel — BMG)
3 HOT PANTS, I’M COMING, COMING
   (Dolphy — BMG)
4 GET TO OVER THE HUMP
   (Linda Ronstadt — BMG)
5 SMILES & WILES & M. CHORD
   (Columbia)
6 LORD HAVE MERCY
   (Mario For Felched — ASCAP)
7 YOUR MOVE
   (Epic — BMG)
8 DAY BY DAY
   (Columbia)
9 MONKEY SPANNER
   (Suprema/ASCAP)
10 PIN THE TAIL ON THE DONKEY
   (Newspapers — Stan 0099)

11 A SONG FOR YOU
   (Digital Music — BMI)
12 SHE’S ALL I’VE GOT
   (Epic — BMG)
13 KEEP IT IN THE FAMILY
   (Columbia)
14 I CAN GIVE THE LOVE
   (Columbia)
15 I KNOW I’M IN LOVE
   (Columbia)
16 SUMMER SIDE OF LIFE
   (Early Morning — ASCAP)
17 FRIENDS OF MINE
   (McClure/Treeband — BMI)
18 THANK YOU FOR THE LOVE
   (Epic — BMG)
20 G I R L I’VE GOTT NEWS FOR YOU
   (Columbia — BMG)

TIME OUT ON CONNIFF TOUR — Ray Conniff found time on his recent non-stop tour for lunch at Stadium Market.” His next stop was Death in Harlem, New York. He will be in Nashville on October 20th, performing for the GRAMMY Awards, which will be held in May. Newcomars-Stax Records produced the “New Seekers’” "The Righteous Brothers" and "The Righteous Brothers.”

Spanish Harlem

Artecha Franklin
Atlantic
Hill & Range
Trio Music

GCT IT WHILE YOU CAN
Janis Joplin
Columbia
Hill & Range
Taggum

When We Walks On You
Jaye Lee Lewis
Mercury
Hill & Range
Blue Crest

Dream Lover
Billy "Crash" Bradock
Carthel
Hill & Range
Fern

Don’t Let Him Make a Memory Out of Me
MGM
Hill & Range
S-P-R Music

Tonight
The New Seekers
Elektra
Anne-Rachel
Tinas Tunes

When Tomorrow Turns to Yesterday
Diane St. John, Miss Nichols & Dime Bennie Benjamin Music

The Averbach Group
251 West 72 Street, New York, N.Y.

Jackson 5 Bow Motown Coast Month

LOS ANGELES — The Jackson 5 kicked off a special Motown month here, and in surrounding Southern California areas, when their weekly animated TV series debuted on the ABC-TV Network Sept. 11. Though televised nationally, the show is the first of several outlets that the group’s artists will be making in Los Angeles area during the month.

Among those scheduled to appear

Windy’ Achieves 1 Mill Performances

Hollywood — Ruthann Friedman, performer and author of “Windy,” was given the BMI Award in Los Angeles for “Windy” having been played on the air over one million times. The award was originally a hit for The Association and has since been recorded over 25 times.

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IN SEPTEMBER

THE BAND

BLUES PROJECT

CHARLIE DANIELS

STONEY EDWARDS

FREDDIE HART

JOY OF COOK

www.americanradiohistory.com
NEW YORK—THE ROCK MANAGER INTERVIEWS: PETER RUDGE, PART TWO (PREFACE: Peter Rudge is, in actual fact, president of Track International, an organization headed by Kit Lambert, Chris Stamp, and Pete Hamer. There's also a Track label in England.) These gentlemen are the Who managers but it is Pete's job to book the group's usually mammoth tours. He does this on his own in Britain and with the help of Frank Barcelona, president of Premier Talent, in this country. Further, Pete travels with the Who on all their dates, overseeing the numerous logistical problems in moving vast tons of equipment, the road entourage, and four Who's. It is on this note that I opened the interview.—ed.)

CB: What's The Who entourage like; there are a lot of people in it aren't there?
P.R.: Yeah, there are probably too many at the moment. We have, in fact, a total of ten extras traveling with the group; you know, that's the four road managers from England who work with them. One's a sound engineer, Bobby Pridgen, One's John Wolfe, and they've both been with The Who six years; they're the fifth and sixth members, they work totally for the group. I see Pete and I, we work totally on the road, but when the group is off, in the recording studio. And there are two others, who are the truck drivers. This time we had to hire four more because the volume of equipment is so much. An advance party goes into the town the night before so that they're at the hall the next morning at 8:00 at which time the truck is driven over, and they're there to meet the two guys who drive the truck so they can sleep, and they take over. The other four fly in early in the morning. It takes about ten people. It takes 12 hours to get it set up, basically because of the lights. We travel with about 50 lights, each one having to be put up individually, and its a lark, you know its been like a circus on the road. We've got a 40 foot articulated lorry which has already broken down about five times.

CB: That's very rough!
P.R.: We started off with two trucks and now we've five, now we've got this big one.

CB: What's the trouble with it?
P.R.: Its so hair raising, nothing more than mechanical problems, its just that there are tons of equipment around which isn't easy and they have to drive it at quite fast speeds through the night to get there, so it takes a lot of stick . . . its a rented truck, so if it isn't always in the best condition, Pete wants to be there to see the show until mid-day some days, we've really got problems, because you have to work with the union guys at the halls, which is really one of the major problems.

CB: Why is that?
P.R.: Well, union men don't know the equipment that's there and they're phe-nomenally expensive. I mean there's a minimum of an eight hour call. You just can't get off any cheaper. You have to quote a minimum number of men, like everywhere else they are very difficult to handle. I mean there are ways to deal with them, but they don't go out of their way to help you. We got into Boston this tour the first night and we had an English piano which we brought over, and we were having some problems with it, basically because of the rain on the first night in Forest Hills; it got into the equipment. We've been having for the past twelve months a p.a. built by Sunn over here and it was ready to be used in Boston on a Tuesday, so all we wanted to do was to tow this night old one and put up the new one, but we couldn't. We had to bring in the union men, and for two hours work it cost us $600, and they wonder why they can't get along with us, and why we scream and shout and nothing is done.

CB: What's this tour been like compared with the last one?
P.R.: There's been far, far more pressure, because we've sold out everywhere at least a week in advance, and some of the towns we are playing like Rochester, and Pittsburgh, notorious underdog towns, especially on a tour like this, normally the show is never, ever sold out until the night, so kids never even bother to buy tickets and they congregate in the lobby and we were very scared. There is the other problem, that the halls are huge, the majority of them at least. The kids in the back get a very unfair view, so what they obviously do is rush down to the front. So the back of the hall is literally bare and there are 3,000 kids that have packed themselves down at the front. You get everybody at the front, you have terrible pressure, the barriers are useless really. I mean . . . we always avoid having police in the hall whenever possible. If the police are having trouble, then we hide them, we put them at the side. Its like giving a red robe to a bull putting police in front of the stage, its not right, its terrible! There

HOLLYWOOD—

Richard Perry has just put the finishing touches, i.e., the final mix, on his latest album project, the accompanying Harry Nilsson LP "Nilsson Schmilsson," which RCA will be releasing sometime early next month. Working over at Elektra's studios on La Brea, last week, Perry characterized the whole outing as something markedly new for Nilsson, "the first time his music has been put against a rock base, or a strong rhythmic foundation such as rock provides." Nilsson, as usual, plays piano on most cuts, but he comes across, as Perry pointed out, as very much the performing musician playing with other performing musicians (and a strong group of them, at that), creating a kind of big sound that for Nilsson is unusual. It's all Perry's doing. He's created here a contemporary setting for his songs, and has for artists like Barbra Streissand and Johnny Mathis in their new albums, that can surely keep these artists with it and on top.

"Nilsson," said Perry, "has always had a strong following, a more adult one maybe, but there is another audience out there he hasn't been reaching. I expect this album—his best to date, I think, and certainly my best—to get heavy FM exposure as well as top 40." (Try "Down," an original with a nice stride tempo. A terrific single. Another is "Without You," with charts by Paul Buckmaster, who has arranged Elton John's material. "A really compelling performance, a natural for a single," according to Perry. "It reaches out to everyone.

Ricky Perry, mid-twenties, bright, articulate, one of the hottest producers around, recorded Nilsson in London, brought the tapes here to mix down in New York, and is advancing the group. He has installed dic

(cont'd on page 22)

The Who: perpetual motion
Townshend, Moon, Entwistle, Daltry
Richard Perry, Harry Nilsson

Cash Box — September 25, 1971
Picks of the Week

CHICAGO (Columbia 54467)
Questions 67 And 68 (3:25) (Aurelius Music, BMI—R. Lamm)
Released some three years ago before the group rose to superstardom, re-issued single takes on a new look and a new meaning. Now with another flip side, programmers and Chicago addicts have new material to dig into. Need- less to say, this will become another fit for the group. Flip: "I'm A Man" (3:27) (TRO/Chesire Music, BMI—Winwood, Miller)

JAMES TAYLOR (Warner Bros. 7521)
Long Ago And Far Away (1:27) (Blackwood/Country Road Music, BMI—Taylor)
Once again Taylor dips into his "Mud Slide Slim" album for another musical gem certain to top the charts in both the pop and MOR markets. Simple tune rings with sincerity and sparkle with the fine Peter Asher production touch. Flip: no info. available.

MARVIN GAYE (Tamla 54209)
Inner City Blues (2:58) (Jobete, BMI—Gaye, Nix)
Single culled from artist's "What's Going On" album has been getting heavy airplay in many underground stations, and with its release is certain to soar right to top of the pop and R&B charts. Flip: no info. available.

VAN MORRISON (Warner Bros. 7518)
Wild Night (3:29) (New Caledonia Soul Music/WB Music, ASCAP—Van Morrison)
From Van's forthcoming album comes this intriguing self penned composition. Electrifying vocal and musical performance will set this one apart from his former releases. Will do exceptionally well in both pop and R&B markets. Flip: no info. available.

THE BAND (Capitol 3199)
Life Is A Carnival (2:58) (Canaan Music, ASCAP—J. R. Robertson)
Culled as a preview of the Band's soon to be released "Cahoods" album, single will both give AM and underground audience a taste of a new material. In typical Band fashion, lyrics are of utmost importance. Flip: "The Moon Struck One" (4:09) (same credits).

KING CURTIS (Atco 45-6834)
Changes (part 1) (2:40) (Miles Ahead, ASCAP—B. Miles)
Scored recently as a Miles tunes tune that refuses to let up will once again put the King in chart contention. Look for this one to make its mark on both pop and R&B audiences. Flip: no info. available.

Davy Jones (Bell 45-136)
I Really Love You (2:54) (Language Of Sound/Leslie Ann Gaye Music, ASCAP)
Immediately identifiable, Davy Jones who has managed to go it alone, continues to be a way to the top of the charts. Following up "Rainy Jane", Jones is certain to have equal success with his latest ballad offering. Flip: no info. available.

MATTHEWS' SOUTHERN COMFORT (Decca 32874)
Tell Me Why (2:03) (Country/Broken Arrow Music, BMI—N. Young)
Matthew's Southern Comfort, fresh off their huge Woodstock single, tackle a classic Neil Young tune and set it on a course headed right for the national charts. Flip: "To Love" (4:35) (Screen Gems/Columbia, BMI—Goffin, King)

Z. Z. HILL (Mankind 12007)
Chokin' Kind (3:00) (Wilderness Music, BMI—H. Howard)
The Harlan Howard classic is brilliantly redone in contemporary fashion and carries with it much R&B appeal. Record will also soar into pop charts with a burst of energy. Flip: "Hold Back" (3:05) (Four Star Music, BMI—Monda, Burns)

THE EBONYS (Phila. In'ti 3510)
Determination (2:58) (Almo Music, BMI—Gamble, Huff)
Follow up to groups most recent smash was taken from the pens of Gamble & Huff, and is likely to repeat by becoming their second top 10 record. Will do extremely well in all R&B markets with more than enough of a boost to carry well into pop fields. Flip: "Do It" (2:47) (Assorted Music, BMI—Siger—Hurtt)

ARCHIE BELL & THE DRELLS (Atlantic 2829)
Archie's In Love (2:46) (Muscle Shoals/Cotillion Music, BMI—Mitchell)
Archie's love is the subject of this potential smash by one of the most consist- ent hitmakers around. Certain to cause quite an R&B sensation. Flip: no info. available.

MICHAEL NEMSHIT & FIRST NATIONAL BAND (RCA 0540)
I've Just Begun To Care (2:58) (Screen Gems/Columbia, BMI—Nemshit)
One of the most underrated artists, Nemshin delves into his masterpiece album, "Neveada Fighter" for the brilliant "I've Just Begun To Care" which should really strike at the hearts of his many followers. Record is deserving of much exposure, as it's one of his finest releases to date. Flip: "Only Bound" (2:23) (same credits)

THE INTRIGUES (You 1013)
To Make A World (2:32) (Van McCoy Music, BMI—Cobb, McCoy)
Newcomer group who hit big with their initial single is likely to repeat with this R&B effort. Group has already established quite a pop following, so record should become another across the boards smash. Flip: "Mojo Hanna" (2:29) (Jobete, BMI—Haile, Paul, Paul)

THE STAPLE SINGERS (Stax 0104)
Robert Yourself (3:36) (Memphis/Klonidice Music, BMI—Rice, Ingram)
Funky outing from Staples whose "Makes Happy You" disk went over the top, reveals lyrical message that must be given close attention. Single should carry well in R&B and top 40 markets. Flip: no info. available.

