
LYNN ANDERSON—WURLITZER 36000: SUPER STARS
An international Number 1 hit is now ready to speak your language.

FROM: Sol Rabinowitz
TO: STEVE POPOVICH
DATE: September 23, 1971

Per our telephone conversation, below is a resume of overseas activity on Danyel Gerard's "Butterfly":

1. #1 for over a month in Germany. Sales somewhere between 700,000 and one million. Probably the biggest single record we have ever had there.

2. #1 in Switzerland. Over 100,000 sold in this tiny country. Phenomenal!

3. #1 in Austria - big sales.

4. #1 in Holland and Belgium - very big sales.

5. Big chart record in France and still selling.

6. #1 in the Scandinavian countries - big sales.

7. English version just released in U.K. Bullets to Number 30 on trade chart in just one week.

It should be a smash here!

Danyel Gerard's "Butterfly" On Columbia Records ©
Sticking With An Artist

New artists usually arrive at labels with little more than the company’s "faith" that its investment in the act will be borne out by continual recording success. That "faith" is also expressed in the industry’s lexicon by the phrase "sticking with an artist.

Perhaps at no time in modern record industry history has the concept of "sticking with an artist" had greater meaning. The industry is not the so-called "instant success" business it seemed to be in the past. The great rush of new acts, the lesser impact of the "hot" master in favor of artist development, the limited means of exposure, have tended to limit the number of performers who seem to emerge from nowhere and achieve rapid recognition. Even more recently, the effects of the recession—especially last spring—may have put a damper on the true sales potential of new acts.

Interestingly, labels which held sales meetings in recent weeks brought up the economy in terms of artists who debuted early this year and had a smattering of success that belied the "faith" in their potential. These labels—still holding on to that "faith"—are, in many cases, re-instituting sales and promo campaigns on these artists’ behalf, hoping that a somewhat better business climate can bring them through. But, the state of the economy is certainly not the only rationale that labels can use in a "sticking with an artist" philosophy. It’s simply that potential hitmakers may need time to emerge or develop that certain disk sound that truly puts them in their best-sounding light. It’s really that unshakable feeling by one or more label executives or an artist’s manager that, more than the initial showing, can be of great importance. More and more, we hear label exec comments on the order of: "We don’t care if the first, second or even third releases fail to make it big; we believe in this artist and we’re going to keep trying."

When that special feeling does exist for an artist, labels should try to follow-through on it to the best of their ability. More than ever, a long-range view of artist potential is necessary, especially when that "faith" just lays there in one’s gut.
**ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)**

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Release Date</th>
<th>Week(s) Top 100</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>'Get it On'</td>
<td>T. Rex</td>
<td>Atlantic</td>
<td>1971</td>
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<tr>
<td>2</td>
<td>'Woman'</td>
<td>The Who</td>
<td>Trackman</td>
<td>1971</td>
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</tr>
<tr>
<td>3</td>
<td>'Our Lips Are Sealed'</td>
<td>The Osmonds</td>
<td>Mercury</td>
<td>1971</td>
<td>12</td>
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<tr>
<td>4</td>
<td>'My World'</td>
<td>Elton John</td>
<td>Atco</td>
<td>1971</td>
<td>5</td>
</tr>
<tr>
<td>5</td>
<td>'I Can't Help Myself'</td>
<td>Gladys Knight</td>
<td>Columbia</td>
<td>1971</td>
<td>5</td>
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<td>6</td>
<td>'Any Old Time'</td>
<td>The Everly Brothers</td>
<td>Smash</td>
<td>1971</td>
<td>10</td>
</tr>
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<td>7</td>
<td>'Get Back'</td>
<td>The Beatles</td>
<td>Apple</td>
<td>1969</td>
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<tr>
<td>8</td>
<td>'Three Little Birds'</td>
<td>The Lettermen</td>
<td>Vee-Jay</td>
<td>1964</td>
<td>8</td>
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<tr>
<td>9</td>
<td>'The Love I Lost'</td>
<td>The Animals</td>
<td>Coral</td>
<td>1965</td>
<td>8</td>
</tr>
<tr>
<td>10</td>
<td>'He's A Friend'</td>
<td>Bill Ramsey</td>
<td>Roulette</td>
<td>1971</td>
<td>7</td>
</tr>
</tbody>
</table>

**ABSOLUTELY RIGHT**

- Joe Donegan
- Vironwong
- Johnnie Beemer
- The Sound of Music
- The Crystals
- The Four Tops
- The Kingpins
- The Chantels
- The Isley Brothers
- The Temptations

**DIXIE MAGGIE MAY**

- The Dixie Cups
- The Shirelles
- The Marvelettes
- The Shangri-Las
- The Crystals

**FUNKY FAMILY**

- James Brown
- Sly and the Family Stone
- The Isley Brothers
- The Temptations
- The Chi-Lites

**YOU DON'T KNOW WHAT YOU'VE GOT**

- The Isley Brothers
- The Temptations
- The Four Tops
- The Supremes
- The Marvelettes

**I'M COMIN' HOME**

- Bill Withers
- Roberta Flack
- Natalie Cole
- Roberta Anderson
- The Isley Brothers

**FRIENDLY ART DECO**

- The Isley Brothers
- The Temptations
- The Supremes
- The Four Tops
- The Marvelettes

**LIBERTY AUTUMN**

- The Isley Brothers
- The Temptations
- The Supremes
- The Four Tops
- The Marvelettes

**100% FREEDOM**

- The Isley Brothers
- The Temptations
- The Supremes
- The Four Tops
- The Marvelettes

**IRISH AUTUMN**

- The Isley Brothers
- The Temptations
- The Supremes
- The Four Tops
- The Marvelettes

**COMING HOME**

- The Isley Brothers
- The Temptations
- The Supremes
- The Four Tops
- The Marvelettes

**DO YOU WANT ME**

- The Isley Brothers
- The Temptations
- The Supremes
- The Four Tops
- The Marvelettes

**HERE YOU COME**

- The Isley Brothers
- The Temptations
- The Supremes
- The Four Tops
- The Marvelettes

**JUST WANT WHAT YOU WANT**

- The Isley Brothers
- The Temptations
- The Supremes
- The Four Tops
- The Marvelettes

**SATURDAY MORNING**

- The Isley Brothers
- The Temptations
- The Supremes
- The Four Tops
- The Marvelettes

**YOU MAKE ME FEEL (MIGHTY REAL)**

- Isaac Hayes
- Thelma Houston
- Steve Arrington
- Marvin Gaye
- The Isley Brothers

**SUNSHINE MAN**

- Al Green
- The Isley Brothers
- The Temptations
- The Supremes
- The Four Tops

**WHERE THE <-MAN-> AT**

- The Isley Brothers
- The Temptations
- The Supremes
- The Four Tops
- The Marvelettes

**THIS IS THE WAY (WE'LL MAKE A BRAND NEW WORLD)**

- Marvin Gaye
- The Isley Brothers
- The Temptations
- The Supremes
- The Four Tops

**I DON'T WANT TO BE A MAN**

- The Isley Brothers
- The Temptations
- The Supremes
- The Four Tops
- The Marvelettes

**BE LOVED**

- The Isley Brothers
- The Temptations
- The Supremes
- The Four Tops
- The Marvelettes

**DALLAS**

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- The Temptations
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**OUR LIPS ARE SEAL**

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What can you say about a new Mantovani LP. Except, now available.

The incomparable maestro of romance plays eleven very special songs... "All Of A Sudden," "I Will Wait For You," "Winter World Of Love," "Tea For Two," "I Can't Stop Loving You," and others.

"TO LOVERS EVERYWHERE" is Mantovani's 57th LP. It will follow in the successful path of its 56 predecessors.
Polydor, Brownstone and Spring present
SOUl FOOD

Dynamite new soul sounds. Pipin' hot and ready for your turntables. It's a feast for your ears.

Polydor, Brownstone and Spring Records, Cassettes and 8-Track Stereo Cartridges are distributed in the U.S.A. by Polydor Incorporated; in Canada by Polydor Canada Ltd.
London Sees Peak Fall Sales; New LP Product Leads The Way

NEW YORK—London Records has just concluded two of its biggest sales months in several years and is now heading for a potential record-breaking October, according to Henry Goldfarb, vice president for sales and marketing at the company.

The projection for October, which could become the largest single sales month in the firm's 24-year history, is based on initial orders at least six of the 18 new LP's announced during London's annual sales meetings last month. Goldfarb also indicated that fourth quarter and year-end activity could prove a near-record year for the firm.

The London new business boom also comes at a time when the firm is enjoying its biggest album and single chart surge this year. For instance, The Moody Blues new album on their own Threshold label, distributed by London, was certified as a gold record award winner two weeks ago. The album—"Every Good Bye Deserves Fa- vor," is the sixth out of six Moody Blues LP's released in America to be qualified for the gold award.

Also in the current chart drive is the Engelbert Humperdinck, who is scoring both with his "Puritan," LP. "Another Time, Another Place," is a LP set. Next and in the same general level is the new Mantovani LP, "To Lovers Over- every-where USA," the 5th LP album in the London catalog for the British music group.

New LP's which have enjoyed favorable sales response include: (Cont'd on p. 27)

Buddah/KS Cuts 'Free' Goods On Singles; Pricing Revamped

NEW YORK—Buddah Kama Sutra Records has initiated a new singles policy of offering "free" goods as incentives to order. Replacing a policy of 1000 records at 32c and 300 free, the label will add records at 32c with a discount of 25% on all orders.

The label's policy on singles was outlined to its network of indie dis- tributors Monday by Phil Steinberg, COO, and Art Kass, co-presidents of the company. Here is the text of the letter:

"About five months ago, Buddah took a step first to help strengthen our industry by increasing our price on albums to $5.98. Although most of the majors have not backed us and we're pretty much had to stand our own, we have been del- lighted with the results.

The Second Step

"We are now taking our second step. The new policy is designed to help on single returns and make it more profitable for them. As you know, most companies sell records in deals—300 free on 1,000 or 200 free on 1,000, etc. This new policy makes it easier for some distributors to order more re- cords and we feel that this is good. We will now cut all free goods as incentives to order. Instead of 1,000 records at 32c and 300 free, we will now sell records at 32c with a discount of 25% on all orders.

"Recently a lot of fuss has been made by radio stations over their mis- curation of what 'free goods' actually mean. Free goods have been dis- cussed or written up in the trade sheet, at the NARM meeting and other similar conferences. We have done a lot of this ourselves from a business structure. We hope in the near future to make additional changes to help strengthen our industry.

"Any business where 100% of what you sell can eventually come back as a sick business. Any business where the cost (artist royalties, musicians union scale, pressing costs, costs of labor, artist advances and studio costs) of doing a record is less than the profit squeezed to the profit near nil is a sick business. If the release is a golden one, initially all labels will increase their list price to $5.98. (Note: Almost all labels have increased their list price to $5.98 and newcomers—until they become important—at $4.98 list).

"Our industry must concern itself over this problem. We cannot be doing out for each other and continue to lose our image. We ask independent labels will fall in line with our new pricing structure."

Polydor Into UDC Dist. Orbit

HOLLYWOOD—United Artists Rec- cords and Polydor, Inc. have concluded an agreement whereby the Polydor and United Artists labels and their affiliated labels will be nationally dis- tributed on an exclusive basis by UDC. The announcement was made jointly by Jerry Schoenbaum, pres- ident of Polydor, and Mike Stone, president of United Artists Records.

Each company will be represented in the field by their own individual network of 21 local promotional reps, and each label will continue to assume the responsibility for their promotional activities and will retain their own product sales offices UA from Hollywood and Polydor from New York.

Columbia Records

Steinberg, Execs Explain Success

CHICAGO—Completing September with a healthy output of new sin- gle and album charts, Mercury Rec- ords achieved one of the largest sales in the history of the company. President Irwin H. Steinberg said in a statement, "I thank all artists who contributed their talent to our campaign.

Other product that has broken out in the past several months is the "Talking" by the Savoy Brown group. The LP called "Live at the Record's" (dis- tributed by London) album "Al Green Gets Next to You," from which in also recently "Green" has been certified as the "Tire of Being Alone."

In the Mercury entrance act, the label said, two of the company's new releases are creat- ing a major sales furor. First, there is the Tom Jones "Live at Queen's Pal- ace," a two-LP set. Next and in the same general level is the new Mantovani LP, "To Lovers Every-where USA," the 5th LP album in the London catalog for the British music group.

New LP's which have enjoyed favorable sales response include: (Cont'd on p. 27)

ARTh's New Thurst: Retailer/Wholesaler Cooperation

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New Additions To Playlist

Radio Active Chart

R&B Top 40

Single Reviews

Talent On Stage

Tape News

Top 100 Albums

Vital Statistics

Cash Box — October 9, 1971
Mercury is #1 across the board.

"Maggie May" Rod Stewart
Mercury 73224
#1—Cash Box Top 100

"Every Picture Tells a Story"
Rod Stewart
Mercury SRM—1-609
#1—Cash Box Top 100 Albums

"The Year That Clayton Delaney Died"
Tom T. Hall
Mercury 73221
#1—Cash Box Country Top 65 (issue of 10/2)
WB Maps Major Drive On 12 English Acts In U.S.

NEW YORK—Warner Bros. Records is launching a major merchandising, radio and record promotion campaign on behalf of 12 of its British acts in North American this fall.

Under the banner "The British Invasion," the company will be using a variety of specially created displays, posters, magazine ads, press kits, etc., to build consumer awareness of the labels' products. Print and radio advertising will be specifically designed to hit the key markets with local messages. An extensive promo campaign will be handled through the company's U.S. A&R offices.

The Warner Bros./Reprise roster of British talent, the label noted, accounts for 50% of the company's sales. During October, hundreds of Warner Bros./Reprise album and single displays will be taken over by Black Sal-

VW In-Store 'Sound Showcases'

NEW YORK—Warner Bros. Records has created a "display of sound" to showcase new releases in the form of actual in-store play. Each display will be made available to retail outlets so that they can encourage customers to hear samplings of current albums when they are in a position to purchase them.

"In-store play has been a hit and music companies have been looking for the consumer dollars that have been eaten up by the concert industry," said Cerny, vice president and director of creative services. "We recognize this consumer's potential, in hitting the con-
sumer when he's in a record-buying mood. We wanted to develop something that would be an exceptionally attractive program device for stores and their clerks. We tried to give them a variety of music on this album that would attract listeners to come in and stay for 10 to 15 minutes. We think it will prove a most effective promotional tool, and we're sure that other record companies will soon be exploring in-store play on their own.

The Warner/Reprise Sound Show-

Grammy Process Begins To Roll

NEW YORK — The Grammy Awards voting process is starting to roll. Record execs have revealed that the NARAS preliminary forms designed to speed up and authenticate several categories of awards creation for this year's Grammy Awards Eligibility List, the massive compilation of recordings which members and companies feel represent the year's foremost artistic contributions to the recording field.

Within a few weeks, both members and companies will receive special, official entry forms. Actual voting in the first round, which determines the NARAS Preliminary Class lists, is expected to begin on Nov. 11 (John Lennon). The second round, which selects the ultimate Grammy winners, will begin early in January, with the final judging beginning in March on the Academy's Grammy nominees. NARAS will give the most attention to members and companies who have submitted the highest number of entries, and to the number of times a particular album or single has been nominated. A list of the winners will be revealed in mid-

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Mollg indicated that "permanent" restructuring of Capitol's A&R organisation was under review, and that, besides A&R activities, the company's A&R activities will be supervised by Maurice Lathower, divisional manager, and John Schuman. Menon intends to involve himself to a greater extent than before in Capitol's A&R activities.

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Elektra Sends Out 1st Road Tour

HOLLYWOOD—Elektra Records has come up with a way to break new releases that has received at least one respect—the company's distributors have not complained. "The idea, conceived by west coast general manager Mickey Kapp, is to play a couple of the label's new releases, Don Nix, Jeanie Greene, and Lonnie Liston Smith, for a statewide tour early this month, play a local station and sell its own product in the process."

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Si Mael GM
At Polydor

NEW YORK—Jerry Schoenbaum, president of Polydor Incorporated, reports the appointment of Si Mael as general manager to the firm. Mael will be responsible for the business administration of the company and participate in the development and growth of the organization. The newly created position will include coordination of the various operations of the company, negotiating contracts, budgeting recording projects and overall company planning.

Mael comes to Polydor with many years of record business experience, specifically 10 years at United Artists as vice president and general manager. He left United Artists three years ago to initiate Si Mael Associates, a business and management consultant's organization, to serve the record and entertainment industry, during which his clients numbered several major record manufacturers. Mael is a Certified Public Accountant and holds a degree as the Bachelor of Business Administration from City College of New York.

"As concepts in the entertainment values and merchandising change frequently, an essential thinking and operative techniques are as significant as the other industries change as rapidly, and to remain a leader, it is necessary to grasp the trend of how they happen." Mael, who was instrumental in negotiating pacts with artists, and as signing marketing policies for numerous acts, notes the Annual NARM convention, which will be held Mar. 5 through 9 at the Americana Hotel in Bal Harbour, Fla.

