How 'Market Awareness' Can Cut Into The 'Return' Problem (Ed) . . . Indie Distributors At Chi Meet: We'll Work Within NARM Framework . . . Stigwood Forms RSO Label Under J. Bienstock; Atlantic Dist . . . Brut Label Formed Thru Buddah . . . Bow MCA Video Disk

UA's 'MAN OF LA MANCHA: QUITE A TRACK RECORD
Boys, girls and other categories fall for the Hook again:
"The Cover Of 'Rolling Stone'."

A bulleting new single from the group who gives D.J.'s something big to play with. Dr. Hook rides the charts again. On Columbia Records.
How 'Market Awareness' Can Cut Into Returns

Much of the problem of "returns," one of the industry's most devastating, seemingly incurable diseases, could be drastically reduced if there were more "market awareness" on the wholesaling and discount retail levels of the business. Again, we return to the nature of those employees who are hired with what we believe to be a false sense of economy. The equation in these instances goes: low pay = low overhead = greater profitability.

The truth is that the unaware or unconcerned employee who approaches the executive level of a retail-wholesaler operation can keep sales excitement at these establishments on a hum-drum level—or worse.

Take this case in point, an example that, unfortunately, may be more than just the exception. Orders are placed on recordings based on heavy local airplay on a key station. That is, heavy play at the time of the order, with no attention paid to the fact that the disk will be taken off the playlist the following week. The order comes through, play stops and sales on the disk come to a virtual halt. The simple matter of "market awareness"—getting a feedback from the station—could have warned the operation not to re-order and sell-off as much of the stock he has on hand as possible.

On the wholesaling level, there are labels who take pride in the fact that they have people in their branches who keep on top of the local radio situation and will, in fact, inform retailers either to go with a disk or, interestingly, take a pass based on a disk being dropped from the play list.

This kind of honest approach in the follow-through of product can do much to correct the return problem. It can do much to assure the retail-wholesale areas of the business that product on hand has the most likelihood of making it all the way to the consumer. The use of "market awareness" personnel will not solve the return problem completely, for admittedly, there are other matters, contributed by all levels, that make the problem as difficult as it is.

But, the kind of employee who knows the market, cares about the profile of the customer he serves, can put a significant dent into the return situation. He is also going to help immeasurably to make sure that the traffic flow is well served and more likely to make a recording purchase.
Gilbert O'Sullivan himself has a brand new LP... "BACK TO FRONT." Included in it is "Clair," his current hit single. And twelve other songs written by Gilbert O'Sullivan especially for the occasion.

"BACK TO FRONT by Gilbert O'Sullivan. Available now!
ANNIE'S SONG
IS
KENNY'S SONG
DANNY'S SONG

Performed by Anne Murray
Written by Ken Loggins
Produced and Arranged by Brian Ahern
Stigwood Forms RSO Label
In U.S.; Bienstock Chief

Atlantic Dist
Key Acts To Co.
NEw York — Robert Stigwood has formed RSO Records in the U.S. and has named Johnny Bienstock as managing director. Bienstock was formerly head of singles sales for Atlantic Records, which will distribute the new label.

It's understood that RSO will kick-off its first product early in Jan., with the release of two strong Stigwood-produced acts through the Arie label. There'll be an album by the Bee Gees and a 2-LP set by Derek & the Dominos featuring Eric Clapton. Product on both acts will continue to flow through the RSO tag.

Bienstock will headquartered his operation in Stigwood's offices at Central Park West in New York.

Ahmet Ertegun, president of Atlantic, noted that Bienstock will be "instrumental in continuing the already happy and successful relationship between Robert Stigwood and Atlantic."

Peter Brown, president of RSO, Inc., said the Bienstock appointment was "significant in RSO Inc's move to expand its interest in the U.S. leisure market."

Bienstock leaves for London this week, (20) to meet with Stigwood, Robert English, RSO general manager, one of the U.S., and other key RSO execs in theatre, film and TV.

FRONT COVER:

"Man of La Mancha" is the latest in the continuing series of hit soundtrack albums from United Artists Records, which has firmly established itself as a leader in motion picture music during the past decade. "Man of La Mancha" follows hard on the heels of UA's "Fiddler on the Roof," one of the biggest-selling film LPs of all time.

Inspired by the Spanish classic by Cervantes, "Man of La Mancha" is an original work by Dave Wasserman, who has brilliantly combined the character and spirit of Cervantes with the splendid lute fantasies of the author's fictional creation Don Quixote.

"Man of La Mancha," adapted for the screen by Wasserman, has been described as a monologue in a novel, but it actually defies convention. Audiences around the world, however, have agreed that it is a unique dramatic experience.

Peter O'Toole as Cervantes/Don Quixote, Sophia Loren as Dulcinea/Alonza, and James Coco as Sancho Panza, inhabit roles performed in theatrical productions presented in 22 languages in 45 countries. The original stage version opened in New York on Nov. 22, 1965, and later that year it won the Tony Drama Critics Awards as Best Musical.

It has been brought to the screen with its prize-winning songs and music, including such favorites as "The Impossible Dream" and "Dulcinea." For the film, O'Toole said, "Man of La Mancha" captures a career that includes, "Love Story" and "The Hospital."
Four For Four

1. Twenty-one months ago, United Artists Records released a master from producer/engineer Bob Archibald, recorded at The Music Factory, Miami, Florida. Thirteen weeks later, "Treat Her Like A Lady," by the Cornelius Bros. & Sister Rose was a certified million-seller.

2. "Too Late To Turn Back Now", their second release, sold over a million copies in a similarly short time period. That's two for two.

3. Their third single, "Don't Ever Be Lonely (A Poor Little Fool Like Me)" is well on its way to becoming the group's third million-seller.

4. The Cornelius Bros. & Sister Rose's fourth hit single, "I'm Never Gonna Be Alone Anymore"/"Let's Stay Together" has just been released and again Billboard, Cash Box and Record World raved!

Four hit singles from one debut LP. Now that's what we call an album!!

The Cornelius Bros. & Sister Rose

www.americanradiohistory.com
ASCAP Sees Merried Of Xmas For Holiday Songs

NEW YORK The yeulitic season is, of course, traditionally a boon period for Christmas albums, record sales and disk sales and ASCAP has prepared a study covering this period in its records, an average of some five million per year. The report, which also generated the sale of some five and a half

million copies of sheet music and is still good for 98 percent copies annually.

"Rudolph's Single"

According to ASCAP writer John Wachs, "Rudolph the Red-Nosed Reindeer" may well be the biggest selling yeulitic bonanza of all time with record sales in the neighborhood of 65 million in the United States and 32 million abroad. Marks, who is also the publisher of this work, calculates that sheet music sales total six billion copies, which is about double what the radio stations have ever recorded even written every day. There are more than 5,000 songs on the market at the moment, and a total Christmas output of course, there are also many seasonal favorite sheet music titles that do not increase the "Rudolph" parade.

"Christmas Wishes"

The best known are "Little Drummer Boy" and in the classic department, the opera "Ananah and the Night Visitors, which are also popular in the "Winter Song" category.

Most Profitable

There is a running and good hu- man competition as to which is the most profitable among all the Christmas songs, and accurate figures are difficult to come by. However, ASCAP does have some interesting data. With sales of records and sheet music and an some knowledge of the various formats, it is possible to make a fair estimate of the records are more competitive than their sheet music counterparts. On the other hand, the records are not considered as competitive as the sheet music.

ABC/Dunhill Product Meet In Palm Springs

ASCAP - Dunhill's entire Product Meeting was held in Palm Springs. The Nashville office of ABC/Dunhill with the recently appointed national network with the 28th and one on the 29th of January. The main topics of discussion centered around the new product line and the promotion of their new products.

How to Get Your Music Published

By Jimmie Layton

In commenting on all aspects of the music industry, ASCAP's Jimmie Layton said that the music industry is a very sophisticated and selective group and that it is up to the taste of the recording industry to make music profitable. ASCAP is now one of the largest record companies in the world and there is a need for accurate reports on the music industry.

Recommended Reading

Jimmie Layton, "The Money of Music," will be available at the ASCAP headquarters at 115 West 57th Street, New York, N.Y. 10019. The book is recommended for all music publishers, music managers and music publishers.

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Record Co's Win

Case In British Courts

LONDON Six major record companies were successful in winning a case against a group of British Court. The companies had accused of distributing pirated eight-track cassettes for the sale of $100,000 in costs for having received the imported cassettes. The case, which was heard in the United States, was decided by the High Court of Justice in London.

Tape, Porn Of Film Trad

In New York

NEW YORK A court hearing has been scheduled for Jan. 18, for two Brooklyn men who were arrested last week in police raids that recovered a cache of 50,000 pirated pre-recorded tapes. The raid was ordered after a Supreme Court judge granted a temporary restraining order against the sale of tapes, film and magazines.

New York District Attorney Eugene Gold said the operation was part of a nationwide investigation of a large-scale criminal enterprise that was seeking to distribute pirated music, books and magazines.

Elektra Sets Sales Conference In Phoenix

ELEKTRA RECORDS' annual sales conference, which was held at the Westin Lighthouse hotel in Phoenix, was attended by all members of the trade press. The conference was also attended by Elektra's national sales manager, who said that in addition to previewing January-February re-leases, there will be a discussion of the state of the industry and of the company's plans for the future.
Company Financial Reports:

Schwartz Bros. Predicts Top 4th Qtr

NEW YORK — Schwartz Brothers, Inc. the large music retailer and the largest distributor and rack merchant in the country, announced that earnings in the fourth quarter ending Dec. 31, are expected to be the highest in the company's history.

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NMC Sells Riverside Ctg For $630,000

OCEANSIDE, N.Y. — In a move to diversify its holdings of all involvements unrelated to record and tape rack, Schwartz Brothers, Inc., has acquired the Riverside Records, a large music retailer and the largest distributor and rack merchant in the country, announced that earnings in the fourth quarter ending Dec. 31, are expected to be the highest in the company's history.

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Grand Funk Concert Proceeds to Benefit Phoenix House

NEW YORK — Grand Funk Railroad, the current leading drug-free treatment program.

A. C. Samson, publisher of the Grand Funk Railroad, has announced that the Grand Funk Railroad will, at the conclusion of their 1973 tour, donate proceeds from the concert to benefit Phoenix House, N.Y.

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NMC's Fiscal Year Shows Wide Gains

OCEANSIDE, N.Y. — NMC Corp.'s fiscal year, ending Sept. 30, 1973, showed a marked increase in all areas.

Jesse Seltzer, president and chairman of the board of record and tape rack manufacturers, said that the company's operations continued to improve in fiscal 1973. Income from continuing operations for the fiscal year amounted to $105,703, an increase of 32% over the previous year.

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Grand Funk Railroad Predicts Its Success

"For us this benefit has a tremendous significance," Rosenthal remarked. "It means a great deal more than just the money involved. In the fight against drug abuse, the real issue is saving young people who can help their families live full lives without drugs. No one can replace the drug-added young and we want to help the young musicians whom they admire reach this goal." The company said that proceeds from the concert, which will be used to support Phoenix House, will be presented at a future date.

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A tempting new album from Stiller and Meara.

On Atlantic Records and Tapes.
Jethro Tull

ROXY MUSIC

MADSON SQUARE GARDEN, NYC — Ian Anderson and company, affectionately known as Jethro Tull, returned to Madison Square Garden last week [sic] to deliver another one of their sell-out crowds with their fine music and many stage antics. Performing for almost two solid hours, the epitome of a concert that we can only dream about. Performed with all of their albums, and if the arrangements were as the same on their previous tour, the theatrics were all.

"indigestion" may seem a strange and somewhat inappropriate turn in a review of a group's performance, but it certainly fits Roxy Music's style. For the Rogues are, above all else, part madcap, part spacecadet, part group of scientists. The music is often both uncomfortable and uncomfortable. Likewise, the performance. Their music is loud and totally unpredictable: it is impossible to say what will appeal to a particular audience. Roxy Music is a group that, unless you are very familiar with their work, may come across as being a bit too avant-garde. Their style of dressing is also somewhat futuristic, lending them a unique and distinctive look.

The performance was very much in line with the overall style of Roxy Music — a group that is known for their theatrical performances. It was more than a mere display of their musical abilities; it was an extension of their unique identity. The audience was captivated by the group's energy and commitment to their craft, resulting in a memorable and unforgettable experience.
"It's one of the best musical stagings to be seen on Broadway in years."
- Clive Barnes, New York Times

"'Pippin' is extraordinary musical theater. A musical of enormous style, and I hail it!"
- Douglas Watt, Daily News

"'Pippin' is a sensational musical comedy. The songs are fresh and exciting. The most innovative show to come on Broadway in many years."
- Leonard Probst, WNBC-TV

"The best new musical on Broadway."
- Kevin Sanders, WABC-TV

"Triumphant 'Pippin' is filled with exciting dances and show-stopping numbers that never seem to cease!"
- Richard Watts, New York Post

Now available on Motown Records.
Mercury Markets 7 New Albums

CHICAGO — A seven-album/tape release, featuring new product by Jerry Lee Lewis, the Statler Brothers, Joe Tex and Faron Young, comprises Mercury Record Corp.'s December release, according to Los Simon, senior vice president and director of marketing. Also included is the debut album by Fire and Rain, plus new LP's by MOUTH & McNeal and the Swingle Singers.

The Young LP, "This Time the Hart- tin's on You," will be part of Faron Young Month, extending through Jan. 31. Advertising encompassing tracts, consumer press and selected press radio over the key part of the program, according to Simon. There will also be posters keyed to Young's new album, plus his other five in the Mercury catalog. Young recently had a top five single in England, "It's Four In The Morning," which is also nominated as song of the year by the Country Music Assoc. (CMA).

Fire and Rain's debut album, "Fire and Rain," was produced by Joe Saracino, past producer of Johnny Cash and The Carter Family. The duo, Manny Seager and Patti McCarron, have been around Los Angeles, where the LP was recorded.

"... (Think about it Darlin')," is Lewis' first LP since "The Killer Rocks On." The album was produced by Jerry Kennedy.

"MOUTH & McNeal II" contains their new single, "Hello-A," and is the follow-up to the hit, "How Do You Do?" The Dutch group is on Philips Records.

Following up their recent award by the record industry, the best vocal group, the Statler Brothers return with "Sing Some Country Songs." The LP contains "King Thaddeus" and their new single, "Wom- an Stealer."

20th Album On Diamond Songs

HOLLYWOOD — 20th Century Rec- ordin's Promo Manager Regan has selected as firm's second album release "The Neil Diamond Solid Gold Songbook" by the singer who designed specifically for the holidays.

With the aid of National sales manager Tom Rodden and promo chief Paul Loveless, 20th will shortly implement a massive campaign on behalf of the product. Based on his close association with the group for some four years, Regan has himself written the liner notes, in letter form, for the LP.

To foster additional sales, 20th is placing a series of trade and consumer ads, and in an unprecedented move, have arranged for an impressive television campaign in key cities, tagged with retailer listing items to be available throughout Dec. 18-24. In addition, an array of special in-store aids, suitable for counter or window situations are being made available.

Zagorski Posters For Atlantic Win Competition Award

NEW YORK — Two of Atlantic Rec- ordin's special series of posters designed by Stanislaw Zagorski have been selected by the competition jury of Poster U.S.A. 72 as among the best designed posters of the period 1971-1972.

The posters, created under the supervision of Bob Rolotta, Atlantic's vice president in charge of advertising, and publicity, and produced by Michael Lith, are renditions of Atlantic artists singing Greatest Hits and are illustrated in the current issue of Print Magazine, sponsors of the competition. The posters were selected from more than 1200 entries from throughout the nation, posters will be on display at the awards exhibition from now through Dec. 29 at the Midtown Manhattan offices of the AMPA Building in New York.

'Bread' Is Trademark

NEW YORK — "Bread" has been registered by Bread Enterprises, Inc., as a trademark in the following classes: (1) dairy products; (2) bread; (3) greeting cards, currently on best-seller charts with the album "Guitar Man" and single "Sweet Surrender."

SCREEN TRACK — At "Man of La Mancha" screening (from left) Mike Lipton, president of U.D.C., the United Artists record distribution arm, Arthur Hiller, producer-director of the film, George Albert, president of Cash Box, and Michael Stearn, president of United Artists Records.

3 Folios Via Wes Farrell

NEW YORK — Due to the business demand created internationally by three albums—David Cassidy's "Rock Me Baby" (Bell), "Elephant's Memory" (Apple) and Richard Harris's "Swine," (ARC-Dublin, Rev. & Hem), Vice-president of the Wes Far-rell Organization, announced that the company will be issuing three song folios of these artists.

The songs in the new Cassidy, Ele-phant's Memory and Richard Harris albums are published by the Wes Far-rell Group of companies which is under the Robbins print arrangement with Farrell.

