Quality Control: How Bad Are The Goods? (Ed) . . .
Barter Named West Coast Director Of Cash Box . . .

ELP WANTED
“Son of My Father,” by Chicory, is England’s fastest breaking record this year. And it’s on Epic.

In just three weeks Chicory’s original hit single has skyrocketed from number 30 to 2 on the English charts.

And it’s now selling 15,000 records a day.

In America, where everything’s faster, you can imagine what’s going to happen.

“Son of My Father” by Chicory, rushed to you by Epic Records.
Quality Control: How Bad Are The Goods?

With all the time, talent, effort and expense of recording, pressing and marketing a hit single, it's shocking to read all the complaints of poor record quality reported to Cash Box, and to suffer the gripes of distributors and one-stops over the phone saying the scattered deficiencies which traditionally show up in a shipment are getting more numerous. With all the sophisticated technology available to manufacturers today, the complainers are more than puzzled; the problem seems to grow instead of abate.

Chief among the deficiencies cited are: warpage, mislabeling, thin vinyl, a few start-in grooves, noise, and the one that takes the cake—off-center holes. Many labels, majors included, are being put to the test in a cooperative effort. Losers in the tournament—the whiners—include this writer, who's called consumers, as they say, who should be able to abide all sorts of defects and eccentricities.

Subscribers to Quality Control: How Bad Are The Goods?

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<td>Johnnie Taylor-Stax 114</td>
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<td>Sammy &amp; The Jets-EMI 3814</td>
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<td>sq 602</td>
<td>1967</td>
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<td>COLD IT BE FOREVER</td>
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<td>GLORY BOUND</td>
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<td>SON OF SHAFT</td>
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<td>KEEP PLAYIN' THAT ROCK 'N ROLL</td>
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<td>TOGETHER AGAIN</td>
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<td>PUDDLE YANK</td>
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<td>TELL EM WILLY BOY 'S A COMIN'</td>
<td>Tommy James-Rufus 7110</td>
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<td>DIAMONDS ARE FOREVER</td>
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<td>TAURUS</td>
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<tr>
<td>LOVE ME, LOVE ME, LOVE</td>
<td>Frank Mills-Sunflower 118</td>
<td>1965</td>
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<tr>
<td>MOVE 'EM OUT</td>
<td>sq 602</td>
<td>1967</td>
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**DO YOUR THING**
- Isaac Hayes-Enterprise 9902 (Glot-Toilet Hall) -

**STANDING IN THE SHADOWS**
- Johnnie Taylor-Stax 114 -

**EVER' DAY OF MY LIFE**
- Bobby Vinton-Epic 10822 -

**MISSING YOU**
- Luther Ingram-Huke 2110 (Dist: Capitol) -

**A HORSE WITH NO NAME**
- Johnnie Walker-Warner Bros. -

**BRIAN'S SONG**
- Michel Legrand-Bell 171 -

**IRON MAN**
- Black Sabbath-Warner Bros. 7530 -

**MR. PENGUIN**
- Lutek Funk-Bell 172 -

**LONESOME MAIDEN**
- Chilliwack-A&M 1310 -

**BETCHA BY Golly, WOW**
- Album featuring Russell Thompkins Jr.-Motown -

**A COWBOY'S WORK IS NEVER DONE**
- Spen & Charlie 2163 -

**A SIMPLE GAME**
- Four Tops-Motown 1169 -

**CRAZY MAMA**
- Jim C. Cce-Sheriff 7214 (Dist: Capitol) -

**WE'RE TOGETHER**
- Album featuring Martha-Motown 241 -

**THE DAY I FOUND MYSELF**
- Album featuring Dionne-Columbia 1170 (Dist: Buddah) -

**GOOD FRIENDS**
- Puff Daddy Family-London 179 -

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- Dramatics-Volt 4705 -

**GONIN' DOWN**
- Album featuring Ray & Earl-Kama Sutra 540 -

**SON OF MY FATHER**
- Giorgio-Dorn 434 -

**BREAKING UP SOMEDAY'S HOUSE**
- Album featuring Nellie Lutley-2025 (Dist: London) -

**THAT'S WHAT LOVE WILL MAKE YOU DO**
- Little Milton-6011 -

**WHITE LIES**
- Gini-Simplicity 4905 (Dist: Epic) -

**WILLPOWER WEAK, TEMPTATION STRONG**
- Bullet-Box Tree 131 (Dist: Bell) -

**IN AND OUT OF MY LIFE**
- Album featuring Johnnie-Warner Bros. (Dist: Motown) -

**WAKING UP ALONE**
- Paul Williams-A&M 1325 -

**MY SONG SHALL BE SANG**
- Album featuring Johnnie-Jo-Bob 391 -

**DO WHAT YOU SET OUT TO DO**
- Bobby Blue-Bell 391 -

**CHEER**
- Petrel-Tim 179 -

**YOU AND ME TOGETHER**
- Album featuring Evelyn North-Mankind 12009 -

**100 UP IN HEAH**
- Nita & Turner-U.A. 50881 -
Good Friends? is part of the new Poppys Seeds LP.

Poppy Family
Produced by Henry Jacks
Vocal: Susan Jacks

The new single by

Good Friends?

Is that what good friends do?
You know I never ever heard a word from you,
You must've known what I was going through.
But the days went by and the pain grew...
GRAMMY MEMBERS!

DO NOT VOTE FOR

HAMILTON, JOE FRANK & REYNOLDS

AS

"BEST NEW ARTIST OF THE YEAR"

THEIR NEW ALBUM

DSX-50113

"HALLWAY SYMPHONY"

clearly establishes them as

"BEST NEW ARTIST OF THE DECADE"

Produced by Steve Barri

ABC/DUNHILL RECORDS

www.americanradiohistory.com
Col Launches Three Month Rock Drive; $5.98 3-LP Set

NEW YORK — Columbia Records has launched its fourth contemporary music campaign. This three month campaign, "The Music People" campaign, will run from Feb. through April and will concentrate primarily on new artist development.

40 Artist Package

"The Music People" campaign is spearheaded by a three record album with that title. The album, which will retail for the price of a single record, $5.98, features 40 established and new artists such as Santana; Ten Years After; Blood, Sweat and Tears; Poco; Johnny Winter And; Kris Kristofferson and The New Riders of the Purple Sage as well as introducing new artists like Blue Oyster Cult, Pamela Polland, Jimmie Skeeris and Dr. Hook and the Medicine Show. The album contains "The Grand Coulee Dam" by Bob Dylan from the yet-unreleased Woody Guthrie Album. "The Music People" campaign, although focusing on breaking new artists, also contains rock releases on Columbia and Epic/Columbia Custom Labels, records and tapes. Heavy advertising and sales promo on local levels will implement the campaign, as will a specially-prepared series of half hour radio features featuring news and ideas from Columbia and Epic/Columbia Custom Labels. Columbia launched its first contemporary music campaign in 1968.

Walters Seeks Soul' Impact

Move Brings Kelly To Co.

NEW YORK — With the signing of Paul Kelly to the Warner Bros. label, the Warner/Reprise family has enhanced its position in the R&B market.

Kelly, who has pulled chart successes in both the pop and R&B fields, is making his Warner Bros. debut in the single entitled "Dirt" b/w "Poor But Proud." "Dirt" is also the title of Kelly's Warner Bros. album produced by Budd Killian. The LP includes a sampling of his previous material on the Happy Sounds label, including "Stoolin' The Name Of The Lord" and "509." The "Dirt" album is scheduled to ship next month.

Besides Kelly, other artists who are part of the Warner family include Jimmie Nudek, who is making his current Warner single, "I Think About Lovin' You," and the "RCA A&R Shift To West Coast Under Burkhimer

NEW YORK — Don Burkhimer has returned to RCA Records as vice president and A&R on a national basis. Mort Hoffman, vice president of commercial operations, said the appointment was an "important move for RCA," whereupon Burkhimer will supervise all of RCA's A&R activities. With his headquarters on the west coast.

"Don Burkhimer's experience and knowledge of the RCA organization and industry in general, and his intimate knowledge of the music business in A&R in particular, qualify him as the ideal choice for this position," noted Hoffman.

"RCA Records' rate of expansion in all areas is so rapid that this appointment is a logical outgrowth of these activities.

Burkhimer, who will be headquartered in the RCA building on the west coast, in addition to his current responsibilities, will assume additional responsibilities of his new post, Burkhimer's responsibilities will include overseeing the current, temporary, classical, pop, R&B, and country divisions of the record company.

(Cont'd on p. 26)

Time For The Video Cartridge

NEW YORK — The video cartridge era has arrived in the consumer press, although the ad thrust is, admission, not the main pace. But there is a need for more 32 Acquires Rights To Line Of Let's Pretend

NEW YORK — Stereo-Dimension 32 has moved into the kidde department with the recent acquisition of a world-wide selling rights to the "Let's Pretend" series of records for their 32 label.

Deal, reports Loren Becker, president of Stereo Dimension, was made with Tele-General, who acquired the previously acquired line from the Columbia Broadcasting System, for 25 series, on Saturday mornings, for many years.

The current line consists of 25 LP's containing two classic children's stories, each with different music, as well as 32 other LP's from existing material available to Tele-General, which retains radio programming rights to the series.

New Dept. Created

In marking the transition, SD has created a special department for the line. It's headed by Joe Fechter, recently the director of promotions. Fechter says the line will sell at a price competitive with the "BRATT" kids labels, Golden and Disneyland.

(Cont'd on p. 26)

Presley Tour Set In April

HOLLYWOOD — Elvis Presley, current action figure of the inside rock and roll scene in Las Vegas, will tour eastern America, the West Coast, and Canada, southwest in April, starting in Buffalo on April 5.

Presley has extended the 2-week tour, Cash Box has learned, are set to open in Atlanta, Georgia (March 24), Hampton Roads, Va. (9), Richmond (10), Roanoke (11), Indianapolis (12), Charlotte (13), Las Vegas (14), Macon (15), Jacksonville (16), San Diego (17), San Antonio (18) and Tules (19).
THE UNDISPUTED KING OF THE POP BLUES

B.B. KING

has a new single record

SWEET SIXTEEN

ABC-11319

and a brand new album that is the definitive "slow" blues album of an illustrious career

B.B. KING/L.A. MIDNIGHT

I BELIEVE I'VE BEEN DOWN TO LONG CAN'T YOU HEAR ME TALKING TO YOU? SWEET SIXTEEN / LUCILLE'S GRANNY I GOT SOME HELP I DON'T NEED MIDNIGHT HELP THE POOR

L.A. Midnight ABCX-743

Stocking guide:
Mom & Pop Stores: truly the album with the total merchant-ability!

B.B. KING—an exclusive artist with ABC/Dunhill Records

ABC/DUNHILL RECORDS
Company Financial Reports

Non-Broadcast Activities Pacé CBS Sales

NEW YORK — In a 1971 financial report, CBS said that in 1971 the first year of operations since the acquisition of Ampex Corp, new non-broadcast activities derived from non-broadcast activities. These include the record division, which is being marketed.

The company, according to William S. Paley, chairman, and Dr. Frank Stanton, vice chairman, showed an operating income of $11,026,000, a 9% increase of $9 million over the period. CBS 1971 income before extraordinary items was $36,792,000 on net sales of $1,247,000,000. Comparable results for 1970 were $61,246,000 and $1,210,755, respectively.

Per share earnings before the extraordinary items and accounting change for the first year of operations and 1% change were $2.14 compared with $2.14 earned in 1970.

Income before extraordinary items and accounting change for the second quarter of 1971 was $22,959,000 on net sales of $406,370,000. Comparable results for the fourth quarter of 1970 were $16,506,000 and $335,400,000, respectively.

Per share earnings before extraordinary items and accounting change for the second quarter were $2.95 compared with $5.86 earned in the fourth quarter of 1970.

Extraordinary items had a net negative effect in 1971 of 13c per share. These items included CBS's previously announced phase-out of CBS's Entertainment Division operations and an allowance for South American investments. These costs were considerable. The extraordinary items are 7% of the fiscal year net income before extraordinary items. Before extraordinary items increased by $206,000, or 20%, reflecting cost control during the months.

The capital earnings report noted that, due to seasonal factors, sales and earnings for the first six months of 1971 were lower than those of the second six months.

As the company announced in the first quarter, its year-to-date results include an increase of 10%. The sale of its investment in Pickwick International stock resulted in an after-tax gain of $800,000. A change to an alternative accounting practice for product returns turned for exchange resulted in an after-tax extraordinary charge against earnings of $390,000. Altogether, these extraordinary items are $2,438,000, or 5c per share, or 27c per share, reported above.

Despite the improvement in the company's earnings, in view of the severe loss suffered in the last fiscal year, executives predicted that the meeting next week decided that it was not to favor the provident board to resume the payment of dividends at this time.

Ampex Records, Inc., headquartered here, is traded on the American and Pacific Coast stock exchanges.

CI Continues Income Decline

HOLLYWOOD — Capitol Industries, Inc., has reported sales of $41,925,000 for the first six months of 1971, compared to $50,941,000 in the corresponding period in 1970. The continuing adverse sales trend experienced during fiscal 1971. Net income compared to $6,277,000 for the first six months of 1970, was $2,534,000 for the period ending Dec. 31, 1970, a 57% decrease. The company continued to hold its position among major retailers on the east coast.

Chairman Jesse Selter said NMC will be adding 13 more major west coast retailers to its roster of jobs. Adding in the $16,506,000 in record jobs at the first four months of 1972, the company's total net income increased 600 per cent to $19,110,000 for the comparable period of the previous year.

Sales Projection

At the annual meeting, Selter reiterated a projection of $22-$24 million in sales for calendar 1972. The figure also was the earlier in 1971 by NMC administrative vice president J.T. White. This projection was based on business generated by existing retail outlets serviced by NMC and did not take into consideration any new outlets the company might add.

Selter said NMC's recent acquisition, through an affiliate, Lease & Li- neral Co., of the remaining record departments formerly operated by Intermediate Stores Buying Corp., was worth $6 million or $2.14 million in record and tape volume from existing warehouse facilities. These presently include warehouses in Oceanside, N.Y., Detroit and Gardena and Burlington, Calif. "Our only dollars," he said, "would be in terms of personnel."

Capricorn Opens Office On West Coast

NEW YORK — Phil Walden, presi- dent and Frank Fenter, exec vice president of Capitol Records, report the opening of the label's west coast division at 6515 Sunset Boulevard, Suite #301.

Tim Lane has been named director of merchandising and marketing to act as liaison with Warner Bros. Rec- ords, which distributes Capricorn. The home office of Capricorn is in Macon, Georgia.

CTI Branch Opens In LA

NEW YORK — CTI Records has set up its own branch in Los Angeles, according to Vic Chirumello, general manager and director of marketing for CTI. The company owned branch, named CTI West, has Pico Boule- vard, Los Angeles 90006. The telephone number for the branch is (213) 735-1121.

It will handle all CTI and Kudu product exclusively and will also distribute any line of records that it will add in the future. The CTI Distribution Corp., which covers the entire area from the West Coast to the Great Lakes and the major west coast stores, will be under the per- sonal supervision of Bob Urey, who is now assistant to the manager for CTI Distributing Corp.

Bob Buziak, stationed in San Fran- cisco as regional promotion man- ager for both CTI and Kudu Records will be responsible for all record promotions. Another area manager, John Buziak will cover the Seattle and Denver markets.

CTI also said that the San Francisco area may order toll free by calling Enterprise 13496 in the San Francisco and Northern California area.

ASCAP Coast Meet

NEW YORK—ASCAP's semi-annual west coast membership meeting will be held at the Beverly Hilton Hotel during the Grand Ballroom of the Beverly Hill- ton Hotel in Beverly Hills at 5 P.M. on Oct. 31. At this meeting, reports on ASCAP activities will be given to the mem- bers by Stanley Adams, president, and other officials of the Society.

For the fiscal year ended July 31, 1971, ASCAP reported a net income of $3.9 million, up from $3.3 million the previous year. This was an increase of 18c per share before extraordinary items compared with a loss of $28.5c in fiscal 1970. For the first five months of 1971, ending Octo- ber 31, 1971, NMC's sales rose to $5.2 million from about $3.4 million in the comparable period of the previous year.

Iannucci Heads Playboy Ent. Div.

HOLLYWOOD — Playboy's founder and president, Hugh Hefner, has named former Capitol Records president Sai Iannucci to a new post with in the hierarchy of Playboy Enter- prises, Inc. Iannucci joins the organiza- tion as general manager of the music and entertainment division.

Hefner will be responsible for the administration of all facets of Play- boy's entertainment division, includ- ing the marketing of the record produc- tion, Playback Records and Music, ac- quisition of new broadcast properties, and other business ventures under develop- ment for Pay-TV, CATV and other audio-visual home enter- tainment pictures and rights.

Said Hefner: "With his background and experience, Iannucci is perfectly qualified to administer Playboy Enter- prises' expanding entertainment field. His broad adminis- trative experience in all facets of the entertainment business, and his position with the Graham company, give us the ideal executive to implement our future programs."

Before joining Playboy Enter- prises, Inc., Iannucci was president, Capitol Records, Inc., a post he as- sumed in 1969 after having served as vice president, administration, of National General Corporation and vice president of business affairs for the CBS Tele- vision Network.

At General Corporation, Iannucci was in charge of the company's acquisition activities in the leisure-time field and established a television and music operation.

At CBS Television, he was responsi- ble for the administration of the network, including all talent, programming and ma- ning of the television network.

Earlier in his career, he was a member of the legal departments of ABC and RCA.
London Meets On Two ‘High Priority’ LP’s

NEW YORK—Two special “high-priority” new albums were the focus (Friday 11) of a one-day crash promo seminar at Lincoln Records, for distribution by the company’s national promo team of regional and branch staffers were flown to New York.

