Will Industry’s Efforts Match An Economic Boom (Ed)

-Col’s Black Experience Winning Universal Following, says Davis...Atlantic Streamlines Marketing Operations...“Lost Horizon” In Bell Jan. LP Release

-Elektra Shows 42% Sales Increase in 1972

JONI MITCHELL: ‘ROSEY’ FUTURE ON ASYLUM

Dr. Hook is grabbing you again with this year's chart-buster "The Cover of Rolling Stone". On Columbia Records.

Produced by Ron Hoffmeir

www.americanradiohistory.com
Will Industry’s Efforts Match An Economic Boom?

Measuring the prospects for the recording industry in 1973 on a purely economic basis, the outlook is bright, indeed. Economists seem to be throwing caution to the wind in predicting an economic upsurge in that grand phrase, “economic boom.” What this means for the music business is that there is more likelihood that the consumer will be ready to spend more on recordings and hardware goods than ever before in history.

While there is certainly validity in keying economic welfare into industry prosperity, we have always pointed out here that general economic conditions—particularly of the rosy kind—do not necessarily assure a recording industry’s “economic boom.” For it was Dave Kapp who put it all in the proper perspective when he coined the phrase “profitless prosperity” during one of those supposed sky’s-the-limit periods in the business.

On the major issues, the industry is well aware of what’s wrong: limited exposure of its acts, problems of indie distribution and, of course, the huge “returns” factor.

The industry’s major executives are, indeed, “bullish” on 1973. Basically, like we think that appears to be a new spread in product availability, that is a greater amount of varying kinds of musical sounds that seem to be making it. The “Top 40” sound—the industry’s basic commodity in recent years—is surrounded by other musical approaches that can reach a wider audience. It can lead to a healthier, more catalog-oriented business. We also believe that the industry has done a good job in trying to build artists for the long haul, instead of relying simply on the momentum of some previous hit. As it was noted in last week’s Columbia marketing story, the intelligent labels are attempting “career planning” to increase the longevity of an act’s recording career. And the hope is that by this method acts will have greater “universal audience” appeal.

It would be a shame, however, if economic prosperity and the industry’s long-range product thinking were to compete with the industry’s own internal ills. We hope the industry can make marked progress in 1973 to apply its considerable executive talent to finding solutions to the problems common to all.

We, too, would like to throw caution to the wind in predicting a banner year for the industry. On the basis of what we see, one is tempted to do so. Yet, a lot depends on what the industry will do to make sure that it makes the most out of what looks like a big year of volume for the industry.
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**Legend:**
- **Rank:** Position in the chart.
- **Title:** Song title.
- **Artist:** Recording artist(s).
- **Label:** Record label.
- **Catalogue:** Catalogue number or identifier.
- **Year:** Year of release.
Terry Jacks has just recorded a song that Buddy Holly once recorded... "I'M GONNA LOVE YOU TOO!" Listen to it. You'll probably hear a little flavor of that good ole 50s rock'n'roll.

"I'M GONNA LOVE YOU TOO" was first released in Canada. The people there liked it so much that it has become a hit. The word is now spreading into the U.S. Starting in Detroit. Get ready. It's gonna spread fast!

"I'M GONNA LOVE YOU TOO:" An outstanding new single by Terry Jacks.
A Dynamite Artist Explodes On Her First Album

BARBARA JEAN sings and makes you believe.

She puts her whole self into song and sings
in her own unique way delivering a sound
that is only BARBARA JEAN'S

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CONTAINS HIT SINGLE "I'M SORRY"
PHOENIX — Elektra Records showed a 42% increase in sales in 1972. This surge in the company's volume was reported last weekend at the company's annual sales convention by Mel Posner, exec vp and general manager of Elektra. Indicative of the company's success proved is that it went into the convention with a number one single and album, Carly Simon's "You're So Vain," & "No Secrets," respectively both of which coincidentally were certifiable chart toppers.

More than 400 attended the convention which featured the release of the compilation album, "Something Out Of The Ordinary! 1972." More details will be reported next week.

Columbia Denies Aretha Rumors
NEW YORK — In a statement issued by Robert Alatalo, director of information services, Columbia Records, the company has denied any talk that Aretha Franklin has signed with Columbia Records. There are no negotiations presently being conducted between representatives of Columbia and Aretha Franklin.

Front Cover:

To Clive Davis,
Columbia's Black Experience Is Obtaining A Universal Audience

NEW YORK — Columbia Records' concern in the black recording market with marked cross-over impact is seen as a greater reality. The company has established a "universal audience" for all music. Through the Epic and Columbia Custom Labels, the black market itself has proven to contain a "superstar" candidate that through a remarkable spike in black sales, "has moved to David Geffen's woman single in the Franklin.

"For Active in the truth formation by the company's a PHOENIX-Elektra album, pattern company's a major Atlantic company has denied any rumors that the Roses" have signed with Columbia company's in sales in New York. January 1973 are in negotiations for a number one LP in Atlantic. the company's market- ing operations were revealed. "In communications through Warners, Elektra-Distribution branch- ers, and local retailers, radio sta- tions, record stores and one-stores with new freshness and efficiency. When a record is introduced into a market under our new system, all pertinent information concerning airplay, artist appearances, invento- ries, advertising and publicity will be immediately in the hands of all terri- torial executives — and available for the office director." Greenberg and Glew detailed new procedures.

Atlantic Ups Faraci, Mack & Sicurezza

NEW YORK — Henry Allen, Atlantic's vice-president in charge of promotion has announced promotions for Vince Faraci, Richard Mack and Lou Sicureza.

Richard Mack has been elevated to national r & b promotion director, and also serves as an executive vice-president, has been a key member of the sales and promotion team for Atlantic's five years in various posi- tions.

Vince Faraci has been appointed national pop promotion manager, and Lou Sicureza has been made director of special projects for Atlantic. Faraci will report to Henry Allen, and has been with Atlantic for five years in various posi- tions.

Abeko Shows Big Gains For Fiscal '72

NEW YORK — Abeko Industries, Inc. has reported net income of $1,121,400 for the fiscal year ended Dec. 31, 1972, compared to income of $1,121,400 in the same period of the company's fiscal year of 1976. For the fiscal year 1972, these results are equal to an increase of 63% in income and 63% in sales of the company. The company has been awarded a grant to two special federal government divisions to be used in Feb., 1972 and Sept., 1972. The current year included extraordinary items of $4,000 net profit per share. There were no extran- dinary items in the prior year.

Abeko Industries, Inc. has also an- nounced a special 10¢ cash dividend payable April 25, 1973 to shareholders of record as Jan. 16, 1973. The company stated that the action previously commenced against it by Capitol Records had been discontinu- ed without liability chargeable against the company.

Cross-Over Concept
Davis stresses the cross-over appeal of the label, just as it may apply to an act in another pop style (i.e. country). He notes that the same care we do in product in country music makes the present product, they do not just appeal to the black market.

Cerro Drops Tape Club; Sues In Calif.
NEW YORK — The Cerro Corp. is dropping its Stereo Tape Club of New York, after it lost a settlement suit against a national accounting firm agreed with STCA, financial statements.

Cerro, which acquired a majority interest in the club in 1973, it was furnished with false and misleading financial statements. Touche Ross & Co., a national accounting firm, in a $14 million damage suit in Federal District Court for the Central District of Calif. The accounting firm alleged that the audits financial statements were not correct. The court ruled that the accounting firm was not liable to Cerro for the damage.

Also involved in the suit as defen- dants were former directors of the club, Joseph DeFrancisco, Andrew H. Berkey, Sidney Steinberg, William F. Stantoun and Ralph Weinman.

Cerro said it would incur an after- tax loss of $3,735,000 for 1972.

Deny Receiver For GFR Receipts
NEW YORK — United States Magis- trate Sol Schreiber has denied Terry Kirsner's motion for a receiver appointed for gate receipts from Grand Funk's just completed multi- building tour.

The tour, which marked Grand Funk's return to live concert performing, has seen cutting down on a one year layoff, started in Oct. and ended Dec. 31, at the Las Vegas Convention Center.

Cash Box — January 13, 1973
We also know the whereabouts of Frazier Mohawk
Johnson Joins Columbia Pictures

NEW YORK — Walter Johnson has joined the Columbia Pictures exploitation department, it was announced by Robert S. Ferguson, vice president.

Johnson, who will be reporting directly to Steve Caraccio, general manager, exploitation, will coordinate musical exploitation of their current and upcoming releases. He is a graduate of Howard University with a B.A. in marketing. Most recently, Johnson served as northeast regional sales manager for the Metal Sound division of Ampex, Inc. Johnson began his career at CBS where he served as local manager for the record department. He then moved to Janus Records where he served as the national rhythm and blues promotion director.

Dalton Named Brown Bag GM

NEW YORK — Terry Knight has announced the appointment of Barabra Dalton as general manager of Brown Bag Records, a division of Terry Knight, Ltd., effective Jan. 1, 1972.

Dalton has held the post of public relations director since the company's inception.

In his announcement, Knight stated that the growth of Brown Bag Records, Barbara Dalton will assume all of the administrative responsibilities of the company's expansion in direct liaison with me, thereby assumes full authority to make any and all decisions concerning any and all operations when and if they are required.

Knight further announced that, effective immediately, all Brown Bag Records will be headquartered at the home offices of Terry Knight: Entreprise Blvd., 120 Fifth Avenue, New York City, 10019, and can be reached at #212-246-9600.

Ross' New Co.

NEW YORK — Al Ross, formerly of L.A. and Ross, has organized the formation of ASR Enterprises Ltd.

The new corporation, to be housed in New York, will specialize in entertainment public relations and management.

Ross will also have offices in Los Angeles and Nashville.

Pres. Nixon Tribute To Duke's CBS Spec

NEW YORK — President Richard Nixon has joined the television and music world to pay tribute to Duke Ellington in connection with "Duke Ellington: The Duke Is Here," the 90-minute television special which Bud Yorkin and Norman Lear's Tandem Productions Inc. will tape Jan. 10, for Feb. 11 airing on the CBS network.

Yorkin, the country's chief executive stated, "Any tribute to you is a tribute to music in the finest American tradition. I would be deeply honored and feel an equal generosity in sharing it to you."

"Deeply proud of our warm friendship," President Nixon continued, "Mrs. Nixon and I wholeheartedly join those who applaud your talent today."

Bud Yorkin is executive producer of the musical tribute, which trues Ellington's life and work in the past and present. Quincy Jones is producer, with Marian Ross as co-producer. Numerous stars, including Peggy Lee, Aretha Franklin, Roberta Flack, Sarah Vaughan, Chicago, Count Basie and others associated with Ellington over the years, will appear on the special.

Buddah's Kass, Reno Talk Intl. Pub Ties

Art Kass, co-president of The Buddah Group, and Bob Reno, vice president in charge of publishing activities, have recently attended this year's MIDEM. The main purpose of their trips was to conclude sublicensing situations for the various Buddah music publishing companies, and their current worldwide deal has just expired.

The past two years have seen theational music firms enjoy growth on a worldwide scale. Kass and Reno feel that the newly formed companies they have with such songwriters as Exuma, Steve Goodman, Barry Lin- den, Steve Miller and others will expand their catalogues on an international scale.

The publishing company's close liaison with the Buddah record labels offered them internal exploitation, coupled with an effective professional staff headed by Ed O'Laughlin, they are represented with both hit singles and LPs on many labels. The firms have been in the business for 75 consecutive weeks in the U.S. with such recent successes as "City Of New Orleans" by Arlo Guthrie, "What Have They Done To My Song, Ma" by Ray Charles, "You Could Have Been A Lady" by Bette Midler, "Nickle Song" by Melanie, "I Can Con- tend" and "Beed and Bearded" by Barbara Mason, "White Lies—Blue Eyes" by Bullet, and "You Can Do Magic" by Linnie & Family Cookin. In addition, Buddah firms are represented on the new, and already successful Bette Midler debut LP on Atlantic Records, and several tracks on Capitol's album by Hurricane Smith.

Exuma, will be making his European debut at MIDEM's gala on Janu- ary 25th. All of his compositions are published through the Buddah companies, and he records for the Kama Sutra label.

Kass will be quartered at the Carlton Hotel, Reno will be at the Caves Palace Hotel.

Bell Sets LP's For Jan.-Feb. "Horizon" Due

NEW YORK — Bell Records will release six new LPs in Jan. and Feb. The original soundtrack of the Backrash-Dave movie musical "Lost Horizon," along with its last October, to be followed by LP's from Dawn, the Fifth Dimension, John Hurley, Bobb- y Byrd and David McWilliams.

Gordon Joassin, marketing vice president of Bell, and other top label executives will be on the road showcasing the present the "Lost Horizon" LP at dis- tributor meetings in 15 key markets.

Complete titles are: "Fute Weaverings"—Dawn; "Children's Dreams"—John Hurley; "9 Songs..." —Bobby Doyle; "Lord Offaly..."—David McWilliams and "Living Together, Growing Together"—The Fifth Dim-

"Fute Weaverings" is a departure in Dawn that will be releasing a single after the LP.

Reinstein Elektra's Finance VEEP

NEW YORK — Mel Posner, exec vice president and general manager of Elektra Records, has appointed Reinstein to the post of vice president of finance. He will continue as treasurer.

Reinstein, A.C.P.A., a member of Elektra's four-man management team which is responsible for the day-to- day operations of the company, an associate treasurer of Horizon Film Distributing Corp., (W.E.A.), and a Director of Acoustic Control Corp., joined Elektra in 1967.

Within six months of his assuming this position he re-designed the la- bor accounting and budgeting system, computerizing invoice, accounts receiv- able, and payroll records and systems. Eighteen months ago he completed the computerization process, converting the company's accounting and credit records to a new accounting system designed to give the company the ability to properly generate and report financial statements and reports to data proc- essing.

Prior to joining Elektra, Reinstein was with the Certified Public Account- ants, Saltzberg, Tugend & Co., a firm specializing in the entertainment industry, and was responsible for the acquisition of the business. He is a graduate of the Wharton School of Business, University of Pennsylvania.

Wometco, Hansen Purchase Deal Off

FLORIDA — Wometco Enterprises, Inc., and Hansen Publications have announced that negotiations for the acquisition of Hansen Publications by Wometco were terminated. The announcement was made by August, that it had reached an agreement in principle to acquire Hansen Publi- cations in exchange for approximately $5-$6 million of Wometco stock.
NARM Scholarships At 15th Meeting

PHILADELPHIA—The annual NARM scholarship dinner was held on Tuesday evening, Feb. 27, 1973, at the Constitution Inn in Los Angeles, California, during the Fifteenth Annual NARM Convention, convening there on the 25th. Five scholarships will be presented, in the amount of $4,000 each, to students who will be entering college in 1972, and who are either employees of Columbia Records and their companies, Wayne Newton, Chel- sea Records (RCA) recording artist will provide the entertainment for the evening, bringing his Las Vegas show to NARM.