Farrell was in New York last week to work with the coordination of marketing and merchandising of the three new song folios.

Playboy Inks Production Deal

LOS ANGELES — Larry Cohn, execu-tive-vp of Playboy Records, has reached an exclusive, long-term pro-duction agreement with Frank Rand and Bob Dectock of Lee Productions in Chicago.

First artists to Playboy under the new agreement are G. G. Shin, former lead singer with Chaos, and Chicago-based rock group, Lax. Rand and Dectock also produce Chaos and the Ides of March.

Gold In The Park — Following the Nov. 22nd opening night performance of their seven-day stand at Chicago's Arne Crown Theatre, Chicago was pre- sented by Columbia's Steve Popovich with gold albums for "Chicago V," which was certified upon its release, and with gold singles for "Saturday In The Park," the group's first million-selling single release. Left-to-right: George Breuer (Columbia Records' assistant director of national promotion), Robert Lamm, producer James William Guercio, Lee Loughnane, Danny Seraphine, Terry Kath, Peter Cetera, Steve Popovich (Columbia Records' vice president, na-tional promotion), Walter Farazzaider, James Pankow, and Larry Fitzgerald, president of Eponymous Management. Concert series was completely sold out three months in front of opening night.

Metromedia To All Tapes In Tex.

NEW YORK — Mort Weiner, director of marketing and merchandising for Metromedia Records, has announced that Alltapes Distributing Corp. will distribute Metromedia product in Tex- as and Oklahoma. Weiner feels that the move to Alltapes will greatly in-crease record sales in the southwest.

Mike Bebee, Metromedia Records director of promotions, will be re- sponsible for coordinating the promo efforts of Alltapes' Mike Rynulis in Houston and Tony Prazano in Dallas. Alltapes are located at 9900 Gove-rnor's Row in Dallas.

'Amanda Tree' On Poppy LP

HOLLYWOOD — A debut album from singer-writer Amanda Tree, fronted by the cast of the CBS-TV soap operas, "Love Of Life," will be released by Poppy Records Jan. 8. It was produced by Cliff Adams, with Michael Jeffries serving as executive producer.

In addition to her acting chores, Miss Tree has been performing in small clubs and coffee shops in the New York City area for the past several years.

Poppy Records is distributed by United Artists Records.
When the song is genuine the singer should be...

His newest single

"Don't Expect Me To Be Your Friend"

PRODUCED BY PHIL GERNHARD
With help from John Abbott, Lobo, Bob Richardson

on BIG TREE #158

From The LOBO Album "OF A SIMPLE MAN"

BIG TREE Records
Exclusively Distributed by
BELL RECORDS, A Division of Columbia Pictures Industries, Inc.

PERSONAL MANAGEMENT: RUTH H. AARONS,
AARONS MANAGEMENT CORPORATION
Picks of the Week

THE SPINNERS (Atlantic 2927)

Could It Be I'm Falling In Love (4:13) (Bellboy, BMI—Mystro, Lyric)

With musical shades of their recent gold outing, "I'll Be Around," the Spinners return to the charts with another instant chart topper in both pop and R&B markets. Looks like they'll be around for quite some time. Flip: No info. available.

LOBO (Big Tree 158)

Don't Expect Me To Be Your Friend (3:38) (Kaiser/Famous, ASCAP—Lobo)

Coming off his million selling "I Do Love You To Want Me," Lobo is headed for more gold as this disk is already getting very high pop airplay across the country. Automatic sales for this one. Flip: No info. available.

RAIDERS (Columbia 45759)

Love Music (3:42) (Trousdale/Soldier, BMI—Lambert, Potter)

This exquisite Lambert/Potter tune first appeared on The Four Tops' "Keep Of The Castle" album. Raiders added a touch of their own magic with an incredible results. Terribly strong song can't help but achieve instant sales and radio play. A strong contender for top 10 honors. Flip: No info. available.

SAM NEELY (Capitol 3510)

Rosalie (3:16) (Seven Iron, BMI—Neely)

Neely delivers a beautiful ballad geared especially for pop and MOR formats. In the Neil Diamond style, he makes every word count as he paints his musical picture of Rosalie. Definitely a chart topper. Flip: No info. available.

MELANIE (Neighborhood 4209)

Do You Believe (2:59) (Neighborhood, ASCAP—Sakfa)

Second single culled from Melanie's "Stoneground Words" album smacks of lyrical potency and fine arrangement. Her massive built-in audience will snap this up in a hurry. Flip: No info. available.

Choice Programming

ROBERT JOHN (Atlantic 2930)

You Don't Need A Gypsy (2:46) (Ensign, ASCAP—John, Gately)

TERRY JACKS (London 45-188)

I'm Gonna Love You Too (2:33) (Nor Va Jak/Melody Lane, BMI—Mauldin, Sullivan, Petty)

JAY & THE TECHNIQUES (Gordy 7123)

Robot Man (2:29) (Legacy/Abbt/Stone Diamond, BMI—Bellman, Drayton, Akines, Turner)

ELDRIDGE HOMES (Brown Sugar 0101)

Love Affair (3:00) (Marsanti, BMI—Homes)

LYNSEY DE PAUL (MAM 3627)

Getting A Drag (3:10) (Kirshner/ATV, BMI—DePaul, Jordan)

JIMMIE & VELLA (Atlantic 2926)

Mammy Blue (3:47) (Maxim, ?—Trim, Giraud)

DELLIE HOSKIE (Noble 1001)

The Clown (2:35) (Palais Royale, BMI—Hoskie, Jr.)

BABY WASHINGTON & DON GARDNER (Master Five 251)

Baby Let Me Get Close To You (Terlawn/Mablet Lawson-Adams)

SWEET SALVATION (Elektra 45930)

I Just Find Myself Falling (3:28) (Sweet Salvation, ASCAP—Devillier, Vindigni)

WILLIE ROUNDS (Chelsia 1028)

House Of Memories (2:55) (Eden/Pocket Full Of Tunes, BMI—Baker, Harris—Otsi)

WOLFMAN JACK (Wooden Nickel 0110)

There's An Old Man In Our Town (2:48) (Jolly Rogers, ASCAP—K. Rogers)

GROVER WASHINGTON, JR. (Kudu 912)

Where Is The Love (Part I) (2:40) (Antisia, ASCAP—MacDonald, Salter)

TINA HARVEY (UK 49006)

Working My Way Back To You (3:28) (Wren, BMI—Vanda, Young)

WINCHESTER (Metromedia 264)

Hot On The Heels Of Love (2:01) (Sunbeam, BMI/Valando, ASCAP—Whitlaw, Oriolo, Barkan)

THE IKETTES (United Artists 51103)

Two Timin' Double Dealin' (3:10) (Huh/Unart/Chardax, BMI—Beatty)

DUANE EDDY (Big Tree 157)

Renegade (2:25) (Palo Dura, BMI—Eddy)

HORIZON FEATURING AUSTIN ROBERTS (Virgo 504)

Like A Rosebud (2:30) (Famous, ASCAP—Belitelere, Meshel)

ARLO GUTHRIE (Reprise 1137)

Ukulele Lady (3:21) (Bourne, ASCAP—Whiting, Kahn)

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Where Is The Love (Part I) (2:40) (Antisia, ASCAP—MacDonald, Salter)

TINA HARVEY (UK 49006)

Working My Way Back To You (3:28) (Wren, BMI—Vanda, Young)

WINCHESTER (Metromedia 264)

Hot On The Heels Of Love (2:01) (Sunbeam, BMI/Valando, ASCAP—Whitlaw, Oriolo, Barkan)

THE IKETTES (United Artists 51103)

Two Timin' Double Dealin' (3:10) (Huh/Unart/Chardax, BMI—Beatty)

DUANE EDDY (Big Tree 157)

Renegade (2:25) (Palo Dura, BMI—Eddy)

HORIZON FEATURING AUSTIN ROBERTS (Virgo 504)

Like A Rosebud (2:30) (Famous, ASCAP—Belitelere, Meshel)
...follow their hit single "Come Softly To Me" with the release of a great NEW album.

NEW, by the group that taught the world to sing in perfect harmony... and available now on MGM/Verve Records.
Silverman Chief Of Guerico Pub.

HOLLYWOOD — Bernie Silverman has been appointed exec director of the Los Angeles Philharmonic Assoc. by group's Byrds, Pet Sounds and Smothers Brother's Band. Among the catalogs Silverman will represent are Brill Tunes, Kama Sutra, Music Machine, Music Road, Musicville, Mr. Bongo, New World and St. Clair. Silverman will be promoting and negotiating recording agreements for the publishers, releasing his band, the Charmer Boys, and preparing to manage the Silverman Talent Agency, a new agency to be headed by the musicians of Chicago, including Robert Lamm, James Panozzo and Brent Mydland. He will also represent the catalog of outside artists, and will be highly involved in negotiations for the American representation of several British and European acts.

A 20-year veteran of the music business, Silverman has served as A&R administrator for Columbia Records in Hollywood, co-ordinating A&R activity for the domestic and international divisions.

Atlantic Gets New Promo Man In Hub

HOLLYWOOD — Fred Lewis has been named regional promotional man in New England for Atlantic Records by WE A president Joel Friedman. Lewis will be working out of the WEA office.

Before joining Atlantic, Lewis was the manager of the J Geils band, the promotion manager for Mass Record Distributors, a disc jockey, and a TV writer and announcer.

Name 4 To ASCAP Unit

NEW YORK Four new members have been appointed to the west coast advisory committee of ASCAP. Joining this group are Robert L. (Bob) Russell, the writer in residence for Columbia Records; Joel Oldman, who has scored with such major works as "Happy" and "Little Green Apples", symphonic composer and head of the percussion section of the Los Angeles Philharmonic Orchestra; and composer Johnny Mandel, whose hits include "Take Five" and "Misterioso," the Grammy Award winning "Shadow of Your Smile" and yet ASCAP composed 35 songs, a triple Academy award winner.

Whitener To Viewlex Cus.

HOLLYWOOD — Noble Whitener, in charge of all operations at Viewlex Custom Services division of Viewlex, the recording company has announced that Joseph Whitener has been named to Viewlex Recording Products Inc. He will be serving in the capacity of plant manufacturing engineer.

Viewlex-Sonic is one of nine coast-to-coast divisions of Viewlex, which controls all aspects of the recording process, pressing, taping and duplication and over 500,000 square feet of space.

100,000 square feet of additional production area was recently added at the Viewlex-Sonic expansion project will be doubled in size and expected to be completed in the fall of 1972.

Whitener has been with the company for 5 years. His new position will be reporting directly to Whitener.

Polygram Names Tax Director

NEW YORK — Eugene B. Fischer, has been appointed director of taxes at Polygram Corp., according to William H. Chalberg, Polygram's exec vice president of finance. Fischer has responsibility for supervising all tax planning and compliance for the corporation and its subsidiaries.

He is an attorney and certified public accountant with 15 years of experience in tax consulting and accounting in the field of entertainment.

Prior to his present position, he was assistant tax director for North American Philips Corp., and is a member of the American Bar Association and the New York City Bar Association.

Lubarsky Asst. Controller At Polygram Corp.

NEW YORK — Paul P. Lubarsky, has been appointed assistant to the controller of Polygram Corp., according to Robert H. Kranitz, vice president and controller of the company.

Lubarsky will be responsible for setting up books and accounting within Polygram Corp., and will be charged with the preparation of accounting methods for Polygram's eight operating divisions.

Hannon To New Post At Merco

NEW YORK — Jack Griffith, vice president of marketing for Merco Enterprises Inc., has announced the promotion of Bruce Hannon, to the newly created post of director of merchandising.

Hannon, formerly director of rack operations, and a long term Merco employee, will be responsible for the creation, coordination and coordination of all aspects of merchandise for both the rack and retail divisions of Merco.

Newspaper promotions district sales manager of the rack division, has been named to the new post, Hannon's promotion. Steinmetz will be responsible for activities in both rack and retail divisions.

Both Mr. Hannon and Steinmetz will report to Griffith in their new positions.

Boyd Full Time On Hendrix Pic

NEW YORK — Warner Bros. has announced that Joe Boyd is leaving his position as director of music services at the Warner Bros. corporation to produce and direct and $1 million feature film documentary on Jimi Hendrix in London, England.

This is the last major project of the company. Hannon has had yet been appointed, but Boyd will remain in an advisory capacity for the present and Dick Haas, general manager of the music department on an interim basis, has been appointed assistant editor at Warner Bros. Studies in Burbank, Calif., and has been working in the music department since 1966 for the past year. Danny Gould re- mained assistant to the department head.

The Hendrix documentary, as yet untitled, will be a unique and previously unrecorded footage of the late guitarist from the time of his early days with the Jimi Hendrix Experience, and with the band "The Isley Bros." in the studio, the Isle of Wight, Berkeley, and several other live appearances, and is tentatively scheduled for release in the spring.

ATI Expands Office, Staff

NEW YORK — ATI has expanded its Los Angeles office. The new address is: 1604 Wilshire Blvd., Suite 405, Beverly Hills, Calif. 90212. The phone number is: (213) 657-9353.

Mr. Lamm also announced new appointments to our staff of agents—Bob Bonus, Howard Ulengrinder and Frank Mabry.

Bonnie also announced new appointments to our staff of agents—Bob Bonus, Howard Ulengrinder and Frank Mabry. The new appointments to our staff are to the east coast, north, south, west and west.

Patt Cox To RCB & PR Co.

NEW YORK — Pat Cox, free-lance writer, has been appointed regional sales manager in New York, Washington and Philadelphia.

Ms. Cox has written for several leading publications including Rolling Stone, New York, Sire, New Musical Express and many others.

Ms. Cox will also be responsible for the PolyGram Records, Arista Records, Amex Records.

Ms. Cox was on the faculty of the Political Science and Economics School, and in charge of the Public Relations program.


Ms. Cox will coordinate the activities of the firm's music clients with Halber & Sandy Friedman, vice-president of the public relations division.

MCA Videodisk

(Cont'd from p. 7)

to operate through any commercially available computer terminal. The Videodisk is attached to the VHF antenna input terminal of any television equipped with a videodisk player, described as "optical systems using a non-physical contact laser read-out equipment attached to the TV set." The problem of deteriorization caused by excesses of light is non-existent, and the life of the laser "pick-up" is estimated to be something more than 100,000 hours, or will be replaced for under $20.

Figures show that in last week's demonstrations the company was "highlighting the entertainment apparent. The difference is that there are numerous additional apri- cal-...
Don McLean

The New Hit Single
"Dreidel"
#51100
b/w Bronco Bill's Lament

From The New Hit Album
LP: UAS-5651  8 Trk: U-8461  Cass: K-0461

DREIDEL  •  IF WE TRY  •  NARCISSEMA  •  BRONCO BILL'S LAMENT  •  BIRTHDAY SONG  •  THE PRIDE PARADE
THE MORE YOU PAY (THE MORE IT'S WORTH)  •  FALLING THROUGH TIME  •  ON THE AMAZON  •  OH MY WHAT A SHAME

Don McLean
NARAS Ballots, Pre-Nomination List Mailed Out

NEW YORK—Ballots for nominations for this year's Grammy Awards were mailed recently to all active members of the Record Academy (NARAL) along with the official pre-nominations list from which voters may select as many as five entries in a specified maximum number of categories. Instead of the mailing voters a return envelope which must be received by Haskins and Sells, the independent readers who will conduct the ballots, on or before Thursday, Jan. 22.

National president Wesley Rose, in a message to members, stressed the extreme importance of participation in this round, inasmuch as the ballots will determine the NARAL's finalists in thirty-nine different categories. "Unless you support the entries of your choice in this voting," he has warned, "those choices may not even make it into the final round."

The list of final Grammy nominations will be released on Monday, Jan. 22, when final ballots will also be mailed to members. The Grammy winners themselves will be announced.

Bell Pacts Mark James

NEW YORK—Dave Carrico, vice-president of A&R has announced that Bell Records has signed an exclusive, long-term recording contract with Mark James, a young singer/ composer whose second single, "Elvis Presley" and B. J. Thomas. James will be produced and managed by Dean Tyrell, who also produces Blood, Sweat & Tears, R. J. Thomas and Barry Mann. James, winner of the Songwriter Of The Year award for outstanding composition of "Moonchild" from Continental Music Assocs, wrote "Suspicious Minds" for Elvis Presley and "Hooked On A Feeling" and "Who's Love," for B. J. Thomas, and is currently writing for the million sellers. He also composed "It's Only Love," which was a hit for both artists. James, who is from Houston, Texas, begins recording for Bell immediately.

