NARM Undertakes Study Of 'Returns' Problem; Set Preliminary Report To Confab...Quad: It's Talking Music (Ed)...Britain In Common Market Poses Music Market Problems...Knight & Pips To Buddah...Col Radio City Classical Concert...Farr To Polygram

URIAH HEEP: A CULT OF THEIR OWN
"If You Gotta Break Another Heart":

the smash follow-up to Albert Hammond's gold single.

Hot on the heels of his million-plus-selling single, "It Never Rains in Southern California," comes Albert Hammond's follow-up release, "If You Gotta Break Another Heart." Albert wrote it, and this is his inimitable version.

**Albert Hammond.**
Emerging as the most promising singer-songwriter of 1973.

*On Mums Records*
Distributed by Columbia Records
Quad: It's Talking Music

Quadrophonic sound—whether it's discrete or matrix that eventually dominates the market—is a further evolutionary process in the presentation of pre-recorded music. As simplistic as this statement may appear, music should be the heart of any new development on the recording scene. And with regard to quad, we're happy to report that industry excitement revolving around quad is one of great musical sophistication, one that foregoes the early days of stereo when it was more important to stress—often without musical validity—a distinct separation of musical sounds between two speakers.

But, there have been many musical developments that have flowed under the bridge since the advent of stereo. Rock, of course, with the best of it disciplined, yet free-form. And classics, a rich reservoir of orchestrated wonderment that seems to make ever-increasing headway among younger audiences.

The present flow of discrete and matrix product represents all of these musical values, adding a new feeling of presence for music in the home. To this will be added—according to the breathless prose of composers and producers—a New Music that from both the rock and classical fields seems destined to usher in a new dimension in pre-recorded music. As one industryite put it for the rock end of things: “rock musicians just can’t wait to utilize sensibly the tools of quad in the studio.” We sense that this also applies to any adventurous composer, whatever his musical bent. Music in quad can be throbbing in its aggressiveness; it can be expressive in its romanticism.

It is this utterly musical approach to quad that we like.

Few, if any, talk in terms of gimmicks, the artificial tricks designed to slam a new recording concept home. Over the years, the creative forces on the recording scene have attempted to say something of musical value. It all don’t succeed, of course, but this, we feel, does represent the mainstay of what appears in all forms of today’s pre-recorded music.

The possible New Music, an exciting re-evaluation of all the great music that already exists. The industry has entered into the quad era with the highest of musical standards. It is not so much as what one can do with quad, but the far greater purpose of what one can say with quad. With all the possible razzle-dazzle talk of a four-speaker, front-and-behind approach, the fact that music as music seems to be the standard for quad bespeaks of a mature industry ready to make available great music to the most sophisticated recording market of all time.
AL GREEN
has just recorded his next hit single...

"Call Me (Come Back Home)."

Produced by Willie Mitchell.
In 1972, Harry Nilsson and Richard Perry did a platinum album, "Nilsson Schmilsson"; a gold album, "Son of Schmilsson"; a gold single, "Without You," a 50,000-short-of-gold single, "Coconut," and other top charters. "Without You" has been named Record Of The Year by MELODY MAKER and by DISC. And now their joint efforts have just won nominations for four Grammy Awards. They make us proud.
NARM To Initiate Merchandiser Award

BALA CYNWYD, PA. “A Merchandisers Award” will be initiated at this year’s NARM Convention.

Presentation of the award will take place at the association’s annual installation brunch on Sunday, Feb. 25. At that time, NARM’s new directors and officers for the 1973-74 association year will also be installed. The “Merchandisers Award” came from the manufacturer’s advisory committee, operated for the first time by its new chairman, Ken Members of the committee expressed their desire that the manufacturers give such recognition. Award will be based on voting by reps of 65 record manufacturers.

At the brunch, Loretta Lynn, MCA country star, will entertain in cooperation with the Country Music Association.

Famous’ WHN-NY C&W Symposium

See Country News

NARM Undertakes Study on ‘Returns’ Prelim Findings At NARM Confab

NEW YORK — NARM, the merchandisers association, has undertaken a study on the “returns” problem, considered by many in the industry to be of crisis proportions.

The alarmed association has retained Fry Consultants to produce a feasibility study, to be summarized, containing what will be referred to as the “NARM membership in a ‘returns’ seminars to be conducted during the upcoming NARM Convention in Las Vegas, Nev. Fry said Monday morning Feb. 27, Hendrick (Rick) Smith, vp of Fry and formerly of McKinsey, Inc., which he said: “The marketing studies for many labels, will report preliminary findings relative to the feasibility of “improving the performance in the area of returns.” Smith will discuss this problem at a seminar, and focus specifically on opportunities for cutting the costs of processing returns, according to Jules Malamud, exec. director of NARM. Malamud has charged from Smith a memorandum—under the tag of “Minimizing Profit Decline & Returns,” outlining the study objectives (see below)

Smith and Alan Harvey, also of Fry, are presently out in the field visiting both large and small merchandisers in order to study their internal operations. They have already done 40 of the 150 member companies of the industry.

The NARM “returns” study is the outgrowth of a NARM board meeting held late last year in New Orleans. At the meeting, the board members of Columbia Records and Lou Simon of Phonogram, both of whom are on the manufacturer’s advisory committee’s planning unit relative to “returns,” endorsed the recommendation of President Malamud, and Malamud, on the prospects of a study.

Smith Memorandum

Following is part of Smith’s memo to the board of study objectives:

briefly stated, the overall objective of the study is to identify at least two or three workable approaches for: (1) reducing the frequency relative to sales and/or purchases, and (2) cutting the costs associated with processing returns.

Reducing the Incidence

There are some obvious steps both record companies and merchants could take that would decrease the frequency of returns—for example, concentrate only on proven artists or obvious hits. Unfortunately, these suggestions would also mean the loss of other sales, and other sales might—indeed, do—produce. Thus, the objective of merchants and record companies is not to achieve “zero returns” but rather to control them by applying those methods where the extra profits on additional sales will more than offset the cost of processing the higher rate of returns likely to be generated in obtaining the new customers.

Accordingly, in the course of the study for NARM, we would want to see the returns rate for that acceptable level as for merchandisers (which may depend to some degree on the merchant’s sales level or the customer mix). In addition, we will evaluate how much merchandisers typically depart from the standard practices and what profit penalty they incur. However, we will direct the bulk of our effort to digging into the data under the code of Mech.

U.S. History

There may no longer be a need to have these plants in each city.

U.S. Anarchy

The whole atmosphere appears to be developing into a situation similar to the one we were confronted with in the post-World War II period. At that time, we recognized state and city boundaries when it came to the sale of phonograph records in their product in America, only to find out that the Government did not recognize the city boundaries. Hence, the record companies opened the door for “transshipping” and what eventually developed into the competitive price situation that now exists in this country.

There was a great deal of discussion on this subject at MIDEM and there was obviously great confusion as to how licensing deals and subpublishing deals would be structured when the contracts expire. “No wonder there were so many attorneys at MIDEM,” someone remarked.

Chevy: MIDEM 7 Is Biggest Yet

NAMM Convention held in the week in January by the National Association of Music Merchants (NARM) will be the biggest so far.

Chic Fed Court Increases Payment Of Infringements

NEW YORK — Judge Edwin A. Robison, Jr., of the U.S. District Court in Chicago, entered on Jan. 24 a judgment for copyright infringement damages against 15 publishers against Gary Spies, the alleged manufacturer of recordings sold under the label “Tape-A-Tape.” The judgment confirms a nonjury decision rendered in December, 1971, because it represents another favorable application of the increased penalties granted under the new law, and is another for mechanical infringements under the 1971 Sound Recording Act. The Chicago Federal Court joined the Connecticut Federal Court in applying the increased penalties to infringements which occurred before the amendment, said the court.

Decision’s Impact

“Unlike the Connecticut actions, where the court applied the minimum statutory damages in the absence of any evidence as to actual loss, the court in this case imposed a statutory award in ‘in Chicago we were able to determine that the sales of the defendant’s records covered by the reproductions for which the defendant was held guilty’ were $20,000, it is only fair to say that the court held that the recovery sanctioned by the new law comprehends an award of profits in addition to the statutory award.”

