
AL GREENE IS RED HOT
Songs that Barry Mann has written have landed a lot of artists in the Top 10. Now he's singing one of those songs himself, "When You Get Right Down to It."

Barry's single, the most requested cut from his "Lay It All Out" album, is already getting strong air play on Top-40 stations in Philadelphia, Boston, Lansing, Nashville, Baltimore, Washington, Norfolk, Houston, San Diego, San Jose, Fresno, Denver, Spokane, Portland, Salt Lake City, Seattle and other cities across the country. "When You Get Right Down to It" is Barry's first single on New Design Records. .... As if the 53 hits he wrote that sold 70,000,000 copies weren't enough.

"When You Get Right Down to It"
Barry Mann's debut single. On New Design Records
Distributed by Columbia Records
How To Handle An Economic Silver Lining

Last March, one of the darker moments in the general lackluster economy, Cash Box took the occasion to evaluate what it believed to be "That Silver Lining In Current Downturn." This editorial offered a hopeful future philosophy, the point being that valid cost-cutting measures taken as a result of the nation's economic woes could, when things got humming again, mean a higher rate of profitability.

There is good reason to believe that a "silver lining" means more at this time. The music business has gone through a good last quarter. This is a traditional situation in the business world, of course, but the feeling within the music business itself is that it's resuming a new upsurge in sales.

We suggested in that earlier editorial that an economic upturn would, in view of tighter operations, realize "a greater stability and strength to endure the cold-spells that most companies go through even in the best times." While it's still too early to deny a good deal of caution, we believe we are close to better times, much better times. General retail sales are about 10% over last year.

This means that companies with tight operations sufficient to operate under tight economies may require both personnel and manufacturing growth. It is in this area that we add our own note of caution. This process of internal growth must be weighted intelligently, lest "profitless prosperity" take its toll as it did even when things were humbling. If a new prosperity is on the horizon, the music business can at least look back upon a period of economic retrenchment with the cold eye of an eye-witness to hard times. It's hard to learn a lesson in prosperity; companies should get the point after going through a rough period.

And the basic point is that intelligent growth in the face of an expanding market is a vital factor in making the profitable most of a good business climate.
Already over 250,000 in England!

GILBERT O'SULLIVAN

“No Matter How I Try”
CAROUSEL RECORDS HAS BEEN RENAMED ROCKY ROAD RECORDS

AND IS PROUD TO ANNOUNCE THE PHENOMENAL SUCCESS OF THE HIT SINGLE "PRECIOUS AND FEW" CAR 30055

by CLIMAX featuring SONNY GERACI

and the forthcoming release of the album "PRECIOUS AND FEW" by CLIMAX

RR 3506

DISTRIBUTED BY BELL RECORDS, A DIVISION OF COLUMBIA PICTURES INDUSTRIES, INC.
Also Available on Ampex Stereo Tapes
Ron Delsener: Too Many Booking Agents Not ‘Hustling Promoters’

NEW YORK — Concert promoter Ron Delsener chides many of the big booking agencies that “aren’t hustling.” “Too many of them wait for their phone to ring,” Delsener observes.

The agency that is smaller and newer tends to be more aggressive with promoters, and this is to the benefit of both, he continued. One of the most useful tools for a member of concert attractions is a list of the dates that an agency’s talent is available for concerts in a given city across the country. APA for instance, issues such a sheet regularly, but Delsener reports that most of the paper that crosses his desk from booking agencies merely lists the names of the current talent they represent, and does not include their upcoming itineraries with locations and dates specified. Such a detailed newsletter would be a boon for both the promoter and the agency, but so far it has not materialized as a regular practice.

The “holes” that often exist on current tours could be more easily “filled in” by dates in nearby cities if such information was regularly provided in advance to the promoter.

Front Cover:

The sound of Memphis soul continued to figure as a major factor in both the R&B and pop charts, thanks most recently to Hi Record’s Al Green and the sensational Sylvers, who recently have seen Al through to two successive top ten items, “Tired Of Being Alone” and the recent “Let’s Stay Together,” bulleted at #6 on the Top 100.

Al Greene has also broken the general rule that R&B albums do not sell strongly in a pop market. “Get’s Next To You” has enjoyed several months of #1 chart listings and it’s still going strong at #67 this week. From the land of Joe Tex and Otis Redding comes a man who is now taking his rightful place alongside the giants of the back-to-the-roots movement in R&B.

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MIDEM, An Industry Tradition, Gears For Biggest Event Yet

4700 Tradesters To Attend Meet

NEW YORK — That MIDEM, the international record and music publishing market, has become a worldwide industry tradition can be seen in its growth over the past five years.

In 1967, MIDEM’s first year, 900 attended the Cannes-based meeting with representation from 327 companies and 16 countries.

For the sixth year—running seven days from Jan. 15 to 21—more than 4700 tradesters will be on hand. The company total will be at least 650, with a total of 45 countries represented. Youse figures are new MIDEM highs.

For the U.S., there will be a 15% increase in attendance, including the presence of 75 firms (only exceeded by the 100 firms each from England and France).

There is also strong artist representation set for MIDEM. Besides performances at three Galas, MIDEM has added a new show called “Pop Music Fest” which will be held the night of Jan. 20, rock groups plus a film, “Jimi Hendrix at Berkeley.” Last year’s gala on Jan. 17, the following artists are scheduled to appear: Oshin, Carina, Nilson, Severine, Pagani, Francois Lai, Lorenceau, Depech, Zamfris and Curtis Mayfield.

For the second Gala on Jan. 19, appearances have been set for Lee Michaels, Nicoletta, Gilbert O’Sullivan, Jean Francois Michael, Danyel (Cont’d on p. 12)

Mogul Label Thru Atlantic

NEW YORK—Artie Mogull has formed a new record company, Signpost, through which he will be marketed by Atlantic Records’ Custom Label, according to Ahmet Ertegun, Atlantic president.

The first record released through Signpost were Atlantic Records is the English Congregation, ‘‘Softly Whispering,” which was released last week by the English Congregation will be issued on Signpost. The pact between Atlantic, Mogull and Signpost is of the same nature as distribution as well as marketing.

Atlantic Records personnel pleased they have concluded an agreement with Artie Mogull to handle his Signpost label,” said Ertegun. “His reputation as a discoverer of outstanding talent is second to none. We believe he will make Signpost a most successful new firm in the industry.

‘To be a member of the fantastic Atlantic Records family is exciting and stimulating,” noted A. Mogull. “We hope to make Signpost a vigorous concern as the label with a limited roster of outstanding young artists; all in the contemporary idiom.

Mogull’s Signpost offices are located at 9120 Sunset Boulevard, in the Hollywood. New artists affiliated with the label are expected to be announced shortly.

MGM’s Top 3 Mos. In 5 Yrs

Music Division Shows Top Gains

NEW YORK — Metro-Goldwyn-Mayer has had its best first quarter in five years.

The best showing came from recordings and music publishing. These units had revenues of $71,800,000 compared to $41,687,000 in the same period last year.

Profit for the quarter ended Nov. 30 were $2,550,000, or 43¢ a share. This compared with $2,190,000, or 37¢ a share, in the year ago period.

Revenues in the last three months rose to $41,030,000, from $36,685,000 a year before.

An extraordinary gain of $318,000, or 5¢ a share, from its rental income, ENGLAND, brought the net income for the year ago quarter to $2,508,000, or 43¢ a share.

Valandro Exits Metromedia Music; Coleman Promoted

NEW YORK — Tommy Valando has left chief of Metromedia Music. It’s understood that Larry Coleman, general manager of the firm, will assume direction of the publishing company upon direction of general manager Valandro sold his music publishing interests to Metromedia in 1968. He had operated his own firm, Sunbeam and Delsener Music. Among the copyrights going to Metromedia were the songs to "Friday On My Mind.""
a friendship, a story, a song big enough to reach everyone!

MICHEL LEGRAND’S recording of his own composition

"BRIAN’S SONG"

THE ORIGINAL TITLE THEME From the Score of the ABC-TV “MOVIE OF THE WEEK” Produced by SCREEN GEMS

on Bell #45,171

Song published by Colgems Music Corp.

BELL RECORDS, A Division of Columbia Pictures Industries, Inc.
NEW YORK—Warner/Reprise Records has announced the release of 22 new LP's for January. Included in the new year's crop are 'Harvest,' the first solo LP by Dionne Warwick's husband with "Dionne," Dean Martin's "Dino" and Johnnie Taylor's "Garcia."

Two film soundtracks are set for the release, "Sunday in New York's "A Clockwork Orange," by Walter Carlos is the second of a series of singles and albums by various film bands. "Sunday in New York" is the second commercial sampler prepared by the label, the first being "Alternatives."

Catena Brings Class Action Against Capitol

HOLLYWOOD Rocco Catena, a former vp at Capitol Records, has filed the nation's first consumer class action suit against Capitol, for alleged violation of the federal antitrust laws. The suit, seeking damages for Catena and other Capitol stockholders, contends that Capitol execs made "misleading statements of material fact and/or failed to make disclosure of material information required under the true financial condition" of the company.

The defendants in the action are: Capitol Industries, Capitol Records, E.W. Harrison, Capricorn Brown Meges, E.C. Khoury and W. P. Rossett. Other defendants are Sir John Ryder, president and a director of Capitol, J. E. Read and Ford, president and director of EMI and Capitol. Also named was the late Glenn Wallach, co-founder of Capitol and a former employee at Capitol at his death.

As a stockholder, Catena, who left the company last May, claims financial losses due to "gross internal mismanagement," according to court documents by officers and defendants.

Catena's allegations, totaling $120 million plus damages equal to the difference between the stock's current market value and what he was told the price was when he purchased it. The suit claims that he received a share (he believed to hold 100 shares) for Capitol common stock in May 1970 for $5. At the time, Capitol Industries poor financial showing of hours, hours selling at around $1 for some time.

Capitol Statement

In reporting it had been served with the papers, Capitol termed the "lawsuit without merit and will not succeed," and the label said it "refutes the contention that these unfounded accusations."
The company always "diagnosed ex-employee" who had received a 100 shares of Capitol stock under the terms of a merger "substantially less than their market value.

In turn, Catena's lawyer, N. Mitchell Feinberg, said: "I don't believe it is Capitol's place to challenge the propriety of this action.

Among the releases will be "Calico," Kenny Rogers & the First Edition; "Swamp Beech," by Hank Wilson; "Swamp Grass," Don Rerick; Peter Yarrow's first solo album, "By the Time I Get to Arizona Valley," By Coober; "Tracy Nelson/Matthews & the Searchers" and Crazy Horse; "Three," Jackie Lomax.

Four new artists will be introduced in February. One a young band fronted by Carlos Santana's brother Jorge, from Canada comes "Fluido," by a group of the same name, produced by ex- Pauper Adam Mitchell.

"The Boardwalk," for the Drifters will be released in February as well. A new English group called America will release an album called "America."

Albert Grossman's Bearsville label, distributed by Warner Bros, will release an LP by Halfnelson, a theatrical rock band. Also distributed by Warner Bros, the Viva label is set for "Them: Like Old Times, Vol. I & II."

Being readied for February release is Warner's ninth mail order sampler, "The 6th Annual," which will sell for $2 and will be available with a $10 mail order sales. The double album is available at the low price because neither the label nor the band profits from it—its function is to acquaint listeners with new product.

Gallop

In Jan. the label will be releasing "Give Me Five," a three-artist effort, "Smitty," which includes Smitty, Smitty Jr. and Smitty Jr.'s wife. The label will also be releasing the albums of the following Country artists:

- Houston's Stan Lewis
- Leon Russell
- Loyd Stone
- Charlie Daniels
- Jerry Jeff Walker
- Ray Price
- Ramblin' Jack Elliott and Peter Fonda.

Atlantic Soul, British Drives Are Label's Biggest LP Thrust

NEW YORK—Atlantic Records is launching its largest LP promotion thrust to date in January. The promo will feature 16 new albums from five English rock acts.

"Soul Explosion-’72" will be the fifth in a series of Atlantic albums. Included in the release will be the new albums from five English rock acts.

"Soul Explosion-’72" will be issued with new releases from such talents as Aretha Franklin, The Persuaders, the late Lee Dorsey, Kenny & Darby and Danny Hathaway. The promotion will be initiated with special display in record stores and the national market will be drawn sales personnel from every corner of the nation. The promotion, which the company says is a film presentation of the new releases, custom posters, and a full range of advertising accessories including radio spots, print advertising, touring stickers and point-of-sale displays.

The Soul Explosion-’72 campaign will be led by vice president Henry Allen, who will travel with a team of Atlantic and CBS reps as he takes the promo from city to city. Accompanying him will be Larry Ferber of New York, Cleveland, Chicago, Atlanta, Dallas and Los Angeles will be Ric Willard, Atlantic Western regional manager, and his partner, Johnson, Mack, Sonny Woods, Atlantic South regional manager, and other regional sales and promotion personnel.

Two Jan. LP's Thru Asylum

NEW YORK—Asylum Records will be releasing two new albums in Jan. Featuring the new rock group, Jo Jo Gunne, and veteran singer Joanie Jackson Browne, the releases will be supported by a major promotional and radio campaign.

Jo Jo Gunne features Jo Jo Gunne on guitar, lead vocals, Mark Andes on bass, and Carley on drums; each member of the group also sings. The Gunne's album and Jo Jo Gunne were respectively made for major work by successful West Coast group Spirit before forming their current group.

Joanie Jackson Browne is a British name for national exposure in the next few months. They will be touring with Syl & The Family Stone during Jan. and Feb., and will embark on a 68-day tour with Stevie and Michael Cassius of the month of March.

Singer/songwriter/guitarist Browne has compared his latest album, "Rock Me on the Water", recorded by Johnny Rivers and the Byrds, and "Jamaica Say You Will", also for the Byrds, and sung by Jackson himself on his new album.

Among the artists who have recorded songs by Browne are: Brewer and Shipley, Tom Rush, Linda Ronstadt, Three Dog Night and Eric Weissman.

Browne will enjoy wide public exposure by appearing on a number of TV shows in the next months. In Jan. the artist will be playing dates in major cities, and will be performing at the Marquee in Feb., and at the Marquee and March with Joni Mitchell.

Both Asylum recordings will be the number 1 releases in the country. Browne's will be a major LP on the market, and will be point-of-sale promo efforts and the latest in the Browne radio advertising campaign through the country.

$1 Million Gross For Cassidy's 1st Concert Year

NEW YORK David Cassidy grossed $1,061,000 over an eight-week run of sold-out weekend concerts, reports Aaron Management, Cassidy's management company.

From mid-May to December, Cassidy played 30 concerts, starting with his first live performance ever in Seattle and Portland and building into a national tour with stops at the Garden State Arts Center in Holmdel, N.J.

Cassidy was forced to take a month off in the middle of the summer for health reasons. During that month he was on schedule, filming and recording during weekdays and performing on weekends.