SOLOMON BURKE (MGM 14300)
They Draved Old Dixie Down (2:53) (Canaan Music, ASCAP—J. R. Robertson)
One of the finest songs ever written by Band leader Robertson makes a dra- maic leap into R&B consideration via the excellent performance given by Solomon Burke. No newcomer to the business, Burke's mighty delivery will carry the tune to new heights. Flip: "PSR 1983" (3:10) (The Kid's Music, BMI—S., M., & Burke)

MARTHA REEVES & THE VANDALLAS (Gordy 7110)
Bless You (2:59) (Jobete, BMI—Corporation)
Great release will please group's many admirers as well as return them to national prominence. Martha and company base their superb vocals around a fine musical framework guaranteed to score. Flip: no info. available.

Newcomer Picks

TONY ROLLAND (SSS 849)
They Make Some Help (3:33) (Shelby Singleton Music, BMI—Biy, Vanguard)
Already getting lots of airplay, Tony Roland could very well blossom into a commercial hitmaker via this powerfully delivered outing that spotlights Roland's singing. Flip: "I'm A Time At home who come from") (3:15) (Shelby Singleton Music, BMI—J. J. Morales)

JOEY GREGORASH (Lionel 3219)
Down By The River (2:57) (Colition/Broken Arrow Music, BMI—Young)
Canadian favorite Joey Gregorash has imported his talents to the states via his remake of the Neil Young classical. Likely to have substantial run in the pop market in this country. Flip: "Don't Let Your Pride Get You Girl" (3:17) (Dollar Bill Music, BMI—Gregorash, La, Pe)

EDDIE BO (Bo-Sound 5551)
Check Your Bucket (part 1) (2:37) (Colition/Bouville, BMI—Bocage)
Interesting approach to the always topical problems of lovelocking done up in fantasy fashion, and destined for hip-factors in the weeks to come. Chunky rhythms coupled with down to earth lyrics make for a definite hit record. Flip: Part 11 (2:33) (same credits)

Choice Programming

YOUNG (Amplex 11033)
We Got Time (2:36) (Deer Peach, ASCAP—Plomish, MacDougall)
Extraordinary performance by new- comer group is certain to find its place amongst top 40 chart material. With 6 weeks, regional chart appeal adds to single's sales poten- tial. Flip: no info. available.

PAUL EVANS (Lauria 5081)
For Mike/Broken Bound 1 /2 (2:50) (September Music, ASCAP—Evans, Evans, Blinn, Macion, Child)
Most important message is delivered efficiently by Evans and chorus, pay special at- tention to lyrics and watch record move. Single is worthy of extra spins. Flip: "The Man In A Rowboat" (2:47) (September Music, ASCAP—Evans)

SISTERS LOVE (A&M 1295)
The Bigger You Love (2:59) (Almo Music, ASCAP—Martirello, Larson) Dramatic rhythm and blues energy by two good sisters is likely to spark much listener reaction amongst both national and R&B markets. Flip: "And This I Love" (3:25) (Jobete, BMI—Long, Moyer)

BRENDA JO HARRIS (Better Recs. 101)
She'll Scratch Him (3:00) (Mable Mu- sic, BMI—J. Stewart, Jr.) New artist downfall to group who has grown very tentative to establish her a vocalist to be reckoned with in the feminine field. Flip: "The Other Side Of Love Is Hate" (2:56) (Formation Music, BMI—Evans, Augustin)

JACKIE MOORE (Atlantic 2839)
Cover Me (2:44) (Pronto/Quinavy Mu- sic, BMI—Green, Hinton) Enriching vocal treatment will appeal to the M. market as an artist to be reckoned with in the future. Surging out of many spoken and action market. Flip: no info. available.

THE STREET CHRISTIANS (Pip 9620)
Think A Jesus Thought (Distinctive Music, ASCAP—B. Dean) Galloping effort in a most commercial vein re-veals slight religious overtones yet, is likely to rocket straight on to pop charts. An exceptionally well done release in every respect! Flip: "Touching Hands" (2:55) (same credits)

CHEECH & CHONG (Ode X1)
Living In The Fishtank (2:30) (Atlantic Music, BMI—Cheech & Chong) Produced by Lou Adler, head of his comedy team, Cheech and Chong get off on the right track with some contemporary and original material. AM formats will probably go with the shorter of the two selections, but both will be getting lots of attention. Flip: "Waiting For Dave/Dave" (5:03, 1:34) (same credits)

PATTY YORK (United Artists 50824)
Looking For The Guy (2:25) (UA—Briggle, Taylortown/Mafi Music, BMI—D. Briggs) Pretty pop/MOE ballad coupled with expert production and arrangement should blast a trial run through AM, programmers who shouldn't pass this one up. A great first outing. Flip: "He's Coming In The Morning." (5:43, 1:58) (same credits)

LOS PEKENKIS (Avalanche 36002)
Biscarmania (2:17) (Barnegat Mu- sic, BMI—Calabron, Amoros, Luzz) Throbbing rhythms should set dance crowds soaring. Buddy Miles instrumental with strange magnetic appeal sweeps across the country. Record stands an excellent chance of being a fine national-wide. Flip: "Aladino" (2:50) (Barnet- got Music, BMI—Sequeros, Amoros)

Cash Box — September 25, 1971
SEPTEMBER 5, 1971
THOUSANDS HEAR MELANIE PREVIEW
NEW SINGLE* AND ALBUM** AT THE
SARATOGA PERFORMING ART CENTER

cash box/talent on stage

Talent In Action

MELANIE
Saratoga Springs, N.Y.

Without reservation, Melanie is the most creative, most magnetic young female performer embracing the folk-rock scene today. Her concert performance Sept. 5 at the Saratoga Springs Performing Arts Center was enchanting for its style, simplicity and taste. In addition, her self-composed songs are filled with deep feelings and melodic architecture which are far above the hollow wastelands and surface noise produced by most other youthful artists.

All her attributes, the haunting voice, the inner storm she creates with her strong strumming on acoustic guitar, the powerful lyrics, which are full of fantasy/reality and hold out pertinent messages and meanings to youth, entrapped the audience with one outpouring after another. Tune after tune, "Beautiful People," "Good-bye Ruby Tuesday," "Tuning My Guitar," "Lay Down (Candles in the Rain)," among her oldies, rang through the Arts Center, her voice revealing the themes of pain, love, and meanings.

The near-overflow audience of predominantly college students echoed and mirrored her total performance, her style, her songs, even her first woman-in-the-row-badmouthin'-her-man song, but a most successful attempt at changing a dream-eyed child into a vamp about town. The child has become an internationally acclaimed singer and no doubt the grown-up side will follow suit.

Shouts for "Carolina," "Ruby Tuesday," "Alexander Beale" and countless others were answered in kind song during a two-hour plus set which continued out backstage when she was cajoled into signing autographs and granting less specific audiences to the throngs who just would not leave. And it's still good to know that she's more comfortable in the role of chanteuse than of Pope. Somehow, it works better that way.

September 18, 1971

September 18, 1971, BILLBOARD

*SINGLE: "BRAND NEW KEY" NRA4201
**ALBUM: "GATHER ME" NRA47001
tricky unwanted things to the sound (it just hadn't been fully integrated technically), so was doing it all over at Elektra. Frustrating, but what-the-hell. He has other things to think about now. One of them is Bobby Hatfield, former Righteous Brother and lead singer of the Big Bopper, who's just finished three singles with him and is negotiating for a label. He's also got a four-man group, Bones, out of Redlands, California, currently held up in Miami. They're apparently coming to town soon— but it's a tremendously cohesive group, like a basketball team, the Boston Celtics -

P.R.: Yeah, there's Fanny. Perry met the girls in April, '69, worked with them for a year and a half (through some inevitable changes in personnel), got them together with their present manager, Roy Silver, and has put them just "on the cutting edge," as he puts it.

All of this might sound like the beginnings of an independent producing company, and that's what Perry is indeed looking forward to. He has a lot of business stuff he's been trying to do with Fanny and Bones, both being writers, he likes to expose their songs to solo artists (Fanny writing for Hatfield, for instance) and use them for back-up on dates (with Streisand, for instance). "I'm aiming for a cohesive organization," says Perry, "building a company that is self-sustaining, and we'll see where it goes from there."-we'll see myself.

WEST COAST GIRL OF THE WEEK—Kathie Vincent, who has just been made Buck Owens' director of publicity—or more properly, publicity director for Buck Owens Enterprises, which is the parent company for a host of things in which the country star has an interest. In her new job, Kathie will see Buck's publicity liaison with Capitol Records, which means shall be han

HOLLYWOOD (cont'd from page 18)

the agency side, 'cause they were reusing outside agents, and in Britain you don't have to; there's some kind of monopoly thing over there. So we decided to do it ourselves. Finally they said, "Go to America and work with Frank [Barcelona of Premier Talent]. I knew nothing about America; and I had to learn fast. And to build up in America, that's the really big thing. It's the dilemma Rock seems to be in at the moment. It seems to be a lot more likely to be encouraged by a lot of irresponsible underground papers, not one, but some have said: Rock should be free. But you turn around and say: Sell your paper, and it's free for a little. And then you come to when you look a tour?"

P.R.: We try to cover the thirty major American cities once every two years. But it's a very easy thing to slip into playing only the cities where you'll sell out. And that's not fair, if everybody see the group as much as possible. We're having trouble in Baltimore. We tried to play there this tour. We couldn't. I was on the phone with them this morning for two hours, trying to get this show to go, and couldn't do that either.

CB: What's the problem?

P.R.: They're telling us that they have the Carpenters in there the week before, so they can't play the week after. It's crazy. Obviously, they just don't want The Who. So we won't play Baltimore until the tour after next, what, in 1975?, and there's gonna be tremendous pressure to see them so the hall will already be full and we can't even go there. And we're going in, sell 15,000 tickets and 30,000 kids are going to want to see them. And they're going to go crazy because the kids are going to batter the door down. In which case, they're going to turn to us and say, it's the group that's attracting a bad audience. We're going to play the South and West this November and it's been really difficult booking the halls because you've got circuses, rodeos, football, hockey, basketball matches. Thats make it very difficult for people to do that either.

CB: So you won't be back in New York until when?

P.R.: There's a good chance it won't be before the next off year. We might take the whole of next off year.

CB: Involved in the film

P.R.: Yeah. But, you see, The Who have reached the point where they can go anywhere in the country, and they've got all these different projects. We don't want to get into some schtick in that office in Manhattan.

I know I've talked about the idea of doing a Who album. But it's a long way from there. And the first one has to be out at the end of the year. And it's not, I think, gonna be the same sort of thing as the album I did for Epic, '69, and the one we did for Epic, '70. It's just gonna be a Who album.

'70 was the year of the road. '71 is gonna be the year of the studio. How hard it is, you know, isn't he got a little Rong in that office in Manhattan.

CB: I know I've toured with Mountain .

P.R.: Yeah, that's right. I mean The Who like touring but I always say that an agent, before he ever books a date, should travel with a group for like four days to get to know them. How hard it is, you know,...

CB: What's that one of John's [Enthwistle] songs sound like, "What Are We Doing In The World Here?"

P.R.: Yeah, that's right. I mean The Who like touring but I . . . I always say that an agent, before he ever books a date, should travel with a group for like four days to get to know them. How hard it is, you know,. Enthwistle didn't get a little Rong in that office in Manhattan.

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"GETTING TOGETHER"

MD 1045

A NEW ALBUM FROM BOBBY SHERMAN.

FEATURING SONGS FROM BOBBY'S NEW T.V. SERIES,
"GETTING TOGETHER," SATURDAY NIGHTS ON ABC-TV.
WABC—NEW YORK
The Rick—Moody Blues—Threshold
So Far Away—Carole King—Ode

WLS—CHICAGO
I've Found Someone—Free Movement—Decca
Pre-Love—Decca
Terri Lynne—Tambor
Cherly Ball—Fanny—Reprise
One Fine Morning—Lighthouse—Evolution
Smackwater Jack—Carole King—Ode
Talk It Over—Anne Murray—Capitol
Never My Love—5th Dimension—Bell

WMEX—BOSTON
Birds Of Feather—Raiders—Columbia
Reflection—Steve Strange—Tuba
Never My Love—5th Dimension—Bell
Tell Me Why—Matthew's Southern Comfort—Decca
Gypsies, Tramps & Thieves—Cher—Kapp
Do You Know—Delaney & Bonnie—Atco
Tonight—Move—Capitol

WOM—MIAMI
Got To Be Alright—Exiles—S.S.S.
One Fine Morning—Lighthouse—Evolution
I'll Love To Change—Ten Years After—Columbia

WOKY—MILWAUKEE
I Don't Need No Doctor—Humble Pie—A & M
Midnight At The Movies—5th Dimension—Bell
It's For You—Springfield—Parrot
Oh! You Know—Delaney & Bonnie—Atco
New Jersey—New England Don John—A & M
Monkey Skinner—Dave & Ansil Collins—Big Tree

WMAK—NASHVILLE
Birds Of A Feather—Raiders—Columbia
Bless You—Bonnie & Clyde—Atco
I'm Coming Home—Tommy James—Roulette
One Tin Soldier—Coven
Do I Love You—Paul Anka—Buddah
KWBU—BUFFALO
So Far Away—Carole King—Ode
Imagine—John Lennon—Apple

KJII—HOLLYWOOD
The Tired One—Love—Grass Roots—ABC
Wild Night—Van Morrison—W.B.
I'll Love To Change—Ten Years After—Columbia

KYA—SAN FRANCISCO
Wax—Cay—Stevie Wonder—Tamla
Only You Know—Delaney & Bonnie—Atco

KFWC—SAN FRANCISCO
Gypsies, Tramps & Thieves—Cher—Kapp
What Are You Doing—Atco
Only You Know—Delaney & Bonnie—Atco

KYNO—FRESNO
What Are You Doing—Bell
Go Away Little Girl—Donny Osmond—MGM
Peace Train—Cat Stevens—A & M
So Far Away—Carole King—Ode