Applicants

The NARM scholarship committee will consider almost 100 applications which have been submitted and individual scholarship will be awarded to the foundation this year. NARM past presidents will serve under the chairmanship of Jack Grossman (Juch Grossman Enterprises, New York) andHurricane Press; Franklin Veja, son of the committee members are Gerald Fried- man (Southland Distributors, Atlan- tica, N.C.); Mike Lewis, (The Creative, New York); and Joe Casini of Wayne Newton, Chel- sea Records (RCA) recording artist will provide the entertainment for the evening, bringing his Las Vegas show to NARM.

Springboard Names Fitch As Manager

LINDEN, N.J.—Mr. Ed Fitch has been promoted to the position of na- tional manager, Head of the Spring- board product. His duties will directly concern the cataloging and promotion of the company's product through U.D.C as well as the Up- Front and Springboard economy cat- alogues.

Reporting to vp Bob Demmian, Ed. Fitch will work with regional man- agers Bob Fulrope, Joe Casini and Mieley Arkus, who is starting Jan. 2 as west coast regional manager.

Baxter To Para

NEW YORK—Baxter, a five-member New York, Conn. rock group, has been signed to an exclusive recording contract by Paramount Records. According to John Linde, head of Ultra- Records, the long-term contract, which was negotiated by Paramount's president of A&R Chuck Gregory, is the culmination of Linde's work with the group since last fall.

Baxter, whose members compose their own material, will debut this summer with a single on the label which will be followed closely by "Baxter & LP," an album similar to the group's previous single. The sessions were engineered by Joe Galante. Ultra-Records, Studios, Hampton, L.I.

Fuller/Bichel At Carnegie

NEW YORK—Anthony Turner, pres- ident of AFT Productions announced this week that his forthcoming Buck- minster Fuller/Bichel is to be presented at Carnegie Hall on Sunday, Jan. 14, will be headlined by composer-synthesisist Ken- neth Kizer and "very healthy for a rock showcase," Turner adds. Kizer has last been recorded LPs for Atlantic Records and is Arp Synthesizers

Armstrong MCA Distrib. Veep

NEW YORK—Lee Armstrong has been appointed vice president of the MCA Distribution Corporation by Mike Maitland, company president. In assuming his new posi- tion, Armstrong will also maintain his previous responsibilities as direc- tor of international operations of sales and marketing. The appointment is effective immediately.

Atlantic Mktg., Operations

(Cont'd from p. 7)

Col's Black Experience

(Cont'd from p. 7)

Cash Box — January 13, 1973
NEW YORK—BONNIE RAITT: MUSIC FOR THE FUN OF IT

Imagine that one day all the record companies stopped making records. All the audiences went home on that day, too, and there were no more concerts or nightclubs. Think of the many musicians who would stop singing and playing after that day arrived, dismayed by the fact that there was no one left to hear the music. But then, think of the small handful of those who would continue to make music anyway, because the listeners weren't as important to them as the way they themselves felt inside—they couldn't stop playing because their very souls depended on it.

Bonne Raitt is the first of five fingers in a handful that holds its music very dearly. The other four are Freebo (fretless Fender bass), Lou Terracino (piano), Maria Muldaur (vocals, guitar, fiddle) and David Ntichure (guitar). They would still be singing and playing even if they were trapped for five years after World War II in a fallout shelter in the middle of the desert! 

I walked into the backstage area after noting the large number of people who had turned out to see Bonnie Raitt on a wet New Haven evening. Going up the stairs of old Sprague Hall, I turned the landing to the dressing room and was mostly shocked by the scene that ensued. Bonnie, Freebo, Maria, Lou and David were in the dressing room putting on a show easily as good as anything that happened onstage! They weren't sitting in silent tension or nervously rehearsing their material, as many performers do before going on. They were just hanging out with a few friends, passing a bottle and singing their brains out for the pure fun of it.

The feeling in the dressing room was contagious and outrageous. No one cared if anyone was watching or not—the idea was to have a good time. A few of Bonnie's friends who had made the trip to watch the show were there, and they were singing as well, adding impromptu harmonies that all mounted into a halo of sound. The instant I entered the room, I was captivated by the mood and found myself singing along:

"Sunny one so true, I love you."

The verses and choruses of the r&b standard, "Sunny," went around and around the room, with Bonnie, Maria and Lou alternating lead vocals as they felt it. "Hey, that sounded great," Maria said after they had stopped. "Why don't we do that later on in the show?" As everyone nodded approval, I realized that I was witnessing one of the creative processes of music: The song arrangement was created on-the-spot; someone was probably fooling around and another joined in, then another, and so on. If the musicians had planned it out, bearing in mind what their audience would expect, the song would never have had as much truth as it did when all the players just followed their instincts and got much closer to the mood that they felt.

In short, the inspired musician must please himself first and then his audience. If he tries to please his audience first, he will not please himself, and in turn will only be boring to an audience that actually came to watch the performer get off.

And here I was in the middle of a bunch of people who were getting themselves off instead of worrying about what the audience might expect. When I saw how this feeling spread to the audience once the 'real' show started, I learned that people show more appreciation for how much a performer enjoys playing his music than the actual music he plays. And enjoying music never comes from being a pseudoprofessional who takes everything overseriously—it comes from remembering that music is for the fun of it.

Bonne and her handful of friends played their show to the audience, running through pre-rehearsed arrangements which were probably the evolved end results of spontaneous sessions such as the "Sunny" jam in the dressing room. These jams had a refinement and security of sound from being played over and over again, something they had acquired in exchange for the raw energy that had started it all. The same raw energy came out again at the end of the show when another impromptu jam was initiated, this time with Barbara George's "I Know." Because Bonnie and friends were having fun (rather than trying to please the audience), they let the audience know that they could have fun, too. Within moments after the jam started, two guys jumped onstage from the audience and started taking harmonica and fiddle solos that fit right into the total mood. Once the two jumped on stage, the escape hatch was opened and the whistle was blown, letting everyone in the concert hall off the hook. They let it all hang loose because they were listening to music for the fun of it.

HOLLYWOOD—ART LABOE: REMEMBER WHEN

It seems that whenever a consumer demand is either created or discovered there are two breeds of businessmen that react. One is in business only for profit. The other is in business for profit too, but also because he truly believes in what he's doing. And although in the long run each may serve the buyer to an equal degree, it's easy to distinguish capitalization versus dedication when you explore their reasoning for involvement. One success, which has been teeming with both factors, is the oldies but goodies. And Art Laboe has proven himself one of those dedicated people.

Laboe has turned the sound of the 50s into a lifetime endeavor that started from the microphone of many of the top L.A. radio stations. Yet he wasn't just another jock. He was, and still is, an aware individual, open to his audience's desires and innovative enough to cater to them. One of his most creative ventures in radio came in '56 when he instituted a daily afternoon show on KPOP from Scriner's Drive-In restaurant at the corner of Cahuenga and Sunset. Art would play some cuts from his booth, interview recording stars, and take requests from a crowded parking lot. The show was an immediate success and within 90 days it was #1 in the market, where it stayed for about three years. And interestingly enough it was through the dedications that Art began to recognize the popularity of tunes that were a couple of years old. And once again there was an apparent consumer demand that Art Laboe decided to meet.

So in 1958, Laboe founded Original Sound Records and in 1959 released Vol. 1 of his "Oldies But Goodies." That's right, '59 not '69. Laboe is obviously a man who doesn't wait for others to prove the possibility of profit in market segmentation. In the late fifties he distinguished himself as a leader rather than a follower in this field.

That first LP contains such classics as "In the Still of the Night," "Earth Angel," "Let the Good Times Roll," and many other greats. And since '59 those hits have just kept on coming at the rate of an album a year, with the 13th edition due out in the next couple of weeks.

One of the more interesting elements of Laboe's concept of what an oldies album should contain is his notion of capturing the original sound of the original artist. Art expounded on this in an article that appeared in Midwest Magazine:

"One of our biggest problems is getting the masters, the original tapes of the songs. We use strictly the originals, no recreations that are on some of the nostalgia albums being sold today. It's damned hard to find some master tapes that haven't been tampered with. For stereo, the record companies often threw in an extra track, a guitar or something, to make it a 'new' sound. That ruins it for us."

Just as Laboe refused to rest comfortably as a successful disk jockey, he has avoided total contentment and involvement with his record company. Instead he has continued his search for other ways of reaching people through the '50s. And his most recent brainstorm has come in the form of an "Oldies But Goodies Nightclub." Recently he bought Ciro's, one of the most famous evening spots in L.A. and turned it into Laboe's on the Strip, a rather daring move considering the miserable track record that the club had run up through recent years. Yet Art has certainly broken that unlucky streak. He's been packing them in since opening night with such old favorites as the Drifters, the Coasters, the Olympics, the Penguins, Joe Turner, and Rosie More, and performers like Chubby Checker, Little Richard, and Danny & the Juniors haven't been able to resist the temptation of stopping in and taking the stage for spontaneous guest spots.

As Art states, "The club is an adjunct to the record company. I really believe in the idea that it makes the oldies live and breathe instead of just being albums. I've had the idea of opening this club for ten years now, but I kept holding my self back, waiting for everything to be right. And now is the time." And as if this wasn't enough, Art has packaged a skillful promotion plan by broadcasting live from his club on K-EARTH Radio, including the live performance as well as interviews with the stars.

And now what lies ahead of Art Laboe? It's difficult to say. The idea of expanding his club into a chain throughout the nation has crossed his mind as have the concepts of operating clubs by satellite. Yet whatever is in the works, you can be sure that Art Laboe will have both eyes looking to the future, his heart throbbing merrily to the 50's, and his hand on some microphone, somewhere.

Charles Coplen

Cash Box — January 13, 1973

www.americanradiohistory.com
We can't explain it. We recorded the Rance Allen Group album "Truth Is Where It's At" as a gospel lp. We brought out "That Will Be Good Enough For Me", taken from the album, as a gospel single. But look what's happened. All of a sudden they are being requested and played (and played often) on Top 40 R&B stations all across the country. And why not? When the message is right, anyone can read it.

Our thanks to

Houston  KYOK
Little Rock  KOKY
Nashville  WLAC
Middleton, Ohio  WPBF
Washington, D.C.  WUST
Gary, Ind.  WWCA
Woodside, NY  WWRL
Jackson, Miss.  WOKJ
E. St. Louis  WESL
Ft. Worth  KKDA
Harve de Grace  WASA
Los Angeles  KSOL
Lancaster, PA  WLAN
South Bend, Ind.  WMME
Beckley, W. VA  WWNR
Mobile, Ala.  WGOK
Albany, GA  WJIZ
Dallas, TX  KNOK
Milwaukee  WAWA, WNOV
Chicago  WVON
Grand Rapids  WMAX
St. Louis  KWK/KXLLW
Akron, OH  WSLR
Ft. Lauderdale, Fla.  WBBD
Hattiesburg, Miss.  WOVV
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<td><strong>36 I CAN SEE CLEARLY NOW</strong></td>
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<td><strong>40 PHOENIX</strong></td>
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<td><strong>43 THE PARTRIDGE FAMILY NOTEBOOK</strong></td>
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<td><strong>44 GOOD FOOT</strong></td>
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<td><strong>46 ROCK AND ROLL TO THE MUSIC</strong></td>
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<td><strong>47 I MISS YOU</strong></td>
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<td><strong>59 CRAZY HORSES</strong></td>
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| **69 TO WHOM IT MAY CONCERN** |
| **70 WILLIE REMEMBERS**       |
| **71 FULL HOUSE**             |
| **72 CLASS CLOWN**            |
| **73 A SONG FOR YOU**         |
| **74 GREEN IS BLUE**          |
| **75 TAPESTRY**               |
| **76 MOODS**                  |
| **77 ROCK OF AGES**           |
| **78 BABY DON'T GET HOOKED ON ME** |
| **79 JESUS WAS A CAPRICORN**  |
| **80 A GOOD FEELIN' TO KNOW** |
| **81 L. A. REGGAE**           |
| **82 GYPSY COWBOY**           |
| **83 HAPPIEST GIRL IN THE WHOLE U.S.A.** |
| **84 SITTIN' IN**             |
| **85 ALL IN THE FAMILY 2ND ALBUM** |
| **86 THE INCOMPARABLE CHARLEY PRIDE** |
| **87 NEVER A DULL MOMENT**    |
| **88 THE RISE & FALL OF ZIGGY STARDUST & THE SPIDERS FROM MARS** |
| **89 THEY ONLY COME OUT AT NIGHT** |
| **90 CAN'T BUY A THRILL**     |
| **91 MUSIC IS MY LIFE**       |
| **92 TRANSFORMER**            |
| **93 THE 5TH DIMENSION GREATEST HITS** |
| **94 LIZA WITH A 'Z'**        |
| **95 CARNEY**                 |
| **96 TRIOLOGY**               |
| **97 SIMON & GARFUNKEL'S GREATEST HITS** |
| **98 Toulouse Street**        |