The court held that the recovery sanctioned by the new law comprehends an award of profits in addition to the statutory award. The court held that the recovery sanctioned by the new law comprehends an award of profits in addition to the statutory award. The court held that the recovery sanctioned by the new law comprehends an award of profits in addition to the statutory award. The court held that the recovery sanctioned by the new law comprehends an award of profits in addition to the statutory award. The court held that the recovery sanctioned by the new law comprehends an award of profits in addition to the statutory award.

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www.americanradiohistory.com
BETTYE SWANN’S NEW SINGLE, “TODAY I STARTED LOVING YOU AGAIN,” IS ON ITS WAY TO A HIT.

Bettye Swann’s new single, “Today I Started Loving You Again” is climbing fast on the national soul and pop charts, as well as on airplay charts throughout the country. IT’S ON ITS WAY, TODAY.

Produced by Rick Hall and Mickey Buckins
NEW YORK — RCA Records has released a new album by film star, John Wayne, and this release is the first of a series of projects planned by Edward Bogart, president of A&R, and Bill Liebert, president of Bertell Productions, Inc., which represent Wayne.

In presenting the album, RCA Records has announced details of its advertising, promo and publicity campaign.

Premio Plan

Bill Keane, director of market development and planning, said the advertising campaign along with this release will reach nearly 125,000,000 Americans through media insertions in Readers Digest, TV Guide, Life (weekend supplement in 51 newspapers) and TV Guide as well as the music trades.

Chappell/Hinde Publishing Ties

NEW YORK — Chappell Music and Toronto-based indie producer, Paul Hinde, have concluded a long-term publishing agreement encompassing the catalogues of Hingst Music (CAPAC) and Ole Colony Music (BMI). The agreement was negotiated in New York by Buddy Robbins, director of professional activities. Hinde is currently negotiating with Canadian Top 100 charts with his company, Penny and the Bop Quartet's "Sweet Plum." The project on the noted arranger Dave Van Ronk hit the airwaves on NBC's "The One." The record, which is available on RCA, has been included in the United States' bicentennial celebration for the bicentennial of the United States bicentennial.

In Canada, Hinde has produced such groups as the John Lennon and Paul McCartney, and the Rolling Stones. The project on the noted arranger Dave Van Ronk hit the airwaves on NBC's "The One." The record, which is available on RCA, has been included in the United States' bicentennial celebration for the bicentennial of the United States bicentennial.

The catalog will be coordinated in Canada by Cyril Dererow, manager of Chappell-Toronto, and Jerry Renuwych.
**Anderle Heads A&M Talent Unit**

Hollywood — David Anderle has been named director of talent development for Atlantic Records, the company he co- created, by Jerry Moss, pres, and wife, Ricki, of Cbs Records.

Anderle, who produced the label through his Willow Productions, will now work in the development and guidance of new and existing A&M talents.

Over the past two and a half years, with Willow, he has been responsible for the production of Etta Coolidge, Marc Benno, Rick Roberts, and Lambert and Nuttycombe. He also produced Scott McKenzie for the oke Records label, and was primarily responsible for bringing the talents of Booker T. Jones and his wife, Priscilla, to A&M. Anderle will continue to produce Miss Coolidge, Benno and Roberts and is currently involved with the new Booker T. and Priscilla album.

**Early Efforts**

A graduate of the University of Southern California in 1962, with a B.A. degree, Anderle first became involved with the recording industry when he joined MGM's Verve Records as West Coast talent director in 1965. At Verve, he was responsible for creating a new label a wide variety of talents including Van Dyke Parks, Danny Hutton, O.C. Smith, and in essence, the invention.

Following his affiliation with A&M, Anderle took over the personal management of Parks and Hutton, and in 1967 began working with Brian Wilson, helping to form and administer the Beach Boys' Brother Records label.

In 1968 Anderle joined Elektra Records as West Coast operations director and eventually became head of A&M in 1970. He and Judy Collins, David Ackles, Delaney and Bonnie, Rhinecorse, and Diane Hildebrand, and the Beach Boys, all faring to that label Ackles, Delaney and Bonnie, Dorothy Morrison and Breed.

Anderle states that he commutes with his new appointment all outside production work will cease except for his production work on a forthcoming Bonnie Bramlett solo album on Columbia.

**ABC/Dunhill Expands In Promo**

**Zimmerman Is Capitol's Top Man In Sales**

Hollywood — Capitol Industries, Inc., has reported net income of $1,262,000, or 41c per share for the second quarter ended Dec. 31, 1972. In the same quarter of the preceding fiscal year, the company's net income was $1,186,000, or 25c per share.

For the first six months of fiscal 1973, Capitol's net income was $2,081,000, or 47c per share, compared to the corresponding period of the previous fiscal year, when net income before extraordinary items was $1,922,000, or 24c per share.

For the six months ended December 31, 1972, the company's net income, after extraordinary items, was $1,569,000, or 37c per share, compared to the net income of $1,359,000, or 31c per share, reported for the corresponding period of the previous fiscal year.

**Menon Statement**

Reviewing the half-year results, Bhaskar Menon, president and chief financial officer, said, "Even though sales in the half-year ended December 31, 1972, were marginally (2%) below the corresponding period of the previous fiscal year, net income before extraordinary items increased by 65%. I am particularly gratified to report that continuous and consistent profit in every division of the corporation has contributed to these encouraging results."

Menon said that although no new album product by the Beatles was released in the first half of the current fiscal year, Capitol "enjoyed notable sales success with a number of other artists, including the Bob, Bloodrock, J. J. Cale, Pink Floyd, Funk Railroad, Jerry Reed, Har- gard, Freddie Hart, Holland-Dozier, Steve Miller, Miller, Buck Owens, Susan Raye, Helen Reddy, Leon Russell, and Traffic. Helen Red- dy's Capitol single, "I Am Woman," was a No. 1 disk last month.

"Capitol Records devoted itself with rewarding success to achieving significant acceptance for several exciting new performers with potentially star-quality," Menon said. "New artists who have already made impres- sive debuts in the national charts dur- ing the last six months are Edward Bear, Flash, San Nee, Vala, and others. The company's "loved the most. It's a matter of record.""

**Beisel Exits Capitol Post**

Hollywood — Marvin Beisel, vice president, sales of Capitol Records, Inc., has resigned his position follow- ing a 17-year tenure with the firm.

"I've thoroughly enjoyed my 17-year tenure as a division manager with Capitol, and am priv-ileged to have been involved in so many special events," Beisel said.

"It's with mixed emotions that I announ- ce my departure from Capitol Records, but I believe it is in the best interest of the company," he added.

Beisel will be taking a position with the Minneapolis region, as regional manager for Capitol Records, Inc.

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**Musicon Shifts; T. Raltsdage Pres**

New York — Richard Talmadge, formerly vp of A&M at Musicon record- ings, has assumed the post of pres- ident of the label, according to Art Talmadge, who leaves this position to head up the label's parent company, T. Rex. Talmadge is currently its chief executive. Richard Talmadge will also serve as exec vp of Tal- mage Productions.

The elder Talmadge said he intends to "steer a course less accounted for in terms of spending" in the future by concentrating on "smart records, the kind of merchandising if product, which he claims is an "impor- tant factor". The record sales in the company, the name of which he did not disclose. These records will be placed in record outlets only, and will have a "higher takeoff" in that specific area. This policy will be introduced in the fall.

Talmadge is also actively engaged in arranging for a Gold Record award for "Neil Young's" new album, "Harvest," which has been awarded to the company's personnel.

**Kilgore Heads Staraday-King Pub Companies**

New York — Fredy Biondo, present to Starday, King, has been named to the position of president of The King Pub- lishing Arm of the Starday-King music com- pany, which has announced the ap- pointment of Fredy Biondo as manager of the Nashville operation of Starday, King, and its affiliates Starday, Laid, Biondo, and Leber and Stoller catalogs.

In addition to handling Starday- King's music publishing, Kilgore will continue to work as both MC and artist for Starday. King, which is booked through the Buddy Lee Agency. He will also continue to record through Starday Records.

Kilgore says, "I will institute an open policy with the artist. My goal at Starday-King is to establish a firm and strong relationship with the artist and its affiliates and I promise, as in the past, never to lie to a writer's material if I cannot get it recorded." 