Buddy Allen Inks Spinners

NEW YORK—The Spinners, whose Atlantic single, "I'll Be Around," has sold over a million copies, have signed a personnel management contract with Buddy Allen Management, Inc., 62 W. 55 St., N.Y.C.

One-To-One Proceeds To Four Charities

NEW YORK—Mayor John V. Lindsay, Geraldine Fitzgerald, Congres man Mario Villago, Assemblyman Andrew Stein and Kurth Vonnegut, Jr., will preside at a conference on Dec. 15 in the Blue Room at City Hall to distribute the first $200,000 raised in the "One to One, Care Setonally, retained, held Aug. 30 at Madison Square Garden.

The money was presented in four equal shares to representatives of the Working Organization for Retarded Children; the Benevolent Society for Retarded Children; the Willowbrook Chapter; Catholic Charities for the handicapped; Diocese of Brooklyn; and the Association for the Help of Retarded Children.

Moodys Songbook


Diamond Is Forever

NEW YORK—The album, slated for December, has given Neil Diamond R.E.A. certification and another gold LP. Since its previous album, "Unleash the Night," was released in October, Diamond has become the first artist to achieve four gold records in one month. The album, which has sold over a million copies, is the second in Diamond's series of recordings for Capitol Records.

Atkinson As Epic 'Hero'

NEW YORK—Mike Atkinson, Epic's L. A. branch promotional manager, has become the latest winner of the Epic/Contemporary Custom Labels Hot Of The Week award. The award was inaugurated recently by the L.A. branch of Epic Records, and is presented weekly to the local promotional manager who has garnered the most outstanding achievements in the airplay and general creativity categories. Prior to Atkinson's presentation, Hero recipients were Bill Catino, branch promotional manager for the Cleveland-Pittsburgh area, and Bud O'Brien, branch promotional manager in San Francisco.

In addition, a special Hero award was presented to New York branch manager Bob Mandel for his creativity on the occasion of releasing an embryonic Epic group, Reby, Folk & Bud. Mandel's work with Atkinson, which was backed up with a January release of the band's debut Epic LP.

Indies & NARM

(Cont'd from p. 7)

outline their problems and objectives. A panel of music industry executives will be chaired by Joseph Simone of Progress Distributing Co. in Cleveland, Ohio. Howard King of Music Merchants of New England, Waban, Mass., will keynote the session.

At the Opening Business Session, a "Panther in Progress" (the convention theme) symposium will be held, at which Jack Sellen of Independent Music Sales in San Francisco will speak. "Other Panther" will speak will be the rock jobber, indie retailer, and chainstore mass merchant.

Following the opening business session, a luncheon will be held, which will be co-chaired by Seymour Greenspan of Summit Distributors in Chicago, and his "Partner in Progress" Marvin Schlichter, President of J & M Records. Distributors and manufacturers are invited to attend this luncheon, for a discussion of the state of the record business and ways in which to solve them.

As a result of these three meetings (one for the distributors, one for the manufacturers, and one joint), it is expected that plans will develop for future activities and programs for distributors, within the aegis of NARM.

ADB&F Sign With Epic

NEW YORK—Epic Records has announced the signing of Canada-based Atkinson, Banks, Brodie & Ford to an exclusive recording contract. The band is a popular attraction both of the border and is currently planning the "Right On" release. Epic plans to release Atkinson, Banks, Brodie and Ford's debut American single and album in early 1973.

Coasting Along— Shoot 'Em Up Photography has announced that King Records has chosen a "Shoot 'Em Up" photo for the album cover of the second single, "Coasting Along," for "Broadway, Laury," a well-known five-piece group. The album, slated for a January release, marks the first album by the Coasters on King Records since their split from Atlantic.

Dick Murray Dies

NEW YORK—Richard (Dick) F. Murray, former general manager and foreign manager of ASCAP from 1916 to 1982, died in Sarasota, Fla. last Tuesday after a long illness. Murray, 83, was born in old, retired from ASCAP in 1982 after serving 66 years, was a great favorite among his colleagues and friends. He will be remembered and loved for his generosity and good humor.

Since retiring from the Society, Murray and his wife, the former Jane Murray, lived in Sarasota, Florida. Dick Murray is survived by his son, Richard F. Murray, Jr., daughters Missy, Betty, Wendy, and Shylee, a brother, three sisters, grandchildren and nieces and nephews. Funeral services were held last Friday (15) in Sarasota.

Brut Label

(Cont'd from p. 7)

soundtracks to several of the upcoming features from Brut Productions. The first of these, scheduled for release in early 1973, is the soundtrack from the black motion picture, "Book Of Numbers."

"The philosophy of our label is similar to that of The Broadside Group," said Pete Nelson, plan to concentrate on a limited number of projects, "and, like them, we are a lot of backing. Our interest is in contemporary artists. This encompasses the whole of the market that are outside the ordinary," added from the soundtrack albums, the first Brut releases will be single releases. Brut productions are planned to develop a company of limited size that will work with outside producers and recordists to form an independent distribution agreement with an established label to set up an indie distribution network. Both Brut Productions and television have been involved with the record label in the past, in a market for their more experimental groups. Faberz has announced several television shows and is currently working on projects that recently aired "Good Vibrations From Our Neighbors." Brut Records is a New York City based company, located in the offices of a building at 354 Avenue of the Americas.

Elektra Sales Meet

(Cont'd from p. 9)

leases the four-day convention will encompass a wide variety of industry, entertainment and recreational activities.

Live performances by several Elektra artists, including Aztec Two Step, Bexis, Carey Kelly, The Genticists, Charlie Feathers, and the sum will be featured by Edie Brickell and Joanne, Josh Collins, Curt Boetcher, Bread, The Write Brothers, The Smithereens, The Merriwether, The Seekers ("The Best of The Seekers" soundtrack for the upcoming film "Perfidious,"

The Sundown, the recording of singer Veronica Sanson. (This is the film the debut of the company's new line of vinyl records that was established a little over a month ago.)

Also previewed at the convention will be the first releases from Country Lane, with Mike Nesmith into the country music line, and upcoming releases from the Nonesuch classical line. The latter will include the debut of the Society, an album for "Piano Concerto No. 1 in D minor, Op. 63," composed by the American composer. (This is the film the debut of the company's new line of vinyl records that was established a little over a month ago.)

In describing the industry features of the program, "Sales Support Promotion and Publicity," Marsha Green of the Steeble, III, vice-president, marketing, noted that there will be two seminars conducted on "The Nonesuch and Elektra Sales distributions pitched by 'reporter' Sen Friedman, president of W-E-A Distributing Corp.

Cash Box — December 23, 1972

www.americanradiohistory.com
What does a band whose members have played with Blood, Sweat & Tears, Carly Simon, Woody Herman, Melanie, Jimi Hendrix, Paul McCartney, Roberta Flack, Richie Havens, Count Basie, Gerry Mulligan, Miles Davis, Chico Hamilton, Louis Bonfa, Arsnova, Peggy Lee, B.B. King, Paul Simon, Buddy Rich, Don McClean, Stan Getz, Maynard Ferguson, James Taylor, Marvin Gaye, Lionel Hampton, George Shearing, John Lennon, Dionne Warwicke, George Harrison, King Curtis, Neil Diamond, Art Blakey, Gary Burton, Sonny Stitt, Genya Raven, Dizzy Gillespie, Aretha Franklin, Gary McFarland, Tim Hardin, James Brown, Wes Montgomery, Paul Desmond, Bill Evans, Peter, Paul & Mary sound like?

WHITE ELEPHANT
16 Members Strong
JSS 3000

JSS RECORDS
Distributed by Famous Music Corporation
A Gulf & Western Company

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ROLLING STONES
MORE HOT ROCKS
(big hits & fazed cookies)

GOOD TIMES BAD TIMES
NOT FADE AWAY
THE LAST TIME
SITTIN' ON A FENCE
DANDELION
SHE'S A RAINBOW
CHILD OF THE MOON
2000 LIGHT YEARS FROM HOME
HAVE YOU SEEN YOUR MOTHER, BABY,
STANDING IN THE SHADOW?
PREVIOUSLY UNRELEASED IN AMERICA
FORTUNE TELLER
BYE BYE JOHNNIE
I CAN'T BE SATISFIED
LONG LONG WHILE

I'M FREE
OUT OF TIME
NO EXPECTATIONS
LADY JANE
IT'S ALL OVER NOW
WE LOVE YOU
LET IT BLEED
TELL ME

available on LONDON records and abkco tapes.
1. ME & MRS. JONES
Billy Paul (Phila. Int'1 2521) 2

2. YOU OUGHT TO BE WITH ME
Willie Bobo (Int’l)c 6

3. PAPA WAS A ROLLING STONE
The Rolling Stones (Atlantic 3208) 3

4. CORNER OF THE SKY
Seals and Crofts (Coca Cola) 5

5. I'M STONE IN LOVE WITH YOU
The Four Tops (Motown 875) 6

6. 992 ARGUMENTS
The O'Jays (Phila. Int’l) 5

7. LOVE JONES
Joni Mitchell (Columbia 32763) 7

8. KEEPER OF THE CASTLE
The Persuaders (Atlantic 2556) 8

9. IF YOU DON'T KNOW ME BY NOW
Righteous Brothers (Curtom 5012) 9

10. I GOT A BAG OF MY OWN JAMES BROWN (MGM 0003) 10

11. A MAN SIZED JOB
Steely Dan (Atlantic 2532) 11

12. SUPERSTITION
Stevie Wonder (Tamla Motown 5226) 12

13. ONE NIGHT AFFAIR
Jerry Butler (Mercury 262) 13

14. SUPPLY
Curtis Mayfield (Gunter 1976) 14

15. WORK TO DO
The Isley Brothers (T. Neck 908) 15

16. WHY CAN'T WE LIVE TOGETHER
Timmy Thomas (Gates 1703) 16

17. ONE LIFE TO LIVE
The Manhattaners (Deluxe 139) 17

18. THE WORLD IS A GHETTO
Elaine Joyce (Atlantic 4909) 18

19. MAMA TOLD ME NOT TO COME
O. C. Smith (Phila. Int’l 2521) 19

20. TROUBLE IN MY HOME
Gladys Knight & The Pips (Phila. Int’l 2521) 20

21. BABY SITTER
Betty Wright (Alston 0123) 21

22. REELIN' & ROCKIN'
Chuck Berry (Chess 2136) 22

23. FEEL THE NEED
Curtis Harding (Motown 5224) 23

24. TRYING TO LIVE MY LIFE
O. C. Smith (Phila. Int’l 2521) 24

25. TROUBLE MAN
Marvin Gaye (Tamla 54228) 25

26. BEGINNIN' HARD TO DO
The Montanas (Philips 73759) 26

27. I LOVE YOU MORE THAN YOU'LL EVER KNOW
Gladys Knight & The Pips (Phila. Int’l 2521) 27

28. THAT'S HOW LOVE SONGS ARE
Johanna Jackson (Motown 1201) 28

29. FIRST TIME EVER I SAW HER FACE
Janis Joplin (RCA 5054) 29

30. I NEVER FOUND A MAN
Esther Phillips (Kudu 910) 30

31. SLOW MOTION
Johnny Mathis (Phila. Int’l 2535) 31

32. OH NO, NOT MY BABY
Merle Haggard (MGM 0003) 32

33. IT'S TOO LATE
Bobbe Bill (Globe 140) 33

34. THEME FROM THE MINE
Olivia Newton-John (Polydor 14961) 34

35. JUST AS LONG AS WE'RE IN LOVE
The Drifters (Curtom 6591) 35

36. HARRY HIPPIE
Roy Haynes (United Artists 5078) 36

37. I'M YOUR BABY
Stevie Wonder (Motor 5012) 37

38. LET'S LOVE
Billy Wells (Bassett 267) 38

39. WE NEED ORDER
Chili-Lines (Brunswick 54548) 39

40. WISH THAT I COULD TALK TO YOU
Slyve (Polydor 1016) 40

41. AS LONG AS I DON'T SEE YOU
Little Johnny Taylor (MGM 0003) 41

42. THE TRUTH SHALL MAKE YOU FREE
King Jamail (Amar) 42

43. DIAMONDS IN THE ROUGH
Eddie Kendricks (Tamla T 215) 43

44. PEOPLE HOLD ON
Lionel Richie (RCA LSP 4070) 44

45. TRANSFORMER
Lou Reed (RCA LSP 4070) 45

46. HONKY-TONK STARDUST COWBOY
Johnny Cash (Columbia 6406) 46

47. THE AMAZING SPIDER MAN
Bud Cort (SD 5119) 47

48. THROUGH THE EYES OF LOVE
Ray Charles (ABC 765) 48

49. SITTIN' IN
Loggins & Messina (Columbia 31040) 49

50. THE JOEY HEATHERTON ALBUM
Epic 45 (45 RPM) 50

51. ALONE AGAIN, NATURALLY
John Denver (RCA 45 RPM) 51

52. HISTORY OF ERIC CLAPTON
Atco 2-802 (GC 2-802) 52

53. SNIPER & OTHER LOVE SONGS
Warren Zevon (Curtom 2-806) 53

54. GRAND WAZOO
Frank Zappa (Brower Bros. No. 293) 54

55. ELVIS AT MADISON SQUARE GARDEN
RCA LSP 4776 (45 RPM) 55

56. EVERYBODY'S IN SHOW BIZ
Kings (RCA 45 RPM) 56

57. ARGUS
Wishbone Ash (Columbia 5347) 57

58. UNDERSTANDING
Booby Womack (United Artists U 5567) 58

59. GIVE IT UP
Bunny Raitt (RCA 45 RPM) 59

60. DANNY O'KEEFE
Sphinx (Sphinx P840) (GC 45 RPM) 60

61. AND I LOVE YOU SO
Shirley Bassey (United Artists U 5545) 61

62. BEST OF OTIS REDDING
Alfa (C8T 2-805) 62

63. PORTRAIT OF SAMMY DAVIS JR.
MGM (MGM 0003) 63

64. BATDROD & RODNEY
Atlantic (5006) 64

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St. John: 8.32 AMO 27

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CashBox Radio-TV News Report

Dick Lavsky: Ad Music Is Tuned To The Ears Of Madison Avenue, Not Top 40

NEW YORK — There would be a greater number of hit songs coming out of musical commercial production if it were not for certain ad agency policies. These are the insights of Dick Lavsky, founder and president of Dick Lavsky's Music House Inc.

Economy

One factor limiting the potential of hits from spot production is economic. When budgets are low per project (as they always seem to be when the general economic picture looks bleak), "music is the first item cut." According to Lavsky, music may be sliced out entirely under certain conditions. Or the agency may prefer to keep costs down by utilizing "library music," previously published material not identifiable as a hit to the general public.

Lavsky still finds a market for 200 or so pieces which he advertises per year expressly for commercial purposes. These pieces include two for NBC ("This full, NBC has all its spots as well as the dark commercial shows, (Analogy: Like Being With You)"). and a new jingle package for WNEW-AM.

Music Lag

There's always a general time lag in musical advertising because of the usual lag in the minds of agency execs who commission music. Lavsky believes, most of their ears are two years behind what's happening on the charts. This detracts from the use of contemporary approaches which would lead to more "hit" commercials in the chart scene.

Many agencies are afraid of risk in its pure form although they may feel it will limit the effectiveness of their product pitches and gravitate toward the MOR sound for the mass market.

With so much of the record market being targeted to the black vocaloids of today started out recording commercials in the somewhat more rigid musical formats drilled into agencies. Lavsky cited Melba Moore and Varleline Simpson as two examples.

Buying Hits

Still, hits do come out of the commercial music soundtrack. The most recent example of course is "I'd Like To Teach The World To Sing," a two-time Top 20 record this year for The Seekers and The Hillside Singers, written as a Coca-Cola commercial. The hits include "Nothing Makes You Feel Good," and "The Girl Watcher." But frequently, agencies will pay huge sums for already established songs they feel fit the mood they are trying to create for their product. Donovan's "Wear Your Love Like Heaven," for example, and "Up and Away" (for TWA) were so purchased. So one could almost say that hit making continues as often as commercials make hits under the pressure of agencies.

Parakeets

Lavsky as a composer must work under conditions as they are and he regards each project as a special challenge. He is a songwriter who also must excel at arranging, producing, editing and engineering. The folks on his staff must also feel at ease wearing a number of hats. Music House's facilities include an eight-track studio and moog synthesizer. These features enable them to offer clients a record card above a curious line, "Professional Training." Honor is an important part of success when working for and between client and agency.

A Hillside Xmas

NEW YORK — Metromedia's Hillside Singers have taped the "Wonderama" Christmas special. intended as a Christmas special, to be seen on five different Metromedia outlets including WXWV (Washington), WTTG (Washington), WJZT (St. Paul), and WXTX (Cincinnati).