**CashBox Top 100 Albums**

**1 NO SECRETS**
CARTHY SIMON (Elektra EKS 75049) 1

**2 SEVENTH SOJOURN**
MORDY BEALS (Thirdworld THS 7) (Dist: London) 2

**3 RHYMES & REASONS**
CAROLE KING (Capitol SP 77746/77716) (Dist: A&M) 3

**4 LIVING IN THE PAST**
(10/1168/1005) (Dist: A&M) 4

**5 THE WORLD IS A GHETTO**
(2013) (Dist: London) 5

**6 I'M STILL IN LOVE WITH YOU**
AL GREEN (Hi SHL 20762) (Dist: London) 6

**7 SUMMER BREEZE**
SEALS & CROFT (W.B. BS 52269) (Dist: London) 7

**8 CATCH BULL AT FOUR**
CAT STEVENS (A&M 4398) (R/TS 4368) 8

**9 SUPER FLY**
CURTIS MAYFIELD—Original Motion Picture Soundtrack (Curtom CRB 8914) 9

**10 TOMMY**
The London Symphony Orchestra & Chansons Choir with Guest Soloists (Capitol SP 9004) (Dist: A&M) 10

**11 ONE MAN DOG**
JAMES TAYLOR (Warner Bros. BS 2605) (Dist: London) 11

**12 LOGGINS & MESSINA**
(Kolumbia KC 31748) (OT/CA 31748) 12

**13 CARAVANSEAL**
(Kolumbia KC 31610) (OT/CA 31610) 13

**14 FOR THE ROSES**
JONI MITCHELL (Asylum UK 5057) (OT/CA 5057) 14 (Dist: Atlantic) 14

**15 ROCKY MOUNTAIN HIGH**
JOHN DENVER (RCA LSP 47133) (RBS/PK 1972) 15

**16 BURNING LOVE**
ELVIS PRESLEY (GAS 2595) (CBS/CM 1216) 16

**17 HOMECOMING**
AMERICA (Warner Bros. GS 2655) (Dist: London) 17

**18 HOT AUGUST NIGHT**
NEIL DIAMOND (MCA 28005) 18

**19 360° OF BILLY PAUL**
(Phil. Hot 31592) (Dist: Columbia) 19

**20 LADY SING THE BLUES**
DIANA ROSS & COMPANY (Motorw. 745 M 745) 20

**21 THE GUITAR MAN**
BREAD (Elektra EKS 75047) (OT 65047) (OT 50507) 21

**22 BARBRA STREISAND LIVE AT THE FORUM**
(Kolumbia KC 31760) (CT/CA 31760) 22

**23 ALL DIRECTIONS**
DEPMENT (Craze BS 9628) 23

**24 BLACK SABBATH VOL. IV**
(W.B. BS 26020) (Dist: London) 24

**25 EUROPE '72**
GRATEFUL DEAD (Warner Bros. 3X 2668) 25

**26 NEW BLOOD**
BLOOD, SWEAT & TEARS (Columbia KC 31760) (OT/CA 31760) 26

**27 WHY DON'T CHA**
WEST, BRUCE & LAING (Kolumbia KC 31919) 27

**28 TALKING BOOK**
STEVE WONDER (Tamla 319) 28

**29 THE MAGICIAN'S BIRTHDAY**
URAH REEP (Mercury SRM 1-652) 29

**30 KEEPER OF THE CASTLE**
FOUR TOPS (Eunish D5 50129) 30

**31 CREEDENCE GOLD**
CREEDENCE CLEANKRASS (Fantasy 9418) 31

**32 I AM WOMAN**
HELEN REDDY (Capitol ST 10508) 32

**33 JOE COCKER**
(A&M 4398) (R/TS 4368) 33

**34 THE DIVINE MISS M**
BETTE MIDLER (Atlantic SD 7238) (TP/CA 7238) 34

**35 ROCK ME BABY**
DAVID CASSIDY (Bell 11209) (Dist: London) 35
drugs is just a new NAME FOR

SLAVERY

Building into the Smash of THE SEASON!

The Truth Shall Make You Free

King Hannibal!

AWARE RECORDS
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Hollywood N.A.A.C.P Honors RCA

HOLLYWOOD — RCA Records was honored as "The Record Company of the Year" at the sixth annual Image Awards presented by the Beverly Hills Hollywood Branch of the N.A.A.C.P., before an audience of 1,500 persons at the Hollywood Palladium.

In commenting on the award, President Jonus Griffin said: "For some two decades the social revolution in this nation has received a great deal of its thrust and support from the music industry in general and from the recording industry in particular." He emphasized that the award to RCA Records was "in recognition of its artistic excellence and outstanding contributions toward the furtherance of brotherhood and the maintenance of dignity of minorities in the entertainment industry.

Reid Fox, who also won an Image Award for his role in "Sanford And Son" for NBC-TV, acted as master of ceremonies and presented the "Record Company of the Year Award" to Winston Willis, Director of Rhythm and Blues Music, RCA Records.

Black businesspeople gather at a special reception hosted by John H. Johnson, President of Johnson Publishing Co., Inc. to open Operation PUSH: A Foreign Investment Seminar of the Black Economy held in Chicago, December 6 and 7. Welcoming the seminar participants (shown l. to r.) are Al Johnson, President of Al Johnson Cadillac in Chicago and Co-Chairman of the Cross Fertilization Seminar; A. Romeo Horton, President of the Bank of Liberia; Rev. Jesse L. Jackson, President of Operation PUSH; Al Bell, Executive Vice President of Stax Records in Memphis, Tenn. and Alvin Bequette, President of the Independent Bank of Chicago and Co-Chairman of the Cross Fertilization Seminar.

Jerry Butler Headlines At Copa

NEW YORK CITY, NY — Jerry Butler, Mercury recording artist, along with Brenda Lee Eager & Peaches opened Thursday, Jan. 4 at the Copa cabana. Jerry has been riding high with, "One Night Affair" and with the recently released "Melinda," a movie with a powerful score and a delivery of the title theme that lives up to the ice man standard, 'Spice of Life' was also one of his recent top selling albums. The Copa stint promises to be an exciting one for New Yorkers; and visitors.

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R & B INGREDIENTS—Luther Ingram, Harold Melvin & The Blue Notes and Tommy Tate, headlining the first "73 Apollo, NYC, offering, drew an SRO audience for their opening night (Jan. 3). And, the second show crowd was breaking with excitement when the news of James Brown being in the Theatre spread like wildfire. Anyone doubting James Brown’s position as Number One Soul Brother should have seen the wild ovation given him when he was introduced to the audience. . . . The Spanners and De OD’s will be at the Apollo, opening Jan. 10th... The new Margie Joseph AT LA LP will be simply titled "Margie Joseph". Margie will help launch the LP at two press parties to be held on the 16th in Washington at the Watergate Terrace Restaurant and in Chicago on the 11th at the Continental Plaza Hotel. The LP has a wide variety of contemporary material and Margie gives the tunes special readings... Miriam Makeba, who was crowned "Empress of African Songs", by Guinea’s President Sekou Toure, will begin touring the U.S. and the Caribbean in the early part of ’73. Her first U. S. concert is scheduled for February 14th at New York’s Philharmonic Hall in Lincoln Center. Joe Laciak will appear with Miriam and, in an RCA recording artist, is also Miriam’s music director.

GSF Records has secured the services of Warren Lanier Enterprises located in Hollywood, for a special public relations program to help create consumer interest in the GSF Black Rock Opera LP, "Free The Black Man’s Chains", Professional Black Announcers of New York, a somewhat recently formed organization with all the major N.Y. Black announcers as members, will be holding its 1st annual Music, Radio & TV Awards dinner on the 25th of Feb. The Korea Hills Full Moon Gala, July 11th, will be the setting and the dinner will also be a fund raising affair to help establish a Black Announcers school. Members of PBA will also serve as staff members for the school. Incidentally, Ace Adams is a noted publisher of Honky Tonk and his firm is W & K Publ. Corp. in Elmhurst, N.Y. —DD

ON THE ’73 HORIZON

STEPHANIE MILLS

CONNIE THOMAS

‘Black Arts’ Receives Emmy Nom.

NEW YORK—Black Arts, an in-depth look at creative Black talent, has been nominated for an Emmy program award, it was announced by the New York Chapter of The National Academy of Television Arts and Sciences. Dr. Roscoe Brown, Jr., Director of the Institute of Afro-American Arts at New York University, is host of the weekly series which first aired on January 2, 1972 and is presented each Saturday at 2pm on Channel Two. Roy Allen, who also produces Sunrise Semester, is the producer/director of the show. Dr. Brown says he tries to spotlight a different art form each week—drama, dance, music, photography. The program has featured such Black talents as the cost of "Wec, Us & Company)—described as a youth cultural presentation, by Black Announcers, Inc. with Brenda Coles, writer, and总承包 guest, photographer; Sue Milligan, music; Billy Taylor, and Ed Spriggs, of the Studio Museum of Harlem; shown (Left to Right) Dr. Roscoe Brown and Fred Beauford, Editor of Black Creation.

NEW YORK — The Christmas spirit abounded last week at the posh Rust Brown Restaurant. Owners Lloyd Brown and former television sports-caster, Art Rust, Jr., were host to a toy drive sponsored by "Operation P.U.S.H.—only one part of their massive campaign to collect food, clothing and toys for 10,000 needy families in the area.

Such eminent personages as Manhattan Borough President, Percy Sutton; Emmy nominee, Dr. Roscoe Brown, host of WCBS' Black Arts Show; and H.B.B. New York co-ordinator, Joyce Ware Thomas were on hand to note and greet guests. The party attracted several hundred enthusiastic people—each with a toy—to the upper westside restaurant and was hailed as an enormous success.
Cash Box — January 13, 1973

**Picks of the Week**

ROBERTA FLACK (Atlantic 29403)
Killing Me Softly With His Song (4:46) (Fox, Gimble-BMI—Gimble, Fox)

Robert Flack will soon have her next number one single release via this magnificent outing that will capture the hearts of all good music lovers. This one will top the charts for weeks and weeks. A masterpiece! Flip: No info. available.

JAMES BROWN (Polydor 14162)
I Got Ants In My Pants (Part 1) (3:02) (Dyna Tone/Belinda/Unichappell,BMI—Brown)

James Brown, who very seldom misses with his singles releases, gets off to a flying start with his latest and first for '73. Another natural to top both pop and R&B charts with instant sales and airplay guaranteed. Flip: Part 15616 (3:58) (Same credit)

SEALS & CROFTS (Warner Bros. 7671)
Hummingbird (3:30) (Dawntree/BMI—Seals & Crofts)

Following closely behind their top tenner, "Summer Breeze," Seals and Crofts come with another guaranteed monster record. This one is going to prove that the dynamic duo is more than just a one hit act. SAC will be around for a long time to come, Watch this one explode. Flip: No info. available.

ERIC CLAPTON (Polydor 15056)
Bell Bottom Blues (5:03) (Cassette BMI—Clapton)

Avid Eric Clapton fans will remember this tune from some while back. Based on his reputation as a guitarist, and his sundry other talents, namely as writer, and arranger, this one should take a giant step towards attaining new chart heights. Flip: No info. available.

GRATEFUL DEAD (Warner Bros. 7667)
Sugar Magnolia (3:57) (Ice Nine, ASCAP—Weir, Hunter)

Returning to the singles market, The Dead come with a track culled from their 'live' three record set in same bag as their previous chart, "Uncle John's Band." Graceful melody will capture the AM listener at once. Flip: "Mr. Charlie" (3:40) (Ice Nine, ASCAP—McKernan, Hunter)

CHI COLTRANE (Columbia 45749)
Go Like Elijah (3:23) (Chinick, ??—Coltrane)

"Soulful but not the least bit heavy," CHI Coltrane's "Thunder & Lightning" smash is being met with enthusiastic radio response across the country. Single could blossom into another huge charter. Flip: No info. available.

GLADYS KNIGHT & THE PIPS (Soul 35098)
Neither One Of Us (4:15) (Kecca, ASCAP—Weatherly)

In traditional soul form, Gladys and company perform a delightfully pleasing ballad that will have listeners clapping for more. Immediate airplay is in store for this one. Flip: No info. available.

DENIS ROUSOS (MGM 14433)
When I'M A Kid (3:15) (S.D.R.M; Vlavianos, Chalkitis, Bergman)

The YOUNGHEARTS (20th Century 2008)
Don't Crush My World (3:10) (Mafung, BMI—Bullock, Pratt)

CONGRESS ALLEY (Arco 4610)
God Bless The Children (2:25) (ASA, ASCAP—Holiday)

SONNY GREEN (Hill/UA 50978)
You Better Take Time (3:05) (Respect, BMI—Grayson, Lexing, Kober)

ALLEN TOUSSAINT (Reprise 1132)
Am I Expecting Too Much (2:47) (Marsaint, BMI—Toussaint)

YUKON (Sussex 249)
Fallen Angel (3:14) (Rose Bridge, BMI—Carson)

TRANQUILTY (Epic 10941)
Eagle Eye (High Flyer) (2:44) (Luxury/Zacko, BMI—Shaddick)

MARSHA VALEZ (Polydor 14158)
Magic In His Hands (3:20) (Blou Disque, ASCAP—Valez)

VIKU CARR (Columbia 45750)
Let The Band Play On (2:46) (Senor, ASCAP—Sklerov, Lloyd)

MASTERS OF SOUL (A&M 478)
Should I Just Read The Sign (3:09) (Don, BMI—Douglas)

O.V. Wright (Back Beat 626)
Drowning On Dry Land (2:45) (East/Memphis, BMI—Jones, Gregory)

THE RAELETTS (Tangerine/ABC 1029)
You Must Be Doing Alright (3:20) (Tangerine/Sweet River, BMI—Ervin)

BEN THOMAS (Bell 45-279)
The Nearest Thing To Heaven (3:10) (Mustard, BMI—Macaulay, Sulsh, Leathwood)

ARKANSAS RIVERBOTTOM (Capitol 3520)
Run Boy Run (2:10) (Sunbury, ASCAP—Burns)

**Newcomer Picks**

MICHAEL BROWN (Kama Sutra 563)
Circles (1:34) (Buddah/Mintert, ASCAP—Brown)

Here's a song that you and the entire family will be able to enjoy over and over again. Instrumental is filled with glittering melodies that catch your attention after a single listening. Michael Brown has developed a formula for getting the most out of sixty seconds, with pure entertainment from beginning to end. This is one you'll long remember. Flip: No info. available.

AZTECA (Columbia 45762)
Marnita Linda (3:02) (Big Elk, ASCAP—Donlenger, Vincent)

Debut album from group is already doing very well and it looks as if single will be quite successful, too. Driving percussion makes for a churning dance item that teens will adore. Flip: No info. available.