The meeting, also attended by London entourages, recording companies and promo staff from the home office, incorporated intense planning sessions on expediting for the brand new release by the Peruvian artist, Yna Suman, called “Mister Salome” and the newly push-release Savoye Brown album, “Hubble Train,” released to tie in with the artist’s immediately upcoming American tour. The cross-country blanket opens Friday (25) in San Diego and continues through the end of April.

Following the one-day huddle, the London promo team fanned out for a heavy push starting the week (14) focusing the effort on 21 key national markets. Supporting advertising includes TV, underground and trade media, with the accent heavily on the audio side. That’s to say that the bulk of the promo buys will be in direct, on-the-air spots on both FM and AM and promotion.

The special meeting also dealt with the latest developments on four albums resulting from the recent country sessions, including two by Al Green LP, “Let’s Stay Together,” Dave Edmunds’ “Rockpile,” Crucify the Horseshoe by Paul Jones; and the new action LP, “Movin’ On,” by the West Coast group, Buckwheat, from which the song, “Simple Song of Freedom,” is out.

Greer Is GM Of Sound of Memphis Label

NEW YORK—Producer, writer and performer Dan Greer has been named general manager of the Sounds Of Memphis label, which is distributed by RCA-Underground and trade media, with the accent on the audio side. That’s to say that the bulk of the promo buys will be in direct, on-the-air spots on both FM and AM and promotion. He will be reporting to Greer and Bean.

Pic, TV Writers Sue On Rights

NEW YORK—Film and TV composers have gone to the courts to seek revision of standard writers contracts with film and TV producing companies and the three networks.

The composers, who claim they should have to give up, in perpetuity, rights to their music under “employment” contracts, have filed a $300 million suit in New York Federal Court against the three major networks, CBS, NBC, ABC, seven major film and TV companies, MGM, UA, Universal, Columbia, Walt Disney, Paramount, and their production units.

Under the proposed transaction, Steinway shareholders would receive 275 shares of RCI, 60 shares of Steinway, and $25,000,000, to return for their shares of Steinway. The transaction is subject to ex- cept the acquisition by other parties.

Ada Cogan, the famed English singer, signed an exclusive world-wide contract with CBS, NBC, ABC, for a three-week engagement at the Cafe Carlyle, which will include all her best hits. It is understood that the Steinway, and the Columbia, will handle the American rights.

NEW YORK—Thirteen recording artists from the Atlantic Family of record will be performing in New York City.

It all started with a one week per- formance by the Asylum Records artists, Jan & Dean, who opened the show on Monday, Feb 3, at the Apollo Theatre. Jan & Dean’s performance was well received by the audience.

On Thursday (10) with his premier events, which will include a 14-piece revue, The Midnight Movers, at the famed Copacabana. The Atlant ic artist will open the new engagement. Opening the show at the Copa will be Atlantic artist Jackie Moore.

On Saturday (12) Atlantic’s hit group, The Osmonds, will appear at the Academy of Music, to be followed by J. Geils Band on Feb. 18 and the English Yes group on the 19th and 23rd.

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Cooper To Recotope

MASPETH, N.Y.—Jack Silverman, president of International Recotope Corp., has announced that Perry Cooper has been appointed promotion director for the firm. Cooper will coordinate all promotion and publicity for all artists and products from the firm’s Maspeth, Queens office.

Geller Exits CB

HOLLYWOOD—Harvey Geller, for the past six years serving in various capacities for Cash Box on the west coast (including coast editor, manager, and publisher) has announced his resignation, effective this week.

Prior to joining Cash Box he re- presented the music business, T. M. Music and Korwin-Dominion Music here. His New York affiliations in- cluded EMI and Phillips (as manager) and London Records (as national promotion manager). Geller has produced and directed sessions recorded by such artists as the Kingston Trio, the New Christy Minstrels, the Bells, Fox and Jimmy Dean.

Atlantic Acts Heat Up New York

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Legrand Music To Chappell

NEW YORK—Composer Michel Legrand will sign an exclusive worldwide publishing agreement with Chappell Music, according to Jacques B. Chappell, president of the company.

Chappell is one of the world’s largest music publishers and international publishing firms.

Under the terms of the agreement, Chappell will handle all of Legrand’s new compositions plus those which have been published during the last five years. All future publishing operations will be set up in the English-speaking world.

In addition, the company is negotiating with Chappell, Legrand and producer-manager Nat Shapiro, his rep, participating in the English-speaking countries. Chappell companies will have worldwide publishing rights in the rest of the world.

Chapin LP Bow Keys Elektra Campaign

NEW YORK—The Elektra, Columbia and Warner art departments have organized a massive campaña marketing campaign for Harry Chapin’s debut album “The Littles” with maximum exposure in stores, on radio and in print.

A 3-dimensional stand-up display for in-store use has been designed. The display uses a photo of a taxi with a projecting photo of Chapin that appears to be leaping out of the cab. The top border which contains the album title over a dark background is in full color. Stores will also be provided with four color posters and two color handouts. In addition, a mini-jacket sticker has been made for promotional distribution. Besides display materials, Elektra is planning an extensive print and radio ad campaign which will stress both the album and the single, “Taxi,” which has already received wide interest from radio stations.

New Glossies

For the print ads, a new concept in mini-glossies has been developed, which creatively combines reproductions of the album cover and logos, but also contains headlines and quotes for print and radio. The concept has been made up especially for the album for distribution to salesmen and account representatives for the single. Finally, a special cover has been designed for the album by art director Robert Heimann which is geared to the visual impact. The cover has a double gate-fold jacket with the front flap die-cut through the center fold and bound. It includes two full color photographs (on both sides of the front cover) which are part of a six-page full color insert.

The extensive merchandising aids will be used to enhance already exiting interest in Chapin, which developped due to his appearance at the Elektra national sales convention in Palm Springs last month. As a result of the interest he and his band made on dealers and salesmen, W-A branches are backing the LP with heavy pre-release orders.

SG—Col Books On Soul, Sherman

NEW YORK—Screen Gems-Columbia Publications has just released two follow-up books. “The Singles-Singles Stars,” contains 30 recent hits along with photos of 18 popular disk acts from the soul field.

The other, “Bobby Sherman Souvenir Song & Picture” album includes 12 recent records plus photos by the hitmaker. Also, the book contains two 11" by 17" four-color poster of Sherman, as well as many pages of promotional and complete lyrics to all of the songs.

Featured artists in the soul book are Stevie Wonder, Smokey Robinson, Little Richard, Aretha Franklin, Denise LaSalle, Lou Rawls, Joe Simon, Johnny Taylor, Harold Butler and Roberta Flack & Donny Hathaway.

Both books retail at $2.95.

Salkin Exits MCA

NEW YORK—Marty Salkin has left MCA Records. Salkin, who was among the company’s special products wing, held a key management position at the company before its managerial shift to the west coast.
Beginning this week, George Jones' track record meets Epic's track record:

"We Can Make It" is George Jones' first solo single on Epic.

George Jones is one of the most consistent hit-makers, and one of the most respected artists in the country. He's one of the few men ever voted No.1 Country Artist two years in a row.

And his first album and single with his wife, Tammy Wynette, are both currently among the Top-10 best-selling country music records.

Now, Epic proudly presents George Jones' first solo single on our label... produced by Billy Sherrill... the first in a long series of recordings headed straight for the top. (One week after its release it's No.69 with a bullet.)

George Jones now exclusively on Epic Records. A great combination that's making country music history.

"We Can Make It"/George Jones On Epic Records
Plan Major Radio Promo For Raspberries

HOLLYWOOD — Raspberries, whose debut on Capitol Records is scheduled this month, will benefit from a nationwide introduction that includes concert dates in eight major markets.

Appearances are part of an on-air promotion, "Win a Rock Concert," that kicked off in late January and ultimately will involve more than 3,000 commercial spots, as well as collateral merchandising, at a total cost estimated at more than $400,000.

In the promotion aimed at junior and senior high school students by the sponsors, Beechnut, Inc., is a free admission, two-hour show on every winning campus.

Raspberries is joining the Grass Roots, ABC/Dunhill artists, on the hill. Cities involved are Los Angeles, San Francisco, Philadelphia, Cleveland, Cincinnati, Dayton, Chicago and New York. Each show, scored by an on-air personality from the participating radio station, will be open only to the student body and faculty members. The product being promoted is Care-Free Sugarless Gum.

Spots began airing in late last month over KRL, Los Angeles, KJY, San Francisco, KRO, Sacramento, and WIBG, Philadelphia. They begin

PRM Adds 2 Markets

LOS ANGELES — Martin Cerf, editor of Phonograph Record Magazine, announced the addition of WIXY-AM in Cleveland and WBIM-FM in Chicago to the list of stations currently affiliated with the publication.

Phonograph Record Magazine, launched in August, 1970, is published monthly by United Artists Records. The label currently distributes 40,000 issues, and radio outlets circulate another 42,000.

In each of the respective markets where PRM is associated with a station, the paper is prepared with station identification, and the station retains exclusive rights for distribution locally.

WIXY and WBIM join KDAY (Los Angeles) WABX (Detroit), KSHE (St Louis), and WRCM (Washington, D.C.) Representatives wishing distribution information should contact Martin Cerf or Bill Roberts at 6020 Sunset Blvd, Hollywood, CA 90028.

Short On WNET-TV

NEW YORK — Atlantic recording artist Bobby Short will star in WNET's premiere show of vibrations, a music and dance series, debuting from New York on Channel 13/WNET at 9 P.M., on February 16 and at 8 P.M. on February 20. Short devotes the entirety of the program to Cole Porter's tunes, many of which are on his current Atlantic album, "Bobby Short Loves Cole Porter."

A JOB WELL DONE — A&M recording artists Mimi Farina and Tom Jans were the featured attraction on the weekly live concert series held by Ultrasonic Recording Studios, Hempstead, Long Island, and WLR-FM. Following the concert, which was broadcast in stereo, the duo posed with some of the people who helped make the show a success. Left to right, Hank London, music director of WLIR-FM, Mimi Farina, Bill Stahl, president of Ultrasonic, Tom Jans and Mike Epstein, talent coordinator for the series which is aired every Tuesday night.

Cash Box — February 19, 1972
CANNED HEAT JUSTRecorded Their First New LP In Almost Two Years.

HISTORICAL FIGURES AND ANCIENT HEADS/CANNED HEAT

IT'S AN ALBUM YOU'VE BEEN WAITING FOR.

This time around, Canned Heat rocks 'n rolls in the select company of Little Richard, Harvey Mandel, Charles Lloyd and a few other of their celebrated friends.

Joel Scott Hill makes his debut as a permanent member of the group, singing and playing up a storm.

And the rest of the band has never played better.

The album is called HISTORICAL FIGURES AND ANCIENT HEADS.

It just goes to show you that when it comes to rock 'n roll music, you still can't beat the Heat.

'HISTORICAL FIGURES AND ANCIENT HEADS'

Produced By Jim And Skip Taylor
On United Artists Records And Tapes

LP: UAS-5557
8-TRACK: U-8338
CASSETTE: K-0338
**Additions To Radio Playlists — Primary Markets**

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

<table>
<thead>
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<th>WABC-NEW YORK</th>
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<tbody>
<tr>
<td>Lion Sleeps Tonight—Robert John—Atlantic</td>
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<td>Everything I Own—Bread—Elektra</td>
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<td>Sweet Seasons—Carole King—Ode</td>
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<td>Black Dog—Led Zeppelin—Atlantic</td>
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<th>WHB—KANSAS CITY</th>
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<td>Nickel Song—Melanie—Buddah</td>
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<td>Roy Jones Work Is Never Done—Sonny &amp; Cher—Kapp</td>
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<tr>
<td>Could It Be Forever—David Cassidy—Bell</td>
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<td>Mother &amp; Child Reunion—Paul Simon—Columbia</td>
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<th>WMK—NASHVILLE</th>
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<td>A Horse With No Name—America—W.B.</td>
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<td>Heart Of Gold—Neil Young—Reprise</td>
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<td>Could It Be Forever—David Cassidy—Bell</td>
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<th>WFL—PHILADELPHIA</th>
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<td>We Get It To Get—Addris Bros.—Columbia</td>
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<td>Could It Be Forever—David Cassidy—Bell</td>
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<td>Monkey Runner—Quincy Jones—A&amp;M</td>
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<td>Hey Daddy—Eddy Arnold—Uni</td>
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<th>WMX—BOSTON</th>
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<td>Heart Broken—Guess Who—RCA</td>
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<td>Taxi—Harry Chapin</td>
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<td>Laugh &amp; Sing—Family—U.A.</td>
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<th>WOKY—MILWAUKEE</th>
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<td>Poppy Love—Donny Osmond—MGM</td>
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<td>Raindrops Keep Falling On My Head—Barry Manilow—Columbia</td>
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<td>A Man Who Sings—Richard Landers—ABC</td>
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<td>Diamonds Are Forever—Shirley Bassey—United Artists</td>
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<td>Hammer Song—Mike Curb—Columbia</td>
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<td>A Horse With No Name—America—W.B.</td>
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<th>WAY—CLEVELAND</th>
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<td>Poppy Love—Donny Osmond—MGM</td>
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<td>Roundabout—The Atlantic</td>
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<td>Crazy Mama—I—J.-J. Cali—Shelter</td>
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<td>No One To Depend On—Santana—Columbia</td>
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<td>Handbags &amp; Gladrags—Rod Stewart—Mercury</td>
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<td>A Horse With No Name—America—W.B.</td>
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<td>Glory Bound—Grass Roots—Dunhill</td>
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<th>WRIT—MILWAUKEE</th>
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<td>Could It Be Forever—David Cassidy—Bell</td>
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<td>Willpower Week—Bullitt—Big Tree</td>
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<td>Need You—David Rogers—Columbia</td>
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<td>A Horse With No Name—America—W.B.</td>
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<td>UA In Hair—He &amp; Tina Turner—U.A.</td>
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<td>Glory Bound—Grass Roots—Dunhill</td>
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<td>We Get It To Get—Addris Bros.—Columbia</td>
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<th>WLS—CHICAGO</th>
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<td>Way Of Life—Cher—Kapp</td>
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<td>Don't Say You Don't—Beverly Bremers—Scepter</td>
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<td>Joe Tex—Mercury</td>
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<td>Ring The Living Bell—Melanie—Neighborhood</td>
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<th>WKNR—DETROIT</th>
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<td>A Horse With No Name—America—W.B.</td>
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<th>WIBG—PHILADELPHIA</th>
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<td>Times—Tina Turner—Epic</td>
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<td>I Brangy—Scott English—Janis</td>
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<th>WKBJW—BUFFALO</th>
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<td>A Man Who Sings—Richard Landers—Dunhill</td>
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<td>Rock &amp; Roll Lullaby—B. J. Thomas—Scepter</td>
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<th>KKA—SAN FRANCISCO</th>
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<td>Floy—Joplin—Motown</td>
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<td>Baby, A Goin'—T-Rex—W.B.</td>
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<td>Ring The Living Bell—Melanie—Neighborhood</td>
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<td>I Can't Help Myself—Donny Osmond—RCA</td>
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<th>KND—SACRAMENTO</th>
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<tr>
<td>Living With You—Marfred Mann—Polydor</td>
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**THE BIG THREE**

1. A Horse With No Name—America—W.B.
2. Could It Be Forever—David Cassidy—Bell
3. Son Of My Father—Giorgio—Dunhill

**MAHALIA**

Mahalia's legacy to the people is on the Nashboro label. Fourteen of her greatest albums. Two 8-track tapes. And four 45 singles. Plus her new album release: "'Kenwood 506" which is also in 8-track (Kenwood 80506). All are available for immediate shipment.

*DOCTOR'S PRESCRIPTION.*—Dr. Hook and the Medicine Show while in town to promote their first Columbia album, stopped in at Cash Box-L.R, they are: (back row) George Cummings, Rick Elsaw, Jay David, Cash Box's Christie Barter and George Albert, Ray Sawyer and Columbia Record's Michael Ochs. (Front row) Robert Janie Garfat, Dennis Locoriere and Billy Francis. Dr. Hook's album is being released this week.

Cash Box — February 19, 1972
we've got a dog on our hands!

12,000 RECORDS IN 5 DAYS - DALLAS, TEXAS

"LITTLE DOG HEAVEN"
recorded by
JUNE JACKSON
Bell #45, 173
Produced and arranged by Mike Post

BELL RECORDS
A Division of Columbia Pictures Industries, Inc.
Additions To Radio Playlists Secondary Markets

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

KIOA— DES MOINES
Mother's Children—Paul Simon— Columbia
Way Of Love—Cher—Kapp
Lisa Sleigh Tonight—Robert John—Atlantic
Heart of Gold—Neil Young—Reprise
Everything I Own—Bread—Elektra

WPOP— HARTFORD
Crazy Mama—J. C. Cash—Shelter
House Of Gold—MGM
Softly Whispering—I Love You—English Comedy
Waking Up Again—Paul Williams—A&M
A Cowboy's Way—Sonny & Cher—Kapp
Heart Of Gold—Neil Young—WB
Rock & Roll Lullaby—B. J. Thomas—Scepter
Goin' Down The Line To LA—Black & Ward—Kama Sutra
One Way Sunday—Mark Almond—Blue Thumb

WING—DAYTON
Way Of Love—Cher—Kapp
Runnin' Away—Sly & Family Stone—Epic
Ring The Living Bell—Melanie—Salmo Norte—Hibbouds
SNEAKLED S amb—REO Speedwagon—Epic
Rock & Roll Lullaby—B. J. Thomas—Scepter
Love Is Like Love—Frank Mills—MGM
Glory Bound—Grass Roots—Dunhill
A Horse With No Name—America—Warner Bros

WSGN—BIRMINGHAM
Could It Be Forever—David Cassidy—Bell
Put Your Records On—Don McLean—MGM
Jungle Fever—Chakachas—Polydor
Do You Remember—The Crystals—Columbia
Teddy Tycoon—Donny Osmond—MGM
I Feel It Bein'—David Cassidy—Bell
Brandy—Scott English—Janus

Daybreak Deal With Hansen

HOLLYWOOD — Daybreak Music, associate firm of Daybreak Records, just concluded an agreement with Hansen Publications whereby the print rights to Daybreak copyrights will be handled by Hansen in the USA, Canada, Great Britain and the Republic of South Africa. The agreement was confirmed by Daybreak president Sonny Burke.