The tour will end with the last concert taking place at the end of July and concert grossing over $1 million. Cassidy is being produced by Wes Farrell.
Polydor Sets LA Sales Meet

NEW YORK — Polydor Inc. will hold its first national sales meeting since entering distribution with U.D.C., reports Jerry Schoenbaum, Polydor's president. The convention is to consist of a series of discussions and conferences held at the Beverly Hilton Hotel in Los Angeles, beginning Thursday (6) and continuing through Saturday (8).

The confab will preview the Jan. releases of Polydor and its affiliate labels which include classical lines Deutsche Grammophon and Archive, as well as distribution labels Spring, Everest, Black Horizon, People's and Brownstone.

Attending the convention will be the regional managers, sales and promotion heads of all U.D.C. branches throughout the country, as well as representatives from Polydor Records Canada, Limited, and from Polydor International. Staff members attending will be all of those involved with the new product through A & R, merchandising, sales, promo, publicity and advertising. Marketing plans for the new albums will be announced at this time.

The entire meeting will be chaired by J. Schoenbaum, and key execs of the Polydor staff, will be in attendance. Special guest invitations have been extended to Polydor artists Lily Tomlin and James Brown.

The meeting will open with a cocktail party Thursday evening and is to include an audio visual presentation of the latest Polydor and distribution labels' product. An additional sales meeting, key-noted by Fred Dumont, classical division director, will be devoted to a night and sound presentation of forthcoming Deutsche Grammophon releases. Also on the agenda is a separate Polydor promo meeting, chaired by Mike Becew, national promo director.

Aaron To Jobete Music

HOLLYWOOD — Richard Aaron has joined Motown publishing arm, Jobete Music, as a promotion manager. He was formerly director of administration and promotion with Memphis records. Aaron can be reached at Motown's Los Angeles office.

NARM Meet Presidents Panel

PHILADELPHIA — A top exec panel session, featuring the chief execs of eight leading record companies will climax the Opening Business Session of the 14th Annual NARM Convention and Conference, held March 6-10. Participating on the panel will be Claude Smith, president of Capitol Records; John Koltz, president of A&M Records; John Zorn, president of Columbia; Steve Kalkin, president of EMI America; Larry Levine, co-founder of Warner Bros. Records; and Larry Uttal, Bell Records.

6 Westbound Albums For Jan.

NEW YORK — Westbound Records, distributed by Janus, is in the midst of releasing several LPs scheduled during Jan. Included are LPs by the Detroit Emeralds, the Ohio Players and Denise LaSalle. The Detroit-based Westbound Records, headed by Arman Boladian, released "By Thing Called Love" by Denise LaSalle, "Let's Get The Million-Seller of the same title and her new single "Now Run 'Em Tell That!", 'You Want It If You've Got I'll Give It to You", by the Detroit Emeralds, featuring their current single of the same title and the Ohio Players, including their current hit "Pain". The singles being released are "What's Up Front That...Counts" by the Fabu La Kings, "Don't Mix Jesus" by Bill Moes and the Celestial; and "That's Christianity" by Maddie and Clark, the latter representing the gospel side of Westbound.

Cash 'World' Album Is Gold

NEW YORK — Johnny Cash's Columbia album offering, "The World of Johnny Cash," has been certified gold. Cash's string of gold has begun in 1963 with "Ring of Fire" and includes "Walk The Line", and "Johnny Cash at Folsom Prison", "A Boy Named Sue" as gold singles for Cash.

Coffey, Melanie Earn RIAA Gold

NEW YORK — The Buddah/Kama Sutra Group of Labels has two more gold recordings. The RIAA has certified "International válidavas on Sussex and Melanie's "Candles In The Rain" LP. Neil Bogart and Art Ack, co-presidents of the company, noted that both releases were marketed on the same day on Aug. 10, 1970, and that their subsequent gold showing reflected the label's long-term policy on promoting acts.

Bell Strikes Year-End Gold

NEW YORK — Bell Records has just received its 16th RIAA gold record for the "5th Dimension—Live" album and the other for the "Cherish" single by Cher. In his first solo outing from the Partridge family, Philippines, Cher had reaffirmed his position as the most popular young entertainer on TV and records. As a result with the Partridge family he played a major role in launching that group that has already accounted for over six million albums and nine million singles.

The one荣耀金 record is the album the second gold LP for the group this year. Consistently one of the most successful of all musical groups, the 5th Dimension will shortly be leaving on a major European tour.

Industry Execs Panel Discussion

NEW YORK — The Music & Performance Industry Panel, which will be hosting a panel discussion, "Problems Confronting the Retailer with a Limit on Sales Conditions," on Jan. 10, at the Warwick Hotel in New York, beginning with a buffet supper at 5:45 PM.

Three different views on retailing will be presented by panel members including, Howard Goody, exec vp of Columbia Records, Lasker's owner of Teen Disc, and president of the Association of Record Distribution of the North; and Jimmy Schwartz of Atlantic Records, whose theme of the discussion is Herb Goldfarb, general manager of London Records.

London Sets Three Acts

NEW YORK — Two top German disk artists, Engelbert Humperdinck and former lead singer with a top British group are among the newest talents presented by Quality Records according to Walt Magnuts, vice president of the company. "This is a major reunion with Jimmy Jones, Rickie Shae and the group known as the Rattles, being cut from a new line of new sales records for the firm as it launches its 25th anniversary year in business.

Paul Jones, who was the lead for the group, has been a regular with England, and who later co-starred with Cher in the film "The Fugitive," will have his first album for the company, "Crucifix in a Horseshoe," released later this month. "Shoeshine Boy," containing vocal and instrumental assists by a host of New Yorkers produced by Ted Cooper for the Wes Farrell Organization, is already on the market. Jones, incidentally, also starred on Broadway in "Conduct Unbecoming," and will now seen in several new motion pictures.

German rock and roll's top current groups, and a heavy act there for over two years, have just had a new album with the name "The White," rush-released. They also enjoyed a modest earlier hit in America with "The Witch.

The singer, Rickie Shae, from the Harekurtys, has been a major seller there and in numerous other countries including Japan, where his version of the international hit, "Mammy Blue," is a hit, and in the UK, where he was the artist early next year. Born in Cairo, Egypt, of an American father and French mother, Shane spent much of his earlier life in Rome, where he launched his successful disc career.

Nancy Sinatra Inks With RCA

NEW YORK — Nancy Sinatra has signed a recording contract with RCA Records, reports Manny Kell, director of pop music. Sinatra signed the deal as a result of the n° 1 hit "These Boots Are Made for Walking," which brought her most-wide-spread record sale to date. RCA has launched a TV and live promotion of RCA with the Walling, her current TV appearance, "A Boy Named Sue" on network embracing the young girl's new sale, "These Boots Are Made for Walking," which brought her most-wide-spread rec-

TYLENT RECORDS
P.O. BOX 94
NEW BRITAIN, CONN
1-203-223-6501

Cash Box — January 8, 1972
Each week 50 million people can't wait to hear Roger Kellaway's new single.

"Remembering You." (AM 1321)
The closing theme from the highest rated show on television.

On A&M Records
Produced by Stephan Goldman

(Hear it Saturday night at 8:28, CBS-TV.)
Farrell Firm
In Mempro Tie

NEW YORK—The Wes Farrell Organization has retained the services of the newly established, Mempro, Inc., the Memphis-based firm created by Marty Lacker and Don Burt to give concentration to the key southern market (11 states) from Miami to Houston. Mempro, Inc. specializes in representation, promo and merchandising for record companies and music publishers, as well as management of artists, producers and writers, public relations and record and promo film production.

Most of the Farrell Organization's promo is handled by the firm's national director of promo, Bob Harrington. Both Harrington and Mempro act as liaisons between radio stations and the record companies that handle Wes Farrell's product. They are in constant contact, both personal and telephone, with music directors of key stations in order to insure extended airplay. They also make numerous visits to distributors, rack-jobbers and retailers to apprise themselves of sales and orders, in specific markets, and relay pertinent information to the Farrell Organization. Mempro will also be representing the Wes Farrell Complex, by placing its catalog of songs with various artists throughout the southern area.

Mempro's current project for the Wes Farrell Organization is the promotion of the new Rock and Roll Li (RCA) and the recently released Paul Jones album (London).

Addition To Producers List

Through an oversight in the Cash Box year-end issue the name of producer Don E. Davis was omitted. He can be reached c/o Warner Bros. 4000 Warner Blvd, Burbank, Cal.

A BRIGHT FUTURE—Lighthouse has a golden beacon as a guiding light for the Canadian pop music scene. The eleven-piece big band achieved "instant gold" status in Canada upon release of its new album on the Stereo Dimension/Evolution label, "Thoughts Of Movin' On." In recognition, Lighthouse was presented the Gold Leaf Award at a special reception-performance sponsored by Stereo Dimension and GKT at the Ontario Science Centre. The presentation was made by Ontario Premier Bill Davis. The fact that a rock group could perform in a modern science center and then be lauded by the Premier shows a merger of contemporary art with the sciences in Canada, totally sanctioned and encouraged by the government. Left to right are Budd Carr of CMA, producer Jimmy Jenner, Stereo Dimension president Jean-Francois Becker, Mark Pines of Cash Box and Lighthouse leader-drummer Skip Prokop.

January Is UA 'Traffic Month'

HOLLYWOOD—United Artists Records has designated January as "Traffic Month" with special promotion and marketing emphasis placed on the English group's entire UA catalog. The campaign will include consumer and trade advertising, radio spots, window displays, posters and in-store displays and giveaways. Tapes will be spotlighted as well as albums.

Traffic albums including the recent "Welcome to the Canteen" are available on UA; the group's current LP, "Welcome to the Canteen," is on the Capitol-distributed Island label.

Atlantic LP Promo

(Cont'd from p. 9)

Friends, including personalities like Keith Moon, Noel Redding, and Ritchie Blackmore—all playing together in an album of rock and roll standards.

Both the "Soul" and " Bundles" releases will receive the largest promo thrust ever accorded and release in the history of Atlantic Records. In addition, to separate dealer-display and national promotion, each promotion will be supported by a comprehensive, multi-media national advertising campaign.

Delsener

(Cont'd from p. 7)

business, Delsener acknowledged, and the current demands of many of the headline rock attractions make bookings in Madison Square Garden, which was not truly designed as a music auditorium, a common rather than out of the ordinary event.

New Halls Needed

To fill the need for an auditorium midway in size between a Carnegie and an MSG, Delsener has taken to the policy of multiple-night as opposed to Lorus show bookings. He recently arranged for groups like Poco and Chicago to perform for three to five nights running instead of the traditional one-night stand. Both the audience and the talent seems to find this new experiment a most successful one. Meanwhile, the need for an auditorium capable of seating 5,000-10,000 for one performance has yet to be met architecturally. The "ballroom" concept where the question of "seating" and "comfortable" did not figure in it, was too late to consider responsibility for its own demise, according to Delsener.

Addressing himself to the recent price scales (where the "top" of five years ago is now the "bottom"), he said, "I just don't know where all those kids get the money, but they do, for an act they truly want to see.

MIEMED

(Cont'd from p. 7)

Gerard, Honeys Cone, Caetano Veloso, Maria Bethania.

For the third Gala on Jan. 21, performers will include Gerard Manfred, John Perry Barlow, Don Fifield, Max Ayrin, Billy Preston, Ennio Morricone, Sosnitska, Montague, Galil and Isaac Hayes.

U.S. Firms


Wallчки's Death

(Cont'd from p. 9)

members of the RIAA elected him President of that organization in 1962. He is also a former president of the Presidents' Professional Organization, an association of corporation chief executives.

Menon Remarks

Rahul Menon, temporary president and chief executive officer of Capitol Industries, made the terse announcement of Wallчки's death, "Mr. Wallчки's... courage, strength of will, and dedication to his work and personal and professional life, despite the terrible adversity of a long and difficult illness, has been a revelation to all who have known him."

In 1968, when Wallчки temporarily resumed the presidency of Capitol, following months of hospitalization, he told this reporter, "I can't forecast what will be happening in ten years or twenty-five years in our industry. Or even in '69. Only to recall that it began a few blocks from this lovely hotel years ago with a 78 RPM disk. Now we're into 7 inch, LPs 4 and 8 track cartridges, cassette, reel-to-reel instrumentation tape, music publishing, distributing, duplicating, rack jobbing, film production..." He was continuing to examine additional diversification..." One thing remains as years fly by—nothing stands still.

RIAA Statement

"Mr. Wallчки was one of the founders of the Recording Industry Association of America. "His death has taken from the industry one of its true pioneers. Just 30 years ago he founded Capitol Records and built that company into one of the most important recording companies in the world. He was widely admired and respected but, more importantly loved by all. There is not much more a person can expect to accomplish in a lifetime. His death is a profound loss to his family, his company and the industry."

Funeral services were conducted at the Church of the Hills, Forest Lawn Memorial Park, Dec. 28. Wallчки leaves his wife, Dorothy, two daugh-
ters, his mother and his brother.
Dear Alan,
This one's even better!!

THOUGHTS OF MOVIN' ON

Produced by: Jimmy Jenner

STEREO DIMENSION RECORDS
In Canada OF CANADA, LTD.
Booking: EVO 3010
Publicity:
Picks of the Week

CARPENTERS (A&M 1322)
Hurtin' Each Other (2:46) (Andrew Scott/Andalusian, ASCAP—G. Geld, P. Udell)
Two relatively unknown writers give the Carpenters a tune that's bound to be a hit. It's a classic, but it's not as successful as their traditional style. Strong material is eye-

THE RAIDERS (Columbia 45535)
Country Wine (2:30) (Darla, ASCAP—E. Villareal, W. Watkins)
To follow-up their "Birds Of A Feather" hit, the guys deliver a hand-clappin', foot-stompin' good time of a rock'n'roll tune. And once more chart success is assured. Flo: "It's So Hard Getting Todd (2:43) (Boom, BMI—M. Lindsay)

LITTLE SISTER (Stone Fiddle 9001)
Stanga (3:39) (Stone Fiddle, BMI—S. Stewart)
Her third release (at a current ratio of one per year) will be her third hit. Lyrics are more obscure this time out, but that only helps to accentuate that by no

MELANIE (Buddah 268)
The Nickel Song (3:04) (Kama Rippal/Amelanie, ASCAP—M. Safka)
Melanie wrote this New Seekers hit and now her former label has let it loose as a single, in her little girlie-angel manner that helped make "Brand New Key" a million seller. Of substantial programming and buyer interest. Flo: info. not available.

THE THREE DEGREES (Roulette 7117)
Trade Winds (3:45) (Antista, ASCAP—R. MacDonald, W. Salter)
One of the better instrumentals of the year. Their disctive style and groove should move again across pop and r & b territory. They've really got it. Flo: "If You Take A Cloase Look" (2:05) (same credits)

MYLON (Columbia 45532)
Why You Been So Long (2:47) (Acuff Rose, BMI—M. Newbury)
Mickey Newbury tune cooks with Mylon as chief lyricist and Holy Smoke as his assistant. Cattty melody should grab Top 100 and FM listeners. Flo: info. not available.