THE WAILERS (Island/Capitol 1211)
Rock It Baby (2:35) (Cayman, ASCAP—Marley)

Recorded in Jamaica, The Wailers dip into some fine Reggae material for their first release in the States. Smooth, flowing rhythm tracks yield an almost hypnotic effect that audiences will love. Deserving of much airplay. Flip: "Stop That Train" (2:40) (Cayman, ASCAP—Tosh)

**Choice Programming**

WALTER MATTHAU (Decca 33050)
Love's The Only Game In Town (3:05) (Duchess, BMI—A&M Bergman, Williams)

B, C & M CHOR (Salvation 300)
Hello Sunshine (2:27) (Country/Kylon, BMI—Osley, Miller)

DOVELLS (MGM Verve 10701)
Sometimes (2:30) (Singual, BMI—White)

MAURICE & MAC (Brown Sugar 0103)
 Ain't No Harm To Moan (3:15) (Brown Sugar, ??—Barge, McAulister)

DONALD AUSTIN (Eastbound 603)
Crazy Legs (2:27) (Bridgeport, BMI—Wilson, Austin)

MAURICE JARRE (Columbia 45769)
Judge Roy Bean's Theme (3:37) (Famous, ASCAP—Jarre)

TOMMY TATE (Koko 2114)
I Ain't Gonna Worry (3:09) (Klondike, BMI—Tate, Washington)

JOHN HAMBRICK (Brown Bag 11337)
Hard Faced Road (2:12) (Brown Bag, ASCAP—Hambrick)

RALPH MURPHY (Big Tree 155)
Sing Me One (3:45) (Belwin Mills, ASCAP—Murphy)

BARCLAY JAMES HARVEST (Harvest/Capitol 3501)
Thank You (3:06) (Buddah, ASCAP—Holorooy)

BATDORF & RODNEY (Asylum 1101)
All I Need (3:41) (Lafibrevs/Waiden, ASCAP—Batdorf)

CLAUDIA REAM (Endeavor/Panorama 1.200)
Afraid To Love Again (2:45) (Endeavor, ASCAP—Daniel, Allen)

MOMENTS (Stang 5048)
Girl I'm Gonna Miss You (3:53) (Gambi, BMI—Goodman, Brown, Robinson)

EARL BOSTIC (King 45-15063)
Smoke Gets In Your Eyes (2:30) (Harms, ASCAP—Harbach, Kern)
LOOKING AHEAD

101 BETTER PLACE TO BE
(Tracy)-ASCAP
H. Chapin
Starday 4828
102 KEEP ON SINGING
(Pocket Full of Notes)-BMI
B. Roberts
Rhino 1530
(Dist: RCA)
103 TODAY I STARTED LOVING YOU AGAIN
(Blue Book)-BMI
D. White
Swan 2901
104 COME GO WITH ME
(cf/Feinstein)-BMI
D. Sills
December 1237
105 LITTLE WILLY
(Chesnutt)-ASCAP
The Sweet
Bell 45251
106 DON'T MISUNDERSTAND
(Celebration)-BMI
J. & M. Feild
ASCAP
107 CHOO, CHOO MAMA
(Chrysala)-ASCAP
S. W. Vine
2601
108 COME SOFTLY TO ME
(Cornerstone)-BMI
B. Narrot
Atlantic 19098
109 PEACE IN THE VALLEY
(Cothron)-BMI
H. Vandenberg
Kink O Lost 225
(Dist: Atlantic)
110 DO YOU BELIEVE
(neighborhood)-ASCAP
M. Nelson
4209
111 DEAD SKUNK
(Flats)-ASCAP
N. Vine
Columbia 45736
112 I'M GONNA LOVE YOU TOO
(Johnny Atwood)-BMI
T. Jack
5118
113 ROBOT MAN
(Soundstream-Larky, Abbt)-BMI
J. & T. Henshee
Gordy 2123
(Dist: Motown)

Vital Statistics

270 Love Train (2:29)
Beas/Horizon, inc.-1924-(Dist: Columbia)
RED: G. A. Hoff
PROD: Dumble-Huff
500. S. Broad St., Phila, Pa 19146
FUE: Preferred Music-bmi
WRITERS: K. Dumble & L. Huff
ARR: Bobby Keys
FLIP: Who Am I

1977 Lucky Man (4:36)
Emerson, Lake & Palmer-Columbia
RED: NY, N.Y.
PROD: Ft. Total
YELLOW: LA
ARR: Arr. & Dir. by Emerson, Lake & Palmer
FLIP: Knife's Edge

200 Don't Leave Me Stoned For Your Love (Part I)
Brooks-Holland-Dorsey featuring Brian Holland-Humphries-Steele-1111-(Dist: Capitol)
RED: A. A. V., NY, Hollywood 19023
PROD: Brian Holland-Dorsey-Humphries, Productions, Inc.
BEIGE: Produced by Staff
500. Gold Medallion Music, Inc.-bmi
500. Cadillac Tower, Detroit 48226
500. Holland-Dorsey-Humphries-Columbia
FLIP: Part II

1976 Soul Song (1:28)
Joe Stampley-Bell-1742
1. Gulf & Western Maxis, NYC 10033
PROD: Naaro Whits
YELLOW: Malaco Music & Alpico Music-bmi
500. W. 143 NYC
PROD: Larry Wilson
YELLOW: Whits Wilson, Billy Sherrill & G. Kelley
FLIP: Hot Too Long Ago

1977 Extra Music (1:42)
Raiders-Columbia-45259
500. W. Sh., NYC
PROD: Mark Lindsey
PROD: Tequila Music Pub., Inc/Soldier Music, Inc.-bmi
GOLD: Beverly Bld., L.A. 90048
FLIP: Goodbye, No. 9

1983 Song (3:10)
Van Morrison-Warner Bros-726
500. Warner Bros, Burbank 1902
PROD: Calegala Pohl, By Van Morrison & Ted Templeman
FLIP: Calegala Soul Music Div. of Calegal Pohl's, Inc/Warner Bros. Music Corp-ASCAP
WRITER: Van Morrison
ONLY: Sin City's Review

Randy Edelman Brings Laughter

CashBox Radio Active

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks.

1. Trouble Man-Marvin Gaye-Tamla
33% 81%
2. Do You Wanna Dance-Bette Midler-Atlantic
31% 76%
3. Daddy's Home-Jermaine Jackson-Motown
30% 50%
4. Dancing In The Moonlight-Johnny Mathis Perception
28% 93%
5. Oh Babe What Would You Say-Hurricane Smith-Capitol
20% 99%
6. Rocky Mountain High-John Denver-RCA
20% 78%
7. Peaceful Easy Feeling-Eagles-Asylum
18% 35%
8. Last Song-Edward Bear-Asylum
18% 67%
18% 73%
10. Don't Expect Me To Be Your Friend-Lobo
23% 99%
11. Jambalaya-Blue Ridge Rangers-Fantasy
15% 74%
12. Could It Be I'm Falling In Love-Spinners
14% 56%
13. Reelin' & Rockin'-Chuck Berry-Cherry
14% 29%
14. Love Jones-Brighter Side Of Darkness
12% 32%
15. Love Train-O-Jays-Philadelphia Int'l
12% 12%
16. Daytime, Night Time Keith Hampshire-A&M
11% 35%
17. Dreddel-Don McLean-United Artists
10% 57%
18. Living Together, Growing Together
5th Dimension-Bell
10% 21%
19. Turn Me On, I'm A Radio-Joni Mitchell-
Asylum
10% 66%
20. Do It Again-Steeley Dan-ABC
8% 99%
21. The Cover Of Rolling Stone-Dr. Hook & Medicine Show-Columbia
8% 16%
22. I'm Never Gonna Be Alone Anymore
Cornelius Bros. & Sister Rose-UM
8% 28%
23. Jesus Is Just Right-Doobie Bros.-W.B.
7% 14%
24. Control Of Me-Les Emerson-Lion
7% 28%
25. I'll Be Your Shelter-Luther Ingram-KoKo
7% 7%
Additions To Radio Playlists

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

WABC—NEW YORK
Hi Hi—Wings—Apple
Oh Hi—Wings—Apple
I Don’t Want To Say—Harrison—Smith—Capitol
Waiting—Cann—RCA
WABC—NEW YORK
Daddy’s Home—Jermaine Jackson—Motown
Last Song—Edward Ball—Capitol
Trouble—Marvin Gaye—Tamla
Jambalaya—Blue—Chess
Trouble—Marvin Gaye—Tamla
Peaceful Easy Feeling—Jamaal—Motorola
Don’t Expect Me To Be Your Friend—Lobo
Trouble—Marvin Gaye—Tamla
High-John—David—RCA
KCBQ—SAN DIEGO
I’ll Be Your Shelter—Luther Ingram—Koko
KCBQ—SAN DIEGO
WMBQ—NEW YORK
Don’t Expect Me To Be Your Friend—Lobo
High-John—David—RCA
KCBQ—SAN DIEGO
River Road—Cary—Columbia
KCBQ—SAN DIEGO
KCBQ—SAN DIEGO
Heard It Through The Grapevine—Marvin Gaye—Tamla
High—&—Lobo
KCBQ—SAN DIEGO
I’m Never Gonna Dance Again—Steely Dan—ABC

WLB—BOSTON
Could It Be I’m Falling In Love—The Searchers—Decca
WLB—BOSTON
Do It Again—Stevie—Dan—ABC
WLB—BOSTON
Beat—Marvin—Tamla
WLB—BOSTON
WLB—BOSTON
Lobo—Big—Paradise

WLB—BOSTON
Mama—Pitman— soulman
WLB—BOSTON
WLB—BOSTON
WLB—BOSTON
WLB—BOSTON
Big Tree—Derrick—Impala
KCLW—DETROIT
Love—Phil—Int’l.
KCLW—DETROIT
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KCLW—DETROIT
KCLW—DETROIT

KCLW—DETROIT
KKEW—SEATTLE
Good—Love—Redway—Reelin’—Rockin’—Chuck—Berry—Chess
WQW—RICHMOND
Could It Be I’m Falling In Love—The Searchers—Decca
WQW—RICHMOND
WQW—RICHMOND
WQW—RICHMOND
WQW—RICHMOND

Who Is Needing Carroll—Grantham

R&B Additions

WON—CHICAGO
I Call It Trouble—Barbara Aikin—Brunswick
WKY—OKLAHOMA
The Truth Shall Make You Free—King

BETY—ACADEMY
Can I—Van—Alien—London
WABC—NEW YORK
WABC—NEW YORK
WABC—NEW YORK
WABC—NEW YORK
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WABC—NEW YORK
WABC—NEW YORK
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Rocky Road’s Jan. Product

Hollywood—Rocky Road Records

Record Club Starts Awareness Catalog

NEW YORK—Record Club of America has mailed copies of its new Awareness youth merchandise catalog on Dec. 28 to 4 million active members.

Conceived by Record Club sales promotion director Warren Link and aimed specifically at the club’s audience of high school and college students, the four-color, 48-page book is expected to move a minimum of $1 million in merchandise.

Catalog cover depicts Marvel Comics character Spider-Man, taken from liner art of the new Buffett release "Amazing Spider-Man", and merchandise ranges from gift items—towels, notepads and novelties to consumer electronics like head-phones and environmental lights.

Items are devoted to leather goods, jewelry, character and mail order watches, watches, cameras, bikes and motorcycle accessories, t-shirts, craft kits, musical instruments, books, and a 39.95 "feedback unit.

The next Awareness catalog will begin mailing in March. In the near future the club expects to produce a Canadian catalog edition for 600,000 Record Club of Canada members.

Who Is Needing Carroll—Grantham

Cash Box — January 13, 1973

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www.americanradiohistory.com
WHO DO WE THINK WE ARE!—Deep Purple—Warner Bros. BS 2678

Note how the album's title is posed as an exclamation and not as a question. They know as well as think along very powerful lines, and the result is perhaps their most commercial LP to date; this one should put the capper on their success story. All they need now is a hit single, and they've got it in "Woman From Tokyo." The next track, "Mary Long" rhymes "victory" with "stupidity" and from there on, out, you take it as it comes or run for your life out of their steamroller way. They're driving like a powerband with style. The right combination of glory and guts.

ROMANY—The Hollies— Epic KE 31992

The English group with tremendous (if at times uneven) staying power came back with a bang in '72. There's since been a change in lead singer, but if they've lost one identity in the switch, they've certainly gained a broader, more group-oriented approach for '73 in the bargain. Best track is "Magic Woman-Touch," their current English single. A fine selection of material includes Judie Sill's "Jesus Was A Crossmaker" and David Ackles' "Down River." And if you liked the power of "Long Cool Woman," there's a strong "Slow Down" with powerful lead guitar for your superamplified delectation.

BERLIN TO BROADWAY WITH KURT WEILL—

Original Cast—Paramount PAS-4000

The hit Off-Broadway revue offers a fine account of the music of Kurt Weill as the great composer in Germany and America. His style fits both countries' emotional needs with great originality. It's time for a Weill revival, and this caster of the show points the way in grand style. Forty-one songs in all—and that tells only a part of the great Weill musical legacy. A prestigious addition to the original cast catalog.

DANCING IN THE MOONLIGHT—King Harvest—

Perception PLP-36

Perception worked hard on this group's first single and it paid off. The title track is shaping up as one of the first big records of '73 and the namesake LP should establish the group in the LP market. Looking a bit like a modified model gang, King Harvest's sound differs from cut to cut. Sometimes in a blues-rock bag, more often in a jazz-rock vein and at other times still different as a more contemplative unit, King Harvest is a cornucopia of hit power. "Lady Come On Home" sounds like the follow-up single.

GP—Gram Parsons—Reprise MS 2123

Gram Parsons, the godfather of country-rock, comes across country as a possum's inards on his debut solo outing. (Merle Haggard was originally set as producer but due to prior commitments, Gram wound up sharing the honors with ex-Blind Faith Father Rick Grech.) Aside from one J. Geils Band tune, everything is down home in the country direction. Parsons' pals include James Burton, Ronnie Tutt, Byron Berline and the return of vocalist superb Emmylou Harris, a fondly remembered folkie. Songs include originals as well as a strong version of "Street Of Baltimore."

FLASH CADILLAC AND THE CONTINENTAL KIDS—Epic KE 31787

Deep beep cause here comes the doo-wop and they do shibohopshibop. Flash is to LA what Bette Midler has been to NY—a nostalgic act that has dared to go beyond the cute and on into the commercial. Here they romp through oldies like "Muleskinner Blues" (their single), "Endless Sleep" and the Chantays' "Pipeline" as well as their own recreations of rock 'n roll in its rawest state. Nice notes by Annette Funicello. You were expecting maybe BeverlySils?

ARTIFICIAL PARADISE—The Guess Who—RCA LSP-4830

Their latest comes in gaudy/effective packaging extraordinare (based upon a junk mail contest idea) but the record inside deserves as much attention. The album features the sound they've been known for on their past successes—from hard boogie to folkly poetry. In the former category, "Rock And Roller Steam" impresses most. But two unusual efforts truly provide the something special is in store. In epic production which lets their jazzflow show: "Those Show Biz Shoes." The second, a most remarkable cut, "Hamma Galah Usalong Gahie" well may be their equivalent to Neil Diamond's "African Trilogy."

HOLLAND—The Beach Boys—Brother-Reprise MS 2118

This is the LP to truly bring their new faces into focus. With Bruce Johnston departed and Ricky Fataar and Blondie Chaplin in key positions as writers as well as performers, the BBS are able to take an American tradition and make it still seem sensible in '73. Water is again a favorite topic of theirs, with "Sail On Sailor" being the best of the wet and wild lot. "Funky Pretty" is an apt title for another standout. Album includes an original musical fairy-tale on a seven-track cut, notes on the technical aspects of the recording made in the Netherlands.