The show is narrated by the Bill Baird narrators, singer-guitarist Chris W. plate and several animated Walt Disney characters. The show will be aired Dec. 24th.

Film Charles

TV Special In Israel

HOLLYWOOD — "Ray Charles in Israel," a three-hour television special starring Ray Charles to be shot in Israel in mid-December, is the first project of "Gray Company," headed by Joe Adkins Productions, Inc. banner. The show will be shot by Gray Productions, filmed in Israel, for the Israel Television, and will be distributed by the newly formed Gray Communications, Inc., headed by the widow of Ray Charles, Eunice Ray Charles, and the widow of the late Joe Adkins, Barbara Adkins. The show will be directed by John DeCesare, assisted by Tex Lomax and Don Tuttle.

ABC Sets Up

Radio Scholarships

HOLLYWOOD — Mary Heffer, vice president of ABC/Dunhill Records, has announced that the company will give full scholarships for minority-group members attending the recently created Los Angeles School of Broadcast- ing. The creation of the scholar- ship is another step for ABC in its continuing program of community improvement.

The Los Angeles School of Broadcast- ing, established this year by Don T. (Duke) Van Aken, is the city's first owned and operated broadcasting school in the United States. The aim of the school, according to Malley, "is to turn out qualified announcers who can perform on broadcast and broad- cast on a professional level." Scholar- ship funds will be given directly to the school, which will then select two recipients for the scholarships.

STATION BREAKS:

Ringing Out The Old Department: Stations across the continent have been telling you about their year-end fundraising and musical analyses for special broadcasts of various types. Soul station WABC in New York" (retrosoul 72," a three-hour countdown of the year's top 100 items produced by Chicago's Gib- tajen Productions (80 W. Washington, zip 60602) and narrated by WGRIT's Don Sainte-John. BUM's year-end festivities are planned to include the most sig- nificant news stories of the year as well as songs in its eigh- tly.

New music director for WFIN is Corrine Roldanascallo, replacing Bob Ross who's moved to assistant position. Ross has been a produc- for Dean Lewis as well as Bob's assistant during the past two years at the station.

WIOD has found the football widow whose tale of woe is, in their opinion, subject of all wives whose husbands are p职能 so the are asking about shots to prove their status as "Football Widow Of The Year." Judges included the wife of the Miami station's sports director Rick Weaver—Bobbie—as well as the wife of Dolphin running back Jim Riek—Alice—and National Airlines Stewardesses Karen Jones. As you might expect, the choice wasn't an easy one to make. One "widow" told of how she made a sexy date out of statu- to her husband's attention. Another recalled, "If it weren't for a particularly crucial half hour, my husband never would have taken me to the hospital to have the baby." The winner was Mrs. Jean- nie Hudson of Fort Lauderdale. She explained her husband's en- tertainment as the sport as a problem in marital life. She real- ized how Mrs. Hudson rationalises that Joe Namath is a native of his father's. In her words, the University of Florida is in his buddy's alma mater and so on.

“My husband manages to identify with the entire AFC, NFC, Ivy League, Southern Conference and even the Fort Lauderdale Boys Football League,” she concluded. "But the AFC? You weren't expecting the Miami Super Bowl? We're familiar with the next season passes to the open.

WBRU has begun broadcasting from its new 50,000 watt transmitter. The commercially licensed FM begun in 1966 and went progressive rock in 1969. We've heard of jocks becoming recording artists, but few take the opposite route. One who mixes both careers is together in Last Poets-member Fe- lipe Luciano. He hosts a weekly show on N.Y.'s WHOR called "Latin Roots" (Sundays, 2-7 pm). The show's chief audience is the two million Chicano audience in the metropolitan area.

Eleventh Hour Records recently sent an interesting letter and gift to all air personnel at Cleveland's WNCX, Boston's WBRC, Hartford's WINS, Philadephia's WIP and Chicago's WBFF-FM. We quote the missive: "Please accept this can of beans in the self-eliminat- ing spirit in which it is given. We understanf the problems involved in playing long cutes such as "dag- germart" from our Polyphon LP. It's hard to squeeze in during the commercial periods of the day. We feel that these beans may be our salvation on the above-mentioned cut. Upon eating them at the be- ginning of your shift, we hope that you will soon be looking for a long, tasty cut to play while you dash off to organically rec- cycle the beans. Please keep us posted on the results. We will be glad to ship you a case every week."

Well, that's one approach Alchieck: Tom Adams, WIOD (Miami): "I was late for my show last week and the first thing on the University of Florida is in his buddy's alma mater and so on.

Robert Adels

Cash Box — December 23, 1972

www.americanradiohistory.com
Renee Records
Appoints Malverne

NEW YORK — Renee Records, Inc., located in this city has appointed Malverne Distributors to handle the two new Renee Records singles, “Put Your Mind On My Heart” and “Truckin’” by Midnight Movers, Unltd. and “Something Has Got To Change” by Midnight Movers, Unltd. located in John Tobias, Moreland and Blake Hinds are members of Midnight Movers.

Persuaders Resign
Contract with Atl.

Douglas Scott (Smoker), Lead; Vic O’Givie, Atlantic Artist Relations; John Tahias, Tenor; Willie Holland, Baritone; Thomas Lee Hill, Baritone & Barbara Harris, Artist Relations, Atlantic.

GSF to Distribute Price/Purdy’s
Encounter Label

NEW YORK — Larry Newton president of GSF Records announced that the newly formed jazz label, Encounter Records, will be distributed in the United States by GSF. Encounter was recently formed by Lloyd Price and Bernard Purdie. The distribution agreement was set in conjunction with the appointment of Price as GSF’s director of A&R.

Encounter will be concentrating its creative efforts on the rapidly expanding contemporary jazz market. Three albums featuring Seldon Powell, a versatile jazz performer, “The Sands of Time”, and East Coast have already been completed and two other artists are scheduled to record their initial albums for the label within the next few weeks.

In commenting on Encounter’s merchandising and marketing concepts Price stated: “We plan to use all out in the packaging of our product and each album will be totally distinctive. The jazz buying public is a very sophisticated and selective group and we hope to appeal to their tastes through excellent recordings and superior packaging.”

The company’s initial release of five albums will be in mid-January and special promotional campaigns are planned. The suggested retail price of the albums will be $5.98.

Foreign affiliations are currently being discussed by Price and the New York firm of Kaplan, Guslick & Wachtel will be handling negotiations with prospective licensees.

Stars Shine On Sickle Cell TV’er

Nipsey Russell, serving as a host of the sickle cell telethon, introduces Aretha Franklin, who was one of the many stars offering their services for this worthy cause that was aired live from the Palace Theater, N.Y.C., Dec. 9-10.

POSITIVE SOUL—Roberta Flack, Cornell Dupree and Jerry Jenett are involved in an auto accident on the Triboro Bridge, early afternoon, Monday, Dec. 11th. Cornell, guitarist, is reported in serious condition at the New York Hospital, Jerry, bass player, was driving and he had one of two alternatives, the rear of a truck, or a wall, he chose the wall. Jerry has a fractured shoulder blade and Roberta was released after several stitches. It has been later reported that Roberta checked into a Hospital in Chicago. Modern Broughton of Ro-Dear Ent. and Gerry “B” (Blodson) popular DJ on WLIB, are doing their parts in notifying the public concerning any donations for Cornell. Moedeen is holding a gathering at her offices at 1650 B’way, Suite 509, N.Y.C. at 6:00 p.m., the 12th of Dec., for gospel recording artist, Myrna Summers, is making a first step into the popular recording field. She is cutting some sides and also Jackie Moore is into a Phil. studio to cut some new sides.

Muddy Waters coming into the St. Regis Mansionette Room, opening Dec. 17th, and opening night is a black tie affair . . . Also, beginning Dec. 16th, Anita Donald will again be the host at the Half Note, in Mid-Manhattan. The popular female jazz singer will be backed by the Roland Hanna Trio alternating with the Zoot Sims Quartet through Dec. 23.

Excello Records, one of the Nashboro labels, has picked up a master, “Right Here Is Where You Belong” by Jerry Washington. The initial response to the record has been phenomenal, according to Nashboro president, Bud Howell. The record was on Top Pop Records, Jerry’s own label. Washington wrote, performed and also produced the record and has also signed a long term artist producer contract with Nashboro . . . Andy Stroud has formed a new record company and announced that his first release on Stroud Records is an LP, “Soul Simone Sings Holiday”. The LP features Holiday classics from the Motown film, “The Lady Sings The Blues”. . . “Barbra Streisand Live at the Roxy” and her new single from the album, “Didn’t We” are starting to break into the Detroit R&B Market.

Unusual as the name may be, but it is One/Gay Mack who did a Ben Smith arrangement of a tune called, “I Do Believe I’m Losing You”, and Eddie O’Jay of WLIB broke the record wide open, Atlantic is picking up . . . don drossell
LOOKING AHEAD

101 I NEVER SAID GOODBYE
Elton John - MCA
109 SOUL SONG
Al Green - Arista
102 OH NO, NOT MY BABY
Aretha Franklin - Atlantic
110 DELIVERANCE
Lobel Bros.
103 AFRICA
Toto - Warner Bros.
111 SOMEBODY LOVES YOU
Babyface - A&M
104 BECAUSE OF YOU
Stevie Wonder - Epic
112 PEACE IN THE VALLEY
Mountain - United
105 TEQUILA
The Champs - Epic
113 BOOGIE WOOGIE MAN
Curtis Mayfield - Casablanca
106 SLOW MOTION
Glen Campbell - Capitol
114 DEAD SKUNK
Randy Newman - Warner Bros.
107 CONTROL ME
The Watts 
115 (I GOT) SO MUCH TROUBLE
Little Richard - Specialty
108 THAT SAME OLD OBSESSION
Bobbi Starr - A&M
116 IF IT'S ALL RIGHT
Sly & The Family Stone - Atlantic
109 Do You Wanna Dance (2:44)
Bette Midler - Atlantic
117 DO YA
Aretha Franklin - Atlantic

CASH BOX TOP TEN HITS—December 19, 1979

1. Heartaches by the Number — Guy Mitchell — Columbia
2. Makk the Knife — Bobby Darin — ABC
3. Uhi Oh! — Nutty Squeezers — Hanover
4. We Got Love — Bobby Rydell — Cameo
5. Oh Carol — Neil Sedaka — RCA Victor
6. So Many Ways — Brook Benton — Mercury
7. Why — Frankie Avalon — Chancellor
8. Be My Guest — Fats Domino — Imperial
9. It's Time to Cry — Paul Anka — ABC Paramount
10. Mr. Blue — Fleetwoods — Dolton

CASH BOX — December 23, 1972

Vital Statistics

<table>
<thead>
<tr>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
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<tbody>
<tr>
<td>Danny's Song</td>
<td>Floyd Jones</td>
<td>Warner Bros</td>
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<td>We're Gonna Be Alone</td>
<td>Cornelius Brothers &amp; Sister Rose</td>
<td>United Artists</td>
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<td>Frankie's Mood</td>
<td>Jimmy Jimmies</td>
<td>Epic</td>
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<td>Jambalaya</td>
<td>Blue Ridge Rangers</td>
<td>Fantasy</td>
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<td>Don't Expect Me To Be Your Friend</td>
<td>Lobo</td>
<td>Big Tree</td>
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<td>Smoke Gets In Your Eyes</td>
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<td>A&amp;M</td>
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<td>Hurricane Smith</td>
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<td>John Denver</td>
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<td>Spinners</td>
<td>Atlantic</td>
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<td>Asylum</td>
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<td>Atlantic</td>
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<td>Tamla</td>
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<td>Chess</td>
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<td>Peaceful Easy Feeling</td>
<td>Eagles</td>
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<td>Keith Hampshire</td>
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TROUBLE MAN—Marvin Gaye, Original Motion Picture Soundtrack—Tamla T3226

Marvin Gaye's last LP, "What's Going On," deserves much of the credit for turning soul around to its present high state of success and artistry. His long-awaited follow-up comes in the form of a soundtrack to a black action film, one in the tradition of "Shaft" and "Superfly," though much more instrumentally oriented. Gaye's current single is the title track, and his vocals do cook us as flourishes on many other cuts. But for the most part, Gaye's original score is an ostentatious definition of just what a soul orchestra is; it has much to offer a wide cross-section of buyers.

GREEN IS BLUES—Al Green—Hi/London SHL 32055

The man who emerged this year as the biggest thing to hit soul since Otis Redding and James Brown desires he had it all together back when. This is a repackaging of his first LP recorded for the label, and the first Green product produced by Willie Mitchell. Most of the tunes are remixes, from Sunny & The Sunglows' "Talk To Me," and from the Temptations' "My Girl" and The Beatles' "Get Back." But there are two Green originals here, sketching out the plans for his future hits. Should have significant sales impact, as his roots are where he wants 'em—deep down into the soulful turf.

REALLY—J. J. Cale—Shelter SW-8912

Ethnic music of many varieties—especially early country and blues—frequently have one thing in common: a "basement" approach to sound wherein the bass and percussion throw a blanket on the damp floor for the other instruments to rest on. J. J. Cale has brought this kind of approach to rock and soul, and here he brings it to the hyphenated varieties (country- and blues-rock) as well. Muddy Waters' "Mo Jo" and his own country tunes like "Louisiana Women" both have that basement sound, bridging the gaps between. So what he's created here is a mood album of the multicolored variety without straying from home. We like the address.

COME SOFTLY TO ME—The New Seekers—MGM/Verve MV-5090

The quintet, as we all know by now, is as pleasant to listen to as they are to watch. Their MGM approach is fresh and smooth, and their first LP for MGM should give their career an added boost. Title tune is the Fleetwoods oldie and there's plenty of new life breathed ever so gently into it here. Albert Hammond's "Down By The River" and a beautiful "Captain Stormy" are two more choice cuts. In their own league, you can hardly come up with a more winning team.

SANDY—Sandy Dennis—A&M SP 4371

Up until now, Sandy has been the exception to the rule that everything talented and British immediately makes it big in the States. Her dedicated band of followers might just be ready for some sudden explosion in size however; her latest solo LP tries to present a more rounded picture of Ms. Denny than any of her previous efforts. There are strings by Harry Robinson, and brass arrangements by Allen Toussaint. Of the ten tunes, eight are originals with one each by Dylan and Richard Faria. Much of the credit should go to Richard Thompson on guitar and mandolin, a virtuoso giant lollipop of refreshing and impressive licks.

HURRICANE SMITH—Capitol ST-11139

A certain Norman Smith is known as the Beatles' engineer from the early days, and producer for acts like Pink Floyd. A certain Hurricane Smith has made his mark with three top singles in England and one which is currently bringing America over to his side. "Oh Babe, What Would You Say?"林notes reveal they are one and the same. As singer/ songwriter, Smith combines a slightly raspy vocal with some Gilbert O'Sullivanish musical hall two-step and the mammoth sax stuff of Frankie Hackett. Definitely commercial, and about as habit forming as you can hear it. We especially like "Back In The Country" and the current English hit, "Who Was It?"

BACK TO FRONT—Gilbert O'Sullivan—MAM 5

Gilbert proves he can do it again and again, better and better. The hit "Clair" would be enough to insure chart success for this, his second LP, but he offers us additional enticements of all sorts. Those thrilled by the various versions of "Who Was It?" will be happy to discover O'Sullivan's finally done it himself, definitively. There's heavy guitar stuff gone on "I'm Too Old To Go On Living "You;" and a sleighride type feeling to "Can I Go With You?" Gordon Mills produced and once again, a star is confirmed.

1957 1972—Smoky Robinson and The Miracles—Tamla T320D

During this summer, Smokey & The Miracles went from city to city on a farewell mission. America learned that the group would no longer be touring in its original state. Their fifteen year history is here traced in a live concert recorded in our nation's capital at the Carter Barron Amphitheatre. It's all here, from "Bad Girl" to "We've Got To Go Too Far To End It Now," on a 2-disc set. There's lots of interplay with the audience as well as the sounds. This is one touring group that will genuinely be missed.

YOU'RE A GOOD MAN, CHARLIE BROWN—TV Cast-Atlantic SD 7252

TV will get an adaptation of the Off-Broadway hit when the Hallmark Hall of Fame presents the work on Feb. 9. Clark Gesner's score, including the charming "Happiness," is as sprightly as ever, and the people who play Charlie, Snoopy, Lucy, et al, are fine without being overly precious. Sure to be a big audience winning winner, so stock up on this TV cast spin-off.

BIRTH DAY—The New Birth—RCA LSP-4797

The New Birth is a composite portrait of Harvey Fujui's soul outfit roster at the label, including members of The Nite-Liters, Love Peace & Happiness and vocalists Lonnie List- en, Bobby Downs and Al Fox. As such, they don't get together too often, but it's more than a cousin's club when they work, and this is the finest LP, and one we feel will be a very successful chart item, both soul and pop. Spe- cial mention must be made of the cut, "You Are What I'm All About." It's strangely subtle and unusual construction should place it in our minds alongside "Shaft" and "Let's Stay Together" in the months to come. It blows minds and influences people.