THE IKETTES (United Artists 10086)
Got What It Takes (To Get What I Want) (3:45) (Unart/Huh, BMI—T. Turner)
Tina's fellow tentmates release their first solo in a while and of course it's a banner. Their disctive sound should move again across pop and r & b territory. They've really got it. Flo: "If You Take A Cloose Look" (2:05) (same credits)

SPRINGWATER (Cottilion 44143)
I Will Return (3:00) (Flip/Shall We Cordell—Don't) (instrumental of smash and stately proportions struts like "Pomp And Circumstance" at a graduation for Emerson, Lake & Palmer. If it had words, you'd know by heart with one listen. Flo: "Stone Cross" (2:33) (same credits)

THE PHILHARMONIC (Silverhill 301)
Billy Tell Overture (3:15) (Silverhill/Kip Dubbs, BMI—K. Dubbs)
Big band rock adaptation of classic tune has just about everything going for it. Only a taste of exposure and it's bound to be "Hi-lo Silver, away!" Flo:

TERRY BLACK & LAUREL WARD (Kama Sutra 540)
Goin' Down (On The Road To L.A.) (2:59) (Cookaway, BMI— Cooke Greenaway)
The chorus makes this record—an inevitable sing-a-long. Group reminds us a bit of Friend & Lover who took the same mood and hit with "Reach Out Of The Darkness." Top 40 comer from those friends up north. Flo: "Oh Babe" (no time) (same credits)

ANY PARKS (Marina 506)
Sunshine On My Shoulder (2:45) (Cherry Lane, ASCAP—Derendon, Knis, Taylor)
John Denver is back to the Top 40 with but a recording group who are the originators of the Motown sound impress us with their own vocal prowess with the first few seconds until in the last thirty they totally destroy us as we beg for more. Just can't miss! Flo: Instrumental (2:30) (same credits)

THE GATURS (Atco 6870)
Cold Bear (2:50) (Gatur, BMI—W. Turbinton, E. Charles et al) "Tis a drink that is instrumentally gloried here, but unlike Doctor Pepper, it won't be misunderstood by anyone. Could be this year's equivalent of Cliff Noble's "The Horse." Flo: "The Booger Man" (2:30) (same credits)

BRIGHT MOUTH (Spindzdez 4004)
Where The Masters Live (3:00) (S. G., ASCAP—S. Gardner)
Soul's always had its own brand of Jesus-rock in gospel, and this is its most commercial export to Top 100 territory since "Oh Happy Day." Heaven sent dyna-

Choice Programming

PICKS OF THE WEEK

ANDY WILLIAMS (Columbia 45533) (Where Do I Begin) Love Story (Spanish Version) (2:30) (C. Williams, F. Lai) Re-make of big movie theme in the loving tone for a woman provides some remarkable programming for many markets. Flo is Spanish version of his curre-

BOBBY BLAND (Duke 561)
Do What You Set Out To Do (3:30) (Don, BMI—D. Malone) One of the better instrumentals of the year matched only by that of James Brown. Both are for first big single here. Smooth, but it's got teeth, too. Flo: info. not available.

EARTH, WIND AND FIRE ( Warner Bros. 3118)
I Think About Lovin' You (4:15) (Hummit, BMI—S. Scott) Another disctive effort by the flamingo group's beginning to make a name for themselves on the L & P charts. Could have a few more hits in store. Smooth, but it's got teeth, too. Flo: info. not available.

THE BEGINNING OF THE END (Aston 4004)
You Keep A Baby, Pt. 1 (3:04) (Sherry/Fynky Nazzau, BMI—L. & R. Munnings) "Fynky Nazzau" continues to invite us to the islands again. Contender for song charting. Flo: Pt. 2 (2:44) (same credits)

HOT CITY (London 169)
Tell Me What You Feel (8:45) (Lee/Riau, BMI—T. & J. Hemby) Group could heat up the pop charts with this nifty rockin' rocker highlighted by a booming organ. Flo: "I Believe In My Life" (3:10) (same credits)

CARL CARLTON (Beat Box 624)

CAL WARMON (Pacific Artists 001)
This One (Where You Keep Around) (3:00) (Pacific Artist, BMI—C. Warmon) Full-bodied organ and tingly melody highlights of tune of love's triangle into the big image. Soul statione should jump on it. Flo: "La Lu Was That You" (3:06) (same credits)

THE COSMIC EVOLUTION (Grass 43-44)
Bird Woman (2:56) (Blue Creek, BMI—J. Hool) Often nifty fusion of pop/soul with big band rock spells a lead vocalist who could make this one happen all by himself. Flo: "Mississippi Woman" (2:54) (same credits)

WILLIE WALKER (Ektor 750)
You Don't Know Me (4:41) (Ektor, BMI—W. Walker) Walker has an MOR/soul approach to a ballad and it could succeed in many camps with AM exposure. His voice is soul (Tell Me Why) and his classic "It's Gonna Be Alright" (4:27) (same credits)

JACKIE BEavers (Ektor 750)
Singing A Funky Song (For My Baby) (3:40) (Cap/Amy/Beaver, BMI—R. Beavers) Man's got an infectious vibroto that kind of makes you squirm. With AIM exposure, it could succeed pop too. Flo: "Hey Girl" (3:06) (same credits)

ROBIN WILSON (A&M 1317)
Better Use Your Head (3:08) (Vines, BMI—R. Wilson, V. Pike) Sentimental pick up an a Anthony & The Imperials hit penned by Teddy Randazzo and now that's all it needs, putting her all into every note. Could merit MOR/soul attention. Flo: "Flip" (2:38) (Ektor, BMI—P. Williams, R. Nichols)

BLACK ABBOTS (Roulette 7118)
How About Me (2:34) (September, ASCAP—J. Carrington) Lead vocal-

SAMY DAVIS, JR. (MGM 14320)
The Candy Man (3:10) (Taradum, BMI—J. Briccau, A. Nowles) Kids and MOR fans should be pleased by this tune from "Wilky Wonka And The Chocolate Factory. Sammy sounds like he's really enjoying him-

THE GUITAR FACTORY (Metromedia 235)
King Herod's Song (2:38) (Bolinda/Uni Chess, BMI—T. Rice, A. L. Webber) Showstopper from "Jesus Christ Superstar." Interesting instrumental treatment that could click with MOR and then spread pop, Happy and fun. Flo: "I Don't Know How To Love Him" (3:08) (Leeds, ASCAP—T. Rice, A. L. Webber)

GLASS HOUSE (Invictus 9111)
Playing Games (3:29) (Gold Forever, BMI—Holland, Dozier, Holland) Featuring male vocalists now, pop and soul may well opt to take their turns and could spoof onto the Top 100. Flo: "Let It Flow" (2:29) (Gold Forever—BMI—Holland, Dozier, Payne)

THE MAGIC ORGAN (Ranwood 1620)
Street Fair (2:12) (Evanigeline, ASCAP—J. Smith) Label picks up a master from the magazine's 20 sheet with enough polish to score now. If it "hits #1 in various southern c&w markets, although its sound is pleasingly like a MOR Dave Baby Cortez outing. Could come out of leftfield and onto the Top 100. Flo: "The Beautiful Dishwasher" (2:20) (same credits)

THE IMPERIALS (Impact 5125)
Can We Get To That (2:25) (Vib, BMI—Stevenson) A nifty rhythm and blues-flavored tune is a good fit for MOR audience and could do the Top 100 with exposure. Flo: info. available.

DAVID MAYO (TMI 9007)
One Woman Man (2:55) (Brookfield, BMI—Cropper, Mayo) A strong tune with a voice resembling B. J. Thomas, David gets tagged here. The vocals are to the point and airy aimed at the AM audience. With exposure, could hit on target. Flo: Info. not available.

Z. Z. HILL (Kent 4500)
Let It Go Over (2:36) (Modern, BMI—A. Hill) From his early catalog comes a blues ballad with the potential to make some noise on the r & b charts. Flo: "You Won't Hurt Me More" (2:38) (same credits)

Cash Box — January 8, 1972
MOR Hits For Year Guide Ready Now
CHESTNUT HILL, MASS.— "The Music Director" has announced that the 1971 supplement to the "MOR Hits" oldie guide publications is now available. According to Herbert Jackson, client relations director of the programming service, the twenty-page guide will list approximately 275 MOR hits that made the top 100 chart during this calendar year.

Also available are oldies guides from 1955 through 1970. The firm also publishes a playlist of 45s' and LPs' each week for MOR stations. Those interested in ordering or in obtaining further information can contact the company at Box 177 in Chestnut Hill, Massachusetts 02167.

De-Lite Shipping
Kool Radio Disk
NEW YORK—De Lite Records has released a special disk jockey pressing of two cuts from their album "Kool And The Gang Live At F.J.s." The tracks are "Ike's Mood," which has been trimmed to 3:10, and "You've Lost That Lovin' Feeling," which is 4:47.

According to Fred Fito of De-Lite, the disk is for radio play only and will not be released to the public.

STATION BREAKS:
Wait "Baby Love has joined KJH-AM in Hollywood and will be heard from nine to midnight,..."... Mike Heyer to KVMT-Fort Dodge, Iowa from WHO-Des Moines... Name Joseph Turner to post of public service director at WMC-Ft. Lauderdale, Fla.

Changes at KXEL-Colorado. Calif.: Brad Melton named program director. New air personalities are Chuck Sullivan, Dave Hicks, Dave Paulson and Doug De Roos. Hugh Ward has also been added as account executive.

New jocks at WAI-A-Miami include Charles Baxter, Johnny Bell, John Dale and Ken Roth. Ilse Kaltines named public relations administrator for WTV, Cleveland. KTV-Pittsburgh has named Stewart Bosley to sales staff.

WHO ELSE?—The logical choice to be guest narrator of WCRS-FM, New York's One Shot Players version of "A Christmas Carol" was the real Tiny Tim and the Vic-Tim recording artist tipped over to the studio where he posed with the station's program director Dick Bozz, (left) and Empire State Record Dist. promotion manager Perry Cooper. The program was broadcast on Christmas Eve.

Clark's Rock Doc. Due Next Spring
HOLLYWOOD—Dick Clark's "The Years Of Rock" film documentary has been set for a Spring 1972 release by Warner Bros. Warner's Records will release a film soundtrack album.

Clark is currently in the process of negotiating clearances with individuals, and has set up a special fund for payment with the musicians union. He has already dealt with SAG and AFTRA; all guilds and unions concerned have asked a $100 fee.

The film is set to run "over 100 minutes" with "no less than 200 artists" represented, according to Clark. The time span is from the mid-fifties to 1972. Performance footage will be from each Clark produced programs as "American Bandstand," "Where The Action Is," "What's Happening" and "Shobang."

Clark is executive producer of the feature, Bill Lee is producer. No director has been named. Film is budgeted at "less than $1 million."

GATHER ROUND—Doug Eason, Katz general manager, was guest of honor at a recent testimonial dinner held in St. Louis. On hand for the occasion and gathered for the photographer were (left to right) Red Forbes, All Platinum Records; Bert Willis and George Morris of RCA; Doug Eason, Larry Maxwell, United Artists Records; Ronnie Moseley, Sussex Records; Otis Smith, Hot Wax Records and (sitting) Cecil Holmes, v.p. of Bolliah Records.

LISTENING AHEAD
101 THE PILGRIM: CHAPTER 33
102 LOVE AND LIBERTY
103 500 MILES
104 WILL YOU STILL LOVE ME TOMORROW
105 CAN'T HELP BUT LOVE YOU
106 OKLAHOMA SUNDAY MORNING
107 ROCK 'N ROLL
108 WE'VE GOT TO GET IT ON AGAIN
109 SPACE CAPTAIN
110 CAN I
111 YOU ARE THE ONE
112 ROLL OVER BEETHOVEN
113 BLESS THE BEASTS & CHILDREN
114 ROCK & ROLL STEW
115 WHEN I MEET THEM
116 BEDTIME STORY
117 HOW CAN I PRETEND
118 MUSIC FROM ACROSS THE WAY
119 WHAT'S GOING ON
120 NUMBER WONDROUS
121 I'M LEAVING THIS TIME
122 BRIAN'S SONG
123 HEY RUBY
124 (WE'VE GOT TO) PULL TOGETHER
125 I'LL DO IT ALL AGAIN
126 LOVE ME, LOVE ME, LOVE

SUBSCRIPTION RATES
First Class—$35
Air Mail—$60

Cash Box—January 8, 1972
NEW YORK: WHAT HATH ROY LICHTENSTEIN WROUGHT?

Ninety three million people per year. Yeah? More than the populations of France and Luxembourg put together? No fooling! And that figure is together the number of buyers and we should times it by three for the total readership? What? Two hundred and seventy odd million? Can this be real?

Actually it is very real although the product itself is in the realm of fantasy and imagination. Marvel comics have just that sort of audience, according to Steve Lemberg, youthful president of National Copacetic, the company which recently acquired rights to the characters in the series.

Already in the works is a sixty-five installment, five minute radio show format which will be distributed nationally and aimed at the 16 to 25 year olds who constitute 75% of Marvel readership. This is the opening salvo in a broad spectrum of multi-media projects based on the Marvel heroes. All will employ top-grade ultra-contemporary scores.

"We are doing a Carnegie Hall multi-media show January 5," says Lemberg, "and are working on a tv special featuring Alain Resnais, a film, and a $2,500,000 giant arena spectacular. Albums are obviously a major part of the picture, and we're also planning a mixed media book package. There is almost no limit to the way the Marvel characters can be presented."

If that is true (and who are we to gainsay it) then such heroes of the cosmos as Thor, son of the regal Odin, from the far dominion of Asgard, the Spider-Man, The Hulk and The Fantastic Four will reach an even wider audience during the coming year. Certainly the upcoming Carnegie Hall show is already shaping up as one of 1972's first must-see events.

Slated to appear at that Gotham showplace are film director Resnais, a long time Marvel addict; Peter Boyle of "Joe" fame; the Beach Boys' Dennis Wilson (who will introduce new musical material inspired by the Silver Surfer); drummer Chico Hamilton, who will improvise background music; Australian illusionist Geoff Crozier; actor-comedian-talk show host Earle Doud; WPLJ's disk jockey Zacherie who will read a Dr. Doom narrative. And, of course, Stan Lee, the creator of Marvel Comics.

According to Lemberg, "The center of the Carnegie stage will be a giant Mylar throne, around which will weave the weird and wonderful works of Peter Reverd, who will create a cacophony of Asgardian effects with film, slides and lighting. Magician Crozier has devised some never-before-seen illusions for the show, which will be the most elaborate production ever staged at Carnegie Hall. Two Marvel artists, John Bessman and Herb Trimbe, who originated the Fantastic Four and The Hulk, will animate a fight sequence on the spot. Eddie Carmel, the nine foot, eight inch man will improvise poetry dedicated to his Marvel heroes and in the lobby the audience will be surrounded by 128 huge panels, an exhibit created by Stan Lee to show the evolution of the comic book."