Kilgore is no stranger to the music business. For the past 10 years, he has had the Shanno-Bentner-owned Desert catalog, a joint venture of King Records, which is most recently the Hank Williams Jr. catalog. Kilgore has also produced a songwriter for hits such as "Ring Of Fire," "A House In The Mountains," "John- ny Reb," and others.

Those interested in submitting ma- terial will be directed to the Starday-King, should see the care of Merle Kilgore to P.O. Box 5184, Nashville, Tenn.
We've Just Sworn In
The Wildest Group In The Country!

their first single - all bullets and stars!
"DON'T TAKE AWAY THE MUSIC"

Produced by JERRY FULLER
For MOONCHILD PRODUCTIONS INC.

Bell #45,315

BELL RECORDS
A Division of Columbia Pictures Industries Inc.
But most of all it is me that has changed
And yet I'm still the same
That's me at the weddings
That's me at the graves
Dressed like the people who once looked so grown-up and brave
I look in the mirror
Through the eyes of the child that was me
Additions To Radio Playlists

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

WABC—NEW YORK
Love Jones—Brighter Side Of Darkness—Jamaica
Blue Ridge Rangers—Fantasy

KXK—ST. LOUIS
Love Me—The Grass Roots—Dundhill
Soul Song—Joe Stampley—Dot
Good Morning Heartache—Diana Ross

Hummingbird—Seals & Crofts—W.B.
Ain't No Woman—Four Tops—Dundhill

WMAK—NASHVILLE
Dueling Banjos—Deliverance—Soundtrack
Dream Me Home—Mac Davis—Columbia
Drumming Man—Mill McReynolds—W.C.A.
Tie A Yellow Ribbon—Dundhill

WLS—CHICAGO
Love Train—O'Jays—Philco
Let Me Be Your Driver—Ella Mae—Wand
Wanna Dance—Bette Midler—Atlantic

WSGN—BIRMINGHAM
Don't Cross The River—America—B.B.
Boo, Boo—Lee Hazlewood—Capitol
Little Willie—The Sweet—Bell
Sail Up—Les Anderson—Vanguard

WOC—COLUMBUS
Names, Tags, Numbers, Labels—The Association—Vanguard
Baby Don't Let Me Be—George—Capitol

WOLY—AKRON
Jesus Is Just Alright—Doo-Wop Brothers
Good Morning Heartache—Diana Ross—Motown
I'm Just A Singer—Moody Blues—Threshold
Break Up To Make Up—Stylistics—Avco

WOCN—CINCINNATI
Do You Wanna Dance—Bette Midler—Atlantic
Hummingbird—Seals & Crofts—W.B.

KILT—HOUSTON
Dred—Don McLean—Uni
Dead Skunk—Loudon Wainwright III—Columbia
Peaceful Easy Feeling—Eagles—Asylum

WOPR—HARTFORD
Peaceful Easy Feeling—Eagles—Asylum
Love Train—O'Jays—Philco

WKQX—DETROIT
Love Train—O'Jays—Philco

WDR—HARTFORD
Dueling Banjos—Deliverance—Soundtrack
One Less You—One Of Us—Glads & thy Brother

WREX—DAYTON
The Cover Of Rolling Stone—Dr. Hook & The Medicine Show—Dot
Wild Flower—Skyline—Capitol

WFBX—INDIANAPOLIS
The Cover Of Rolling Stone—Dr. Hook & The Medicine Show—Dot
Peaceful Easy Feeling—Eagles—Asylum

WEEC—RICHMOND
Bob, Bob, Don't Cha Be Blue—Tommie Don't Da The Water—America—B.B.
Magic Woman Touch—The Hollies—Epic

WFLM—WALTHAM
One Less Set Of Footsteps—Jim Croce—ABC
Ain't No Woman—Four Tops—Dundhill

WNN—NASHVILLE
Hello—Huey Lewis & The News—Capitol

WNEW—NEW YORK
The Cover Of Rolling Stone—Dr. Hook & The Medicine Show—Dot

THE BIG THREE

1. AUBREY—BREAD—ELEKTRA
2. PEACEFUL EASY FEELING—EAGLES—ASYLUM
3. HUMMINGBIRD SEALS & CROFTS—W.B.

RWG Additions

WON—CHICAGO
You Be—Steve Dale—Subbot
Soul Music—Gambles—Garms

I've Been In Love—Smith Connection—Dancing To Your Music—Archie Bell & The Drells

KJII—LOUIS ANGELES
Dueling Banjos—Deliverance—Soundtrack

WVNO—COLUMBUS
No One—Glads & Thy Brother—Dot

WMNI—MINNEAPOLIS
Peaceful Easy Feeling—Eagles—Asylum

WLAV—GRAND RAPIDS
Cool—Arabic—B.B.

WGBK—DURHAM
You—Kenny Rogers—Fame

WBBQ—AUGUSTA
Picnical Wizard/See Me Feel Me—The New Seekers—MG

WROX—ROANOKE
Peaceful Easy Feeling—Eagles—Asylum

WRL—NASHVILLE
Collection Box—Marvin Gaye—Tamla

KZIA—DES MOINES
Love Me—The Grass Roots—Dundhill

KXAN—AUSTIN
I Can See Clearly Now—Lloyd Cole

KRCU—KANSAS CITY
Give Me Your Love—Barbara Mason

WCKY—NORTH TEXAS
Keep On Singing—Jamaica—Jones

KNUE—ST LOUIS
Keep On Singing—Jamaica—Jones

KBOO—SAN DIEGO
Magic Woman Touch—The Hollies—Epic

KX—SAN FRANCISCO
Give Me Your Love—Barbara Mason

KNOE—MONROE
Keep On Singing—Jamaica—Jones

KDNE—SAN ANTONIO
Keep On Singing—Jamaica—Jones

KQED—SAN FRANCISCO
Paint Yourself In The Corner—The Classics—Kwanza

WJZ—BALTIMORE
Peaceful Easy Feeling—Eagles—Asylum

WJUX—ROCHESTER
Magic Woman Touch—The Hollies—Epic

WGRX—BUFFALO
Peaceful Easy Feeling—Eagles—Asylum

WQX—DETROIT
It In The Street—Narcels—Garms

WJAZ—ATLANTIC CITY
It In The Street—Narcels—Garms

KJQ—SEATTLE
Space Boat—David Bowie—RCA

KZOK—PORTLAND
Peaceful Easy Feeling—Eagles—Asylum

KHJ—LOS ANGELES
Dueling Banjos—Deliverance—Soundtrack

KJRC—ST PETERSBURG
Peaceful Easy Feeling—Eagles—Asylum

KXME—ALBUQUERQUE
Peaceful Easy Feeling—Eagles—Asylum

KWJQ—DALLAS
Looking For You—Barbara Mason

KZQ—SAN ANTONIO
Peaceful Easy Feeling—Eagles—Asylum

KROQ—LOS ANGELES
Peaceful Easy Feeling—Eagles—Asylum

Cash Box — February 10, 1973

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Hop Aboard "The Midnight Special"

Following Friday evening's "Tonight Show"
1:00 A.M. Feb 10th.

Your Host

Johnny Rivers

Special Guest Star Wolfman Jack
Albert Hammond
Paul Williams

Johnny Rivers & The L.A. Reggae Band
The Spinners

Steely Dan
Daobie Brothers

ABC-TV Executive Producer Bert Sugarman

www.americanradiohistory.com
CBS-New York Top U.S. FM'er; 'Future Gold' Augments Oldies

NEW YORK — WCBS-FM radio has emerged as the number one FM station in the country with a format of solid hits, according to the station's only six AM stations in the country have larger average audiences.

Several key personnel at the station adopted a format of programming only on a playlist that consisted of million selling hits from 1965 to the present. Currently, the station tunes in approximately 600,000 listeners daily. Monday through Thursday from 7:30 to midnight.

Cash Box spoke with Candy Henry, the station's music director who revealed that the station has worked with a playlist that is available to their air personalities. "At there are so many oldies to choose from, we still allow the jocks to program to their own, but they all work to the Future Gold format."