GOLDEN HITS—Bill Haley And His Comets—Decca DX867-21

The great white father of rock 'n roll is still a top drawing act all over the world. This is the most comprehensive collection of his studio cuts to date, a specially-priced two record set. The 24 cuts he helped bronze for the fifties half of fame—"See You Later Alligator," "Shake, Rat- le And Roll"—are joined by "Burn That Can- did," "Rip It Up," "Thirteen Women (And The Only Man In Town)" and a rockin' complement of 19 more, including his biggest, "Rock Around The Clock." The first rock phenomenon still moves.

NEWCOMER PICKS

AZTECA—Columbia KC 31776

A 17-piece rock group might look a little chancy on paper, but then Azteca is no simple piece of the sky idea. Under the directorship of ex-Santana member Eddie Casto, the band gets the Latin spirit movin' in the rock direction with little trouble. Those who groove on Blinky Preston and例 Santos (which is sizeable segment of the record buying audi- ence) will feel like Azteca's old friends, "Mami- ta Linda" is the single and it smokes. Give this record air enough, and watch the fires blaze.

www.americanradiohistory.com
THE STYLISTICS: PEOPLE DO MAKE THEM

The Stylistics—Who are they? Today, most people have heard about them or have become familiar with the group. What is all the more remarkable because this band has occurred within the space of a couple of years, length of time. The Stylistics have been working within this time frame. They have had six single hits (AV releases the act can almost boast of sales c rent hit, "I'm Stuck In Love With You" is major singles chart and still climbing.

How did it happen that these five young up million or more sellers in the space us are that it usually takes ten years and even then, it takes all ingredie Stylistics are well aware of their fort- accept whatever comes along and on alone. It's not a case of being forced to and other breakthroughs listening to their albums, "The Stylistics..." is a hit here, and honestlych

Herb Marrelcock studio facilities to a — Canadian entrepreneurs.

The Stylistics, who have had six single AV records, and are aware their singles charts

To put it in perspective, Herb Marrel is an important slot in the studio, Perry is a new creative music called Good Noise Limited, many, specializing in talent and record production is a well-established one. A staff of Perry's clinic duties.

The studio is a mirror of what the studio is for, the de- of operating the business end dragging too much time and of out. When I should be in the studio with with Perry, I find myself spending and more time on the non- of my own music business.

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In a sense, the studio is a mirror of what the studio is for, the de- of operating the business end dragging too much time and of out. When I should be in the studio with with Perry, I find myself spending and more time on the non- of my own music business.

This is still as a result of were working for someone "You're A Big break in late " and "The Style" of their own, we.

They were not to be forgotten. We graduated to what better, but especially in the Pa. But, we were, we point as any thing trying to move that is the first We may wish to do.

On the Jersr

IT'S IN THE BAG—Brown Bag Records launched its billboard campaign recently by displaying huge billboards on Sunset Strip. Shown above is a model of the group's Apple Pie television commercial, with another for John Hammond's "Windmill In A Jet Filled Sky" located across the street in Hollywood.

Reddy Child

HOLLYWOOD — Helen Reddy, whose feminist anthem "I Am Woman" on Capitol hit the number one spot, gave birth to a baby boy, Jordan Sommers Wald, on Tuesday, Dec. 12, at Cedars of Lebanon Hospital. This is Australian-born Ms. Reddy's first child by her husband and manager, Jeff Wald. She has a nine-year-old daughter, Tract, from her previous marriage.

Clara Ward

HOLLYWOOD — Clara Ward, a gospel singer and leader of The Clara Ward Singers, suffered a mild stroke over the weekend at the Hills home here on Saturday, Dec. 9. Miss Ward was rushed to U.C.L.A. Medical Center in West Los Angeles where authorities later reported she was in fair condition.

WANTED

DIRECTOR OF MANUFACTURING

This is the number one spot with a major recorded music company. Heavy experience in both record pressing and tape duplication is a must. High compensation with excellent opportunity for advancement. All replies will be held in the strictest confidence.

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New York, New York 10019

31
BUCK OWENS (Capitol P-3504)
In The Palm Of Your Hand (2:35) (Blue Book, BMI—B. Owens)
Buck's coming on strong with this original ballad that features his new writing style coupled with his old, emotional vocal sound. Topfife backing by the Buck-aroos and immaculate production add polish to the total sound. Buck's got a top ten position on the palm of his hand. Flip: "Get Out Of Town Before Sundown" (2:48) (same credits).

RED SIMPSON (Capitol P-3495)
Those Forgotten Trains (2:10) (Central Songs/Glenwood, ASCAP—S. Monroe, J. Cunningham)
Red Simpson drove up last year's charts with "I'm A Truck" and "Country And Western Truck Drivin' Man." This Smiley Monroe/J. Cunningham song about trains shows that Red has more than one-track mind; he should be on the surveys for years to come. Flip: "Mileswayer Man" (2:38) (Jerry Chestnut, BMI—W. Woodward).

FERLIN HUSKY (ABC 11345)
True True Lovin' (2:23) (Ronbre/Coach Four, BMI—G. Nelson, C. Taylor)
This song is not out on the ABC label. Ferlin Husky's record on this song is a record with a robust vocal that will capture considerable attention for this strong ballad sound. Flip: no info available.

DANNY O'KEEFE (Signpost SP-70012)
I'm Sober Now (2:42) (Cattillon/Road, BMI—D. O'Keefe)
From the man who brought us "Goodtime Charlie's Got The Blues," comes a new original material to do as well as "Charlie" in both country and pop markets. O'Keefe comes across as very convincing and theatrical vocalist on this disc, as well as a very promising songwriter. Flip: no info available.

JEANNE SEELEY (Decca 33042)
Farm In Pennsyltucky (1:47) (Tree, BMI—J. Seeley)
Right next to Kensingtlyvia lies the little town of Pennsyltucky. And what better place for Jeanine Seeley to write about in her new song, being a young Pennsyltucky gal who went west down South to come into Country Music. A bright, happy and commercial sound. Flip: "Between The King And I" (3:05) (Tree, BMI—R. Lane).

CARL BELEW (Decca 33043)
Will You Be Saving It For (3:07) (4 Star, BMI—C. Belew, R. Harman, T. Stanley)
Carl Beliew comes across with an original ballad sound that has a good chance to score with its clever lyrical content. Flip: "I'm Taking Care Of Your Roses" (2:53) (same credits).

GILDA (Candy C-1025)
The Ballad Of Rosie Mae Miller (2:54) (Candy, ASCAP—G. Jordan)
Gilda Jordon most likely has a very big hit on her hands and could very well be a new star on the horizon. Her original ballad has a funny arrangement and story line in which a sighted female gets her just revenge. The right side of the flip is the one to take Gilda to the top. Flip: "There Stands A House" (3:03) (Candy, ASCAP—G. Jordan).

DAVID WOELLER (Playboy PS0015)
Hotel Christmas (2:43) (Evi Eye, BMI—S. Silverstein)
When one thinks of Christmas, a day at home with the family and the tree immediately comes to mind. But everyone can't be as fortunate, as David Woeller tells us via this bluesy Shel Silverstein composition about spending the holiday in a lonely hotel room. Due for extensive airplay. Flip: no info available.

DICK O'LEY (Country Showcase America 110)
The Christmas Flower (2:45) (Country Showcase, BMI—F. Gasman, D. O'Leary)
A dramatic narrative reading with 'Joy To The World' in the background showcases Dic O'Leary's theatrical flair as well as his Christ-mas spirit. Should command considerable attention. Flip: no info available.

CHERRY LEE (Candy C-1012)
True Lovin' (2:28) (Candy, ASCAP—C. Davis) Cherry Lee puts bright vocals on top of a moving rhythm see-ming through the barriers between country and r&b. Add a dash of strings, cook for 2½ minutes, and you have a hit film. "Help Me Make A Memory" (3:08) (Canary, BMI—B. A. Amore).

CHARLIE WALLER (RCA 74-0970)
Soft Lips Ain't Hard Lipper (2:44) (Forrest Hills, BMI—W. Haynes, L. Allen) Soft lips and hard liquor are a tricky combination to handle, but it looks like Charlie Waller has got it well under control for a light sound with hit potential. Flip: "It's Better With A Cheerful Goofin' Home Alone" (2:15) (Blue Crest, BMI—T. Stearns, G. Greenman).

JIMMY HYDRICK (Candy C-1010)
Weirdos Shin Gurut Understand (2:23) (Candle, ASCAP—J. Hurley) In a well-written and well-arranged ballad, Jimmy Hydrick establishes a compelling vocal feel that should capture substantial airplay. Flip: "That's Not Me" (2:01) (Canary, BMI—M. & J. Hydrick).

CRISITTY LANE COMING YOUR WAY SOON!

Country LP Reviews

WHY IS ROY ACFU—Hickory LPS 162
The question in full might be "Why is Roy Acuff known as 'Mr. Country Music' if there are any doubts, they can be answered by this double-LP set from Hickory. Amongst the many prolific performers who gave all they had to country, Acuff has the heritage and talent to earn the title. His contribution to the popularizing such classic tunes as "Wabash Cannonball" and "The Great Speckled Bird," Roy was the co-founder (with Pee Wee Rose) of Acuff Rose Music, the father of c&w publishing houses. Not only a collectors' item, but a memorable musical event.

HANK THOMPSON'S GREATEST VOLS. I
—Dot DOS26004
Hank Thompson may well be the Golden Throat of country music. Somehow he manages to exude all the hometown basic feel that so many fellows lack, but he can also place and finesse on top. His smooth style goes hand-in-hand with his suave stage presence, and even though records aren't visual products, his image comes across loud and clear. After the success of his "Yellow Cab" LP (a collection of Mills Brothers hits) and "Glow Worm" single, Hank should do very well with this greatest hits.

BABY IT'S SO HARD TO BE GOOD—Ernest Tubb—Decca DL7-5388
Here is an album that represents both the roots and branches of country music. Because of the fact that there is no generation gap in country (as there is in pop), it is possible for an artist to start a career and then have it flourish over many generations. This is what has happened to Ernest Tubb, a member of the Grand Ole Opry since the 1940's. As the title suggests, the best of the Tubb era tune by Harlan Howard. But keeping himself aware of change, Ernest has also included some songs by newer writers, such as Earl Kit Carson's "Big Blue Diamond" and Marty Robbins' "In This Corner." A winning set.

Top Country Albums

1. HERE I AM AGAIN
Jettie Lynn/Lee DeCarlo (Dot)
2. I CAN'T FOLLOW YOU-
(Dot)
Clay Walker (Capitol 1-7303)
3. I CAN'T FOLLOW YOU-
(Dot)
Clay Walker (Capitol 1-7303)
4. THE BEST OF THE BEST OF
MERLE HAGGARD
(Capitol ST 1082)
5. My Man
Tammy Wynette ( Epic 3172)
6. WHEEL OF FORTUNE
Sue Raney (Capitol ST 11106)
7. TOGETHER ALWAYS
Eddy Arnold (RCA LSP 1987)
8. CHARLIE McCLOY
(Atlantic 31909)
9. LONNY ANDERSON'S GREAT
HITS (Columbia KC 31646)
10. I CAN'T STOP LOVING YOU-
(LOST HER LOVE) ON OUR
LAST DATE
George Jones (Decca DL 7-3438) (NCA)
11. LONELY WOMEN MAKE
GOOD LOVERS
Bob Luman ( Epic 3176)
12. BUCK OWENS LIVE
AT THE WHITE HOUSE
(Capitol ST 11706)
13. THE HAPPIEST GIRL IN
THE WHOLE U.S.A.
Deana Fanning (Dot 206 2600)
14. A SUNSHINE DAY WITH
CHARLIE PEPPLE
RCA LSP 1975
15. LADIES LOVE OUTLAWS
Waylon Jennings (NCA-1970)
16. BURNING LOVE
(DeLuxe 517)
17. IF YOU TOUCH ME
(Dot 206 2600)
18. SOMEBODY LOVES ME
Gloria Jones (NCA 31706)
19. BEAUTIFUL IT'S NOT LIKE
THAT
Alison Krauss (Dot)
20. IT'S NOT LOVE BUT IT'S
NOT BAD
Deana Fanning (Capitol S-11127)
21. BORROWED ANGEL
Kris Kristofferson (RCA-19601)
22. DOLLY PARTON SINGS
(MY FAVORITE SONGWRITER
PORTER WAGONER)
RCA LSP 19732
23. JESUS WAS A CAPRICORN
R. G. Leach (Monument 31910)
24. TO GET TO YOU
Lynda Bird Johnson (Dot 34391)
25. DELTA DAWN
Twitty (MCA KC 3143)
26. INCORREMMABLE
Pamela Owen (RCA 40 594)
27. WHEN THE SNOW IS ON
THE ROSES
Kris Kristofferson (Monument 31646)
28. MUCH MORE A MAN
Marvin Rainwater (Dot DL 7-3438)
29. BEST OF CHARLEY RICH
(Epic KC 3193)
30. I AIN'T NEVER
Tom Jones (Epic 3176)
31. AMERICA
Red Sovine (Dot DL 7-3438)
32. TURN ON SOME HAPPY
Dave Cash (RCA-19601)
33. A SWEETHEART
J.T. Long (Dot 206 2600)
34. THE STYLIST
Tom T. Hall (MCA KC 31643)
35. WRAPPED AROUND HER
FINGER
Gene Vincent (RCA LSP 19732)
36. FROM HALL GREATEST HITS
Hank Williams (RCA LSP 19732)
37. TERRY WOLF'S WOMAN'S
LOVE
Mary Robbins (Columbia KB 31646)
38. ALL TIME GREATEST HITS
Terry WOLF (Columbia KB 31646)
39. I FOUND SOMEONE OF
MY OWN
Carl Smith (Decca DL 7-3438)
40. ROY CLARK LIVES
Roy Clark (Dot 206 2600)
41.BEST OF DOTTIE WEST
Deana Fanning (Dot 206 2600)
42. PICTURE OF ME WITHOUT
YOU
George Jones (Epic KC 3176)

Cash Box — December 23, 1972
Buck Owens Sponsors 2nd Annual Pro-Celebrity Golf Tournament

BAKERSFIELD, CAL. — The Second Annual Buck Owens Pro-Celebrity Golf Tournament was held Nov. 12. More than 300 celebrities and 120 amateurs took over the greens at the Bakersfield Country Club before an estimated crowd of 400 onlookers for two days of fun.

The banquet and show Saturday night was again the highlight with a star-studded field. Buck Owens was first on the bill with a rendition of "Mountain View." He then brought on Buddy Alan to sing "Lodi," followed by newcomer, Miss Stormy Winters who did an exciting version of "Proud Mary." The Bakersfield Erass were up next with "Daddy Don't You Walk So Fast," featuring Dale, Dan and George. Buck brought on and did "Wheel of Fortune." Buck's portion of the show ended with "You All Come" with audience participation.

Comedian George Lindsey was "Master of Hilarities" for the evening. Suprise performers of the evening were motocycle daredevil Evel Knievel who, at Buck's request, did a reading of one of his own poems which stated in conclusion, "to be a man, to do my best, to stand alone is my only quest," Bette Turner defensive back for the NY Jets, displayed a fine country singing voice as he sang "Four Strong Winds" and Archie Campbell did his funny "sponsored" version of "Cinderella" that he's made legendary on "Huey". Cincinnati Reds catcher Johnny Bench, a member of the Key To The City by Bakersfield Mayor Don Hart, was brought on by request and did a version of "Don't Mess Around With Jim." Mayf Nutter performed with "I Want To Go Home," spiced with his own recollections, and "Never Ending Song of Love."

Also brought on stage was Bobby John Hurts, local Bakersfield star, who performed "Easy Loving," and a command performance of Kristofferson's "The Taker." Rusty Draper was also on the boards for the evening as well as Foster Brooks from the "New Bill Cosby Show." Ronnie Prophet, did impressions featuring Louis Armstrong, Eddy Arnold, Kitty Wells, Tye, Tim and Johnnie Cash. Rounding out the show was Charley Pride who closed with versions of "Four Walls" and "Kiss An Angel Good Morning." The Buckaroos who provided expert backing for all performing celebrities.

The tournament is expected to outdo last year's for money prizes. $25,000 is the projected figure for this year's promises with all funds going to the fight against cancer. Awards were given Sunday afternoon including cash engravings Buck and Paul Young. All American guitar to the top four sons of John Boro, Jack Lum, Sam Tohill and Joe McClyden. Among the celebrities who performed were Mayf Nutter, Bob Morris, Peter Marshall, Efven Zimbalist, Jr., Bobby Munce and Dennis Ralston, Professional tennis star, who walked off with top celebrity honors.