If that sounds like fun, imagine what might follow. Or let Lemberg imagine it since he will be the one to do it. He has already proved himself a capable production manager, having served in that capacity at Fillmore East as well as at numerous rock festivals. He got the idea for the whole Marvel project while browsing in a San Francisco book shop. "I saw these comics while I was just hanging out there and I bought a few and then it came to me."

As it will come to us and the countless millions too. Welcome to the apocalypse!

delkellered

DAWN—MUSIC YOU CAN GET YOUR TEETH INTO

"I think that our biggest difficulty now is with our image. People in the trade tend to think of us as 'bubble-gum', when really we're doing something quite different."

The speaker was Tony Orlando, leader of Dawn, in town for a couple of days' quick promotion work and an American Bandstand taping.

Tony's back as an artist after a period of activity with Columbia's publishing arm, April-Blackwood. Dawn, he explains, was an accident. "Hank Medress, who produces the group, has been a friend of mine for some time. He occasionally bounces ideas off of me. He had made a record called 'Sincerely' which was completely finished, with a full instrumental track and a lead vocalist. He asked me if I thought it would appeal to any record company in particular. I told him that it sounded like a Bell record to me. He took it to Larry Ullal, who flipped for it, except for the lead vocal. Hank came back and asked me to put one on. I did, and the single became a hit. We thought it was just one-shot thing. Then we made 'Knock Three Times'. That sold more than four million internationally, and we felt that we might be on to something."

We asked Tony what he felt his music was, if not bubble-gum. "We're into a 1960's Drifters kind of thing. When I was recording for Epic, twelve years ago, the first four sides I cut were new Carole King-Gerry Goffin tunes—'Some Kind of Wonderful', 'When My Little Girl is Smiling,' 'Take Good Care of My Baby' and the hit, 'Halfway to Paradise.' Carole was 18, and she arranged the session, played piano on it and sang background vocal. I think that what we're doing now has the same kind of feel. It explains why a large part of our audience is in their 30's... they grew up on that stuff. You go to our shows, and you'll find that it's not mostly kids who show up."

Besides Tony, Dawn includes two girl singers, Telma Hopkins and Joyce Vincent, Both were established session singers before joining the group; it's Telma singing 'Shut yo' mouth' on Isaac Hayes' "Shaft." They've been with Dawn, though, since the first sessions with Tony.

"A funny thing," Tony mentioned as his manager, Marc Gordon, showed up to take him somewhere. "We played our new single, 'Runaway' to the people at Bell the other day. Everybody liked it except Larry. He said that I was singing 'too soulful'. See what I mean? Even he thinks we're bubble-gum."
Additions To Radio Playlists

WKW—BUFFALO
Take It Slow—Lighthouse—Evolution
Close Up—Woman—Betty Wright—Aston
Let’s Stay Together—Al Greene—Hi
Anticipation—Carly Simon—Elektra
Together Let’s Find—5th Dimension—Bell

WQAM—MIAMI
Dнят—Mike—Hamilton, Joe Frank & Reynolds—Dunhill

WKLO—LOUISVILLE
Let’s Stay Together—Al Greene—Hi
Stay With Me—Faces—W.B.
Trackin’—Grateful Dead—W.B.
Anticipation—Carly Simon—Elektra
Uphold My Wheels—Alice Cooper—W.B.

WOY—MILWAUKEE
Precious Few—Clarks—Rocky Road
Looking Back—Oh!-life—Brunswick
Frightened Little Girl—Pumpkin—Puma
Just Enough—Harvey Ohl—Aco—Aco
Come On Over To My House—Laying Martina—Barnaby

KXK—ST. LOUIS
Foot Stompin’ Music—Grand Funk—Capitol
Together Let’s Find Love—5th Dimension
I’ll Like To Teach—New Seekers—Elektra
Stay With Me—Faces—W.B.
Without You—Bettie—RCA
Breakin’ Up—Cher—A&M
Make Me The Woman—Gladys Knight—Soul
Hurtin’ Each Other—Carpenters—A&M

WMCA—NASHVILLE
Without You—Nilsson—RCA
Stay with Me—Faces—W.B.
We’ve Got To Get It On—Addris Brothers—Columbia
Together Let’s Find Love—5th Dimension—Bell
Brand—Scott English—Janus

WKWK—WHEELING
Precious Few—Clarks—Rocky Road
Keep Your Eyes Up—Edgar Winter—Cra
Drowning In The Sea—Joe Simon—Spring
Together Let’s Find—5th Dimension—Bell
Happy People—Underground Lightbulb—Redlight

WJET—ERIE
Lush Sleeps Tonight—Robert John—Atlantic
Stay With Me—Faces—W.B.
We’ve Got To Get—Agloria Bros—Columbia
Feelin’ Alright—J. Cocker—A&M
Together Let’s Find—5th Dimension—Bell
Joy—Appolo—100—RCA

WIFE—INDIANAPOLIS
Foot Stompin’ Music—Grand Funk—Capitol
With Queen—Redbone—Epic
Me & Bobby McGee—Jerry Lee Lewis—Mercury
Under My Wheels—Alice Cooper—W.B.
Joy—Apple 100—RCA

WLAV—GRAND RAPIDS
Baby Let Me—10 Years—Columbia
Kiss An Angel—Charlie Pride—RCA
Clean Up Woman—Betsy Wright—Aston
Precious Few—Clarks—Rocky Road

WIRL—PEORIA
Precious Few—Clarks—Rocky Road
Keep An Angel—Charlie Pride—RCA
Let’s Stay Together—Al Greene—Hi
Never Been To Spain—1 Dog Night—Dunhill
Without You—Nilsson—RCA
Joy—Apple 100—RCA

WJGL—BAYLOR
Nelson Song—Melanie
Without You—Nilsson—RCA
Don’t Say You Don’t—Dev Remmers—Scepter
Together Let’s Find—5th Dimension—Bell

WLOF—ORLANDO
Sweet Baby—Donny Eliett—Avco
All I Need—Faces—W.B.
Will You Still Love Me—Roberta Flack—Atlantic
Bang A Gong—T-Rex—W.B.

Cash Box — January 8, 1972

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>
<th>LABEL</th>
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<tbody>
<tr>
<td>1. Together Let’s Find Love—5th Dimension—Bell</td>
<td>23% 32%</td>
<td></td>
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<tr>
<td>2. Stay With Me—Faces—W.B.</td>
<td>21% 65%</td>
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<tr>
<td>3. Without You—Nilsson—RCA</td>
<td>20% 89%</td>
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<tr>
<td>4. Precious Few—Clarks—Rocky Road</td>
<td>17% 46%</td>
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</tr>
<tr>
<td>5. Joy—Appolo 100—RCA</td>
<td>14% 14%</td>
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It was heartening to see the warm reaction which greeted Townes Van Zandt, for he is one of the most neglected, and one of the most talented, of the folk idiom. His songs are among the best in the world, perfectly written and also perfectly performed. His guitar playing is for the most part constructed of outrageously simple chords, and his natural country-tinged vocals add an almost frightening flavor to his songs. His latest album "Talking Thunderbird" and "Mama, Gold and Mr. Mud" are among the best in the same vein, while his third album "Teacup County" and "Let's Be Thinking" are almost placed to the bone in content, yet instill a wonderfully folkish vision.

Townes Van Zandt / High, Low & In-Between
Pappy: A Bawling Concert

Coming Soon On Asylum Records

SO JO GUNNE

On Asylum Records & Tapes
(Tapes Distributed by Ampex)

ASYLUM RECORDS

17

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'New' McNeely Wide Exposure

NEW YORK — Capitol recording artist Larry McNeely will be heavily seen and heard on network television and world-wide radio during the next 30 days.

As a direct result of his "new image," which displays his artistry in a totally different bag than he's here-to-before been shown, McNeely will sing two songs from his newest Capitol album, "Larry McNeely," on two upcoming segments of "The Glen Campbell Goodtime Hour" seen every Tuesday night on the CBS-TV network at 7:30 P.M. The first will air on Jan. 23, 1972, in a show he says "Mississippi Water," and the second on Jan. 25th, when he performs "Hello Time Keep- ing You In Mind." McNeely also taped a guest spot on the "David Frost Show," which was shown in major markets on Dec. 28 and in other markets that carry the syndicated show. Larry performed a selection from his album to open this show.

In addition, the young artist did a lengthy interview for ARTS with Bob Kaunsey in Los Angeles, who show is top-rated in ninety-one countries in the world. The interview covered McNeely's new album, his new image and the fact that he can talk with his acting he's not done to any degree during his three years on the Campbell TVer due to the kind of spot in which he is featured each week.

Currently, McNeely is winding up a four-day engagement at Harrah's in Las Vegas, where he was featured with the Glen Campbell show. He will return to Los Angeles for his first major outing as a solo artist. Ash Groove opening a three-day stint Jan. 27, Capitol is planning an extensive radio and publicity campaign surrounding this appearance encompassing single "new image" album that will include a press and radio preview of his new act that will be of interest to music lovers and radio station personnel.

3 Dog's Gold 'Love Song'

HOLLYWOOD — Three Dog Night's "Love Song" hit single from the group's "Harmony" LP has been certified gold by the RIAA. The album is the group's fifth single to top the million sales mark, the others being "Shenandoah," "Eldorado," "Mama Told Me Not To Come" and "Joy To The World." The latter was named top single in 1971 by Billboard magazine.

Black Oak Hiatus

HOLLYWOOD — Black Oak Arkansas will be taking a one-month vacation back home in the Ozarks before their first concert of 1972, Jan. 21, in Los Angeles. The group, which has been in New York for dating, will be booking the four-week period in Las Vegas, with a release of their second album, "Keep the Faith" on

Goldiggers

COPACABANA, N.Y. — If Julio Pe- dini wants to bring back the old Copa atmosphere, he needs no further proof than the Goldiggers. As a prelude to the "American Eagle," the dancers are apt to find anywhere. Already familiar to TV audiences for their Dean Martin and summer re- placements shows, the eight performers are highly skilled for the type of audience and show that they are to look for at the Copa. As usual, the group is well-rehearsed and has the kind of feel to go-go dancing, yet in a more refined way. Customizing also reflects a taste for the touch. In truth, there isn't that much depth to the singing, but the point of it all is at the Goldigger's, Abb- lato like the good old days of a joyous spirit. And they're lovely to look at. At this point, it is clear that the group was recently signed to RCA Records, and its first record is on the market. Also on the bill is singer Rick Daniels, whose vocal range nicely covers rock and big- band vocalizing. At 24, he has a relaxed way on the floor, and is often engaging his ban.

Kajsa Ohman

ASH GROVE, L.A. — One of the more regular attractions at this club, Miss Ohman is celebrity enough with in the circle to bring out a large group of fans even when she's seconding the bill.

Benefit Bow

MUHAMMAD Ali is shown with Abisko Industries pro- moter Denny Bennett. Bennett is producing the 10-round exhibition bout between the world's top boxing talent and the 8-ounce star of the New York State Boxing Com- mission, the exhibition will be held Jan. 12, at the Westchester County Center for the benefit of youth in low income areas.

Fanny

ALAN TAYLOR

WHISKY A GO GO, L.A. — The thing to remember about whatever initial hype Fanny may have once had in being an all-girl band is that they've been at it long gone, having existed at about the time of their second local appearance. To bring out more of what they do now — large and responsive — they must have something more going for them than just having a hit song. That's probably what this time out, Fanny presented a substantially more refined version of their third Reprise album, "Fanny Hill." That the instrumental work on the number was, in general, rather standard and was a bit loose, and that it is slightly less "This Kind Of Love," that's probably least partially blamed on the newness of the material. Because when Fanny get themselves together, they are sim- ply a great mainstream rock band in the same general musical direction as, for instance, the Faces.

Older numbers in the set, like "Special Care," "Aint It Pec- cies," and "Charity Ball" showed that Nicky Dunne, June and Alice provide one of the more pleasant musical diversions around and are certainly worthy of whatever fame they might acquire over the next couple of years.

Second billed was Alan Parker brought to the Whisky — a mini review of back- ground, hunky-dory horns and a rhythm section including himself on lead gui- tar and vocals. They prowled through a set of originals plus "Ghost Fever" and "Fanny Mae" with almost uncharacteristic faltering. It is due to the fact that, musically, they aren't terrifically accomplished. Parker does have a pipe dream of becoming a singer and pretty good guitarist. The group sounded substantially better than on Park- er's originals. But overall, they're fun to listen to, and get the dancers on their feet. Parker records for Capitol.

Modern Jazz Quartet

With Paul Desmond

TOWN HALL, NYC — Christmas Day 1971 was marked when, at Town Hall by the Modern Jazz Quartet, John Lewis, Milt Jack- son, Connie Kay and Perry Heath had decided to receive worldwide acclaim. An added attraction was Paul Desmond who played for the first time ever in the New York City performance. Opening with Lewis' 'Django,' which was played brilliantly, the group pursued through its hit single of "Plastic Dreams," from the group's new Atlantic album that name. With the appearance of Desmond, the five musicians played on a level to delight the most demanding of jazz fans. Paul Desmond, who was just as nuts when "Plastic Dreams," from the group's new Atlantic album that name. With the appearance of Desmond, the five musicians played on a level to delight the most demanding of jazz fans. Paul Desmond, who was just as nuts as his former group, the Dave Brubeck Quartet, is now a member of the Modern Jazz Quartet. He's been a member of the group since 1954, and had been "Plastic Dreams," from the group's new Atlantic album that name. With the appearance of Desmond, the five musicians played on a level to delight the most demanding of jazz fans. Paul Desmond, who was just as nuts as his former group, the Dave Brubeck Quartet, is now a member of the Modern Jazz Quartet. He's been a member of the group since 1954, and had been a regular member of the group since 1955. Desmond is a versatile musician who plays a variety of instruments, including the alto saxophone, flute and clarinet. He is known for his innovative approach to jazz, and has been influential in the development of the cool jazz movement. Desmond has recorded many albums as leader and as a member of other groups, and has received numerous awards and honors for his contributions to the world of music. In addition to his work as a musician, Desmond has also been involved in various business ventures, including the ownership of a record label and a music publishing company. He has been married several times and has two children. Desmond is a native of Washington, D.C., and began his musical career playing in various bands in the area. He eventually moved to New York City, where he began to work with other musicians, including Louis Armstrong and Duke Ellington. Desmond's career has spanned several decades, and he continues to be active in the music industry today. He has received numerous awards and honors for his contributions to the world of music, including the Grammy Lifetime Achievement Award. Desmond is a legend in the world of music, and his influence can be heard in the work of countless musicians around the world. He is a true pioneer in the world of jazz, and his legacy will continue to inspire musician for generations to come.
NEW YORK—HAPPINESS IS NEVER HAVING TO HATE YOUR PAST

There are old stand-by questioners that interviewees have to get in there, even though they're as tired of asking them as the artists are of trying to make each answer seem unique. Perhaps the biggest of them all is, "Well, what have you done before this?"