PRELUDE—Deodato—CTI 6023

Deodato has long been associated with Brazilian geniuses Gilberto and Jobim, whose albums he's arranged and conducted in the past. This, his first solo entry, fits nicely in both a jazz and pop groove; it's moody with enough pleasantly jagged edges to cut in cross-section of buyers. Album opens with a tasteful jazz interpretation of the "2001." On Side 2, Deibusy, like Strauss, gets a taste of his productive genius. Another interesting cut is "Carly & Fabia," a tribute to Ms. Simon and Ms. King. We're sure they'd find flattering.

KENTUCKY GAMBLER—Robey, Falk & Bod—

Epic KE 31796

Just a little over a year ago, America proved that what Neil Young had, he didn't necessarily monopolize. Now, another trio sets to the task of transcending a set of preconceived ideas with a special brand of folk-rock into wax. This oddly named bunch does it with a lot of stand-upness (as opposed to laid-backness) and delivers a debut that shall be heard and appreciated by a great many fans-to-be. Highlights include "Magic Woman Touch," "Lonesome Road," "Free Blue." Tom Werman's expert production deserves special mention as well.

BAD NEWS IS COMING—Luther Allison—

Gordy G 9641

The big black giant that is Motown has its first fling with Chicago blues in Luther Allison. The results are very impressive indeed. He comes across in the best tradition of electric down-home on staples like "Little Red Rooster," "Rock Me Baby," and Eimore James' "Dust My Broom" which could make it as a single sparked by FM rock and black airplay. Luther arranged his sessions which feature Paul White's piano, Andrew Smith's bass and drums. (Gambling? Luther plays the original of "Gambling Woman." His own rhythm guitar supporting his own lead and vocal.

MOTHER'S FINEST—RCA LSP-4790

This male/female, black/white sextet prefers the term "communion" to the more conventional "group." They contain a bit of Sly soul with a less nameable but equally moving variety and whiteness to them and really work hard to get to you. "You Move Me" is a fine ballad original. They also do some nice things for familiars like "Feelin' Alright" and "Love The One You're With."
TIO Director Danish Replies To UCC's Parker On Minority Jobs

NEW YORK—Employment of minorities in broadcasting has risen sharply in each of the nine major full-time occupational categories, according to Roy Danish, director of the Television Information Office. Replying to charges by Dr. Everett Parker, director of Communications of the United Church of Christ, which termed the broadcasting industry's minority employment record "dismal," Danish pointed out that at 699 stations analyzed by the Church communications group, total employment during the period studied, according to one person out of every four who were hired.

'Misleading Technique'

"This same misleading technique," Danish said, "was used throughout the description of the study's findings. The report is also inaccurate in its assertions that in the top ten television markets, minority population amounts to 32% while minority employment numbers to only 11.8%. Dr. Parker's report used population figures for the city of Denver only, while actually and legally a station's service area is defined by the extent of its primary signal and not by city limits. For example, the District of Columbia has a minority population of 72%, but the area served by its television stations—including the District itself, of course—has a minority population of 22%. Employees are quite properly drawn from both inside and beyond the District's limits."

Danish also stated that the Church group's report is "unfair in choosing its sample of stations, and was not intended to reveal the facts of the very study on which its accusations are based."

In illustration, Mr. Danish cited Dr. Parker's charge that 18% of the stations studied employed no women in the top four job categories. "Such a presentation," Mr. Danish said, "tries to obscure the fact that 88% of stations do have women employees in the highest categories. Similarly, 66% of stations—two out of every three minority employees in the top category. Dr. Parker chooses to report only that 34% do not and fails to note that in many parts of the country, therefore, females are almost no minority persons present in the population. Such selectivity, by creating inaccurate impressions, borders on the inflammatory."

KRTH Book Up After Six Weeks

HOLLYWOOD—KRTH, formerly KJHI-FM and the only southern California radio station programming '60s hits, made an excellent showing in the October/November Arbitron, according to general manager Hal Rosenberg. These results come after only six weeks of the new format created by KRO's programming director Bill Drake.

Overall there were increases of 212% in the number of women listening to K-FATH in 20% in the number of men.

Drake's new format is based on demographics and the nostalgia of the 25- to 38-year olds who make up the largest single age group in the southern California area.

Allman/Willie Radio Network

MACON, GA.—Capitorn Records set up a temporary radio network to broadcast live the Allman Brothers Band Wet Willie performance from the Warehouse in New Orleans on New Year's Eve. Station WVSL-FM in New Orleans anchored the broadcast, which was syndicated at least 100 radio stations throughout the southern Midwest-West. Wet Willie's second album, live at the Warehouse, on the night of the broadcast.

STATION BREAKS:

A Discussion Of Radio Programming on TV? Department: Chuck Borea let loose with some new programming ideas on "The Roger Miller Show," seen last Monday night in Dick Cavett's ABC-TV slot. Radio so rarely is discussed on the visual medium that just about anything said would have been an improvement over the status quo. But Chuck's rap on his KIS being a "telecast of life" really came to just that when he played a few of his "programming elements" for America to hear and abhor. They are insights rather than jingles that not only will give his station its identity, but also could change the role of Top 40 radio as a form for years to come. The short, popularly-philosophical playlets are indeed a new frontier. Radio has never been handled as a "think" medium in quite this way. But then, you'd kind of expect something personal from a station called KIS (pro-nounced as in smooth).

It seems that WNRC's ace in the hole has finally proven a winning card in New York's radio band. The October/November Arbitron show that the famous 'In The Morning is #1 with adults 18-34 and 25-34, and a close second to WCBS in the time slot with the 18-49 strata. Big Wilson who follows also scored an impressive second place. The station feels that its redirection of target audience has borne sweet fruit.

Some playlets in this new year include Ed Shayne at KRBC-FM, Houston (from Chicago's WGLD) and Indianapolis' Bruce Hunter, having moved from WIBC to WYBB.

Every night the all the Beatles getting back together for an album, the BBC's "The Beatles" (distributed here by ABG Communications, Inc.) is being heavily syndicated. KQV is running it as one-hour specials (9-10 pm) for three weeks beginning Wednesday. The Beatles were recently made fun of in a John Cleese skit. The Beatles are now back in London, where they have been recording to stupefy fans."

The Beatles have recently made a comeback on the radio. The Beatles are now back in London, where they have been recording."

WGET's New—When there's a costume to be worn, Capitol's regional east coast manager, Jack Sillander, is the go-to man. He recently outfitted a downpour of reaction to Hurricane Smith's "the Bob, Would You Love To Be There?" and newly released LP, held by WNEW-AM music director Gertie Katzman.

MERRY CHARISMAS—WNJW-FM and Charisma Records jointly presented a concert at Philharmonic Hall for the benefit of the United Cerebral Palsy Fund. Pictured here are: (L to R) WNJW-FM program director Scott Munde, Laura Ferrari, representative of the children who are recipients of the gifts, WNJW-FM personality Alison Steele; Alice Davidson, president of the company, 1949, United Cerebral Palsy Fund, and Buddah Group co-president, Neil Bogart.
Ratner Sets Tour Plan

NEW YORK — A unique new concept geared to meet the needs of bands touring has been announced by Neil Ratner, president of the Tal- ents, Ltd. The concept of the new company is designed to take care of the total needs a band must have to perform on the road.

Ratner stated: "The company will be totally involved in the commitment of the tour, from its actual conception right down to the groups' return home. We will have all very qualified technicians, on the tour, to handle the lighting and sound systems. We will handle everything from concert bookings to their hotel accommodations, plus all the incidents that might arise. We will also be placing an emphasis on box office management and tour expense accounting. After the tour is completed we will, if the group wishes, store their own equipment and also repair any malfunctioning gear and modify it to their own needs."

RSO Law Suit Vs. Rick Gunnell

HOLLYWOOD — The Robert Stig- wood Organisation has filed suit in California against Rick Gunnell in connection with being taken from the company. In commenting on the action, Peter Brown, head of RSO's American branch, commented:

"Usually in the case of this sort of lawsuit, everyone at- tempts to keep the matter quiet. This time, in an effort to protect the stockholders, the attorneys for the assets of the company, it was decided to init- iate legal action.

"In order to do this we could swiftly attach all tangible as- sets which are rightfully the property of the Robert Stigwood Org. By doing so, we have accomplished the impres- sion and made the company whole again. This swift action has protected all of RSO's clients and assets."

Hyman And Horn Folios By Marks

NEW YORK — Recording artists Dick Hyman (Project 3) and Paul Horn (Epic) have had their first pub- lications released by the BMG/Chrysalis Marks Music Corp.

Hyman has scored six original compositions on the rock and Latin-oriented solos in his folio. The Hyman Project 3 record album is "Fan- tasia," which also includes an orchestral version of "Baldwin Organ." Horn's "Inside" has been an unusual jazz album for Epic Records over the past two years. Entirely recorded within the Taj Mahal, the solos are complete improvisations and were taken from the recording by Don Skinner, Marks' editor. The folio, "Paul Horn/Inside," has been also concertizing for Baldwin Organ.

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Apple Readies Yoko's Album

NEW YORK — Apple records plans to release "Approximately Infinite Universe," a newly-recorded two record set by Yoko Ono and John Lennon. The album contains a melding of 22 new songs written and arranged by Yoko, features instrumental accompaniment by John Lennon and The Plastic Ono Band, Elementary Memory Band. The songs on the album are all rock & roll and folk-rock songs. An advertising, pro- motional and public relations campaign has been planned.


Col Track On 'Heartbreak Kid'


The film, which stars Cybill Shep- herd, play the title role of "Heartbreak Kid," was realeased by Palomar Pic- tures. Sheehan has been given the task to orchestrate the Col Track on "Heartbreak Kid".

Babylon Picks Up Warner Master

NEW YORK — Music Bank Productions has announced that Babylon Records has signed a contract with Warner Bros. Records for its first release, a master produced by Jay Warner. "I Used To Say I Love You" written by Jay Warner, and "The Vote Song" written and recorded by Warner will be released on Col Track. He also arranged and engineered the session. Babylon Records president Steve Caspi has signed the artist Dave Chester, to a long term recording agreement. Warner is a Warner Bros. subsidiary and is Dave Chester's first album for the new label.

'Avanti' Theme On Avalanche

HOLLYWOOD — The main musical theme from the Billy Wilder film, "Avanti," has just been released as a single, "Avalanche Records, the disk arm of the United Music Publishing Group, Orchestra on the re- cording was conducted by Michael Ploquin.

"Avanti" stars Jack Lemmon and Juliet Mills, with Clive Revill and Ed- ward Andrews. The motion picture picture was produced by Billy Wilder from a screenplay by Wilder and I.A.L. Diamond.

‘Lost Horizon’ Finds Audience Via SG/Col Demo, Songbook

HOLLYWOOD — On or before Jan. 15, Bell Records will release the Bacharach/David soundtrack to "Lost Horizon." The Columbia Pictures Ross Hunter film will have its world premiere on March 6 at the National Theatre in Los Angeles, and it ap- pears quite possible that the consumer may be humbling the tunes as he goes up to the box office to pur- chase his tickets. To date there are over a dozen artists who have found Horizon material and recorded it.

Danny Davis, vice president and di- rector of national exploitation for Screen Gems-Columbia Music (pub- lishers of the score) told Cash Box that the show's tunes have already been covered by Tony Bennett, the Fifth Dimension, the Sandpipers, Ed Ames, Jackie Trent, Vickie Carr, Di- ana Ross and Marvin Gaye, Roger Miller, Claude King, the Original Dixieland, 101 Strings, Living Strings and Living Voices, and Hugo Montene- gro.

As soon as Screen Gems had ac- quired the score according to Davis, they immediately prepared a demonstration record and a song book of the LP. The first pressing of this demonstration record was 3000, and an- other order for the same quantity was recently placed. Davis said, "We'd like to believe that there's no one in the entertainment business who can make or sustain a copyright who has not received a lyric book and record." He opined that many of the songs take on a new meaning when coupled with screen action and therefore Screen Gems prepared 16-prints, prints on the film's musical numbers, which have been presented to interested A & R executives.

The title tune, "Lost Horizon," is sung by A & M artist Shawn Phillips over the titles and according to Harold Childs, national promotion di- rector for A & M, "we will be releas- ing this single around Jan. 15."

The Bell soundtrack features the "real singing voices of the New Mexico- ter Finch, Sally Kellerman, Oliva Hussey, Julie Harris and Julie Andrews.

It is the type of contemporary motion picture album that may afford Bell the possibility of releasing singles from it's own soundtrack.

Cross Country' LP On Capitol

BERKELEY, CALIF. — Terry Grotch, lead singer and guitarist with the Joy of Cooking, and Toni Brown, former keyboard player and vocalist with the Joy, have recorded an album of original country songs with Nash- ville sidemen. The album, titled "Cross Country," will be released shortly on Capitol Records.

"Cross Country" was recorded in October at the Cinderella Studios in Nashville, and was co-produced by Toni, Terry and Wayne Moss. Toni and Terry wrote ten of the eleven songs on the album, and sing all of the vocals. They are backed by Bill Atkins on piano; Vassas Clements on- fiddle; Jim Colvani, guitar; Russ Hicks on pedal steel; Dennis Linde, bass guitar; Kenny Malone on drums; Charlie McCoy on harp, and Bobby Thompson on banjo and acoustic gui- tar.

Who Is Needom Carroll Grantham?

Randy Edelman Brings Tears

WINNERS' CIRCLE—Shown above attending the Golden Chef Awards banquet are (top row) Bill Lowery, Joe South, Ken Nelson and Wade Pepper; (lowest row) written by Stephen Hartley Doerr and Milton Brown. Second row of photos captures Tommy Rose and his wife chatting with Lowery. Second row, right shows Joseph A. "Cot- ton" Carr, general professional manager of the Lowery music pub- lishing companies presenting Bill and Billye Lowery with a scrapbook depicting 20 years in the industry. Looking on are Joe Lowery and Terr; Lowery Hall. Final row of photos at the fourth annual Golden Chef banquet shows Robert Nix and Buddy Buie receiving their awards from Lowery. Team was responsible for writing the Dennis Yast hit "We Can't Count Fool." Also shown is Hugh J. Jurrett presenting Capitol records a
d arn, Ken Nelson with the first gold chef award ever given to anyone other than an Atlanta songwriter.

Cash Box — January 13, 1973
Listen to Jermaine Jackson's fresh, youthful interpretation of a classic. From his album, "Jermaine." "Daddy's Home." (With a hit.) Motown single #7216.

Listen to what's happening at Motown. You'll hear the times change.
**cashbox/talent on stage**

**Roy Buchanan**  
**Crazy Horse**  
**Full Moon**

VILLAGE EAST, NYC—The above listed acts closed out the old year with a two night stand at this rock em-  
formation formerly, called the Filmore and both nights. Dec. 30 and 31, were sellouts. The Saturday night show got underway at 9 p.m. sharp and there was no dis-  
turning of the audience, which spilled out into the lobby and down stairs. The concert lasted almost 4 a.m.