The negotiations between Hansen executives Murray Bass and Goldie Goldmark by Bobby Weiss, executive vice-president and general manager of Daybreak, an agreement was finalized for the Daybreak (ASCAP) sheet music and folio rights. Daybreak Music features copyright of Frank Sinatra, Jr., Larry Grove, Paul Francis Webster, Danny Guy, Les Brown, Sonny Burke, etc., with the present catalogue of titles consisting of more than 50 recorded works.

WCO—COLUMBUS
University Of Kentucky—RCA
Could It Be Forever—David Cassidy—Bell
I Wield—Neil Young—Reprise
Won't You Take—Sue Ann—JMI
A Horse With No Name—America—Warner Bros
No One To Depend On—Santana—Columbia
Just For You—REO Speedwagon—Epic

KRUX—PHOENIX
Jungle Fever—Chakachas—Polydor
Hey Jude—The Beatles—Epic
Can't Help Myself—Dionne Warwick—Atco
I Can't Help Myself—Sundays—MGM
I'm Going To Make You Love Me—Bonnie Pointer—Kama Sutra

KAKO—TULSA
Sailin'—Gibson—Dunhill
A Horse With No Name—America—Warner Bros

WLEE—RICHMOND
Dorothy—Beverly Fritchie—Scepter
Stay With Me—Faces—WB

WBOO—AUSTIN
Don't Go Away—B. J. Thomas—Scepter
Da Your Thing—Mick Jagger—Epic
A Horse With No Name—America—Warner Bros
This Mark Is Never Done—Sunny & Cher—Kapp
Handbags & Gladrags—Rob Stewart—Mercury

KEY—WICHITA
The First Time I Saw Her Face—Roberta Flack—Atlantic
What Makes It Happen—Paul Williams—A&M
Softly Whispering—I Love You—English Comedy
Glory Bound—Grass Roots—Dunhill
Rock & Roll Lullaby—B. J. Thomas—Scepter
The Day I Found Myself—Honey Cone—Hot

BAC—HOMEWOOD
Roundabout—Yes—Atlantic
Who?—Bob Dylan—Columbia
I Wield—Neil Young—Reprise

Cash Box — February 19, 1972

www.americanradiohistory.com
A SMASH! That's
"WHAT IT IS"
(G 7114 F)

THE
UNDISPUTED
TRUTH

From the Album
"Face To Face"
(G 959 L)
Produced By
Norman Whitfield

YOU'LL BE SEEING MORE OF NO. 1 IN '72.
CARNegie Hall, NYC — Lighthouse made its break-through to the New York audience last week, first appearing as drummer of a group that got on the same Carnegie stage two years ago.

The group got together only a few weeks ago, with a fresh addition to their percussion section: Cusse, unquestionably the most remarkable percussionist ever to grace the stage. Cusse was introduced to the group by John Cosby, the evening’s offerings were made by Bob Ammons, who recently joined the band. The band is comprised of saxophonists Randy Weston, George David Weiss, and Claude Thompson, all of whom have made significant contributions to the world of jazz.

Cusse’s drumming style is a unique blend of traditional and modern elements, combining the rhythmic patterns of African drumming with the improvisational techniques of jazz. His playing is characterized by his ability to fuse different styles and cultures, creating a sound that is both traditional and innovative.

The evening’s offerings were made by Bob Ammons, who recently joined the band. Ammons is a versatile saxophonist, known for his ability to play a variety of styles, from blues to bebop.

Other notable performers included George David Weiss, who played a blend of piano and saxophone, and Claude Thompson, who played saxophone and flute.

The concert was held in Carnegie Hall, a world-renowned venue known for its outstanding acoustics and historic significance. The hall has hosted many notable performances throughout its history, making it a perfect venue for showcasing the talent of these musicians.

Overall, the evening was a testament to the power of music and the talent of these musicians. The audience was captivated by the performances, and the night ended with a standing ovation for all involved.

Cash Box — February 19, 1972
"So what it comes down to, you gotta have your friends around you."*

Everybody's making friends with "Friends & Family"... Julianna... "Coming Of Age" [LRS-1101] from the new album by the Five Man Electrical Band.
HARRY CHAPIN (Elektra 45770)
Taxi (6:10) (Story Songs, ASCAP—Chapin) Folk-rock epic in the tradi-
tion of Tom Paxton and Pete Seeger. "In The Frozen Trout Restaurant!" is a lengthy item "cause right off the bat you hear a lot of typical folksy turns. Much talk about singer's merits is amiss. Flip: No info avail.

STAMEPERS (Bell 188)
Monday Morning Choo-Choo (2:13) (Corral, BMI—R. Dotson) They're back with the same folksy groove. Success. "As nice as a "sweet city Woman brought them in" and shuffled back in their direc-
tion. Flip: "Then Came The White Man" (3:46) (same—R. King)

LITTLE JOHNNY TAYLOR (Ronn 199)

Z. Z. HILL (Mankind 12907)
Hold Back (One Man At A Time) (Four Star, BMI—D. Monda, R. Bullock) Jimmy Hassey's blast of a hit. "Of Love." Z. Z.'s firm control backed by a fine production should see it to its chart peak slowly soon. Flip: No info available.

FREDERICK KNIGHT (Stax 0117)
I've Been Lonely For So Long (3:11) (EAST/Memphis, Lowery, BMI—P. Knight & J. Weaver) Falsetto lead backed by unique-sounding group im-
parting the single's excitement. Shimmering success. Few of a year's batch. Intriguing r&b debut. Potential for hold. Chart On Me' (2:53) (East/Memphis, Roffinga, BMI—P. Knight, A. Vare-

MEGAN MCGOWAN (Wooden Nickel 299)
Pocketful (3:53) (Wooden Nickel, ASCAP—M. McGowan) She's got a beautiful instrument in her voice and it's presented in a new manner. She has a fine Top 40 programmers on her de-
but disk. Flip: No info available.

MALO (Warner Bros. 7559)
Suavete (9:25) (Canterbury, ASCAP—K. Sabor, M. Judd, R. Feli-
ea) Jorge Santana-led group smooths out into aSanteria funk set. From their chart LP. Flip: No info available.

JOHNNY MAESTRO (Buddah 289)
Snow (3:07) (Jitters, BMI—V. Benedict, L. Ritter) Legend in his own time so-
loot a seasonal love song in sleek shimmering manner. Flip: No info available.

THE ORIGINS (Soul 35993)
I'm Someone Who Cares (2:47) (Jabotie, BMI—J. Britto, B. Bonif, J. Chambers) Material the 4 Tops could just as easily have handled is strength of the ballad. Motor City, looking for airplay and sub-
sequent sales. Flip: No info available.

BLACK IVORY (Today 1508)
You're The One (4:15) (Irving, BMI—S. Haascome, I. Burgess) Group could rank with Chi-Lites and Steelfish. "You're The One" gets its share of pop play. Flip: "Our Farewell" (3:57) (same—P. Adams, T. Phillips)

PETER LEMINGELO (Mark V 3221)

CASH BOX—February 19, 1972 21
“Lookin’” is Boots Randolph’s contribution to the instrumental revival.

Suddenly, instrumentals are scoring into the Top 100 again.

And to celebrate the occasion, Boots Randolph has come up with a solid, new instrumental hit: “Lookin’.”

Written to be a hit by Felice Bryant (who wrote classics like “Bye Bye Love” and “Wake Up Little Susie”).

Performed to be a hit by Boots. (With his sax all the way up front, like in the old days. And a solid, Memphis beat behind.)

“Lookin’” is already a jukebox favorite.

Now, watch it become a Top-40 favorite.


House of Bryant Publications.
Once upon a time (just a few months back),
a Country artist of long standing (but little fame)
named FREDDIE HART
emerged as an “overnight” Country (and even pop chart)
superstar with a single called “Easy Loving” (#3115)
and an album named “Easy Loving” (ST-838)...

Now,
Freddie’s newest hit single—MY HANG-UP IS YOU (#3261)
has also grown into a sensational album...

Freddie Hart happened at Capitol,
where every month is Country music month.
<table>
<thead>
<tr>
<th>Rank</th>
<th>Album Title</th>
<th>Artist</th>
<th>Label</th>
<th>Catalog Number</th>
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<td>American Pie</td>
<td>Don McLean</td>
<td>United Artists</td>
<td>USA 5535</td>
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<tr>
<td>2</td>
<td>The Concert For Bangla Desh</td>
<td>Various artists</td>
<td>Philips</td>
<td>STL 3385</td>
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<td>3</td>
<td>Music</td>
<td>Carole King</td>
<td>Epic</td>
<td>7200</td>
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<td>4</td>
<td>Hot Rocks</td>
<td>Rolling Stones</td>
<td>London</td>
<td>2LPS 6067</td>
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<td>5</td>
<td>Pictures At An Exhibition</td>
<td>Emerson, Lake &amp; Palmer</td>
<td>Atlantic</td>
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<td>6</td>
<td>A Nod Is As Good As A Wink To A Blind Horse</td>
<td>Faces</td>
<td>Warner Bros</td>
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<td>Alice Cooper</td>
<td>Warner Bros</td>
<td>BS 2567</td>
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<td>Fragile</td>
<td>Yes</td>
<td>Atlantic</td>
<td>ST-2211</td>
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<td>There's A Riot Gooin' On</td>
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<td>Harmony</td>
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<td>All Day Music</td>
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<td>In The Family</td>
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<td>Get To Be There</td>
<td>Michael Isakson</td>
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<td>Laura Lee</td>
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<td>Konko</td>
<td>RCA LSP 4545</td>
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**Selected Albums:****

- **Electric Warrior**
- **Gonna Take A Miracle**
- **Weird Scenes Inside The Gold Mine**
- **Get's Next To You**
- **Sunlighter**
- **Tea For The Tillerman**
- **CLOCKWORK ORANGE**
- **Soulful Tapestry**
- **Asylum Choir II**
- **Cerf**
- **Thoughts Of Movin' On**
- **Mark Almond II**
- **I've Been Here All The Time**
- **Diamonds Are Forever**
- **Ozone**
- **Cher**
- **Charley Pride Sings Heart Songs**
- **Woyaya**
- **Who's Next**
- **Sonny & Cher Live**
- **Message From A Drum**
- **Tupeol Honey**
- **Aerie**
- **Every Good Boy Deserves Favor**
- **Papa John Creach**
- **Big Screen—Little Screen**

*Source: Cashbox Top 100 Albums (1972)*
The message that rock music is still looking for

You get it in the streets where people are looking for freedom. You hear it in tiny churches and one-room meeting halls where people are looking for truth. You find it at demonstrations where people are looking for peace and justice through equality. And you discover it in yourself if you have any kind of sense at all. "Bealtitude, Respect Yourself" is the new Staple Singers album. It picks up where the good book leaves off.

Bealtitude: Respect Yourself
The Staple Singers

Stax Records, A Division Of The Stax Organization, Memphis U.S.A.
**O'Givie To Atlantic Artists Rel.**

NEW YORK—Jerry Greenberg, senior vice presiding officer and general manager of Atlantic Records, reports that Vic-tor O'Givie has been promoted to the firm's vice president.

O'Givie, formerly national director of Daughters of Biltmore and Dorn, joined the company in 1970. In his new post he will be responsible for overseeing artist relations, tour activities, coordination of concert and television appearances, and developing close liaison with artists, managers and booking agencies. He will also supervise Atlantic's new contract and special events.

Working with O'Givie in artist relations will be Barbara J. Harris. Miss Harris has worked in Atlantic's promo department during the past five years, working in the Atlantic Recording Studios. Before joining Atlantic, she was an A & R man and pro-duced three albums for Vanguard. She has also hosted a jazz show over sta-tions WNEW and WINDX. She will work closely with Dorn.

Before joining Atlantic O'Givie was a commander in the armed forces and a noted manager of artists including Roberta Flack, Les McCann, Willie Bobo and Walter Washington.

Miss Harris joined Atlantic in 1968, and previously worked with the Queen of Soul, are marketed through her then, in various public relations posts in the fashion industry.

Briefly, previous experience in-cludes 15 years in record retailing, culminating as general manager for the Record Shack.

**Griffith To Col.**

HOLLYWOOD—One of television's top stars, Andy Griffith, is reentering the record business via a contract with Columbia Records. With his first album, "A Date for Andy," scheduled for release in June, Griffith has become the latest in a long line of stars to enter the record industry.

Griffith's previous experience in-cludes 15 years in record retailing, culminating as general manager for the Record Shack.

**Silverman To Candy Stripe**

ISLAND PARK, NY—Allen Silver-man has been named general man-ager in charge of the promotion division of Candy Stripe Records, the whole-sale, according to Bernard Keil, pres-ident. He was previously with Stan-ford Distributors in Jamaica, L.I., and Tom Hall One Stop in Brooklyn. He will attend the American Record Con-vention in Miami next month.

**RCA & A&R Shift**

(Cord't from p. 7)

Before re-joining RCA, Burkhimer was with Famous Music. He joined that company in Sept. of 1970, as east coast director of A&R. In less than a year, he was promoted to national director to head up the company's recording activity in the Paramount-/ Dot family of labels.

When he was in position with Paramount-/Dot, Burkhimer was with RCA for 17 years, the last six of which he spent in various manageri-al capacities within RCA Records' A&R department.

Prior to RCA, Burkhimer was in-olved in all creative phases of the record company's operations. He held key positions working in advertising, promo, merchandising and sales.

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We don't make records but we do publish record-making songs.

Final NARAS Grammy Nominations for 1971

RECORD OF THE YEAR
It's Too Late
Carole King (Ode)
Written by Carole King & Toni Stern

You've Got A Friend
James Taylor (Warner Brothers)
Written by Carole King

ALBUM OF THE YEAR
Tapestry
Carole King (Ode)
Songs Written by Carole King,
Gerry Goffin, Toni Stern & Jerry Wexler

SONG OF THE YEAR
You've Got A Friend
Written by Carole King

BEST FEMALE POP,
ROCK & FOLK
VOCAL PERFORMANCE
Tapestry (Entire Album)
Carole King (Ode)
Songs Written by Carole King,
Gerry Goffin, Toni Stern & Jerry Wexler

BEST MALE POP,
ROCK & FOLK
VOCAL PERFORMANCE
You've Got A Friend
James Taylor (Warner Brothers)
Written by Carole King

BEST POP,
ROCK & FOLK
INSTRUMENTAL PERFORMANCE
Smackwater Jack
Quincy Jones (A&M)
Written by Carole King & Gerry Goffin

BEST RHYTHM & BLUES
PERFORMANCE
BY A DUO OR GROUP,
VOCAL OR INSTRUMENTAL
You've Got A Friend
Roberta Flack & Donny Hathaway (Atlantic)
Written by Carole King

BEST INSTRUMENTAL
COMPOSITION
Hill Where The Lord Hides
Written by Chuck Mangione
Published by
Screen Gems-Columbia Music, Inc.
& Rohaba Music, Inc.

BEST ORIGINAL SCORE
WRITTEN FOR A MOTION PICTURE
OR A TELEVISION SPECIAL
Bless The Beasts And Children
Written by Barry De Vorzon
& Perry Botkin Jr.

Congratulations to everyone connected with these outstanding records.

Screen Gems/Columbia Music, Inc.
**** Cash Box/Talent on Stage ****

B. B. King

Freddie King

WHISKY A GO GO, L.A. — It could have been a battle of the Kings, I suppose. Sometimes even the greatest stars wear out their welcome before the audi-
ters appeared together for one night at the Whisky A Go Go. The famous B. B. King was playing, as was Freddie King, who for his set of material in-
cluding "Five Long Years," an El-
more sides, his reputation has not suf-
course, his own "The Stumble," he pulled out all stops to get his audience's atten-
tho "beauty. But when he was released on the Elektra label, "Bitter and Blue," his first album, he sang behind his piano that we could as easily have been watching her in her blue jeans. For his third album, "Uncle Malcolm," off the new album, is a tale of a country girl who has been a good vocalist. But he's a scratch singer. Eden has obviously worked harder than ever since he's been shelf-packed with lots of extra special material (on such as "Oh Baby," "Bobby Dee-Pickin'," "Rain-
joey," (if somewhat abbreviated) all fine, but this is just a matter of taste. It's really a gift. The songwriter emerges into a new dimension, but this is the case with Carol. Her compositions are different in a rather interesting way. When she sings them, she adds a new element of perceptiveness to the music. As a piano accompaniment which is all-present though never in-
Headlining the evening was United Artists' Carol. The New York Hall concert will be held in two weeks. For '53, she was named "Miss Pickett" and "Jackie Moore" in the New York Times. She has been described as "The new King" and "Making live for the last couple of years at least—"How Blue Can You Get," and so on. None of his material was anything out fine; everything came out by the usual King. A what! A what a night.