This is a put-down of sorts—you wouldn't ask that of The Stones, The Beatles or even Little Richard. Unless you were trying to antagonize them or make yourself look stupid. No, this is a question you ask of an alleged "newcomer" always keenly interested in the fact that you were once the Clairal Summer Blond girl, things began to open up. (Oh admit it too, smug one. You watch that thing and refigure what you've seen as we'll.)

Some acts won't talk about past deeds because their music has broken with their before, usually for good reason. But smile if you feel like smiling as the tale unravels and frequently an interesting anecdote or two will uncurl before your very notepad or cassette.

Kim Carnes is a very attractive singer-songwriter whose I would have much rather met under less professional circumstances. She's obviously interested in the fact that she was once the Clairal Summer Blond girl, things began to open up. (Oh admit it too, smug one. You watch that thing and refigure what you've seen as we'll.)

Kim Carnes and Harvey Records were for mostly personal bore, for the most part. But through her rather anonymous stint in the group, she did form lasting friendships with Kenny Rogers and the original members of the First Edition and meeting Ken Nelson, the producer of the theme for the movie "Vanishing Point." Big Mama Thornton sang the song "(Sing Out Strong For Jesus)" and it got 'em both off their feet (or off the Bell) and if you think you'd like to get into the music of a singer who's kind of a cross between Rita Coolidge and Carole King, you might find an ex-Chrispy Minstrel TV commercial lady right up your alley.

Billy Joe's past runs through so many groups, he can hardly remember them all. There was the Lost Souls (Mercury), The Commandos (Jubilee), The Hassles (United Artists) and then there are the movie star-cooling-off days, Fuqua was the record company man for mostly one Blind Boy Grunt. 1963

1972

HOLLYWOOD: DENNIS COFFEE—WHITE, BUT STRONG

We were down at the Continental Hotel the other day, on our usual evening round of searching for the Superstars in their natural habitat, when whom should we run into up with the great Dennis Coffee. The president of the Warren Grove Music Company. One of the few musicians to make the rounds between Motown and the Holland-Dazor-Holland complex ("I refuse to play politics... only music"), the 32-year-old guitarist began playing in rock bands when he was 16 and five years studying music theory at Wayne State University in Detroit. His first session for Motown was the Temptations' "Cloud Nine" single and album ("I'm a Good-government kind of guy") and for the last 19 years Dennis Coffee, Her a good friend of mine). Since then, he has been on all the Temptations' records—most Motown sessions, in fact. He harbors especially strong feelings for Valerie Parr Hill ("her charts are the hardest we've ever done for me, fanciest") for being the first to break the long-time Motown taboo on crediting musicians on record jackets.

Coffee seems pleased with the success of his Sussex single "Scorpion" not so much because of the added income and prestige it will bring him, but because it's the fruition of many months of work, "I have a tape recorded in my basement. I worked out all the tunes and all the parts on it before we went into the studio."
Debuting on his January 6 Show:

Will Give His New Single
"WHAT'S YESTERDAY"
Everything He's Got

(Known to you number fans as Reprise single 1060, from his January-coming Reprise album, "Dino." Which will inevitably be available on Ampex-distributed Reprise tapes. Both produced by Jimmy Bowen. That's how things are.)

If you'd like things to get better, register to vote. Or else.
THE IMPOSSIBLE DREAM—Andy Williams—Columbia KG 31064
Here's a two record set from Andy. And the roster of twenty songs reads like a glos-
sary of the past several years' greatest hits. Andy turns the tricks with "Bridge Over Trou-
bled Water," "They Long To Be Close To You," "My Sweet Lord," "Good Morning Starshine," 
"He Ain't Heavy, He's My Brother," "Long Time," "Both Sides Now" and "Somewhere 
My Love" to name just a few. The usual superlative job by this artist.

MOODY JR.—Junior Walker & The All Stars—Soul S733L
It's safe to say that nobody plays sax quite the way Junior Walker does. It's also safe 
to say that this new album by Junior will please his many fans and garner him some 
new ones. Ten selections, all blockbusters, with special mention being given to "Never Can Say Good-
bye," "I'll Be a Gadget On The Children" and "I Don't Want To Do Wrong."

SOUTHERN TAPESTRY—Honey Cone—Hot Wax—HA 707
With two gold record awards for "Want Ads" and "Stick-Up," and a current top 20 single, 
Honey Cone will find little difficulty in market-
ing this splendid package. The girls sing up a storm from beginning to end, from hit to hit, 
making it almost impossible to pick a favorite tune. Album should soon be taking its place 
on the national charts.

GUITAR BOOGIE—Eric Clapton, Jeff Beck, 
Jimmy Page—RCA—LSP 4634 (e)
If you remember the RCA British Archives Series, then you remember all of the selections 
cluded in this one album that features three of England's finest and most respected guitar-
ists. All previously contained in the BAS vol-
umes 1 & 4. "Guitar Boogie" represents some of 
the earlier material recorded by Clapton, Beck 
and Page long before they were known to us. 
Clapton and Page share the spotlight on "Choker," "Draggin My Tail," and "Freight 
Loader," while the remaining seven selections feature the three individually. Now that 
these songs are together on a single album, the package becomes even more valuable.

THE INNER MOUNTING FLAME—The Mahavish-
nu Orchestra With John McLaughlin—Co-
bumbia 31067
This album starts with a melodic and tonal 
manifestation of notes called "Meeting Of The 
Spirit." In a sense, this title is a clue to the 
origin of the highly avante garde sound pro-
duced by the Mahavishnu Orchestra—a meet-
ing of many musical backgrounds in an all-out 
drive to reach the essence of all experience 
that can be found in the spirit. English guitar-
ist John McLaughlin (known for his work with 
masters as well as Miles Davis and other Jazz-
men), drummer Billy Cobham (formerly with 
Miles, James Brown and Dreams), violinist 
Jerry Goodman (formerly of Flock), bassist 
Rick Laird and pianist Jan Hammer fulfill 
their aspirations on "A Lotus On Irish Streams," "Awakening" and "The Dance Of 
Maya."

JERUSALEM—Horst Jankowski—Beverly Hills 
BHS 32
The man who took us for "A Walk In The 
Black Forest" returns to guide us on another 
 piano dominated four—one which goes to 
"Jerusalem." This is an album of rare artistry. 
It includes Jankowski interpretations of such 
 recent classics as "The Windmills Of Your 
Mind," "Eleanor Rigby," "Gentle On My Mind" 
and "El Condor Pata." Half the material was 
composed by the artist himself and these 
are uniformly excellent too. Splendid listen-
ing fare.

THOUGHTS OF MOVIN' ON—Lighthouse—Evo-
lution 3010
This Canadian group, headed by drummer 
Skip Prokop, has been around for several years 
but their last album, "One Fine Morning," 
really put them on the top. Now they take 
another major step forward with a stylistically 
produced consistently entertaining set. Things 
kick off nicely with the group's current single, 
"Take It Slow (Out In The Country)" and keep 
night on moving through the likes of a reflective 
Howard Shore tune, "You And Me," and an 
exuberant "My Life." It ends with the last cut, 
"Insane," which is quite remark-
able in its own right. Should step smartly 
up the chart.

EVOLUTION—BEST OF IRON BUTTERFLY— 
Ato—SD 33-369
Final bit of product to be released by the 
three Iron Butterfly groups contains many of 
their most popular tunes. Always popular, "In-
A-Gadda Da Vida" appears, however briefly, in 
a three minute version, while the "Iron Butte-
fly Theme" and "Soul Experience" are also 
present. "For, Cactus," "Street Section of the 
"Heavy," "In-A-Gadda Da-Vida," and 
"Rainmaker's" days, and is more than likely 
to be a hot chart item.

EL TOPO—Original Soundtrack—Apple SWAO 
3338
After many months of being an underground 
classic, this strange and haunting film by 
Alexandro Jodorowsky has finally found its 
way to the soundtrack, which was composed by 
the director himself here. Many of the cuts have 
a strange almost carnival-like appeal; others 
are beautiful mood pieces. Additional music 
was supplied by John Barham who also con-
ducted the orchestra. Should find a ready audi-
cience among those who have been fascinated 
by the movie and those legions are growing 
daily.

NATURALLY—Jessie Hill—Blue Thumb BTS 31
It's always nice when a particularly attrac-
tive album jacket also happens to go with an 
exactly appropriate album. Such is the case 
with this set by Jessie Hill. Known primarily as 
a songwriter over the past several years, Hill 
has really perfected an incredibly strong vocal 
presence and he turns it loose on this record. 
Listen to him do "Hand Me The Key" or "Liv-
ing A Lie" and see if you don't agree that 
Jessie has what it takes to be one of the major 
R&B stars of the Seventies. A power-
package.

NANCY & LEE AGAIN—Nancy Sinatra & Lee 
Hazlewood—RCA LSP 4645
A few years ago, it was only a dream that Nancy Sina-
tra and Lee Hazlewood were turning out hit 
after hit that day may dawn again. Cer-
tainly this album, their first for RCA contains a pheno-
mena of neatly rendered new songs. Much 
of the set was composed by Hazlewood and 
these "Arkansas Coal (Suite)" and "Friendship Train" are most memorable. Also 
featured is the duo's new single, the Dolly 
Parton-penned "Down From Dover," a melo-
dramatic but moving little number.

RUBY JONES—Custom CRS 8011
Once you get into the voice of Mr. Brother 
Ruby Jones (and that may take quite a few listen-
ing sessions) you may well begin to really enjoy this 
album from the group which bears her 
name. With a somewhat speedy approach to 
song, Ruby tries her hand on nine songs in-
cluding the Curtis Mayfield number "Stone 
Junkie." We could have done without some of 
the echo effects and predictable horn arrange-
ments but we found much to applaud on tracks 
such as "99,999 Times" and "42nd Street." 
Could click in a big way.
Country Top 65

1. I'VE GOT A HAPPY HEART
2. HAPPY HEART
3. THE NIGHT THEY DROVE OLD DIXIE DOWN
4. AIN'T THAT A SHAME
5. CATCH THE WIND
6. THE RUBBER ROOM
7. THINK AGAIN
8. THE ONE YOU SAY GOOD MORNING TO
9. I'M SORRY IF MY LOVE GOT IN YOUR WAY
10. SOMEBODY IN VIRGINIA IN THE RAIN

Picks of the Week

JACK RENO (Target 13-0141)
Heartaches By The Number (The 2:28) (Tree, BMI—H. Howard)
Jack Reno is sure to click with this updated remake of an old &w favorite. The chugging bass and drum rhythm section is a new sign of the times, as well as the tasty violins and harmonica in this tight arrangement. Flip: no info available.

BRENDA LEE (Decca 32918)
Misty Memories (2:46) (Playback, BMI—B. Peters)
Brenda Lee is more than a misty memory. Beginning her career as a child popstar, she is now concentrating on this country market. This slow and moving ballad shows that she has mastered the feeling well and should get considerable response from stations and listeners. Flip: "I'm A Memory" (2:53) (Willie Nelson, BMI—W. Nelson).

RONNIE DOVE (Decca 32919)
Kiss The Hurt Away (2:42) (Mydov-Chu芬, BMI—C. Reed, F. Duncan)
Poptop Ronnie Dove comes up with a slow &w torch song in true traditional form. His vocals bridge a gap between pop and country that should earn this tune substantial airplay in both listener markets. Flip: "He Cries Like A Baby" (2:32) (Moss Rose, BMI—D. Wilkins).

RUNNING BEAR (Curtain Call 357121)
See The Eagle Die (2:00) (Blanket, BMI—C. D. Draper)
Given Indian tom-tom treatment, this tune has a clever angle. Using the Indian pound of view in a c&w tune, Running Bear makes a very timely statement about how the White Man is running his own natural resources. Should have considerable impact if given the proper exposure. Flip: "Bring On The Wine" (2:46) (same credits).

STEVE NORMAN (Barnaby 2057)
Daddy Don't You Walk So Fast (3:07) (Jewel, ASCAP—P. Callender, G. Stephens)

Cashbox C&W Singles Reviews

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Cashbox Top Country Albums

1. CHARLEY PRIDE SINGS HEART SONGS
2. EASY LOVING
3. WOULD YOU TAKE ANOTHER CHANCE ON ME
4. THE BEST OF THE BUCK OWENS
5. HOW CAN I UNLOVE YOU
6. I'M SORRY IF MY LOVE GOT IN YOUR WAY
7. SOMEBODY IN VIRGINIA IN THE RAIN
8. THE NIGHT THEY DROVE OLD DIXIE DOWN
9. AIN'T THAT A SHAME
10. CATCH THE WIND

11. THE RUBBER ROOM
12. THINK AGAIN
13. THE ONE YOU SAY GOOD MORNING TO
14. I'M SORRY IF MY LOVE GOT IN YOUR WAY
15. SOMEBODY IN VIRGINIA IN THE RAIN
16. THE NIGHT THEY DROVE OLD DIXIE DOWN
17. AIN'T THAT A SHAME
18. CATCH THE WIND
19. THE RUBBER ROOM
20. THINK AGAIN

16. TAMMY'S GREATEST HITS VOL. II
17. ANNE MURRAY & GLEN CAMPBELL
18. JEANNE CRIE (Plantation 16)
19. THE JOHNNY CASH COLLECTION OF GREATEST HITS, VOL. II
20. YOU'RE LOOKIN' AT CHADWICK (Columbia DL 75310)
21. YOU'RE A MAN
22. TAMMY'S GREATEST HITS VOL. II
23. LIVE AT THE SAM HOUSTON COLISEUM
24. AERIE
25. SHE'S ALL I GOT
26. LAND OF MANY CHURCHES
27. THE MAGNIFICANT SACRISTY BAND
28. HE'S LEAVING'
29. THE BEST OF PORTER WAGONER & DOLLY PARTON

Cash Box — January 8, 1972

www.americanradiohistory.com
'Hee Haw' Cast's Dual Talents: TV & Records Go Hand-in-Hand

NASHVILLE — A glance at the hit charts of country music in the trade magazines shows that the principals in the 'Hee Haw' show have interest in and enthusiasm for the performing business outside the television studios as in those where their stars are playing in homes and on radio everywhere.

Typical is Buck Owens and son Buddy Alan on the Capitol single "Too Old To Cut The Mustard." Another is Buck and the Buckaroos also on Capitol, doing "Rollin' In My Sweetgrass." Susan Raye, who has been a regular in the past on the series and will guest on this series being filmed currently, has a Capitol recording that is in the chart. Her "I've Got A Happy Heart" is on the way up the charts.