"In addition to our oldies, we have instituted a new segment called 'Future Gold' which enables us to name some of the current hits," continued Henry. "Our future gold play list currently consists of 15 records — two of which are played every hour. Though the listener reaction to the new format has been quick, we feel it is our duty to make our audiences aware of current releases as well as the oldies."

In checking our own Cash Box charts, we discovered that the there are 10 oldies songs enjoying new success on the singles chart. They are: "Dad's Home," Jermaine Jackson; "Jambalaya," Blue Ridge Rangers; "Do You Wanna Dance," Buddy Miller; "Looking Through The Eyes Of Love," The Osmonds Family; "Face To Face," Chuck Berry; "Smoke Gets In Your Eyes," Blue Hawaii; "Tweedle Dee," The Rolling Stones; "Not My Baby," Merry Clayton; "But I Do," Bobby Vinton; and The New Seekers' version of "Come Softly To Me."

STATION BREAKS:

Richard Kale has been named general manager of KEX effective Feb. 1. Jack Baker, general manager, sales, for CBS-FM has accepted the new post of research and promotion...

Tim Powers is the new director of program development for the ABC owned FM stations according to an announcement from Mike Shaw, Jr.,...Phil Sheridan has been appointed general manager of KXCI in San Francisco.

San Francisco's ABC radio station KSFQ was a setting recently for a near riot. The cause was the station's decision to play Bobbie Gentry's "Drift Away," for 8½ hours straight with breaks only for news and station identification...the cause of the "Drift Away" setting was the station's policy.

As a result of 8½ hours of continuous airplay, the streets were empty, cars were jammed, and the police were called to calm crowds gathering outside the station as well as to check out a report that KSFQ had agreed to air "City Lights," a new play, telephone lines and the APA were jammed.

On Monday morning home phones were ringing with complaints from other stations as well when the record would be released. Bobbie Gentry's debut Decca LP for MCA was shipped on Jan. 14.

On Saturday, February 10, 1973 at 8 FM, WIBG Radio 99 will present the first, Coast to Coast Network Leave Who Radio-thon originating from Warner Brothers Studios in Hollywood, Las Vegas and the Martinique in Philadelphia. This history-making, spectacular 24 hour show will feature such stars as John Wayne, Julie Andrews, Carroll O'Connor, Lou Rawls and Shirley Jones among others and will benefit the Leukemia Society of America. WBIG, the only contemporary station in the country featuring the show in the broadcast, will carry the show direct from the Martinique at 24th & Ponceo Avenue and will present 24 hours of continuous performances by musical artists and well known personalities from the Delaware Valley area. Mayor Rizzo has declared the 24 hour period as Leukemia Day and has also agreed to be an honorary chairman of the event.

The collective efforts of the entire area are needed to make this Radio-Thon a success and everyone is urged to dig deep into their pockets on Saturday, February 10th for the Nation's first Leave Who Radio-thon and their accompanying donations over the air.

Tired of the oldies? Wpix-FM will present a possible cure...the "Newies"...effective on Saturday, January 27, and Tuesday, January 30, from 6 to 8 PM, Wpix-FM presented the "Newies," featuring personalities Al Gee on Saturday nights, and "Dr. Jerry" on Tuesday nights.

Program manager, Neil McIntyre, commenting on the "Newies" said, "More and more stations today have chosen to play the oldies. Thus the audience has less opportunity to hear the current hits and, especially, the oldies are fine for people who want to stay in the past."...those of us interested in the future of music should appreciate the "Newies" on WPIX-FM.

The newest releases of such artists as Helen Reddy, the Stylistics, the Spinners, Bobbie Gentry, Smokey Robinson, and the Isley Brothers were all previewed.

WAIA-FM has programmed an additional half hour in both, symphonie and non-symphonic sound. Stereo 97 will present 30 minutes of "Stereo 97" four-channel music from 2 until 2:30 Sunday music from 2 until 2:30 Saturday afternoon Daily ridge and stereo are able to receive the four-channel broadcasts, but to experience what has been described as "the ultimate in music realism" a quadruplex receiver with four speakers is necessary.

The Valtronics Company, Inc., has been set to distribute the new Valtronics Goldstein synthesized musical series. Announcement was made by Hugh Dough, director of Sales for Valtronics, half-hour hour unit of stereos which is packaged by Vidtronics, Inc., and produced by Hal Tuchin Productions, debuts in mid-January in ten major markets and 100 markets throughout the U.S. Shows which feature such artists as the Lennon Sisters, Jim Nabors, Johnny Mathis, Bobby Gentry and B. Thomas, will be seen locally on KNXX-Channel 2.

Music Fair Buys WORK

NEW YORK — The board of directors of Music Fair Enterprises Inc. has approved the purchase by the station WORK in York, Pennsylvania. The announcement was made by Lee Guber and Shelly Gross, chief executives of WMG. Subject to the approval of the Federal Communications Commission, the station will be purchased for cash from Associated Broadcasters, Inc.

WORK, a 5,000-watt non-directional station by day and 1,000-watt by night, is an NBC affiliate. Built in Philadelphia and New York, the principal business of the company is the operation of five arena theaters in suburbs of New York, Philadelphia, Baltimore and Washington, D.C. and the Deeney Star Theater in Miami Beach, a joint venture with the Deenie Hotel. Music Fair Enterprises is the Westbury Music Fair in Westbury, Long Island.

Music Fair's production of "Lover's Lane," an updated version of "Gentlemen Prefer Blondes" starring Carol Channing, will begin a one-year national tour on February 26.

Management III Inks ABC's Rivera

NEW YORK — Jerry Weintraub and Sid Bernstein of Management III have announced the signing of Geraldine Rivera, 29-year-old award-winning reporter and commentator for WABC-TV's "Eye Witness News" to a music and television production contract.

In addition to working in Rivera on the management of his career, Weintraub and Bernstein also announced that Allen and Rivera have formed a television production company.

Rivera, within the past two years has become one of the most respected and noted television journalists in New York, winning two Associated Press awards for excellence in news reporting, as well as numerous other honors in the field of journalism.
EDWARD BEAR

LAST SONG
is headed for
First Song position on the
Singles Charts!
From the new Album,
EDWARD BEAR

UNITED STATES
Single 3452
Album ST-11157

CANADA
Single 72677
Album ST-6387

Capitol
Picks of the Week

AL GREEN (Hi 2235)
Call Me (Come Back Baby) (3:03) (Jec/Al Green Music, BMI—Mitchell, Green, Jackson)
A latest from Al Green is sure-fire candidate for more gold record honors as it will soon top both pop and R&B charts. Same musical style as “You Ought To Be With Me” will give Green another number one smash. Flip: No info.

THE HOLLIES (Epic 10951)
Magic Woman Touch (3:17) (Branscombe/Famous, BMI—Garth, Watt, Jennings)
This is a magnetic new Hollies spectacular with all the glory of a number one record. From beginning to end, the Hollies seem to captivate their audiences while getting better with each new release. This one will ride to the very top of the national charts. Flip: No info.

DONNA FARO (Dot 1744)
Superman (2:25) (Prima-Donna, BMI—Fara)
It looks as though Donna will make it three in a row via this country flavored tale of “Superman.” Following quickly on the heels of “Happy Girl In The Whole USA,” and “Funny Face,” Donna Fara is out to prove that she’s here to stay. And she’s more than welcome! Flip: No info.

ALBERT HAMMOND (Mums 6015)
If You Gotta Break Another Heart (2:35) (Landers-Roberts/Alpen, ASCAP—Hammond, Hazelwood)
Coming hot on the heels of his million seller, “It Never Rains In Southern California” is Al in a top notch effort and every inch a hit. Again, the super commercial quality of the record is more than obvious, and so too is its potential for another top 10'er. Flip: No info.

LYN COLLINS (People 618)
Mama Feelgood (3:30) (Dyanatone/Belinda/Unichappell, BMI—Brown, Collins)
The writing team of James Brown and Lyn Collins strikes again, but this time around, Lyn’s solo on a tune that guarantees her continued chart success. Record is immediately going to receive heavy airplay in R&B markets, but will also score in pop field as well. Flip: No info.