CMA Awards 3 Stations

NASHVILLE — The Country Music Association announced the winners in their annual radio competition for promotions in the Country Music Month. First, second and third place awards were given for the most outstanding promotion campaign at the local level during the month of October.

The contest was judged on the basis of originality of promotions, involvement by the listeners, and new efforts focused heavily on audience participation.

Word, Inc.'s Nash Office

NASHVILLE — A Nashville office has opened for the publishing arms of the multi-million dollar companies Word, Inc., and J. Aaron Brown has been chosen to head the operation.

Brown has been named general manager of the gospel division of Word Records' publishing companies, Camaanland Music (BMI) and Word Music (ASCAP), according to an announcement from the firm's home office in Waro, Texas. The establishment of the Nashville publishing division at 825 19th Ave. S., marks the first time the nation's leading gospel/religious recording and publishing company has located in Music City U.S.A.

Word, Inc., is the parent company of the Word, Gaither, Song, W and Myrrh Recording Companies; Lexicon Publishing Co.; Creative Resources (a division handling religious educational material); Metropolitan Theatres, and Word and Camaan Record Clubs; as well as the nation's two publishing companies.

Marvin Norcross, vice president and secretary of Word, Inc., said the firm has been interested in opening a Nashville office for some time. The company, he said, is right and that they have found the right person in Mr. Brown, president of Silverline Music Publishing Co., owned by the Oak Ridge Boys, into a major firm in gospel music.

Second Christmas Country Cavalcade

HOLLYWOOD — KLAC Metromedia's radio outlet in Los Angeles, will feature with Knotty's Berry Farm in Buena Park, Cal. for their 2nd Annual Country Christmas Cavalcade. The Cavalcade's eight-hour extravaganza is scheduled for Dec. 26 and will continue for seven consecutive days. Sixteen performers will appear on stage in both the Knott's John Wayne Theatre and Wagon Camp for a total of 40 complete Country-Western shows.

Bill Will, a vice president of Metromedia Radio and general manager of KLAC, announced the following line-up: Dec. 26 — KLAC's Dick Haynes (ann.), Tony Booth, the Amberglass, Jimmie Lawson & The Lawmen; Dec. 27 — KLAC's Harry Simpson (ann.), Tex Williams, Richter Armstrong, Rod Calpepper & The Boot Hill Express; Dec. 28 — KLAC's Augie Cole (ann.), Pat Austin, Ray Sandus, Brian Arthur; Dec. 29 — KLAC's (ann.), the Hagars, Brush Arbor; Dec. 30 — KLAC's Chuck Sullivan (ann.), Archie Campbell, Red Stagall; Dec. 31 — KLAC's Hugh Cherry (ann.), Renny Holland, Tom & Lynn Heap Family; Jan. 1 — KLAC's Larry Smith (ann.), the Starlighters, the Bakersfield Boys, Jim Johnson and The Country Store are slated for all shows.

STONEY EDWARDS

TIME TO SING — Stoney Edwards has paid his dues and now's the time to sing the songs.

Stoney Edwards knows a great deal about trouble, and hard times. In fact, he's spent more time living his songs than singing them. Born on a small farm in Seminole, Oklahoma, Stoney's life has indeed been "Stoney"—filled with privation, hardship, and a misfortune plus a brush with death.

His first guitar as a kid was made out of an empty gallon bucket and an old window screen. When he started singing professionally, he had a chance to play with Bob Will's old band and he learned that life wasn't totally against him.

And, today, Stoney has learned to laugh as all the bad times are behind him. He has several albums on Capitol Records, and his current hot chart climbing single which was produced by Earl Karl is titled "She's My Rock.

Personal management by Ray Sweeney.

Young Tapes for Disks And TV

NASHVILLE — Martyr artist Paron Young went into the Mercury Studios on Dec. 5 for a recording session, and on Dec. 6 he taped a guest spot on the Hee Haw Show, which will be aired in the near future.

Later in the month, the Williams Brothers (Doye and Teddy) dedicated their entire show to "The Sheriff." The show featured all Paron Young songs and marked the first time in two years that Young has appeared on this show.

Paron's manager, Billy Deaton, reports the Young/Deaton publishing interests are flourishing. Songs included in recent sessions are "Give A Lonely Heart A Home," by Charles Pride, and "Imagination Running Wild," by Conway Twitty. Also, two songs from Young/Deaton publishing catalogue, "She," and "Dance Or Destroy," are featured on the Hank Williams, Jr. LP "Eleven Roses."

Nelson Guests In Kristofferson Set

NEW YORK — Willie Nelson, a country-singer-composer newly signed to Atlantic, made a guest appearance at Kristofferson's recent Philharmonic Hall concert.
## Headed For Mel Street

### ‘Lovin’, On Backsteets

<table>
<thead>
<tr>
<th>#</th>
<th>Song Title</th>
<th>Artist</th>
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<tbody>
<tr>
<td>1</td>
<td>HEAVEN IS MY WOMAN’S LOVE</td>
<td>Tommy Overstreet (Dot 17428)</td>
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<tr>
<td>2</td>
<td>FOOL ME</td>
<td>Lynn Anderson (Columbia 4592)</td>
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<tr>
<td>3</td>
<td>WHITE SILVER SANDS</td>
<td>Andy Greer (Columbia 45706)</td>
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<tr>
<td>4</td>
<td>SING ME A LOVE SONG FOR BABY</td>
<td>Billy Walker (MGM K 14422)</td>
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<tr>
<td>5</td>
<td>GOT THE ALL OVERS FOR YOU</td>
<td>Freddie Hart (Capitol 7587)</td>
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<td>6</td>
<td>PRETEND I NEVER HAPPENED</td>
<td>Waylon Jennings (RCA 74-2680)</td>
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<td>7</td>
<td>SHE’GOT TO BE A SAINT</td>
<td>Ty England (Capitol 7584)</td>
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<td>8</td>
<td>A PICTURE OF ME WITHOUT YOU</td>
<td>George Jones (Capitol 7590)</td>
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<tr>
<td>9</td>
<td>SOUL SONG</td>
<td>Jim Stafford (Dot 17442)</td>
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<tr>
<td>10</td>
<td>LOVIN’ ON BACK STREETS</td>
<td>Mel Street (Melodrama Country 911)</td>
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### CashBox/Country Top 75

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<tr>
<th>#</th>
<th>Song Title</th>
<th>Artist</th>
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<tbody>
<tr>
<td>36</td>
<td>LISTEN</td>
<td>Johnny Cash (Epic 10165)</td>
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<td>37</td>
<td>BYE, BYE RAY</td>
<td>Bobbi Lee (RCA 1748)</td>
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<td>38</td>
<td>THIS MUCH A MAN</td>
<td>Johnny Cash (Columbia 33044)</td>
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<td>39</td>
<td>OLD FASHIONED SINGING</td>
<td>George Jones &amp; Janie Winters</td>
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<td>40</td>
<td>ANY OLD WIND THAT BLOWS</td>
<td>Johnny Cash (Columbia 45740)</td>
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<td>41</td>
<td>ALL HAVEN BROKE LOOSE</td>
<td>Dave Rogers (Capitol 75347)</td>
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<td>42</td>
<td>BEHIND BLUE EYES</td>
<td>Merle Faxon (Round American 65)</td>
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<td>43</td>
<td>HAPPY, HAPPY BIRTHDAY BABY</td>
<td>Sandy Posey (Columbia 45703)</td>
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<tr>
<td>44</td>
<td>YOU TOOK ALL THE RAMBLIN’ OUT OF ME</td>
<td>Red Sovine (Epic 10912)</td>
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<td>45</td>
<td>RHYTHM OF THE RAIN</td>
<td>Pat Roberts (Dot 17438)</td>
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<td>46</td>
<td>SOMEWHERE, MY LOV</td>
<td>Tammy Wynette (Capitol 3481)</td>
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<td>47</td>
<td>HE AIN’T COUNTRY</td>
<td>Carl Perkins (Capitol 3480)</td>
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<td>48</td>
<td>DOWNFALL OF ME</td>
<td>Sonny James (Capitol 347)</td>
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<td>49</td>
<td>LOVE SURE FEELS GOOD IN MY HEART</td>
<td>Skeeter Davis (Capitol 3499)</td>
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<tr>
<td>50</td>
<td>EVERYBODY NEEDS LOVIN’</td>
<td>Harry Wilson (RC 1094)</td>
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<tr>
<td>51</td>
<td>NEON ROSE</td>
<td>Mel Tillis (NM 14454)</td>
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<tr>
<td>52</td>
<td>HELLO WE’RE LONELY</td>
<td>Johnny Tillotson (Capitol 3480)</td>
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<td>53</td>
<td>KNOXVILLE STATION</td>
<td>Little Jimmy Dickens (Atlantic 52)</td>
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<td>54</td>
<td>PAINT ME A RAINBOW</td>
<td>Ferde Grover (RCA 3475)</td>
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<td>55</td>
<td>GOODBYES COME HARD FOR ME</td>
<td>Lynn Savraal (NM 14439)</td>
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<td>56</td>
<td>RATED X</td>
<td>Loretta Lynn (Decca 33030)</td>
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<tr>
<td>57</td>
<td>SHELTER OF YOUR EYES</td>
<td>Jack Clement (Decca 33015)</td>
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<td>58</td>
<td>IN THE PALM OF YOUR HAND</td>
<td>Buck Owens (Capitol 3504)</td>
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<td>59</td>
<td>SHE CALLED ME BABY</td>
<td>Johnnie Wright (Capitol 3470)</td>
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<td>60</td>
<td>THE LORD KNOWS I’M DRINKING</td>
<td>Col Smith (Decca 33040)</td>
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<td>61</td>
<td>I JUST GOT TO FEEL LIKE A WOMAN TONIGHT</td>
<td>Locky R. Lynch (Triune 7207)</td>
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<td>62</td>
<td>THE TEDDY BEAR SONG</td>
<td>Bobby Bare (Capitol 34743)</td>
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<tr>
<td>63</td>
<td>WE KNOW IT’S OVER</td>
<td>Don Fardon &amp; Kay O’Donnell (Mercury 73367)</td>
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<td>64</td>
<td>TILL I GET RIGHT</td>
<td>Tommy Margaret (Capitol 34740)</td>
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<td>65</td>
<td>PROUD MARY</td>
<td>Bruce Cooper (Capitol)</td>
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<td>66</td>
<td>SATISFACTION</td>
<td>Jack Owens (Decca 33058)</td>
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<td>67</td>
<td>ONE LAST TIME</td>
<td>Sonny James (Capitol 34750)</td>
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<td>68</td>
<td>MIDNIGHT FLYER</td>
<td>Junior Brown (Capitol 33020)</td>
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<td>69</td>
<td>MOVE IT ON OVER</td>
<td>Buddy Alan (Capitol 3485)</td>
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<tr>
<td>70</td>
<td>LOVE IS THE LOOK YOU'RE LOOKING FOR</td>
<td>Connie Smith (RCA 0886)</td>
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<td>71</td>
<td>YES MA’AM</td>
<td>Glen Bader (Hillbilly 3635)</td>
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<td>72</td>
<td>THOSE FORGOTTEN TRAINS</td>
<td>Red Simmons (Capitol 3495)</td>
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<td>73</td>
<td>WOMAN’S TOUCH</td>
<td>Faron Young (Mercury 7337)</td>
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<tr>
<td>74</td>
<td>GOOD THINGS</td>
<td>Johnny Paycheck (Epic 10936)</td>
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<tr>
<td>75</td>
<td>BLUE TRAIN</td>
<td>George Hamilton IV (RCA 0854)</td>
</tr>
</tbody>
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**Mel Street**

**Booked Exclusively by:**

HUBERT LONG INTERNATIONAL NASHVILLE (615) 244-9550

Written by: Hugh King

Published by: Contention Music
Love Sure Feels Good
IN My Heart

BUDDY ALAN WROTE IT...
Susan Raye SINGS IT
...AS NO ONE ELSE CAN!

OMAC Artist Corporation
1225 North Chester Avenue
Bakersfield, California 93308
(805) 393-1011

Capitol
3499
Country Roundup

Ferlin Husky has "True, True, Love" ... Ray Robertson, manager for R. & J. Advertising, a Little Richie John- son firm, was hospitalized recently from a severe case of overwork. Robertson handles all of the R. & J. Advertising Co. for Little Richie Johnson and is well known in the country field. They had just come off a four week promotion trip including three weeks in Nashville and started another trip when Ray took sick. Reports are he will be convalescing for several weeks. ... J M I Records has released its second single by Jackie Burns. It's title is "One Big Unhappy Family". She is produced by Bob McDill and Bob Webber. Her first release, "If Loving You Is Wrong," was JMI's second national country music hit.

The new series of the award winning "Country Singin' Jubilee", hosted by Les Beasley and the Florildo Boys was taped at WSIX-TV studios in Nashville on Dec. 11, 12, and 13. ... The concert will be followed on Christmas, and New Years in Europe as their schedule calls for concerts in Holland, France, Sweden, and Nor- way. They begin this exciting series on Dec. 18 and wrap it up in 1973 on Jan. 3. ... Connie Eaton Williamson and husband Cliff Williamson have a new baby girl named Courtney born in Nashville the last day of November. Connie, one of the top girl artists, has a new record out on Chart titled, "Love Is So Rightful", while Cliff is top exe at the label.

Tamy Wynette's new Epic single "Til I Get It Right", has been pulled from her LP titled "My Man" due to popular request. ... Jeanne Cenn- nault, personal secretary to Decca artist Bill Anderson, was married to Ronald Gaddis, Dec. 2. The couple was attended by Jeanne's daughter Kathy, and husband Hal Wayne of Capitol Records. Kathy and Hal were married Oct. 21 at the same place and by the same judge. ... RCA's Skeeter Davis will have a new album, forthcoming shortly titled, "Skeeter Davis-Hillbilly Singer". Skeeter was among the RCA artists who recently performed in Atlanta at the prison and a benefit show sponsored by WPLO. Skeeter was made "honorary convict" and also presented with a huge painting painted by one of the prisoners. ... Barnaby's Doyle Holly and wife Ginny have their Christmas present early this year by way of an 8th boy they named Jess Austin.

Country Sacramento KRAK's Walt Shaw, mid-day air personality, completed 20 miles in the March Of Dimes Walkathon sponsored by the Active 20-30 Club of Sacramento and raised some $450.00 in the process. Accom- panying him on the route to make sure that he would complete his task was KRAK's station manager, Jay Hoffer. This is the second year in which KRAK personnel have partici- pated in the Walkathon and they're getting geared for the next communi- ty involvement activity. ... Harlan Howard president of Wildernea has announced the signing of Billy Don Burns to an exclusive writer's contract.

Montgomery As King Producer

NEW YORK — Hal Neely, president of Starday-King Records has an- nounced that Bob Montgomery, pro- ducer for such artists as Bobby Goldsboro, has agreed to produce rec- ordings for Montgomery, producer for King Records. My Brother's Keeper's first single for the label is a covering of one of the rock standards, "Louie Louie".

Country Gentlemen Album For Vanguard

NEW YORK — The Country Gentle- men have just wrapped up their first sessions, and are on to their second at the Vanguard Studios. Their first Vangu- ard album, tentatively scheduled for February release, is being pro-

Japanese Fans To Select Music, Design Of LP Line

TOKYO — Toshiba-Okno Co., will re- lease "Music Joy, Dick Joy" series next May. Fans will be invited to meet the music and design covers of this series under the slogan of "Your Music and My Design." ... Mr. Sakae, executive director and Mr. Machida, chief of western music, unveiled plans on this series as fol- lows:

This line will consist of six- sections, Movie music, New-folk, Mood-music and ranchos, etc. The applic- ations from public will be received for each sections respectively from Dec. 1 to Jan. 15. The company is going to develop a big campaign on this series through TV, Radio, newspa-

Hopi Deal w/ Festival

NEW YORK — Toronto-based Hopi Records continues its world-wide li- censing with the conclusion of an ex- clusive label distribution deal with Festival Records for the territories of Australia and New Zealand.

The three-year deal was negotiated between Ms. Mildred Fields, Festival's New York representative, and Mort Ross and Mike Levine of Hopi.

Hopi, distributed by Vanguard in the U.S., is presently out with its first album release, "Confessions of a Male Chauvinist Pig" by Artie Kaplan.

Simon In Euro

NEW YORK — Singer Joe Simon, with two certified gold records on the year ("Power Of Love" and "Drown- ing In The Sea Of Love") is currently in Europe for concerts, television ap- pearances and record promo. Accom- panied by co-manager Roy Riffind, the Spring recording artist is appear- ing before fans in England, France, Germany, Italy and Greece. Simon is being bucked by his own seven piece band.