Wembley Fest Tour Slated

LONDON, ENGLAND — A special group tour is being made available for the Fourth International Festival of Contemporary Music at Wembley Pool England. The one week tour will depart New York on Thursday, March 30, 1972 and return Friday, April 7, 1972.

The tour package fare of $365.00 will be air fare from New York to London, rail transportation, hotel accommodations, a full-day excursion by motorcoach including guide service and entrance fees, a half-day city tour of London by motorcoach including guide service and entrance fees, a full-day excursion by motorcoach to the "Shakespeare Country," Stratford-Upon-Avon, Warwick, and Oxford including luncheon, guide service and entrance fees. Keaton Travel Bureau in Nashville, Tennessee is handling all details of the tour. The cost is $40.00 for reservations set for February 25, 1972.

Country Artist of the Week: Jack Reno

CHICAGO — Stan Scott, one of the "original" Western Gentlemen of WJJD, Chicago, has ended his association with the Plough, Inc. station to devote full-time to country-western promotions and productions. During his eight years as director of operations at WJJD, Scott was one of several employees that Earl Uvel's record is playing heavily there. When 12 inches of snow blanketed Asheville, N.C., it caused Stan Hitchcock to miss his first PA in 9 years so an alert Howard Johnson innkeeper took advantage of the situation. During the layover, makeshift facilities were set up in the motel's conference room and arrangements were made for Stan to "sing for his supper" to the moteltel other snowbound guests. Capitol recording artist Melba Montgomery has joined the artist roster of Top Billing, Inc., according to Randy Rice, agency executive. The addition of Miss Montgomery to the agency's roster brings the total artist number rapped by Top Billing to 48. Best known for her recent hit duets with Charlie Louvin, Melba has a claim to recording fame in her own right. Her latest is Pete Drake-produced Capitol single, "I Hope I Never Lose This Way Again.

In the spirit of the holidays, Marijohn Wilkin entertained at a surprise party for Kris Kristofferson. Some two dozen of Kris' close personal friends in Music City enjoyed an informal meal and a good picking session. Songs by Kris are part of the Buck Owens Music catalog of which Marijohn is president.

Stan Scott Leaves WJJD

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ON TARGET — Since the age of fifteen Jack Reno has been "Hitchin' A Ride" to success as a writer, performer, DJ, and recording artist.

Selected by Movie Mirror Magazine as "America's Greatest Disc Jockey" in 1967, Jack can presently be heard over WJRE Radio in Cincinnati and is concentrating on personal appearances and recording for Target Records where he is produced by Bob Wilson.

"Hitchin' A Ride" is Jack's current hit single, with an album of the same title slated for immediate release.

Country Roundup

Barbara Mandrell says, "Tonight My Baby's Coming Home" ... Billy Crash Craddock's Cartwheel record, "You Better Move On" has moved on into New York City's top 50. In New York on Thursday, March 30, 1972 and return Friday, April 7, 1972.

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The newly published September sales and production statistics have provided us with the record industry with its best figures of the year. Total sales for the month were $36.5 million with almost 90% of this attributed to the highly valuable export market, the highest total since the beginning of the year. The figures mean that sales are up by 12 million with album pressings climbing by twice per cent. The nine month total of this year have seen a growth rate of only six per cent over 1970 with sales totaling $34.4 million with legal representatives of 84.4 million records. This modest increase reflects the generally stagnant nature of the phonograph industry with the exception of the TV and film industry which has seen a continued rise in sales.

The exclusive EMI recording of Prime Minister Edward Heath con- ducting the London Symphony Orchestra in Elgar's Cockaigne Overture at the LSO Trust Fund Gala Concert at the Festival Hall was rush-released to catch the peak Christmas sales period. Recordings from the full orchestra album will go to swell the record $16.000 gross returns from the concert.

The Kinney group will launch A Grown Man's Christmas in Britain during March, Initial releases which will appear under the label's own signature with Paul Lendler, Jesse Winchester, Jesse Frederick and new group members will bring a record of 13 half-hour TV shows at London's Palladium which will be syndicated throughout America and Europe.

Colin Richardson, who recently left Bron Artists Management after four years, has set up European Music Agency. The new company is affiliated to EMI Stockholm who are major bookers of British artists on the Scandinavian circuit. Richardson has signed MCA group Gram on a management deal and will be handling agency for new group, The Dakota's, from singer Gilbert Gil.

Quixote: Harold Fields of Ashley Fields just back from the States where he arranged most of the singing for Albert Hall concert January 24th. His "Shaft," single is now repeating its success in the British charts... In the Rolling Stone label release "Jamming with Eddie" featuring Jagger, Ry Cooder and Nicky Hopkins.... Bad luck has dogged Frank Zappa's Euro-

Italy's Best Sellers

**Great Britain's Best Sellers**

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<td>La Canzone Del Sole</td>
<td>L. Battisti (Numéro 1)</td>
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<tr>
<td>3</td>
<td>3</td>
<td>Chiusa Se Vu'</td>
<td>R. Carr (RCA)</td>
</tr>
</tbody>
</table>
| 4 | 4 | Manni Blue | Pop Topa (Raré)
| 5 | 5 | Domani E' Un Altro Giorno | O. Yanci (Ariston) |
| 6 | 6 | Te-M. | E. M. Ranieri (CGD) |
| 7 | 7 | Amore Amore | B. Lauzi (Numéro 1) |
| 8 | 8 | La Filanda | M. Ricordi (Rimini) |
| 9 | 9 | Uomini | M. Ricordi (Rimini) |
| 10 | 10 | Non Ti Bastavo Piu' | P. Pravo (Philips) |

**Belgium's Best Sellers**

<table>
<thead>
<tr>
<th>TW</th>
<th>LW</th>
<th>Title</th>
<th>Artist</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>Is This The Way To Amarillo</td>
<td>Tony Christie</td>
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<td>2</td>
<td>2</td>
<td>Theme From Shaft</td>
<td>Isaac Hayes</td>
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<td>3</td>
<td>3</td>
<td>How Do You Do</td>
<td>Mitchell &amp; Neale</td>
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<td>4</td>
<td>4</td>
<td>The Witch Queen Of New Orleans</td>
<td>Redbone</td>
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<td>5</td>
<td>5</td>
<td>Akropolis</td>
<td>Mireille Mathieu</td>
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<td>6</td>
<td>6</td>
<td>Ieder Mens</td>
<td>Paul Sevres</td>
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<td>7</td>
<td>7</td>
<td>Wein</td>
<td>T. Jones</td>
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<tr>
<td>8</td>
<td>8</td>
<td>Sekoh Ist Es Auf Der Welt Zu Sein</td>
<td>R. Black &amp; Anita</td>
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<tr>
<td>9</td>
<td>9</td>
<td>Mary May</td>
<td>E. Schiller (MERCURY-Chappell)</td>
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<tr>
<td>10</td>
<td>10</td>
<td>Alle Wege Leiden Naar Rome</td>
<td>Will Tun (Palette-RKM)</td>
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</tbody>
</table>
British Songs For Eurovision

LONDON—The six songs from which the British entry to the Eurovision Song Contest will be selected have now been chosen.

The entries will be presented to viewers of the BBC TV series of the Cliff Richard show between Jan. 1 and 5 by the New Yorkers who will represent Britain in the contest to be held in Edinburgh on Mar. 25.

The songs are: "The Edge of Beyond" by John Denndall and Mike Sammes, published by Pedro Music; "Sing Out" by Roy Dunlop, published by Leon Henry Music; "Why Can't We All Get Together" by Ray Davies, published by Feldmans; "One and One" by Eddie Seago and Mike Leander, published by Wood Music; "Songs of Praise" by Roy Wood, published by Roy Wood Music; and "Beg Steal or Borrow" by Tony Cole, Graeme Hall and Steve Woolfe, published by Valley Music.

Row Over Royal Albert Hall 'No' To Isaac Hayes Concert

LONDON—The management committee of the Royal Albert Hall found itself embroiled in a major row in the pre-holiday week as four of its members decided to withdraw their original intention to allow promoter Arthur Harvey to stage a concert by Isaac Hayes at the venue on Jan. 24.

The committee's decision was primarily based on an article in the Sunday Times which contrasted the musical styles of Hayes and James Brown. Earlier in the year, incidents at a James Brown concert at the Hall involving members of the audience and commissions resulted in Brown being banned from future appearances at the venue, and the committee were apparently apprehensive that Hayes would attract a similarly ebullient audience.

Dolby Japan Visit

LONDON—Dolby Laboratories executives Adrian Horne, licensing manager, and David Robinson, chief engineer, have just returned from a three-week trip to Japan.

They were joined during their last week by Ray Dolby and were assisted throughout by the firm's representative in Tokyo, Atsushi Suzuki. During this time the team visited six Dolby B-Type licensees in Tokyo, Nagoya, and Osaka, where they discussed technical and marketing problems related to noise reduction. David Robinson commented: "A solid armory of hardware is in the pipeline. We hope some will be available within the next two or three months. Almost all our licensees have new B-Type hardware scheduled for the Consumer Electronics Show in Chicago."

Several new potential licensees were visited, and licensing agreements with them are expected in the near future. "It is hoped that Resistance is declining," declared Adrian Horne. "The heavy work previously experienced by our existing licensees is a real stimulus to new licensees."

A high point of the trip was the signing of a license agreement with Sony Corporation. Sony's decision on noise reduction has been awaited in the consumer electronics industry with considerable interest, as it is seen as the company's record as a technical and marketing leader.

Lighthouse International Publishing Set

NEW YORK—Vittorio Benedetto, general manager of C.M. U.S.A. Inc., has announced the setting of international publishing rights for all of the songs on Lighthouse's first Evolution album, "One Fine Morning," which is a hit LP in the United States and Canada.

The list of countries and publishers include: Argentina, C.B.S.; Australia, Festival Music; Brazil, C.B.S.; Belgium, New Music Corporation; Italy, C.M.A.; Denmark, Intersong; England, C.M.A.; London; France, Claude Pascal; Greece, C.B.S.; Germany, Melodie Der Welt; Holland, Veronica Music; Hong Kong, Pathé Productions; Japan, Japan C.M.A.; Israel, C.B.S.; Mexico, C.B.S.; South Africa, Clan Music SW, C.B.S.; Switzerland, Forni; and Spain, Fonit-Cetra, Phonogram, Warner, and Ricordi.


11 Labels Seek S. Remo Changes

MILAN—The battle lines are drawn between 11 record companies and the Mayor's office of San Remo preparatory to this year's 22nd San Remo Festival.

The 11 labels—Ariston, Rifi, Saar, Sif, Carosello-Curti, Decca, Durium, EMI, Fonit-Cetra, Phonogram, Vedette—want to see San Remo's rules changed, while the administrative committee would like to keep things as they are, with a number and Raderelli running the show. What the 11 companies want is a change in rules to avoid what they believe is the dominance by CBS-Sugar and Ricordi, of the festival's winners. Last year, the three firms would have been the only ones in the running.

Calling for a "Democratic San Remo," the 11 firms called for a meeting between themselves and RCA, CBS-Sugar and Ricordi that never materialized.

Doud To A&M

England Post

LONDON—A&M Records has announced the appointment of Michael Doud as the British company's creative director.

A Californian, Doud has been resident in Britain for the last seven years as a private sector art director with ad agency Compton Prentis and Varley. As recently reported, Michael de May has been named European co-ordinator, and he, too, will work from the London office.

Following a two-year period which has seen the establishment of A & M affiliates in all European territories, with regional director Larry Tarskiell in future concentrating on his new role, the London office, reporting directly to A & M president Gerry Moss.

Brandwood To Eng. ABC/Dunhill

LONDON—Derek Brandwood, previously with CBS sales force and for the last 18 months promotions manager for Radio Luxembourg, has joined ABC-Dunhill Records as field promotions manager. In his new appointment, marking a further expansion of the company's London operation, Brandwood will split his time evenly between the north and south of the country.

Poco Sets First

European Tour

Hollywood—Poco, Epic Record's act, has been set for a ten week tour of Europe this year. The tour will be based on the Continent. First gig will be at the MIDEM convention in Cannes on Jan. 20.

Also included on the tour will be performances in Stockholm, Copenhagen, two stops in Holland and three in England. In London, a live appearance at "The Gray Whistle Test" TV program is also set.

GOLDEN SMILES—Philips-Sonora, Sweden, has handed over another gold disk, this time to the arranger and band leader William Lind for the LP, "Juletid," which has now been sold in over 25,000 copies. Lind has arranged the most well known Christmas songs for big band and choir with instrumentation from liner notes by Bo0 Kinnmark, managing director of Philips-Sonora, Lind and Goete Wilhelmson, producer.

JAPAN CO. TO IMPORT CLASSICS

TOKYO—Miniphone Onko has officially concluded agreements to distribute Eterna a label of East Germany and Balkanton label of Bulgaria in Japan. As the first release under the contract with Balkanton, the company will release half of a ten-record set which contains all of Beethoven's complete string quartets. The market played by Dinqvart in March. The five-record set is priced Y1,000.

Two albums of "Bach Halinricus Konzert" by Hans Fischer and "Brandenburgische Konzerte" will be released in May as the first releases from Eterna. Eterna will record materials requested by Miniphone in the future.

Gregory Tours

NEW YORK—Poppy's Dick Gregory has been a hit around the world.

Gregory, the social comic, was invited to the Christmas Charity Ball of Jamaica, sponsored by the Ministry of Information, the Honorary Lieutenant Edward Sega, who was a record distributor in earlier times. Gregory toured the Tivoli Gardens in West Kingston, Jamaica.

Gregory has, in the same month, traveled to Rome, Paris and London, where he spoke at St. Paul's Cathedral, bringing his philosophies to the European populace.

Cash Box — January 8, 1972
EDITORIAL:
The Route Facelift

"Come and get it or I’ll throw it away!" was the well-known cry of the mess sergeant back in service days. It can also be the mournful cry of the marginal location owner, bone-tired of looking at the same old music box, game and/or pool table in his place; tired also of reading the disinterest in his customers’ faces when he suggests that someone might play one of them.

It is not the nature of coin operated music and amusement machines to move onto a location floor and stay there, generating top play, until the “cows come home”. Since this is a novelty business, the machines must be changed when their appearance becomes so familiar to the customers they start to blend right into the wallpaper. Even the good old pool table has got to get a face lift from time to time, else play is gonna fall off as sure as the sun sets every night.

The trouble with today’s operating business is that the routes are bigger than they ever were—fewer routes, of course, but the biggest in history. When an operation becomes so large, a good number of stops, especially those classified as “marginal”, tend to be ignored. Sure, they’re collected from and a new record or two is tossed onto the juke, but they’re not taken very seriously . . . not until, however, the owner calls and says “get this junk out or I’ll throw it out.”

Why? Well, maybe a new operator’s coming in to fill a service gap you unconsciously created.

Point is, it’s human nature to ignore anyone or anything that doesn’t complain. When collections fall off in any given stop, the operator’s first thought is that’s a bum location anyway.” Maybe the blame more properly belongs on the machines, and not on some vague generality like “a bum location.”