Wilson Pickett

Jackie Moore

COPACABANA, N.Y.—We knew the moment we saw the three buses loaded with mid-western tourists fill the upper tier of the Copa floor that this could never be free, these two people probably would have flipped for a Lawrence Welk type of show. But this was a new fresh, as there are no titles, everything that Wilson Picket-
took from the lower classes in the Copa. Add to this the beauti-
Copa timing of having your steak 
prints (you get the feeling you're eating against a deadline) and you end up with a handicap that's almost insur-
mountable. But Wilson gave it his all in his silver sequin suit. He sang his heart out. "Fire & Water," a whis-ker-throated soul version of "Nev-
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citement in "Don't Knock My Lock." But the people just didn't under-
stand. And since Wilson does ten times as much as he performs on stage and put the audience down for not getting it, but nothing could have saved it.

Even Jackie Moore, who has one of the most exciting soul voices to come to mind of late, absolutely, great opening night, couldn't really cut through the movement of waiters and the serving of the food.

I'd love to see this Pickett Revue again in a better setting. Maybe the Copa, with its present day tour audi-
tence, isn't yet ready for "real" soul music.

Carroll Hall

McARTER THEATRE, PRINCE-
ton, N.J. — With a voice which is both raspy and smooth, Hall's music is full of an inner soul which the combatants could have pic-
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Fredie is a highly competent per-
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Alouette Drive
On Catalog Of
Geld & Udell

NEW YORK — With the success of the recording of "Hunting Each Other" by the Carpenters, as written by Gary Goldman, Bob Dorough, Joe Petralia, and Kriss Ross, of Alouette Productions, announced plans to do an exhaustive exploitation of the Alouette-held Anadlusian Music Co., which purchased Geld-Udell Music Catalogue from the firm some time ago. The catalog consists of only Geld-Udell copyrights many of which were chart or top ten records. When Geld and Udell were producing and writing for the market. More currently Geld-Udell moved into the Broadway and film areas and were successful with their first show, "A Man Who Sings." Ross says, "We will present the unrecorded as well as the prior hit material and we feel we can succeed, as well as in the case of "Hunting Each Other." Alouette's other major project is singer/composer/producer Richard Landis whose debut album "Natural Causes" has just been released by Dunhill Records, as well as a simultaneous release of "On Date to My House" by Layne Marlite, Jr. As always the Geld-Udell staff is providing promotion and exploitation of the Landis material, since Alouette participates in publishing and production.

Landis is currently on a nationwide tour promoting his album and Alouette is exploiting this material with other artists.

Bruce Rothstein, formerly of the Alouette staff, has joined Looking Glass Records, according to Man-

ny Wells, president of the wholesaler. In September, Looking Glass, which has five titons on 8-track and cassette tapes are available, will have a radio campaign which will be airing. Also, it is also planning, for rush release, a stereo LP of a Passion Four album conducted by the Malavsky family.

Rev. Coleman's Rock Gospel Time

NEW YORK — Reverend C. Coleman, a former deejay, is featured on an LP, "Rock Gospel Time/Rev. The Ministry." Set contains music and feasting on subjects of social con-

cern. A single from the set, "The Dope Song" and "Share It," has also been released. Brunswick records handles the disks. While the set re-
tails for $4.95, it's being sold to black church groups for $3.95.

Petraia Is Franchi Rep

NEW YORK — Singer Sergio Franchi has named Joe Petraia his record promo rep. Petraia is currently working on Franchi's new Metromedia LP, "Sergio Franchi," and will leave for the west coast on Feb. 22 to do a work for a new album. Petraia will be making coming appearances at Harrah's in Reno, the Grove in L.A., the Flam-

ingo in Las Vegas and the Circle Star Theatre in San Carlos.

Gathered — Celebrating their signing with RCA Records, the Sidewinders, a "New Orleans Rock 'N Roll Band," with their producer Benny Kaye, surrounded RCA Records' division vice president, contemporary music, Dennis Katz. They are standing, Bob Fothergill, Andy Fairey, Kats & Nipper, Kaye, Mike Reed, Leigh Lisowski and Henry Stern.

Major Bell Push On 'Brian' Album

NEW YORK — Bell Records is rushing the "Brian's Song" album by Michel Legrand on the basis of the success of the Legrand single, "Brian's Song" was written, produced and arranged by Michel Legrand, who has become the highest-rated record producer of the year, and is now in theatrical release.

Bell is backing the "Brian's Song" LP in a wide nation-wide print and radio advertising program, full-scale promo activities and a concentrated publicity campaign designed to turn it into "unusually" large number of advance orders for the album.

"Brian's Song" has drawn unprecedented 484% audience TV share esti-
mates and surveys of a critical cross-section of viewers and has been shown theatrically in Chicago, Detroit and Philadelphia prior to na-

tional distribution. "Brian's Song" has been praised by film critics on the deep friendship between two Chicago Bears football players, black Gay, Sayres and white Brian Pic-


McNeely's New Rep

HOLLYWOOD — Capitol recording artist Don McNeely has signed with agent Phil Gottfredson for exclusive booking representation on all personal appearance projects. McNeely is best known for his performance featured on "The Glenn Campbell Show" in Chicago and Los Angeles and his epic in his third season, has been appearing at colleges and coffee houses during the past five years. For a recent appearance, McNeely noted an engagement at the famed Ash Grove Club in Hollywood.

Between Campbell show tapings for the remainder of the season, McNeely plans to make an extensive series of west coast appearances that began with a three day stint at the Golden Bear in Bun-


Three Dog Night Breaks Records

HOLLYWOOD — Three Dog Night, the popular 20th Century Fox recording artist, has set three records in its first three concert appearances at the Forum, Los Angeles. The group, comprised of Ron, Danny and Cory Dennison, opened their engagement on Feb. 26. He recently taped an hour-

show for KPKN-FM on which he was interviewed and also performed live. The station received so many calls that it had to be re-

peated within a week of its original airing. The program is entitled "Folk Scene.'"
ALL I EVER NEED IS YOU—Sonny & Cher—Kapp KS 3660

This dynamic duo returns with another sparkling set highlighted by their high flying single of the same name. Couple's newest hit, "A Cowboy's Work Is Never Done," is here too and for something of a surprise there's a new version of "You'll Better Sit Down Kids." Only this time by Sonny. Also worthy of a special mention are "Here Comes That Rainy Day Feeling," "More Today Than Yesterday" and "United We Stand." Sonny & Cher have never been hotter than they are right now and this album will only turn the flame that much higher.

HISTORICAL FIGURES AND ANCIENT HEADS—Canned Heat—United Artists

Cooking is what Canned Heat does best and here is another helping of their sizzling type of boogie-ing rock and roll. Band puts their brand on eight tunes, many of them written by members of the group. On the song "Rocking With The King," who do you think shows up on piano? If you guessed Little Richard, you get a star for your forehead. If you guessed that this will be another chart album for the Heat, you can't go wrong. It will delight their legions.

DEAR FRIENDS—The Foreign Theatre—Columbia KG 31099

For the past six years the comedy of the Foreign Theatre has been heard on some of the more liberal radio stations. This two record set consists of highlights of their broadcast antics. Thirty-nine sketches in all and the titles are an indicator of the madness which is contained here. "Freezing Mr. Foster," "A Funny Thing Happened On The Way To The Inquisition," "The Small Animal Administra
tion," etc. Nothing is sacred to the Foreign Theatre and their treatments of contemporary topics is consistently hilarious. Should be another chart item for these merry madcaps.

INCREDIBLE! LIVE!—County Joe—Vanguard VSD 79316

The label says sex, drugs, politics, science fiction and ecgogy. And the record touches on these entities and even a few others. Country Joe, sans fish, recorded this informal record at New York's Bitter End much to the delight of the audience. Whether he's just rapping as on "You know what I Mean" or singing a hand-clapper like "Entertainment is My Business," Joe aims to please, to astound, to amuse, and to amuse, to involve, to jolt. He's a unique performer and "INCREDIBLE! LIVE!" captures him at his most incredible and liveliest yet.

NATURAL CAUSES—Richard Landis—ABC/Dunhill 50115

We often hear the title phrase used in connection with death, but this album is truly a musical affirmation of life. A singer and songwriter who seems at ease with Charlie Catlett's orchestrations, the LP thus attempts to straddle the FM and MOR markets, and it does so quite successfully. His single, "A Man Who Sings" and several other tunes were co-written by Joel Meiter, a lyricist who strikes that "ah, yes" mental chord so often that were she a speech writer, her candidate could easily be the next anything. Landis' voice and piano can be cuddly, sharp or philosophical as the occasion merits, but at all times they harbor a striking uniqueness of approach that should become a well-known trademark for him. Triumphant debut disk.

THE ALABAMA STATE TRROOPERS ROAD SHOW—Elektra EKS-75022

The Alabama State Troopers consist of headliners Don Nix, Jeanie Greene and Furry Lewis, as well as the Mt. Zion Band and the Mt. Zion Choir. Once you've got them then all you have to do is settle back and listen to a double album which is a rare experience indeed. Recorded last fall at a couple of concerts in California, the LP is rich in blues, gospel and just good time music. Nix and Greene are fine enough but it's 78 year old Lewis who steals the show. Any one of his authentic blues renditions is worth the price of the entire album. And his raps are funny too.

L.A. MIDNIGHT—B. B. KING—ABC ABCX 743

Blues, blues and more blues. That's the order of the day as B.B. and Lucille return for another incredible set. B.B. wins you over right away (as if he had to) with "I Got Some Help I Don't Need," a tune in which the narrator is cued-kicked even by the traditional iceman to the insurance salesman. Artist's recent singles, "Help The Poor" and "Sweet Sixteen" are included, along with four other selections—all as fine. Jesse Davis, Mel Brown and Tai Mahi are three of the talented musicians who pitch in for some blowing. Should be another smash for Mr. King.

HEADKEEPER—Dave Mason—Blue Thumb—BTS 354

It's been a long time between albums for Dave Mason. But when a headkeeper has arrived. Album is part live and part studio, but Mason's capabilities as both singer and songwriter shine through despite the problems that can arise when recording live. This time around, Don't he by his formal solo, but with an assortment of original urban blues songs, plus a few traditional numbers such as the super mellow "Alas Blues." Bordering to be of special interest in "The Holdup," a rough and tough duet with George Harrison. Mason's voice is an unusual one—nasal, occasionally crackly—but it is curiously appropriate to his choice of material. And his guitar playing is superb. A treat from start to finish.

DONNY HATHAWAY LIVE—Alto SD 33386

Anyone fortunate enough to have seen Donny Hathaway in person will have been saying for some time that a live album would be just the thing. This is that live album and it is the thing. Donny is one of those rare artists—essentially a jazz singer, he still has what it takes for wide popularity. Side one, featuring "What's Goin' On," "The Ghetto," "Hey Girl" and "You've Got A Friend"—the last also is the one released on 31099, and it is at the Troubadour. Other side, equally powerful, is from a Bitter end performance. Listen and believe.

DAVID BROMBERG—Columbia C31104

Although David Bromberg's first album is one of the talented Joe Brown and Charles Mingus. Many of these classics have been out of stock for years. This month one of the talented Steve Cropper, who also has added a few of his own compositions to round out the album with de
cided commercial appeal.

JOY—Apollo—Mega M311010

It's beginning to look as though the classics are here to stay. A hodgepodge of compositions like Apollo 100 have made their way. Here they have it on works by Greg, Saint-Saëns, Mendelssohn and of course Bach, who author
ded their current hit single, "Joy." Arranger Tom Parker has also added a few of his own compositions to round out the album with de
cided commercial appeal.

MILES DAVIS—Prestige 24001

Any true fan of jazz has got to thank his lucky stars that the early Prestige albums of some of that artists Should have been re
packaged and re-released. Each is a record set that ten in all kicked off by Miles and followed by Mose Allison, John Coltrane, Sonny Rollins, the Modern Jazz Quartet, The
tonous Monk, Yusef Lateef, Eric Dolphy, Charlie Parker and Charles Mingus. Many of these classics have been out of stock for a decade or more and each is a masterpiece of its kind. For a compact history of modern jazz, a per
corn could simply pick up the ten and pretty much have it all.
THE JANUARY 21, 1970

1714

You're the One That I Crave
for United Artists Records.

Delaney & Bonnie

Opryland, Nashville

62.00

Billy Mexico

1200

Now That You're Gone

1200

Daddy Wouldn't Know

1200

Two Tickets to Paradise

1200

Don't Let Me Be Lonesome

1200

—all for United Artists Records.

The Who

For United Artists Records.

Anne Murray

1200

My Love

1200

I'll Remember You

1200

The Weekender

1200

Linda Ronstadt

1200

Blue Bayou

1200

Jeannie, Jeannie

1200

The Righteous Brothers

1200

You've Lost That Lovin' Feelin'

1200

Still

1200

The Monkees

1200

Daydream Believer

1200

Simon & Garfunkel

1200

Bridge Over Troubled Water

1200

Crosby Stills & Nash

1200

Woodstock

1200

The Grateful Dead

1200

- Country Joe & the Fish

1200

Peter, Paul & Mary

1200

Blowin' in the Wind

1200

Bob Dylan

1200

The GTOs

1200

- The Leaves

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The Marcels

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Blue Moon

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The黄河

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- The Remmys

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Little Eva

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The B-52s

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Rock Lobster

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R.E.O.
Papillion

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George Baker

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- Stock & David

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The Boppers

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- The Joey Dee Set

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The Tea Set

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The B-52s

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R.E.O.
Papillion
NEW YORK—LORD SUTCH, ALIAS JACK THE RIPPER

David Sutch... Lord David Sutch... Screaming Lord Sutch!

The transformation of David Sutch to Screaming Lord Sutch, the Fifth Earl of Harrow and a rightful English heir to good old rock & roll, is a continuing saga.

Metamorphosis began in 1961, when Sutch got the idea to grow his hair long almost before anyone else. He even had pictures taken in the newspapers that showed his 11½" long hair being measured with a ruler.

The next step was Screaming Lord Sutch & the Savages. On the rampage in England—helping keep rock & roll alive during the years that America wallowed in Frankie Avalon and Bobby Rydell. The Savages was the first band that Nicky Hopkins ever played in professionally. There were also Sutch Savages as Jimmy Page, Jeff Beck, Noel Redding, Matthew Fisher and many others, all who have played with Sutch in the past and continue to sit in today for his live sets and recording sessions. He even had pictures taken for his album covers that depict him as really bally-wally with lots of rock & roll stars.

"If you’re in a recording studio, then your first concern is the music. When you’re onstage, people are mainly interested in the show you give them. The music is definitely important, but theatrics are what it is in front of a live audience." Following his credo, the Screaming Lord took to being wheeled onstage in a coffin, like Screaming Jay Hawkins. The next step was setting the stage on fire during his version of Jerry Lewis’ "Great Balls Of Fire."

The transformation continued. Somewhere along the way, Screaming David swallowed a bubbling vial containing a mysterious solution of horror stories, theatrics and rock & roll. After much gagging and considerable wretching and rolling on the floor, the Fifth Earl of Harrow turned into Jack the Ripper!

Where Are You, Mary Clarke?

The stage is set with the usual English hard-rock equipment, manned by Ritchie Blackmore and Nick Simper (both of Deep Purple), Matthew Fisher of Procol Harum and Victor & Annette Brox of "Jesus Christ Superstar." But the feeling that something different is about to happen is soon justified when an Olde English Bobby walks onstage, dressed as though the last corner he rounded was the Turn of the Century.

Checking around and then deciding that all is well, the Bobby leaves. Enter a pretty young lady, dressed in the same era as the Bobby. She’s dressed in old-fashioned clothes, it’s easy to tell that this lady of the night is a prostitute, especially since she walks around saying, "Come here, Dearie, I’ve got something for you."

And Jack, the Fifth Earl of Harrow, has something for the lady, too. Something (Cont’d on p. 34)

HOLLYWOOD—I SAW DICKIE YESTERDAY—The story of the rock and roll performer who has "gone country" has been told many times. There’s Conway Twitty, for instance, Carl Perkins, Jerry Lee Lewis—and we told you about Ray Peterson in these pages not too many weeks ago.

We were going to do another such story on Dickie Lee, who hit in 1962 with "Patches," continued with "I Saw Linda Yesterday," "Laurie" and "The Girl From Peyton Place" in the years following. Dickie’s had a couple of country hits recently, on RCA, and we asked for his version of the switch.

"Of course there’s a difference between pop and country. It’s in the arrangements, the instrumentation, the songs and the feel. For me, one of the best things about the change is the simplicity of country music. It’s basic, and honest. The songs I used to do would have maybe twenty chords in them. I’d be working with pick-up bands all over the country, and it’d really difficult to get them used to the arrangements.

"But, really, I’ve always been a frustrated hillbilly at heart. My first recordings were with a group of friends on Sun. I met Jack Clement there; he was engineer-

At about that time, Dickie, who cites Webb Pierce as having been his first big idol, wrote "She Thinks I Still Care," a standard that was subsequently cut by everybody from George Jones to Jerry Lee Lewis to Connie Francis and beyond. Dickie feels that when he first went straight-on country, recording "Specials," a tune he found on a Charley Pride album, some of the new audience may have doubted his sincerity. "I think that ‘Mahogany Pillul’ really helped. I didn’t originally want to do the song. I didn’t think I could handle the recitation. But it came off really well. Now I’ve been talking to some people out here in Los Angeles about doing some voice-overs and songs for television and movies.

"But I guess I really knew that I was going to be accepted when I appeared on Porter Wagoner’s TV show. I sang Jimmie Rodgers’ ‘Waiting for a Train.’ A few days later I got a letter from an elderly lady who had been watching the program. She said ‘I’ve never seen you before, but if you keep on like that, I know you’ll do real well.’ I like to hang out at the Opry. I’d never stay around auditoriums and dance halls back in the old days.”