Polyscope Global On 'Churchill' LP


International release deal excludes only U.S. where AVI label is handled by Emery, according to Ray Harris, vice-president and general manager who said AVI will continue to set its international representation on an individual basis, setting those companies deemed most effective for specific artists.
MERRY CHRISTMAS and
Best Wishes for the
NEW YEAR

1972 In Review

Regional Seminars
Score for MOA

On the association scene, MOA's
John Trucano scored a historic suc-
cess with his regional business meet-
tings. Trucano, a Notre Dame gradu-
ate, got their Center for Continuing
Education to collect data and suitable
professors who could talk with au-
thority to operators about the busi-
ness of operating—from gaining and
keeping locations to hiring help to
keeping books and taxes.

They DID and three seminars took
place early in the year that were, as
the kids say, "out of sight." The first
seminar took place at Notre Dame
and had 55 operators in attendance.
Based upon the response to those two
two-filled days, the group went on to
Las Vegas where 95 operators turned
out at the Sands to see the "same
show." Then another SRO perfor-
mance in New York City's Hilton
Hotel. The program will continue in
1972 and the credit goes to Trucano.

Wingrave MOA Pres;
25th Anny Pgrm.

Harlan Wingrave of Kansas suc-
ceeded Trucano as MOA president
at the Sept. 11-16 conference in Chica-
go. Wingrave vowed to continue the
good work, while adding his own
theme for his term—the celebration of
the national association's 25th an-
iversary. Indeed, as Wingrave toured
the regional association meetings
throughout the fall and early winter,
that was the theme he pounded out
(presenting 25th anniversary gavels
to each group's president). The next
show should be a stunner, when MOA
will put out the red carpet in its
honor.

Down in Washington, meanwhile,
just about nothing happened with the
copyright thing. MOA is still biding
its time, but a perusal of its $8 box per
year bid, while other contesting groups
hold out for additional burdens on
MOA, still seems unlikely.

Key events on the manufacturing
level have to be topped by Seeburg's
successful separation from Common-
wealth United Corp. Now called Seeb-
burg Industries, the firm's executive
brass (with exception of president
Sam Brier) moved into New York
City back in March, taking up resi-
dence in the new General Motors
Building on Fifth Ave.

Bally, in its continuing effort to purchase key overseas dis-
tribution companies, made constant headlines during 1972. In addition
to its acquisition of Australia's Elec-
tronics Amusements and Hong
Kong's Jack Roklyn Amusements,
Bally also bought Germany's Este-
Wulf Apparatebau for a reported $1
million. The latter firm, one of Eu-
rope's most prominent makers of pay-
out equipment, now ranks Bally far
and away the undisputed leader in
gaming equipment.

At home, Bally announced the formation of Carusl-TRITON, an op-
ering arm of the corporation, de-
signed to pursue the blossoming fun
center style of games operation in

Cash Box — December 23, 1972
Don't be fooled by outward appearances. Rowe AMI Phonographs may dazzle...but they're also dependable. They're so reliable we back them with a unique 5 year warranty on all moving parts.

Year after year, for many, many years, Rowe Phonographs have been proven in the field to be the most trouble-free in the industry. Here are a few reasons why:

- Time-proven reliable mechanism. Outstanding performance through the years.
- Exclusive Dry Lubricant Design eliminates troublesome preventive maintenance.
- Gold sintered contact points eliminate tarnishing and pitting. Simplified circuitry minimizes cam switches.

THEY LOOK GREAT!
SOUND GREAT!
WORK GREAT!

SEE THEM AT YOUR LOCAL DISTRIBUTOR

Rowe international, inc.
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MILLS 1110, WILMINGTON, N.J. 08880

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Season's Greetings from MONDIAL World's Largest Export Organization of Coin-Operated Amusement Equipment

1972 In Review

shopping malls. By mid-year they had installations in 15 states. Indeed, this new area of the industry finally became a reality; unfortunately, largely due to professional arcade people and even entrepreneurs from outside the industry, rather than to the efforts of the street operator. It became clear to many resistant chain store owners that mini-arcades within their stores often outearned every other concession in the place, based upon square-footage. However, some operators (like Bally's Carousel Time) prefer to lease space as tenants, rather than as concessions, for their installations.

New Companies Into Coinbiz

In addition to the dart game manufacturers entering the industry, a new line of products is being marketed exclusively through ACA of California and the latter's regional distributor, ACA product vice president Mickie Greenman was highly instrumental in the rapid distribution of the Gallery; also in the company's expansion in the in-store fun center business.

Personnel Changes At Coin Factories

Executive promotions and appointments of the manufacturing level included Earl Ramsey to Rowe International presidency, succeeding the retiring Harry Martin; Bud Lurie to the presidency of Seeburg Products Div.; Jim Newlander to VP domestic marketing at Rowe; also Paul Huebsch to general sales manager and Dave Howie to field sales manager at Rowe; and Fred Schwartz, owner of Chicago's National Coin Machine Exchange, sold the company to Photo Vend and retired. Mort Levinson stayed on at this Wurlitzer distribution outlet. Wurlitzer appointed David Rosen, Inc. to handle its line out of Philadelphia. Appointment was made back in March. Wurlitzer also appointed Jim and Pat Bilegia (Bilegia Manufacturing) for distribution to Western New York State, with the exception of the broad Buffalo territory which went to Advance Distributing. Wurlitzer Co. veteran Dick Smith was promoted to the top management slot over all Wurlitzer owned branch distributors, coordinating sales out of the DeKalb complex.

A new full line distributor opened its doors during 1972 down in Memphis when Allen Smith came on as a Rock-Ola music distributor, with such game lines as Chicago Coin. Bob Jones of Robert Jones International opened his giant new quarters in Dedham, Mass. early in the year. Ron Bilegia was named Rock-Ola music and vending line and such games lines as Bally and Midway.

Also from Dedham, industry veteran Irwin Margold retired from the top spot at Trimmont Automatic Sales later in 1972 to become a full-time consultant for Rowe International, operating out of Miami. Margold's consultant duties was greatly responsible for the introduction of Rowe's lottery ticket vending unit in both Mass. and New Hampshire during 1972, also for the import of a coin-op table soccer unit strictly for Rowe dealers. Marshall Caras took over as Trimmont general manager.

Jim Ginsburg left Banner Specialty (Phoenix) during 1972. "A banking expert" William Moore joined with Banner and became our Chicago office manager. Billy Cross was appointed Banner's general manager.

Seeburg's Columbia, S.C. outlet moved into spacious new quarters in 1972, during which time Denver branch also moved into new building in April; likewise J&J Dis-

D. Gottlieb & Co.
165 W. Lake Street • Northlake, Illinois 60164
Phone: 312/885-7400 • Telex: 72-6463
More than one year prior to his death, and was devoting his time to running his fabulous arcade on Treasure Island, Florida where he died.

In early February, George Goldman, co-founder of General Vending Sales Corp. (Baltimore) passed on. On February 15th, a leader in the manufacture of jukeboxes, beloved by many in the trade, left us when Wurlitzer's Roy Willtemode died. Roy had spent the bulk of his career running the North Tonawanda operation for Wurlitzer and had scarcely begun his retirement when he died. On May 6th, Parney Wurlitzer, son of Wurlitzer Company founder Rudolph, died at the age of 88.

Paul Keeler, founder of the National Shuffleboard Co. in Jersey, passed on. Keeler realized one of his fondest dreams before he died when the entire National manufacturing complex moved into giant new quarters in Green Brook, N.J.

Hy Leshnick, operator of Richmond Music Co. and a former state association leader (both in Virginia and with MOA) died on June 26th. On July 18th, a trudester often referred to as "a living legend" died on July 18th at the age of 62. He was Bert Lane whose manufacturing and promotional inventiveness both in amusement games and parks attracted many ideas onto the market, including kiddie rides and coin-op slot car racing. Lane was also the inventor of "ice cream on a stick" for Eskimo Pie.

Ted Rubey, founder of Marvel Mfg. Co. (Chicago parts suppliers) passed away on July 31st, at the age of 76. On Oct. 11th, fresh from visiting the NAMA Trade Show in Atlantic City, Advance Dist. president Morris Lerner died in Syracuse, N.Y. His company management was taken over by his wife and two sons.

Veterans Pass On During 72

Unfortunately, every year-end summary story includes mention of industry members who passed away during the preceding twelve months. Veteran distributor/jobber Ed Heath (Heath Dist., Macon, Ga.) died Jan. 7th. Max Pefman, who ran the Atlantic New York City, East Hartford, Conn. branch for 20 years, passed away on Dec. 30th (71). On Jan. 15th, a renown leader of the operating industry, Jim Tolisano, died. The former president of MOA and the Florida Amusement and Music Assn., had sold his route of more than one year prior to his death, and was devoting his time to running his fabulous arcade on Treasure Island, Florida where he died.

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Robbins On Soccer Game Success

CHICAGO — "Unquestionably the fastest growing coin machine operation in the country is the soccer football or football," said Joe Robbins, vice president of Empire Dist. this city. "These open playfield soccer games, played by two of more players, originated somewhere in Europe and have been popular for years throughout that continent."

Robbins pointed out that, "way back in 1963, Empire brought over some soccer tables from Belgium. Unfortunately, tests in various locations were unsuccessful," he continued. "We tried again in 1965, 1966 with a similar lack of success; however, a company in Cincinnati subsequently imported a table from Germany and concentrated on franchising and college-type locations with some measure of success."

A table imported from Italy by Empire achieved marked success in Upper Wisconsin, starting in 1960," he said. "It gradually grew in popularity and by mid-1971, other areas in the USA started to enjoy similar success. Imports began to flow into this country, from Italy, Germany and France."

Some states such as Wisconsin, Texas and Louisiana are in the midst of a real boom with the soccer machine according to Robbins, but there are many states which haven't been touched. Too, will get into it eventually, he predicted.

Robbins pointed out the fact that there are several US manufacturers units, as well as the foreign makes.

"Tournaments have been conducted on local levels," he said, "and eventually these will spread and blossom into regional and possibly even national affairs." "It's difficult to predict the popularity of this machine," Robbins stated. "It takes time, patience, and some concentration in an area to get it started. People have to learn how to play it. But once the fever gets up, it spreads like wildfire!"

In conclusion Robbins said, "for the operators it's a marvelous business. The machines are mechanical, low in cost and they operate on a 25¢ coin. The income actually increases as time goes on. The service is practically nil. Put all these ingredients together and they make a recipe for real profit! Certainly 1973 will be the biggest year yet for the soccer football!"

Champion Soccer World's Finest Football The Leading Money Maker

Bally Manufacturing Corporation

Midway Manufacturing Company

Bally Manufacturing Company, Ltd.
(Ireland)

Bally Continental, Ltd.
(Belgium)
Rock-Ola Releasing Model 451 Compact; Mini Juke Has Big 450 Features Also

CHICAGO — Ed Doris, executive vice president of Rock-Ola Manufacturing, has announced that Rock-Ola has begun delivery to its distributors of the new 100 selection phonograph, Model 451. The Model 451, according to Doris, is the companion to the big "WORKS", the 160 selection Model 450, which has been on the market since last October. The "LITTLE WORKS," Model 451, Doris continued, has all the features and eye appeal of the Model 450. The 451 has the same "Animation", "Lenticular Glass Panels", and the "Red Hot Shimmering" color scheme.

"Like the big 'WORKS', the 'LITTLE WORKS' has the same world famous Rock-Ola mechanism and the same dependability which have long been a Rock-Ola tradition," Doris declared.

Referring back to the color scheme of the 70's, Doris mentioned that the Model 451 is "even more beautiful than its big brother because all of the shimmering colors and red hot eye appeal are condensed into a smaller compact cabinet."

"In addition to all of its eye appeal," Doris continued, "the Model 451 has all the customer conveniences which have made the Model 450 such a hit since its introduction. The Model 451 has the same sightline program deck which includes the ten-numbers-in-line selection system right up on top at finger tip level. This selection system is now up top along with the Compute-A-Flash Record New Playing indicator along with the complete instruction column, coin slot and coin rejector.

Les Reich, Rock-Ola's sales manager for the music division, added that all Rock-Ola phonographs, the "LITTLE WORKS" is a serviceman's dream—providing total accessibility to all internal components. The 451 is equipped with a counter-balanced dome which lifts by itself and stays lifted. The entire program holder assembly either swings out or can completely lifted out for easy title strip changes. And when the dome is completely open, the selection switches, should service ever be needed, are right at the serviceman's level. In addition to these features, Reich pointed out that the Model 451 has the same swing out, in-unit serviceability where the amplifier power and credit units and rejector housings can swing out for in-unit testing. The Model 451 provides location filing sound by means of the powerful Rock-Ola stereo amplifier and 2 full range 5" x 7" oval speakers and 2 powerful 12" full range speakers.

"All of these features and customer conveniences," Doris went on, "are contained in a cabinet with a shape of 'right now.' This magnificently streamlined cabinet has sides of Black and Gray Oxyx Consolite and with its dazzling chrome trim will upgrades any location and appeal to any patron."

The cabinet measures 48" High, 31½" Wide, and 26-15/16" Deep. Despite its compactness, the Model 451 has every feature of the 160 selection phonograph, including "Two Plays—Two Bits," with the exception of the "5 Quarter Play" which is an optional accessory. The Model 451 will work with all other optional accessories, such as Rock-Ola's electrical money counter, motorized volume control, Manual volume control, microphone paging kit, alarm system "LP" pad, "LP" pricing, and the 500 weblock.

Doris concluded, saying that despite the addition of such new and modern things as Animation and its Red Hot Shimmering design, Rock-Ola never changes things such as its dependability and serviceability. He added that the Model 451 is now on display in all the distributors' show rooms along with the big "WORKS", Model 450, and the famous Rock-Ola Console Deluxe Model 447.

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**Ets. RENE PIERRE Automatic Coin Games**

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Manufacturers of:

**FOOTBALL BILLIARDS**
- Competition 71
- American
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250 W. 57th Street, New York, 10019 for prices and information call (212) MU 9-0547

Cash Box — December 23, 1972
Wishing you the happiest of holidays.
Seasons Greetings
To All Our Friends and
Customers in the USA
and Overseas
At This Festive Season
May We Extend Our Sincere Thanks
For Your Patronage
Victor Haim
Marc Haim
BELAM
Serving The Coin Machine Trade
Thru-out The World
The Only American Firm
Specializing In Export

Cash Box | Round The Route

EASTERN FLASHES

May we at Cash Box extend our very best wishes for a happy holiday season to all in the local trade. Let's hope 1972 brings us all some happier tidings, like a pickup in collections for mid-town operators and a fair and speedy ruling in the flipper game case. Indeed, as far as New York City operators are concerned, the flipper case gave more than a few ulcers during the year. As far as the State itself was concerned, the situation with free play battles served up scant results. Let's all hope the industry gets what's just during 1973.

Looking back, highlights touch on a great UJA drive among local tradesters, serving up plenty of donation pledges to the charity, in the honor of Max Weiss, this year's guest of honor. Al Denver is still president of the local MDNY association and the lion of the New York trade couldn't be in better spirits as the year ended. He's still a battling tiger when the interests of the trade are concerned—would that other associations have such a man at the helm. And Millie McCarthy herself is still State association chief. This gal, a super credit to the industry, would be a success in whatever endeavor she tried. Her experience in local and state government has secured many a victory where industry concerns were at issue.

Among the many who sent us cards and phone in holiday greetings was old buddy Jack Mitnick from Hialeah. We're happy to report that Jack has been appointed Eastern US sales supervisor for the Murrey & Sons coin and home pool table lines. He'll be working out of his Hialeah office, covering the territory by phone plus some road trips. First carload of Murrey tables arrived in Florida last Friday with the second one to come in this week. "I'm really proud to handle this line," said Jack. "Gordon Murrey's tables are well established in the home and commercial fields and now I'll be working to establish his great coin-op line in our industry. Murrey tables come in the popular sizes (6', 7', 8' and even a coin-op 9' regulation sized table). And now that he'll be shipping from Florida, it knocks the freight charges considerably for customers hereabouts who've been ordering out of the Murrey & Sons factory out in Los Angeles.