Roy Buchanan is a guitarist of the first order and when he goes into his down-home bag the effect is nothing short of sensational. And when he goes center stage to offer his vocals for material such as, "The Train Was Gone", or "Hey Joe", one realizes that this man is tops! Roy really  
does it in there and practically every one of his guitar and vocal solos elicit standing-rouging ovations. The num-  
bers in the band include a guitar vocal-  
ist, keyboard, drums and bass. And they compliment Roy beautifully. Other exciting material from the group included, "Susie Q" and "To-  
gether Again".

**Tracy Nelson & Mother Earth**  
**Tim Hardin**  
**Eric Kaz**  
**Dave Van Ronk**

CARRIEG HALL, NYC—Four acts on a (relatively speaking) low key bill is a rarity. It’s also a disappoint-  
ment as each act seemed to be just starting to get a look at the audience in the way the clock threatened to turn them into mice and punks.

All except for Mother Earth who were all the way home from the show. This band proved a convert concert truly pleased and/or dazed. Almost never do we come away invig-  
itated. Tracy and the boys do it to us every time. Now completing an LP for Columbia and slightly recognised since their last album, the group con-  
tinues to be a power supreme in the mental sense. Their energy level is ever so much higher than their elec-  
trode’s and that’s the way we always wanted to hear it should be.

They did a number of older tunes, from their Mercury and RCA days, but all with newfound un-  
iform, "Down So Low", Tracy’s composition which first brought the group to public attention has only gained with the aging. So often the r&b oldie, "Won’t Be Long." Two new things were also well received, "If You Ever Ask" and "I’ll Be Waiting For You," Buskin’s "When I Needed You Most Of All" and their own Jack Lee’s "Goin’ Back To Tennessee." We’ve re-  
viewed Mother Earth with female power supreme Tracy Nelson four  
years ago. She was at this time more green and didn’t have the audience sense as good a look at the audience for more than twice that many sets, but it’s never occurred to us that we might have overevaluated them! The evening was set up as two con-  
tact as well as one for Mother Earth in the second half, and was well received. The audience had been acquainted with much of its ma-  
terial through Mother Earth and other  
aware interpreters of meaningful songwriting, but were introduced to his performing side for the first time  
this tour and the band, which is composed of the vocal chords are handled by the drummer. Individually, they are  
all fine musicians.

**J. Geils Band**  
**B. B. King**  
**Marc Benno**

ACADEMY OF MUSIC, NYC—It was a hit! (Dec. 23-24) with the hard rock blues rock and it certainly has to be ranked put and top ten. It certainly has to be ranked put and top ten. It  
shows that I have seen in ’72 with this band in its heyday.  

J. Geils Band is a driving blues-rock band with an exciting and pow-  
ful delivery both on records and on stage. An outburst of new-  
comer sharp players has to be Magic Dick who was introduced in San Francisco, a hell of a talent and he also adds to the dis-  

tinctive sound of the J. Geils Band. There was a question as to whether  
B.B. King’s ego is a tough act to follow, but what energy the crowd expected on B.B. was, reigned with the appearance of J. Geils. I guess it would be unfair to single out any individual because  
they have really put together a dynamite  
unit. B. B. King, possibly one of the best blues performers, was second on the bill. A few minutes after Sonny Freeman & The Unisonals, a soul band with some soul, the audience had a chance to express its enthusiasm, B. B. King was introduced to the audience. He is a great master of the blues and it comes as no surprise that when it comes to, “Everyday I Have The Blues”, he自己作成を行いたいのを、彼等は逆に不思議に思っている。 Bazooka Joe” and “Nobody Loves Me But My Mother”. This song was accompanied by the pure, unadulterated voice of the pure, unadulterated voice of the blues rock and it is a nice change in the group in the top running class for  
The full moon, a six man unit com-  

coming from the blues-rock jazz bug, featuring percussion, guitar, key-  
board and horn is a perfect show. Most of the vocal chords are handled by the drummer. Individually, they are  
all fine musicians.

**Ella Fitzgerald**

MUSIC PAVILION LOS ANGELES—"Dig that crazy, crazy night" was the advice Ella Fitzgerald sung as a matter of course. Ella is one of the few famous s  

central holiday engagement with Oscar Peterson and Louis Armstrong, and the lyric ala Ella was one of her own special ads only as she can have overevaluated "the spirit of the night". Unquestionably she’s a very, very, modern first lady of jazz.

She offered many selections from her new Atlantic LP, "Ella Loves Cole", which a rapturous reception. The Cole Porter songs included most of a famous Bobby, the lyricist he was and Ella’s delivery even with a slight voice was uncalled. The lyric of "My One and Only Love" (On the Ninetieth Floor) are terrific. Centerpiece was the rhapsody  

of Marvin Gaye’s "What’s Going On" and Oscar King’s "You’ve Got Me A Friend" to delight his audi-  
ces. She’s got a little bit of silver in her hair, and a pair of glasses. It’s not her voice is timeless and when she sang "Lady Sings The Blues" that Oscar, the lyric could have easily referred to her voice.

Bacharach’s "House Is Not A Home" was perhaps the most out-  
standing of all. The performance of it was a tour de force and should be captured on wax. It was the moment of one of the few songs Ella was the equally great Oscar. Pe-  
terson, a true pianist, who played the piano so well that one would almost swear the keys were being plucked from a soulful siren. Especially nice was "Hamp’s Blues" and "Satin Doll".

**Elvis**

FULL MoG, B. B. King &  
**Marc Benno**

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Country Music Report

Plans For Second Country Fan Fair Announced By Wendell’s Committee

NASHVILLE — Major plans for the Second International Country Music Fair in Nashville have been released by the committee, according to Bud Collyer, chairman. A tentative schedule of the event has been set, and as many as 12 major groups are expected to appear at the 5-day package, a ticket to the Country Music Hall of Fame and Opryland Hotel. There will be enough top-name acts in which the fans may enjoy during the Fan Fair Week to visit all of the tourist attractions. Other news from the committee includes the fact that tickets will be sold entirely online.

The scheduled plans to date include a Bluegrass kick-off show on Wednesday, June 6 from noon till 5:00 p.m. at the Grand Ole Opry House; Thursday and Friday, June 7 and 8, record artists and performers will be featuring their artists. Saturday morning, June 9, a three hour show featuring artists married to top-name stars will be performed, and the Fan Fair Reunion will be Saturday afternoon, with many of the traditionalists and pioneer artists of country music performing. Saturday afternoon and evening the 2nd Grand Masters Fiddlin’ Contest will be held. Lunch on Thursday, Friday and Saturday is included in the $50 registration fee. The Bluegrass Concert and the Fiddlin’ Contest are both to be held in the Municipal Auditorium.

Time has been made available each day for the Grand Ole Opry registrants to visit the booths and country music exhibits. Lodging and table reservations are also available in the Municipal Auditorium. Persons interested in space should write: Mr. Bill Nunnally, Box 109-A, Nashville, Tenn. 37202.

Bluegrass Aids Cancer Society

CHATTANOOGA — A Bluegrass Festival will be held Saturday, June 23rd, at 8:00 P.M. at the Municipal Auditorium, downtown Chattanooga, Tenn., for the benefit of the American Cancer Society’s 1973 Crusade. In making the announcement, Mrs. Joe Walker, state chairman of the American Cancer Society Crusade committee, listed a cast featuring Country Music Hall of Famers, Bill Monroe and Huddie Ledbetter, Leon Russell and Porter Wagoner, Delmore Brothers, A group from Chattanooga, Dale Meader and The Meader Four will also be featured.

All seats are reserved and tickets can be obtained at all local American Cancer Society offices, Municipal Auditorium, Prices are $5.50, $3.50 and $1.50, and all orders should be accompanied with a postcard. Mail orders will be accepted, but with a stip of a tax to expedite the orders.

Biff Collie’s Radio Feature

NASHVILLE — Biff Collie will carry on his own feature radio show for syndication to country music stations. The program will be heard in three one-minute segments.

Sweat Productions, Inc., of Memphis, Tenn., specializes in “Biff Collie — You’re going very well,” said Sweat President, Bob Heffernan.

Heffernan said the show will begin Jan. 15. He said Collie’s audience is young and it will be delivered to stations promptly while news and feature items are still fresh.

Country Artists of the Week:

HANK WILLIAMS JR. & LOIS JOHNSON

WHOLE Lotta LOVIN’ — The genius of Hank Williams has been reborn in his gifted son, Hank, but Jr. is no carbon copy of his father—he is every bit as talented at a star in his own right. An artist, instrumentalist, actor, and song writer, his contract with MGM Records is one of the biggest in history. Born in Shreveport, Louisiana on May 26, 1949, Hank, Jr. was a polished performer who had already appeared on the Grand Ole Opry. For six years his mother, Audrey, had helped him begin his career in gradually, beginning with appearances with her famous “Musical Caravan Of Stars.”

He could already play an astonishing number of musical instruments including piano, harmonica, fiddle, banjo, bass and just about any kind of guitar or other stringed instrument. His career highlights in addition to records and movies include personal appearances before huge crowds in most leading cities of North America. And he has performed on the top network TV shows including Ed Sullivan’s famed variety hour, Johnny Carson’s Tonight Show, the Joey Bishop Show, and the Mike Douglas Show.

Hank, Jr. is definitely a star for today’s generation. He is a solid personality destined to grow with the passage of time as his army of fans increases.

Although Tennessee born Lois Johnson has not had the acclaim and exposure of her more widely known professional partner, Hank, Jr., she has performed for hit records. Lois has appeared in all parts of the U.S. and also in seven foreign countries, played many military bases and has been featured on such shows as CBS Country Style, WMVA, Wheeling, WVA...and the BBC network (Radio and TV) in Canada, plus frequent appearances at the Louisiana Hayride and the Grand Ole Opry.

For two years, Lois was the feature female vocalist on the Ernest Tubb syndicated TV Show and has also had parts in two feature movies. Lois is a natural born talent. Not only does she have a great singing ability, she also plays guitar, bass, piano, and accordion.

Hank, Jr., and Lois Johnson’s current chart climbing single is titled “Whole Lotta Lovin’” which was produced by Jim Vienneau.

Personal management and booking is by Buddy Lee Attractions, Inc.

England’s CMA Names Murray

LONDON Anne Murray has been honored as the number-one female country music recording artist by the Country Music Assoc. of England, where two records, “Snowbird” and “Destiny,” were on the best-seller charts this year.

The entertainer, who visited the UK as part of a European concert tour, is scheduled to appear there again in April-May, 1973.

Also on her overseas agenda is a performance at MIDEM in Cannes, in January. She will be representing her home country, Canada, at this major international gathering of music industry executives.

In addition to the new English award, Miss Murray currently ranks as the top female vocalist in Canada. She was awarded the record industry’s June Award for 1972 in March.

Le Garde’s Roadie BUDDY GAYLE, WASH. — With a forthcoming concert tour to New Zealand and Australia, Le Garde Twins have engaged William Chici Ares and his advance man and road manager; to assist them on the road. They will be carrying their own sound and lighting equipment for the tour.

CMA Donates Tape To CMF

NASHVILLE — A video tape copy of the 1972 Country Music Assoc. Awards Show has been donated to the Country Music Foundation to be placed in the archives in the Library and Media Center of the Country Music Hall Of Fame and Museum. Roy Smith, general manager of 21st Century Productions, presented the tape of the four-hour network television special which was aired live from the Grand Ole Opry House in Nashville Oct. 16. William Ivey, executive director of the Country Music Foundation, accepted the donation.

Country Music Assoc. officials on hand for the 2:00 p.m. ceremony were Mrs. Frances Preston, president, CMA, chairman of the board, Joe Talbot, and Mrs. Joe Walker, executive director of CMA.
Dear Mr. Hanoi
L&M RECORDS 2001
Blue Surf Music Co. Inc.
Distributed by: GENERAL RECORD CORPORATION,
125 Simpson Street, Atlanta, Georgia 30313
LAM Management Company,
1403 West Nace Street, Wilson, N. C. 27893
419/261-5365
### Top Country Albums

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist/Label</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>GOT THE ALL OVERS FOR YOU</td>
<td>Fredie Hart (Capitol ST 1001157)</td>
</tr>
<tr>
<td>2</td>
<td>MY MAN</td>
<td>Johnnie Ray (RCA LSP 4726)</td>
</tr>
<tr>
<td>3</td>
<td>I'VE ALWAYS TOGETHER</td>
<td>Charley Pride (RCA LSP 4726)</td>
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<tr>
<td>4</td>
<td>BURNING LOVE</td>
<td>Elvis Presley (RCA 3968)</td>
</tr>
<tr>
<td>5</td>
<td>IT'S NOT LOVE (BUT IT'S NOT BAD)</td>
<td>Merle Haggard (Capitol E3 112197)</td>
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<tr>
<td>6</td>
<td>LONELY WOMEN MAKE GOOD LOVERS</td>
<td>Bob Luman (Capitol E17460)</td>
</tr>
<tr>
<td>7</td>
<td>HERE I AM AGAIN</td>
<td>George Jones (Capitol E1738)</td>
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<tr>
<td>8</td>
<td>THE BEST OF THE BEST OF MERLE HAGGARD</td>
<td>Charley Pride (Capitol ST 11827)</td>
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<tr>
<td>9</td>
<td>CHARLEY PRIDE</td>
<td>Charley Pride (RCA LSP 4726)</td>
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<tr>
<td>10</td>
<td>GLEN TRAVIS CAMPBELL</td>
<td>Charley Pride (Capitol GM 11177)</td>
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<tr>
<td>11</td>
<td>THE HAPPIEST GIRL IN THE WHOLE U.S.A.</td>
<td>Dolly Parton (RCA LSP 4726)</td>
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<tr>
<td>12</td>
<td>LOVES ME LOVES ME BEST</td>
<td>Porter Wagoner (RCA LSP 4726)</td>
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<tr>
<td>13</td>
<td>BUCK OWENS LIVE</td>
<td>Porter Wagoner (RCA LSP 4726)</td>
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<td>14</td>
<td>AT THE WHITE HOUSE</td>
<td>Porter Wagoner (RCA LSP 4726)</td>
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<tr>
<td>15</td>
<td>DOLLY PARTON SINGS (MY FAVORITE SONGWRITER)</td>
<td>Porter Wagoner (RCA LSP 4726)</td>
</tr>
<tr>
<td>16</td>
<td>BEST OF DOTTIE WEST</td>
<td>Porter Wagoner (RCA LSP 4726)</td>
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<tr>
<td>17</td>
<td>THE ROADMASTER</td>
<td>Porter Wagoner (RCA LSP 4726)</td>
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<tr>
<td>18</td>
<td>DON'T SHE LOOK GOOD</td>
<td>Porter Wagoner (RCA LSP 4726)</td>
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<tr>
<td>19</td>
<td>EARL SCRUGGS LIVE AT KANSAS STATE</td>
<td>Porter Wagoner (RCA LSP 4726)</td>
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<td>20</td>
<td>EARL SCRUGGS LIVE</td>
<td>Porter Wagoner (RCA LSP 4726)</td>
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<tr>
<td>21</td>
<td>THE BEST OF TOMMY CASH</td>
<td>Porter Wagoner (RCA LSP 4726)</td>
</tr>
<tr>
<td>22</td>
<td>EARL SCRUGGS REVUE LIVE AT KANSAS STATE</td>
<td>Porter Wagoner (RCA LSP 4726)</td>
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</tbody>
</table>

### Country LP Reviews

- **Who's gonna play this old piano... (think about it darlin')** - Jerry Lee Lewis
  - Mercury SR 61366
  - The "Killer" rocks on and on and on... and when he's done rockin' and rollin', you can always count on Jerry Lee for a mellow ballad to soothe your soul. Between his gentle ballads and all-out rock tour de force, Jerry has come up with an album that will get you no matter what mood you're in. He makes rock compatible to country fans and country music a pleasure for rock and rollers, so he can't miss on both c&w and pop surveys. Includes "Bottom Dollar," "The Mercy Of A Letter," "You More Hanging On" and "Wall Around Heaven."