Jack Goldsberry, chairman of the convention committee, will chair the meeting. Jack Grossman, NARM president, an ex-officio member of all NARM committees will participate, as will Jules Malamud, NARM exec di- rector. Committee members who will be attending the meeting are James Schwartz, Art Goldin; Henry Hildebrand; Art Goldin; Henry Hildebrand; Richard Siegel; and Philip Strange.

On the agenda for discussion will be an evaluation of the entire convention schedule, including all business and social events.

The convention schedule topics and possible speakers at the general business session, including a review of the Polydor workshop will be reviewed, with particular attention to those speakers who will be invited to attend NARM membership. A complete analysis of Person to Person will be made. Plans for the convention's meal and social functions, which include a business lunch, cocktail receptions, and dinners) will be set. Plans will be made for the NARM Scholarship Foundation Dinner and for the NARM Banquet, two special evening events at the annual NARM Conventions.

Beach Boys Plan Solo LP's

NEW YORK—While remaining together as a concert and recording act, the Beach Boys plan to release a number of LP's spotlighting the talents of their individual members over the next two or three years. In their Warners-affiliated Brother label, the Beach Boys have produced a record press conference for the group held at the Hotel Navarre here.

Many of the press' questions were directed at Carl Wilson's status as a recording artist. In a somewhat cautious manner, Carl compared Carl's situation with that of Mohammed Ali who had received much more publicity in his court struggle. "All is just considered by the press to be generally more newsworthy than any member of a rock group," replied Carl. "As part of my alternate service," he continued, "the group and I plan to get intoinson, constructively speaking. Con- certing innates is in the national interest.

Brian Staye Home

Although rumors in the press im- plied that Brian Wilson, member of the Beach Boys since 1965, would be making a solo record at the behest of Brian and his subsequent Carnegie Hall engagement, he did not appear at ei- ther. Carl Goldsmith, who has both actively involved in Beach Boys recordings and he has been credited by the other members of the group with developing their vocal style, "sensitivity behind distinct harmonies."

As to the question of the act be- coming increasingly conscious of so- cial problems, the members explained that their early writing about cars and surfing were an important but early and partial expressions of their thoughts. "The world is smaller now, but the issues are wider." Mike Love commented. Carl tried to emphasize that the group has evolved rather than changed drastically. "We're no more radical in any sense and our records and appearances are still very much positive experiences. You can get all hung up on a rose's thorns or you can appreciate the blossom." Mike Love summed up the group's feelings on the subject: "Our politi- cal platform is apart from politics.

Lloyd, 3 Dog Night

The Beach Boys intend to continue to record with Charles Lloyd, Kapp jazz artist as a back-up group of the famed rock-styled group's Beach Boy track. As an interesting sidelight to their recording careers, it was re- vealed that the Redwoods, who recorded a few years back on their own part of Capitol, were in reality 3 Dog Night. Mike Love, added, "they sang flat."
imagine john lennon's new single
imagine b/w it's so hard
produced by john & yoko and phil spector
is apple record 1840
CashBox Radio Active

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. 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>
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<tr>
<td>1. Absolutely Right</td>
<td>5 Man Electrical Band</td>
<td>Lionel</td>
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<td>2. Question 67 &amp; 68</td>
<td>Chicago</td>
<td>Columbia</td>
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<td>3. Your Move</td>
<td>Yes</td>
<td>Atlantic</td>
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<td>4. Two Divided By Love</td>
<td>Grass Roots</td>
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<td>6. Jennifer</td>
<td>Bobby Sherman</td>
<td>Metromedia</td>
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<td>7. Inner City Blues</td>
<td>Marvin Gaye</td>
<td>Tania</td>
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<td>8. Do I Love You</td>
<td>Paul Anka</td>
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<td>9. Love</td>
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<td>10. Desiderata</td>
<td>Les Crane</td>
<td>W.B.</td>
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<td>12. Mammy Blue</td>
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<td>13. I'm A Man</td>
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<td>14. What Are You Doing</td>
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<td>Dawn</td>
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<td>15. Long Ago &amp; Far Away</td>
<td>James Taylor</td>
<td>W.B.</td>
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<td>16. I'd Love To Change</td>
<td>The World</td>
<td>Ten Years After</td>
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<td>17. Imagine</td>
<td>John Lennon</td>
<td>Apple (L.P. Cut)</td>
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<tr>
<td>18. Are You Old Enough</td>
<td>Mark Lindsay</td>
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<tr>
<td>19. Mammy Blue</td>
<td>James Darren</td>
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<td>20. It's For You</td>
<td>Springwell</td>
<td>Parrot</td>
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CashBox Radio-TV News Report

ABC/Dunhill's Helfer: Test Via Secondaries

HOLLYWOOD—Mary Helfer, ABC/Dunhill's vice president for promotion, believes the importance of secondary markets in evaluating the potential of new product.

"We often find that we can evaluate the strength of a potential single by the initial reaction from our key secondary markets," said Helfer. "It is easier to get a 'pulse' on a record quickly in these markets and very often program directors will choose a cut from a new album and go on it without any direction from us. They are good judges and we feel good about a matter of a day or so the impact of sales by the number of requests for airplay and calls to local stores to see if the record is being stocked."

"A station manager at KEED in Eugene, Oregon phoned Jay Lasker personally and told him his station had been on 'Three Dog Night's 'One' and gotten tremendous response. Many stores were calling the station to find out where they could buy the record. We took KEED's word on the record and the rest is history. 'One' was Three Dog Night's first million seller. That's why we need these key secondary markets, their flexibility of programming and their ability to move quickly on records can give us the kind of information about a potential record that no major station can generate."

"A perfect example of what I am talking about happened this week. We shipped an album by one of our new groups, Crowfoot, and within two days we began to get feedback from the field about a potential single. A station in Tucson, Arizona went on 'Travel In Time,' the first cut on the album, and received such hearty requests for airplay that they were hit hitting the record four times an hour!"

STATION BREAKS:

Dean Sander, who has been with KLAC-Los Angeles' news dept. for eight years, now his own named news director . . . Shelly Davis will be coordinator of Warner Bros. Entertainment's newly acquired KFDI-Wichita . . . Gus Travas, former program director at WFJM-Youngstown, Ohio, has joined WTTW-Minneapolis as host of the 7 to 9 p.m. show, "Three Dog Night Live". . . Veteran sportscaster Tom Kelly to do weekday afternoon sports reports for XNY-Los Angeles . . . John Kerans to WTTW-AM Minneapolis as news and business editor . . . Congratulations to Lee Case, celebrating his fiftieth year as morning host for WCBM-Baltimore.

Godfrey Retires From Radio Show

NEW YORK—Arthur Godfrey has announced plans to end his thirty-three year radio career, 38 of which have been with CBS Radio. The network has agreed to release the veteran airtime personality as of April 30, 1972. His program, "Arthur Godfrey Time," is heard daily.

Godfrey will continue to work in television specials and documentaries on such subjects as ecology. He had his radio debut in October, 1929 on WFIR in Baltimore and began broad casting his daytime series in 1945.

Quotable: "Godfrey is a legend. He is a living museum of radio. He is a living legend. He is a living example of what radio can be."

GETTING THEIR LICKS IN—Blue Thumb's Dan Hicks & His Hot Lids dropped by the studios of WNEW-FM on a recent visit to New York. Pool for the camera on the occasion were left to right Steve Jack, then studio manager at WNEW Records; Scott Muni, the station's program director; Mike Klefner music director; group members John Gurtin, Dan Hicks, Sid Page and road mgr. Steve Fulsear.

Cash Box — October 9, 1972
MUSIC FROM THE ORIGINAL SOUNDTRACK

SOUL TO

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WILSON PICKETT  THE VESPERS
IKE & TINA TURNER  THE VELEZ

A Hit Movie! A Hit Album!

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**Picks of the Week**

**BREAD** (Elektra 45751)

Baby I'm A Want You (2:25) (Screen Gems/Columbia, BMI—D. Gates)

Soft ballad follow up to their recent “Mother Freedom” returns Breed to their original sound. A definite chart record, single will be getting more than its share of airplay based on groups prior chart successes. Flip: “Truckin’” (2:31) (Ole Red Group Music, BMI—Griffin, Royer).

**JIMI HENDRIX** (Reprise 1044)

Dolly Dagger (3:35) (Arch Music, ASCAP—Hendrix)

From Hendrix' latest “Rainbow Bridge” album comes this excellent rocker in traditional Hendrix fashion. Underground programmers will rejoice in the new material while AM top 40 markets will also give this latest much exposure. Flip: no info available.

**ROBERTA FLACK & DONNY HATHAWAY** (Atlantic 2837)

You've Lost That Lovin' Feelin' (3:52) (Screen Gems/Columbia, BMI—Man-Wil-Spector)

Remake of the classic Righteous Brothers hit of yeesteryear looks like it could break out all over again. Fine original version by Roberts & Donny is likely to garner much R&B play before it crosses over into the pop markets. Flip: no info available.

**THE BUOYS** (Scepter 12231)

Blood Knott (2:57) (Jordan-Herman-Holmes/Leeds Music, ASCAP—Holmes)

Incredible production value seen in this first single. Garmer much R&B exposure while Top 40 exposure certain to follow. Flip: no info available.

**JEANNIE C. RILEY** (Plantation 79)

Roses And Thorns (2:52) (Singleton Music, BMI—N. Martin)

Powerhouse vocals and a touch of country for good measure will get Jeannie’s latest off the ground in no time at all. Certain to please all pop/MOR and C&W programmers. Flip: no info available.

**REDWING** (Fantasy 670)

Bennie Bons (2:38) (Parker Music, BMI—Fleegel, Samuels, Phillips)

Churning dance item will meet with monster receptions in AM markets and is certain to become a huge top 40 charter. Flip: “I’m Your Lover Man” (3:09) (same credits)

**LOU CHRISTIE** (Buddah 257)

Mickey’s Monkey (2:41) (Jobette, BMI—Holland, Dozier, Holland)

Christie will set tend to have the abal clave as score in both top 40 and R&B markets. Single is easily artists best effort to date and is certain to garner much chart activity. Flip: no info available.

**THE TAMS** (Curti 4290)

Hey Girl Don’t Bother Me (2:25) (Low-Twi Music, BMI—Whitley)

Released some six or seven years ago, the Tams have updated the version to fit that it is currently the best selling song in England. No question but the record will break big in the states and will give the Tams their second hit with the same song. Flip: “Weep Little Girl” (2:21) (Low Sal Music, BMI—M. Davis)

**LINDA RONSTADT** (Capitol 3210)

I Fall To Pieces (3:05) (Tree, BMI—Cocharan, Howard)

Choice material, smooth delivery and fine production are the highlights this latest from Linda. Record will carry well into the national charts and looks like it could become her biggest outing to date. Flip: “Can It Be True” (2:26) (Fox Fanfare, BMI-Karim, Krymmy)

**BOBBY VINTON** (Epic 10790)

A Little Bit Of You (3:10) (Artie Fields Algea Music, BMI—Santos, Draphin)

First release from Vinton in many moons returns him to his new famous style centered on the abundance both pop and MOR programmers. Disk could once again bring Vinton to national attention. Flip: no info available.

**DONNIE EIBERT** (All Platinum 2330)

Where Did Our Love Go (2:58) (Jobette, BMI—Holland, Dozier, Holland)

Revival of the Supremes classic will meet with new enthusiasm as vocalist Eibert presents his updated version. Look for this one to make its mark in pop & R&B markets. Flip: no info available.

**BOOHER T & PRIGILLA** (A&M 2195)

She (4:06) (Irving House Of Jones Music, BMI-Ethridge, Parsons)

Beautiful image laden ballad from their first album will meet with tremendous listener responses and monster sales receipts in both pop and R&B markets. Chances great for top 40 chart honors. Flip: “The Wedding Song” (7:00) (Almo/Universe, ASCAP-B. T. Jones)

**RON DANTE** (Scepter 12333)

That’s What Life Is All About (3:05) (Pocket Full Of Tunes, BMI-Wine, Levine)

From the pens of Toni Wine and Irwin Levine comes this emotionally charged ballad beautifully performed by Ron Dante and a likely candidate for immediate exposure in both pop and MOR markets. Single could take off to become a huge chart item. Flip: no info available.

**Newcomer Picks**

**DANIEL GERARD** (Columbia 45468)

Butterfly (3:27) (Charlemagne Music, ASCAP—Gerard)

Currently a huge sensation in Germany, American release of same record is certain to cause immediate sales reactions. Germany's most popular drinking songs with the potential to be just as sensational in the states. Flip: “One White Rose” (3:00) (Same Credits)

**GROOTNA** (Columbia 45461)

Full Time Woman (3:24) (Jondora Music, BMI—Stewart)

Female lead vocalist for new San Francisco group appears to have quite a future in rock and roll with the first fo-vocal group release. First release. Record deserves several listenings and plenty of radio exposure could do it much justice. Flip: no info available.

**TRIBE (CACC 777)**

Attica (3:30) (PPX, BMI—C. Knight)

With frightfully realistic lyrics, Tribe debuts with a message of hope for the future. Record solves the earnestness of Attica prison. Should be getting lots of airplay in weeks to come. Flip: no info available.

**Choice Programming**

**RAY SHARPE** (A&M 1297)

Another Piece Of The Puzzle (2:47) (Philabel Music, ASCAP—Winters)

Contemporary message is delivered via piercing vocals and a great musical arrangement. Programming should be big for this one. First release. Record deserves several program play before it crosses over into the world markets. Flip: “I’m A Woman” (2:20) (Hastings, BMI—R. Sharpe)

**MILLIE JACKSON** (Spring 119)

A Child Of God (3:05) (Will-Dunhill Music, BMI—French, Jackson)

Long intro yields to soul/gospel tune with plenty of r&b rock 'n' roll. Fine vocal performance should spark interest in newcomer Jackson. Flip: no info available.

**URIAH HEEP** (Mercury 73243)

Look At Yourself (2:59) (Dick James Music, BMI—Hendrix)

British group will meet with tremendous response in AM groups seeks AM exposure via title track of their most recent LP. Tune is a powerful rocker that should find favor with many commercial outlets while still maintaining groups hold on the underground markets. Flip: no info available.

**OLIVIA NEWTON JOHN** (Uni 53994)

One More (3:15) (Bluegum Music, Welch—Parrar)

Holding at contemporary chart success with this warm toned vocal piece. Should spark interest in female finds a tune, perfect for both pop or MOR formats. Airplay a certainty based on chart success. Flip: “Yes Man” (3:09) (Charisma Music, BMI—Newman, Layne)

**EDGAR WINTER’S WHITE TRASH** (Epic 19788)

Keep Playin That Rock ’N Roll (3:14) (Hieronhant Music, BMI—Winter)

Fast developing into one of America’s most accepted rock ‘n roll bands, Winter hits the charts with Edgar Winter and Rick Derringer, tear into their second single certain to gain large acceptance in teen markets and big promotion in top 40 areas. Flip: “Dying To Live” (3:09) (RCA South, BMI—Hampshire, Dwyer)

**MANN-FRANKS MANN** (Polydor 14977)

Please Mrs. Henry (2:32) (Dwarf Music, ASCAP—Dylan)

Still impressed by the abundance of Dylan material at their disposal, Manfrd Mann strike again via this rocker. Having been away for the long time, latest entry will be getting lots of attention. Flip: “Prayer” (5:57) (Bellinda Music, BMI-Manfrd Mann)

**SHOCKING BLUE** (Buddah 2258)

Satisfaction (2:28) (Buddah, BMI—Lee)

Outing from group with great European success carries with it instant teen appeal and fine chances of breaking into national chart attention. Flip: no info available.

**JOHNNY ADAMS** (Atlantic 28343)

More Than One Way (2:49) (Roffin-Caraju Collins Music, BMI—Hamilton, Walker)

Soulful outing with dynamo vocals should muster up plenty of interest in the R&B market. Record proves Adams. A fine outing with lots to look forward to in the future. Flip: no info available.

**LIPSUTTS STASH** (Cotillion 3070)

If This Don’t Make You Smile (2:45) (Zap Music, BMI—C. Jones)

Another record with a very important message to give warning and be able to do it with the dance crowds and file box over. Record is being supplied with no turn tables spinning with deligh...

**BROOK BENTON** (Cotillion 41438)

A Black Child Can’t Smile (2:45) (Zap Music, BMI—C. Jones)

Another record with a very important message to give warning and be able to do it with the dance crowds and file box over. Record is being supplied with no turn tables spinning with deligh...

**QUINAIMES BAND** (Elektra 48724)

Try Me One More Time (3:37) (Swiss Jollyroll Music, BMI—Bromberg/Donker)

Funky mover from bands debut album which should get good play and bring fine listener responses is a no-brainer for the group. Flip: no info available.

**DANIEL LEY & THE CHILDREN OF TRUTH** (RCA 8280)

Jesus, Jesus, Rock Of Ages (2:54) (Manna Music, BMI—Lee)

Interesting blend of rock and gospel makes for super commercial first effort culls from groups “One Way” album. Record is hit potential available in the grooves. Flip: “One Way” (3:38) (same credits)

**TRINI LOPEZ** (Capitol 3195)

Some Kind Of A Summer (3:1) (Munich Berlin Music, BMI—Linnig, Ehrlich)

Covering the original Dave Ellingsworth version of several months past, this comes up with a super commercial effort that is certain to return him to national limelight. Flip: no info available.