THE NEW SEEKERS (MGM/Verve 10709)
Pinball Wizard/See Me, Feel Me (3:33) (Black, BMI—Townshend)
From the rock group that contained the New Seekers' version of the now famous Pete Townshend standard. Still riding a chart wave with their “Come Softly To Me,” effort, label feels this new endeavor is top 10 material. Flip: “Come Softly To Me” (2:15) (Cornerstone, BMI—Troxel, Ellis, Christopher)

MARY TRAVERS (Warner Bros. 7675)
Too Many Mondays (3:27) (Screen Gems/Columbia/Summerhill, BMI—Mann, Weis)
From her brand new album entitled “All My Choices” comes this graceful Barry Mann/Cynthia Weil composition guaranteed to put Mary right back in the hit column. Top 40's and MOR's will go on this one immediately as they watch it climb the charts. Flip: No info.

THE ASSOCIATION (MUMS 6016)
Names, Tags, Numbers & Labels (3:25) (Landers—Roberts/Alpen, ASCAP—Hammond, Hazelwood)
The long awaited debut of The Association on their new label is indeed a glorious one. Returning to their “Cherish” and “Everything That Touches You,” the group perform an exciting ballad that is certain to restore them to national prominence. This is the Association at their best. Flip: No info.

DENNIS YOST & CLASSICS IV (MGM South 7012)
Rosanna (2:30) (London/Blue/Cobb)
Masters of the ballad performance, Dennis Yost and company deliver a smooth, powerful follow up to their charter, “What Am I Crying For?” that will carry buoy to new chart heights. Top 40's and MOR's will jump at this one immediately. Flip: No info.

THE BEACH BOYS (Brothers/Reprise 1138)
Sail On Sailor (3:15) (Brother, BMI—Reiley, Kennedy, Almer, Parks)
The Beach Boys “Holland” album gives way to this rockin’ new single that will soon capture a wide top 40 audience. Immediate sales and airplay are in store for this fine outing from these consistent hitmakers. Flip: “Only With You” (2:56) (Wiljaarson, ASCAP—D. Wilson, M. Love)

PAUL WILLIAMS & A&M (A&M 1409)
I Won't Without You (4:20) (Almo, ASCAP—Williams, Nichols)
Known primarily as a songwriter, Williams is determined to gain recognition as a vocalist as well. In sure to do just that with his latest and most commercially pleasing effort to date. Great pop/MOR material that will soon be charted. Flip: No info.

Choice Programming

GENIE BROWN (Dunhill 4340)
Once In The Morning (3:22) (Canopy, ASCAP—J. Webb)

LIEUTENANT PIGEON (London 45-1045)
Desperate Dan (2:45) (Woodward, Fletcher)

BRIAN RICHARDS (Amerat 147)
Feel, Touch & Relate (3:17) (Daje, BMI—Harris

BLINKY (Movest 5033)
T Ain't Nobody's Business If I Do (2:29) (MCA, ASCAP—Grainer, Robbins)

BROWNSVILLE STATION (Big Tree 161)
Let Your Yeah Be Yeah (3:30) (Irving, BMI—J. Cliff)
This one is going to be the record that puts Brownsville Station on the pop map to stay. It takes only one listening to realize that this new single is overwhelming commercially and that some concentrated airplay will break it wide open. Don’t be surprised when this one goes top 10 Flip: “Mister Robert” (4:00) (Big Leaf, ASCAP—Shark)

LOOKING GLASS (Epic 10953)
Rainbow Man (3:30) (Evie/Spruce Run/Chappell, ASCAP—Sweeley)
This long since faded beauty, by one of the nation’s million seller “Brandy,” Looking Glass seems to be headed in the right commercial direction with their newest effort. The story of the “Rainbow Man” will be one that top 40 programmers will want to hear over and over again. Flip: No info.

CHIP TAYLOR (Budath 344)
Londonderry Company (3:31) (Blackwood/Black Road, BMI—Taylor)
Fine singer/songwriter gives it all together with a magnificent display of vocal and production credits. Record shines in its own silky light as Taylor delivers a sensational tune certain to cause quite a stir in pop markets. Give record just one chance, and song will do the rest. Flip: No info.

BLACK OAK ARKANSAS (Atco 45-6829)
Uncle Lishah (3:17) (Marvin/Far Fetched, ASCAP—BOA)
This Black Oak Arkansas track has been getting plenty of heavy airplay in both Top 40 and FM circles, and as a result, it’s been culled from their album. Great rock'n' number possesses much commercial appeal and could turn out to be group’s biggest to date. Flip: No info.

OLIVER (Paramount 0198)
Everybody I Love You (3:07) (Ensigh/Contemporary Mission, BMI—O’Reilly, Rasin)
Bouncy melody complete with a natural hook will give Oliver his first huge hit record in some time. There’ll be no stopping this one once programmers hear it. It’s a winner all the way. Flip: “I Am Reaching” (2:53) (Famous/Starshine, ASCAP—Swoford)

SKIP BATTIN (Signpost 70010)
Ballad Of Dick Clark (2:58) (Bad Boy/Kyo, BMI—Fowley, Battin)
With the nation still more concerned with the post than the present, Skip Battin looks as though he’ll cash in on the nostalgia trend via his ballad to America’s oldest teenager, Dick Clark. Listen for chuck Berry, Fats Domino and the other rock ‘n rollers who are mentioned in the lyrics. Flip: No info.

HOLLY SHERWOOD (Rocky Road 30068)
Yesterday And You (3:08) (Keca, ASCAP—Dressel, Goldman, Arvon)
Fine ballad that is certain to strike a warm note in the hearts of all top 40 and FM audiences, this programer credit with impeccable arrangement will make for a lasting hit. Flip: No info.

Newcomer Picks

FOCUS (Sire 704)
Hocus Pocus (3:18) (Bluq Disque, ASCAP—Akerman, Van Leer)
One of the most exciting groups ever to grace American shores, Focus debuts with a style all their own. Here’s a single that just won’t stop. From their current chart climbing “Moving Waves” album comes a sensational edited version of this track that will make Focus a supergroup. This is a record that must not be overlooked. “Hocus Pocus” will soon become a rock classic. Flip: “Hocus Pocus 11” (3:25) (same credits)

BLOODSTONE (London 45-1046)
Natural High (4:02) (Co-Jukebox, ASCAP—Mc Cormick)
Group debuts with musical style very similar to Stylistics and Chi-Lites. Considering the airplay this disk has been receiving, it shouldn’t be long before “Natural High” is a natural hit. Flip: No info.

UNCLE DOG (MCA 40005)
River Road (3:06) (Uptown, ASCAP—Skinner)
How about something new and fresh? Something you can sing along with or tap your feet to? Well, try “River Road” by Uncle Dog! It’s got a sound as fresh as spring and the record grows on you with each additional listening. This one could become a giant! Flip: No info.

ELIZABETH (Paramount 0197)
Stop Killing Me With Kindness (2:57) (Empty Pockets, ASCAP—Corrigan)
Newcomer Elizabeth debuts with a tune that will capture all audiences with its catchy “MOR and touch of c&w appeal. An extremely well written song that will work as a vehicle for artist’s fine vocal delivery will mark the beginning of a great new career. This is a record to watch. Flip: “Oh Bird” (3:45) (Empty Pockets, ASCAP—Corrigan, Bagy)

CASH BOX/ Singles Reviews

Cash Box — February 10, 1973
Sung by

SHAWN PHILLIPS

Composed by

BURT BACHARACH &

HAL DAVID

The theme from

"LOST HORIZON"

A new single on A&M Records.
List ASCAP Board Nominees

NEW YORK—ASCAP president Stanley Adams has announced, from Mitchell Parish, chairman of the society's writers nominating committee, the list of writer candidates for election to the ASCAP board of directors for a term starting April 1.

In the pop/population category, the incumbent writers were: Stanley Adams, Harold Arlen, Cy Coleman, George Duning, Arthur Hamilton, Gerald Marks, Richard Rodgers, Arthur Schwartz and Ned Washington. In the same category the following writers were nominated: Robert I. Allen, Louis Alter, Alan Bergman, Alvin A. Carmines, Martin Charnin, Betty Comden, Joseph Darrow, Dorothy Fields, Gary Geld, Adolph Green, Albert Hague, Neil Hefti, Donald Kahn, Burton Lane, Carolyn Leigh, Vic Mizzy, Leo Robin, Walter Scharf and Charles Strouse. Nominated to serve as alternates were Walter Bishop, Jay Gorrey, Sammy Fain, Joseph Allan McCarthy and Al Frisch.