Dickie also finds doing live shows ‘a lot more fun’ than during the early sixties.

"I really like the audiences much more. Maybe it’s because they dig me.”

Lord Sutch: Heavies For You

Dickie Lee: He’d Rather Switch (Cont’d on p. 34)
NEW YORK: (Cont'd from page 33)

long, dripping and slightly curved. It's a gleaming steel knife with freshly sharpened where it's been driven into the wood.

"Where are you, Mary Clarke?" he shouts. Screaming Jack the Ripper has Sutch Savage fun cutting his way into the hearts of his audience in his quest for Mary Clarke.

In The Flesh

The audio portion of Lord Sutch's Ripper sequence has been recorded live by the Pye Mobile Unit in London, upon recommendation by Keith Moon, who consequently played drums on portions of the recording dates. In the U.S., the album is "Hands Of Jack The Ripper" on Cotillion Records, and features Lord Sutch, Annette & Victor Brox (vocals); Ritchie Blackmore (guitar); Nick Simpler, Noel Redding (bass); Keith Moon, Carlo Little (drums); Matthew Fisher (organ, piano); Sid Phillips (percussion), and Jack the Ripper.

And Jack the Ripper will soon be here in the flesh, so to speak. Screaming Lord David Sutch is planning his first U.S. tour in February, on the bill with Deep Purple. The dual bill will make Ritchie Blackmore available for the Sutch show, with a good chance that Matthew Fisher will also be there to head up a solid band lineup. Between now and then, if David drinks any more mysterious vials, there might be even more interesting transformations for us to witness when he gets here.

mark pines

EAST COAST GIRL OF THE WEEK

It can be said that success has come at an early age for Lorri Marvin, Ham, if you consider singing with one of the top groups in the country being successful. Only twelve years old, Lorri is a member of The Hillside Singers and here is the lovely voice you can hear throughout "I'd Like To Teach the World to Sing (In Perfect Harmony)." Just how she came to be a member of the group should not surprise anyone. For seven years now, Lorri has been one of the top country singing commercials. The lovely young Canadian is a background singer.

Tomaté, the United States from Toronto with her parents when she was eighteen, Carol joined the Young Americans, touring with Johnny Mathis and Tennessee Ernie Ford. She was discovered by a member of the Doodletown Pipers, and then appeared with the Jimmie Rodgers Singers. Carol's first job with Joyce was on the Smothers Comedy Brothers show. "That was one of the first places I went in front of a live audience, and I really turn me on," she now recalls. "The Smothers Brothers were really important to me." Later, again with Joyce, Carol appeared on the TV variety show hosted by Glen Campbell, Red Skelton and Tim Conway. During that time, she was also working with the Percy Faith orchestra, and appeared on three of their four albums.

Carol then got tough on television, and I couldn't find a weekly gig. So I went on the road with Connie Stevens, and then Nancy Sinatra.

Carol, when not vocalizing, loves the domestic life—staying at home, cooking, and listening to her collection of records. It's a refreshing change from the otherwise hectic activity of being in the background.

"One of the most exciting experiences of my life was being able to appear at the White House with The Ray Conniff Singers. President Nixon was there, and Billy Graham, and Martha Mitchell. You know, most people never have that opportunity." "It was a party to honor the founder of Reader's Digest." I've always liked the magazine. It's got lots of short articles that you can read in the airport. You know, I travel a lot. I especially enjoy "Humor in Uniform."


In a couple of weeks, the first full-scale professional production of The Who's "Tommy" will be presented, at the Aquarius Theatre in Los Angeles. The production will be staged with actors, singers and dancers (most cast members in all three capacities) in a concept conceived by Joel Rosenweig, who originated the concept as his Master's degree project at USC last year. Making the transition from amateur student production to professional presentation is a project deserving serious attention, one of the prime forces in making the transition is the producer Denny Randell. Probably best known in the industry for his work with Bob Crewe as a song writer for the Four Seasons and The Toys, among others, Randell was also, for a time, staff producer for RCA here on the coast. He comes to the project with a lot of enthusiasm.

"When I joined, I was given a copy of the album and Joel's story line concept. To make one of the parts of the opera is as important to it as the songs The Who wrote. So I've tried to keep the flavor as close to the original as possible. The main changes result from expanding the vocal parts from four male voices to a mixed chorus of twenty-six voices. We expanded the brass section from one French horn, adding to it two trumpets, a trombone and a baritone sax. We've kept the rhythm section to electric and acoustic guitars, keyboards, bass, drums, percussion and Moog.

"To insure the best sound, we've designed a new system for the Aquarius. When 'Hair' was here, they were never able to work the problems out completely, but we're trying something new. Our setup will be in many ways similar to a recording studio. Instruments will be isolated and baffled so that it's possible to add echo individually or to bring up separate levels. There's a booth for four background singers, and another vocal chorus will be mixed separately. All of the actors will be carrying hand mikes.

In arranging the music, Randell and Rosenweig have only changed the sequencing a bit and have kept the arrangements as close to the originals as possible. Some key passages were altered, and an occasional bit of Randell original material may be fit in, but the audience will hear primarily what they have come to expect. At the time of this writing, the show is in the midst of recording all songs on tape. That system is still being worked out. The quadraphonic sound system is being installed. And, as we said, there's a lot of enthusiasm on the set.

WEST COAST GIRL OF THE WEEK

—Anzal Ferari had, over the years, gained quite a reputation for herself in a generally anonymous film world. The lovely young Canadian is a background singer.

Scotty, the United States from Toronto with her parents when she was eighteen, Carol joined the Young Americans, touring with Johnny Mathis and Tennessee Ernie Ford. She was discovered by a member of the Doodletown Pipers, and then appeared with the Jimmie Rodgers Singers. Carol's first job with Joyce was on the Smothers Comedy Brothers show. "That was one of the first places I went in front of a live audience, and I really turn me on," she now recalls. "The Smothers Brothers were really important to me." Later, again with Joyce, Carol appeared on the TV variety show headed by Glen Campbell, Red Skelton and Tim Conway. During that time, she was also working with the Percy Faith orchestra, and appeared on three of their four albums.

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Talent on tour

Bred—Bloomsburg College, Pa., Feb. 18; Univ. of Akron, Ohio (19); Hampton Rhaodess, Va. (20); American College, Georgia, (21); Univ. of Georgia, (23); SMU, Dallas, Texas, (24); Baylor Univ., Texas, (25); NRM Convention, Florida, (March 9).

James Brown—Lincoln Theatre, N.J., Feb. (18); Armony, Delaware, (19); Symphony Hall, N.J. (20); New Haven Coliseum, Conn. (25); RKO Albee Theatre, Brooklyn, N.Y. (26); Wash., D.C. (27).

Doors—C.W. Post, Long Island, March (2); Painters Mill, Balt. (3); William & Mary College, Va. (4); Cheautre Dist. College, (5); Township Auditorium, S.C. (6); Atlanta Municipal Stadium, Ga. (9); Sports Stadium, Fla. (10); Pirates World, Fla. (11); Bayfront Center, Fla. (12); BAFINGER will appear on all of the above mentioned dates with the Doors.

Lily Tomlin—Caneza College, Calif. (March 4); NRM Convention, Fla. (7-9); Ceiling Door, Wash. D.C. (13-18); Main Point, Pa. (23-26); Carnegie Hall, N.Y. (31).

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Cash Box — February 19, 1972

www.americanradiohistory.com
NASHVILLE — A move is under way here to save the Ryman Auditorium (currently known as WSM's Grand Ole Opry House) from destruction following the final performance of the Grand Ole Opry there some time next year. The drive is drawing chief support from civic and cultural organizations, such as the Nashville Symphony orchestra and the city's arts council, it is reported.

Some of those organizations feel Ryman is an ideal location for civic and cultural activities, and that the Auditorium's audience capacity of about 3,600 is far too small.

Ryman has served as the site of the Grand Ole Opry since 1941, when the show was moved from the Nashville's War Memorial Building. The Auditorium is packed to capacity every weekend of the year.

A plan is close to the music industry says the “Committee to save the Opry” is presently seeking the venue to be used for top country and pop music stars. A future country music camp will support from Opry fans, political figures and personal in related fields is presently being put together.

The source estimates that about $500,000 will be needed to “make the building safe.” Improvements would include re-wiring, air-conditioning and the possible removal of the high ceiling, viewing angles of the stage.

Opry performances will move to the “Opryhouse” of Opryland in the spring of 1973. Opryland is a $28 million project of the National Life and Accident Insurance Co. which is expected to open to the public in Nashville in May this year. The new 4,500 capacity air-conditioned “Opryhouse” is presently in initial construction.

Some bricks and church pews from Ryman were to be moved to the “Opryhouse” for construction of a small chapel.

The committee will include a board of advisers headed by an executive director and include several country music stars. Plans are being made to seek the aid of veteran performers as well as current young chart-makers to draw a balanced support of all Opry performers.

A press conference announcing the drive is expected to take place here within two weeks.

Jamboree USA Names Reeves

WHEELING — Glenn Reeves, who joined the family of Basic Communications, Inc. in Wheeling on Nov. 1 as director of Jamboree U.S.A., was named today general manager of Jamboree U.S.A., Inc. and managing director of Jamboree U.S.A. The announcement was made by J. Ross Felton, general manager of all Basic Communication Inc. facilities in Wheeling.

A general manager, Reeves will also be responsible for the Oklahoma City based KBBQ radio station.

Reeves is a native of Jacksonville, Florida. He began his radio career at WPDD and later moved to WQIK. In 1962 he went from Nashville and traveled with the Grand Ole Opry Road Show while simultaneously under contact to Decca Records. He returned to Florida in 1957 and started production of his own television show, “The Glenn Reeves Show,” which originated from Jacksonville and was broadcast in 15 markets throughout the South. In 1963, he produced the world's first 90-minute country music television special originating from WSIX in Nashville.

NSD Set To Distrib Indies

NASHVILLE — A new concept of distribution for independent record labels was initiated last week with the formation of Nationwide Sound Distributors by veteran music men George Cooper, H.B. and John Halsey.

NSD will function as sales and collection agents for several independent record labels, but will not have a label of their own. It will be in charge of operations for the new organization.

First label to sign with NSD was PRO Records, who debuted their label on the charts last week with “I Wish I Had Written That Song” by Eddie Miller, NSA president.

Warner Exits BMI

NASHVILLE — Harry Warner, who has been employed by BMI's Southern office headquartered in Nashville for a number of years, has exited his position as administrator of writer relations, effective immediately.

According to Warner, the move has been affected in order to pursue a diversity of endeavors which will be announced within the near future.
The Buckaroos are onto The Songs of Merle Haggard

Mama Tried
I Take a Lot of Pride in What I Am
The Legend of Bonnie and Clyde
Daddy Frank (The Guitar Man)
Swinging Doors
Today I Started Loving You Again
The Fightin’ Side of Me
Okie From Muskogee
Hungry Eyes
Silver Wings

The Songs of Merle Haggard played by THE BUCKAROOS

The Buckaroos... on Capitol, where every month is Country music month.

Country Top 65

1 IT’S FOUR IN THE MORNING - Faron Young (Mercury 73235) [Chesmon—BMI]
2 BEDTIME STORY - Tammy Wynette (Epic 10818) [Allegro—Flashe—BMI]
3 ONE’S ON THE WAY - Lorrie Lynn (Decca 29906) [Evil Eye—BMI]
4 TAKE ME - Tammy Wynette & George Jones (Epic 10816) [Cape—BMI]
5 I’M A TRUCK - Red Simpson (Capitol 2326) [Piggin, Porcine, Central—BMI]
6 TONIGHT MY BABY’S COMING HOME - Barbara Mandrell (Columbia 45055) [Cotite—BMI]
7 FORGIVE ME FOR CALLING YOU DARLING - Reba McEntire (RCA 9970) [Blue Crest, Hill & Range—BMI]
8 ANN (DON’T GO RUNNIN’) - Tammy Wynette (Curtin 17402) [Epic—BMI]
9 THE BEST PART OF LIVING - Marty Robbins (Columbia 45520) [Maritona—BMI]
10 AIN’T THAT A SHAME - Bill Williams Jr. (RGM 14317) [Travis—BMI]
11 UNTOUCHED - Red Tatum (RGM 14329) [Swagno—BMI]
12 CAROLYN - Merle Haggard (Capitol 3222) [Shade Tree—BMI]
13 ONLY LOVE CAN BREAK A HEART - Don event (Capitol 3232) [Arch—ASCAP]
14 GOOD HEARTED WOMAN - Helen Jennings (RCA 8615) [Thomas & Ross—BMI]
15 OKLAHOMA SUNDAY MORNING - Glen Campbell (Capitol 3251) [Kemwood Campbell—BMI]
16 I CAN’T SEE ME WITHOUT YOU - Emmylou Twitty (Decca 32895) [Dodeco—BMI]
17 MY HANG-UP IS YOU - Red Sovine (Curtin 3291) [Blue Book—BMI]
18 MUCH OBLIGE - Jack Greene—Hermosa Slayler (Decca 32981) [Boimado—BMI]
19 YOU WOULD TAKE EVERY CHANCE ON ME - Jerry Lee Lewis (Mercury 73248) [Jack & Bill—ASCAP]
20 RED RED WINE - Roy Drusky (Mercury 73252) [Talmaird—BMI]
21 ANOTHER PUFF - Jerry Reed (RCA 601631) [Victor—BMI]
22 LOVE IS LIKE A SPINNING WHEEL - Howard (Decca 32905) [1960—BMI]
23 I START THINKING ABOUT YOU - Colleen Carpenter (Epic 10813) [Green Grass—BMI]
24 THE MORNING AFTER BABY - Ray Cril (Royal American 46) [Oak—BMI]
25 GIVE MYSELF A PARTY - Johnny Cash & Joni Jolly (RGM 1341) [Allegro—ASCAP]
26 A THING CALLED LOVE - Johnny Cash & Emmylou Harris (Capitol 23837) [Columbia 45524] [Vector—BMI]
27 KENTUCKY - Sammi Smith (MGM 615-0506) [Boimado—BMI]
28 TO GET TO YOU - Jerry Wallace (Decca 32914) [615—BMI]
29 SWEET, LOVE ME GOOD WOMAN - Tompall & Glaser Bros. (RGM 14339) [36]
30 KISS AN ANGEL GOOD MORNING - Charley Pride (RCA 9550) [Flavacon—BMI]
31 SUSPICION - Bobby G. Rice (Royal American 48) [33]
32 TURN YOUR RADIO ON - Ray Stevens (Barbary 2044) [Barbary—BMI]
33 I’VE COME AWFULLY CLOSE - Hank Thompson (Dot 17289) [Kees—ASCAP]
34 I’LL STILL BE WAITING FOR YOU - Buck Owens (Capitol 2362) [Blue Book—BMI]
35 THE ONLY ONE YOU SAY GOOD MORNING TO - Tammy Wynette (RCA 6090) [Confession—BMI]
36 SUPER SISTER - Kenny Price (RCA 1617) [Julep Book—BMI]
37 ALL HIS CHILDREN - Charley Pride (RCA 6224) [Lasso—BMI]
38 PARK DOLLS & WINE - Red Steagall (Capitol 3244) [Red—BMI]
39 COTTON JENNY - Anne Murray (Capitol 3260) [Juli—ASCAP]
40 YOU CAN’T GO HOME - Stalin Bos (Mercury 73253) [House of Cash—BMI]
41 COLOR MY WORLD - Thirty-Mill (Columbia 4502) [Northern—BMI]
42 I STARTED LOVING YOU AGAIN - Charlie McCoy (Monument 8329) [Lasso—BMI]
43 HEARTACHES BY THE NUMBER - Jack Box (Target 13-0141) [Feit—BMI]
44 DON’T SAY YOU’RE MINE - Carl Smith (Columbia 45497) [Gleatone—BMI]
45 WE’VE GOT TO WORK IT OUT BETWEEN US - Cussin’ Trax (Target 17204) [Famous—ASCAP]
46 SAFE IN THESE LOVIN’ ARMS OF MINE - Joe Stampley (Capitol 3239) [Bimble—BMI]
47 WHEN YOU SAY LOVE - Bob Luman (Epic 12823) [Jack & Bill—ASCAP]
48 THE WRITING ON THE WALL - Jim Reeves (RCA 6026) [Tubachmore—BMI]
49 MISTY MEMORIES - Brenda Lee (Decca 32919) [Flambo—BMI]
50 THROW A ROAPE AROUND THE WIND - Red Lane (RCA 6166) [Tubachmore—BMI]
51 A DAY IN THE LIFE OF A FOOL - George Jones (RCA 6062) [Raycue—BMI]
52 DARLIN’ RAISE THE SHADE (Let the Sunshine In) - Claude King (Columbia 45511) [JALACCO JUICE—BMI]
53 ONE TIN SOLDIER - Sheor Ross (RCA 4068) [Tubachmore—BMI]
54 THERE’S A KIND OF HUSH - Brian Cullin (Mercury 6008) [Francis, Day & Hunter—ASCAP]
55 WE CAN MAKE IT - George Jones (Epic 10841) [Mega, Fredarito—BMI]
56 EVERYWHERE I GO - George Williams (Monument 8533) [Goldmine—BMI]
57 THE BEST IS YET TO COME - Dot Harris (United Artists 30875) [Tubachmore—BMI]
58 KISS THE HURT AWAY - Ronnie Dove (Decca 2892) [Murfur/Dub/Fitz—BMI]
59 10 DEGREES AND GETTING COLDER - George Hamilton III (RCA 6022) [Early Morning—ASCAP]
60 SOUVENIRS & CALIFORNIA MEM’RYS - Billy Sherrill (Capitol 6938) [Window, Capitol—BMI]
61 WE’LL SING IN THE SUNSHINE - Aric Cresch (Target 0144) [Suncreme—BMI]
62 TWO DIVIDED BY LOVE - Kendalis (Dot 17405) [Tubachmore—BMI]
63 BRAND NEW KEY - Jenny Rees (Capitol 2061) [Neighborhood—BMI]

Cash Box — February 19, 1972
C & W Singles Reviews

**Best Bets**

**JERRY LEE LEWIS** (Mercury 49751)

Think About It Darlin’ (2:03) (Jack & Bill, ASCAP—J. Foster, B. Rice)

Chantilly Lace (2:50) (GLAD, BMI—J.P. Richardson)

Jerry Lee has double-barreled potential on his new release. "Think About It Darlin’" is a strong, slow ballad that is sure to climb the country charts, while "Chantilly Lace" is a Big Bopper pop classic that could rescure on pop surveys when given the Jerry Lee treatment.