KGK—SAN DIEGO
Peace Train—Cat Stevens—A & M
So Far Away—Carole King—Ode
Only You Know—Delaney & Bonnie—Atco

KJRY—SEATTLE
Gypsies, Tramps & Thieves—Cher—Kapp
I'm Coming Home—Tommy James—Roulette
Drummer Boy—Delphi Blue—Pep Taps—ABC
Country Road—Jim Sparks—A & M

KNDE—SAN MARCO
Peace Train—Cat Stevens—A & M
Tell Me Why—Matthew's Southern Comfort—Decca
Only You Know—Delaney & Bonnie—Atco
Bank Of Ohio—Olivia Newton John—Uni

WIEO—PHILADELPHIA
Bless You—Martha Reeves & Vandellas—Geffen
Gypsies, Tramps & Thieves—Cher—Kapp
One Fine Morning—Lighthouse—Evolution

KFGG—PITTSBURG
Three—Love—Grass Roots—ABC
Bless You—Bonnie & Clyde—Atco
Gimme Some Lovin—Steve Winwood—Apple

WAYS—CHARLOTTE
Birds Of Feather—Raiders—Columbia
Ophelia—Diana Ross—Motown
Shirley—Curtis Mayfield—MGM
She's All I've Got—Freddie North—Mankund
Loving You—Julie London—MGM
You Think You're Hot Stuff—Steely Dan—Reprise

WOXY—YOUNGSTOWN
I Love You—Paul Anka—Buddah
Women's Love Rights—Laura Lee—Hot Wax

WFTL—PHILADELPHIA
Love—Stevie Wonder—Tamla
Long Ago & Far Away—James Taylor—W.B.
Loving Her—Kris Kristofferson—Monument
Theme From Shaft—Isaac Hayes—Entertainment
Keep Me—Aretha Franklin—Soul

WMPS—MEMPHIS
Some Of Shelly's—Shelly Paxton—U.A.
Touch—Supremes—Tamla
I Do All My Crying— Sounds Of Sunrise—Renwood

CKLW—DETROIT
Gypsies, Tramps & Thieves—Cher—Kapp
Raiders—Tops—Northland—Raiders Of Bird—Raiders Of—Columbia
What Are You Doing—Day—Bell

WXK—CLEVELAND
Peace Train—Cat Stevens—A & M
Some Of Shelly's—Shelly Paxton—U.A.
Never My Love—5th Dimension—Bell
I'm Coming Home—Tommy James—Roulette

WSSA—CINCINNATI
Karita—Nite Lites—RCA
You Brought The Jay—Freda Payne—Invictus

KILT—HOUSTON
Lonnie Quigley—Far Away—James Taylor—W.B.
I'd Do Anything—Supremes—Tamla
I Don't Want To Be—Kapp
One Tie Soldier—Coven—W.B.
What Are You Doing—Day—Bell

Benton Single
To Aid Battle
Re: Sickle Anemia

NEW YORK—A new single by Brook Benton, "A Black Child Can't Smile," will realize funds to combat sickle cell anemia, which afflicts mostly blacks.

Benton, who wrote the song with Gerald Deas, will deliver all his royalties from the performance and sale of the single to the cause. All profits from the Atlantic disk also go to fight the disease.

"WHAT ARE THEY GOING TO DO—Does Theodore have signed a long-term contract with RCA Records?" Unofficial via a production agreement with Pete Rice Enterprises. Her first single release will be Carole King's "What Am I Living For?" Flanking the push for the "traditional" contract signing photo are, from left, Julia Deas, who is the executive v.p. and general manager of Uni, and John Deasian, v.p. of Tyrell Enterprises.

Perception In Heavy LP Push

NEW YORK— Perception Records has emphasized on the most extensive release schedule in its short history. In release presently are "Poncho & Lefty," by Dizzy Gillespie, "We Can Be Everything" by John Simpson, "Black Ivory" by Wanda Robinson, and "The Giants" which features Dizzy Gillespie, Bobby Hackett, and Mary Lou Williams. In addition, a specially-priced jazz double-pack has been prepared which features an album by James Moody and an album by Dizzy Gillespie. Stated for release within the next six weeks are "And Proud Of It" by J. Jackson, "Ballad" by John Bar- tel, "Heritage Hum" by James Moody, "Pendulum," "The Brookings" and "Spaced" by groups bearing such names, "Our Future" by Lucky P- terson, whose current single is titled "3-4" and "The Ebony Godfather" by Joe Thomas.

Cash Box — September 25, 1971
Welcome to the Canteen

A BIG, JUICY ONE, WITH EVERYTHING ON IT.

ON UNITED ARTISTS RECORDS & TAPES

L.P.-UAS-5550 8-TRACK-U-8323 CASSETTE-K-0323
Additions To Radio Playlists Secondary Market

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

WDRG—HARTFORD

WWKX—WHEELING

WJET—ERIE

WIFE—INDIANAPOLIS
That's The Way—Massengers—Rare Earth Birds Of A Feather—Raiders—Columbia MacArthur's Tops—Motown Time To Go—Anne Murray—Capitol I've Found Someone—Free Movement—Decca Never My Love—5th Dimension—Bell

WDAM—MONTGOMERY
Roll On—New Colony 6—Sunlight The Story—Moody Blues—Threshold Gypsies, Tramps & Thieves—Cher—Kapp

WOLC—COLUMBUS
I'm Coming Home—Tommy James—Roulette Wild Child—Rufas—Capitol Rub It In—Laylina Martine—Barnaby One Tin Cup—Cornell—Ivy

WORX—DAYTON

WOSC—JOHNSTOWN
Roll On—New Colony 6—Sunlight Story—Moody Blues—Threshold Gypsies, Tramps & Thieves—Cher—Kapp

WPIX—NEW YORK
60s Long Ago & Far Away—James Taylor—W.B. Touch—Supremes—Motown Peace Train—Cat Stevens—A & M What Are You Doing—Dawn Bell

WPOR—HOPKINSON
Reason To Believe—Rod Stewart—Mercury Long Ago & Far Away—James Taylor—W.B. Theme From Shaft—Isaac Hayes—Enterprise Mamma Blue—Pop Tymes ABC Charity Ball—Fanny—Reprise

WLOF—ORLANDO
Easy Come Easy Go—Tommy James—Roulette Freedom Comes—Fortunes—Capital Woman's Love Rights—Laure Lee—Hot Wax

WGR—BUFFALO
Only You Know—Deleane & Bonnie—Atco It's For You—Springfield—Parrot I'm Coming Home—Tommy James—Roulette Charity Ball—Fanny—Reprise Thin Line Between—Persuaders—Atco Cherry Cheery—Mac & Kate—ABC

WKEQ—WICHITA
Yo Yo—Osmond Bros—MGM Rub It In—Laylina Martine—Barnaby Easy Loving—Freddy Carlisle—W.B. Gypsies, Tramps & Thieves—Cher—Kapp

WREX—DAYTON
Rub It In—Laylina Martine—Barnaby One Tin Cup—Cornell—Ivy

WQDL—HAHN
What Are You Doing—Dawn Bell

WVITA—STONY BROOK
California Girl—Lobo—Big Tree Used To Be Just Us—Atlantic Yo-Yo—Normal—ABC Solly—Bugsy—Invictus Loving Her—Kris Kristofferson—Monument Del City—Tony Ronald—S-S-S

KJQV—SAN DIEGO
Yo-Oh—Osmond Bros—MGM Stick It—Honey Cone—Hot Wax Freedom Comes—Fortunes—Capital Gypsies, Tramps & Thieves—Cher—Kapp

WABC—NEW YORK
Rub It In—Laylina Martine—Barnaby Roll On—New Colony 6—Sunlight Theme From Shaft—Isaac Hayes—Enterprise What Are You Doing—Dawn Bell America—Amitamit, Joe Frank & Reynolds—Dunhill

WPRO—COLUMBUS
Imagine—John Lennon—Apple One Fine Morning—Lighthouse—Evolution Rain Dace—Guess Who—RCA You Are There—MGM

WGLW—BINGHAMTON
60s Long Ago & Far Away—James Taylor—W.B. Touch—Supremes—Motown Peace Train—Cat Stevens—A & M What Are You Doing—Dawn Bell

WPOQ—HARRISBURG
Reason To Believe—Rod Stewart—Mercury Long Ago & Far Away—James Taylor—W.B. Theme From Shaft—Isaac Hayes—Enterprise Mamma Blue—Pop Tymes ABC Charity Ball—Fanny—Reprise

Vital Statistics

**Thompson, McNeely Form Production Company**

HOLLYWOOD—Bill Thompson, president of the Beautiful People Company and personal manager of Capitol recording artist Laura Lee, last week announced the formation of Sunstoned Productions in conjunction with McNeely. The new organization will devote its energies and talent in the area of independent product production, the development of new artists, independent television, industrial programming, development and production, independent road management and concert production.

In recent years Thompson has been road manager for the First Edition, manager and road manager for the Smothers Brothers and was most recently road manager and production assistant for the Glen Campbell concerts including his last engagement at the International Hotel in Las Vegas and the Greek Theater in Los Angeles. Additionally, Thompson was responsible for producing "The Glen Campbell Goodtime Hour" TV show in 1968 and held the position for "The Smothers Brothers Summer Show" in 1970 for the ABC-TV network. Thompson will continue as president of the Beautiful People Company and McNeely's personal manager.

**Esty Pub Co.**

Lancaster, Pa.—Robert M. Esty, Jr., the manager and director, has formed a new publishing firm, Estytrack Music, which is associated with BMI.

Esty, who served as arranger and musical director of the original live telecast TV show "Lyle," recently directed a series of industrial shows and is now serving as musical director of summer stock theater in Lancaster, where his new firm is headquartered.

The firm recently published "Call It Lonely," soon to be released on Store Records, a new Folk-inspired label. Estytrack is seeking new material for young performers in the contemporary music field.

**Kool & Gang**

**Wax New Sides**

NEW YORK—De-Lite recording artists Kool and the Gang, were in New York recently to record some new sides, reports label president Fred Jenner.

The group is preparing to leave on a month-long tour of the east coast for their current single "The Penguin."

Floto also advised that later this year, a new album will be released entitled "Kool and the Gang Live At PJ's," featuring the group's experience that was recorded at the popular Los Angeles night spot during their recent engagement this summer.

**RCA Signs Eversly At Elektra Office**

NEW YORK—In an incident which recently demonstrated the remarkable credibility among record companies, RCA recording artists the Eversly Brothers and Ronnie Jordan of Air, Dennis Katz, headed the office of Mickey Kapp, Elektra's west coast general manager, to shoot their signers pictures for the industry's trade press.

The west coast Elektra offices are currently the site for Paul Rothchild's production of the Elektra's upcoming release for RCA.

Elektra's West Coast studio, which has been used by such Elektra artists as Bread, The Doors, and Crabbly Appleton, is host this week to RCA's Ray Perry, being produced by Richard Perry for RCA.

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Cash Box — September 25, 1971

www.americanradiohistory.com
"All I Ever Need
Is You"
K2151

Sonny & Cher
are live and cookin'
Cashbox: Talent on Stage

Sly & The Family Stone - Earl Ruth Copeland

MADISON SQUARE GARDEN, NYC—How good or how bad depending on how you view things—was laid on for the Sly & The Family Stone audience almost entirely on what night you happened to catch the shows. But it was a very good show and pretty much a disaster, as practically all of the local papers reported (and it made in passing in these reviews, that got Sly somewhat more together. These shows weren't show business. If no impossible, to forget the fact that Slyvestor was near zonked when he showed up and, dare I say, no showed out. It was sloppy, Nonetheless, there is no doubt about it, though my favorite is definitely all about the Ridge, there's just no music at all.

Yet at it's best (Friday night), Sly's sound (and rather formidable, built into DP's an incredible little man in the ears and more an hypnotic, psychedelic trance for the mind. One could perceive little variance in crowd reactions from night to night (although Thursday's audience seemed somewhat cooler). Near hysteria reigns from the moment Sly walked on stage. There is no doubt of the crowd's performance was off Wed., it was unfortunate that most of the audience had to bear a task, and the crowd soon slips into a boring rut.

Inevitably, Ruth Copeland opened the evening by being raved at length over, her there's no much point in belaboring the issue at hand. Performance was off Wed., it was unfortunate that most of the audience had to bear a task, and the crowd soon slips into a boring rut.

The Bee Gees - Tin Tin

PHILHARMONIC HALL, NYC.—The brothers Gibb are shown of the first order who quickly demand and vociferously get audience participation in their act, and there yet ain't no mischiev'n whatsoever when the lights come on to indicate they have encircled their last chord.

Next up was Sin from their latest LP, "Taffytail" save for the hit single, "Yah, Yah, Yah!" their Heart," which just about tore every- one's throats. Many songs sung at this tour, "At the Drop of a Hat," just about every LP was touched upon. "A World for You," and "You Are the World" in the course of "Missus Bros," originally a quartet). Hardly a week has gone by in the past few, which has not been represented on the national charts with either a single or album. The secret of their continuing perry? Simplicity, perhaps. A devo- tion to the principle that a good tune deserves to be offered with the same resolution intended by its composer.

Last week at the Fairmont they were as harmonious as ever. The record, predictable. It has changed little over the years: Up Up and Away, Words Get in the Way, and Mandy" a jazz-styled solo on "Too Late Baby" and the tempo slowing for a permi- niety. The opening number was a Marked Cares," which was represented on the national charts with either a single or album. The secret of their continuing perry? Simplicity, perhaps. A devo- tion to the principle that a good tune deserves to be offered with the same resolution intended by its composer.