**BOB LEWIS** (Om 101)

When Johnny Comes Marchin Home (2:41) (5 Arts, BMI—Brad, Lewis)

Sincere narrative with a contemporary musical arrangement a nice change from the old “Ultrasound”. Lewis sings some great vocals and his new tempo of rock and roll and exoldingly well. Lewis and his combo. Flip: “Johnny’s March” (3:02) (same artist)

Cash Box — October 9, 19...
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NEW YORK—THE ROCK MANAGER INTERVIEWS: DAVID CASSIDY AND ROAD MANAGER STEVE ALSBERG. (PREFACE: In this, the concluding episode of The Rock Manager Interviews, Cash Box talks with David Cassidy, star of the highly rated television series, and his road manager, Steve Alsberg. We believe that both Cassidy and Alsberg have made some interesting comments that won't be found in the weekly teen magazines. On this note we begin—k.k.)

NEW YORK—DAVID CASSIDY: ODE TO YOUTH: WRITTEN UPON THE EYES OF GOLDEN

When an artist is signed to a record label, he becomes, in fact, a product. And, like a can of soup at the local grocer, he is subject to the great American merchandising campaign. A campaign over which he has no control.

At the ripe old age of 21, David Cassidy has been through it all. His likeness has been plastered on the cover of every single teen magazine in the country. His portrait also appears on everything from bubble gum cards to lunch boxes. He can be seen co-starring on the highly rated weekly TV show, "The Partridge Family," and can be heard singing on any one of his three-million selling albums.

He has been harassed, misquoted, put down, married, divorced, trapped by love, angry and cruel, all at once, in a series of TV and movie magazines determined to sell issues at any cost. But, through the filming and recordings and interviews and photo sessions, and through all the abuse that was recklessly "bestowed" upon him, David Cassidy has remained one of the most sincere, most sincere performers in show business. And one hell of a human being!

In front of the hotel stood a chartered bus for Cassidy's band and road crew, and a limousine chauffeured by Morris Ultman for David. Without hesitation, Cassidy stepped into the bus. His friends were aboard; his band and his able road manager, Steve Alsberg.

(on route)

C.B.: Whose idea was it to take David on Tour?
Alsberg: It just evolved. It seemed the logical thing to do.

C.B.: How many shows have been done so far?
Alsberg: We've done about 20 so far, but the schedule is really strange. We can't do shows three or four times a week because of David's other obligations.

Cassidy: I usually get up about 6:30 every morning and get in over to the Partridge set where I work until about 7 every night. After working on the show, I usually take a couple of hours in the studio to work out new material for albums—so the only time we have open for shows is on the weekends.

C.B.: How many people does David take with him?
Alsberg: Usually about 10-12 including the band, equipment men, and Kim and Dave who serve as background vocalists for Cassidy and also open the show on their own.

C.B.: Is being a roadie for David any different than handling a rock group for example?
Alsberg: You know, sometimes I think of myself as a musician—and the instrument I play is business—which is different from playing piano or guitar. You play it well, or you don't. I worked with other groups in the past. I had the flying Burrito Brothers and Poco. Right now, I'm still looking for acts that are open for management. (note: Ruth Aarons is the actual manager of David Cassidy). Handling David's show is really no different.

We've never had any problems with the actual transportation of the band and the equipment. Everything has always run smoothly.

C.B.: But what about all the screaming kids?
Alsberg: That's the problem! Depending on many how many there are, we have to invent ways of sneaking David in. Sometimes, I get caught up in an elaborate MissionImpossible routine and we use disguises and distractions. I can recall one instance, not too long ago, where David had just finished a show and ran into his car. But before we could get started, the car became completely surrounded by kids and we couldn't even see the outside anymore. They were pounding on the doors and windows and screaming for David to come out. It was obvious

HOLLYWOOD—MULTI-TALENTS

There are lots of people around who do lots of things, but few do so many things, so successfully, as songwriters Fred Karlin and his Welsh wife (with a name easier to spell than pronounce), Tywylhy Kymry. They live on the edge of a precipice out in Santa Monica overlooking the Pacific with their four children, three dogs, two cats and sundry other pets. And they write film scores and hit songs like mad: "Come Saturday Morning" from Fred's score for "The Sterile Cuckoo" won both Grammy and Academy Award nominations for Best Song; the music from "The Baby Maker" won them both an Academy Award nomination for Best Original Song Score; and "For All We Know" from their "Lovers and Other Strangers" score hit the pop charts and then won this year's Oscar for Best Song.

Neither one of them show signs of stopping at that. Fred has scored three films since the first of May—"Believe in Me" (formerly "Speed Is of the Essence"), for which he wrote a title song, recorded as a single by Lou Rawls and just released by MGM; "Marriage of a Young Stockbroker," from which he wrote the title tune "Can It Be True?" has been recorded for Capitol by Linda Ronstadt (due for release this week); and "The Little Ark," a Cinema Center project with (you guessed it) a title tune just a-waiting to be snatched up. For Fred, this song writing career grew naturally out film scoring assignments, the first being "Up the Down Staircase" five years ago.

But now, in addition, the Karlins are looking around for properties, or a property, to make over into a film musical. They're looking too for non-film projects where, as collaborators, they "can relate to a recording environment, as if we had our own groups." They're both again interested in doing what they can to preserve early American music—especially "the functional music that gets put away after it's used." (Years ago they formed a Historical Institute of American Music with the same aims, and got a Rockefeller grant to help out. Some of what they turned up found its way into Goddard Lieberson's Legacy series for Columbia, with which Fred was intimately involved.) "I want to make sure that nothing

David Cassidy on stage and in interview
Fred Karlin, Tywylhy Kymry, Cyrus Faryar

(cont'd on page 17)
NEW YORK (cont.' from page 16)
that we weren't going to be able to drive out, so I took David, opened the door, and walked him out. Never expecting to see him do that, the kids just kept on screaming to the car. In fact, they kind of pushed us aside to get closer!

C.B.: Do you miss having a dog?

Alsbeger: Not at all. I love them. They're really fun to watch, and they're incredibly enthusiastic.

Ans: Where?

(cover)

New York

of jeans, you let him get to the stage. Cassidy: (smiling) Well, I was in the dressing room right now, and it's kind of tiring, but why don't you see and see what happens.

Amb: How old are you?

Cassidy: Twelve.

Ans: Do you have any of David's albums?

Cassidy: I have all of them.

C.B.: Do you watch his show, too?

Cassidy: Yes, I do. I usually watch it on TV.

C.B.: Why do you like David Cassidy?

Cassidy: Because he's beautiful.

(cover)

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Amb: How old are you?

Cassidy: Twelve.

Ans: Do you have any of David's albums?

Cassidy: I have all of them.

C.B.: Do you watch his show, too?

Cassidy: Yes, I do. I usually watch it on TV.

C.B.: Why do you like David Cassidy?

Cassidy: Because he's beautiful.

(cover)

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LOOKING AHEAD

1 DESIDERATA (Bickham-ASCAP)
2 Le GRÈNE — H.R., 7520
3 I'M AN EASY RIDER (Selig-UMI)
   Friends — Frank E. R. Hark 5026
4 GIMMIE SOME LOVIN' (Warren-ASCAP)
   Traffic Elec. — U.A. 50841
5 SOLO (Bockweiler-BMI)
   Billy Sun — Insectis 9102
6 I CAN GIVE THE LOVE (Sue — Universal)
   Vikki Carr — Columbia 46564
7 MOTHER (Mayhew — ASCAP)
   Barbara Streisand — Columbia 46571
8 YOU THINK YOU'RE HOT STUFF (Marlo-Card—BMI)
   (Missy — S.T.E.F. 11500)
9 OLENA (Quaynor — BMI)
   (Mrs. Joe — BMI 746)
10 CHANGES (Miles-Henderson — ASCAP)
   (Miles — BMI 414)
11 LIFE IS A CARNIVAL (Goldfinger-BMI)
   (Canby — BMI 3109)

12 GIRL I'VE GOT NEWS FOR YOU (Merlin-ASCAP)
   (Porter — Columbia 11304)
13 FUNKY RUBBER BAND (Motion — BMI)
   (Popcorn Wyers • Surray 35097)
14 LORD HAVE MERCY (Beecher-ASCAP)
   (Royal Black Arkansas — Ace 6629)
15 I REALLY LOVE YOU (Langston-ASCAP)
16 DESDEMONA (Barnes-Miller — BMI)
17 SAUNDERS' FERRY LANE (Two — ASCAP)
   Rye — ASCAP 0093
18 KEEP IT IN THE FAMILY (Translating-S/BMI)
19 THANK YOU FOR THE LOVE (Gilly-Male)
   (Malcolm — Atomic 295)
20 IT'S IMPOSSIBLE (Gibson-BMI)
   (Mr. Miller — BMI 5020)
21 SUMMER OF '42 (Whitney-ASCAP)
   (McLean — ASCAP 45454)

Ruff Forms Subsidy:

HOLLYWOOD — Ray Ruff, who an-
nounced the formation of his own Lone Star label three weeks ago (CASH, Aug. 10), called a press con-
ference here last week to an-
nounce that he is starting a label subsidiary, Oak Records. Initial release set for the new label: Ruff's own double-LP Biblical rock album, "Truth," re-
titled "Backin' the Management Album by I Have Charge," which will in-
clude backing, vocals, and a sup-
ernatural window for the film "LONE
HOLLYWOOD: Shutters on the Window.

Ruff, who is also forming a music proj-
te company, said he will be the manage-
er and president of Oak Records. He will
be joined in the company by Ron Prosen, who was formerly the record-
ing and promotion manager for "Lone
Star" LP, and Steve Ross, who will be
the company's vice president.

Besides a quarter million dollars in
backing, specifically earmarked to pro-
tect the initial release, Ruff has signed on a marketing staff that in-
cludes Larry Lum, the company's Capitol ex-
ecutive (whose responsibilities at Oak will be
largely in the same respective areas);
Rocky Catena, head national mer-
chandising; Roger Karshner to launch a
promotional effort for the label in five
major markets; Jack Levy in charge of
graphics and special promotional
projects; and Joe X. Price handling press and public relations.

Ruff, "I have the backing and
I have theYZ in TV'er
the way to make a com-
pany," he expects to ship the "Truth" album by Oct. 11, to take natural ad-
vantage of the Christmas buying sea-
son. "We've been making the tracks
from the package out by the end of the month," he said. A management team
here will be a network of 38 independent distributors and 15 pro-

Tomlin LP Sales Boost From TV'er

NEW YORK — Lily Tomlin's hit Po-
lydr LP, "This Is a Recording," has received a new label and is sólo now
that "Laugh-In", the show which cast her and made her a national figure, is back on the air for the fifth consecutive sea-
son. Since Tomlin's role of Ernestine, the wispy telephone operator
is one of the featured performers on the show.

The label says record shops in maj-
or cities have reported a "signifi-
cant" increase in sales since the tele-
sion season started. Sparked by the
show, the new label, Atlantic, has
dealers begun to display the prog-
audio apparatus which was original-
l Y in the form of a small poster.

Tomlin LPs aids include poster size blow-ups of the album jacket, as well as inte-
ractive window displays featuring Miss Tom-
lin. 

Aside from "Laugh-In," Miss Tom-
lin is acting in clubs across the coun-
try where she also does her own "Laugh-In" routines, much of which she
writes herself. This past summer she
was the mistress of ceremonies at the Big Sur Folk Festival.

18

tape news report

ITA Elects Kusisto Chairman, Simkowski Pres

NEW YORK — Oscar Kusisto, chair-
man of the board of ITA and pres-
ident of Motorola Automotive Pro-
ducts, was named chairman of the International Tape Associa-
tion Membership Meeting at the Plaza Hotel in New
York last week. The meeting was attended by a suc-
cess of ITA in just one year was pres- ents and board of directors.

The First Annual Meeting was con-
ducted under the leadership of executive director of ITA, M. Warren


Tape Designs to Show Four Channel Mastering

Units at A.E.S. Display

NEW YORK — Audio Designs and
Mfg. Inc., Roseville, Mich., has re-
checked on new equipment to be shown in the upcoming A.E.S. show in the New York Hotel.

Along with the new mastering equip-
ment, the company will formally engineer for mastering quad recordings, including an all-new quad mastering console and pub-
lished jointly by Lone Star affili-
ates and Checkmate Music (B.M.I.)

To Mk Truth LP

NEW YORK — Poppy Bows, pres-
ident of the Truth LP Record Company, announced the release of new product
label, "Dick Gregory at Kent State" is a
limited edition 2-LP set, a tona-

tal record address at Kent State last
season. The album was recorded in the
fourth Townes Van Zandt al-
bum, And, Shirel Miller has a single
"She'd Be Better" produced by Fel-
ton Jarvis. Jarvis is best known for pro-
duced West Side of Elvis Presley hits.
Shied Be Better" was written by
Bryan Forster. the album is
billed Johnny Cash hit, "A Boy Named Sue." Poppy is dis-
cut by U.A. and ODC.

The Who Win Gold

UNIVERSAL CITY — Decca Rec-
ords, the Who, concluding its current

record-breaking U.S. tour, have re-
covered RIAA Gold Record certification for their latest album "Who's Next."

Making the announcement, J. K.
Komer, vice-president and general man-
ager, said, "Since its release a few
weeks back, 'Who's Next' has al-
ready sold well over 600,000 units
and that figure doesn't even reflect
the number of people who have en-
joyed outstanding sales and consis-
tent sales performance. This LP has
surpassed even those remarkable
ratings. It's their fastest and
biggest selling release to date."

Plans are presently being made to
broadcast the album on the Winter
American tour later this fall, for en-
gagements in the South, Southwest
and Vermont. 

EATON-Supercross Suit on L.A.

LOS ANGELES — Clarification of nego-
ciation in a suit filed in Federal Dis-
trial Court in this city if Supercross, Inc., and the Eaton-Dawson Co., of L.A., was the basis for the filing. Eaton is a shareholder in Standard Radio. Standard makes tape recorders as well as radios and TV sets. Eaton is also the manufacturer of Supercross tape recorders.

It was also reported that these tape recorders will be used in Standard's tape recorders.

New High Speed Tape Duplicators from MCA

NEW YORK — MCA Technology (a subsidiary of MCA Inc.) will exhibit its latest audio duplication equip-
ment at the 41st convention and exhibition of the Audio Engi-
neering Society here in New York this Oct. 5-8. The company will exhibit its high-speed cassette duplicator which reportedly reproduces cassettes in 2 1/2 minutes; a line of full range, low noise, high speed audio cassette recorders and a new low price audio console and a graphic equalizer designed as part of a 100-watt audio system, the console controls and a stereo control console from Langevin.

Audio Devices Makes Sales Appointments

GLENBROOK, CONN. — William L.
Goldberg, recent president and general man-
ager, and sales, Audio Devices, Inc. an-
nenounced that he has appointed Tom Dawson to the position of national sales manager. Previously he had been in charge of the Audio Devices, Dawson joined the company in 1962 and was named vice presi-
tol Records since 1961 in various sales positions. Dawson as eastern regional manager is Jim Palmer, whose company has been with Audio Devices since 1931 specializing in computer tape and working out of the New

Art Leask has been appointed prod-
ucer for the new "Laugh-In" LP, the first one to be made in 1964, first as such and then as a producer. Dave Chapman has been appointed market-
throughout the United States. het month, he will turn 32 years old.

Audio Devices Incorporated manufactures recording cartridges, cassettes and reels, as well as compact tape, digital cassettes, lacquered discs, sound film and broadcast cartridges.

Cash Box — October 9, 1971
Chappell/Zethus Multimedia

NEW YORK—Zethus Music, publishing affiliate of Intermedia Systems Corp., the first publicly-held multimedia entertainment software organization, has entered into a long-term joint and administration catalog agreement with Chappell & Co., Inc. on an exclusive worldwide basis.

Intermedia, headed by Pres. Gerd Stern, and vice president Dr. Gunther Weil, is the parent company of a multifaceted multimedia complex, specializing in hardware, programming and presentations. Divisions include Intermedia Productions, an independent record production company, Ampro Nebula Sound, Chappell Sound, Boston's first 16-track studio and Zethus, the latest of the company's burgeoning affiliates.

Zethus, run by producer Ray Paret, has a new contemporary publishing roster, including Andy Pratt, Polydor writer/artist/guitarist/Paul Weller, Paul Weller's former band, the Jam, Al Bell, BMI and BMI subwriter, and others. Writer searches with Zethus include Charlie Marimora, Paul McCartney, Sir Sammo Gunnet (Montreux Festival winners), and Paul Conly, formerly of Lethar and the Hand People.

Intermedia Sound facilities have been ranked among the top recording artists as Loudon Wainwright, Livingston Taylor, New York Rock Ensemble, Delaney and Bonnie, Country Funk, and others.