**JOHNNY PAYCHECK** (Capitol 3038)

Someone To Give My Love To (3:00) (Jack & Bill, ASCAP—J. Foster, B. Rice)

A sound follow up to "She's All I Got," this new Johnny Paycheck single retains some of the stylization of the previous single that should firmly establish his sound on the charts. The tune manages to pull off with country purists, but Porter shouldn't have any trouble since he uses his effects and new directions tastefully, backing him with his years of solid country experience. Other highlights include "Comes And Goes," "Little Bird" and "I Found A Man."

**SHIRLEY ANN WORTH** (Cartwheel 2381)

I Know (2:10) (Sarno, BMI—B. George)

Shirley Ann Worth clicks into an instant groove with her country-style "I Know." Sarno & George's "Him or Me" (RLJ-4014) is a more powerful choice. Flip: "It's Only a Paper Heart" (2:24) (Capitol—S. Worth).

**BOBLYE LEE TRAMMEL & JEAN STEAKLEY** (Soncoot 1120)

You Were Worth The Wait (2:32) (Music City, ASCAP—R. Moreno, J. Whitehead)

Boblye Lee Trammell and Jean Steakley have used a hard rock backdrop into a clever country arrangement that features smooth singing and very catchy lyrics. Should catch right on with progressive station and listeners. Flip: "Wakin' In The Water" (2:45) (Terrace, ASCAP—J. Gillespie).

**TRACY MILLER** (Country Showcase America 116)

What Color Is Your Love (2:04) (Blue Echo, ASCAP—R. Griff)

Tracy Miller goes to town with a peppy Ray Griff tune that includes some fine lyrical images. This song is easy to listen to and should get sustained airplay. Flip: "This Time" (2:44) (Sherman, ASCAP—R. Maree, C. Black).

Country/Talent on Stage

**Waylon Jennings**

Tony Booth

PALOMINO, L.A. — Waylon Jennings doesn't make it out to Los Angeles enough. Evidence enough was that the man who is the closest thing sold out for two shows, and that Kris Kristofferson was sold out for two shows, and that Kris Kristofferson was sold out for two shows, and that Kris Kristofferson was sold out for two shows, and that Kris Kristofferson was sold out for two shows, and that Kris Kristofferson was sold out for two shows, and that Kris Kristofferson was sold out for two shows, and that Kris Kristofferson was sold out for two shows, and that Kris Kristofferson was sold out for two shows, and that Kris Kristofferson was sold out for two shows, and that Kris Kristofferson was sold out for two shows, and that Kris Kristofferson was sold out for two shows, and that Kris Kristofferson was sold out for two shows, and that Kris Kristofferson was sold out for two shows, and that Kris Kristofferson was sold out for two shows, and that Kris Kristofferson was sold out for two shows, and that Kris Kristofferson was sold out for two shows, and that Kris Kristofferson was sold out for two shows, and that Kris Kristofferson was sold out for two shows, and that Kris Kristofferson was sold out for two shows, and that Kris Kristofferson was sold out for two shows, and that Kris Kristofferson was sold out for two shows, and that Kris Kristofferson was sold out for two shows, and that Kris Kristofferson was sold out for two shows, and that Kris Kristofferson was sold out for two shows, and that Kris Kristofferson was sold out for two shows, and that Kris Kristofferson was sold out for two shows, and that Krist

**GOOD HEARTED WOMAN**—Waylon Jennings

RCA 4647

This career expands with continued success, Waylon Jennings is developing his music in many directions. Two musical paths that become evident on this new album are his improved songwriting ability plus his excellent taste in choosing material most performers either write well or choose well while Waylon does them both. In addition to covering the title tune with Willie Nelson, Jennings also penned "No Do Good Woman." A clever move was picking songs by popular writers, but picking their more obscure tunes rather than their oversaturated hits, such as "The Same Old Lover Man" (Gordon Lightfoot), "Willie And Laura Mae Jones" (Tony Joe White) and "To Beat The Devil" (Kris Kristofferson).

**HITCHIN’ A RIDE**—Jack Reno—Target 1313

Jack Reno should be picking up to the top of the charts with this album. A clever collection of Jack Reno originals interspersed with his versions of other people's hits. Target LP is aimed for listeners who like to be familiar with what they're listening to ("Heartaches By The Number," "Ruby, Don't Take Your Love To Town") as well as those who look for something new ("You Are My Destiny," "Take My Hand"). Jack's throaty and emotional voice finds special emphasis in the Bill Mack tune, "I Can Still See Him In Your Eyes."
Claude King says, “Darling, Raise The Shade And Let The Sun Shine In” of the four hits for Davis and his newly acquired airline, purchased from the Hubbard Broadcasting Co. of Phoenix, Ariz., the lavishly refurbished Martin 401 provides peak room for the 17 passengers, in addition to housing the spacious sound system required by Davis and Nyack. Davis plans to play on concert tours, Davis, who usually carries an entourage of eight musicians (plus equipment) on the road, finds it virtually impossible for the troupe to carry the 15 real airplanes and still coordinate the demands of the entertainment. In addition to his wife, the new air ship, "Lady Barbara," is navigated at all times by pilot Robert C. Davis and pilot James Vogler. Five nationally known country artists partnered in the Kentucky $8,000 for this year’s annual 28-hour March of Dimes Ran- tando Expo. The account is based in Miami, the program, on WPOR & WPMF FM and co-sponsored by the Capital of Dick Curles, Decca’s Jeanne Pruett and Country Music Club of America. He included Bill Monroe, Maggie May and a couple of bluegrass bands from England. By holding a special country music promotion sponsored by the nation’s leading C&W stations including all the top stations in the San Francisco area, Capitol has released a Red Simpsons album, called "When I Get Me A Rock and Rollin’(SR 1095)", a single, "Our Love," featuring Jonathan Richman. The single was produced by Johnnie Wright and the hit song was produced by Don Sebern. Pat Roberts and the Evergreen Drifters were chosen to be country music’s representatives on Seattle’s KIRO TV Variety Club show on Feb. 6. Pat and the band performed along with some of television’s finest personalities including "Mission Impossible’s" Greg Morris and comedian Louis Nye. The 24-hour live broadcast was to raise money for the Heart Fund.

Producer-director Robert Hinkle from Hollywood arrived in Nashville to start production on the movie picture "The Country Roundup," starring Marty Robbins and Sammy Jackons. A portion of the Feb. 12 Tennessean story goes..."Our movie will be filmed for the movie..." A general meeting for the purpose of promoting recorded songs by the Nashville Songwriters Association Tour was held at the Peabody Hotel in Nashville on Wednesday. Pat Benatar and the mules were the only one of the nation’s leading C&W stations. According to Pat, they carry only the best music that is good for people. The one he尤ho chose to be a special “Crash” Cadocad had in Mason recently. The people who are still存在的 because they get so carried away with the program. How does this one "Crash" send it to the other side? Because we don’t know where he is singing when he all scream so loud. They answer, "No, this is a title’s "Crash’s" new Carthage single. We hear that Jim Clement, president of VPLA, Atlanta, is now raising goats.

Charlie Douglas of WWL, in New Orleans was recently welcomed to the Country Roundup, by his wife, who also joined him on a promotion of PRO Records single of "Ralph Emerick’s Song." Meanwhile, back home in Nashville at South, Tennessee, Johned John with a blonde... Tom McLeese is celebrating his first birthday, according to Loretta Lynn, who has long since abandoned the Widow’s Lin club...at least in nominations for the Country and Western Academy Awards, as she is the only female member of the show. Miss Lynn has been named to the Top Personality, as well as "Entertainer of the Year". Her current promotion has named Leo J. Effert, Jr., as her new west coast manager. Leo Effert, a musician, will produce and promote for Brite Star Records. Current Brite Star promotions include Capitol’s Betty White, along with several rock and blues artists. Out of all the top 100 records, country artists are the top 40, pop, country, or MOR, United Artists of Florida picked "Take the Sunshine of That Old Clay Daniels as pd. of the June, Run- ning Dog Enterprises, including Barlow Music, Blue Lake Music, Winstead Music and Rolling Meadows Music. All companies are based in Nashville. Latest release features the legendary Johnny Cash, "The Shade And Let The Man"...The Shade And Let The Man..." There Ain’t Nothin’..."

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Merc Execs To Huddle With Phonogram Mgmt

CHICAGO — Irwin Steinberg, Mercury Records president, and Dave O'Connell, recently appointed treasurer and vice president, will embark Feb. 19 for 10 days of meetings in Baarn, Holland, with the management of Phonogram, Inc.

In addition to the Phonogram meetings, Steinberg will stop off in London to meet with Philips of England, Rod Stewart, the O-Best-Masters Association, (which includes Stewart and Andy Bown), and Jerry Bron (manager of US.

Among the topics to be discussed with Phonogram are: a review of Mercury's active warth, the of O'Connell, Huddle, Merceriap, and IMG.

In addition to the above, establishing reps in the international marketing committee; evaluating publishing relations; a review of the 1972 budget plus the volume objective for the coming year; plans to augment the growth of the classical department; and the use of the Phonogram name in conjunction with Mercury.

Seikodo Holds Annual Confab

TOKYO — Seikodo, Japan's largest distributor, held its annual New Year gathering on Jan. 29 to report its financials for the year 1972 and other matters. At the gathering, the company's president, Takamasa Iihara, said as follows: "It is eleven years since we held the first gathering in attendance of all of our sales team. For the sales for the first year were 120 million yen. In the 10th anniversary of our company, we achieved the sales of 6.2 billion yen. For the period of one year, 1972, sales were 5 billion yen, which means we can expect the gross sales of 7.5 billion yen for the fiscal 1972 of July 1st to June 30th. In March, we will have a trip to Asia, and all of us came from all over the country. We will make an end in Southern part of Tokyo, Fukuoka as Chiba last year to extend the sales.

"As for 1973, we should be aware of the general severe economy. As for the fiscal 1973 of July 1st to June, we set a sales target of 9.6 billion yen as a part of our policy to accomplish our sales of 10 billion yen for fiscal 1975. To do this, I think we have to keep our policy of extend in quality, improve in quality.

Mayfield Documentary Set For Euro

CHICAGO — Singer-composer Curtis Mayfield, producer of a documentary about himself and his music, for distribution throughout the European market. The film was made in Amsterdam during the artist's recent European tour.

Upon his return to the states in early Feb., Mayfield did a week's enga-gements at the Apollo Theater (2/8-13) and will follow with a Feb.-March stop at the Fifth Avenue and TV tapings for the Dick Cavett Show (2/21) and the "Like It Is" TVer (2/23).

SHERR REDDY: Capitol artist Helen Reddy flew into London for 48 hours to attend a press reception given in her honor at Ronnie Scott's Club. Helen is pictured with her manager Tom (london director EMI Records); Philip Brodie (managing director EMI Records) and Jeff Wald, Helen's husband/manager.

AFM, Mexican Unions Reach Accords For Stonger Ties

NEW YORK — Agreements designed to protect the jobs of professional musicians and to strengthen relations between the American Federation of Musicians and its counterparts in Mexico have been announced by Hal Davis, President of the 31,000-member AFM.

Davis' announcement followed ratification of identical pacts between the AFM and the two unions representing musicians in Mexico. In announcing the agreements, Davis expressed optimism that "musicians on both sides of the border will benefit, because the agreements call for equal jobs, equal opportunities, and equal exchanges. In addition, they insure that professional wages and working conditions will prevail in both countries, and that the AFM and its counterparts in Mexico will work together in compiling and exchanging information vital to the protection of all union members."

Davis recently led an AFM delegation during three days of negotiations in Mexico City, where they met with officials of the Sindicato Unico de Trabajadores de la Musica del Distrito Federal (which represents musicians working in Mexico City) and the Sindicato Nacional de Trabajadores de la Musica de la R. M. (which last month, was recognized by the Mexican government).

Additional highlights of the agreements are:

The musicians unions in Mexico will now "all possible efforts to per- suade the Mexican Immigration Bu- reau" to enforce union membership as a prime condition of visa approval.

Fly Label Deal w/ Polydor, Inc.

LONDON — David Platz, Essex Mu-sic Group managing director, and Olav Wyper, creative director, have an- nounced the signing of a three-year deal for their fly label to be interna-tionally distributed through Polydor International.

The deal covers all territories except the U.S., Canada and the U.K. Fly product will be released by Poly-dor on a new label—Cube and first releases in March will consist of the current U.K. Fly catalog together with new approp-riate act. Further releases will be timed to coincide with those in the U.K. New releases are expected to include the Troubadour and the Gasoline Band and will make their debut on, Cube within the next few months.

The formation of Cube is the first step in the international identi-ty for all Essex Music Group con-summer activities which will include ra-dio and TV programs, anion to live theatre presentation, packaging and booking and as a result of recording. A new company Cube Enterprises Ltd. has already been formed and will handle the Essex music company for all future activities.

Krugers Signs U.S. Acts; Sets New Hendrix LP

HOLLYWOOD — Jeff Kruger, president of Ember Records, has returned to London after negotiating several new acts and other matters.

Pianist Liberace has been signed to the first major rock product due in May. Ray Harris produces.

Singer-producer Mickey Stevenson, formerly with Motown and MGM, completed his first album as a vocalist for Ember, under a two-year con-tract.

The Jordanaires, vocal quartet, have signed with Ember. A tour of En-gland is due shortly.

Julie Rogers, British songstress, who is new to the label, "The Wedding" has been signed to Mega Records for U.S. distribution. The ar-tist will record in Nashville for the "More Hendrix"

Additionally, Kruger told Cash Box that he has compiled enough material for a second soundtrack album from the Jimi Hendrix-starring film, "Ex-perience." The material, from an Al- bert Hall concert, was discovered with an additional 80,000 feet of film. Ember has established "Jimi Hendrix" as the Commonwealth and Europe. The first volume of the soundtrack from the as yet un-choice film, "Jimi Hendrix," is due out on the ground chart for weeks.

Maggie Abbott To CMA London

NEW YORK — Maggie Abbott has been elected a director of Creative Management Associates (London), joint managing partners are Paul Gallup and Peter Rawley announced. The London company is a sub of Creative Management Associates, Inc.