Engelbert Humperdinck - Royal Box, Americana Hotel, N.Y.C. — From the older teenager to the middle-aged, it's becoming that the man makes no difference. Engelbert Humperdinck, with his good- sex symbol. They throw undergarments at him, run up on stage to kiss him, try to make love to him, and in general are experiencing sexual pleasure, for it is happy. Engelbert has the amazing task of having to sing well... and he does it. The only personal moments were ("If he had a quarter in his pocket you could tell he was born in a basket")

His material is basically the same, strong, sentimental stuff including his hits, Last Waltz, Way It Used To Be, Belzise, his current London hit of Another Time, Another Place." Spanish Eyes, and, of course, "Re- standard from a '56 flick starring Fred Astaire and Ginger Rogers. The Way You Look Tonight." Finally, his proposed first LP, "Engelbert Humperdinck in London," was released in October.

There's no doubt about Engelbert's ability to ake the female sex's

The Lettermen - Venetian Room, Fairmont Hotel, S.F.—John Steinbeck won the Nobel (from "Breakfast at Tiffany's") was the Academy Award to Jack Lemon. In a style, Bill Do- linger was named sales and promo- tion manager for Cadence Records and the Lettermen released their first major chart record, a Jerome Kern number, "Smiles." The Lettermen have a great force of the group, and considering there's no one strong enough to lead the group, and the fact, they're on a run, quickly.-

The Boys Home," was the Academy Award to Jack Lemon. In a style, Bill Do- linger was named sales and promo- tion manager for Cadence Records and the Lettermen released their first major chart record, a Jerome Kern number, "Smiles." The Lettermen have a great force of the group, and considering there's no one strong enough to lead the group, and the fact, they're on a run, quickly.-

Phillip Frank - COBACAPABA, N.Y.C.—Whew! After countless nights at the Fillmore, Fill- more, and Carnegie, not to mention the Bitter End and the Gaslight, it's certa- inly a revelation to return to the POW world of the Copa. I hadn't been there since the Temps opened and Rivulino was still her lead singer. I've seen more people sate. There are some very good, not to mention a terrific young talent. It's not that I'm against anything, but here's a little bit of Bill, where all but the store are show. At the tender age of 12 he has adapted himself to a song that's almost frightening when one is watching. Although Michael stands out front he wears the beautiful protec- tion against the world of the Copa, and the show, which makes for a highly tal- ented family affair.

Christopher Milk - WHISKY A GO GO, LA.—Readers of Cashbox's community columns, doubt that his idols include, or used to include, Chris Milk. When the Bonzo Dog Band, the Kinks, the Move and David Bowie. And somehow, the fact is, that he would have no trouble at all figuring this show that is his. It seems to be the root of half of the trouble with this promising group. We, as is our basic knowledge. And that it takes more than waving your arms in the air and an effective "tribute" to Peter Townshend's band, the least are at least passable musicians. Mendelson, in fact, is a pretty good

Jackson 5 - ED'S WAREHOUSE, TORONTO—The Jackson 5 performed August 31st the day prior to their appearance on the giant grand opening of Ed's Warehouse in Toronto. The group, under the efforts of Ampex, distributors of the line in Canada, were shown and retailed at a sound show at Ed's Warehouse in the form of a double disk, which contained no personal sales manager for Ampex, laid on a hefty routine of interviews with at least twelve Ontario promotion manager, Skip Fox who was of the complete sales staff.

There was no need for the gentle the Jackson 5 had an intense feeling for the audience. They played to the back row, and with such professionalism, that it looked as if they were sitting in one of the most exclusive cabaret shows in NYC. They were on—in, voice, and that soft friendly approach to their audience (without the faintest of the expression, is the young group, is now a household name and it's all but stolen the show. At the tender age of 12 he has adapted himself to a song that's almost frightening when one is watching. Although Michael stands out front he wears the beautiful protec- tions against the world of the Copa, and the show, which makes for a highly tal- ented family affair.

Freda Payne - OCAPACABA, N.Y.C.—Whew! After countless nights at the Fillmore, Fill- more, and Carnegie, not to mention the Bitter End and the Gaslight, it's certa- inly a revelation to return to the pow- posh world of the Copa. I hadn't been there since the Temps opened and Rivulino was still her lead singer. I've seen more people sit. There are some very good, not to mention a terrific young talent. It's not that I'm against anything, but here's a little bit of Bill, where all but the store are show. At the tender age of 12 he has adapted himself to a song that's almost frightening when one is watching. Although Michael stands out front he wears the beautiful protec- tions against the world of the Copa, and the show, which makes for a highly tal- ented family affair.

Interestingly, the absolute standout of the act was Freda's baldly versions of "One Less Bell To Answer," which becomes Freda with a brooding threat, moving and memorable statement. However, the most consistent part of the show was the manner of the finale that night (Freda later told me that for one reason or another the other hits were "lackluster in performance), because this really is her best. Although "My Heart Will Go On" is stronger or the best in the business and to her credit she knows it, and the performance was good as well as the version of Neil Diamond's "Sweet Thing," which was as close as Freda can get to "Sweet Love Of Mine," lacks the necessary punch.

Sly was stunning, always a pleasure to watch, and the choreo- graphy was tight, and the last time the Las Vegas Revue-type atmosphere was kept. A little bit of plastic to Freda Payne's act, and for a night club act especially, that's saying quite a lot.
NARAS Trustees Meet

Phil Ramone, was elected first vice-president of the national organization. The Academy's current president, George E. Anderson, was elected vice-president, Chicago's Paul Roeckenhoff was named as secretary, and Scott Trotter treasurer. David Leansie was officially designated as national executive director.

New York's John Hammond. They also appointed members to the advisory board, which includes Atlantic's Maurice LeFeve, Warner Bros., Los Angeles' Bill Cole, NEMS, Warner Bros. and the late New York's P.M. Scott, lab and contract producer. 

The Academy also agreed to the publication of a Grammy Award Book that will list all past winners and nominees. More than the number of Grammy winners won by each, plus additional data of interest to members of the Academy and the music industry, are now available.

Change

In connection with the Grammy Awards themselves, the trustees complete their endorsement by its car- macking of $32,500 for the further expansion of the grammy award program. This program included in this amount is sums for additional categories, additional organizations, in the various chapters, plus the creation of two new projects, a new national post. They are (1) to Robin McBride, Chicago, Secretary, $10,000 for new National post; and (2) to Wesley Rose, National Post, $5,000 for new National post.

WB ‘Grateful’ Month in Oct.

NEW YORK — Warner Bros. Records has designated Oct. as “Grateful Dead Month” in honor of the group’s major merchandising, advertising, promotion, and publicity campaign. The campaign is designed to support the current Warner Bros. catalog of six albums—plus their seventh and newest, “Grateful Dead.” A double pocket album taken from live recordings at Winterland, Manhattan Center and the Fillmore East. “Grateful Dead” was released Oct. 12.

“Grateful Dead” month is being planned to emphasize the tremendous importance and influence the Dead have had upon the entire spectrum of rock music, said Warner Bros. president, Mos. Katznick.

There will be extensive retail promotion and advertising accompanying, plus in-store displays that include a complete catalog of Warner Bros. records, including black and white photos of their albums. The “Grateful Dead,” “Anthem of the Poor,” “Workingman’s Dead,” “American Beauty” and the new “Grateful Dead.”

Finkelstein To Polydor

NEW YORK—Lloyd Gelassen, director of press, public relations, and artists relations for Polydor and Deutsche Grammophon, announced recently that Lloyd Finkelstein to the public relations department of Atlantic's Bill Lowrey, Chicago's Dave Nevale, and Nashville's Mary Reeves Davis and New York's John Hammond. They also appointed members to the advisory board, which includes Atlantic's Maurice LeFeve, Warner Bros., Los Angeles' Bill Cole, NEMS, Warner Bros. and the late New York's P.M. Scott, lab and contract producer.

Finkelstein was formerly editor of Circus Magazine, a post he held for nearly three years.

CHICAGO—The Federal Communica- tions Commission today granted Mo- rala Systems Inc. a waiver to resume shipments of Motorola EVR Tele- phone units.

After extensive testing, the com- mission stated that the Motorola EVR Tele- phone units meet technical standards proposed by the Federal Communications Com- mission.

Lloyd Singer, vice president of Motorola Systems Inc., termed the action of the F.C.C. the "needed to be cleared before full-scale marketing."

Motorola EVR Gains FCC Approval

During the recent negotiating peri- od with the FCC, Motorola has been able to continue to ship EVR Tele- phone units on a limited basis. The terms of its worldwide license with the CBS/EVR Partnership.

ITA Pledges Total War On Bogus Tape Makers

NEW YORK—With the New York County District Attorney’s case of over $3 million in counterfeited tape cartridges, the National Association of the Tape Dealers is stepping into light with the mass media and trade associations to fight counterfeit cart- rides. The District Attorney's office is advising last week that over three months of quiet, methodical work by his office, assisting the DA’s investigating team, was only one of many covert operations that have been talk- ing to fight the critical problem.

“We’ve been very actively assist- ing the FBI and many local crime fighting organizations for some time now,” the DA said. “It cost us a goodly amount both in time and money, but with the war chest we now have, it will be both much more effective and much more useful in the days that lie ahead.”

Jules Yarmell at RIAA and our own office stand to shoulder in this mutual fight and you can be sure that the battle has just begun. The industry, thru its as- sociations, is on the offensive now and there will be no letup in this campaign. We don’t mean next year, I mean shorty,” he declared.

Funk Oct. Tour Gross To Reach $1.5 Million

NEW YORK—Grand Funk Railroad will start a 31 day coast-to-coast U.S. tour in Oct. which will gross more than $1,5 million for the Capitol Records’ trio, according to the group’s manager-producer, Terry Knight.

Set to open on Oct. 2 when Grand Funk Railroad takes off on the tour from second base of the 65,000 seat Atlanta Braves Stadium, the group will play 28 appearances in 21 states including a recently acquired six performance run at the 15,000 seat Los Angeles Coliseum; the group’s five and a half ton and $200,000 truck tour, for which they recently acquired Executive Elektra (90) Columbia Public Auditorium; (31) Chicago Amphitheatre. The tour will close Nov. 1 at the Pittsburgh Civic Auditorium.

Cash Box — September 25, 1971

www.americanradiohistory.com
Joan Baez' superb new Vanguard album "blessed are..."

INCLUDES THE SMASH SINGLE

"THE NIGHT THEY DROVE OLD DIXIE DOWN"

and 21 additional songs by Joan Baez, Mick Jagger, Kris Kristofferson, Lennon-McCartney, Mickey Newbury, Jesse Winchester & others.

2 record album (plus 7" bonus disk) Recorded in Nashville VSD 6570/1
Produced by Norbert Putnam, co-produced by Jack Lothrop.
101 WORLD WIDE GOLD AWARD HITS
VOL. 2
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102 ME & BOBBY McGEE
WAYLON JENKINS (Monument Z 30617) 110
103 AFTER THE GOLD RUSH
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Walter Byers (RS 1008) 111
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GREAT HITS (Soul 3504) 106
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GETTING TOGETHER—Bobbi Sherman—Metromedia MD 1045
Bobbi’s recent single hit “Waiting At The Bus Stop” and eleven equally delightful tunes—that’s what this album is all about. “Blame It On The Pony Express,” a large hit in England gets the Sherman touch, as do “Jennifers” and “It Boggles The Mind,” a couple of nice songs from the pen of Peter Allen, Some more fun on “Lonesome Song,” and “Where Did That Little Girl Go.” Lots of potential singles here but as an LP it is extremely likeable. Another smash for Bobby.

FOR LADIES ONLY—Steppenwolf—Dunhill DSX 50110
If Steppe wolf is not always appreciated for being a remarkably tight rock and roll band, it’s probably because their abilities have come to be taken for granted. They just keep coming up with good records. Their latest includes “Ride With Me,” a funny song entitled “Jaded Strumpet” and a title track that’s as hard and brind as anything they’ve done before. This is a high energy group and they create high velocity. One of their strongest efforts to date. It’s already on the chart and should prove a formidable seller.

TALK IT OVER IN THE MORNING—Anne Murray—Capitol ST-821
Someday it’s appropriate that an Anne Murray record comes to us in fall ‘cause in her voice is the warmth of early morning coffee on the first frosty morning. Whether it’s the old Barbara George song, “I Know,” sounding brassy as can be, or the Lightfoot portrait of “Cotton Jenny,” Anne always sounds fresh and sincere. “You’ve Got A Friend,” “Destiny,” and “Night Owl” are also included. Album was produced and arranged with taste by Brian Ahern. Should be a natural for MOR programmers.

COLOURS OF THE DAWN—The Johnstons—Vanguard VSD-6572
An extremely successful compromise between the barroom rough-house Irish folk tradition and the more sedate Judy Collins-Fairport Convention school. The Johnstons are a trio who make music which is both distinct and discerning. Their understated power could even seem them through a hit single, perhaps with “Crazy Anne,” an original tune by Chris McClough who contributed much to the album’s general excellence. “Aneta Davis” track will no doubt stir up some controversy, but this is no C Company cashing in on headlines. Listening to ten seconds of Leonard Cohen’s “Seems So Long Ago, Nancy” is all the proof you need. FM airplay and group’s current successful U.S. tour should spark sales.

1-2-3—Keith Sykes—Vanguard VSD-6574
Keith Sykes has been a one man house band for Greenwich Village coffee houses and has already put out one excellent LP on Vanguard. His second effort actually surpasses the first. Keith’s songs combine humor with a seriousness born of traveling and viewing the passing parade. His voice, just this side of being familiar, is ideally suited to the twelve selections, best of which are “Truck Driver Blues,” “About Her Eyes,” “Like A Candle” and “Tell Me Bout College.” Keith is the real thing; may his tribe increase!