- **The best of tommy cash volume 1** - Epic KE 31995
  - With an older brother as popular as Johnny Cash, it's easy to be overshadowed as the younger brother who also sings country music. But Tommy Cash has been anything but overshadowed, racking up a number of chart records due to his own, distinctive style and his own drive to make it. His new single, "Listen," sums it all up—just listen to this collection and understand why Tommy is his own man. Features "Six White Horses," "You're Everything" and "Rise And Shine."

### Country Music's Newest (and Prettiest) Superstar Says: "Love Sure Feels Good In My Heart"

- **A New Album by Susan Raye**
  - Featuring the single "Love Sure Feels Good In My Heart" (3499)
  - On Capitol Country Records & Tapes

- **Earl Scruggs and the Earl Scruggs Revue Live at Kansas State** - Columbia KC 31758
  - Although the United States has been called "the melting pot" many times, the melting pot is not a place, it's a state of mind. This state of mind is the attitude that Earl Scruggs and his multi-faceted Revue carry with them no matter where they play. The banjo virtuoso who invented Scruggs picking rose to fame for his bluegrass tunes such as "Foggy Mountain Breakdown," but this album demonstrates that he hasn't closed his mind to all the other forms of music that are part of this country. When his sons, Randy and Gary go into folk and rock, Earl didn't down them—he jumped right in and picked along with them. Sporting topnotch slidemen, the three Scruggs run through "I For Texas," "Carolina Boogie," "Both Sides Now" and six others.
**C & W Singles Reviews**

**FERLIN HUSKY (ABC 11345)**
For his initial ABC outing, Ferlin Husky relies on the strength of this firm ballad, delivered with his confident and original vocal sound. Flip: no info available.

**WEBB PIERCE (Decca 33044)**
Webb Pierce is coming back strong, both with live recordings and recorded material. He's back to his best, and his fans are sure to be pleased. Flip: no info available.

**KITTY WELLS (Decca 33047)**
Full Grown Man (2:54) (Levi, BMI—S. Pippin, M. Koser).
Kitty Wells puts across one of her most sensitive sounds to date and comes across as a full-grown woman singing about her full-grown man. Due for considerable attention from C&W stations and surveys. Flip: no info available.

**BEN COLDER (MGM K14471)**
Glossy Bx10 (2:40) (Gary S. Paxton, BMI—R. Hellard).
Ben Colder (Sheb Wooley) has a hit on his hands with this one, a story of a typical country type who's been around the block but gets dumped into blackmail via a hidden photographer. Very cleverly put together. Flip: “Moonfart” (2:18) (Tree, BMI—B. Braddock).

**JOHN HAMBRECK (Brown Bag BW1XW1-W)**
Hard Faced Road (3:09) (Brown Bag, ASCAP—J. Hambreck).
It's a hard faced road up the country charts for a newcomer, but John Hambreck shows promise with this single. Featuring Charlie McCoy and Pig Robbins, this tune should put John on the country map very soon. Flip: “Me And My Friend” (2:00) (same credit).

**ANDRA WILLIS (Capitol P-3252)**
Andra Willis is kicking off her recent association with Capitol by releasing a very strong country sound that has hit potential from the first note on. A fine start for a fine talent. Flip: “Crying Over a Memory Gone” (2:18) (Palto Duro, BMI—R. Steagall).

Jerry Reed says — “You Took All The Nambles, Moof Me Off” — rumor is that two L.A. country stations are giving big paychecks toward P.A. Bill Calle to get back behind radio mikes instead of studio mikes. Bill and Slim Whitman and Jimmie Dickens as well as his own “Billy Bob Bowman” records for United Artists. Earlier this year WSM approached him about their all-night show. Business offices for Tom T. Hall’s publishing company and other enterprises have moved to downtown Brentwood. A formal announcement of the new address and phone number will be made later. The production of Kenny Surratt’s new MGM release “Come Hard For Me” was produced by Merle Haggard and written by Tommy Coil, a member of the group “The Messengers” and booking will be handled through Merle Haggard’s office in Bakersfield, California.

Triune producer Joe Nelson, who also produces Roy Orbison for MGM, says that the new Orbison album has been shipped. Thursto Moore sent out his “Hank Williams Tribute” to 2,000 stations again this year, for release on January 1st. This program is given free to stations and anyone not receiving it may write for it at Heather Enterprises, Inc., 226 West South Wadsworth, Denver, Colorado 80227.

C&W vocalist Jim Ed Brown’s new “foot forward” in ‘73 is a completely revitalized and reorchestrated road show consisting of new band arrangements plus the addition of the Cates Sisters, Margie, and Margy. United Artists’ Del Reeves and band set for a hard-earned three-month vacation after completing his busiest booking year ever. Yoyo County, Mississippi funnyman Jerry Clower was an instant hit on recent taping of the Mike Douglas Show in Philadelphia. The humorist went over so well that he was invited back instantly for a repeat taping. Co-guesting with Clower on the Douglas taping were women’s lib editor Gloria Steinem, David Frost, and Pearl Bailey. O. B. McClintion has put the final cuts together for his first Blax album, which has all been recorded at Monogram Studios in Nashville.

Big Billy Walker, The Tall Texan, has recorded a follow-up to his current chart-buster titled “Love Me Back To Heaven One More Time.” He wrote himself. Joe and Donning Oak Ridge Boys were special guests on Sammy Hall’s TV show, recently taped in Knoxville. Tom T. Hall struck another first in his career recently while playing a date in Washington State. There, a couple approached him and asked if he would please autograph their up-right piano. They had made it to transport the instrument to the show for the sole purpose of getting Hall’s autograph. Meanwhile, the segment of the “Dick Cavett Show” featuring Tom T. Hall was taped Dec. 4, and aired on Jan. 4, and is guest-hosted by Roger Miller.

Coca Cola’s “Country Girl”, Dottie West, will be the highlight of a weekend booking in Reno. Dottie’s current hit RCA single is “If It’s Alright With You.”

Bob Boatman as ‘Hee Haw’ Director

**TULSA, OKLA.** John Hitt, vice president of American Radio History, took time out for a chat with some of the Metroplex radio managers, discussing the show’s future and the potential of the show’s growth.

**Tulsan, OKLA.** Johnny Cash is in town, spending time with friends and recording material for his new album.

**LITTLE RICHIE JOHNSON**
Bob: Bein, New Mexico 87002

**CHARTED AMERICAN HERITAGE RECORDS**

**“Donut & Dream” b/w “Stripes & Circles”**
1.

**The Leader**

**Candy**

Dorrell McCullum, Jimmy Reeder

Dist. by Shelby Records Corp., Nashville, Tenn.

**COUNTRY ROUNDUP**

**RCA Records**

**LIEST RICHIE JOHNSON**

www.americanradiohistory.com
GREAT BRITAIN

EMI, and Thomson International Corpo- 
ration. Their joint concern,have jointly formed a record 
company, in Thailand. The company, 
which will have a recording plant and 
capital repertory. The com- 
pany will have a worldwide record- 
ling and cassette and record di-
luting facilties. This is the first 
everal investments by a pri-
ty kind in Thailand's music industry and it is 
epected that the area will become an important 
market in Southeast Asia.

EXHIBITION. And TV producer 
Donald Trump plans an April 1st to undertake special recordi-

Japan, has decided to step the annual tour festival in the fa-
mous Belgian, Geletz, Knokke. 

That means the end of a 15-year-old 
history of tours which has caused many troubles and problems, 
but which has been a valuable starting-
point for many beginning singers at the same time.

The decision to end the "Europa-

beek of Zangvoordecht" was tak-
en since the Bosman-management 
announced that it meant the formula—in spite of the 
renewal of last year—was no longer 
successful. Reasons are the de-
crease of the interest, the rise of the costs and the systematic growth 
of the "Gouden Zeekliff" festival.

The disappearance of the tradi-
tional Knokke-festival will not take place 
unscheduled in July 1973. The Bosman- 
collection will consider the possi-
biilify of organizing a last one and farewell-festival, in which many stars 
from the past will perform once again. Probably this last "Europabek-
will not be a competition between 
the participating countries.

BELGIUM — The management of the Caunis at Knokke has decided to step 
the annual tour festival in the fa-
mous Belgian, Geletz, Knokke. 

That means the end of a 15-year-old 
history of tours which has caused many troubles and problems, 
but which has been a valuable starting-
point for many beginning singers at the same time.

The decision to end the "Europa-

beek of Zangvoordecht" was tak-
en since the Bosman-management 
announced that it meant the formula—in spite of the 
renewal of last year—was no longer 
successful. Reasons are the de-
crease of the interest, the rise of the costs and the systematic growth 
of the "Gouden Zeekliff" festival.

The disappearance of the tradi-
tional Knokke-festival will not take place 
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from the past will perform once again. Probably this last "Europabek-
will not be a competition between 
the participating countries.

Toshioka Drive

On Western

Music Sounds

TOKYO — Toshioka Onko Co., is now 
developing a campaign, "Hit Strategy 
At the End and Beginning of the Year" to promote western music 
via newspaper and radio.

The music was selected from the 
charts of Cash Box. Rock occupies 
majors part of the music, pop-
mental and other popular music 
to be added.

Bowie Promo

Set In Japan

TOKYO — Victor-BCA has decided to promote David Bowie, famed rock ar-
ist of U.K., and is releasing "Star Man," his recording of Elton John's 
"Zury Star Dust & The Spiders from Mars" (LP), and with other singles and LPs 
follow.

Through this promotion, the com-
pany intends to launch his popularity 
Japan.

Cash Box — January 13, 1973
Lou Wolcher, Trade Pioneer, Dies Jan. 2nd

SAN FRANCISCO — Lou Wolcher, one of the original pioneers of the jukebox, games and vending industry, passed away Jan. 2nd at 4:30 PM here (Continued on page 36)

The late Lou Wolcher in a photo snapped at an MOA convention a number of years ago.

EDITORIAL: Your Partner

Each one of your location owners, who shares in the collections is, in effect, your “silent partner”. Unfortunately, in the majority of cases, the accent is on the word “silent”, because far too many location owners and their employees rarely, if ever, bother to promote play on the machines.

All this month, many locations (especially cigarette stops) will be receiving annual commission checks from their operators. At far too many stops, especially in big cities, those cigarette commission checks will be smaller this year than last. Also, many stops will be receiving statements on what they earned from their share in the music and game collections during 1972, and again, some will be kicking because the amount is smaller than last.

Smaller commissions, obviously, reflect softer business at taverns and restaurants adversely affected during 1972 by everything from recession carryover to the customer’s fear of big city streets at night. But many stops could have precluded a dip in the annual take simply by promoting play on the juke and the game and by prominently displaying the cigarette machine on the premises.

Some may call it “shilling” the machines; we prefer to call it “promotion”, and if a bar owner and his employees don’t know how to do it by now, they shouldn’t be in the business.

Promotion is everything from a savvy barmaid asking for quarters off the bar to play the jukebox, to the bartender taking a moment out for a game of pool, to offering a bottle of booze to high scorer on the shuffle alley of a Saturday night.

It means getting actively involved in spinning the playmeters instead of standing around like a mannequin as if the machines collections all went to Bell Telephone.

If location owner is your partner—and any that get a slice of the cash pan are—then he should do more for his share than offer a wall socket and a few feet of floor space.

Wingrave, Granger To Oregon Meet

CHICAGO — MOA president Harlan Wingrave and executive vice president Fred Granger will be in attendance at the upcoming Oregon Amusement and Music Operators Association annual meeting Jan. 19-20 at the Salishan Lodge in Gleneden, Oregon. Presentation of the MOA 25th Anniversary Commemorative Gavel, the first such presentation of the new year, will be made by Wingrave to the association’s president during the meeting.

Participation in state group activities will continue to be a prime project for MOA, according to Fred Granger. "I would like to see more associations organized in 1973," he said. "Both Mr. Wingrave and myself will attend as many state functions as our schedules will permit and, although we are gratified with the numerous associations presently in existence, we would like to see more formed in the next twelve months."

MAGIC FINGERS

World-famous, coin-operated, bed massager

(see Cash Box, Nov. 25th issue, PP 49-50)

Over 250,000 now earning on location.
2,750,000 rooms STILL AVAILABLE!
Local distributors being selected, nationally.
NOW!

Please call Mr. John Houghtaling or Dick Murphy collect:
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MAGIC FINGERS, INC.
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The 160 selection Rock-Ola 450 is all new on the outside. Red hot! With a new design breakthrough we call Animotion®. The rear of the picture panel is a lenticular surface that makes the design shimmer in motion as you approach. The 450 throbs at you. Beckons you to play. And it’s never been easier. Because this year we put every player convenience on the sightline program deck. A sightline view of the program. The 10-key numbers-in-line selection system. The Compute-A-Flash Record Now Playing indicator. And the coin slot. They’re all as close to hand as they’ll ever be.

And underneath all the excitement. The same dependable Rock-Ola works you’ve come to know and respect. Swing out components.