Writers nominated for the standard field were: Samuel Barber, Morton Gould and Vincent Persichetti. Also nominated were: Samuel H. Adler, Lukas Foss, Leo Hoby, Benjamin George Lees, Ned Rorem and Peter (Johann) Schickele; with Marvin David Levy, Don De Dirick and Jack Gottlieb as alternates.


The incumbent publishers in the standard field were: Arnold Brudno of Theodore Presser Company; Ernest R. Farmer of Shawnee Press, Inc.; and Stuart Pope of Bosley and Haukes, Inc. Also nominated in this category were: Geoffrey R. Lorenz of Lorenz Publishing Co.; Robert MacWilliams of E. C. Schirmer Music Company, and Jarrell F. McCracken of Word, Incorporated (Sacred Songs Division). Nominated as First Alternate was George H. Shorkey, Jr. of Hope Publishing Company, and John M. Kermochan of Galaxy Music Corporation as Second Alternate.

In addition to Mitchell Parish, the writers nominating committee consisted of: Sammy Cahn, John Cipollino, Jerry Herman, Joseph Meyer and Jule Styne; and the Publishers Nominating Committee was comprised of: Fred E. Ahlert, Jr. and David B. Bechtel, in addition to chairman Leo Talbot.

Linsky Twins

NEW YORK—The Herb Linskayas—he's with RCA Camden—have become the parents of twin boys, Brian and Douglas, born here last week. Both boys weighed in at 7 lbs each.

MULTI-TALENT—Jerry Wexler, executive vice president of Atlantic Records has announced the signing of singer-songwriter-artist James Talley to an exclusive recording contract. Talley's first single, "One Less Child," was released this week.

Highlighting Talley's relationship with Atlantic will be the forthcoming release of an album, "Chicano: The Road To Revolution," to be released in conjunction with his book of the same title to be published by Ridge Press. Both the book and the LP describes Talley's experiences and observations while serving as a social worker in New Mexico. Shown above from left to right are Talley, Jerry Wexler, and Lorimore Burton Jr., manager.

Elia Tribute
In NY In May

NEW YORK—The week of May 16-22 will mean a special tribute to Elia Fitzgerald at the Apollo Theater in Harlem. Many stars are expected to pay tribute to the performer, with funds raised to be used to set up a non-profit scholarship foundation in her name to needy students of the arts. The Elia Fitzgerald Scholarship Foundation was created by Betty Carter, Teddy Powell, Carol Baronadini and Daniel Mison, according to Miss Carter of Bet-Car Productions.

Tormey-Hooke
Formed in NY

NEW YORK—Tim Tormey and Jack Hooke, who for the past 10 years have been with Capitol's Promotion Department, have left the organization to form Tormey-Hooke Productions, Inc., a firm that will specialize in concert production and artist management. They will be located at 330 West 55th Street, Suite 11G in New York City and their phone number is: (212) 767-9767.

West Label's
First Album

HOLLYWOOD—George Clements, president of West Records has announced the first LP release on the label. "Maybe This Time" marks the first album recorded by Vince Valenti, which was produced by Clements. The next LP product in the works is Clements' own, titled after his first single, "Back To You". It will also include his new single, "Morning Love," which he produced and was written by Jimmy Gallina.

Label is a division of Audio Arts, Inc., 3911 Melrose Ave. in Hollywood.

Wauters Deck
On Avalanche

NEW YORK—Joe D'Imperio and Lenny Scheer of Feld Bros. Management have set the release of a new Avalanche single by United Artists' singer/writer Alan Wauters. Wauters is a former member of The Left Bank, who recorded the hit "Walk Away Renee."

The new single, "Fair Weather Friends"/"Saying Goodbye," was produced by John Abbott.
"I especially like 'Names, Tags, Numbers & Labels' by The Association. They're back on the main road with a fine Albert Hammond song, beautifully produced."

That's what Bill Gavin said about The Association's debut on Mums Records. It was his top personal pick. And after just eleven days, it already looks like a smash.

It's on WBIG, Philadelphia; WKBW, Buffalo; KILT, Houston; WRIT, Milwaukee; KOL, Seattle; and KJRB, Spokane. And with all the air play reports pouring in, what would you label it?

On Mums Records
Distributed by Columbia Records
ALOHA FROM HAWAII VIA SATELLITE — Elvis Presley—RCA-VPSX 0899

Why, you might ask, has Elvis Presley been able to sustain these many years as the "king"? The answer is quite simple: take a two-record set like this one that already has advance orders of over 500,000 copies even before the release date. Add to it the fact that Elvis always gives his audience more than a mere 100,000, and the fact that this quad package contains eight new songs never before recorded; it all adds up to one thing—when you're number one, there's a good reason! This new Presley-pak was recorded live at the Honolulu H Eat center on Jan. 24, and it could easily become Presley's biggest selling album to date.

LIFE AND TIMES — Jim Croce—ABC-ABX 769

"You Don't Mess Around With Jim," and "Operator" were just the beginning of a career that will see Croce become recognized as one of the finest contemporary singer/songwriters today. Now, with his new single ("One Less Step Of Footsteps") also included, Croce will take his place in the top 20 charter. Some of the more outstanding tracks, and potential follow-up singles include "Dreamin' Again," "Next Time, This Time," and "Bad Bad Leroy Brown" which sounds very similar to Lloyd Price's "Stagger Lee.

16 GREATEST HITS — Steppenwolf—Dunhill-DX 50135

Now that Steppenwolf is no more, you'll want to have their collection of hits. Having attained seven million selling albums and three gold singles, this collection spans the group's seven year career and includes all of their singles hits as well as their classic FM tracks. The raucous, raging vocals of leader John Kay will always be remembered on such classics as "Born To Be Wild," "Rock Me," "Magic Carpet Ride," and the now classic "Monster." A certain chart album in the weeks to come.

CURTIS MAYFIELD: HIS EARLY YEARS WITH THE IMPRESSIONS—ABC-ABX 780.2

It's no secret that before his solo career rocketed him to the top of the national charts, Curtis Mayfield was the front man for the highly successful Impressions. This two record set contains the greatest hits of that legendary group—and is certain to become a collectors item as well. "Gypsy Woman," "Amen," "Keep On Pushin'," "I'm So Proud," "We're A Winner," "It's All Right," and 14 others span the entire career of The Impressions under Curtis. Definitely a set worth owning.

LET ME TOUCH YOUR MIND — Ike & Tina—United Artists UAS-5660

No act in the business comes close to this kind of excitement (Ruth Buzz's recent stab at it as Tina on the "Carol Burnett Show" notwithstanding). On this one, they tackle quite a few blues and oldies: "Early One Mornin'," "Ain't Had A Baby" (Hank Ballard's controversial hit of the fifties), "Up On The Roof and even a soul try at "Born Free." But our favorite, besides the title tracks, is "Popcorn," which is a new tune. Sounding something like "Shotgun" with modification, it could bring them back to the singles charts in a blaze of glory. Package is designed to resemble a paper fortune-teller.

JERRY JEFF WALKER — Decca DL 7-5384

Jerry Jeff has probably sung the "Mr. Rogers" at least twice as many times as he's ever cared to, but American won't give up asking for it. Walker's first for the label is a very informally produced collection of more recent original tunes and two especially fine contributions by Guy Clark. His "That Old Time Feelings" is the gem of the album, but Jerry's own brand is not to be overlooked either. Recorded live and in the studio in Austin, New York and points between. Ray MacKinnon makes a long awaited return to disk in a supporting role.

THE POWER OF JOE SIMON — Joe Simon—Spring SPR 5703

The power of Joe Simon is awesome. Considering that this new album contains such former hits as "Dreamin' In The Rain," "Power Of Love," and his current chart climber, "Step By Step," this conceivably could be called a greater album than it's delivery is unique in that he makes each song his own. It's soul power comes from Simon at his best, and no doubt another gold out.