Miss Abbott immediately assumes responsibility for the company's agent in the London motion picture de-partment. After many years with CMA, Miss Abbott left to pursue private interests, and is rejoined the com-pany at the present time.
CashBox

Great Britain

TW LW
1 1 *Telegraph Sam—T. Rex—T. Rex—Wizard
2 1 *I'd Like To Teach The World To Sing—New Seekers—Polydor
3 2 Mother Of Mine—Neil Reid—Decca—Chappells
4 3 Horse With No Name—America—Warner Bros—Kinney
5 4 Brand New Key—Melanie/Buddhal—Neighbour
6 5 Stay With Me—FACES—Warner Bros—Kinney
7 6 Let's Stay Together—Al Green—London—Burlington
8 7 Where Did Our Love Go—Dannie Elbert—London—Joheteo/Carnii
9 8 Have You Seen Her—Chi-Lites—MCA—Copyright Control
10 9 I Just Can't Help Believing—Elvis Presley—RCA—Screen Gems/Columbia
11 10 Son Of My Father—Chicory Tip—CBS—ATV Kirshner
12 14 Moon River—Greyhound—Trojan—Famous Chappell
13 15 Morning Has Broken—Cat Stevens—Island—Freshwater
14 15 Family Affair—& The Family Stone— Epic—Kinney
15 15 All I Ever Need Is You—Sonny & Cher—MCA—UA
16 16 American Pie—Don McLean—UA—UA
17 17 Baby I'm A Want You—Bread—Elektra—Screen Gems/Columbia
18 18 The Persuaders—John Barry—CBS—ATV Kirshner
19 14 Sleepy Shoes—Johnny Pearson—Penny Farthing—KPM
20 6 Soley中小学—Middle of the Road—RCA—Sunbury

TOP TWENTY LP's
1 Tenner & Firecrest—Cat Stevens—Island
2 Electric Warrior—T. Rex—Fly
3 A nod's As Good As A Wink—Faces—Warner Bros.
4 Hanging Deth—Various Artists—Apple
5 Imagine—John Lennon—Apple
6 Bridge Over Troubled Water—Simon & Garfunkel—CBS
7 Led Zeppelin Album—Led Zeppelin—Atlantic
8 Every Picture Tells A Story—Rod Stewart—Mercury
9 Hot Hits No. 9—Various Artists—MFP
10 Picture At An Exhibition—Emerson Lake & Palmer—Island
11 Jesus Christ Superstar—Original Cast—MCA
12 Tamla Motown Chartbusters Vol. 6—Various Artists—Tamla Motown
13 Top Of The Pops Vol. 18—Various Artists—Hallmark
14 Himself—Gilbert O'Sullivan—MAM
15 Tapestry—Carole King—A&M
16 Shaft—Isaac Hayes—Stax
17 Neil Reid—Neil Reid—Decca
18 Fragile—Yes—Atlantic
19 Gather Me—Melanie—Buddah.
20 Hendrix In The West—Jimi Hendrix—Polydor

CashBox

Argentina

TW LW
1 1 Oh Mujer Bonita Johnny Rivers (UA-EMI)
2 2 Amada Amante Roberto Carlos (CBS)
3 3 El Frescales (Melograp) Luis Aguile (CBS)
4 4 Dime Lina Chiqualuna (Melograp) Los Nauragos (CBS)
5 5 Babia Chibika (Relay) Kingston Karchii (RCA)
6 5 Veo Vea (Relay) Katunga (RCA)
7 5 Rosas A Sandra (Panaco-Kleinman) Sabu (Music Hall)
8 5 Asi Esta Mujer Messengers (RCA)
9 5 Los Amantes Raphael (Music Hall)
10 14 Imagine John Lennon (Odeon)
11 15 Manina Campestre Arcs Irma (Music Hall)
12 18 Many Blue Roger Whittaker (Philips); James Darren (RCA); Ricky Shaine (Perguata)
13 15 La Libertad Viejo Los Fortunados (EMI)
14 18 Oboe Aha Freedom (Odeon)
15 17 Dejene Escobar Silvestre (Music Hall)
16 16 Se Mete Se Metete Sociedad Anonima (Odeon)
17 19 Corre Corre Amado (Odeon)
18 20 Loquita Bonita Conizes (Odeon)

TOP TEN LP's
1 1 Verano Con Aloza Tension—Seccion—(RCA)
2 2 Musica En Libertad—Selection—(Music Hall)
3 3 Medioaño tour Manuel Serrat—(Odeon)
4 4 Argentinismo—Selection—(Microfon)
5 5 Festival De Exion—Selection—(CBS)
6 6 Os Animists—Johnny Rivers—(UA-EMI)
7 9 Tabu—Santana—(CBS)
8 8 Beatoes Forever—Beatoes—(Odeon)
9 6 Imagine—John Lennon—(Odeon)
10 10 Cimarron Y Tabaco—Jose Lavalada—(RCA)

CashBox

Japan

TW LW
1 1 Akuma Ga Nikui—Takeo Hiruta & Staruza (Ban Minyon/phone) Pub; Twelve Pub
2 3 Wakare No Ana (The Music Plated)—Pedor & Capricious (Atlantic/Warner Bros.—Pioneer) Pub; Davit Pub
3 2 Isuru Hito Wa Hitori—Kiyohiko Ouaki (Philips/Phonogram) Pub; Nippon Pub
4 8 Shuchaukushi—Chyo Okumura (Toshiba) Pub; Shinko Music
5 5 Tabidachi No Uta—Rokumonsen-Usu Takehiko Kamijo (King) Pub; Yamaba Music
6 5 Ame No Air—Oyan Fujiwara (Toshiba) Takarajima Music
7 4 Mammy Blue—Pop Tops (Philips/Phonogram) Sub-Pub; Tokyo Music
8 8 Yukiakari No Machi—Rumiko Kyanagi (Warner Bros.—Pioneer) Pub; Watanabe
9 11 Niiti To Yuki No Ballade—Toi et Mobi (Liberty/Toshiba) Pub; Alpho Music
10 — As Old Fashoned Love Song—Three Dog Night (Dublin/Toshiba) Sub-Pub.
12 9 Superstar—The Carpenters (A&M/King) Sub-Pub; Shinko Music
13 7 Love In Blue—Mari Amachi (CBS-Sony) Pub; Watanabe-Yamaba
14 12 Yeake No Yume—Akiko Wada (RCA/Victor) Pub; Tokyo Music
15 — Yo Ga Akete—Sumiko Shigamot (CBS-Sony) Pub; Nichion
16 18 Why—Akira Fuse (King) Pub; Watanabe Pub
17 13 Doremo Shiranai—Yukari Hoo (Denon/Columbia) Pub; Nichion
18 5 Nagare No Blues—Shinichi Mori (Victor) Pub; Watanabe
19 10 Chisana Koi—Mari Amachi (CBS-Sony) Pub; Watanabe
20 — Love—The Letterman (Capitol/Toshiba) Sub-Pub; Folster Music

CashBox

France

TW LW
1 1 L'Avventura—Stone & Claudren—AZ/AMI (Ed. Tourneir)
2 2 Le Rire Du Serpent—Michel Sardou—Phillips (Match France)
3 3 Elle Je Ne Vou Que Elle—Ringo Wally Cat—Phillips (Blues Blau Rouge)
4 4 L'amour Ca Fait Passer Le Temps—Marcel Amont—CBS (Match France)
5 5 Il Fait Bieu—Claude Francois—Fleche (Epoque/Isabelle Music)
6 6 Mummy Blue—Nicolett—Ced (Ed. Claude Paschi)
7 7 La Cage Aux Oiseaux—Pierre Perret—Sonopresse
8 8 Aeropelis Ambass—Mireille Mathieu—Barclay (Banko Nero)
9 9 La Vie La Vie—Michel Delpech—Elkeb (Philips)
10 10 Gerard Lenormand—CBS (Allo Music)
11 11 J'ai Saisi Que Les Reves—Yukiakari (Atlantic/Warner Bros.)
12 12 Dans le Petit Train—Hank Williams Jr—Voeux (Elec)
13 13 Piaf—Piaf—Orthophonie (Warner Bros.)
14 14 Coraggio—Piaf—Orthophonie (Warner Bros.)
15 15 Une Pauvre Bicorne—Piaf—Orthophonie (Warner Bros.)
16 16 Angel Une Piaf—Piaf—Orthophonie (Warner Bros.)
17 17 Je M'eclate Au Senegal—Martin Cottle—Vogue (Alpha Calvi)
18 18 Des Chansons Pop—Les Poppys—Barclay (Ed. Barclay)
19 19 Jesus—Jenifer Faith—Decca (Grande Avenue)
20 20 Mummy Blue—Pop Tops—Carriere (Ed. Claude Pascal)

CashBox

Italy

TW LW
1 1 Chitarrata Suona Piu Piano—N. Di Bari (RCA)
2 2 Sono Una Donna—E. Fratelli (Ariston) Mascotte/Ariston
3 3 Canzone Del Sole—L. Battisti—Numero 1 Acqua Azzurra
4 4 Coraggio—P. Emorì—(Rip) Ripi
5 5 Via Del Conservatorio—M. Ranieri (CGB) Tiber
6 6 Pensiero—P. Bosi (CBS) Canzone Moderne
7 5 Imagine—John Lennon (Apple) Ritmi e Canzoni
8 10 La Cappella—Joe Befs—C. Villa (etra) Ussignolo
9 7 Chissà Se Va—R. Carra (RCA) Suvini/Zerboni
10 8 Tuscania—R. Carra (RCA) AdE/Ere
Following the resignation of Geoffrey Bridge from Pye Records to take up the position of Managing Director of the BPI (British Phonographic Industry), news of the departure of Monty Pressley, Managing Director of Deram Records, a U.K. company formed by David Miller whose budget albums are issued here on the Stereo Gold Award label distributed through Record Merchandisers, has been announced. 1966 was heavily involved in the budget industry with album sales up 150% over the Gold Guinawo low-priced series in 1959. The new product from Damont will be marketed through the company’s existing merchandisers and manufactured by Pye. The move of Bridge and Pressley has meant a change in responsibilities at Pye with Derek Honey (financial director) appointed to the main board; John Moon now becomes in charge and Colm Hailey (sales director) takes over marketing responsibilities. Deram will return to the Record Merchandisers, Tom Grantham, managing director of Deram, has returned to the group projects and inter-group liaison.

Larry Page and Terry Noon concluded a number of sub-publishing deals in the U.S. with the recent MIDEF for their Page Full of Hits puberry and Sterling McQueen catalog which is jointly owned with Dutch music publisher. MIDEF is jointly owned with Sterling McQueen in Germany on a three-year deal as did Labrador for France and Air Music for Scandinavia.

In other territories took the Page Full of Hits through the Canalys and Joanna subsidiaries with the remainder published by Carlin Music. On the re-cataloging of a new back catalogue Beautiful Sunday (his own composition) will be released simultaneously worldwide on the February 14th. For America, Page and Noon plan a visit to the States in March to set up their own record label.

Sir Winston Churchill’s daughter, Sarah, has formed a company with publisher Hal Shaper and agent Tito Burns to be named Sarah Churchill. They will jointly produce a 45 speckling studio and Hal Colfield has plans for an album will be released Page Full of Hits through the Cancon and Joanna subsidiaries with the remainder published by Carlin Music. On the re-cataloging of a new back catalogue Beautiful Sunday (his own composition) will be released simultaneously worldwide on the February 14th. For America, Page and Noon plan a visit to the States in March to set up their own record label.

Records to be marketed through Beacon and distributed by EMI and Laugier. On pop but another label, Autumn, will be launched in the fall for heavy and medium artists who have been signed to plans a minimum of 12 singles and four albums. The label will have an initial single by Sarah Gordon and Bonsangage. If I Linger A Little Longer” from Sarah’s single “Damsel in Distress” are currently under negotiations.

Danny Donovan of ABP International plans to launch a soul invasion in the U.S. to look for new soul artists coming in for tours during the Simmonds has now several classic artists already here for a three-month stay in Germany and Spain in May. Following their “Something Old Something New” album last year the group have a series of “Love Me Love The Life I Lead” and album “The Fantastics” which will be produced and produced by ace-songwriter Tony Mauley and released on Bell. Donovan is currently engaged in getting to get a “Soul Spectacular” package to tour all major cities of South Africa for eleven weeks starting February 14th. The initial package will include a soul package to tour South Africa and contains such names as Peaches and Herb, Arthur Conley, Inox Fox, Oscar Tony Jr., etc., to be backed by South African Musicians. Eddie Floyd is currently on a three week tour; Ben E. King arrives in March for four weeks hence to Germany and Spain followed by Percy Sledge, Solomon Burke, The Temptations, Al Green, Frank Valli and The Four Seasons. So the rest of the year, the group would be in Britain and Europe this year that he has returned from America to set up an international office from which to direct operations.

Chicken Shack and Savoy Brown will tour the States in February and March during which time they will release their eighth album “Hellbound Train” released on the USA (London) and U.K. (Decca) in April. Chicken Shack’s “Rancho de la Fama” was released in America (London) to coincide with their visit and on Deram in the U.K. Manager for the two groups will be one of the connections with Chrysalis and is now represented in America by agent Ira Blacker.

Quickies: Stephen James of Dick James Music has signed new group Blackfoot Sue who will make their debut on the new jam label in April. Group will be produced by Noel Walker... RCA to hold national sales conference in London in February and confab will include product presentations by groups like The Who, Jackie Trent and Tony Hatch to write music for new stage show based on Bugs Bunny characters to be premiered in this month’s run of “Roads of Stellas de Plastas, flamenco guitarist returns to Britain for farewell concert in March... Oshiba, now on national network of shows, has signed a two-week release on MCA “Wayaya”... Pye in to distribute Orange product in U.K. and rest of the world excluding Ger. who have already issued a release through the 40-piece composition “Come Away Melinda” by John Miles... “Sleepy Shores” still topping Best Selling Sheet Music Lists for KPM Music.

Enterprise recording artist Isaac Hayes invites him to Montreal and to the Concert Forum. Polydor, who distributes the label, threw a press bash for Hayes and his first Canadian presentation with his Canadian Gold label around the Chrysalis’ Rock and Roll Soundtrack album. Polydor’s Frank Mills continues to climb the U.S. ranks and has reached the top of the Glen label. Joe Gregorys are releasing Canada’s top chart item with “My Mind’s On You”... Capital’s fastastic soundtrack film “Harp in the South”... Edward Bear have apparently peaked with their “Fly Across The Sea” deck... Fleetwood Mac in “Same Old Feelin”.

Black Sabbath promotion crew have saved a good chunk of Canada product to get their teeth into and it’s already paying off... Next, the group out of Winnipeg on the Warner Bros label, have shown that they are going to be big in the fall... Another ‘Pop’ group, Brave Belt, who just recently released a LP called “Brave Belt” are on tour with “Never Come Home”, have chosen to have their own ad sales indicating they’re going to be around for some time. Kinney three piece are playing at this year’s Cancon presentation bash in several major European cities... The Chinese Food Man’s loft and invited press, radio, television and film industry to the ex-deck, and into the production of Atlantic product. Kinney’s presentation is backed by South Africa’s top label for a Canadian Gold Award label.

Columbia has been leading the way with big success releases on their first couple of singles. Singers such as Robert E. Lee Brigade (“Walking Papers”) and Mandy Wayne (“Tambourine”) and Gordie Tapp (“Many Others”) have shown early indications of picking up national exposure. The label has picked up national chart action with Forest Berry’s “Uncle Jed”, the “Victorious” deck by Hartford Barry Grande and Mashmakin’s “Love Is”. Decca product, distributed by Columbia, has been flying high but albums by Murray McLauchlan (“Scots From The Soul”) and Bruce Cockburn (“High Winds White Sky”) have been doing well for the label.

Ginette Reno is back into the singles race once again. This time, it’s a Canadian record “Pauline In Love”, produced by Jack Richardson at Toronto’s new Manta Sound complex. jean Michel Basquiat’s Mike Doyle has a job out for themselves as well as their new bag and they’ll take a strong selling job to move her out of the MTA bag into the hearts of the MTA consumers.

The Popey Family are still hot with “Good Friends” and the exposure they received from the country giant CGM on the fly, “Tryin’” has moved them into a whole new sales bag. The Rain deck, “Out Of My Mind”, which received its initial push from CKLW’s Rosalie Tremblay has slowed in the Circle, but an acapella help is still looking good with “Woyaya” from the Canadians (Much) label. Another Much production, “You Could Have Been A Lady” by Valeria, has received a good amount of exposure and has shown strong initial chart reaction. Even before the label hits the downtown of Montreal where CKGM has given the deck heavy exposure. Sales indications on the concert stage and into the intimate settings of the Crusaders (Toronto) program, with the older members of the popular Toronto program, are current and felt and felt that Miss Davis “fitted in quickly and beautifully”. Jethro Tull, they have taken personal charge of the Davis Ontario tour and set up a hectic press and television schedule. They moved east for an engagement at Kingston’s The Razor Edge and the product new from RCA and tagged “Big” is the Heaven and Earth down here.

Tour Dates Set For Chrysalis

LOS ANGELES — Chrysalis Artists, America’s leading management company, have five of its groups playing U.S. dates and they have added to them here simultaneously. Bands involved are Yes, Wild Turkey, Procol Harum, Mashmakin and Mashmakhan. After Chrysalis will also represent Procol Harum on that group’s American tour.

Yes, on the Atlantie label, begins its tour Feb. 18 at Bethesda College, Va., then moves into the Academy of Music, N.Y., next night. Black Sabbath and Wild Turkey, with at least 18 concerts together, start March 2 at second, wind up April in Toronto. Procol Harum’s first date is April 7 at the Palace Theater in Waterbury, Conn., and they are planning to tour the U.K. from April 13 in New Haven, Jethro Tull and Yes on April 15 at the Montreal Forum.

Tull will play at least eight Canada dates during which time they will tour Europe for three weeks, then return to North America in early June. Yes’ tour schedule has Yes returning to England first, followed by Procol Harum for the West Coast, then Procol’s London date, Procol Harum’s first date is April 7 at the Salle Pleyel in Paris in early May then Procol’s first date is April 13 in New Haven, Jethro Tull and Yes on April 15 at the Montreal Forum.

Wonder Tours Eng. With New Act

Stevie Wonder launched his tenth anniversary tour with an appearance on BBC’s “Top of The Pops” and flew into London with his new group Wonderland, consisting of former Butterfield Blues Band members Dave Banrew, Tara Lawrence (saxes), Steve Madaio (trumpet), Buzzy Feiten (lead guitar) formerly with The Band and the New Rascals; and original sidemen Scott Edwards (bass). Art Baran (trum- bone), Daniel Zebulon (cong.) Keith Cooper (percussion) to join Glen Gilstrap, Linda Tucker, Lonnie Groves and Gloria Bailey.

Wonder, on a March date on February 3rd, the group returns to New York, where Stevie is now based, to perform at the Beacon Theater. March 12th. In March kicking off in New York City at Carnegie Hall on March 1st, fol- lows a Philadelphia concert (March 14th). Prior to that, he makes an appearance on the Frost Show (Feb. 16) and is booked at the Montreal Forum (Feb. 18).

Motown plans an early February release of their latest version of “Sitting In The Back of My Mind,” on which he has produced and written all the material. He plays clarinet, electric guitar, ARP, harmonicas, drums and piano as well as singing on the LP which also features Wonderlove.
EDITORIAL:
The Start of Something Big

Fifty-five music operators now have the special distinction of "graduating" from MOA's first regional business seminar—a most laudable distinction because its outstanding success practically guarantees a continuing series of such conferences for years to come. There's no question that MOA stuck its neck way out with this experiment, nor that it now deserves an award for providing the trade with the most stimulating, informative, and, yes, provocative forum yet available in this industry for the exchange of worthwhile business techniques and ideas.

We're reporting on the seminar elsewhere in this section, so we'll take this space simply to congratulate both those who had the good sense to register and attend, and, more especially, those prime movers like president John Trucano, executive vice president Fred Granger and Notre Dame's Gerry Sequin for the true grit they displayed in putting the rather adventurous program together in the first place. We also tip the hat to the good Notre Dame professors (as well as to independent security consultant Bob Curtis and accountant Herman Wolske) for really doing a standout job.