The Works is where a player and his change change hands.
ChiCoin ‘Flying Tiger’ Roars Into Coinbiz—A Sight & Sound Marvel

CHICAGO — From tip to tail, ChiCoin’s brand new ‘Flying Tiger’ presents the operating industry with one of exciting, engaging and realistic target novelty pieces ever released. This “quarter-squarely” designed game is a single player, based upon aerial jet fighter combat.

By moving the control stick, the player guides his jet fighter in pursuit of the enemy aircraft ahead of it, across a three dimensional blacklight target area. Following the maneuverings of the target plane, the player can guide his attack craft in bank, turn, dive and climb movements. The firing button atop the control stick plows a hole in the rear of the enemy plane (accompanied by authentic gun burst sounds and light streaks to simulate the tracer bullets).

When the enemy plane is hit, it explodes in a flash of light (accompanied by an explosion sound), then reappears for continued play. In addition to the gunfire and explosion sounds, the ‘Flying Tiger’ solid state sound system sends out the continuous roar of jet engines while game is in play.

Scoring on ‘Flying Tiger’ is novel: each time a hit is made, the point value for the next hit increases. The more often the target plane is hit, the higher goes the score.

Flying Tiger is shipped as 25c play, but it’s adjustable to 9-25c pricing. It also offers an extended play for skilful players, plus adjustable playing time (the intensity and tone of the sound system is also adjustable). Flying Tiger measures 72” high.

Lou Wolcher—(Continued)

in Presbyterian Hospital. Death was attributed to heart failure. He would have been 71 years of age this Feb. 22nd.

Services were held at 2:00 PM Friday (5) at Zion Memorial Chapel. Interment followed at Portals of Eternity Cemetery. He is survived by his wife, Mrs. Wolcher.

Wolcher’s credentials in the coin machine industry are extensive. One of the foremost men in the business on the West Coast, he set many today’s standards, both for operating and distributing equipment. He also made his mark on the manufacturing end, especially with his ABC game, the forerunner of the modern bingo. Wolcher is also credited with manufacturing the first multiple column cigarette vending unit in the Bay area.

His Advance Automatic Sales Co. on Howard St. has been a traditional meeting point for all traders, who drop in to see Lou and Louis get their start. Even in his later years when disabled by a series of illnesses, Wolcher remained active at Advance.

Also active in association circles, Wolcher was once president of the National Coin Machine Distributors Assn.

Mrs. Wolcher requests that anyone in the industry wishing to express his condolences for Lou may make a contribution to the Multiple Sclerosis Foundation in his name.

Jukebox Music While You Wait

A brand new 447 coin-op phonograph, installed and stocked with Christmas records by Rock-Ola Manu.

fact: for holiday travelers at Chicago’s O’Hare Field. The phonograph was installed for free play in the passenger lounge of the target plane, the player controls the pilot. Above, stewardess Maureen “Moe” Mullins makes first selection at O’Hare. Rock-Ola also provided a 447 for Continental passenger coaches in Los Angeles International Airport.

Eastern Flashes

AROUND TOWN—Over at Atlanta New York Corp., the gang is anxiously awaiting delivery of the first Seeburg Regency console phonographs. This new furniture-styled Seeburg was debuted to distributors at recent meeting. Old buddy Stan Jarocki, incidentally, has been promoted to the position of vice president of phonograph sales, working out of the Chicago headquarters. Speaking of Seeburg, a tip of the hat to Seeburg super-chief Lou Nicastro on his long sought victory in putting the Seeburg operation on its own independent footing once again, which was finally concluded Dec. 28th. Was several years ago when Commonwealth United bought up the phonograph, game and vending company. Since then, the industry is aware of the assorted problems which beset the Seeburg command its own house once again as Seeburg Industries (stocks will reportedly be available, over the counter, shortly).

Many of the veteran dealers have been shocked and very saddened when they heard the news of Lou Wolcher’s death. Many knew him, some from the days he was a regular wheeler-dealer, cigar smoking dynamo, who called many of the shots in California when that business was getting itself underway. Len Schneller of U.S. Billiards was an old friend of Lou’s and said “whenever I or just about any salesman was traveling through the California territory we’d always make it our business to drop by for a visit with Lou. It was truly a great thing to sit and BS with him about the industry, with a drink in one hand and a cigar in the other.” Allied’s Gene Lipkin, when phoned the news, was considerably grieved. He remembered how kind Lou and his wife Claire were to him when he first started out selling machines. They’d never let him take a hotel room when he was in San Francisco, insisting that he spend the night at their home. America’s Sol Lipkin said: “Lou was almost as much a father to Gene as I. We’ll all miss him.”

UPSTATE ITEMS—Shirley Werner, secretary of the New York State Operators Guild, advises her members that their next regular meeting will be held Jan. 17th (Wednesday) at the Cameo Restaurant in Newburgh. Place is located at 88 Broadway; festivities get underway at the normal 7:30 PM hour. Chatted with C&W artist Ted Tyler last week. Ted’s got a newie for Country counters, coming out shortly. Meantime, he’s just finished a pair of radio and TV commercials for Genessee Beer. Asked if he got any freebies from Genessee: “are you kidding?”

A new ensemble by Beton Enterprises is Seymour Pollack hale and hearty and doing real good route business as usual. The Tarrytown vet enjoyed great holiday season with the family at home (and in the cash pans on location). A senior operator, he’s among the first to know of contemporary rock artists—from the Stones to Edgar Winter. He’s always stayed very close to what’s happening with top 100 music, but we’re always amazed at his knowledge of pop releases of any kind. Following the success of the opening business, for his many customers in Northern Jersey, was real good during ‘73, based upon reports he collects as they come into the showroom. . .

The JERSEY BOUNCE—Bert Beton at Betson Enterprises proudly tells us business for 1973 in all precincts (distributing, operating and parts supply thru Imperial Billiards) was, as he says, “extremely busy.” Betson is in charge of the operating business, for his many customers in Northern Jersey, was real good during ‘73, based upon reports he collects as they come into the showroom. . .
of weeks. Meantime, he's looking forward to increased business with his one stops during 1973, especially since both Wurlitzer and Rock-Ola distributors are now handling the brand new Coin-Op distri-

berts. Bernie is also rather pleased that Seeburg is about to pop a

whether to go full delivery wise) to their US distributors, so most

ators should be able to buy 'em this month. The piece is backed at

several US Billiards dealers, after just a small preliminary announcemen-

Good buddy Vic Brown is saying that the operation is going just fine and looks

forward to a real good 1973 route-wise.

DOWN SOUTH—Alied Leisure proxy Bob Braun says his company's two-

play games 'are doing nothing but money for the

operators who use it on their routes.' "The game combines the thrill of machine
gun target firing with two-player com-

petition. Our distributors tell us the operators love it, and their orders clearly

back this up, and how!" Bob declares.

Cobiz vet (and dear friend) Jack Minick (of the Chicago Coin Machine Co.) is rea-

dily enjoying his new position as Eastern USA sales rep for the Murrey & Sons coin and pinball table business.

"We're getting the tables delivered right here in the Miami area for im-

mediate re-routing," Jack notes. "And in the few weeks we've been doing it, I can predict a solid 1973 for Murrey in Florida, too. There will also be phoning and visiting with coin table dealers throughout the Eastern area on behalf of the Murrey table line.

CHICAGO CHATTER

Bally Mfg. Corp. is certainly toasting the New Year in grand style with the announce-

ment by sales manager Paul Calamari that delivery of the factory's new 2-player, air-cushion puck game "Hover" will begin shortly! The game, manu-

factured by the Bally Continenale plant in Ampere, Louisiana, has been suc-

cessfully tested in Europe with "sensational" results, according to Calamari.

Shipments are expected to be coming in to the U.S. within the next week or so, at

which time operators will be able to view "Hover" in Bally distrbub showrooms

across the country.

HAPPY TO HEAR that Stan Jarocki has been upped to vice president, coin

phonograph sales, at Seeburg. Couldn't happen to a nicer guy. Announcement was made by Bud Lurie, president of the Seeburg Products Division.

THE COIN MACHINE TECHNICAL TRAINING INSTITUTE of Fort Morgan, Colorado will be graduating its first class of students in February. School admis-

sion director Frank informs us that classroom studies have centered on basic

electricity, pinball machines, bowling machines and arcade equipment, as well as the Rock-Ola, Rowe-AMI, Seeburg and Wurlitzer phonographs. A recent visitor at the school was the superintendent of engineering for Wurlitzer, who spent a couple of days out there giving detailed instructions to the class on the Wurlitzer 3600

phonograph.

WE ENVY the group of Rock-Ola distributors who departed Tuesday (9) on a

cruise, as guests of the factory. Itinerary will take them around the areas of

Central America; parts of South America, the Panama Canal, and Mexico and all points warm and sunny! Sounds like a marvelous trip! Rock-Ola's executive vice presi-

dent Ed Doris and music division sales manager Les Rickel will accompany the
group and see to it that everyone has a great time. . . . In the couple of weeks since it was announced, the Rock-Ola 411 model 100-set phonograph has been doing extremely well, according to ad manager George Hinkeby - "sales are excellent!" he said—and that's putting it mildly.

BRUNSWICK'S "AIR HOCKEY" is the "hottest game in years" and that's a
direct quote from Hovie Freer of World Wide Dist! As a matter of fact, Fred Skor, and his entire sales staff out there are unanimous in their praise of the game and its location potential.

JACK BURNS HAPPILY NOTES that '72 was a very good year at air hockey—
in all departments! . . . Empire proxy Gil Kitt is due back in Chicago this week, after wintering with Tronick in Florida . . . Veepee Joe Robinson, also for-

ning the Windy City for a few days, played some golf at the Doral in Florida and

returns to his office last week.

ON THE AIR at WDIA, our programming expert at Singers One Stop, tells us the following singles have been attracting much local operator attention: "Dancing In The Moonlight" by King Harvest (Perception), "Don't Ex-pect To See Me" by Fredric (Bally Rock-Ola), "I'll Go To My Window" by MCA, "Don't Let Me Be Lonely Tonight" by James Taylor (WB) and "Do It Again" by Steady (ABC)."
Jarocki to VP Seeburg Juke Sales

CHICAGO — Bad Lurie, president of the Seeburg Products Division (vendor and coin music manufacturing facility of The Seeburg Corporation of Delaware) announced the appointment of Stan Jarocki to the office of vice president, Coin Phonograph Sales.

In making the announcement Lurie commented, "We can all benefit from the expertise and experience gained by Stan's twenty-two year Seeburg history. He is second generation here and began his years with us in 1959 as a youngster in our machine shop. From here he has been involved in virtually every phase of the Seeburg plant and its operation. He's Seeburg through and through...he knows our people and our corporation inside and out. It's important to have the talents of such an individual available to us all. I wish him every success."

In 1966, Jarocki was selected to be one of the fifty "loan executives" chosen by heads of leading Chicago corporations, to do a six month stint for the Chicago Metropolitan Crusade of Mercy Campaign where he worked closely with many of the top business and industrial leaders in the community. Jarocki served in the Korean conflict from 1951 to 1953, returning to Seeburg to play an active part in the firm's sales and distributor relations program.

He also played an important role in the introduction of the Seeburg coin phonograph and vending products and became deeply involved in the introduction of the Seeburg Discophone program which introduced the "discotheque" concept and music to the American public.

Jarocki has, in recent years, become active in community programs which have been created to assist young people in all areas of athletic and scholarship guidance. Jarocki attended Northwestern University where he specialized in advertising and marketing. He currently resides in Rolling Meadows, Illinois, a Chicago suburb, with his wife, Diane and three daughters. A son, James, is an Air RTC student at the University of Illinois; his twin, Bill, is on the track team of Northwestern University in Evanston, Illinois.

Air Cushion Hockey Game by Bally

CHICAGO — Bally Manufacturing will soon deliver "Hover", a 2-player air-cushion puck game, according to Paul Calamari, Bally sales manager.

"Hover" simulates the play in hockey," Calamari explained, with each player trying to drive the puck into his opponent's goal, while busily guarding his own goal. But the new air-cushion principle, floating the puck across the surface of the playfield, provides frictionless puck motion and breath-taking speed of play that insures top earnings. Maximum hourly intake is further increased by automatic shut-off when either player scores 7 goals. Or the machine may be equipped with an optional unit for adjustable play time.

"Aside from the terrific play appeal and profit power, outstanding features of 'Hover' are, first, specially designed safety ramps that prevent puck from jumping off of the playfield, rich eye-appeal styling, simplified standard mechanism and rugged long-life construction.

"Space-saving design of 'Hover' permits placement against the wall for operation in all types of locations."

"'Hover' is manufactured in the huge, modern factory of Bally Continental, Ltd., Antwerp, Belgium, a wholly owned subsidiary of Bally. But a steady flow of 'Hover' machines will be streaming to the United States in the 6-day crossing of the Atlantic, either to Bally headquarters in Chicago for distribution throughout the United States and Canada or directly to distributors.

"Extensive location tests in Europe have already proved 'Hover' to be a sensational money maker," Calamari concluded.

BALLY "HOVER"

CHICAGO COIN MACHINE DIV
CHICAGO DYNAMIC INDUSTRIES, INC.
1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614

BUY CASH BOX BY THE WEEK

Cash Box — January 13, 1973
Bold. Overstated. Provocative. Rowe AMI Phonographs have the "in" look, the "now" look called Supergraphics. Even the textures and materials are aggressive. Bright. Reflective. Indestructible. They assert themselves unashamedly, yet are carefully designed to fit every location. They won't "blend in" invisibly anywhere but they "belong" everywhere. They're pure ego, asking for the sale and getting it. Yet, there's a very human side to the Rowe AMI Phonographs. We call it "Human Engineering". Consideration for people. The selector areas are where they should be... easy to reach, easy to see. The viewing area is top lighted to eliminate glare. Selector buttons are gently bathed in a halo light that illuminates the strip independently of the location. Even the Bill Acceptor area is self-illuminated.

Rowe AMI Phonographs... there's nothing bashful about them.

THEY LOOK GREAT!
SOUND GREAT!
WORK GREAT!
SEE THEM AT YOUR LOCAL DISTRIBUTOR.

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Today music means more than ever to people. It does to Wurlitzer, too. The proof of it is the Wurlitzer Americana. Never have we striven so hard to achieve perfection in reproducing the great artists of the times. Never before have we come so close to that goal.

See and hear the Wurlitzer Americana...keystone of the Wurlitzer Sound Profit System.

WURLITZER

North Tonawanda, New York / 1120
Yes, you can teach an old song new tricks.

Roy Head has done it with "Carol," the Chuck Berry classic. With the production talent of Steve Cropper, it becomes a Roy Head original.

Roy Head: "Carol"

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