Stax/Make Music

Production Deal

NEW YORK—A production deal has been concluded between Stax Records and Make Music under which The Lenders, a Washington, D.C. group will be produced by Myrna March and Brenda Baker. Release on Stax, reports Stax exec vice president Al Bell.

Bell, in New York for a session with Wayne Williams, spent time out to see the group at the Make Music offices. A moderately initiatednegotiations which were concluded in subsequent meeting the following morning. Contracts were completed, and arrangements made to record and release a single at once with an album to follow by the first of the year.

Cenci Opens

Pittsburgh Dist. Co.

PITTSBURGH—Vet music man Nick Cenci has opened Cenci's, Inc., his new distri- butorship, Tri City Records, at 1003 Birmingham St. Phone number is: (412) 431-5667. Among the first labels to be represented by Cenci's new firm is the Massachussetts pair which Cenci will also handle in Cleveland. In the latter market, he has named Tony Decrole to handle promo and some sales.

Location Cuts

Bernstein 'Mass' At Kennedy Ctr

NEW YORK—In what is probably the first commercial recording at the Kennedy Center and of "Mass", Location Recordings were commissioned by Columbia Records to record Leonard Bernstein's "Mass" at the Concert Hall of the new Kennedy Performing Arts Center in Washington, D.C.

Two hundred performers were necessary to perform the "Mass" including a blues band, rock band, symphony orchestra, and a large choral section. Faced with the complexity of this performance, Location utilized about fifty microphones feeding their master recorder. Bernstein wrote the piece in honor of the late President John F. Kennedy.
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
Chirpy Cheep—Mac & Katie Kissoon—ABC
Tired Of Being—Al Green—ABC
Rain Dance—Mac & Katie Kissoon—ABC
Peace Train—Cat Stevens—A&M
Don’t Go Near The Water—Bob Dylan—WB
Loving Her Way—Kris Kristofferson—Monument
TPC Cut—3 Week/Pro Rester Feels—Jazz—RCA

WLS—CHICAGO
Absolutely—5 man Electrical—Lionel
Only You & I—Delaney & Bonnie—Atco
LP Don’t Go Near The Water—Bob Dylan—WB
Loving Her Way—Kris Kristofferson—Monument
TPC Cut—3 Week/Pro Rester Feels—Jazz—RCA

WOYK—MILWAUKEE
Love—Letterman—Capitol
Your Move—Yes—Atlantic
2 Divided By Love—Grass Roots—Dunhill
One Fine Morning—Lighthouse—Starr Dinim
Mammy Blue—Bob Crews Gene—Instrument
Roll On—Maurice Cheeks—Ampex
Rub It In—Larry Martin—Monument
Tomorrow—Dorothy Martin—Capitol
Question—Chicago—Columbia

WAOM—MIAMI
Women’s Love Rights—Laura Lee—Hot Wax
Long Ago—James Taylor—WB
I’m Comin’ Home—Tommy James—Roulette
Only You & I—Delaney & Bonnie—Atco

WITX—NEW ORLEANS
Heaven Must Have Sent—Elgins—VIP
Everybody’s—Santa Barbara—Columbia
Thin Line—Peruotters—Atco
Love Me—Letterman—Capitol
Love We Had—Dell’s—Cadet

WKU—LOUISVILLE
Gypsy—Tramps—Ch.—Kapp
Absolutely—5 Man Electrical—Lionel
Question—Chicago—Columbia
I’ve Found Someone—Free Movement—Decca

WKBY—BUFFALO
I’m Coming Home—Tommy James—Roulette
Only You & I—Delaney & Bonnie—Atco
LP Absolutely Right—5 Man Electrical Band—Lionel

THE BIG THREE

1. Absolutely Right—5 Man Electrical Band—Lionel

2. Questions 67 & 68—Chicago—Columbia

3. Your Move—Yes—Atlantic

WMMR—PHILADELPHIA
One Fine Morning—Lighthouse—Evolution
Question—I’m A Man—Chicago—Columbia

KFMF—SAN DIEGO
I’ll Love You—Paul Anka—Buddah
Wild Night—Van Morrison—WB
Two Divided By Love—Grass Roots—Dunhill
What Are You Doing—Donnie & Marie—Tally
Easy Love—Freddie Martin—Columbia

WKNR—DETROIT
Do I Love You—Paul Anka—Buddah
Wild Night—Van Morrison—WB
Two Divided By Love—Grass Roots—Dunhill
I’d Love To Change—10 Years After—Col.
Smilin’ Love—Love—Kapp

WKY—TULSA
I’m Coming Home—Tommy James—Roulette

WOOD—PHILADELPHIA
The Way We Used—Jazz—RCA
You Brought—Freda Payne—RCA
White Lies—Blue Eyes—Bullet—Big Tree
Them Changes—Buddy Miles—Mercy

KOV—PITTSBURGH
One Fine Morning—Lighthouse—Evolution
Question—I’m A Man—Chicago—Columbia

KLF—DALLAS
Used To Be—Just Us—Atlantic
Question—I’m A Man—Chicago—Columbia

KYW—PHILADELPHIA
Everybody—Everything—Santa Barbara—Columbia
Absolutely Right—5 Man Electrical Band—Lionel
Love—Letterman—Capitol
I’ve Found Someone—Free Movement—Decca
Let Your Light—Michael Raven—Uni

WIRT—MILWAUKEE
Serenade—Rocking Blue—Express
Everybody’s—Everything—Santa Barbara—Columbia
Bless The Beast & The Children—Carpenters
I’m A Man—Chicago—Columbia

Congress Pays
Jackson 5 Tribute

WASHINGTON, D. C.—The Jack son 5 became the first contemporary musical artists to be honored simultaneously by the Senate and House of Representatives. The five brothers were honored by Congressman Rat j. Madden and Senators Vance Hartk and Birch Bayh of Indiana for their recent special performance on ABC’s “Goin’ Back To Indiana.”

In his remarks to the Senate, Sen. Birch Bayh stated, “I am honored men tanging in age from 1 to 20, have captured the imagination of today’s youngsters, especial black youth, as no music group since the Beatles in 1964. The Jackson have become a symbol of pride among black youth, who can readily identify and relate to them.”

The Jackson 5 received their Cong ressional citations on Sunday (Sep 26) from Sen. Vance Hartke at the conclusion of the Civil Auditorium Baltimore.

Tadpole Forms

Stride Records

NEW YORK—Don & Joe Hester, ex producer of Tadpole Productions as named the formation of a new Lab Stride Records.

“We’ve been wanting to do this,” Hester said, “we be used primarily as a vehicle for the exposure of the talent we develop ing in parallel with our own interests. Tadpole currently maintains contracts with both writers and talent via its publishing subsidiary, Bc Fox Music Co. (BMI).”

Cash Box — October 9, 1970
Additions To Radio Playlists Secondary Markets

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

WPRO - PROVIDENCE
That Line Persuaders - Atco
What Are You Doing - Dawn - Bell
Olita - Ron - Nova - Elektra
I'd Love To Change - Ten Years After - Col.

KLEO - WICHITA
Shaft - Isaac Hayes - Enterprise
Mammy Blue - James Darrell - RCA
Only You And I - Delaney & Bonnie - Atco
If You Really - Steve Wonder - Tamla

WING - DAYTON
Absolutely Right - 5 Man Elec. Bld - Lionel
Peace Train - Cat Stevens - A&M
It's A Cryin' Shame - Gayle McCormick - Dunhill
It's For You - Springwell - Parrot

WLEE - RICHMOND
That Line Persuaders - Atco
One Fine Morning - Lighthouse - Evolution
Peace Train - Cat Stevens - A&M
If Don't Want - Bo Gee - Atco
Mother - Barbara Streisand - Col.
Absolutely Right - 5 Man Elec. Bld - Lionel

WQRC - WASH., D.C.
Everybody's Everything - Santana - Col.
Show Me How - Emotions - Volt
Inner City - M. Gaye - Tamla
Mickey's Monkey - Lou Christie
Say A Little Prayer - G. Campbell & A. Murray - Capitol

KIOA - DES MOINES
This Road - Sheekles - Ssex
Easy Listening - Freddie Hart - Capitol
Absolutely Right - 5 Man Elec. Bld - Lionel
Rub It In - Laying Martin - Barnaby

WPOP - HARTFORD
Mammy Blue - Gayna Ryan - Col.
Man Elec. Bld - Lionel
Everybody's Everything - Santana - Col.
All My People Have To Do - Sonny & Cher - Kings
To Believe - Paul Mauriat - Philips

WHLD - ACRON
Mammy Blue - Pop Tips - Dunhill
Touch - Supremes - Motown
2 Div. By Love - Grass Roots - Dunhill

WIFE - INDIANAPOLIS
It's A Cryin' Shame - Gayle McCormick - Dunhill
Long Ago - James Taylor - WB
Question - Chicago - Columbia
2 Divided By Love - Grass Roots - Dunhill
If You Old Enough - Mark Lindsey - Columbia
Got To Be Alright - Exiles

WLOF - ORLANDO
Absolutely Right - 5 Man Elec. Band - Lionel
1-1 What You Give - Nat & Larry Smith - Shaw - Isaac Hayes - Enterprise
Wonderful Summer - Front Porch - Jubilee
I've Found Someone - Free Movement - Decca
Saw Her Standing There - Larry Bright - Original Sound

WLAV - GRAND RAPIDS
Your Most - Yes - Atlantic
Are You Old Enough - Mark Lindsey - Columbia
Question - Tyrone - Chicago - Columbia
I'd Love To Change - Ten Years After - Columbia
Do I Love You - Paul Anka - Buddah

WXWV - WHEELING
Absolutely Right - 5 Man Elec. Man - Lionel
Mammy Blue - James Darin - Kirkman
Pop Tips - Dunhill
White Lies Blue Eyes - Bullet
Only Love - Elvis Presley - RCA
A Lifetime Of Love - John Rowls
Theme 52 - Peter Nero - Columbia
That Man's Prayer - Frank Sinatra - Capitol

WJET - ERIE
Desiderata - Les Carne - WB
Only You & I - Darney & Bonnie - Atco
Question Man - Chicago - Columbia
I'd Love To - Ten Years After - Columbia
Were You There - Carole King & James Taylor - A&M
What Are You Doing - Dawn - WB
2 Divided By Love - Grass Roots - Dunhill
Love - Lionettes - Capital
Thin Line - Persuaders - Atco

WBAM - MONTGOMERY
2 Divided By Love - Grass Roots - Dunhill
Jennifer - Bobby Sherman - Metromedia
Midnight Man - James Gang - ABC
I'd Love To - Ten Years After - Columbia
It's Only Love - Elvis Presley - RCA

WCLO - COLUMBUS
I'd Love To Change - Ten Years After - Col.
Your Move - Yes - Atlantic
I'm A Man - Question 6/EMI-Chicago - Col.
LP - Shaft - Enterprise
L.P. - Imagine - John Lennon - Apple

WBBO - AUGUSTA
Bless You - Martha & Vandellas - Gordy
Wild Ride - Van Morrison - WB
Wild To Change - Ten Years After - Col.
It's Only Love - Elvis Presley - RCA
Dunhill To Love - Grass Roots - Dunhill
All I Really Have To Do - Sonny & Cher - KAPP

WQCD - HARRISBURG
Mammy Blue - Pop Tips - ABC/Dunhill
Questions - Chicago - Columbia
Absolutely Right - 5 Man Elec. Band - Lionel
Two Divided In Love - Grass Roots - Dunhill
You Brought The Joy - Fats Payne - Invictus

WGLI - BABYLON
Your Move - Yes - Atlantic
Absolutely Right - 5 Man - Lionel
Spend The Wine - Isley Bros. - T. Neck
Questions - Chicago - Columbia

WILL - ROCHESTER
You're Very - Atlanta
Absolutely Right - 5 Man - Lionel
Spend The Wine - Isley Bros. - T. Neck

WQJZ - DAYTON
Jennifer - Bobby Sherman - Metromedia
Mammy Blue - Pop Tips - Dunhill
2 Divided By Love - Grass Roots - Dunhill

WHOF - CHATTANOOGA
Peace Train - Cat Stevens - A&M
Absolutely Right - 5 Man Elec. Band - Lionel
Two Divided In Love - Grass Roots - Dunhill
You Brought The Joy - Fats Payne - Invictus

KEYN - RICHMOND
Peace Train - Cat Stevens - A&M
Absolutely Right - 5 Man Elec. Band - Lionel
Girlfriend - The Cars - Elektra
Gimmie Some Lovin' - Traffic - U.A.
I'll Be Gone - Drink - Sire
I Don't Want - Washers - Elektra
Monday Man - Mike Curf - MGM
It's All In The Family - Birchwood Band - Honey

KOKO RECORDS, Distributed by Stax Records, Inc., Memphis, U.S.A.

Ash Box - October 9, 1971
LONG PROMISED HIT:

"LONG PROMISED ROAD"
(REP 1047)

THE BEACH BOYS

It's the inevitable single from their brilliant Surf's Up album (RS 6453).

"Long Promised Road," the single, and Surf's Up, the album (an Ampex-distributed tape), shine like gold on Brother/Reprise.
<table>
<thead>
<tr>
<th>R &amp; B TOP 60</th>
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<tbody>
<tr>
<td><strong>1.</strong> MAKE IT FUNKY</td>
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<td><strong>2.</strong> A THIN LINE BETWEEN LOVE AND HATE</td>
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<td><strong>3.</strong> STICK UP</td>
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<td><strong>4.</strong> TIRED OF BEING ALONE</td>
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<td><strong>5.</strong> TRAPPED BY LOVE</td>
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<td><strong>6.</strong> IF YOU REALLY LOVE ME</td>
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<td><strong>7.</strong> BREAKDOWN</td>
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<td><strong>8.</strong> YOU SEND ME</td>
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<td><strong>9.</strong> THE LOVE WE HAD</td>
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<td><strong>10.</strong> HUJACKING LOVE</td>
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<td><strong>11.</strong> YOU'VE GOTTEN TO CRAWL</td>
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<td><strong>12.</strong> SHE'S ALL I'VE GOT</td>
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<td><strong>13.</strong> AIN'T NO SUNSHINE</td>
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<td><strong>14.</strong> FEEL SO BAD</td>
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<tr>
<td><strong>15.</strong> WOMEN'S LOVE RIGHTS</td>
</tr>
</tbody>
</table>

| **16.** BLACK SEEDS KEEP ON GROWING | Main Ingredient ( RCA 740517) |
| **17.** GHETTO WOMAN | B.B. King (ABC 11310) |
| **18.** SPANISH HARLEM | Aretha Franklin (Atlantic 2817) |
| **19.** CALL MY NAME I'LL BE THERE | Wilson Pickett (Atlantic 2824) |
| **20.** A NICKEL & A NAIL | O.V. Wright (Black Beet 602) |
| **21.** ALL DAY MUSIC | War (U.A. 50815) |
| **22.** TAKE ME GIRL | Junior Walker (Soul 30084) |
| **23.** SPILL THE WINE | Funk Brothers (Contender 932) |
| **24.** ALL MY HARD TIMES | Joe Simon (Spring 31) |
| **25.** BREEZIN' | Cetera Band (Blue Thumb 200) |
| **26.** NEVER LOVE ME | 5th Dimension (Bell 134) |
| **27.** MACARTHUR PARK | Four Tops (Motown 1189) |
| **28.** HOT PANTS, I'M COMING, COMING | Bobby Rydor (Brownstone 45-4200) |
| **29.** GIVE THE BABY ANYTHING THE BABY WATCH | Joe Tex (Dial 1009—Dist. Mercury) |
| **30.** IT'S IMPOSSIBLE | New Birth ( RCA 74502) |

| **31.** A NATURAL MAN | Lou Rawls (U.S. 14260) |
| **32.** I'M SO GLAD | Fuzz (Cali 179) |
| **33.** WALK EASY MY SON | Jerry Butler (Mercury 73241) |
| **34.** WEAR THIS RING | Detroit Emeralds (Westbound 181) |
| **35.** I BET HE DON'T LOVE YOU | Idles (RCA 4106) |
| **36.** PIN THE TAIL ON THE DONKEY | 1009) |
| **37.** WHAT YOU SEE IS WHAT YOU GET | Dramatics (Motown 1188) |
| **38.** GROOVING OUT ON LIFE | Frederick The Il (Valmont 1180) |
| **39.** IT'S GONNA MAKE A MIRACLE | Honey & The Bees (Soul 1030) |
| **40.** YOU BROUGHT THE JOY | Freda Payne (Invictus 9100) |
| **41.** S.O.S. | Richard Parker (Spring 118) |
| **42.** FUNKY RUBBER BAND | Foremost (Soul 2087) |

| **43.** IF I WERE YOUR WOMAN | Gladys Knight & The Pips (Soul 7971) |
| **44.** YOU'MY MAN | Lynn Anderson (Cadet 5079) |
| **45.** FOUR TOPS GREATEST HITS, VOL. 2 | Four Tops (Motown M 740) |
| **46.** GIVIN' IT BACK | Isley Brothers (T-Nac 2005—Dist. Buddah) |
| **47.** I WON'T MENTION IT AGAIN | Ray Price (Columbia 30510) |
| **48.** MARY TRAPPERS (Walter Bros WS 1507) | Wanda Rabinson (Reprise 741) |
| **49.** BLACK IVORY | Buffalo Springfield (PPL 180) |
| **50.** CHEECH & CHONG | The Lp's (CT 3073) |
| **51.** DEJA VU | C.C. Houston (CT 7205) |
| **52.** LOVE LETTERS FROM ELVIS | Janks Joplin (Columbia 30323) |
| **53.** TUMBLEWEED CONNECTION | Jackson 5 (Columbia 30796) |
| **54.** WHERE I'VE COMING FROM | Stevie Wonder (Tamla 308) |
| **55.** BRIDGE OVER TROUBLED WATER | Simon & Garfunkel (Columbia 90 114) |
| **56.** SECOND MOVEMENT | Eddy Marks & Les McCann (Atlantic SD 1583) |
| **57.** O'MON EVERYBODY | American Bandstand (Columbia 3075) |
| **58.** VIKKI CARR'S LOVE STORY | The Jours (Columbia 30662) |

**TOP 100 Albums**
SANTANA—Columbia KC 30595
Third LP from Santana brings more of their original blend of rock and Latin music. Beautiful fusion of piano and timbales sparks the group's version of the traditional "Guajira," and Carlos Santana's darting guitar rips through "Toussaint L'Ouverture" like a streak of pink lightning. But far and away the highlight of the album is the shifting, moody "Tahiti" that showcases Santana's strongest points: the creation and sustaining of an otherworldly mood. And there's some especially fine vocals on this track. Sure to be a top tenner in no time.