THIRTY DAYS OUT—Repise 6450
Thirty Days Out is a new quartet with a lot going for them—not the least significant of which is their unabashed devotion to playing good ol’ rock and roll. That’s what songs like “Holy Hannah!” and “Everybody’s Looking For Someone” are about. A more gentle touch is applied to “Living Like One” and “Forever.” It makes for a solid set of original material. Group is at its best on longer tracks such as “Doing The Best That I Can.” A noteworth debuit.

Buddy Miles Lives—Mercury SRM-2—7500
A single release from Buddy Miles means excitement. A Buddy Miles album is an event indeed. And when that album happens to be recorded live, well, that’s extra special. Buddy Miles life has always been a unique experience. These sets were recorded in Seattle, Santa Monica and New York and they feature the Miles aggregation on some of their choice material ("Down By The Old Chances") as well as some less familiar things. Any track you choose, there’s bound to be something cooking. This will probably be Miles’ biggest selling record.

CLOSER TO HOME—Joy Of Cooking—Capitol SMS-628
Album is a joy to cook, eat, dream or live by. The group’s second LP is even finer than their first—and that’s making great greater. Quintet is dominated by the female lead singers, this time with a distinct Carole King influence mellowing the terrain. But there are many moods here: from the funky title track, to the almost Murmaid-ish “A Thousand Miles”—kind of a “Popscile And Icecles” for the seventies. Toni Brown’s keyboardsmanship as well as her vocal prowess help make the album a totally unique journey into music where many travellers are bound to linger for a long time.

The Sun, Moon & Herbs—Dr. John, The Night Tripper—Atco SD 33-362
How much more exciting is the name “Dr. John”? Than his given moniker, Mac Rebennack! And how much more exciting is his latest disk, than any of his earlier efforts. On this one, we fully sense the intensity that has made Delaney & Bonnie and Leon Russell so successful and two tracks in particular, “Craney Crow” and “Zu Zu Mamoo” will undoubtedly intensify their reputation for their stealth. Dr. John has proved himself to be no musical quack, but rather a brain surgeon of the unconscious.

WACKERING HEIGHTS—The Wackers—Elektra EKS-74098
Recipe: one jazzier Crosby, Stills, Nash & Young; one tarish prototype of Bee Gees; two shales of Who Weltfinschauing and two quartes secret ingredient, Wackery. Mix carefully in a recording studio and with proper exposure, a hit LP will emerge from your oven. “Don’t Put Out The Singer” is a “Who Put The Bomp!” for the seventies; “I Like” a simple yet philosophical treatise on the place of music in the cosmos. A tasty dish to set before any music lover; thick yet cushioned with softness, exhilarations should be stirring the doors shortly.

Madura—Columbia G 30794
Columbia launched Chicago off with a two-LP set and here they try the same trick with Madura, produced by James William Guercio. Group is a trio relying heavily on drums and electric guitar. They are at their best in a jazzy-laid-back version of Chuck Berry’s “Johnny B. Goode” and a beautifully orchestrated “Talking To Myself” from their “Refections” suite; these tracks should be getting heavy FM airplay. Heavy promotional boost makes this a must-stock item with chart potential.

LOVE SONGS...FOR THE GOOD TIMES—The Gordon McLendon Singers—MGM SE-4776
The best of today’s songs done up in lush fashion with plenty of lush; the large chorus—that’s the formula employed by the Gordon McLendon Singers and it works. So “Rainy Night In Georgia,” “For The Good Times” and “Close To You” get the full treatment. Then the assemblage turns to some old favorites such as “Cocktails For Two” and “Manhattan,” and these sound good as new. It all makes for a pleasant listening experience.

Cash Box — September 18, 1971
Little Jimmy Dempsey says, "We've only just begun." -- Shelter Records' artist J. J. Kale has signed an exclusive writing contract with Atlantic Music Publications, according to Audio Ashworth, exec vp. Reports about Kale's new LP, which contains all self-written material, is slated for October release and includes Kale's "After Midnight" which was recently hit for Eric Clapton. LeRoy Vandyke, exclusively booked by the Hubert Long Agency, has been inked as one of the headliners in the main room of Las Vegas' Fremont Hotel Oct. 22-24. The young singer had a very busy tour of fair dates for Vandyke... Thurston Moore's "Music Birthday Calendar" is hot off the press. Thurston reports he is looking for any interviews any DJ's, or anyone, might have made with the late Hank Williams.

Grace Williams has signed to do several records for the Record label of Minneapolis... Her first will be made this month, and is promoted by Brite Star of Nashville... Judy Lynn's promotional director is Pat Kelly, having just returned from the coast, reports Judy's current single, "When The Love Starts To Come" is breaking for the Acenter label. Amper also continues working on the album from which the single is from, "Parts Of Love" on 8-track stereo tapes and acetates... George Hamilton IV reports being on tour in Canada since July 27, playing fair dates and various appearances from Northern Ontario and the Maritimes to Western Canada, his recent RCA "Countertacked" single has sold at number one spot for five straight weeks in Canada's national country music chart. George IV's "What's Your Texas Video:"

Bill Anderson and the Po' Boys recent taped retrospective show "Johnny Bench-MVP" show in Cincinnati. Anderson sang his current hit song, "Quita," and was joined by Bench for a duet rendition of another of his songs, "Cincinnati, Ohio"... Charlie Walker instituted a first for country music when he became the first C&W act to play Peter Pan's Miss Rose Publications, according to Audio Ashworth, exec vp. Reports about Kale's new LP, which contains all self-written material, is slated for October release and includes Kale's "After Midnight" which was recently hit for Eric Clapton. LeRoy Vandyke, exclusively booked by the Hubert Long Agency, has been inked as one of the headliners in the main room of Las Vegas' Fremont Hotel Oct. 22-24. The young singer had a very busy tour of fair dates for Vandyke... Thurston Moore's "Music Birthday Calendar" is hot off the press. Thurston reports he is looking for any interviews any DJ's, or anyone, might have made with the late Hank Williams.

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Country Music Association Nomination For Annual Awards

NASHVILLE — The members of the Country Music Association have selected, via secret written ballot, the nominees for awards in various categories for excellence for the past year. The names of the nominees in each category will be revealed on Sunday, Oct. 10, when CMA's Fifth Annual Awards Show will be presented live over NBC television. The nominees in contention for the coveted CMA Awards are:

Entertainer of the Year: Merle Haggard, Loretta Lynn, Charley Pride, Conway Wagoner, and Skeeter Davis.


Single of the Year: "I Never Cried So Much," Janie Fricke, producer, Warner Bros.; "Daddy's Home," Conway Wagoner, producer, RCA; and "We're Only gonna Dance (One More Time)," Kenny Rogers, producer, RCA.

Single Recording of the Year (to artist, songwriters, producers, arrangers, etc.): "How Blue the Sky," Loretta Lynn, producer, RCA; "I Only Have Eyes for You," Melba Montgomery and Melba Montgomery, producers, Epic; and "007 (From Russia with Love)," Tammy Wynette, producer, Reprise.

Instrumental Group: Buckaroos, producer, RCA; and Po Boys, producer, RCA.

Vocal Group: Charlie Daniels Band, producer, A&M; and The Oak Ridge Boys, producer, RCA.

Vocal Duo: Loretta Lynn and Conway Wagoner, producer, RCA; and Tammy Wynette and Jerry Reed, producer, Reprise.

Vocalist: Loretta Lynn, producer, RCA; and Jerry Reed, producer, RCA.

Vocal Male: Merle Haggard, producer, RCA; and John Conlee, producer, Capitol.

Vocal Female: Loretta Lynn, producer, RCA; and Tammy Wynette, producer, Reprise.

Vocalist, Duet: Loretta Lynn and Conway Wagoner, producer, RCA; and Tammy Wynette and Jerry Reed, producer, Reprise.

Vocalist, Album: Loretta Lynn, producer, RCA; and Tammy Wynette, producer, Reprise.

THE RIGHT COMBINATION—Porter Wagoner and Dolly Parton's current hit RCA album says it perfectly . . . they have "The Right Combination" Alone or together, they are masters of their profession: writers, recording artists, stage and television personalities, and astute executives.

A native of Missouri, Porter Wagoner is a veteran of some twenty successful music-oriented years. A Grammy Award winner and star of his own TV-syndicated "The Porter Wagoner Show," he is seen weekly in over 100 markets, with a viewing audience in excess of 45 million people. Recording for RCA since the early 50's, he has chalked up hits such as "A Satisfied Mind," "Carroll County Accident," and his current chart climbing single, "Be A Little Quietier."

From the hills of East Tennessee, and one of a dozen children from a musical family, Dolly Parton had a successful history of TV and recording work when Porter Wagoner asked her to join "The Porter Wagoner Show." Grand Ole Opry regulars, the team has become a musical and recording partnership that is a major attraction. Dolly's hit singles include "Jolene," and "Make Skinner Blues," with "My Blue Tears" currently on the charts. Record producer of the Wagoner/Parton team is Bob Ferguson, with booking by Top Billing, Inc.

Country Artist of the Week:

PORTER WAGONER & DOLLY PARTON

RCA Renewes Option On Jamboree USA

WHEELING, W. Va. — Larry Davidson, general sales manager of Wheeling Station WVUW/WVJA, has added promotion manager, c&w music for the Station's "Jamboree USA," has announced that RCA will continue its advertisement of product over Jamboree USA.

Under the initial contract, RCA supplied co-sponsor Jamboree USA for 10 weeks, with an option for renewal. Davidson indicated that the renewal has not been elected to renew for the agreed 13 weeks, but decided to buy the entire year. Present sales for entertainers that we have promoted on Jamboree USA have been fantastic," according to Kahane.

Nearly 100,000 people per year are exposed to the show via stand-and-operate in the Capitol Music Hall and additions of Londonderry, New Hampshire, Indiana, and Jamboree USA in the WVWA night-time coverage area, which is broadcast into all states except Louisiana provinces. Jamboree USA,now in its 9th year, will held Saturday night over 50,000 watt WWVA.

20 Songwriters To Hall Of Fame

NASHVILLE — The Nashville Songwriters Association will induct twenty new members into its Hall of Fame at the Second Annual Banquet and Presentation Ceremony to be held Oct. 11th at the Ramada Inn North, 1412 Brick Church Pike. Cocktails will be served at 7 P.M. and the ceremonies will begin at 8 P.M. In keeping with NSA's efforts to honor the pioneers of country music first, the new inductees will be writers whose songs originally reached popularity prior to the 1950's. To be inducted are: Smiley Burnette, "Mioin Down The Canyon"; Jenny Lou Carson, "Angeline Heart"; Wilf Carter, "Rye Whiskey"; Zeke Clements, "Little Miss Lonely Heart; Jimmie Davis, "Noody's Barberin; Alton and Rabe Delmore, "Blues Stay Away From Me; Dale Porter, "All Your Love (I Miss You); Al Dexter, "Fireballin Mama;" Vaughn Horton, "Mockingbird Hill;" Bradley Kinless, "Little Rosewood Casket;" Bob Nolan, "Cool Water;" Bill Monroe, "Kentucky Waltz;" Tex Owens, "(The Callie Call; Tex Ritter, "Dear John;" Carson J. Robinson, "Life Gets Tough;" Tim Spencer, "Roofful of Roses;" Wiley Walker and Gene Sullivan (When My Hag Re-Signs With Capitol

HOLLYWOOD — Ken Nelson, Capital vp, a&d, announced that Merle Haggard has signed a new long-term contract with the label, calling for five albums and six single releases in each two-year period. "We don't feel he's yet reached his potential as a star," said Nelson, "and we're sure his career will continue to grow." Haggard joined Capitol in 1966, his recordings of "Okie From Muskogee" and "Fighting Side Of Me" have been certified gold by the RIAA. He is currently represented on the charts with his single and LP, "Someday We'll Look Back." His next LP, "Land Of Many Churches" is set for release later this year; it was recorded in various churches around the country including the chapel at San Quentin. His latest single release is "Daddy Frank."
Picks of the Week

MERLE HAGGARD AND THE STRANGERS (Capitol 3198)
Daddy Frank (The Guitar Music of Haggard) (Blue Book Music, BMI—M. Haggard)

Merie's next smash is his version of "Daddy Sang Bass" and should prove to be instantly accepted as the classic it will become. Ken Nelson's production gives the familiar blues style with additional vocal and musical straight-forwardness and as such will hit every country fan right between the eyes. Flip: "Knowing You" (M-242) (Stallion, BMI—Anderson)

DALE VAN HORNE (Monument 8526)
Jody And The Kid (533) (Buckhorn Music, BMI—K. Kristofferson)

Pop-country arrangement of one of Kristofferson's most poignant tunes should make a substantial chart dent on both lists. Fine Bill Justice orchestration. Flip: "Make It Beautiful" (2:20) (Combine, BMI—D. V. Horne)

BOBBY BONDY (Hickory 1610)
If You're Goin' Girl (3:11) (Acuff-Rose, BMI—B. Bond)

If Bobby Bondy's reputation as a writer and producer is any indication, this tune should meet with strong buyer approval. Excellent programming item; duet with Glen (2:42) (Blue Book Music, BMI—Big Rose—BMI)

ANITA CARTER (Decca 6313)
A Whole Lotta Lovin' (2:58) (Al Gallico/Playback Music, BMI—B. Peters, G. Rickey)

Anita comes up with her most successful outing to date: a catch-up tempo tune which should meet with strong buyer approval. Excellent programming item: you just can't help joining in on her chorus. Flip: "Loving Him Was Easier" (2:47) (Combine Music, BMI—K. Kristofferson)