Also from Florida Florida, we extend the best for the season from the game at Allied Leisure—Dave and Bob Braun, Ron Hallburton and Gene Lipkin. Their Crack Shot 2-player machine gun target game is shipping out to dealers with gusto, Gene proudly notes. "Test collections show this piece to be one heck of a quarter collector. It's amazing what happens at the locations when you install it. The customers can't get their hands off it," says Gene. The Crack Shot incidentally, can be knocked down quite easily for access to the location and can pass thru a 30" door. Four bolts remove the front portion (which has the two machine guns mounted atop it). THE JERSEY BOUNCE—Holiday greetings from Nick, Sol, Mike and also from Mrs. Mary Cusano out at the American Shuffleboard plant in Union City. They really enjoyed a super sales year with both home and coin-op products. Most interesting is the enormous orders they secured during the preceding year on the long-board shuffleboard tables. That most staple of tavern pieces will be around until the end of time. Bert Betli, Johnny Rafter, and Jerry Gordon at Betson wish their many friends and customers holiday greetings.

EMI Control
You Can't Beat
EMI's New
EC-1010

EMI's new 10-channel to 10-channel stereo multiprocessor is a system of tremendous versatility and power. It can do just about anything you could ever wish to do with stereo sound. And it can do it better than cheaper systems.

Allied Leisure Industries
1780 West Fourth Ave. Hialeah, Florida
39" wide, 43" deep, 74" high

own your own gold mine!

ALLIED'S
CRACK SHOT
Two-Player Competition Machine Gun Game

All the action and realism of ground-to-air combat in an exciting two-player competition target novelty.

Five simultaneously moving jet fighters sweep continuously across a sky-blue target zone. Four solid state sounds slam the action through as rattling machine guns pepper soaring jets which explode when hit.

Playing time adjustable (55 seconds recommended) 2-25¢ pricing single player / straight 25¢ two-players Extended play adjustment • Cabinet knocks down for easy installation

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1780 West Fourth Ave. Hialeah, Florida
CHICAGO CHATTER

To all of our friends in the industry—Happy Holidays!

WILLIAMS ELECTRONICS INC. is about ready to release an exciting new two-player called ‘Swinger’. Factory distrbuts can look forward to sample shipments in about a week or so. Watch for it!

OUR CONDOLENCES TO National Coin Machine Exchange prexy Elmer Schmitt whose wife, Helen, passed away on Sunday (10). Visitation was held last week at the Henry W. Mueller Funeral Home in Chicago. Funeral services were held on Thursday, Dec. 14.

IF YOU HAPPEN TO HAVE a 1973 calendar handy you might want to mark the dates April 6-8 when the NAMA Western Show will be held in the Community Concourse, San Diego, Calif. This will be the first time the convention is being held in San Diego and the association expects registration of some 3,000.

EDDIE ZORINSKY OF H. Z. Vending and Sales in Omaha is running for mayor of the City of Omaha. We wish him well. Eddie will not be campaigning very vigorously for the next few months in preparation for their April election. His victory would be a credit not only to himself and his family (most especially his father, honest) but to the entire coin machine industry of which he has been a very energetic member. Eddie’s activities in civic affairs are well known: he has held other public offices. We understand the Omaha newspapers have been interviewing him for some features articles in conjunction with the campaign ...

Needless to say, much of our phone conversation with Hymie Zorinsky centered on the above; however, he also expressed interest in the upcoming State Legislature meeting which, he hopes, will result in the lifting of the present ban on free play.

ROCK-OLA MFG. CORP’s George Hincker informs us that the factory is just about ready to commence production on the new ‘451’ model 100-Sel. phonograph! Watch for it!

BRUSHWICK’S AIR HOCKEY—A STRONG ITEM AT WORLD WIDE DISTI! "It’s the finest maker in several years," said Howie Freer, “Collection reports,” are outstanding!” .. World Wide played host last week to a couple of engineers from Hal Computer Inc. in Florida who conducted a two day session of service school for the firm’s current dart and golf games line, including the ‘Halgame’.

NICE TO KNOW that Illinois ranks second in the number of MOA members from the state. New York is in the lead with 77 members—Illinois has 66— and the meeting of MOA, Fred Granger is reminding members once again that the deadline for enrolling in the association’s Group Catastrophe Health Care Plan is Dec. 31. Members desiring further information about the plan may call the Insurance Administration Office in Chicago, collect, at the following number: (312) 922-5253.

CALIFORNIA CLIPPINGS

Seasons Greetings to the local industry from Bob Portale and the entire gang at Portale Automatic down on Pico. Machine wise, Bob is anxiously waiting delivery of Rock-Ola’s model 451 compact jukebox. He also reports an over-stuffed order book for the new CHICOIN all-star football ball game .... Holiday Greetings likewise from Hank Tronic, Al Bettsman and the rest of the C. A. Robinson crew. ... George Muraoka, Mickie Greenman extend their best on this festive season to one and all in the greater LA area and surrounding counties. Seasons Greetings from ACA prexy Henry Leyser in Oakland. ....

Western Convention-Exhibit of Vending and Food Service Management (NAMA Western Show) Community Concourse, San Diego, Calif. The Convention Hotel is the Royal Inn at the Wharf. (This is the first time that the NAMA Western Show is being held in San Diego. It started in 1960 and it has been previously held in Los Angeles, Anaheim and San Francisco. The expected attendance will be around 3,000. ... Big event for the SeeWest staff (formerly Struve) during 1972 was promotion of their own Bud Lurie to the presidency of the Seeburg Products Div. We must confess a bit of confusion over the chain of command at Seeburg but we and local tradesters are happy that Bud commands over the music and vending machine area.

MILWAUKEE MENTIONS

We’d like to take this opportunity to extend our sincere holiday greetings to everyone and our best wishes for health and happiness in the New Year.

THE MILWAUKEE COIN MACHINE OPERATORS ASSOCIATION held its monthly meeting on Tuesday, December 5 at The Chalet in West Allis, with association prexy Arnold Jost presiding. Among operators in attendance were Jim Stansfield (president of the Wisconsin Music Merchants Assn.), Wally Boerner, Clarence Smith, Doug Opitz, Art Manske, Orville Carnitz, Irv Beck and association secretary Red Jacomet. The group’s first meeting of the New Year, which would normally be held on Tuesday, the 2nd, has been re-scheduled to January 9, because of the holiday ...

RUSS DOHERTY OF Rapids Coin plans to spend the holidays in a warmer climate—and that sounds like a great idea in view of weather conditions in this week of the woods! He and his family depart for Florida December 21 and are hoping today Disneyland! Have fun, folks!

BOB RONDEAU OF EMPIRE DIST. in Green Bay hopes to schedule a Rock-Ola service school in the near very near. Meanwhile, he says, the ‘450’ model phonograph is one of his biggest sellers of the day! Another is the Midway ‘Table Tennis’.

HAD A RARE OPPORTUNITY to say hello to Clint Pierce of Pierce Music in Brookside, who just happened to be in the office when we called last week. He asked us to convey his (and Marie’s) holiday greetings to everyone—which we are happy to do!
COIN MACHINES WANTED

FOR YOU WOULD WANT TO BUY OUT BUYING STOCK OR ON-ACTION, WANTED COIN MACHINES OF ALL KINDS, FOR SELL-OUT OR ON-LIST. WILL PAY TOP DOLLAR FOR NEW AND USED COINS, MACHINES, ETC. WE PAY CASH OR CHECK. RC: 20TH STREET WEST, 501 VAN NEST, SAN FRANCISCO, 94102, (415) 631-2368.

WANTED—BUYING ALL '60'S AND EARLIER TABLE MODEL MACHINES. WILL PAY TOP DOLLAR. CALL/STOP BY. 8921-8923 Market St., Chicago 37, Ill. 312-477-6677.


WANTED TO BUY OUT SELLING STOCK OR ON-ACTION. WILL PAY TOP DOLLAR FOR NEW AND USED COINS, MACHINES, ETC. WE PAY CASH OR CHECK. RC: 20TH STREET WEST, 501 VAN NEST, SAN FRANCISCO, 94102, (415) 631-2368.

WANTED ALL TYPES OF OLD BINGO AND SLOT MACHINES FOR EXPORT TO JAPAN. NUMBERS 1-952, Diamond Bldg., 2nd floor, Mount—MIAMII, FL 33131. CALL 305-858-2880.

WANTED BY NICE SELLER-FOR YOUR LENGTHY SELLING STOCK OR ON-ACTION. WILL PAY TOP DOLLAR FOR NEW AND USED COINS, MACHINES, ETC. WE PAY CASH OR CHECK. RC: 20TH STREET WEST, 501 VAN NEST, SAN FRANCISCO, 94102, (415) 631-2368.

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SLOT MACHINES, for export/sale. Bank, Mills, Pace, Jennings, Chicago Coin,经营者, Mills Slot Machines, 5225 W. Fullerton, Chicago, Ill. 60641. 312-262-8484.

COIN OPERATED MACHINES, etc. for sale. WILL PAY TOP DOLLAR. CALL/STOP BY. 8921-8923 Market St., Chicago 37, Ill. 312-477-6677.

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CLASSIFIED AD WANTED

CLASSIFIED AD RATE 20 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as words. Italics are not counted. Each order in each issue is for one word. ALL ORDERS FOR CLASSIFIED ADS. IF cash or check is NOT enclosed with your ad, you are charged $3.00. Please allow 2 weeks for your check or cash. NOTICE—$87 Classified Advertisers (Outside USA and $52 to your next postal service at your expense. Allow at least 4 weeks for your paid in each week's issue for a period of One Full Year, 52 consecutive weeks. You are allowed to change your Classified Ad once in 52 weeks. over 40 will be billed at the rate of 20c per word. Please count words carefully. Be sure to use this Classified Ad Index to look up your Ad number. Reader Ad 1: 12 noon of preceding week to appear in the following week's issue.

 Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 119 West 57th St., New Y., N.Y. 10019

EMPLOYMENT SERVICE

bind machine mechanics wanted: legal territory of sales and service work. Prefer previous work experience. Good attitude and references required. 40 days of work a month. will train. will consider local of national work. 262-3900. 126-663-2522.

 spiel machine mechanics wanted: sales and service work. Prefer previous work experience. Good attitude and references required. 40 days of work a month. will train. will consider local or national work. 262-3900.

 arcade managers and arcade mechanics for various locations. superior pay and benefits. amusement entertainment systems, box 959, st. louis, mo. 63118. 793-4700.

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JUKEBOX PROGRAMMING GUIDE

POP

ARLO GUTHRIE
UKULELE LADY (3:21)
Reprise 1137

MOTT THE HOOPLE
ONE OF THE BOYS (2:48)
No Flip Info. Columbia 4-4575

MELANIE
DO YOU BELIEVE (2:59)
No Flip Info. Neighborhood 4209

SAM NEELY
ROSALIE (3:16)
No Flip Info. Capitol P-3510

RAIDERS
LOVE MUSIC (3:18)

LOBO
DON'T EXPECT ME TO BE YOUR FRIEND (3:08)
No Flip Info. Big Tree 158

R & B
THE SPINNERS
COULD IT BE I'M FALLING IN LOVE (4:13)
No Flip Info. Atlantic 45-2927

MARGIE JOSEPH
TOUCH YOUR WOMAN (3:10)
No Flip Info. Atlantic 45-2933

Chosen Named to Heavy ARA Spot

PHILADELPHIA — Melvin Chasen has been elected a corporate vice president of ARA Services, Inc., according to William S. Fishman, president.

Chasen joined ARA September 1 as chairman and chief executive officer of its ARAVEN Services Company division, which operates commercial and public location vending facilities. His offices are in Miami.

After starting his own commercial vending firm in New York in 1956, Chasen expanded its operation to Florida where he owned Ace-Saxon and Martab, companies acquired by ARA in 1969. From that year until his affiliation with ARA, he was president of Lum's, Inc., a New York Stock Exchange-listed company.

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NOVA Apparate Salutes Europe Distribs

HAMBURG — Alfred W. Adickes, owner of NOVA APPARATE, Hamburg, Germany, recently held a series of annual award dinners. These award dinners, which are tied into the introduction of the new Rock-Ola phonograph line each year, have become one of the high points of the European coin machine industry. The highlight of this series of meetings, is the award made to the top 10 jobbers of the Rock-Ola phonograph line for outstanding sales achievement. The award is a beautiful sterling silver trophy with gold personalized lettering.

This year's grand award dinner was held at the Hotel La Reserve in Beaulieu-Sur-Mer, France, hosted by Adickes. This year's dinner was highlighted by the attendance of special guests from the Rock-Ola factories in Chicago. Mr. and Mrs. Ed. Doris and Mr. and Mrs. Art Janacek were NOVA's special guests. Doris is Rock-Ola's executive vice president and Janacek is Rock-Ola's export manager.

At the dinner this year Adickes was assisted by Mrs. Doris in the presentation of these special award trophies. Alfred Adickes congratulated all of his jobbers for their past success which made 1972 a record year for the Rock-Ola line and expressed his optimism and confidence that 1973 would break all previous records.

Colorado Coin Mechanics School Succeeding Well

FORT MORGAN, COLORADO—In the span of three months since its establishment The Coin Machine Technical Training Institute, Ltd. of Fort Morgan, Colorado, has undergone considerable expansion on both the administrative and academic levels. Supplementing the regular program of studies is a special refresher course which the institute is now offering for students interested in a partial program of training on a particular phase of the course or a specific machine. This course is priced at $300.00 per phase.

We are working with the military on the possibility of receiving grants under a program called "Project Transition," which would enable military personnel with six months or less remaining time in the service, to enroll for our course," said institute administrator Barbara Frank. "We have also been contacting various educational facilities (community colleges and high schools) to arrange for our representatives to address students, on a seminar type basis, and familiarize them with our program and with the coin machine industry in general."

Asked whether the present enrollment is largely from the institute's home state of Colorado, Ms. Frank replied, "Some of our students are from Colorado, of course, but we have a sizeable number from other areas such as Fairbanks, Alaska, South Dakota, Wisconsin, Illinois, Texas, New Mexico and New York. We have also had inquiries from foreign countries and recently signed up a student from Mexico City."

Since the institute's recruitment program has reached nationwide proportions, additional personnel are being hired to service various areas of the country. Mr. Roy Pettengill and Mr. Pat Brower have been appointed to serve as directors of recruiting for the state of Texas; Mr. Fred Mills will serve in a similar capacity for the state of New Mexico. Additional appointments will be announced.

"Numerous operators have been most cooperative in sending us their requests for technicians and job availability lists," Ms. Frank said. "We are encouraging all operators to do likewise so that we may amplify, to the government agencies and the military, the fact that there does exist a great need for trained technicians in our industry. We are also grateful to the manufacturers for sending us the schematics and training materials, as well as the equipment we need in our work," she concluded.

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Cash Box — December 23, 1972
Starting today, every other wallbox is fat, ugly and old fashioned. The slim, beautiful and easy to use and service 506 Tri-Vue is here. We tore out the pages and replaced them with a revolutionary new program system. Triangles that display one third of a 160 selection program with each turn of the knob. All 160 with just two turns. Or a 100 selection program with just one turn of the knob.

And the whole program assembly "snaps-out." You change title strips quicker than ever before. The time you save adds up to an extra call or two a day.

From the inside looking out, the 506 is the picture of location serviceability. Our new digital selection system circuitry is fully exposed for plug-in replacement. New, more efficient stereo speakers put out delightful sounds. If the people in the booth want to hear it, they'll have to deposit the coins first. Then they can choose high or low personal volume setting.

Look inside the 506 rear housing and you'll see more Rock-Ola service features. A solid state transmitting unit that works with either solid state or relay receivers by simply moving one jumper wire on a P.C. board. Switch another jumper wire and you've converted from 160 to 100 selection operation. Yet another jumper wire un-plugs to convert program banks of twenty record sides to LP play and pricing. Fantastically easy!

And you'll service the 506 less frequently because the cash box is the biggest a wallbox ever had.

From the side, the 506 is a slim 5 3/4 inches deep at the base, 4 5/8 inches deep at the top. The front housing is hinged. Just open, remove the Tri-Vue program holder. Total accessibility. If you never liked wallboxes because they were too much trouble to service, get ready to fall in love with the 506!

Could a customer have it any easier? No more letter/number combinations to cause mistakes. Our ten-numbers in-line selection system and player instructional panel speeds up the play. Pair up the 506 with any Rock-Ola jukebox, old or new. Even inter-mixed with existing wallbox installations. But who'd want to keep an old wallbox now that the 506 is here?

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If all the music operators in America could get together and design a wallbox that would solve all their problems, they'd re-invent the Rock-Ola 506.
Jukin' Bone.
From 15,000 miles a month to 33 1/3 RPM

Jukin' Bone's tour just took them 15,000 miles to over 30 dates, and it built up an excitement everywhere they played that carries right through on their new album.

"Way Down East," a song collection that can only be described as "stone-down funk," played by six musicians who know damn well what it's all about.

The new single: "Cara Lynn" b/w "Sayin' It Is Easy." 74-0623 forced out of the album by tremendous D.J. response.

How's your Jukin' Bone?

Jukin' Bone is part of The RCA Experience