THE JOHNNY CASH COLLECTION: HIS GREATEST HITS, VOLUME II—Columbia KC 30887
Record stores will have trouble keeping enough of this one in stock. All in one album: "A Boy Named Sue," "Guess Things Happen That Way," "Big River," "Folsom Prison Blues," "Daddy Sang Bass" and six more. Johnny wrote his own liner notes (who else could possibly, especially for this package) and his music speaks for itself.

THE DIONNE WARWICKE STORY—Scepter SPS 2-5996
It doesn't seem a decade has passed since Dionne Warwicke first came on the music scene but it's true. This two record set, subtitled "A Decade Of Gold," features the artist's versions of her biggest hits as recorded in concert through the years. "Ahhhh," "Do You Know The Way To San Jose?" "I Say A Little Prayer," "Promises, Promises," "Walk On By," "Message To Michael"—they're all here plus many, many more. Album will be a must for fans of Miss Warwicke.

SACCO & VANZETTI—Oringal Soundtrack—RCA LSP 4012
This is unquestionably one of the most distinguished soundtrack recordings to be released this year. Combined are the considerable talents of Joan Baez (who wrote the lyrics for "The Ballad Of Sacco And Vanzetti" and "Here's To You") and Ennio Morricone who has composed an instrumental score of haunting power. A very moving listening experience.

LIVING THE BLUES—Canned Heat—United Artists UAS-9995
This is a re-issued and re-packaged two record set which is of more than passing interest due to the popularity Canned Heat has achieved in the past couple of years. "Refried Blues," which forty minutes of it, remains one of the best extended efforts the group managed to put together and it's nice to hear "Going Up The Country," "Sandy's Blues" and "One Kind Favor" just one more time. Should roll up some brand new sales.

DAVY JONES—Bell 6067
It looks as if Michael Nesmith and Davy Jones are going to be the two who were able to come out of the whole Monkees experience and channel their energies into new careers. Certainly Davy has taken a major step forward with this album which is a amalgam of songs ranging from the introspective David Gates piece, "Look At Me," to the bouncy "Sitting In The Apple Tree." "Cheerful" is perhaps the best adjective to describe the Davy Jones approach to the music; yet he never lapses into the bubblegum mold. Those looking for an enjoyable album should look no further.

THE 5TH DIMENSION/LIVE!!—Bell 9000
Two record set by one of the most dynamic acts in show business features a bevy of their biggest selling records ("Stoned Soul Picnic," "Sweet Blindness," "Wedding Bell Blues," "Up, Up And Away") plus some refreshing treatments of old hits like "I Want To Take You Higher" and "The Worst That Could Happen." Current single "Any Lover Can Be" are two, along with a rousing finale of "Aquarius/Let The Sunshine In." Should be a major chart item.

CAHOOTS—The Band—Capitol SMC 66561
Fourth album by the Band, and their first in about a year, is comprised of eleven tunes including the very countryesque Dylan composition, "When I Paint My Masterpiece." Like with any Band LP, a lot lurks just beneath the surface and it may take many listening sessions to completely ferret it out. Still the initial impression is that the quintet has settled into a fairly predictable groove. But that's not to say that "Cahoots" doesn't have its entertaining moments. Van Morrison joins in on "4% Pantomime" and "Where Do We Go From Here" is a strong effort, written by Robbie Robertson, and reminiscent of the best works from their first album. Should be a top ten album.

B.B. KING IN LONDON—ABC ABCX 730
When B.B. King took a trip to England earlier this year he knew exactly what he was doing. His presence drew to the studio the likes of Ringo Starr, Peter Green, Klaus Voorman, Steve Marriott, Greg Ridley and Jerry Shirley. It could have been another "supersession" disaster but it wasn't. B.B. brought out the best in these musicians as they went through nine blues tracks, including "Ghetto Woman." Easily one of the best B.B. King records to come along.

GAYLE McCOmRICK—Dunhill DS 50109
The former vocalist from Smith is back and not a minute too soon. Her solo album establishes (as there is very little doubt) that she is one of the premier singing talents. All ten of the LP's tracks are packed with energy and style. The old Miracles favorite, "You Really Got A Hold On Me," glistens like a new day in Gayle's hands, and other delights include "Superstar," "Rescue Me" and the artist's current single "It's A Cryin' Shame." A word of praise too for the production by Dennis Lambert and Brian Potter. Some kind of record.

A SONG FOR YOU—Bill Medley—A&M SP 3505
The news is that Bill Medley has gotten it all together. His first album for A&M places him in just the proper setting for his full rich voice. The orchestrations by Michel Colombier bring out a remarkably intense quality as the artist essays "Somewhere From West Side Story," "The Long And Winding Road," "We're Only Just Begun," and five others. His updated version of "You've Lost That Lovin' Feelin'" is dark and strangely beautiful. Yet was produced excellently by Herb Alpert.

JUDEE SILL—Asylum SD 5050
The Asylum label makes a beautiful debut via an LP by the young Judee Sill. Judee has a voice which verges on the country but her songs defy categorization. "Lady," which you may remember as a Turtles hit, is a perfect marriage of melody and lyrics. The other ten songs on the album, it flies absolutely free. "Jesus Was A Cross Maker," "Crayon Angels" and "The Lamb Ran Away With The Crown" are three of the most glittering treasures. Welcome Judee Sill, a new star.
Moody Blues/Barclay Starr
FORUM, L.A.—The Moody Blues have been dazzling the sold-out 18,000 seat Forum on Yom Kippur, for what must have been the group's most exquisitely mellifluous audience. The show's success has been due in no small part to the band's ability to make everything sound, indeed, like the Moody Blues. (For a complete review, see the Billboard Oct. 15.)

The group played a program that included a breathtaking variety of moods, from the more introspective “The Korps” and “The Hare” to the more extroverted “The Sun in My Picture.” The mood was all but impossible to describe as anything other than that of the Moody Blues.

Inspirations for the songs were drawn from a variety of sources, making for a truly unique experience for both the performers and the audience. The Moody Blues' unique sound is the result of their ability to create a specific mood or atmosphere with their music, and this was evident throughout the entire evening.

As they played, the audience was completely captivated by the group's performance, and they received a standing ovation at the end of the show. The group's talent and dedication to their craft were on full display, and it was clear that they were truly passionate about their music.

It was an unforgettable evening for everyone who attended, and it left a lasting impression on all who had the privilege of witnessing their performance. The Moody Blues continue to impress with each passing show, and their talent and passion for music make them a true force in the world of rock and roll.
Mercury Sept. Sales Splugue

Country Activity

Earlier this year a rush of activity was generated through the country singles on the charts, led the company to plan a full promotion during the month of September. The program encompassed the full support of the Mercury sales force and other promotional activities. The result was a continued positive and successful effort during and after the artists have been in a specific locality.

In each town visited by the Alabama State Troopers an advanced promotion will have alerted local radio stations, retail outlets and other media to the coming concert date and coordinate all promotion with home-office department heads. Sponsoring radio stations have taken this opportunity to build a solid local market, a unique move—KSSN in San Francisco and KIPPC here, among others.

What this means, said Kapp, is that "we have got a very real kind of community involvement in each town we're going into."

Elektra Tour

Country Activity

Anchorage. Since then we have been working on modifying, the idea.

Follow-through Concept

"One of the most important aspects of the tour, and one that we feel will be superlative music presented in a way people can appreciate, is the extensive post-tour follow-up which we are planning during and after the artists have been in a specific locality."

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Elektra's A&R chief Russ Miller says, "Of course, the main goal is to get the artists to sell tickets."

In a way as coordinated as the releases. The tour will include studio men from that music" center, "the Alabama State Trooper" tour, which Don Dix came up with (subtitled a "Rock'n Reunion") and put together with its own light and sound crews as well.

To the late Los Angeles and San Francisco WEA branches, Elektra's George Steele staged a sales meeting towards the end of September for branch personnel. I think we have some distinct advantages in that we are now working through branch distribution. We can utilize the sales staff to concentrate on a tremendous amount of energy and enthusiasm which is very important—and that's all street level."

Supporting Steele was WEA's West Coast manager, Rod Rosenberg, who called the Alabama State Trooper tour a "fantastic idea, and one that will coincide with the point one more—that the future of our business rests in developing new artists. In getting the kids moving, there is a real element of the gamble, but they're at least practicing what they preach."

Presenting the tour was "By the Days," Jessie Greene's "Mary Called Jessie Greene" and Lonnie Mack's "I'm from Indiana" comprise Elektra's full release.

This coordination is carried through with the regional sales forces and the local distributor personnel. The publicity efforts are tied in with the regional marketing staff and the local distributor personnel.

Mercury's Treasurer, Dave O'Connell, points out that Mercury's success in working with their record high sales for the month of September, indicates that it is possible to build a successful marketing organization while keeping operating costs under control, and utilize the physical assets of the company to its best advantage.

President Steinberg summarized by indicating that the management philosophy which has prevailed throughout the last two years has paid handomely in the present position of the company in the industry and that the objectives of the company, the objective, is simply the stepping off point for future successes based on the firm foundation which has been established, and based upon longer range corporate strategy presently in development.

Disk ery Debut: "At tica' Theme

NEW YORK—A new label, CT Records, bows on the market with a disk titled "Attica," named and conceived by engineer Phil Chapman. The disk, produced by Curtis Knight, Stan Steiger, chief of production, and Ed Chaplin, is performed by the Tribes. The label said all profits from the sale of the disk's three million copies of "Attica, Label" is located at 215 West 55th St. in New York.

Bowie to RCA

NEW YORK—David Bowie has signed an exclusive RCA Records contract. Dennis Katz, vice president of RCA Records, said that "when David was first brought to my attention some months ago, he had not even a single record finished. But even at that juncture I sensed an exciting talent and the beginning of an equally exciting alliance."

Bowie's first RCA album will be recorded last summer in the United States and is currently being planned to coincide with the release.

Big 3 Prints Paxton Book

NEW YORK—The Big 3 Music Corporation (Robbins-Feist-Miller) has announced that it is publishing a "Rock'n Roll Anthology" called "Paxton Anthology" for the music industry in conjunction with the release of Big 3's new Paxton songbook. The songbook was a cooperative project of Murray Deutch, exec vp and manager of Big 3; Stan Ingrassia, executive vp of Artists Music Publishing Group, which houses the Elektra, T.M. Records and Big 3 which distributes U.S. sheet music and folio.

Tapeology contains the writer-artist's major works including the song "Vietnam Pot Luck Blues," "Jimmy Newman," "Battle Of Wine," "Hold On, I'm Comin'" and "I Can't Help Myself" and "Don't Do My Thing," among others. Some 20 other Paxton songs are included.

London Sales

"(Cont'd from p. 7)

"Poppy Seeds" by Canada's latest sensation, the Bonus-Pak-Two-Record set by John Mayall, entitled "Through the Years," and debut albums by Thin Lizzy, new group from Ireland, and Gilbert O'Sullivan, the latest talent acquisition of Des Atkinson, also on the roster, will give the London market a strong push in this market with the forthcoming release of songs by Phil Collins and Tom Jones.

The Billboard special will be run in both the U.S. and Canada.

Casals, Auden Writing UN 'Hymn'

NEW YORK—Pablo Casals is writing the music, poet W. H. Auden the words of a "Hymn for a New World," to be sung at world peace commission by Secretary General Thant of the United Nations. The "Hymn," as the opera is called, will be performed at a UN anniversary concert here on Oct. 24, with Casals conducting.

Dash Box—October 9, 1971
YOU WELL-MEANING BROUGHT ME HERE—Ralph McTold—Paramount PAS-6015

Finally, his album is finished! Clever promo campaign which saw a 12-inch disk with but one song, “The Streets Of London” mailed to radio stations and the press has whetted many an appetite. Now stations are ringed, and into “First And Last Man,” “Claudia” and “The Ferrymen;” and Ralph who has been the primary force on the Blues, seems in his right place here in America next to Cat Stevens and James Taylor as a purveyor of beautiful lyric married to equally poetic melodies.

SWAMPWATER—RCA LSP-4572

Somewhere between the Byrds and Doug Kershaw lies the sounds emanating from Swampwater. One of their strongest points, Gub Gillette, fiddles like the best of the Cajuns, and his own tunes are all on a par with “Gentle Woman” and “Gentle Man.” Both are splendidly fine in an unquieting fine material of yore—Steve Gilette’s “Back On The Street Again” and Paul Arnold’s “One Note Man.” A joyous addition to the country-rock scene.

BILLY COSBY TALKS TO KIDS ABOUT DRUGS—Uni 73101

The title pretty well describes what this record is all about. Cos rap, sings and, along the way, manages to convey the horror of drug abuse to a group of young children. Though there are some amazing moments and some fairly catchy verses, this is basically an educational album which may want to pick up on it as a means of getting to their own off-spring.

HISTORY OF ELMORE JAMES—Trip TLP-8007-2

Anyone who’s into blues (either as a fan or performer) will tell you that this man who died in 1963 had the greatest of his generation’s heartbreakingly gifted guitar player in the world. This is a two-record set produced by friend and admirer Bobby Robinson which features his best known tunes (“Dust My Broom,” “Shake Your Moneymaker,” and “Look On Yonder Wall”) as well as some previously un-released titles. This is straight Elmore—his band seemed to minimum size and maximum effect, and as such is a true gem of a package.

BESSIE SMITH THE EMPRESS—Columbia G30818

This is the fourth of five two-record sets tracing the career of America’s greatest blues singers. These selections are from Bessie Smith’s middle years, from 1924 to 1929. Most were recorded electrically, so that the quality is considerably better than on earlier efforts. Thirty-two songs here and such musicians as Louis Armstrong, Fletcher Henderson, Charlie Green and Coleman Hawkins. Any serious collector of records would want to have this for his library.

THE HARVEY AVERNE BARRIO BAND—Heavy Duty SLP-101

Largely due to the influence and incredible popularity of Santana, Latin music has begun to attract a wide following. Things should pick up even more, thanks to Harvey Averne who has concocted an exciting LP featuring numbers by such stalwarts of Santana and Tito Puente. Mixed in among the basic rhythms are some far out sounds which only enhance the proceedings. In short, the unexpected. Particularly memorable is “Girt From The Mountain,” a song which flows nicely from choral singing to a subdued guitar sound. An exuberant album.

Roulette Old & Gold Rock LP’s

NEW YORK — As the rock ‘n’ roll revival of the sixties begins to steam, Roulette Records has announced that five of the seven LP’s in their October release are reissues of albums from the era. These are the Teenagers, The Chantels, Little Anthony & The Imperials and The Flamingoes.

Promising To Remember,” the other LP’s are all on the Roulette label. “The Chantels,” spotlighting “Mary Ann” and “Congratulations”; “Little Anthony & The Imperials’” featuring “Tears On My Pillow” and “The Diary” and two by The Flamingoes, “Flamingo Serenade” (“I Only Have Eyes For You,” “Love Walked In”) and “Request-A-Yours” (“When I Fall In Love,” “In The Still Of The Night”). In addition to these re-issues, two new albums will be released: “Hilo Smokeyhouse” and “The Next Morning,” from the West Indian group of the same name.

Angel Group Bows Oct. Product

HOLLYWOOD — Robert Myers, Angel Records general manager has announced that the label will issue it’s first classical labels Melodia/Angel and Seraphim logos will issue 12 disk and 4 tape albums in October. Heading the Angel release is Wagner’s comic masterpiece “Die Meistersinger,” presented in its first stereo studio recording, on 8 records with The New York Philharmonic. Dan-iel Barenboim plays and conducts Mozart—the G-minor Symphony No. 40 and the Piano Concerto No. 21 (used in the film “Elvira Madigan”) with the English Chamber Orchestra. Otto Klemperer conducts Beethoven: “Ode to Joy” (the choral finale to his Ninth Symphony) with the Philharmonic Orchestra and Chorus, and the “Choral Fantasia” with Daniel Barenboim on piano solo.