LESTER FLATT (RCA 74-0541)
Don't Take It So Hard Mr. Webster (2:30) (Lonz & Oscar Music, BMI—K. Jones, T. Gann)

Hard-line anti-youth tune which should raise a few eyebrows and come in for considerable debate locally. Flatly is as sharp as ever and Bob Ferguson's pro. a cutdown with edge. Flip: "Father's Table Grace" (2:48) (Valley, BMI O. Jones, H. Sewell)

Best Bets

WILLIE NELSON (RCA 74-0542)
Yesterday's Wine (2:12) (Willie Nelson Music, BMI—W. Nelson) Culled from his LP of the same name, song of remorse and remembrance should be in for some solid airplay and from there into the country chart. This (4:48) (same credits)

ILA JEAN MEYERS (Mallard 6)
Charlie's Wife (2:28) (Big Country Boy/Daytonese Records, ASCAP—J. J. Meyers) Tune deals with militant identity over the telephone and infidelity. Tried-and-true theme is mastered by the singer-songwriter who could start the rippling of a cursor with this up-tempo beat. Flip: "Mrs. John David Montgomery" (2:07) (same credits)

JUNE STEARNS (Decca 22976)
Your Kind Of Lovin' (2:24) (Wilderness Music, BMI—H. Howard) Fine Harlan Howard tune is gently romping through the airwaves as one who's been looking for just that right record for some time. This could be: considerable programming appeal here. Flip: "Another" (2:48) (Moss Rose, BMI—V. McEntire, R. Drusky)

SUPER PROMOTIONS IS BRITISH-STAR

Complete record promotion and distribution Services, 728 16th Ave. S. Nashville, Tenn. 37203

(615) 244-4064

Two Side Winner

"He's Back in Town Again" B/W "Take A Look Around You"

C & W Singles Reviews

CRISTY LANE

By

Bravo Records 1211

DJ: Needing Copies with Little Richie Johnson

Box 3, Bell New Mexico 87002

1 THE YEAR THAT CLAYTON

Delaney Died

Top 1 Hit (Mercury 73221)

2 EASY LOVING

Freddie Hart (Capitol 3115)

3 GOOD LOVIN' (MAKES IT RIGHT)

Tammy Wynette (Epic 10792)

4 OUTS

Bill Anderson (Decca 328190)

5 PITTY, PATTER

Susan Raye (Capitol 328139)

6 I'D RATHER BE SORRY

Rex Price (4402)

7 YOU'RE LOOKING AT COUNTRY

Loretta Lynn (Decca 32851)

8 BRAND NEW MISTER ME

Merle Haggard (Mercury 73202)

9 LEVIN AND SAYIN'

Tommy Overstreet (RCA 1378)

10 HOW CAN I UNLOVE YOU

Jerry Lee Lewis (Columbia 3429)

11 HE WILL WALKS ON YOU

Tikki Kristofferson (Mercury 9128)

12 I DON'T KNOW YOU (ANYMORE)

Tammy Overstreet (RCA 1378)

13 ELDON'S BABY'S ARMS

Buzz Owens & The Backeros (Capitol 21 3416)

14 ROLLIN' MY SWEET

Stainless Steel (Mercury 73229)

15 PICTURES

Stainless Steel (Mercury 73229)

16 THE MARK OF A HEEL

(Blue Book—BMI)

17 DREAM LOVER

Billy "Crash" Craddock (Capitol 21 3416)

18 I'M JUST ME

Faye Young (RCA 2996)

19 IT'S SUN TO TELL A LIE

Kim Whiteman (United Artists 14)

20 SOMEDAY WE'LL LOOK BACK

Melba Haggard (Capitol 3112)

21 FLY AWAY AGAIN

Jerry Lee Lewis (Mercury 73225)

22 LOVIN' HERS WAS EASIER

Jr. (Mercury 73220)

23 BE A LITTLE QUIETER

Bobby Womack (RCA 101)

24 GOOD ENOUGH TO BE YOUR WIFE

Roy Clark (Mercury 73220)

25 SATURDAY MORNING

Confusion (AI Records 5788)

26 I WONDER WHAT SHE'LL THINK ABOUT ME

Connie Country (Caprice 32824)

27 NO NEED TO WORRY

Johnny Cash & June Carter (Columbia 39)

28 AFTER ALL THEY USED

To Belong To Me

Mary Wilson (MGM 14277)

29 THERE MUST BE MORE TO

LIFE THAN GROWING OLD

Jack Blanchard & Marty Morgan (Mega Staff—BMI—Celtic, Birdwalk—BMI)

30 BLUE TEARS

MTB (RCA 1009)

31 DOWN IN THE DUMP

Tommy Overstreet (RCA 1378)

32 WHEN THERE'S A WILL

(Stallion-BMI)

33 ANOTHER MAN'S MARCH

The Statler Brothers (MGM 14276)

34 LOVE'S SOFT SONG

Barbara Fairchild (Columbia 45420)

35 KOKO JOE

Bill Anderson (Decca 32930)

36 HANGING OVER ME

Bill Anderson (Decca 32839)

37 WHAT A DREAM

Conway Twitty (MGM 14274)

38 THERE'S NO TIME LAST NIGHT

Blonde Lee (Decca 32848)

39 A SONG TO MAMA

Carter Family (Columbia 45438)

40 KNIGHT SONG

Perry Como (Capitol 3128)

41 NANCY'S MAD

Bill Anderson (Capitol 3143)

42 STAND STILL

The Statler Brothers (MGM 14275)

43 DON'T DREAM IT

Blackwood Brothers (Decca 32847)

44 HANDY-TONK STARDUST

COWBOY

(Record-A-Matic)

45 COUNTRY GUY

Jr. (Capitol 3215)

46 TAKE A LOOK AT THE BOOK (AND TAKE A LOOK)

Hank Williams Jr. (MGM 14275)

47 BING

Elvis Presley (Hillbilly Music)

48 RINGS

Jr. (Capitol 3145)

49 IF YOU THINK IT'S ALL RIGHT

Johnny Cash (Columbia 10670)

50 I'M GONNA ACT RIGHT

Nell Stucker (MGM 10668)

51 TAKE ME HOME Again

Loretta Lynn & Conway Twitty (MGM 10674)

52 EARLY MORNING SUNSHINE

Marble Robinson (Columbia 45442)

53 I'LL FOLLOW YOU (UP TO YOUR DOOR)

George Jones (Musicor 1464)

54 WE'VE GOT EVERYTHING" BUT LOVE

Connie Stevens & Barbara Mandrell (Evil 10715)

55 WEST TEXAS SNOWFLAKE

George Hamilton IV (RCA 276)

56 I WILL DRINK YOUR WINE

Buddy Allen (Capitol 3148)

57 DON'T LET HIM MAKE A MEMORY OUT OF ME

Mary Travers (Capitol 3144)

58 DON'T LET ME HAVE A HOLO STEVE ON ME

Connie Stevens (Chart 5130)

59 FOR THE KIDS

Buck Owens (MGM 10079)

60 SENDING SONGS OF LOVE

Dicky Lee (RCA 1013)

61 RED DOOR

Alvin Stardust (Decca 45435)

62 THE CHOKIN' KIND

Glen Campbell (Wilderness—BMI)

63 THE BOTTOM

Shore Bros. (Decca 32849)

64 LOVING HER WAS EASIER

Kris Kristofferson (Monument 825)

65 JUST AS SOON AS I GET OVER LOVING YOU

Rex Stewart (Capitol 3153)

66 THE LONER (Jal—Gallic Music)

Cash Box — September 25, 1971
RECORDED LIVE AT THE SAM HOUSTON COLISEUM, HOUSTON, TEXAS—Mel Tillis & The Statesiders—MGM 54788

Mel is probably the only guy who can speak of one of his songs, saying "it went number one and it sold twenty thousand," and still come off the remark a humble soul. This live LP, stamped and packed on this record buyers the most genuine taste of Tillis around on disk. His hits are here "Commercial Affection," "Heaven Even Knows," "I Don't Take Your Love To Town" in addition to his stories that up almost half the wax. Damn, he's lovable!

THE WORLD OF LYNN ANDERSON—Columbia G 30922

Lynd has very few LIPS out before "Rose Garden" and this is a re-packaging of them—attractive both to the eye and the pocketbook. Tuning into country classics like "Cowboy Copas' "Alabam" and Conway Twitty's "Hello Darlin'" makes it in a definitely country manner: The Bee Gees' "Words" and Ian & Sylvia's "Somebody Soon." Lynn is a lady who happily confuses country with pop success and yet never sounds the least bit mixed-up. Listen to "Faron" to find out just how a girl can keep a level head.

THE BEST OF SACRED MUSIC—George Jones—Musicor MS 3203

Sacred albums by big-name country acts always seem to be both immediate and long-term sales items and this should be no exception. George who generally brings a touch of holiness to his unique tunes here excels on both his original religious numbers ("Cup Of Cold Water," "Wandering Soul") and his arrangements of traditional tunes, the strongest of which is "I'll Fly Away." Disk should be a strong companion to his Leon Payne tribute LP released to warm reception just a few weeks ago.

ME AND YOU AND A DOG NAMED BOO—Stonewall Jackson—Columbia C 30924

Stonewall had a brilliant idea when he decided to cut the pop hit which is LP's "Baby Face," recording it to its country intent and creating a giant single in the process. Afghanistan the charts and keep the Jackson name victorious, LP contains much interest for radio programmers: David Hous- ton's "Nashville," "Joy To The World" and a song that Hank Locklin made so famous, "Please Help Me I'm Falling." Who ever said old Stonewalls can't bend with the breezes of changing times?

JUST AS SOON AS I GET OVER LOVING YOU—Jean Shepard—Capitol ST-819

Every cut on this excellent LP is a pro- grammer's dream, but then again, so is Jean. Her style is so mellow and distinctive about everything she does just has to suc- ceed. Of special note are "Lovin' (a middle-aged love poem which should cause quite a few nods of listener self-recognition), "My Name Is Woman" and Red Lane's "A World Needs A Melody." Title cut is her latest single, and it's also a beauty.

THE WORLD OF JOHNNY HORTON—Columbia G 30884

Specially-priced two-record set is a fitting tribute to the memory of a country giant who died late 1960, leaving us a legacy of music enough to last for a long, long time. "The Battle Of New Orleans," "North To Alaska" and "Sink The Bismarck" were his biggest hits, pop and country; but somehow his ballads have hit the more brilliant now: "All For The Love Of A Girl" and "Whispering Flowers." Especially, Album is a welcomed collection of styles varying from rockabilly to wild-grown country and sales figures should reflect the artists tremendous following years after his untimely passing.

Cash Box Top Country Albums

1. THE SENSATIONAL SONNY JAMES (Capitol ST 804)
2. RUBY (Rick Owens & The Buckaroos (Capitol ST 796)
3. SOMEDAY WE'LL LOOK BACK (M. & B. (Columbia ST 336)
4. YOU'RE MIA (Lynn Anderson (Columbia C 30793)
5. THE LAST TIME I SAW HER (Sister Sledge (Cedar ST 7392)
6. I WONDER WHAT SHE'LL THINK ABOUT ME LEAVING (Dolly Parton (Cedar ST 7392)
7. THE BEST OF PORTER WAGONER & DOLLY PARTON (RCA LC 45650)
8. I'M JUST ME (Cher (RCA 14560)
9. SINGS LEAVIN' AND SAYIN' GOODBYE (Faron Young (Mercury 51154)
10. I DON'T MENTION IT AGAIN (Ray Price (Columbia C 30715)
11. MAN IN BLACK (Johnny Cash (Columbia C 30505)
12. TAMMY'S GREATEST HITS VOL. II (Tammy Wynette (E. 30735)
13. PICTURES OF MOMENTS TO REMEMBER (Starr Bros. (Mercury 51349)
14. TOUCHING HOME (Jerry Lewis (Mercury 51343)
15. TODAY (Marty Robbins (Columbia C 30616)
16. PITY, PITY, PATTER (Sunrise (Capitol ST 817)
17. JEANNIE C. RILEY'S GREATEST HITS (RCA LSP 12505)
18. IN SEARCH OF A SONG (Tom T. Hall (MCA 31601)
19. ROSE GARDEN (Ronnie Hawthorn (Columbia C 30411)
20. THE INCREDIBLE ROY CLARK (Dot GOS 21590)

21. I'VE GOT A RIGHT TO CRY (RE-MAKE IN... (MG M 4714)
22. LONESOME (Sammie Smith (Mega M 31)
23. ONLY A WOMAN LIKE YOU (RCA LSP 4560)
24. HE'S SO FINE (Jole Miler (Epic E 30669)
25. WHEN YOU'RE HOT YOU'RE HOT (Jerry Reed (RCA LP 4566)
26. KO-KO JOE (Jerry Reed (Epic E 4569)
27. SONGS OF LEON PAYNE (George Jones (MCA 3204)
28. NEXT TIME I FALL IN LOVE (I WON'T) (Nank Thompson (Dot GOS 2396)
29. LIVE AT THE SAM HOUSTON COLISEUM (Mel Tillis (NEM 4788)
30. SUPER COUNTRY (Bobby Davis (RCA 4571)

Govt. & Public Hops To Kangaroo Tune

SAN GABRIEL, CAL.—Just one week before President Nixon made his dramatic announcement about his new economic policies, Kangaroo Record released Glenn Snow's "Made In U. S. A." Its message to "buy American" has since come in for some praise from high government officials as a result.

Nixon himself sent a letter to Leslie Kangas, general manager of Kang-aroo, expressing his for calling his attention to the disk. William Will, Chairman of The House Ways And Means Committee and a long-time advocate of import taxes on foreign-made goods also sent a letter of congratulations.