Every tradester must remember that jukes and games vend entertainment, not a commodity like a pack of cigarettes. A new cigarette machine won’t sell any more smokes than an old one (all columns being equal), but a new juke will sell more music than its predecessor because it’s selling that intangible thing called entertainment. So once again the story comes back to machine rotation. It may be an old eyesore to some operators to see those words in print, but a fluid policy where fresh machines replace old ones in every location is the soundest way to increase earnings . . . even earnings in the most marginal of stops.

SAN JUAN — The Wurlitzer Company’s sales manager for Latin America and the Caribbean Diego J. Veitia inaugurated the Wurlitzer Pan American Honor Roll by commemorating Rodolfo Criscuolo of Birkenhead Music in San Juan, Puerto Rico as the award’s first recipient.

In making the presentation, Veitia reiterated Criscuolo’s numerous contributions to the Wurlitzer Company since 1945. Birkenhead is one of the first Wurlitzer distributors in Latin America and the Caribbean.

Criscuolo distributes the full line of Wurlitzer products including pianos, organs, and coin-operated phonographs in Puerto Rico and the Virgin Islands.

Wurlitzer plans to present similar awards to other Latin American and Caribbean distributors who have exhibited unusual effort toward promoting the Company’s products south of the border. The award takes the form of a twenty-inch bronze plaque with the following inscription: “To the members of the Wurlitzer team who through their effort, cooperation, and personal dedication have attained goals worthy of only the highest human caliber.”

Wurlitzer Unleashes ‘Windy City’ S/A
With ‘Random’ Game

UNITED WINDY CITY

CHICAGO — Williams Electronics, Inc. is buzzing into the new year with the shipment of a new 6-play jukebox, United’s “Windy City.” Sales manager Bill DeSelm pointed out that since so many domestic games were made around Chicago, it’s about time one of these games honors it.

“Windy City” with its clean sweeping lines and 1972 styling features is a fitting tribute because the shafle is designed to create a whirlwind of location action and profit,” commented Bill DeSelm.

There are five score action ways to play. Flash, strike 90, regulation, red strike and random. Selecting the random feature to play creates plenty of excitement. Strike and spare values appear in random sequence each frame. A strike could register less than a spare in a frame. A player may register 100 for a strike in a frame, and in the next frame may register 300 for a spare. The anticipated strike values in the final frames also builds plenty of scoring suspense. Random is a great feature for player appeal. An optional feature, of course, is the beer frames (3rd, 5th & 8th). The frames are adjustable.

The Cabinet is sleek and alien and built for action with service features that are designed for convenience and ease of operation. The scoring frame is a lively design featuring the “Windy City” skyline. A bright sky with the streak and sweep of wind winding and riding its way to “profitability.” Several coin combinations are also available, but recommended play is 2/25. An instructional manual is included with each game shipped.

Operators may stop in at their local Williams distributor and see “Windy City.” “Discover why a United shufle leads the way to bigger profits and at trade-in time is worth more,” stated Bill DeSelm.

A Full Line of Coin Operated Recreational Tables from

American Amusement Machine Co.

“The House That Quality Built”
Garden Staters Enjoy Sumptuous Christmas Fete At Long Branch

Garden State Operators Assn. execs Dan Sylvester (left) and Pat Storino,
LONG BRANCH, N.J.—Pat Storino’s Garden State Operators Assn. mem-
bers, wives and guests (about 150 strong) enjoyed about the best
Christmas party this trade has ever
sponsored, at Long Branch New
Jersey’s West End Manor, Dec. 11.
The ladies glittered in their long
dresses, the guys were all shined up
in tuxes and fat ties and the food
and drink was fit for a king.
Presid-
ing at the head table along with
Association President Pat and his
missus, was Jersey’s grand old man
Dan Sylvester who came up with his
wife from Florida just for the event.
Columbia Records’ national promo-
tion chief Steve Popovich and his
wife came by as friends of the Storino
family. Steve keeping many of the
operators rapt with anecdotes about
the record business and some stars
in particular.
Gifts for ladies and gents (perfume
and a set of liquor bar tools, re-
spectively) were passed out after
dinner, and dancing and entertain-
ment followed.
Among the notable trade bosses spot-
ted in the crowd were Les Biebelbarg
and Howie Rubin from Betton Enter-
prises, Ivy Morris from the Irving
Morris Co., Jersey Shore arcade
operator Frank Man-
dolino, and of course
association exec Whitey Bubble.

New Year-New Jones HQ

BOB JONES
DEDHAM, MASS.—The opening
of 1972 also marks the opening of
Robert Jones Distributors’ new quarters
on Providence Highway here in this sub-
urban Boston town, and firm presid-
y Bob Jones should shortly be sending
out invitations to New England
trade bosses to drive down and
inspect the new shop, offices, showroom
and, of course, the coin machines
standing on the showroom floor.

Wurlitzer Trains Echavarria For Latin Service Post

JUKEBOX PROGRAMMING GUIDE

Pop
CARPENTERS HURTING EACH OTHER (2:46)
No Flip Info. A&M 1322

THE RAIDERS COUNTRY WINE (2:59)
Kapp 32051, Decca 32051, Hot Getting Up Today Columbia 46335

MELANIE THE NICKEL SONG (3:04)
No Flip Info. Buddah 268

MYLON WHY YOU BEEN GONE SO LONG (2:47)
No Flip Info. Columbia 45532

SPRINGWATER I WILL RETURN (3:00)
b/w Stone Cross (2:33)
Cotillion 44145

THE PHILHARMONIC BILLY TELL OVERTURE (3:15)
b/w Jesus Country (3:06)
Silverhill 501

R & B
LITTLE SISTER STANGA (3:39)
No Flip Info. Stone Flower 9001

THE THREE DEGREES TRADE WINDS (3:45)
No Flip Info. Roulette 7117

THE IKETTES GOT WHAT IT TAKES (3:45)
b/w If You Take A Close Look United Artists 59966

C & W
JACK RENO HEARTACHES BY THE NUMBER (2:58)
No Flip Info. Target 13-0141

BRENDA LEE MISTY MEMORIES (2:46)
b/w I’m A Memory (2:53)
Decca 32019

RONNIE DOVE KISS THE HURT AWAY (2:42)
No Flip Info. Decca 32019

NUTTING ASSOCIATES of California HAS DONE IT AGAIN!

AMEN, BROTHER! THE ONLY INNO-
VATIVE IDEA AND CONCEPT IN THE ENTIRE
INDUSTRY. TIRED OF DRIVING GAMES?
TIRED OF THE SAME OLD CABINET
STYLING AND GAME FEATURES?
SO ARE THE PLAYERS!

START 1972 RIGHT WITH
THE COMPLETELY ALL NEW

COMPUTER SPACE

Available now at your distributor. Hurry!
Your customers deserve a break!

NUTTING ASSOCIATES, Inc.
Mountain View, CA 94040
(415) 961-9373

Cash Box — January 8, 1972
MUSIC MACHINES

ROCK-OLA
414 Capri II 100 sel. '64
438 Goldie 100-150 sel. '66
424 Princess Royal 100 sel. '64
425 Grand Prix 160 sel. '65
429 Starlet 100 sel. '65
426 Grand Prix II 160 sel. '65
431 Coronado 100 sel. '66
432 GP/sound sel. '65
433 GP/Imperial 160 sel. '65
435 Princess Deluxe sel. '67
436 Deluxe sel. '67
437 Ultra sel. '66
438 sel. '67
441 100 sel. '68
442 160-200 sel. '69-70
444 sel. '70
444 100 sel. '71
445 100 sel. '71
446 160 sel. Furn. Style '70-71

ROWE-AMII
M-200 Tropicana 200 sel. '65
N-200 Diplomat 200 sel. '65
O-200 Grandstand 200 sel. '66
PM-100 100-160, 200 sel. '67
Cadette 100-160 sel. '67
MM-3 Music Miracle 200 sel. '68 (converts to 160 & 100) '69
MM-3 Music Miracle (wall) '70
MM-4 Trimount 100-160 sel. '69
Presidential sel. '70-71

SEEBURG
LPC-480 160 sel. '64
Electra 160 sel. '65
Mustang sel. '65
Stereo Showcase 160 sel. 66
Phone Box 100 sel. '67
Spectra 200 sel. '68
Gem Box 160-180 sel. '69
Golden Jet 100 sel. '70
Musical Bandshell 160 Sel. '70-71

WURLITZER
2800 200 sel. '64
2910 100 sel. '64
2950 100 sel. '64
3000 100 sel. '64
3100 200 sel. '66
3200 200 sel. '66
3300 100-160 sel. '67
3400 Ambassador 100-160 sel. '67
3500 Ambassador 100-160 sel. '70-71

SHUFFLES
BALLY
All The Way (10/65)

CHICAGO COIN
Devil's (8/64)
Triumph (1/65)
Top Brass Shuffle (4/65)
Gold Star Shuffle (7/65)
Belair Puck Bowler Medalist (4/66)
Imperial (9/66)

ROCK-OLA
Golden 433 GP/Imperial 418 437 Ultra 436 429 Gold Medalist '65
Princess Deluxe 100 sel. '65

WILLIAMS
Topper-200
Tempus (2/67)
Pacer (4/64)
Tiger (7/64)
Orbit (8/65)
Mondo (12/66)
Check (2/67)
Pyramid (6/65)
Corrigan (8/65)
Tango (2/66)
Blazer (6/66)
Encore (8/66)
Altair (3/67)
Orion (11/67)
Alpaca (8/68)
Pegasus (8/68)
Delta (12/68)
Gamma (4/69)
Beta (8/69)
Laguna (5/70)
Palos Verde (8/70)
Cimarron (8/70)
Times Square (7/71)

CHICAGO COIN
Royal Flush 2P (8/64)
Big League Baseball 2P (4/65)
Par Golf (9/65)
Hula-Hula 2P (8/66)
Kicker 1P (8/66)
Tennis Ball 2P (6/67)
Twinkie 2P (9/67)
Gun 2P (9/68)
Playtime 2P (9/68)
Stage Coach 1P (8/69)
Pirate Gold 1P (6/69)
Astronaut 2P (8/69)
Moon Shot 1P (8/69)
Action 1P (9/69)
Cowboy 1P (9/69)
Big Flipper 2P (1/71)

GOTTLEIB
Bonanza 2P (6/67)
Bowling Queen 1P (8/68)
Majorities 1P (8/68)
Sea Shepherd 1P (8/68)
North Star 10P (8/68)
Tour of Duty 1P (11/68)
Super Sonic 3P (8/68)
Preview (9/69)
Corvette (2/70)
Fair 9/16)
Vegas (9/16)
Fleetwood (9/17)
Starfish (10/16)
Champagne (3/16)
Top Hat (9/16)
March Gras (10/16)

WILLIAMS-UNITED
Tornado (3/64)
Thunder (6/64)
Pilot (8/64)
Galleon (3/65)
A-Bow A-Rama 7/65
Amaro 9/66
Axe 9/66
Coronado (6/67)
Century (9/68)
El Grande (3/70)

WILLIAMS
San Francisco 2P (5/64)
Passion 5P (5/64)
Heat Wave 1P (7/64)
Rivets 1P (9/64)
Whoopie 4P (10/64)
Zig-Zag 1P (12/64)
Circus 1P (1/65)
American Eagle 1P (3/65)
Eager Beaver 3P (5/65)
Moulin Rouge 1P (6/65)
Lucky Strike 1P (6/65)
Big Chief 4P (6/5)
Teachers Pet 1P (12/65)
Bowl-A-Rama 1P (12/65)
Full House 1P (3/66)
A-Go-Go 4P (5/66)
Top Hand 1P (5/66)
Magic City 1P (6/66)
Magician 1P (6/66)
Jolly Roger 4P (12/67)
Ding Dong 1P (2/68)
Lady Luck 4P (2/68)
Student Prince 4P (7/68)
Doozle 1P (9/68)
Pin Stop 2P (11/68)
Cabralet 4P (1/69)
Miss-O 1P (3/69)
Suspense 3P (5/69)
Spare Set 7P (5/69)
Paddock 1P (9/69)
Expo 2P (10/69)
Seventy-Up 1P (12/69)
Gay 90's 4P (1/70)
Hit and Run 1P (3/70)
Aces and Kings 4P (5/70)
Strike Zone 2P (9/70)
Straight Flush 1P (11/70)
Dimple Popper 4P (1/71)
Solids N Stipes 2P (2/71)
Doodle Bug 1P (4/71)
Gold Rush 4P (6/71)

ARCADE

GAMES
Gottlieb Extravagant 2P (4/72)
Gottlieb Double Play 2P (4/72)
Midway Top Hit 3P (6/64)
Williams Double Play (4/65)
Midway Little League 66 (6/65)
CC Ace Baseball Pool 2P (6/66)
Kabootie Driving Range 4P (6/66)
Williams Hay Burner II (9/66)
Williams Space Pilot (11/71)
Williams Gridiron (9/69)
Williams Ringer 2P (11/70)

SOCIAL PINS
Williams 4 Aces 2P (7/70)
Gottlieb Interboro 2P (4/71)
CC Hit-N-Run Pool 2P (7/71)
Williams Action 2P (7/71)
Williams Zodiac 2P (10/71)

BASEBALL
Williams Grand Slam (2/67)
Midway Top Hit 3P (6/64)
Williams Double Play (4/65)
Midway Little League (66)
CC Ace Baseball (2P)
Wing Ding II (2P)
Kentucky Batting Practice (7/68)
CC Yee Yee Baseball (4/69)
Williams Fast Ball (4/69)

NOVELTY
LAND-SEA-AIR
ACA Indi 500 (8/69)
ACA Kasco Air Fighter (4/71)
Attic Allied Leisure Wild Cycle (6/70)
Attic Allied Leisure Sonic Fighter (1/71)
Attic Allied Leisure Drags 2P (6/71)
Bally Target Zero (12/70)
Bally Road Runner (8/71)
CC Chippewa 4P (4/72)
CC Speedway (9/69)
CC Motorcycle (10/70)
CC NightBomber (1/71)
CC Angel (12/71)
CC Super Speedway (7/71)
CC Defender (8/71)
Coin Tronic Lunar Lander (3/71)
Leisure Tron Space Lazer (6/71)
Midway Flying Turns (9/61)
Midway Sea Raider (7/69)
Midway S.A.M.I. (4/70)

GUNS

Cannon Champion Rifle (1/64)
Midway Trophy Gun (6/64)
Midway Captain Kid Rifle (9/66)
Willis Arctic Gun (6/73)
Midway Monster Gun (6/67)
Williams Aqua Gun (3/68)
CC Ace Machine Gun (1/67)
CC Carnival (5/68)
CC Apollo (1/69)
Sega Duck Hunt (1/69)
Williams Maxx (3/69)
Midway White Lightning (4/69)
CC Safari (6/69)
Williams Phantom (9/69)
CC Super Circus (12/69)
Midway Flying Carpet (12/69)
Williams Bonanza (7/70)
Williams Sniper (4/71)
CC Sharp Shooter (5/71)
Midway Wild Kingdom (7/71)
EASTERN FLASHES

AROUND TOWN—Chatted over the phone with MONY proxy Al Deren during one of those rare moments when he could spend ten minutes without worrying over the thousand and one things that require his attention. A "Denver at rest" is a very different man from the kind of industry we all know. Wasting enthusiastically about the industry in general and the state of the trade in the city in particular, Al sees good things ahead, with a general increase in collections coming as the economy swings back. He also made mention of the slow but sure liberalizing of license laws pertaining to games in non-alcoholic localities. Lastly, he asked that we extend his best wishes to the local trade for a very prosperous new year. Howard Kaye of the Irving Kaye Sales Corp., another perpetually busy trademaster, is a bit more relaxed after the holidays and expects to serve up one of the best years on record for his billboard and games company. With Jack Mitnick on the sales staff, new factory showroom office about to open in Miami, good-selling products on the line like their Stanley Hockeys and the always popular Kaye coin and home line of tables, the firm has a lot going for it and no doubt, a lot of orders coming in from the field.