“Great Hits From Grand Opera” is a series of three albums which celebrate arias and choruses performed by Angel’s leading talent, including Alva. Bumbry, Callas, Core, Fischer-Dieskau, Freni, Gedda, Gobbi, Grist, Heifetz, Malipiero, Schwartzkopf, Sereni, Simionato, Sutherland, De Los Angeles and Wunderlich.

New Melodiya/Angel releases for October include the romantic ballet “Giselle” by Adam, by the Ballohi Theater Orchestra conducted by Algiz Zoraitis; “Kalinnikov’s Symphony No. 1 in G minor,” with Kiril Kon- drashin conducting the U.S.R. Sym- phony Orchestra; Cello virtuoso Malavaz Rostropovich in two first recordings: “Vladimir Vlasov’s Concerto No. 1” and Henri Sauguet’s “Melodie concertante,” the latter con- ducted by the composer. Finally, “The World of the Balanais” presents the colorful Osipov Balalai- kas Orchestra with guest singers Ludmila Zykina, Valentina Levko and Ivan Petrov in folk songs and popular Russian melodies.

As the “Beethoven Year” celebration is coming to a hundredth anniversary of his birth occurs a close, Seraphim offers its tribute to Ludwig Von Beethoven in the form of the first American publication of the Nine Symphonies performed by the Berlin Philharmonic under the baton of Andre Cluytens.

Classical tape releases for October include an cassette, “Mahler’s First Symphony” with Carlo Maria Giuiliani conducting the Chicago Symphony and “Beethoven’s Seventh Sympho- ny” with Maestro Giuili again leading the Chicago Symphony on both cassette and 8-track cartridge. Otto Klemperer conducting “Ode to Joy” and the Choral Fantasia, Barenboim’s “Mozart’s Symphony No. 40” and “Concerto No. 21” and “The World of the Balanais.”

VINTAGE REVIVAL—RCA Records’ historic Vintage Series, featuring great post-WW II recordings of other eras, is being revived with all-new packaging concept under the supervision of independent producer Don Schitten (center) Discussing the series with Schitten are Bill O’Dell (left) of RCA and Camden marketing and Harry Anger, director of merchandising and market planning, both RCA Records.

TO: ALL THOSE WHO CARE

SUBJECT: ATTICA

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Country Stars Join Other Luminaries & Pro Golfers in Music City Tourney

NASHVILLE — Dean Martin, Charley Pride, Bob Dylan, and The Beach Boys are billing their appearance in the Music City U.S.A. Celebrity Golf Classic to be held June 24-26 at the Old Hickory Golf Course as the "grand finale" of the three-day Music City Tourney, which opened Friday afternoon.

The so-called "celebrity" golf tournament was held at the Old Hickory Golf Course, with the proceeds from the tournament going toward the construction of the town's $6,000,000 downtown area park and pedestrian walkway. The renovation project is the first of six projects included in the city's Redevelopment programs to be completed.

The official opening was conducted by Tennessee's Governor Winfield Dunn. A widespread variety of events drew thousands of fans to the Old Hickory Golf Course on the occasion of the dedication of the town's $6,000,000 downtown area park and pedestrian walkway. The renovation project is the first of six projects included in the city's Redevelopment programs to be completed.

Cash Box — October 9, 1971

Country Music Report

American George IV

Tapes New UK Series

NASHVILLE — RCA Victor recording artist George Hamilton IV will be playing in the United Kingdom during the month of October taping his second television series, "George Hamilton IV — Showtime," which made its debut on BBC-TV last season and was so successful in Europe that a follow-up was anticipated. The guest line-up includes U.S. stars in the pop and country fields, such as Roy Orbinson, Bob Luman, Grady Martin, Jimmy Newman, Buck Owens, Charly Pride, Boots Randolph, Jerry Reed, Del McCoury, Bob Moen, and Artie Green.

The series will be taped at the Royal Albert Hall, the London palladium, the London Palladium, and the New Theatre, Manchester.

NATD Reactivated; Tandy Rice New Pres.

NASHVILLE — Reactivation of the Nashville Association of Talent Directors (NATD) was brought about at a meeting here recently. Representative of the virtually nonexistent NATD in the music city attended the night meeting, which was preceded by a so-called NATD banquet.

During the business discussion portion of the gathering, Tandy Rice, owner of Top Billing, Inc., was elected president of the organization for the past three years. According to the by-laws of the organization, NATD has been dormant for the past three years. According to the by-laws of the organization, NATD has been dormant for the past three years. According to the by-laws of the organization, NATD has been dormant for the past three years. According to the by-laws of the organization, NATD has been dormant for the past three years.

The NATD will meet on the first Friday of each month at 7:30 p.m. in the offices of the NATD headquarters.

David Frost Show Supports Country Music Month Drive

NASHVILLE — Chairman of the Country Music Month Committee, Roy Horton, reported that through the cooperation of several country artists and officials of the David Frost Show, Country Music Month will be promoted on television. Hank Snow, the Singing Ranger, spoke at length about CMA's annual celebration of Country Music in his recent appearance on the David Frost Show.

The Country Music Month Committee has for several years en-couraged network television shows to use country music talent during the month of October. The Frost Show has gothen on the bandwagon by including Chet Atkins, Boots Randolph, Floyd Cramer, Marty Robbins, Dick Curless and Lester Flatt on shows in the past.

Credit is also due to the hundreds of radio stations across the country which annually promote Country Music Month. This year the stations dis-tributed "CMM Banners" to record retail outlets, are programming jingles for prominent artists and many other on-the-air and sales promotions.

Other members of the Country Music Month Committee are: Cash Box editor-in-chief Irv Lichtman, Hank Green, Tom T. Hall, Walt Hensley and Bob Austin.
1 QUINTS
Bill Anderson (Decca 32850) 2
2 THE YEAR THAT CLAYTON DELANEY DIED
Tom T. Hall (Mercury 72281) 1
3 I'D RATHER BE SORRY
Ray Price (Columbia 45425) 4
4 YOU'RE LOOKING AT COUNTRY
Loretta Lynn (Decca 32851) 5
5 HOW CAN I UNLOVE YOU
Lynn Anderson (Columbia 45429) 6
6 EASY LOVING
Tennessee Waltz (Capitol 3185) (Blue Book—BMI) 3
7 LEAVIN' AND SAYIN' GOODBYE
Faron Young (Mercury 73220) 7
8 I DON'T KNOW YOU (ANymore)
Johnny Osbourne (Oct. 12, 1967) (Mendes, Terrace—BMI) 9
9 CEBARTOWN, GEORGIA
Wayne Jennings (RCA 1020) 10
10 BRAND NEW MISTER ME
Mel Tills & The Stateliners ( MGM 16725) (Georgia—BMI) 8
11 ROLLIN' IN MY SWEET BABY ARMS
Buck Owens & The Buckaroos (Capitol 1160) (Blue Book—BMI) 13
12 PITY, PITY, PATTER
Susan Raye (Capitol 3129) (Blue Book—BMI) 11
13 GOOD LOVIN' (MAKES IT RIGHT)
Thomascommons (Epic 12761) (Alger—BMI) 12
14 PICTURES
Starrer Bros. (Mercury 72229) (协同发展—BMI) 15
15 FLY AWAY AGAIN
Dave Dudley (Mercury 72256) (协同发展—BMI) 17
16 BE A LITTLE QUIETER
Pete Rowan (RCA 1027) (协同发展—BMI) 19
17 IT'S A SIN TO TELL A LIE
Tom Jones (United Artists 12 606) (Brigitte, Voc~ Com—ASCAP) 18
18 NO NEED TO WORRY
Jimi Hendrix (Epic 12761) (协同发展—BMI) 20
19 CAKE ALL THEY USED TO BE
Belong TO ME
Hank Williams Jr. (MGM 11437) (Hank Williams Jr.—BMI) 23
20 HERE I GO AGAIN
Ruth White (Capitol 23839) (Continent—BMI) 16
21 THE MARK OF A HELM
Hank Thompson (Oct 17,395) (协同发展—BMI) 20
22 RINGS
Tompall & The Glaser Bros. (DG 13581) (协同发展—BMI) 24
23 IF THIS IS OUR LAST TIME
Brenda Lee (Decca 32848) (Blue Cross—BMI) 26
24 THE NIGHT MISS NANCY ANN'S HOTEL FOR SINGLE GIRLS TURNED DOWN
Tex Williams (Monument 8503) (协同发展—BMI) 28
25 HERE COMES HONEY AGAIN
Sonny James (Capitol 3174) (协同发展—BMI) 30
26 THE MORNING AFTER
Jerry Wallace (Decca 32966) (协同发展—BMI) 28
27 KOKO JOE
Jerry Reed (RCA 1011) (协同发展—BMI) 37
28 I'M GONNA ACT RIGHT
Rat Stockley (RCA 1010) (协同发展—BMI) 36
29 WHEN HE WALKS ON YOU
Jerry Lee Lewis (Mercury 73277) (协同发展—BMI) 14
30 LEAD ME ON
Conway Twitty & Conway Twitty (Decca 32873) (协同发展—BMI) 40
31 WHAT A DREAM
Conway Twitty (RCA 14274) 34
32 LOVING HER WAS EASIER
(THANKS I'M I'LL EVER DO AGAIN)
Rory Miller (Mercury 73230) (协同发展—BMI) 22
Picks of the Week

CHARLEY PRIDE (RCA 74-0590)
Kiss An Angel Good Mornin’ (2:02) (Playback Music, BMI—B. Peters)
Charley hasn’t changed his style one bit—the fiddlin’ on the disk only accent his totally country approach—but this has got to be the one to bring him a Top 40 pop rating as well as in the country slot he seems to own these days. Positively the most catchy tune he’s ever recorded. Flip: “No One Could Ever Take Me From You” (2:47) (Pi-Gem Music, BMI—H. Bynum)

DOLLY PARTON (RCA 74-0538)
Coat Of Many Colors (3:03) (Owepar, BMI—D. Parton)
Quick a pop, Dolly dips back into her childhood feelings and comes up with a winner in the tradition of “Joshua” and others of her numerous chart winners. Should easily top her most recent success with “My Blue Tears.” Flip: “Here I Am” (3:10) (Same credits)

GLENN CAMPBELL/ANNE MURRAY (Capitol 6323)
Medley: I Say A Little Prayer/By The Time I Get To Phoenix (3:15) (Blue Seas/ Jac Music, ASCAP—B. Bacharach, H. David; Rivers Music, BMI—J. Webb)
Bound to be as big a country hit as pop, first outing for a duo with a bright future features excellent material and arrangement to match. Flip: “All Through The Night” (2:10) (Alenwood Music, BMI—Trad. adapt./T. Kelly)

JEANIE C. RILEY (Plantation 79)
Roses And Thorns (2:52) (Shelby Singleton Music, BMI—N. Martin)
Even more powerful than her current “Good Enough To Be Your Wife,” this funky tune comes in for an expert treatment. It’s sure to turn out to be Jeanie’s biggest hit in a long line of successes. Flip: no info. available.

CHARLIE LOUVIN & MELBA MONTGOMERY (Capitol 3208)
“I’m Gonna Leave You” (2:20) (Melba Jack/Belle Meade Music, ASCAP—R. Anthony)
Lots of country songs deal in divorce, but how often do you get to hear a two-way argument about it? Charlie & Melba should have little trouble topping their last hit, “Baby, You’ve Got What It Takes” with this hard driving tune. Flip: “When I Stop Dreaming” (2:13) (Acuff-Rose, BMI—L. Louvin, C. Lavon)

GUY DRAKE (Mailard 8)
That Supreme Court Bus (2:29) (Bob Country Boy Music, ASCAP—J. Mason & G. Drake)
Should prove the equal of “Welfare Cadillac,” although Nixon might not ask for this one to be sung at the White House. Tune tackles sensitive subject by avoiding the usual confrontation entirely, sticking to the rigorous schedule of school bus situations in general, but it is bound to cause a stir, nonetheless. Flip: “School Busin’” (2:36) (Welfare Music, BMI—J. Credit)

ROY CLARK (Dot 17395)
Magnificent Sanctuary Band (3:07) (Beechwood/Ride Music, BMI—D. Burnett) Told with the maturity, dignity that makes Roy’s successes as an LP artist into the Top 65 market. Revivalist backdrop keeps it all moving, but it’s Roy that takes it places. Flip: no info. available.

LaWANDA LINDSEY (Chart 5144)
Partin’ Of The Ways (2:00) (Wingate Music, ASCAP—K. Loggins, D. Lottermoser) Most definitely the vehicle to put LaWanda in the superstar class this catchy, upbeat material was made for big things. And they will happen. Flip: “Say It With Flowers” (3:17) (Sixteenth Ave. Music, BMI—L. Lindsey)

JOANNE NEEL (Decca 32865)
Daddy Was A Preacher But Mama Was A Go-Go Girl (2:30) (4 Star Music, BMI—J. Sue, B. Neil)
In a week of strong, up-tempo numbers, this cute thing sung by a sweet young thing stands out as a thing that’s about to click with buyers and programmers alike. Bouncy, bubbly and bright. Flip: no info. available.

Best Bets

JOHNNY WRIGHT (Decca 32882)
Get To The Country (3:16) (Sallier Music, ASCAP—S. Miller, B. Sidran) While Loretta is looking at it, Johnny’s going elsewhere, via a Steve Miller Band tune quite popular as a Top 100 LP cut for the progressive mob. This version gets to the green- ery with effort, and could do charts-wise. Flip: “South In New Orleans” (2:23) (Hill And Range Music, BMI—J. & J. Anglin, J. Wright)

JEANNE SEELEY (Decca 32882)
Divorce Is A Mighty Theme (1:57) (Cedarwood, BMI—M. Tillis) Tear-jerk of the first order, tune written by Mel Tillis should get some action for Jeanne this time out, both charts and country. Divorce is a mighty theme here, because one party doesn’t want it at all. Flip: “All I Want Is You” (2:27) (Tree, BMI—L. Butler)

JACK BARLOW (Dot 17396)
Catch The Wind (2:38) (Terrace Mu-
ic, ASCAP—R. Marenco, J. Gillespie) Writing and producing side respectfully for Tommy Overstreet’s “Gwen” smash do a fine job with hubby-deep voiced Barlow. Disk should make a substantial chart dent. Flip: no info. available.

SANDY POSEY (Columbia 48488)
Bring Home Safely Home To Me (2:35) (Tree, BMI—B. Sherrill, L. Butler) The “Born A Woman” lady’s back with a heart-tugging, t’lirl, her first for the label. Total effect is one of hit- and beauty. Flip: no info. available.

ROY BAYUM (Rice 5041)
We Lose A Little Ground (2:14) (Newell Music, BMI—R. Bayum) Lyrical impact that never lets up, tune goes beyond the usual standards to become a truly universal statement. Should be heard all the way through, Flip: “One More Hill To Climb” (2:20) (Same credits)

Country LP Reviews

COAT OF MANY COLORS—Dolly Parton—RCA LSP-4603
It’s hard to believe it’s possible, but Dolly’s releases still get better and better each time you hear one. This new one hits the market. This one’s another bullseye—with her new single cts the title track and her previous hit, “Bluebeard” for driving force, an extraordinary self-penned tune (even for Dolly) in “I Never Met A Man (She Didn’t Like)”, for programming appeal and a trio of Porter Wagoner tunes to put the icing on the country cake. Bound for top chart honors.

TREAT HIM RIGHT—Barbara Mandrell—Columbia C 30967
Two discuss of “Do Right Woman, Do Right Man” and “Treat Him Right” have proved beyond a shadow of a doubt that Bar bara is the queen of soul, country style. Both tunes are included in this powerhouse package which also highlights “Oh, Be Quiet” and “I’ve Been Loving You Too Long.” “The Letter” and Joe South’s “The Games People Play.” There’s a whole lot in common between r&b and c&w when you dig beneath the surface, and that’s just what Miss Mandrell does to bring this music to a new audience. Should be well received by buyers and programmers.

SOMETHING SPECIAL—Connie Eaton—Chart CHS-1045
With her single, “Don’t Hang No Halos On Me” picking up chart steam and this LP already getting favorable reports in key markets, it looks like Connie’s year on all fronts. This package is highlighted by a num ber of extremely top gone country, among them “AngeI Of The Morning,” “Tar And Cement,” and “The Hound.” After her big Miss Eaton’s versions, you wonder how they could have been done any other way. Tammy Wyn neer’s “Man” and June South’s “Games People Play” add impact and will be her biggest seller to date.

COUNTRY—Ray Peterson—Decca DL 75307
While single to reckon with, translating Ray’s successes as an LP artist into the Top 65 market. Revivalist backdrop keeps it all moving, but it’s Roy that takes it places. Flip: no info. available.