The Kiwami Club is using the lyrics of "Made In U. S. A." as part of their "Freedom Is Up To You" campaign. Larry Parsons at Bakersfield's KPMC has been receiving calls from seven western states as a result of playing the record on his program, many call- ingers mentioning that the words have stimulated them to be more conscious of buying American goods.

Glenn Snow has just purchased a red, white and blue trailer with the song title in seven inch letters across its back. Snow is readying a promo tour with The Country Americans.
EMI Sales Meet

The Beach Boys under their direct deal with the label because that the Best Of Ray Charles" collection to coincide with their tour, and was released as LP's from Marvin, Welch and Farrar, new Capitol signing; Jann de Leeuw, and other artists. The American pop rock group based on St. Matthew's gospels to be staged in London, and the Partick family, whose TV series starts on BBC from Sept 17. Ten weeks ago, the launch of a new EMI Records album promotion team under Terry Walker which will concentrate on the university and college campuses, and the LP has a companion booklet of playing instructions published by Keith Prowse and illustrated by Harris.

The Starline release series has a string of hits, some of which for the famous artists, including Shirley Bassey, Fran Sinatra, Dean Martin, Nina, and Pinkie Lee, and the Dave Clark Five. There will also be a three-LP "Nite King Cole Collection" and soundtracks releases of "The Reagans" and "Willy Wonka And The Chocolate Factory." Roy Featherstone reminded the audience about EMI Records product, which was now also available in a special promotion scheme, and mentioned that the Soundtrack of a major British movielike film called "The Sweating Chicken" was also included.

Featherstone went on to the subject of Quadrophonic Sound, about which much was being said and written, especially in the British recording industry in the development of Quad sound. Few playback machines existed yet in the UK, and the predominant system for the sound record, cartridge or reel-to-reel had not been decided, but EMI's engineers were in close touch with the situation. A special cartridge using sound effects and Ron Goodwin's recording of "The Magnificent Seven" was produced to demonstrate the Quad sound.

A brief presentation about EMI record tokens, the trend towards sales promotions, and sales statistics will be delivered to dealers in carrying stocks of high sales ratio in the same fashion employed by the EMI Music Center in the US, where there are limited returns of a large but small tape activities. Since he joined the company in March, the new EMI senior management team will be close to the tape sector as well as being responsible in his new post for channeling tape repertoire through non-retail outlets.

A new EMI Records pop/rock product Colin Burn opened "Box 13," which contained details of a special promotion being mounted internationally by EMI through all its record labels. The contract for the American group Seatin produced by George Martin, and this will make a European tour being set up by Capitol. Burn told the conference that an artist needed to sell 25,000 copies or more of an album to qualify for star status, and it was confidently felt that Seatin have star quality.

EMI Records (offspring of Apple) was an Apple presentation with extracts from new LPs by the Rolling Stones and John Lennon, and a film clip from George Harrison's "Bangladesh Bazaar" benefit concert at Madison Square Garden. The conference concluded with a contemporary show of music from the Top Treasury of tapes from George Ashdon, Gardner and Dyce, Ralph McTell, Three Dog Night, and "Indian Raga," together with excerpts from forthcoming albums by artists on EMI's progressive Harvest label including Climax Chicago, Move, East of Eden and Pink Floyd.

Adverse trading conditions in the American direct market, the Rodriguez group profits in the same way as they have contributed to Capitol. For the past three years, March 31st last, the Decca profit total before tax was £3,783,000 compared with the 1970 figure of £4,319,000. Results in the company sector of the Decca group, including its Jukebox activities, including its U.S. disk interests, sagged by 25% on a total turnover of £227 million. Difficult market conditions in the American record market, however, are not being met by the EMI product directors in their report, contributing to a substantial decline in sales over the second half of the year and to a much reduced profit. American disk sales to date have been at a lower level than the year under review, but the year was one of growth and recovery during August. Decca's consumer goods turnover for the year in the UK totalled £16,300,000 compared to £15,100,000 in 1970. But this domestic climb was not matched by the overseas results, whose turnover figure was £21,100,000 as opposed to the 1970 level of £22,500,000.

Liberty-United Artists Records has formed a new promotion in the company's Series of Male stars, and named Richard Jakubowski as promotion manager and Dave Terrret as a sales manager of the series. The Department of sound services will be on hand to aid dealers in carrying stocks of high sales ratio in the same fashion employed by the EMI Music Center in the US, where there are limited returns of a large but small tape activities. Since he joined the company in March, the new EMI senior management team will be close to the tape sector as well as being responsible in his new post for channeling tape repertoire through non-retail outlets.

Quickies: RCA UK disk division to have classical promotion department for the first time by the end of the year. The debut of RCA is expected from the Phil Coalter running their Mows Music enterprise independently following the administration deal with Sireen Gems-Columbia . . . two LPs "A Night At The Symphony" on "Orchid" . . . featuring their orchestra released on his Chapter One which for Elton John and Bernie Taupin wrote the title song permanent with the soundtrack issued on Paramount. . . With their State Side success still ringing in their cans Raffi booked for return in October . . .
EMI ‘Up Your Sales’ Meeting

Uttal To Orient; Meets Licensees

Capitol (Can.): Wholesale Retail Gains

CBS ‘Greatest’ Product Confab

Nippon Columbia Reports Finances

Nippon Gramophon Near Sales Target

RPM A&M License

Cash Box — September 25, 1971

PRINTED IN U.S.A.
The Stampeders, now being programmed by more than 40 radio stations, returned to their hometown of Calgary (Sept. 5) after an absence of a year. All but one of the most professional shows capable, but to half a house at the Jubilee Auditorium. Mel Shaw, manager of the group, set elaborate plans for a production feature that has been an after show party, at the International Hotel. Not one reporter from any of Calgary's papers, nor was there one radio personality from any of the local stations in attendance, although CKXL boasts as being one of the largest in the Canadian talent. What made Calgary radio look even worse was radio station CFRN sending a crew in from Edmonton to cover the press conference, show and party. They taped interviews with all three members of the Stampeders and the station sang its praises of the group both the day of the performance and day after. Saskatchewan also made Calgary look bad. Radio station CFOM went all out in the airing of the Stampeders' current hit "Sweet City Woman" as well as leaving heavy on cuts from their album, "Against The Grain".

Joliette Rabkin and Harding came into their own while touring with The Stampeders. This dynamic young duo is finally in control of their acts which won award approval. They are two folk performers who can fit in with a coffee house crowd or at a stage as a pop commercial group such as the Stampeders. They have released a record under the contract which was followed up by a single, "Piddle".

Joliette Rabkin, one of those who stood by Goby G. Griffith through his label problems, has been recognized for work that will be the big deal for Griffith. The deal involves Brook Bennett and his management of Alfred Rosenberg—giving split management with Russell Grant. Bobbi and Griffiths into Toronto Sound Studios for a session produced by Bobbi, in the studio the group's harmony was set in motion a national promotion campaign for the album and single re-lease by Branson on the Mercury label. Their single, "Build A Tower" has already felt the pressure of this promotion campaign and is now showing signs of a national breakout. This Toronto group cut their session in Chicago.

Unlike Calgary government officials (city), Ontario's youthful premier Will Davis, sporting a new haircut, has set in motion a national promotion campaign for the album and single re-release by Branson on the Mercury label. Their single, "Build A Tower" has already felt the pressure of this promotion campaign and is now showing signs of a national breakout. This Toronto group cut their session in Chicago.

Columbia rolled out the red carpet (them) by their French Canadian star, Andre Gagnon. This noted pop pianist is scheduled for a Sept. 18 appearance at Massey Hall. "Butterfly" has been culled from Gagnon's new album release as a single. This cut first came to the attention of Toronto listeners through George Wilson who broke the cut on his powerful CFRB pop show. Bill Eaton, national promotion and publicity for Columbia, will shortly lay on a heavy promotion to get Gagnon known nationally.

The Toronto Fair is over for another year and although press reports have been a great success, the Fair officials continue to claim it their best. It has become quite obvious that the Toronto once a year happening has been overshadowed by the group's bigger and more successful Man and His World in Montreal. One of the problems with the Toronto Fair has been its public relations which, in fact, was none. One official to take the brunt of this lack of press cordiality was Jack Thompson, who produced the Grandstand shows for the Fair. Most record companies agreed that the group'sader and more than fair in his dealing with them.

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There are some movements in the German trade at the moment where many artists changes from one firm to the other. Most of all the new business in Musiquipment is very active to en-gage stars for their repertoire. They have taken under management by Bing Klop and the hit-singer Manu-ella, both of whom now with the Blue BASP also wants to engage in the coming year other top stars as Pin Andervals and Helmut. The male singer Peggy March will change from Tolder to Associated Press in Munich. The Public Relations Department within the international head office of Deutsche Grammophon Gesellschaft (DG), has planned that towards the end of January 1, 1972: Polydor Interna-tional GmbH has recently made the following staff: Nanc-y Louise Dreher, an American and former manager of the news agency Associated Press in Frankfurt/Main, as assistant to the PR manager, as of August 1, 1971; Peter Alexander (not to be confused with the Austrian singer) a Briton and former Vice-Consul in Munich and information officer for the British government in Nicosia, as PR adviser and editor, as of September 1, 1971; and Michael Stoll, previously in the editor-ial Department of the record company Electrola, as head of the international public relations of October 1, 1971...
Argentina

Fernanda’s Mauricio Brenner has decided to start a massive campaign in behalf of a group of artists, recently contracted to the Buenos Aires Municipal Theater to appear, with artists Duo Salterio and poet Mario J. Castilla, at the main stage of their theater with their musical show "El Canto de Salta", which has been touring recently the Northern provinces. It’s a good name known to the public and familiar with the radio coverage.

CNS’ Hugo Piombo has finished the recording of a new LP by folk star Jorge Cafrune, with a selection of the best evergreen “guarani”. This music comes from the Eastern part of Argentina and Paraguay, and is found to be of value for international use since it does not lack of easy understanding. Cafrune was backgrounded by a 20-piece orchestra, and the album is expected to appear very soon.

Music Fans are happy with the success of Tony Ronald’s “Help”, which appears this week heading the charts after a smash entry. The diskery is also providing strongly its local beat music, which is very much appreciated. Among its best artists is the local rock golden era, which appears on the second new LP for its collector’s item for the future.

At’s Garbarino reports excellent results for his last LP by Padirovsky, “Una Noche Excepcional!”, and Quique Villanueva, “Quiero Que Te Quieras”. Both are appearing high in the current charts, and are transmitting with the local public their latest songs. The new “Alta Tension” LP, put out in record by AT, is also a sure winner, and has been delivered this week to dealers; in no time it is expected to reach the top of the LP charts.

Odon’s press man Rodriguez Fadikar sends word about the launching of a new group, the Sunday, based on afro rhythms and teen appeal; their LP is an original single by chantress Ornella Vanoni (previously represented by CBS and Fermata), and is entitled “It’s Time to Love”, a single which looks promising.

Treva’s Radyosyntes reports the popularity of their LP by Padirovsky, “El Chivo”, one of the hottest tunes on the radio at the moment. The LP also includes successful hits by Padirovsky, “Alta Tension” TV’er, on Channel 7, and radio plugs. The new “Alta Tension” selection LP, “Spring”, is also a sure winner, and has been delivered this week to dealers; in no time it is expected to reach the top of the LP charts.

The recent ceremony in Paris, Phonogram Recordings (Australia) artist Nana Mouskouri was presented with an Aussie gold record specially flown from Sydney to signify the success of her LP album “Over And Over”. The LP has been highly praised by critics and thereby qualifies for a second award. An additional gold award will be presented to the following LP “The Exquisi- tate Nana Mouskouri”.

Entrepreneur Harry M. Miller has secured rights to stage the rock oper “Jesu Christ Superstar here and will open with it at the Festival Of Arts Early next year.

In the meantime, Neville Smith, general manager of EMI Australia, has announced reports runaway success with the RCA album of the group.

Neville is not back from visiting his company numerous affiliates overseas.

Music For Pleasure, the people who market budget-priced records have reported sales of over 6,000,000 since their inception in 1968. Their latest venture “Special Award” series which retails LP’s at $2.55 has exceeded sales of 250,000 in five months.

MFP’s “Gold Edge” label with five albums already released, the company reports an excess of 557,000, representing a re- turn to the business to the extent of 200%.

The first LP under the Gold Edge label sold 250,000 copies in three weeks, and the company reports strong action on the latest set by Robert Plant and the Who. Australia, Goullet is reportedly recording the second.

Bob Young-Teddy song “The World Is A Good Place to Die” has been released.