The lectures and workshop rap sessions this faculty piloted suffered from only one thing—not enough time for every operator to say his piece. (We doubt if there could ever be sufficient time for a group of operators to really get it all off their chests, especially in the no-holds-barred atmosphere which prevailed at Notre Dame.) The lectures, especially that delivered by Dr. John Malone, were right on the spot. When a stranger to this industry, like Mr. Malone, can hold forth with accuracy on subjects ranging from commissions to red money to guarantees, we think it's remarkable . . . especially when you consider how really specialized this trade is.

Are we recommending attendance at the Las Vegas and New York City seminars? Definitely! (The Atlanta seminar has just been cancelled since most southern operators interested in attending would rather do either Vegas or New York). Unfortunately, the program is so unique to the trade it has to be "sold" to the operators, in a sense. Some have said they don't want to go "back to school", adding "I really don't need it." The question is not whether you "need" it but whether or not it will "help" you. And in that vein lies its undisputed success—help in every area from inhibiting collectors helping themselves to your quarters, to better methods for pricing a route, to tactics leading to the eventual elimination of unwarranted bonuses to location.

In the last analysis, the seminars succeeded in opening up the trade's traditionally closed mouth, and the knowledge that came out was overwhelming. Participating operators clearly demonstrated that many fine, progressive people are among us. For the other professional operators who wish to participate in either of the two remaining seminars, please note the places and dates and register now: March 24-25 at the Sands Hotel in Las Vegas; April 21-22 at the Hilton in New York.

Cash Box — February 19, 1972
Wurlitzer Inaugurates 60-Day Satellite Promotion Campaign With Gifts for Ops

NORTH TONAWANDA, N.Y. — The Wurlitzer Company announced a special 60-day sales promotion whereby music operators who purchase Rock-Ola satellite trays will receive free of charge famous brand-name gifts. For details, call your Satellite distributor purchased from a Wurlitzer distributor.

Wurlitzer’s 24” x 15” premium order blank mailed to trade.

or factory branch between February 1st and March 31, 1972, operators can get a 20-25% special interest was Date Automatic Watch, Hamilton His and Hers 17 Jewel Sat. Wurlitzer Beach Blender and Mixer set, American Tourister 2-piece luggage set for ladies or men, a Vita-T Electric Adding Machine, Royal Custom III Portable Typewriter, or Domestic Portable Zip Zaz Sewing Machine.

The Give-Away marks the second marketing program Wurlitzer has introduced in its sales promotion of the Satellite. This program is aimed primarily at the music operator and rewards him with free gifts.

MOA Sem. (Cont.) the most functional of all, since he touched upon all the basics in normal route operation. For starters, he advised the operators that the Consumer Price Index rose 192% since 1940, while the change from dime to 3-25¢ music price is an increase of only 67%, and from dime to 2-25¢ only 156%. Malone recommended the minimum collection guarantee, rather than moving toward 60-60 split, for increasing income. “It’s easier for the location to take that way,” he said. Malone termed red money as “inseason”, but agreed some unmarked promotional money could be given the location if the stop warranted it.

He declared that the industry was definitely underestimated that operators were not getting a good return on their investment. He said they should get 20-25% return after taxes, in addition to a salary for themselves. While he expressed dislike of the 50% commission to locations, he agreed it couldn’t be rolled back very easily and again recommended minimums, plus a wholesale move into 2-25¢ pricing.

Malone said the future was good for the music and games business, but that operators need a good permit drinking at 18 years of age, throwing an additional 12 million tavern customers onto the market. He also said more Americans are eating outside the house than ever before. His chief compliment to the operator was: “Few businesses on this small scale burden the company with so much to do with so little help.”

Bob Curtis kept the group spellbound with stories of theft and thievery, starting with the interesting note that 75% of stealing is committed by employees of the company. Further, that 76% of all larceny is committed by persons over 21 years old and under. He warned operators to be extremely careful in hiring and to watch for the psychotic type whose class is responsible for the bulk of lost property today.

Empire Holds Intra-State Rock-Ola Session

CHICAGO — Bill Findlay, Rock-Ola’s field service engineer, recently conducted a one-day seminar at Empire Distributing, Inc.

Gil Kitt, owner of Empire, and assistants

listened by Joe Robbins and Jack Burns, hosted the event held in the Empire showroom at 12 South San
gamon Street. Operators and service personnel from 5 states attended and are a benefit to our company,” said Kitt.

The 11 service men from out of state gathered for an intrastate tour during which the dealers met Syl Kindler and Jerry Ebert of Hastings Distributing, Milwaukee; Boyde L. Simmons, Associated Service Co., La
dporte, Ind.; Donald Cole and Carl Baxton of Hartney Distributing, Indianapolis, Ind.; Joseph Patterson, Empire Distributing, Indianapolis, Ind.; David Fousek and Ronald Thornton, Royal Rock-Ola Service Company, Great America, Wisc.; Arn
old Sharrow, Amusement Service Company, LaPorte, Ind.; Patrick Corcoran, Sandler Vending, Minneapolis, Minn.; Dave Godin, Caldoner Bros., Indianapolis, Ind.

Cash Box — February 19, 1972

Available from every U.S. Wurlitzer Distributor and Factory Branch.
JUKEBOX PROGRAMMING GUIDE

Pop
DONNY OSMOND
PUPPY LOVE (2:58) / b/a The People Go (3:09)
MG M 14367

THE GUESS WHO
HEARTBREAKED BOFFER (3:15) / b/a Mediterranean Girl (2:31) RCA 74-0659

GIORGIO (Danhill 4304)
CHICORY (Epic 10687) / b/a ONE OF MY FATHER (3:40) / b/a No Flip Info.

JIM CAPALDI
EVA (3:48) / b/a Going Down Slow All The Way (3:10) Island 1204

THE LEE HOLDRIDGE ORCHESTRA
VICTORY IS PEACE (2:07) / b/a Snow Frolic (2:02) Paramount 0149

R & B
JAMES BROWN
KING HEROIN (3:56) / b/a Theme From King Heroin (2:54) Decca 14114

THE TEMPTATIONS
TAKE A LOOK AROUND (2:59) / b/a No Flip Info. Gordy 7118

B. B. KING
SWEET SIXTEEN (3:26) / b/a No Flip Info. ABC 11319

SONNY CHARLES
IT'S ALRIGHT IN THE CITY (2:56) / b/a Nicasio (3:08) BCA 74-0645

C & W
JERRY LEE LEWIS
TIE YOU ABOUT IT DARLIN' (2:03) / b/a Chantilly Lace (2:50) Mercury 10874

JOHNNY PAYCHECK
SOMEONE TO GIVE ME LOVE (3:00) / b/a No Flip Info. Epic 18836

DON GIBSON
FAR, FAR AWAY (2:22) / b/a What's Happened To Me (2:50) Hickory 1650

TOP TEN LATIN SINGLES
New York Area

No Quiro Ser Tu Amante
Paquita
Side West 19

Meditrone Problema
Cheo Peliciano
Vaya 5005

He Tratado De Olvidarte
Roberto
Exitos 3109

La Escoba
Los Latinchos
Discosal 3739

Para Que No Me Olvides
Los Andinos
Boriquen 352

Payaso
Orquesta La Selecta
Rincon 5022

Cha Cha Huelgo Chango
Ricardo Ray
Vaya 5019

La Triana
Orquesta Hernan Lopez
Rincon 316

Vanidad
Yussef Monti
Parrano 266

Todo El Mundo En Contra Mía
El Gallito de Manati
Nelza 1254

New Release Picks
Shaft
b/w El Regreso
Carlton
Fania 595

Sombras
b/w Me Valvieron a engañar
Raul Marrero/Discosinetero
1066

Te lleva a ese lugar
b/w Luis Cosas me alejan de Hector Cabrera
Exitos 3106

EASTERN FLASHES
	

TENNESSEE—There was plenty of big doings taking place in Memphis the 13th week of the year, as new opened distribution centers and new sales offices were opened by several distributors. The new facility located at 283 Union Avenue is the housing for the stock, showroom and office areas and occupies some 32,000 square feet. Allen Smith, a veteran of the coin industry, was pleased to welcome the large turnout of well wishers. Invitations were also sent out to Milt Scola and Associates of Chicago who operators announcing the open house as well as the factory line of equipment to be displayed by Smith Allen Enterprises, The line includes, says Allen, Rock-Ola, Eli吮, AMOA, Art-O-Matic, Brooklyns, and AWA. The new area will also include Arkansas, part of Tenn., and Miss., a corner of Kentucky and Missouri. Several door prizes provided plenty of excitement as well as lots of food and drink. At press time we had heard of a winner of a U.S. Billiards ‘Red Pepper’ table. The word will be issued in the next CB.

SOUTH CAROLINA—A-L Witt president of the South Carolina Coin Operators Association is reminding association members that the 9th Annual Amusement and Trade Show will be held Feb. 19th and 20th at the Sheraton Motor Inn, Columbia, S.C. As well as the election of new officers, says A-L, the two-day event is well populated with business and activity for both the male and female. Exhibits booths will be open from 10 to 5 on Saturday. A cocktail hour is scheduled from 6 to 7 and dinner to start at 8. Decca recording artist Ronnie Dove and his Review featuring Gigi and Jerry are the highlights of the Saturday night program that includes dancing til 1AM. MC of the show is Cornell Blackley a popular recording artist and DJ on station WMGB in Greenville. Door prizes galore. The exhibits will be open from 10 to 11 on Sunday with a luncheon beginning at 1PM. Guest speakers are to be Fred Granger and John Trucano, exec vp and president of MOA, respectively. The business meeting after the luncheon will wrap up the two days event, but not before the fashion show especially for the men.

THE BROOKLYN BEAT—Howard Kaye, sales manager at Irving Kaye Co., Inc., says the big news continues to be the distribution continuing to increase of Lord’s Homemade Slide“the world famous Kaye, ‘Stanley Cup Hockey’ a 2-player game. Operators have reported highly satisfactory results. On location play-action, says Howard, has prompted many operators to seek additional locations for the excitement that the game has a fully laminated fieldplay with simulated ice formica. And for additional scoring thrill’s a gong goes off when a player makes a goal. The game is housed in the cabinet, says Irving, withstand plenty of of abuse. TRAVELERS—Len Schneller a happy traveler, often referred to as Mr. B. Ball, and sales chief of U.S. Billiards has been poking up the miles in helping state associations from Oregon, Washington and all the way to Long Island, set up 8-ball tournaments and has given his efforts in supporting the field in building state tournaments is building. A case in point, the recently concluded Oregon Amusement and Music Operators Association 8-ball tournament drew nearly 3,000 at the two day’s finals in Portland.

AT THE MOA SEMINAR—The interesting thing about a New Yorker going to South Bend, Indiana for the first MOA regional seminar at Notre Dame is that you can’t get there from here. Really. More than one flight took us to Cleveland (ahem—got in a phone call to CCI’s Ron Gold during the layover), then to Fort Wayne and finally South Bend and a lady cab driver to the college. The seminar sessions were held at Notre Dame’s new Center for Continuing Education. The location was the former Bldg. The guys ate and bedded down at the Morris Inn directly across the road. Heavy snows fell practically throughout the two days and the guys were grateful that a tunnel connected the two buildings. Arriving late, we missed the church service and while Stillman’s Grand River, New Jersey and Vincenzo of Trenton at lunch told us the morning’s presentations were great, especially Dr. Sai Bella’s fire and brimstone lecture on hiring practices. Operator John Elum of Findlay, Ohio got everything on cassette tape and we caught up to the bums by listening to it.

Cash Box — February 19, 1972
When you buy a new Rowe jukebox we'll put in a Dollar Bill Acceptor for only $195.00. That's $100.00 to $180.00 less than our competition. And it's the best Bill Acceptor on the market. We make our own and we have more bill acceptor experience than anyone in the industry.

Some people feel we're sticking our neck out. Maybe so. But we feel we'll make up the difference with volume sales because the market for bill acceptors is now right. Since the move to 2/25¢ pricing has, in effect, made so many jukeboxes "one-coin machines" and because most customers have more dollar bills than quarters nowadays, a bill acceptor increases their buying power. And, there are three more good reasons why you almost can't afford not to have a Bill Acceptor today.

1. It increases the take because of its offer of a bargain to each customer.
2. It takes in more money per transaction.
3. It increases the amount of overplay because more credit is established at one time. And the more overplay, the more opportunity for selling additional playing time.

Operator experience shows that a phonograph with a bill acceptor averages 10% to 15% more take than one without a bill acceptor. In a $40 per week location, an increase of only 10% amounts to $208 per year, or $2,080 in 10 years.

OTHER EXCLUSIVE ROWE FEATURES

- The only line of jukeboxes—a model to please every location.
- Exclusive Dry Lubricant Design eliminates preventive maintenance. Backed by 5 year warranty. Saves you $400.00 to $600.00.
- Latest in a long line of the most reliable, trouble-free machines in the industry.

SEE THEM NOW AT YOUR ROWE DISTRIBUTOR

Rowe international, inc.
A SUBSIDIARY OF TRAINGLE INDUSTRIES INC.
CHICAGO CHATTER

The second annual Wisconsin-Illinois Coin Operated Pool Table Group's 8-ball tournament got underway in mid-January. Playoffs will be held April 8 and 9 at the Lake Geneva Playboy Club. Tournament co-ordinator Murph Gordon (of Em-

pire Dist.) has really been burning the midnight oil attending to all the details and the mountain of paperwork involved with the tournament. He says the

Playoff is offering a special reduced rate on room accommodations this year for participants and spectators who'll be attending the playoffs and staying over-

night. Interested parties may contact Murph for further information. Just

missed Jack Burns when we called at Empire. He was enroute to Green Bay, Wisconsin to visit the Empire offices out there—and he picked one of the
coldest days of the week for his trip! Sure hope the car heater is in good working

condition.

TALKED TO BILL DESELM of Williams Electronics Inc.—where “Olympic

Hockey” and “Windy City” continue to be among the hottest items of the day.

Did get a scan, however, “Line Drive,” factory's new baseball game is just

being sample shipped to William distributors. Understand it's a real beauty!

CONSTRUCTION ACTIVITY AT THE Rock-Ola Mfg. Corp. plant was practically

at a standstill during the period of below zero weather last week. The factory is

enlarging its warehouse and building ten new loading zones. Entire operation

should be completed by Spring— barring any further weather delays, of course.

No slowdown inside the factory, needless to say, since the model “449” phon

continues to be in such heavy demand!

AT BALLY MFG. CO.— it's “Road Runner” all the way! A very big seller!

ON THE SINGLES SCENE: For a rundown of what operators in the area of

Peoria, Illinois are programming, we talked to Gimmy Ward of Hi Fi Stop one

who's very much attuned to the operator market out there and she listed the fol-

lowing: “Lookin'” by Boots Randolph (Monument), “Sweet Love Me Good

Woman” by Tontrell and The Glaser Bros. (MGM), “To Get To You” by Jerry

Wallace (Decca), “Step Out” by the Mamas & Papas (Dunhill), “My World” by

The Bee Gees (Atco) and “Everything I Own” by Bread (Elektra).

NICE TALKING WITH JOHNNY FRANTZ of J. F. Frantz Mfg. Co. For the past

six months Johnny's been enjoying a rather sensational surge of business with his current "J. F. Frantz” gun. Sales have picked up in the foreign market but, as

Johnny hastens to add, most noticeably in the area of domestic sales. A renewed interest in the 5p piece is being felt in many parts of the country, according to

Johnny, and he couldn't be happier about it!

MILWAUKEE MENTIONS

The weather has been ideal hereabouts this past week—for snowmobile enthu-
siasts, that is (and there are plenty of those) or eskimos, maybe, but for an

operator who must rely on an automobile and clear roads for transportation to

and from his business stops, it was pretty rough going. A combination of ice and

snow existed in some areas of the state and driving was indeed very hazardous.

But the weather is one—since the operators have been among the coldest at

HASTINGS. JACK HASTINGS OF HASTINGS DISTRICT, INC. is very enthusiastic over

operator reaction to the new “Hoss Shoes” game produced by Global Industries

of Wisconsin. Jack said the same reception was received for his first shipment

of the new game. But Jack added, just to fill back orders and he's anxiously awaiting

additional stock. Also very much in demand out there are Valley pool tables which are

models that are being presented this time around at Hastings.

IT WAS INCOME TAX TIME at Pierce Music in Brodhead when we called last

week. While Clive Pierce was away on county business Marie Pierce was

pretty much in charge of the office, and the operators naturally were in the midst of

the project. Jack commented that last month was the best January ever for his Company.

He was also pleased with the successful Wurlitzer Service School at a local Ramada

Inn. Management of the hotel reported full attendance at the school and

operation was without any real problems. The Wurlitzer operators in the area are

expected to be back at the school in mid-February for the next course. Bob Butler

remarked that last month was the most impressive yet for his Company.

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the hard work is just beginning. According to Bob Butler, the month of March will

be particularly hectic, with the last day of the first quarter, the mad rush to

complete the quarter's work, the last day of the income tax season, and the

Wurlitzer Service School at the new location.

HOU1TON HAPPENINGS

Wurlitzer’s latest styled coin operated phonograph, the Cabaret, was introduced to Houston Area Operators Feb. 4 by Gulf Coast Distributing Co., 6205 Gulf Free-

eway, Houston. Judged from comments of majority of the extra crowd of

first comers, reception was far better than good. Ralph D. Cragan, Wurlitzer

Regional Sales Mgr. was present to assist with the showing. Even L. C. Butler,

owner of Gulf Coast Distributing, was busy at lending a hand. Wurlitzer local

salesmen Bob Wells and Ron S hungers naturally were in the midst of the Project.

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