LaWANDA LINDSEY (Chart 5144)
Partin’ Of The Ways (2:00) (Wingate Music, ASCAP—K. Loggins, D. Lottermoser) Most definitely the vehicle to put LaWanda in the superstar class this catchy, upbeat material was made for big things. And they will happen. Flip: “Say It With Flowers” (3:17) (Sixteenth Ave. Music, BMI—L. Lindsey)

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In a week of strong, up-tempo numbers, this cute thing sung by a sweet young thing stands out as a thing that’s about to click with buyers and programmers alike. Bouncy, bubbly and bright. Flip: no info. available.

YOUNG GOSPEL COUNTRY—Various Artists—Chart CHS-1044
Label takes its finest roster of up-and-coming talents and puts them together in a package of famous albums to dl as “I Saw The Light,” “How Great Thou Art” and “The Battle Hymn of the Republic” by LaWanda Lindsey. Connie Eaton, Jimmy Hinson and Sammy Poole are all in top form, but the show is stolen by little James Allen Chambers with “Him” and “Weeping Woman.” LP will have initial sales impact in the country-gospel market and quality of tunes and performances should make it a standard catalog item in months to come.

POOR RICHARD’S ALMANAC—American Herit age AHL401-25S
Perhaps the most important testimonial to old-timey country music is the fact that young people are still interested in it enough to delive into its complexities just for the sheer joy of it all. One such group of young people got together to record this album, which contains several authentic hits. Its principals were awaiting notice from their respective draft boards at the time. Alan Munde plays banjo, Sam Bush the fiddle and Wayne Stuart guitar and mandolin. The album will please both traditional country fans and the more commercial version who knows enough about roots to appreciate them when they hear them.

Cash Box — October 9, 1971
Country Roundup

Loretta Lynn says, "You're looking at country..." The Buck Owens Ranch Show which is taped at WXY in Santa Barbara, California has been released. The photos are of the show's colorful characters, in addition to the main characters, the Buck Owens Ranch Band. The show is being broadcast by KFDI-FM, the Armed Forces Network. The show is the Anderson's first trip to Europe where they will be in the United Kingdom, Italy and Spain. The Andersons have promised themselves a small vacation during the tour, but the October WSM festivities caused a conflict in their schedule and they will have to stretch the 11th so that Liz will be able to take part in the Columbia/Epic Records Show on Saturday, 16th, and be on hand to greet the visitors to the Nashville Music Fair.

Kevin Keegan, president of Poppy Records, flew to Nashville for talks with Columbia about the forthcoming Doc Watson sessions, which Clemens is producing.

Wayne Newton, known as "the voice of the desert," has been selected by Commander L. Lee and the Children of Truth has been selected by Colonel D. M. Clark as the station's national sales conference in Miami Beach. Not only will this album, which was released not in the religious markets but has been selected in the country music market, become a hit. Newton, who is currently on his tour, recorded his first album, "Way to Go," in 1963. His recent successful albums have been in the country music market. Newton's current tour will take him to Nashville, where he has recorded his second album, "Way to Go." Newton's tour will continue through the fall, and he is expected to release his third album in early 1965.

The Nashville Recording Association has announced that RCA has acquired Cason Records, a publishing company owned by T. Cason Clay. The acquisition is expected to increase RCA's control in the country music market. Cason Records is known for its successful publishing of country songs, and its acquisition by RCA is expected to further solidify RCA's position in the country music market.

The request to release a "Blue Grass" record by globetrotter Jim Ed Brown, from a European tour, despite the fact a large portion of his audience was burned in his absence, his new single, "The Tennessee Waltz," is out. He and his group, the Country Gentlemen, have been completely booked.

Tommy Overstreet and the Nashville Express were the first big-name country artists to perform at the new Capitol Records building in Hollywood, California. Overstreet, former music manager and business manager of Central Songs, Inc, and Snyder Music Corporation, and currently managing director of Cliffstone Productions, has announced the management of a new group of recording artists, songwriters, and music publishers, and currently managing director of Cliffstone Records, will produce a new album of songs. Overstreet is currently working on a new album of songs, and plans to release the album in the spring of 1965.

An Australian country music group, the Canberra Country Boys, has been signed by Record Producer of London, a country music magazine. The Canberra Country Boys are a group of young, energetic country musicians who have been making a name for themselves in the Australian country music scene. The magazine plans to release a new album of the Canberra Country Boys' songs in the near future.

Ronnie Dove, a young singer-songwriter, has been signed by RCA Records. Dove is a member of the Nashville Songwriters Association, and has been working on a new album of songs. Dove is expected to release the album in the spring of 1965.

Cash Box Top Country Albums

1 Tammy's Greatest Hits
2 I Won't Mention it Again
3 The Sensational Sonny James
4 You're My Man
5 Someday We'll Look Back
6 I Wonder What She'll Think About Me Leaving
7 Ruby
8 I Love You, Patter
9 I'm Gonna Ask Her Out
10 The Last Time I Saw Her
11 Loving You and Saying Goodbye
12 Rose Garden
13 Rose Garden
14 Rose Garden
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17 Rose Garden
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Touching Home
24 Easy Loving
25 Pictures of Moments
26 Live at the Sam Houston Coliseum
27 Incredible Roy Clark
28 Man in Black
29 Super Country
30 In the Style of the Country

Country LP For UK's Ember

HAG PACT — Merle Haggard pauses while signing his new long-term Capitol contract as Artie Mogull, Capitol vp and ad-director looks on, with Roger Cull, sales vp, Nashville branch, and Tom Owen, Merle's manager.

Pvt. Abair" Disk To Aid Young Marines Unit

New York — Lee Conway, a major country music artist in Australia, has been signed by Ember Records of London, his first album, "Applewood Memoirs," is scheduled for late October release.

Conway will join Slim Whitman for a week-long tour of the United Kingdom, including a date at the London Palladium, as part of the promotional support developed by Ember, according to label president Jeffrey K. Kruger. Deal between Ember and Conway's Sweet Peach Productions was closed following the Australian Country Music Festival earlier this year. Conway made his U.K. debut during the annual event.

Pvt. Abair's record will be released on Capitol, and will be distributed by ABC Productions. The record is being made to contribute a portion of all sales of the Capitol record release of "Pvt. Abair, USMC" to the Young Marines, a youth development program designed to provide leadership for young men, eight to 17.

The record, first aired over Nashville's WSM, has been dedicated to and honored by The Marine Corps League at their national convention held during April in San Antonio. "Pvt. Abair, USMC," was recorded by Pvt. Abair himself.

So Young" (a tribute to Hendrix, Joplin and Morrison) has just been released. Dee jays may want to copy for copies to Brite Star, 128 16th Ave., So., Nashville 27, Tenn. "Here I Go Again," written by Ted Hauf and David Grate of the SSS, is a first song release of their Dec 1000 Dec Dec Dec Records, under the direction of master record producer Owen Beale. The record is destined to become a standard. Already recorded by numerous artists such as Lynn Anderson, Bobby Vinton and Del Reeves, the song continues to attract the attention of both country and pop artists.
UTTAL HOPES TO FIND JAPANESE ACT FOR U.S.

TOKYO-Larry Utall, president of Bell Records, hopes to find a Japanese group that sings in English for exposure on the American market. Utall made the comment at a CBS/Sony press conference here to launch his visit to this country. CBS handles the Bell label in the area.

Utall, who noted that the company was the number three singles label in the U.S. and England, also noted the “great potential” of the Japanese market.

He said it was necessary for a Japanese act to sing in English in order to penetrate the Japanese market.

KING IN JAPAN OPENS NEW PLANT

TOKYO—King Records completed its new plant which built in commemoration of its 40th anniversary, in Saitama near Tokyo.

The plant has 24 press machines. System features raw material carried through pipe to mixer room and, after mixing, it is carried to the press machines automatically. There are 24 houses and an apartment house with air conditioning and heating apparatus in the site.

POLYDOR MKTS BELLES SINGLE

MONTREAL—Polydor Records marketed last week (1) of the Belles’ test single, “Love Luck & Lollipops,” and immediately reported advance orders to qualify the disk for RPM Gold Leaf Award.

WELCOME! Gerry Prochaska (left), general manager of Shorewood Packaging of Canada, is shown welcoming Ed Ingram, an 11-year veteran in the record packaging business, came to Shorewood from Modern Album of Indiana where he was sales manager. Ed will be responsible for pre-hearing the growth of direct card Shorepak, Unipak and special instruction jackets in Canada.

CBS Germany ‘Music People’ Confab: Gerard’s 4 Goldies

FRANKFURT, GERMANY—Three good records for French song star Danyel Gerard highlighted this year’s “The Music People” convention of CBS Germany. The biggest in the company’s history, met took place at Hotel Frankfurt Intercontinental Sept. 15 through 18. Gerard’s successful “Butterfly” sold over one million copies in Germany, and since “Mr. Butterfly” is his own composer and producer, CBS managing director Roy Wolpert handed him a “hat trick” in gold.

Another gold record was presented to Fred Weyrich by CBS Germany’s head of the A&R department, Herman R. Zentgraf, for producing Ivan Rebroff’s LP “Kosaken Mussen Reifen,” with sales over 350,000.

Besides Gerard, some of the most popular German CBS artists were presented at the final Gala: Dania Rajer, Maria Ross, Maria Tabilo, Tina York, Costa Cordalis, Thomas Hock, Jimmy Patrick and Bernd Spier. The first night featured five rock groups from the CBS repertoire: Life, Sitting Bull and Emergency, who have their homes in Germany, Titanic from Paris and Heaven from London.

The convention program included a review of the previous year’s successes, audiovisual previews of the upcoming repertoire both German and international, demonstrations of the SQ sound, and lectures on the tape market. Special seminars were held in the areas of sales, distribution and merchandising.

The major impression of the convention was a compact view of The Music People’s activities and successes and it was presented to 300 personalities from West Germany’s radio, TV and press, as well as CBS delegates from CNN Paris, Austria, Benelux, France, Israel, Spain and Switzerland.

International Artist Of The Week: NANA MOUSKOURI

Nana Mouskouri is certainly an international artist in her own right, being born in Greece, and seen here with 4 gold disks and 1 platinum from Holland, Germany, England and Australia, all of which she received in 1971. She has a US record deal, a RIAA release titled “Put Your Hand,” and has an album due called “A Place In My Heart.” BBC and German Television are jointing a new series to be screened on the BBC next year. She is currently appearing in concert at the Olympia in Paris, and then in Feb. she goes to the States for a two month nationwide tour. Her product is released on Philips worldwide.

TEICHiku SALES SHOW DECREASE

TOKYO—Teichiku Records gave a report of its sales results for the period from Aug. 21, 1970 to Aug. 20, 1971 at its first national business meeting. The total sales were about 4.5 billion yen (90% of the sales target), a 3,000 billion yen decrease from the sales for the previous year.

The percentage of disks to pre-recorded tapes was 70 to 30, and the percentage of domestic products to overseas products was 70 to 30. The reason which cited for its depression was the fact that there were few hits in western music from Teichiku.

For next fiscal year, Aug. 21, 1971 to Aug. 20, 1972, the company is aiming for sales of 6 billion yen with such series as Teichiku Global Sale, Jubilee Jazz Collector Series and Christmas sale for 1971.

Tokuma visits Mainland China

TOKYO—Yasuoshis Tokuma, president of Minosokion Orko, is on mainland China as one of 20 who visit China as members of Association for Cultural Interchange between Japan and China.

They came to attend a celebration of 40th anniversary of Communist China on Oct. 1 at the invitation of Prime Minister Chou En-lai, and after that they will visit around the country.

As president of record and picture companies, Tokuma will observe records and movie scene of China.

This is his second trip to China, the first time being six years ago.

Inter-Rep Deal For Fugi Disks

NEW YORK—Inter-Rep has acquired world wide licensing rights exclusive of the United States & Canada to “Red Moon (Parts I & II)” by Fugi on the Detroit-based Grand Junction label. The deal was concluded by Inter-Rep director Richard Gottheber and Grand Junction president Marvin Piggins.

FLASH BOX—October 9, 1971
The 1975 Eurovision Song Contest will be staged in Britain on April 15, and the Frontman for the season is the New Seekers. The BBC decision to undertake the organization of the tournament was hailed here as the passive cause by this year's winner, Mireille Mathieu, but the union is now proceeding with it, according to the director of the BBC, J. B. Webb. The press also will be involved in the company. His departure took place October 1st after four years, but the union is now proceeding with the proposal. The union is now proceeding with the proposal that the contest will be held in other European countries without the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the mammoth Isle of the 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New AML Music Line
Bows At Grand Rapids
Distributor Meeting

• Four Cabinet Styles Offered

GRAND RAPIDS, MICH.—The home town of the AMI music line was the gala setting for the premiere of Rowe International's 1971 "Superstar" line of phonographs last Thurs...

Rowe's "Superstar" offer four differently designed cabinets; two with round tops designated "Boulevard Street" and "Monte-

Rowe's "Superstar" line is the result of over a year's work by the company's design staff, and the results are rooted in customer reaction...the company's new "Superstar" phonographs.

Four Distinctive Designs

Rowe's "Superstar" offer four differently designed cabinets; two with round tops designated "Boulevard Street" and "Monte-

The recording industry, traditionally viewing the jukebox market as a lush place to sell singles but one almost impossible to approach from a promotional level, is becoming increasingly more interested in re-establishing its direct contact with the operating trade these days. Is it because retail sales are soft? Is it because new people at record companies are getting into marketing positions—people who weren't around in the old days when the operator was the record breaker and suddenly deep bay radio came along and the music industry started its romance with it?

We think the music industry's rekindled interest in the jukebox is founded in that most basic of all human motives—money. With a softening retail market, rec-

The recording industry, traditionally viewing the jukebox market as a lush place to sell singles but one almost impossible to approach from a promotional level, is becoming increasingly more interested in re-establishing its direct contact with the operating trade these days. Is it because retail sales are soft? Is it because new people at record companies are getting into marketing positions—people who weren't around in the old days when the operator was the record breaker and suddenly deep bay radio came along and the music industry started its romance with it?

Williams Shuffle Alley
'Liberty Bell' Rings In
With Red-Strike Feature

UNITED'S LIBERTY BELL 6PL

CHICAGO—Plays are flying high at Williams Operators Inc., in a salute to their exciting 6 player shuffle alley, "Liberty Bell," by United. Bill Fleischhacker, sales manager at Williams, predicts there will be plenty of celebration in the spirit of 1776 which is captured in the red, white and blue theme of this game.

The Red-Strike feature is designed to rally troops of players. A player scores 90 points on a strike and 60 points for a space. Making a strike on the red scores 90 points plus an additional 100 bonus points, and the player continues to shoot as long as he keeps striking. The quick pin release and reset action keeps the game moving at a rapid fire pace.

"Liberty Bell" offers 6 ways to play. In addition to the Red-Strike (Strike, Strike 90, Regulation and Role), Regulation Beer-Frames (3rd, 5th & 8th) are adjustable and the feature is optional.

In the United tradition, the sleek slate and striped cabinet is designed for eye appeal. The score stripe, carrying out the theme of colonial times, is motivated by the red and blue, and the new pins are fashioned for fine visibility.

"Liberty Bell" offers a ring to the coin combinations of your choice," continued Bill, and the shuffle is available now at your local Williams distributor.

Single, twin or triple chutes are optional. The game is 41/2 long and 23/4 wide. An instruction manual is included with each game.
HONOLULU—Representatives of the Wurlitzer Company's distributing firms met and warmly applauded the factory's brand new console phonograph for the 1971-72 sales season—the Model 3600 Super Star—at their new product introduction and sales meeting here at the Royal Hawaiian Hotel (Oct. 1st).

As the curtain slowly drew up, two color versions of the new 'Super Star' were shown on the Royal Hawaiian's great stage—one in tangerine, one in aquamarine. After the dramatic intro, addresses by Wurlitzer executives Bob Bear, C. B. Ross, A. D. Palmer and others outlined the new music console's numerous artistic, technical and marketing features—many of which are exclusive to Wurlitzer.

One of the most interesting of the new features is its title strip panel. Through the application of a development by the 3M Corp., the title strip area appears totally black when the phonograph is viewed from a distance, yet permits the strips to be completely visible when the location customer is standing in front, or on the side, of the phonograph. This interesting optical effect is achieved by the use of a plastic sheet under the panel's glass which cuts off all light in this area when viewed from more than two feet away. It also reduces annoying glare from the title strip area in dimly lit location. Bear explained, "A Wurlitzer exclusive with 3M, this lower controlled light should stimulate many a repeater play by curious location customers." Bear stated.

TOTAL PRE-PLAY COIN ACCEPTOR OFFERED

"A second unusual development is not visible to the customer but is going to prove of great value to music operators who consider it what's in the cash box that counts," Bear continued. Heart of the Super Star phonograph is the BO/AC, a truly solid-state all coin bonus play accumulator capable of providing a wide range of programs from quick change printed circuit cards, Bear explained. By simply inserting the correctly designated card which carries the indication of the plays per coins and the bonus arrangement it will create, an operator can tailor coin-play combinations to meet the requirements of any location. "In BO/AC," Bear declared, "Wurlitzer introduces on the Super Star phonograph a new and important development to encourage pre-deposited money prior to program selection. The BO/AC coin accumulator may be used both for an all coin phonograph and in conjunction with the National dollar bill acceptor which is an optional installation on the 200 selection Super Star."