Down on the street, Lou Wolber at Runyon echoes Howard's comments about the success of the Stanley Cup Hockey game, saying they're doing very well with it saleswise. Louie also has compliments for the superb record rung up with Bally's Road Runner novelty game. "This may be the biggest selling novelty game for them in many years," Lou info's. "Windy City" came to fun city couple of weeks ago with United's new shuffle alley named after the capital city of the industry. The "Windy City," on sale at Albert Simon, Inc., introduces a new way to play. They call it "Random" and it serves up varying values (at random sequences) for scoring strikes and spares. It should really coax out those extra strikes on locations, especially from shuffle fans like Al Simon himself said he really enjoyed attending lavish wedding reception for Len Schneller's son Steve last Sunday (26th) out at Temple Judah in Manhasset, Long Island. Steve and his bride Lois are on their honeymoon, which will take them to San Francisco, Los Angeles, Acapulco and possibly an additional trip down to South America before they head home. Len and Reba Schneller, parents of the groom, spent last week vacationing at home; resting up, no doubt, from all the hectic work involved in wedding preparations.

UPSTATE ITEMS—Millie McCarthy spoke at last Guild meeting in Kingston on the Grower's plans to bump up the sales tax on smokes, saying she was keeping very close to legislators on it and doing everything in her power to protect interests of the trade. . . . Johnny Bilotta, traveling back and forth between Newark and Miami these days, extends his best wishes to New York Staters for the New Year. Irv Margold, Trimount-Bilotta exec, sent us an interesting newspaper clipping from the Cincinnati Enquirer last week which showed a Zoltan fortune-telling machine wearing an out-of-order sign. The caption beneath the photo read: "When a crystal gazer's ball turns milky, something has to be loused up. Either the swami's brain waves are interrupted or a customer might have dropped a slug in the coin slot." Irv's own Profitron Corp. manufactures the machine for operators.

Cortlandt Amusement's Al Kress was honored Friday, Dec. 10th with surprise party thrown by glamorous wife Donna and their friends from the Peekskill area. Kress, turning an aged 30 and entering middle age, is one of the area's most prominent music and games operators, vice president of the Westchester Operators Guild and treasurer of the New York State Coin Machine Assn.

HEADING SOUTH—Irving Kaye Sales Corp. sales manager Jack Mitnick preparing to head out on another one of his sales odysseys, asks us to pass on his and wife Sappie's Happy New Year greetings to their legion of trade friends across the country. . . . Allied Leisure chairman Dave Braun sent out a mailing to his distributors last week, advising that capital raised by recent public issue, will be used to finance factory expansion and manufacturing of the marvelous new novels by his son Ron Haliburton, has on the drawing boards. Ron, incidentally, is a real engineering wizard in this field; he even keeps a full compliment of drafting materials in his home which he uses each time he gets an inspiration. Some of his blueprints have scum in the wee hours of the morning and Ron always gets 'em right down on paper before they drift away.

Veteran music and games operator Sol Tabb's enjoying collection benefits uphilling off the New World Park. Sol's got quite a few machines in locations surrounding the enormous new park and thinks the Disney folks are the greatest for selecting the Daytona site. . . . Mel Rapp and Joe St. Thomas of the Miami area will serve as co-chairmen of the Convention Activities Committee of National Assn. of Concessionaires during the organization's 1972 convention in Bal Harbour, Nov. 18-21. Mel, an honorary lifetime member of the NAC board, is senior consultant for the Vendo Company, and an old friend of many New York operators from the old Continental days. Ah, how well we remember! Mel, a real gentleman, is doing just great, we hear. Joe St. Thomas is a vice president and general manager of all the concessions division of Wometco. Wometco, incidentally, recently enlarged their food service empire by acquiring the Coca-Cola Bottling Company of Northern Arizona, in exchange for Wometco Class A common stock. The more than $2,500,000 transaction is subject to a final contract. Elsewhere in the U.S., Wometco owns the Coca-Cola bottling companies in Nashville, Plattsburgh, N.Y., Roanoke, and percentages of those in Norfolk, and Columbus and Dixon, Tenn. Not bad for a company which started out as a vending operation.

HERE AND THERE—Musicana Records president Al Rubin happily reports that his artist Madison will be appearing on the Joe Franklin TV 'er New Years Eve and will sing his current single 'It's Snowing in New York.' The disk, already on many machines in the metro area and playing on many stations (especially the MOR), is recorded, cut, and pressed perfect for winter programming. Glad to hear that NAMA's elected old buddy Sid Schapiro to his board of directors. Sid will serve for a two year term beginning Jan. 1st. He's NAMA's well-known director of trade shows and we fondly remember all his help when we used to take exhibit space at the show for Cash Box. . . . Once again, a very happy and prosperous new year to all our friends and readers (same thing, no?) See you.
CHICAGO CHATTER

Among the new arrivals from the games factories this year is a 6-player shuffle alley called "Windy City," which was just released by Williams Electronics Inc. A beauty of a game, says Bill DeSantis, "Windy City" has five ways to play, including the exciting new feature called "Random," which makes it more challenging for the player and, thus, adds to the game's location appeal! Stop in at your local Williams distributor and have a look at it.

IN VIEW OF THE WIDE ACCEPTANCE of the fabulous "448" monophonograph and, most recently, the release of the compact "449" 100-selection model, is it any wonder the local Rock-Ola Mfg. Corp. factory is such a busy place these days?

THE MONTHLONG Rock-Ola promotion, held at all Empire Dist. offices during December, was wrapped up in high successful fashion 12/31. One of the biggest campaigns they've ever had, according to Jack Burns ... Empire prezxy Gil Ket is doing some skiing in California ... Veepee Joe Robbins is on a brief vacation trip to Florida and will be back this week.

A REMINDER FROM THE LOCAL NAMA OFFICE: Dates of the Western Con-

EXHIBIT AND Exhibit at March 17-19, at a new locale this year—Brooks Hall in Chicago. The show's has already confirmed space for 50 exhibitor firms. Since the show will not be confined to the traditional 10 western states area this year, increased attendance is expected.

TALKED TO LARRY BERKE at the Midway Mfg. Co. factory—where the top priority item, of course, is, "Haunted House!" The new gun is doing extremely well; we will expand, in both domestic and foreign markets. Look for it to be concentrating pretty heavily on overseas orders for the next week or so.

EDDIE GINSBURG, SAM GERSH AND THE ENTIRE staff of Atlas Music Co. extend New Year greetings to everyone, with best wishes for health and prosperity in '72! Distrub will shortly announce the exact date of its upcoming Rowe service school to be held later this year. "EVERY GOOD YEAR for Johnny Frantz of J. F. Frantz Mfg. Co. His "U. S. Marshall" gun enjoyed much success, especially in the foreign market. John displayed at the MoA Expo, the nation's largest and, years was 

We, well, we didn't have a White Christmas in Chicago—but, we did have a wet one! ... Happy New Year, everybody!

CALIFORNIA CLIPPINGS

Congratulations to Dave and Linda Ralston, who tied the matrimonial knot week ago last Saturday. The Ralston's honeymooned kind of "on the road" with a week at Lake Tahoe, stops in Reno, Las Vegas and a leisurely drive to the Sunnyvale via San Francisco. El of the honeymoon was spent moving into a new apartment but they won't be there long ... Dave's getting set to build his own house. A former building contractor, Dave's supervising construction of five of their own home. Building should start soon with completion set for about three months from now. Dave, as the trade knowls, is national sales manager for Nutting Associates, makers of the new Computer Space novelty game. ... New Years greetings are extended to the operating trade by dealers in these parts by Fred Doff, Bob Portale, Bud Lurie, George Muroaka, Don McMurdie and from up north. Des Elder, Lou Volcher, Hank Leyser, Lou Dunis, Ray Galante, Marshall McGee, Les Ludwig and Robert Pepple.

A new locale, for registration for all vending and food service operators and attendance from beyond the traditional 10 Western states all are expected to make the 11th annual N A M A Western Convention and Exhibit the most success-

ful in its history. The event will be held at the recently renovated Brooks Hall in San Francisco, March 17-19. It will be the first time the N A M A Western Convention will be held in Northern California. The N A M A National Convention was held in Brooks Hall in 1962.

"Every indicator points to this being our most successful show," said Dick Schapiro, program director of N A M A. He expects a considerably increased number of Midwest and East Coast operating company executives because San Francisco is an excellent convention city." Schreiber also said that the traditional $50 registration fee for non-member operating company representatives will be eliminated this year. "This is only an experiment. We want to see if the free registration will attract more non-member operators and we expect exhibitors to invite many customers who have never been to an N A M A Show."

Non-member machine manufacturers and suppliers will continue to pay a $75 registration fee for the first company representative registered and $50 for each additional registrant. Fifty firms already have reserved exhibit space, according to trade show director Sid Schapiro. morning business sessions will include discus-

sions on West Coast school lunch conditions, two keynote speakers and a unique "Noon Lunch" brunch for all N A M A Western Convention attendees. A pre-convention Intermediate Supervisors Seminar also is in the planning stage. Addi-

tional sessions are being arranged by N A M A conventions and education director Bill Schaller. Activities for the ladies will be announced next month.

Social events will include an exhibitor-hosted cocktail party preceding the annual banquet Saturday evening at the Fairmont Hotel, convention headquarters. Other convention hotels include the Mark Hopkins and Dei Webbs. More con-

vention details will be announced by N A M A in the next few weeks.

UPPER MID-WEST

Mr. & Mrs. Ben Weis, Bemidji, Minn. are vacationing in Honolulu for a few weeks. Mrs. Weis' sister lives there so it will be quite a happy reunion as they haven't seen each other in many years. ... Stan Woznak in Canada for a week hunting moose. Although with a party of several men Stan was unable to shoot one but some of the hunters were lucky ... Jim Carlson, A. & H. Vending Co. left with several others for Vail, Colorado for a week of skiing ... Mr. & Mrs. Glen Add-

ton in town the past week end. Glen's brother and wife from Iowa drove up to the cities to meet them and they took in the Vikings-Dallas game. Monday after-

noon they drove home ... Our deepest sympathy to Tony Weis on the re-

cent death of Tony's brother in Kansas City. Tony and Mary flew to Kansas City for the funeral ... The Mike Imig's are leaving right after the first of the year for Florida. Mal can't wait to get away for a few weeks ... Leo Fiedler took a couple of days off to go to his favorite fishing hole in Pierre. The pike taste good this time of the year.

Mr. & Mrs. Earl Porter left the 17th. for Los Angeles to spend a few weeks with Earl's brothers and sisters. Will be gone until the 2nd. of Jan. Their daugh-

ter Cindy attending Arizona State will meet them in L. A. ... Mr. & Mrs. Nik 

Bergquist and kids in the cities for the day. Mrs. Bergquist doing some buy-

ing and Mrs. Berquist doing her Christmas shopping ... Mr. & Mrs. J. C. Weber in town for the day getting in some late Christmas shopping ... Dave Chapman in town with a slight heart attack. Dave have for the last few weeks in the hospital getting some needed rest ... Lou Fine, ass't manager of the parts dept. at Lieberman Music Co. left for New York Wed. 23rd. to attend funeral held for his mother. Mrs. Fine was here Sunday. ... Max Clark was 89 years of age ... John McMahan is on the road to recovery having a prostatc operation at the Mayo Hospital at Rochester ... Beautiful Christmas party at Lieberman Music Co. Thurs. 23rd. They closed early Thursday 

day morning giving their employees a long weekend ... Steve Lieberman and 

his family in California for a two week vacation.
WANTED—Buying all 1950's and earlier table model radios, disk jockeys, phonographs, phonograph and/or record players. Call Bob, or write—18419 Block Ave., Gurnee, Illinois 60031. Phone (214) 649-5955.

WANTED TO BUY: Old and rare stock lists. Don't throw them away. Mail them all to: R.A. ABRAMS, 1210 21st Street, N.W., Washington, D.C. 20037.

WANTED—Seeburg, Cnossos, Signetographs, new and used. Photo View attachments and film. Collectors, turntables, PA equipment, PA speakers. Contact us immediately: MARIANTEUR SALES CO., 1120 2nd Avenue, New York, New York 10021. Phone: (212) 492-4757.

WANTED TO BUY: Machines that can be easily repaired and require little maintenance for Fireman's Ball, Legion Burg, etc. 800-323-7110 or 212-281-6062.

WANTED!! — For Export—Large model BINGOS, 464, Canteen, Canteen Makers, China, Bally, Jennings, etc. Make offer, small or large.写入者: Chuck Fischer, United Music Rentals, 7139 15th Street, Los Angeles, CA 90045.

CLASSIFIED AD WANTED

CLASSIFIED AD RATE 20 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted $5.00. CASH OR CHECK MUST ACCOMPANY AD. MAIL TO: CLASSIFIED, IF cash or check is not enclosed, with order your classified ad will be held for following issue pending receipt of your check or cash. NOTICE:—89 Classified Ads must be prepaid before publication. REGISTRATION FEE: $25.00 (your present subscription price). You are entitled to a classified ad of 40 words each week. If more words are allowed to change your Classified ad each week if you so desire. All words over 40 cents each. Non-commercial information is subject to an advertising charge of $10.00 per week. Classified ad is subject to publication by Wednesday, 12 noon, of preceding week to appear in the following week's issue.

Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 1770 Broadway, New York, N.Y., 10019

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SOLD USING COUNTER GAMES, ROBOT BAROMETER, TETRAX METTER, HOT Rod $275, Slot $125, 25 Cent Machines, $60, etc. Write or Call for full details.

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A giant single reunites a great couple. Nancy Sinatra and Lee Hazlewood sing "Down From Dover." It's written by Dolly Parton. And it's in Nancy and Lee's new album "Again."