COMPOSITE TRUTH — Mandrill — Polydor-PD 5043

With the release of their latest album, "Composite Truth," Mandrill takes another giant musical step forward. They should not be compared to groups like Santana or Malo simply because Mandrill music is more balmy and raw. More driving and spiritual, if you will. The eight tracks on this LP (including their recent single "Fencewalk") represent the advanced stages of a group that takes much time between album releases. Listen closely to "Mandril," "Desert," and "Moroccan Nights." They speak a language all their own.

ALL MY CHOICES — Mary Travers — Warner Brothers — BS 2877

There's a certain magical quality about Mary Travers that just can't help but grow. It's more than her feeling for a song. And much more than her delivery. When she sings, we believe her. There's a delicate touch to her voice that allows her to feel a song like nobody else can. It's obvious from listening to "This Year, There Was No Winter," and "The Half Of It." Mary adds renewed life to Jackson Browne's "Doctor My Eyes," and to John Denver's "Goodbye Again," but the truly beautiful experience comes from listening to "Five Hundred Miles" a tune that Mary Travers owns. All in all, a remarkable album.

DION & THE BELMONTS LIVE AT MADISON SQUARE GARDEN — Warner Bros.—BS 2664

On the night of June 2, 1972, Dion & The Belmonts walked onto the stage at New York's Madison Square Garden to take part in Richard Nader's Rock 'n Roll Revival. It was more than an historic moment for the crowd who gave them a standing ovation and thunderous applause. For Dion & The Belmonts were a supergroup even before the term came into existence. This "Reunion" album is a part of history that we're not likely to forget. "I Wonder Why," "A Teenager In Love," "Where Or When," "No One Knows," and "That's My Desire" represent some of the group's classics, while Dion as a soloist performs "Runaround Sue," "The Wanderer," "Ruby Baby," "Little Diane," and "Drip Drop." We would like nothing more than to see this album gain certification as a gold record. Just for old times' sake. Enjoy.

THE HISTORY OF THE GUESS WHO—Pride PRD 0012

It's the real Guess Who fans who are going to relish this first but in some ways, second entry. In their early days, they were into various styles and songwriters. Neil Young, Mani & Well, Ashford & Simpson. They even released one of the first recordings of the Carpenters' hit, "Hurtin Each Other." "Clock On The Wall" is most likely their current product, but there's fun and a real '60s flavor to their remembrance of past hits like "Tossin' And Turnin'" as well.

DRIFT AWAY — Dobie Gray — Decca — DL 7-5397

It's been many years since we've heard from Dobie Gray, but now he's returned to continue where he left off. And he's certain to do just that with his latest single, "Drift Away" which is the title track of this album. "The Tingling" and "The Most" seems like a natural follow-up single, but the remainder of the album is consistently as strong. Gray mixes the tunes well, weaving from the up tempo "L.A. Lady," to the soulful "We Had It All," a debut credit that can be even more responsible for writing almost all of the songs to Troy Sears and Mentor Williams who were on what has to be described as a truly exceptional album.
Wilson Pickett.
On RCA.
His first single:
“Mr. Magic Man.”
74-0698
OUR RAINBOW SHINES WITH PRIDE...
SHINING FOR ALL TO SEE IN '73.

1. ELTON JOHN MCA-2100
2. DORIS GRAY DL7-3007
3. ATLANTA RHYTHM SECTION BLT-4290
4. JERRY JEFF WALKER DL7-5085
5. JUBLET SANEAS DL7-3251
6. JERRY WALLACE MCA-2071
7. JESS OWENS/DEANNE SULLY DL7-4903
8. WEBB PIERCE DL7-1320
9. ANDY KIM UNI 70214
10. EIGHTH RHYTHM FUNK KAMPION UNI 72642
11. A EUPHONIOUS WAIL KAL-3045
12. A EUPHONIOUS WAIL KAL-3073
13. TRET FUSE UNI 73141
14. TRET FUSE MCA-302
15. STEVE TILSTON MCA-2105
16. STEVE TILSTON MCA-2100

www.americanradiohistory.com
Memorex Markets Iron Oxide Cassette

NEW YORK CITY—Memorex Corporation’s consumer products division, a marketer of quality blank audio tapes, recently announced the introduction of a new Memorex cassette with MX2 oxide—an iron oxide tape cassette format—already used in the company’s professional grade cassette product.

Memorex was one of the first companies to introduce iron oxide tape cassettes to the consumer market. The company has been a leader in the development of iron oxide tape technology and has been recognized for its contributions to the field.

3M Updates Guide On Taping Basics

ST. PAUL, MINN.—One of the most popular guides to quality tape recording has been revised and is available from 3M Company and its dealers.

"Recording Basics" places the entire area of sound recording into a perspective that can be understood even by novice recording enthusiasts.

Single copies of the new "Recording Basics" are available free from 3M Magnetic Products dealers or by writing Department M-3, 3M Building, 3M Plaza, Saint Paul, Minn. 55101-1480

Anthony Broadens Tape Products Range

BROOKLYN — Anthony A. Maniere, president of Anthony’s Stereo Dis- count, announced that the firm will shortly change its corporate name to Andol Audio Products, Inc. to reflect a "broader line of tapes".

M公司将推出"broader line of tapes"，包括空白8-track tapes and 120-minute cassettes.这些产品将被分销商分配到全国的零售商，以扩大公司的市场渗透。

Cash Box / Album Reviews

APPROXIMATELY INFINITE UNIVERSE—Yoko Ono's latest two-record set features some of the best instrumental tracks she's ever had in support. Credit goes here to Elephant's Memory and the Endless Strings and Choir Boys. As if the LP time weren't intriguing enough, there are songs with such monikers as: "I Fell Like Smashing My Face In A Clear Glass Window," "I Was A Bachelor Once In The World," and "What A Mess." This time, she's decided to be lyrical rather than experimental, and the result is lovely.

BARBARA KEITH—Reprise MS 2087

We have a friend who, upon hearing any name vaguely sounding like "Barbara Keith," jumps up, applauds and allows his level of enthusiasm to go completely unchecked for at least. Now her Reprise album is on our turntable, we understand. Completely. Barbara is now much more to us than the pen behind Delanie & Bonnie's "Free The People." Anyone who can convey the countrystyle of "Dallas" or "Buffalo," the rock 'n' gospel excitement of "A Stone's Throw Away" and all stops between earns a quick but lasting place in anyone's heart.

LARK—Linda Lewis—Reprise MS 2120

"And you got a very fine nose/You got flowers in your toes..." The debut of an English sparrow who comes on like a cross between Millie ("The Boy With The PVC Suit"), and Millie. Linda accompanies her angelic voice on piano, guitar, and drums, with a fine band, and that includes "Spring Song," a supreme up, "Gladi Give My Hand," is a bossa nova song with sweet sax, and "My Face," and "A Stone's Throw Away."" It's Nice To Have Something To Believe In" in such a way as to make us take notice, both of the subject of his music and his own varied talents.
Forget your troubles, c'mon get "Happy."

Get "Happy (Love Theme from Lady Sings The Blues)," Bobby Darin's chart climbing new single on Motown Records. Get happy. Watch "The Bobby Darin Show" every Friday night at 10 pm on NBC.

Listen to what's happening at Motown. You'll hear the times change.
Queen City Adds Partner; Sets Expansion

CINCINNATI — Edward Bosken, president of Queen City Album, Inc., confirmed recently that the manufac-

turing firm, announces that Walter W. Thieman, local banking executive, has joined the company as vice-president and treasurer, and that the company has embarked on an expan-
sion program that will more than double its present facilities.

Queen City Album entered into the mastering, plating and pressing of records in 1963. In 1966, the company moved to its present location, 2832 Spring Grove Ave., where it occupies 25,000 square feet. Bosken recently acquired an adjoining building which is being fitted with new automatic 45 record presses, a complete new auto-
matic jacket fabricating line and 8-track tape manufacturing facilities to occupy an additional 15,000 square feet. In addition, the firm is expanding its customer warehous-
ing and drop-shipping facilities.

Last year, Bosken added new automatic LP record presses, a complete coat separation department, new and larger litho presses and computerized typesetting equipment.