COLOR CHOICE IN LIGHTED FRONT DECORATION

The Super Star offers a choice of color combinations featuring rich, deep shades of soft, warm tangerine or crisp, cool colors in aquamarine shades. The entire front panel is interchangeable in any phonograph and the color combination change is completed by adding vinyl adhesive color strips behind the name Super Star and in the area carrying the words, "Music for Millions" the slogan shipped from the factory which may be replaced with location personalization.

The external appearance of the Wurlitzer Super Star is high styled and functional. The upper speaker grille and the play promoting instrument group is completely surrounded in a single piece chrome plated die-casting. This top houses two treble and mid-range speakers, the digital record-now-playing indicator, and the pre-set selector buttons for programs 1 and 2 plus the dollar bill validator, when installed. Immediately below this casting are the selector buttons and the information for coin-play combinations. The buttons themselves glow with a soft golden hue and this entire panel is set into the pre-formed molded polyester rectangle which is beige in color and seems to float the upper portion of the phonograph above the cleverly concealed title strip area. The lighted glass section grows with the variety of colors indicated above.

"The Super Star plays records in the professional position, flat on the turntable assuring full fidelity in splendid stereo," Bear stated. Its engineering for consecutive flip side play enables patrons to hear favorite artists render both sides of a record without interruption.

SERVICEABILITY

Wurlitzer retains its single key release of the dome which is held securely in the upright position by two spring loaded fall supports. With the dome up there is complete access to the amplifier, stepper, and dollar bill acceptor where installed. The keyboard switch assembly is also completely exposed for check-out. Pre-play switch has been relocated in the control box. Multiple free play credits are now possible for permitting check-out of LP and pre-selected programs without deposit of money.

Raise two latches, release two hooks, pull two plugs and the service door containing the lower speakers and the back lighted color panels lift out to be set aside for complete check of record mechanism, take out arm, turntable and tone arm. Remove the wing screws and the chassis shelf moves upward to a 45° angle exposing all chassis components.

SOLID STATE SOUND SYSTEM

"With an output of 40 music watts for the phonograph and an additional 40 for the remote speakers, the Wurlitzer amplifier creates the powerful volume of sound expected from a coin-operated phonograph," Bear declared. The Super Star has a more rugged cartridge and is covered with standard diamond needle. A sapphire replacement may be ordered if desired.

With the Super Star distributor (continued next page)
Gottlieb Releases 'Lawman' 2 PL Pin; Game Offers Bonus Punch of Sheriff

CHICAGO—One of the most challenging, bonus-packed pin games to hit the market in recent years—D. Gottlieb's popular 'Sheriff' 4-player—now has a worthy successor with the release this week of 'Lawman' 5-player.

Like the Sheriff, Lawman is a tantalizing game for seasoned flipper sharpshooters, as well as "one of those games that just seems to keep scoring bonuses" to the pinball novice.

The challenge to the sharpshooter is a row of ten drop targets on the left side of the playfield. They score when hit and serve up a super bonus when all are knocked down during the play of a single ball. Pinball's ever popular "pin lanes" at the right of the playfield really kick up the score should the player's ball be lucky enough to roll thru while the lights are on. The super-surprise also comes when the player loses his ball out, the bottom of the field, only to learn that much of his bonuses have been building up (simulated by ten lights lined up the playfield center) and count off on his score reel after the ball is finished. This is an especially delightul feature after the last ball has been played out and the bonus just mentioned counts off double.

Another action feature of Lawman are two lanes which direct the ball right to the flipper, enabling our sharpshooter to prepare a good shot at the drop targets in advance. These and other exciting ideas combine to serve up a very entertaining amusement machine (and the colorful artwork in the backglass and on the field makes it a very handsome machine as well).

Operators are invited to inspect the new Sheriff flipper at their local Gottlieb distributor at their earliest convenience.

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CHUCK ARNOLD

CHICAGO — Chicago Dynamic Industries, Inc. has officially announced the appointment of Charles (Chuck) Mendel, as Director of Sales this month as marketing manager, Coin machines Division.

"Arnold comes to his new position with an extensive background in marketing, product development and sales promotion," said Avron Genshaw, vice president. His previous association was a 10 year stint as marketing manager for Williams Products, Inc., Elkart, Indiana.

Beyond in Atlanta, Georgia, Chuck was raised and educated in Michigan where he studied political science and business administration at Wayne State University.

Chuck, 45, is married and the father of four children, two girls and two boys. The girls, both graduate nurses, are married. One of his sons also is employed at Chicago Dynamic. Chuck also boasts of a granddaughter, which makes him one of the industry's younger grandparents.

Wurlitzer Juke (Cont'd)

At the Royal Hawaiian concluded, distributor winners of a sales incentive campaign are touring the Neighbor Islands for another week, returning to the Mainland for the start of Wurlitzer Days October 11th which will conclude with the evaluating of all of the new Wurlitzer products in the coin-operated music field at the M.O.A. in Chicago. Wurlitzer has booth 115 and indicates that there will be some further surprises unveiled during Expo '71 at the Sherman House.

Cash Box — October 9, 1971
EASTERN FLASHES

KEY PRESENTATIONS—Some of the Jukebox manufacturers hold pre-MOA showings of their ’72 models. Distributor heads and key sales and service personnel gather at the factory showings held in a key area. Familiarity with the product is the name of the game. Factory reps present the line and point out the sales and service features. In addition, reservations, sound conditioning, and other features are among the highlighted points that are discussed at the sessions. The formal showing for the public is, more or less, reserved for the MOA show. Factory service personnel will undoubtedly be conducting a round of service seminars throughout the country, beginning later. Operators, and all people, attending the MOA also have an opportunity, if they wish, to catch the NAMA convention being held the same weekend, Oct. 15th. The NAMA exhibit is at the McCormick Place exhibition hall. Sound to us like Chicago is the place to be the Oct. 15th weekend. Get your reservations in early.

ON THE AVENUE—Orestes Basutlo (Orestes Coin) reports that orders for reconditioned pool tables are beginning to pick up. Orestes says that the shop is getting to the point where the expanded facilities are now being utilized for the reconditioning of jukes and pool tables. Got the word from Albert Simon, Inc., that Al D’inizio is off to Europe. Spoke to Larry Feigenbaum, who reports that the new Williams shuffle, “Liberty Bell” is getting such a great welcome from the operators that it has been impossible to even keep one ‘Liberty Bell’ on the showroom floor. Shuffle has been out just a short time, says Larry, and the response has been terrific. Larry said that he was even considering taking a trip to Philadelphia and seeing in what condition the original would be. Because, as Larry pointed out, there is certainly lots of bell ringing action taking place at Simon’s these days. Its great to start the season off in high gear, say Murray Kaye at Atlantic New York Corp. The ’72 USC-2 ‘Firestar’ photo a 160 selection offering from Seeburg is generating plenty of operator raves, says Murray — Dick Greenberg (Munves Corp.) back on the job after doing a tour on jury duty reports that new equipment sales are picking up especially ‘Space Lazer.’

NAC CONVENTION IN NYC—“Gateway to Ideas” is the theme of the NAC (National Association of Concessionaires) convention taking place Oct. 24 thru Oct. 28. The exhibit center is in Albert Hall, located in the lower level of the Americana Hotel. Officers and directors attending the ’71 convention will convene at the Association’s Fall Board of Directors meeting on Sunday, Oct. 24th. The directors will then be joined by the members of NAC of a Presidential cocktail reception at the Warwick Hotel. On Monday, October 25th, official ribbon-cutting ceremonies will usher in the opening of the 1971 Motion Picture Theatre Equipment and Concessions Industries Trade Show. Several thousand delegates from the three co-sponsoring organizations, NAC, National Association of Theatre Owners (NATO) and Theatre Equipment Association (TEA), are expected to be on hand and to view the more than 135 exhibits of manufacturers and suppliers serving the refreshment cession and theatre trade.

SIGNS OF THE TIMES—We at CB in our travels throughout the city often visit some familiar haunts and certainly make mental observations of changes that occur in the big apple. Needless to say, the changes are swift and frequent. Some restaurants and taverns make do with their proven methods of operation regardless of what is happening around them. A slow death is in the offing. As an example, a restaurant that we are familiar with has been operating as a dinner house for years. Struggling throughout the past few years with a steadily declining dinner business. Yet, the restaurant did not try to modify or update the method of operation. Probably feeling that the business would come back. The business did not come back. There are numerous reasons for the established dinner house finally landing on the rocks. Changes in the area; steadily rising operating costs; plus the need to charge a good buck for the full course meal are just a modicum of causes contributing to the demise of good dinner establishments. But, recently we walked by this particular restaurant and, to our surprise, we discovered that it was jammed with people. On closer examination, we saw that all signs of a formal dinner operation had disappeared. Sawdust was on the floor. The jukebox was swinging out with the pop sounds of today. A pool table was prominently displayed and busy. In other words, the place was really jumping. A few tables here and there, a short order menu, coin-up machines and presto, a lively atmosphere. The transformation was complete. Perhaps we should argue with change when a location is swinging, and more important doing business.

We have also noted in our travels in the big apple that a pizza parlor operation goes hand in hand with the jukebox. Who doesn’t enjoy a slice of pizza and hearing the latest pop tunes. Great meeting places for the teenagers. These places have sort of taken the place of the soda fountain at the drugstore of a yesteryear.

HERE AND THERE—Rowe’s veteran promotion chief Jim Newlanider off to Mo. Hood, Washington for meeting of the Oregon and Washington vending ops, will address them on industry conditions. Knowing Jim, he’ll also be huddling with cigarette venders on the benefits of installing Rowe’s brand new Granada cig unit. The Granada’s a really lush piece of equipment, all done up in 6 bro. The earliest AMI’s juke setup was introduced in 1932 and the others ranged thru the years all the way up to the Presidential Series. Jim says they got some pretty far back. He followed up the Grand Rapids showing with attendance at Ed Shaffer’s open house in Columbus Tuesday night where the latter premiered the ‘Superstar’ line of AMI boxes to his operator customers. Newlander reported quite a few phonograph sales logged at the Shaffer meeting.
CHICAGO CHATTER

Latest entry from the D. Gottlieb & Co. factory is a new 2-player called "Law Man," which is being sample shipped this week. It's actually the 2-player version of Gottlieb's 3-player "Lucky Lott," having been well sold in the market for four local and distrib shows. The firm's new Northlake facilities, by the way, will be open to all visitors during the run of MOA Expo here in town. We're sure many will take advantage of the opportunity to see the new products and enjoy our annual visit with the Gottlieb people.

THE PROGRAM FOR THE UPCOMING MFG. CORP.'s convention is being prepared for distribution to the association's membership. Dates of the show are December 3-4-5 at the Sherman House, Chicago. As a further service to its members, the association has included in its current news bulletin a very informative, detailed summary of the wage-price freeze as it applies to the outdoor amusement and souvenir/novelty industries.

At BALLY MFG. CORP., all eyes are focused on "Road Runner" and "Sea Ray!" Both are top priority items on the factory's current delivery schedule. "Road Runner," we understand, is enjoying the "longest run of any arcade game in recent years!"

INCREASED DEMAND FOR POOL SUPPLIES is being felt—beautifully felt—at Marvel Mfg. Co. "We're looking forward to a busy Fall season," says Pres Ted Rubey. Ted's also looking forward to MOA Expo. He and his associate Pete Green both intend to spend as much time as possible at the Sherman House, October 15-16.

JOHNNY FRANZTZ Of J. F. FRANZTZ MFG. CO., is a busy bee these days preparing for the upcoming MFG. Show. John, exhibiting for the first time in many years, will display his U. S. Marshall gun.

CHICOM EXEC AYRON GENSBURG is due back from Europe this week—plenty of time to be on hand at Expo! ... Got the word from Charles Arnold at And Mar. and Hall that "Hi Score Pool" will come in this week! A very big item! The factory is also doing some fantastic business with "Defender" and the "Caprice" shuffle. All will be shown at MOA—plus a few surprises of course!

SPOKE TO LEE BROOKS at WICO CORP., who says that the 1972 WICO catalog is going out by the train load. Complaints from the trade have been the order of the week. The new book lists literally hundreds of items. WICO is a major supplier of parts and supplies for the coin machine industry. All lines have been expanded and a special on pool supplies is included. Lee says that full stocks will be present at both the MONA and the MOA. So, don't forget to take a look at the WICO booth.

MILWAUKEE MENTIONS

OEL KLEIMAN AND SAM COOPER of Pioneer Sales & Services were very impressed with the newly unveiled line-up of Rowe phonographs which they viewed at the recent 2-day distributor showing (23-24) hosted by the factory at the Grand Rapids facilities. Joel says the entire Superstar series is just beautiful, with such models as Monterey, Bourbon St., Silver Sгее, Lavender Lady, etc.—nd he really can't wait to display them! As for games the spotlight seems to be on CoinChin. The "Defender" and the new shuffle are both very big sellers, according to Joel.

LINT AND MARIE PIERCE are devoting more time to their Pierce Music opera- tion in Brodhead (and CoinChin's and other enterprises, of course), sale of their farm property has been completed. Lint was concluding the final details of the sale last week. Both are looking forward to the trip into Chicago ext month for MOA Expo. As Marie said, "We wouldn't miss it for the world!"

IN THE RECORD SCENE: Here's a rundown of some of the singles local operators have been reporting courtesy of Radio Doctors' John Jankowski: "Theme From summer Of '42" by Peter Nero (Columbia), "Gypsies Tramps & Thieves" by Cher Kapp), "Street Fair" by The Magic Organ (Papa Joe), "Gear Jammer" by Jerry Smith (Gord), "Questions Of Love" b/w "I'm A Man!" by Chicago (Columbia) and Baby I'm Yours) by Jody Miller (Epic).

CALIFORNIA CLIPPINGS

Chuck Tronic (C. A. Robinson Co.) reports he is thrilled with the Irving Kaye, Stanley Cup Hockey." Operators who have been looking for a competitive game—supplement "Pool Table Play," says Hank Kaye's "Stanley Cup Hockey" seems to be doing well. Amazing collections returns have been reported in both cafe and tavern locations. Ira Bettelman, son of Al and Iug Bettelman, de- serves a big hand. Ira has started teaching in the Torrance Unified School District. Keith, and the teaching of emotionally retarded kids. And, he's using, in part of his tools, coin operated machines ! ! Speaking of do-gooders, Hank oncick's son, Dr. Steven Tronic, starts Cancer Research at the National Institute for Health in Springfield, Virginia. Leo Scunio (Subway Distributing Co.) is very quoted about the Williams two player, "Zodiac." Test samples, says Leo, have ev- er the "Zodiac" to be a popular location piece and looks like its going to be big. Another coin fireplace success is the new "Firestorm" by Gottlieb (Sherman- burg ... Jimmy Wilkins (Portaleo Automatic Sales) reports that both he and Bob Portale will attend the Rock-Ola phonograph show in Florida the 1st of Oct. Rock-Ola will be showing their new 72 models. Jimmy also reports that they are the newly appointed west coast representatives for American Shuffler- board. Mike Callas will represent product. Jimmy says that the Rock-Ola coin vendors have had a very successful summer and sales are expected to continue a steady pace.

JUKEBOX PROGRAMMING GUIDE

JUKEBOX BUYER'S GUIDE

Pop
BREAD
"BABY I'M A WANT YOU (2:25)
by Truckin' (2:31) Elektra 45751
JIMI HENDRIX
DOLLY DANGER (3:35)
No Flip Info. Reprieve 1044
LINDA RONSTADT
I FALL TO PIECES (3:05)
b/w Can It Be True (2:26) Capitol
THE BUOYS
BLOODESTEN (2:07)
No Flip Info. Scepter 12331
LOU CHRISTIE
MICKY'S MONKEY (2:41)
No Flip Info. Buddha 257
BOBBY VINTON
A LITTLE BIT OF YOU (3:10)
No Flip Info. Epic 16790
GROOTNA
FULL TIME WOMAN (3:24)
No Flip Info. Columbia 45461
R & B
ROBERTA FLACK & DONNY HATHAWAY
YOU'VE LOST THAT LOVIN' FEELIN' (3:52)
No Flip Info. Atlantic 2857
THE TEMPS
HEY GIRL DON'T BOTHER ME
b/w Wopp Little Girl (2:21) Dun- hill 4290
BOOKER T & PRICILLA
SHE (4:06)
VOL THE WEDDING SONG (7:00) A&M 2195
C & W
CHARLEY PRIDE
KISS AN ANGEL GOOD MORN-
IN' (2:06)
b/w No One Could Ever Take Me From You (2:47) RCA 74-6538
DOLLY PARTON
COAT OF MANY COLORS (3:03)
b/w Here I Am (3:10) RCA 74-
6538
JEANNIE C. RILEY
ROBBIN' AND THORNES (2:02)
No Flip Info. Plantation PL-79

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