Italy’s Best Sellers

This Last Week Week Week

Tanta Veglia Di Lei—Pippo (CGD)—Torre
We Shall Dance—Denis (Philips)—d.r.
Penelope—Luigi Tintori (Ricordi)—Numero Uno
Amor Mio—Mina (PDU)—Acqua Azzurra/PDU
La Riva Bianca—Bela Barta—Nova Zemichi (RiFi)—RiFi Music
Tweedle Dee Tweedle Dum—Middle of the Road (RCA)—Add
Eppur Si Sdra—Scorpio Sei Di—Formula Tre (Numero Uno)—Acqua Azzurra
Donna Felicita—Nuovi Angeli (Car Juke Box)—Chappell
Casa Mia—Mina (PDU)—Acqua Azzurra/PDU
Amore Caro Amore Bello—Bruno Lauzi (Numero Uno)—Acqua Azzurra
Vendo Casa—Nuovi Angeli (RiFi)—RiFi Music
Sempio Sempio—Pepino Gaggioli (King)—Indio/Ungiolo
Ecco—Casa Mia—RiFi
Dio Mio No—Lucio Battisti (Ricordi)—Acqua Azzurra
S’ho Sono—Pepino Gaggioli (RiFi)—RiFi Music
Susam Dei Mara—Michele (RiFi)—RiFi Music
Battista Di Sarco E Vanetti—Jean Boz (RCA)—RCA
Bella Ciao—Casa Mia—RiFi
Una Storia Come Questa—Adamo Celentano (Clang)—Marghe
Ho Visto Un Film—Gianni Morandi (RCA)—RCA
Put Your Hand In The Hand—Kama Sutra—VIP
Love In The Backyard—(Paramount)—Chappell
Tutta Blu—Domenico Modugno (RCA)
Per Un Flirt—Michel Delpech (Barlay)—Fragola Blu

Germany’s Best Sellers

This Last Week Week Week

Co-Co—The Sweet—RCA Victor—Melodie der Welt
Butterfly—Dandyler Gerard—CBS—April
Lover—Love Manager—Philips—Discon
I Am I—T.J. Said—Saul—Acord
Get It On—T. Rex—Arloha—Essex/Geir
I Do I Did For Mama—Tony Christie—RCA (Telles)
Global
Shirley—Chirpy Cheep Cheep—Middle of the Road—RCA Victor—Capriccio
Sweet Hitch-Hiker—Credence Clearwater Revival—Bellahon
Shoene Maid—Tony Marshall—Arloha—Young Music/Intro
Fremder Mann—Marianne Rosenberg—Philips—Teletro-Intro

Cash Box — September 25, 1971
EDITORIAL

The Investment Tax Credit

The U.S. House Committee on Ways and Means is currently hearing testimony for and against passing Pres. Nixon's proposed return of the investment tax credit to industry. Currently, executives of just about every industry are for it 100%, and were it not for the barrage of complaints from organized labor, accusing the administration of favoring the "employer over the employee," it might have been approved already.

Nixon is calling the proposed 10% tax credit (allowable on the purchase of equipment for business) a "Job Development Tax Credit". He wants the public to believe that a financial blessing to industry will breed more jobs for the working class because additional purchases of hardware will require more people to make and run that hardware. Sounds feasible enough, but we are far more interested in anything that will help small businessmen such as operators... any small businessman for that matter, for these men take the greater risk with the least guarantee for success. There is no welfare for business to fall back on when it goes bad, remember.

No, the public should be told of businesses such as ours... companies which must make regular purchases of expensive equipment to earn their profits. The man on the street must become aware of what it means to go into business for yourself," with no secure paycheck each week regardless of the solvency of the employer; with notes to meet and with employees like man on the street to pay regularly.

It's becoming fashionable in this country to bad-mouth men in industry... from corporation presidents down to the small shop owner. They believe, it seems, that such people have been blessed while they have been consigned to lives of dull gainful employment. If they don't see the value of living in a free enterprise society, if they can't figure why the businessman commands respect for reaching out, with great risk, for a star, then they can always go elsewhere where everybody works for the same employer... the state.

No, it's time for Washington to speak out vigorously in favor of returning the tax credit. And it's time to tell the public why it's vitally important to help the small businessman at this time.

Nutting Ind. Becomes Milwaukee Coin Ltd.

MILWAUKEE — A brand new company has joined in the amusement machine industry, but it is really four years old: Nutting Industries Ltd., has changed its name to Milwaukee Coin Industries Ltd.

"We changed our name to MCI," said Dave Nutting, MCI's president, "to reflect our new position in the industry. When we created the I.Q. Computer, Nutting Industries formed a diversified manufacturing group, designing and manufacturing electronic, training systems as well as coin operated games."

Now, MCI plans to concentrate all its energies on coin games. The Super Red Baron was our first entry into the field. "We have a pilot run of Super Red Barons in over 100 locations and the earnings are fantastic," Nutting declared. Asked about MCI's future plans, Nutting said: "I can't tell you what's going on in our R & D."
JUKEBOX PROGRAMMING GUIDE

Pop

JAMES TAYLOR
LONG AND FAR AWAY (2:17)
No Flip Info. Warner Bros. 7521

VAHAN
WILL THE NIGHT (3:29)
No Flip Info. Warner Bros. 7518

THE BAND
LIFE IS A CARNIVAL (3:38)
b/w The Moon Struck One (4:09)
Capitol

DAVY JONES
I REALLY LOVE YOU (2:54)
No Flip Info. Bell 135

MATTHEW'S SOUTHERN TOWN
TELL ME WHY (2:03)
b/w To Love (4:35) Decca 32874

THE EBNYS
DETERMINATION (2:21)
b/w Do It (2:47) Phila Intl 3510

ARCHIE BELL & THE DRELLS
SO JUST BEGAN TO CARE (2:50)
b/w Only Bund (3:23) RCA 0540

R & B

KING CURTIS
CHANGES (PART 1) (2:40)
No Flip Info. Atco 6844

THE INTRIGUES
TO MAKE A WORLD (3:22)
b/w Mojo Hanna (2:29) Yell 1013

C & W

MERLE HAGGARD
DADDY FRANK (THE GUITAR MAN) (3:10)
b/w My Heart Would Know (2:53)
Liberty 11368

BILL ANDERSON & JAN HOWARD
DIS-SATISFIED (3:00)
b/w Knowing You're Mine (2:42)
Liberty 11398

DALE VAN HORN
JODIE AND THE KID (3:53)
b/w Make It Beautiful (2:20) Monument 8525

PROVEN PROFIT MAKER!

CHICAGO COINS' DEFENDER MACHINE GUN

- REALISTIC MACHINE GUN
  Staccato bursts—vibrating action,
- NO "SOUND NUISANCE"
  Telephone booth effect controls sound.
- "WORLD WAR I B-PLANES" DIVE—CLIMB—CIRCLE!
  Many Other Profitable Features.

ALSO IN PRODUCTION
MARDI GRAS + APOLLO-14
CHICAGO CHATTER

NOTES FROM THE LOCAL MOA OFFICE: Fred Granger received word that RCA exec Bert Hoffman will be coming into Chicago from Nashville to attend the MOA banquet and accept the “artist of the year” award for Charley Pride. . . .

Bill Farr, veepee-planning and diversification for Columbia Records, will be commentator during the country film, in the first half of the seminar session. . . . Record companies are very obviously showing more enthusiasm for this year’s show than in the recent past, as noted by Granger. He has received numerous letters regarding the country film, in the first half of the seminar session. . . . Record companies are very obviously showing more enthusiasm for this year’s show than in the recent past, as noted by Granger. He has received numerous letters regarding the country film, in the first half of the seminar session. . . . Record companies are very obviously showing more enthusiasm for this year’s show than in the recent past, as noted by Granger. He has received numerous letters regarding the country film, in the first half of the seminar session. . . . Record companies are very obviously showing more enthusiasm for this year’s show than in the recent past, as noted by Granger. 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The MOA convention

product coordinator for Columbia), with the highlights of the program will be devoted to “Security” and MOA’s seminar committee has arranged for a leading authority on the subject, Mr. Bob Curtis, to be among the panelists. Curtis has been in the security field since 1939, established his own consulting service in 1962, is a security consultant for NAMA, and was selected “security man of the year” by the worldwide secret service association. He has also served on the President’s commission on law enforcement and administration. The MOA seminar always attracts a packed house and is annually one of the highlights of the whole convention—this year’s should be no exception!

WHAT'S HAPPENING AT CHICAGO DYNAMIC INDUSTRIES? PLENTY! To begin with, the “Defender” machine has been exceeding all expectations in sales! A very hot item! Chatted with the firm’s marketing manager Charles Arnold and learned that a new production run on the dynamic “Hi Score Pool” will commence the first week of October. This one, needless to say, has also been a very big seller out there! Firm has just begun producing its new shuffle called “Caprice”. Watch for it! Might also mention that ChiCoin is keeping under wraps something very new and very exciting—to be unveiled at MOA Expo! . . . Ed Shaeffer of Shaeffer Sales in Ohio was in Chicago for a few days last week. We caught him during his visit at Chicago Dynamic Industries.

WGN’S WALLY PHILLIPS, kingpin of early morning radio here in town, recently interviewed actor Gary Merrill. In the course of the interview Merrill revealed that he had just purchased a surplus lighthouse and Phillips kiddingly recommended that he outfit it with a round pool table, assuming it was a rather far-out suggestion. Not so, however, after numerous calls all over the country Phillips made contact with Arnold Kamikow of General Vending in Baltimore who assured him said table could be supplied! Result? Merrill’s lighthouse will indeed have a round pool table in it.

THE GAMES DEPARTMENT at World Wide Dist. is exceptionally busy these days. Fred Skor and Howie Freer are having quite a time trying to keep up.

MILWAUKEE MENTIONS

For the 16th consecutive year WEMP-radio will broadcast the season’s series of University of Wisconsin football games, with Earl Gillespie at the play-by-play mike.

A NEW NAME: Nutting Industries Ltd. will now be known as Milwaukee Coin Industries—or MCI. Announcement was made by the firm’s president Dave Nutting. (See separate story.) The firm will continue to produce Super Red Baron which will be displayed (along with a few surprises, perhaps) at the upcoming MOA Expo ’71 in Chicago.

TELEVISION CAMERA AND CREW were on hand in Waupaca last week to interview Ruby Jenner and her son, Rick, who are ranked among the top trap-shooting champions in the nation. Ruby has received numerous awards for her achievements in the women’s division and national championship competition. It looks as if Rick will be following in her footsteps. Proud husband (and father) is Waupaca operator Ray Jenner of Jenner Amusement.

UPPER MID-WEST

The showing of the New Seeburg “Firestar” at Lieberman Music Company Sept. 1-2 Wed.-Thur. was a huge success. According to John Zoglin and Sally Rose this was the largest turnout they had ever seen at a showing. Weather conditions were beautiful and so many operators came from long distances to see the new “FIRESTAR.” Also, business was never better according to the orders written the two days. There were plenty of refreshments served during the two day showing.

Operators seen at the showing were from Minneapolis and St. Paul, Fred Dahlin and son Danny, Benny and Eddie Mischel, Dave Chapman and Marv. Doer, Frank Kuntz, Bob Leonard, Phil and Perry Smith, Ken Ahern, Dick Benson, Harry Addkins, Mort. Phillips, Harold and Greg Theisen, Harold and Don Awe, Marv. Huber, Les Brunning, Loren Beaudoin, Walter and Gary Witt . . . Out of town guests were: Earl Porter, Mitchel, So. Dakota. Jack Godfrey, Chaska, Clayton and Fred Norberg, Maskato, Hank Krueger, Fairfax, Ralph Sanders, Maurice Anseau, Arndt Peterson, Mr. & Mrs. Russell Ghetty, Bob Kervina, Mr. & Mrs. Lawrence Sanford, Joe Van Gough, Yankton, Mr. & Mrs. Gordon Runenberg, Mr. & Mrs. Wayne Anderson, Lloyd Williamson, Joe Teipic Jr., Mac Hasvold, Ron Scheuble, Waconia, Webbo Keese, Gabby Cluseau, Charley Sersen, St. Cloud, Don Hazelwood Jr., Andrew Markfelder, Clem Kaul, Mr. & Mrs. L. Sieg, Mr. & Mrs. Johnny Giep, Mr. & Mrs. Darwin Gslep, Mr. & Mrs. Darwin Liebermann, Mr. & Mrs. Thomas Weber, Emil and Larry Polensky, Flasher, N. D. Mr. & Mrs. Vern Hess, Mr. & Mrs. Bob Bender, Red Kennedy, Nik, Bob, Chris Bergquist, Mr. & Mrs. Frank Mager, Hal Williamson, Glen Addington and Mrs. Addington, Bismarck, Morley Waltman, Martin Kaisslen, and Mr. & Mrs. Rod Cloonn... Everyone at Lieberman Music Co. was very impressed with the turnout and it was a very enjoyable two day event . . .
WANT!—any quantity Keesey, plantation, Star- liners, Lark, Hawks, Tiny Mikes, companions for export. Must be working and no parts miss- ing. Send bid, name, address and telephone number. All correspondence must be addressed to: Keesey MACHINES, 6937 W. 39th Ave., Northbrook, Ill. 60062.

WANT—Can deliver 1945 and later machines, for use in school or recreation buildings. Also old machines, for parts. Phone 213-329-5700.

WANTED—Coin operated machines for use in public buildings and amusement parlors. Write to 1817 W. 36th St., Chicago, Ill. 60616.

WANTED—2300 and 2300A Bally, Jennings, Williams, 2112, 2112A, Bally's of old times, etc. Machine must be complete and working. Write to: Box 398, 3707 N. 35th St., Seattle, Wash. 98103.

WANTED—Wackness, Chimes, Williams and Bally machines. Send address and phone number. Phone 516-879-3030.

WANTED—Coin operated machines. Will buy or trade. J. W. 1-8155.

WANTED—Any available, working or non-working, or parts. For 30 yrs. experience in amusement field. Phone 504-889-3030.

WANTED—Any coin operated machine. Send address and phone number. 713-852-3030.

WANTED—Any or parts of coin operated machines. Will pay cash for usable machines. Call 213-423-3030.

WANTED—Any machine or part of machine. Write or call. 213-329-5700.

WANTED—Any type of 1950's or newer machines. Send address, phone number. 313-765-3030.

WANTED—Any machine available any time. Will buy, sell or trade for anything of equal value. 714-973-3030.

WANTED—Any non-working or working machines. Please send address, phone number. 213-423-2830.

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That's where you get to when you pick up on the new album of that same name by Danny Davis & The Nashville Brass—or any other album by Danny Davis & The Nashville Brass, for that matter.

Eight albums worth of a country catalogue from Danny and the Brass—tunes of every imaginable description and diversification, but all solid country brass.

Super Country—from a super catalogue.

October is a country music month.