Queen City Album has long been one of the major presses and pack-
gers of gospel albums in the nation. Bosken is currently in production on a 14-week order from the top gospel name groups, with release set for early Mar.

MJA 6 Mos. Profits Up

NEW YORK — Marvin Josephson Associates, Inc., recorded sharply higher profits for its six month re-


Marvin Josephson, president of the enter-

tainment and leisure-time or-

iented company, has announced.

For the first half of its 1973 fiscal year, the company increased earnings by 42% to $750,000, compared with net income of $552,700 for the same period last fiscal year.

Earnings per share rose to 75¢ for the six month reporting period, com-

pared with 54¢ for the same period a year earlier. Computations were based on 1,048,100 average shares outstanding in the current period, 1,050-

000 average shares outstanding in the year earlier period.

Revenues increased to $5,725,400 from $5,161,600.

For the three month period ended Dec. 31, revenues were $1,311,000, compared with $281,900, up from $381,900. Earnings per share were 50 cents, compared with 37 cents.

Commenting on the results, Mr. Josephson said: “The six month re-

sults continue to reflect both our abil-

ity to increase our participation in the entertainment fields and the con-

tinued improvement in the industry's earnings.”

“Almo Productions’ success in the expansion of both trends through 1973.”

Chaiken To Almo

HOLLYWOOD—Jules Chaiken, an in-

dependent musical services contractor, has been retained by A&M Records to serve Almo Productions as music supervi-
sor.

Chaiken, a former trumpet player with several big bands, including Stan Kenton's, will handle follow-

through on film projects contracted by Almo Productions. The procedure in-

volved will involve the rough cuts of the films, working with the composers to determine the musical requirements, setting up the recording sessions, hiring musicians, producing the sessions, and then editing the tape onto the soundtracks.

Chaiken's first projects for almo Productions have included the ABC Television Movies of the Week, “Girls of Pleasure,” and “Loki-

mar Productions' ‘Girls of Hunting-

ton.’” He will introduce Chaiken to activities as an independent contractor through his Jules Chaiken Musical Services.

Prior to aligning with A&M on a project-to-project basis, Chaiken han-
dled the music supervision on a number of films and television series, including “Lost Horizon,” and “Flame.” Chaiken has also done extensive work in TV commercials and recording studio ses-

sions. His clients have included Continental and United Air-

lines, National Basketball Association, Florence, Kwik, and in the studios, Herb Alpert and the Tijuana Brass.

Knight Sues GFR Venues

NEW YORK — Terry Knight and GFR Enterprises, Ltd. have filed law-

suit against the United States Con-

tinental Court against the Evansville, Indiana producer of record labels.

The lawsuit was initiated by the Per-

formance of Grand Funk Railroad's "<i>Brick</i>" there and against the Mobile, Alabama Civic Center charging trademark infringement and unfair competition. Each lawsuit has been dam-

ages in the amount of $300,000.

The lawsuits are the first, the audienci-
s on the new Grand Funk Railroad tour which was announced last week.

WB 'Raiders' On Disk Spree

NEW YORK — "The Warner Raid-
er Warner Bros. Music professional staff under the direction of Artie Way-

ne, general professional manager, has obtained 17 recordings in a seven day period. Material from the company's a cappella recordings was chosen by producers on both coasts for Glen Campbell; Blood, Sweat & Tears; and the Miracles; the Everly Bros.; the Lettermen; Ray Price and Jerry Lee Lewis.

"The Warner Raiders' include: Ed Silvers, president; Mel Bly, execu-
tive vice president; Glen Wayne, Wayne, Jr., in Los Angeles; and Henry Marks and Mitchell Fink in New York.

Fink joins WB Music

NEW YORK — Mitchell Fink has joined Warner Bros. Music in New York. He recently returned from Warner Bros. Music in California, where meetings were held with WB president Ed Silvers and Warner Bros. Records president Glen Wayne. His duties were defined to include channeling selected material from the WB catalog to session producers, arrangers and recording artists, acquisition of new talent, and various special promotion activities.

He will work closely with Henry Marks, senior vice president, and in his capacity as managing director of the company's print publica-
tions, will work closely with the latest recently editor of Record World maga-

zine.

Hölden to RCA

NEW YORK—Steve Helden has been appointed writer and photo editor in the information department at RCA Records.

Herk Helman, director of public af-

airs, said the appointment is effective immediately.

Prior to joining RCA Records, Höl-

den was senior art director for the Encyclopedia International, pub-

lished by Grolier. Inc. His work criti-
cism has been published in Rolling Stone and Saturday Review, and his poetry in <i>The New Yorker</i>.

Williams ‘Oscar’ Music Director

HOLLYWOOD—John Williams has been appointed music director of the 46th Annual Academy Awards presentation of the Academy of Motion Picture Arts and Sciences. Williams, who has writ-
ted music for many top films, won his Oscar last year for the musical adaptation of "<i>Fiddler On The Roof</i>.

His other nominations were for "<i>The Reivers</i>, "<i>Goodbye, Mr. Chips</i>" and "<i>Valley Of The Dolls</i>.

Girl For Steins

NEW YORK — Seymour Stein, the music man, and his wife Linda are the parents of a girl, Samantha Lee, born here last week. (1) at Doctor's Hos-

pital. Baby weighed 8 lbs., 11 oz. at birth.

AGAC Members '72 Increase; New Officers

NEW YORK — Membership in the American Guild of Authors, Com-

posers (AGAC) increased to 2500 members in 1972.

This and other matters concerning the association, which assists writers in their dealings with record companies, were revealed at the association's annual meeting here on Jan. 23.

In addition, officers were inaugur-

ated. Ervin Drake was elected presi-

dent; John Green and Ray Evans, as vice presidents; Edward Eliscu, as treasurer; Donald Kahn, as secretary-treasurer; and Leonw, as secretary.

Edward Eliscu, outgoing president, was among those who addressed the meeting. "Important area of AGAC activity," he said, "has been the fight to properly reward the sec-
country, as is that, which they were to write lyrics in English for for-

ign films," he said. "Additionally, the aid of Sten Adams, ASCAP vice presi-

dent; and AGAC member, Ed Cramer, president of Associated Writers and Composers, Inc. of MCA Music and the publisher’s representative, joined AGAC, in helping to get the matter into the hands of the Supreme Court of the United States.

Prior to this, Mr. Eliscu said, "We have expanded the AGAC membership by 500, over 1,000, we held our first meeting in 1971."

The next meeting will be held in the near future, Eliscu said.

"At three meetings of this interna-
tional union, in Los Angeles, New York, and New York, it was declared that there should be fair payment when a lyric writer sells his work anywhere in the world," Eliscu said.

Regrettably," he added, "in spite of the efforts of AGAC, there are many other instances of retained, which has been the subject of the AGAC committee was told by a top SISAC member that it is retaining its plans for the future, are paying for the use of secondary lyrics, and are paying for the<br>© American Radio History
Breaking everywhere!

"Pinball Wizard / See Me, Feel Me"

No. MV-10709
from "TOMMY"

by the new Seekers

Produced by Michael Lloyd
reasons for "off par" performance of the house's strategy. To achieve some of the potential "solutions" we will want to evaluate include, for example:

- Stimulating greater selectivity in record department, focusing on the house's unique strengths.
- Developing procedures for identifying accounts, giving the house a competitive edge in retaining customers.
- Manipulating prices, adding new lines, and improving service to accounts of various types.

To stimulate greater selectivity in record department, focusing on the house's unique strengths, we will want to evaluate the following steps:

- Increasing the house's share of the market by promoting new lines.
- Implementing new policies to reduce costs and improve service.
- Developing new marketing strategies to attract more customers.

Reducing Processing

Concentrated programs, such as those discussed above, may cause some of these merchants to push down returns ratios nearer to "acceptable" levels, because they do not require as much amount of returned merchandise (the related accounting paperwork) as their lower volume counterparts. However, our data indicates that, where processing efficiency is poor, improvements in efficiency can be obtained through independent efforts of rack jobbers in streamlining their handling and accounting procedures.

The new, first step toward cutting costs is to pinpoint the target for cost reduction—i.e., determine how much processing costs are in the process of processing orders. By measuring the cost improvement potential of streamlining a rack's existing system without changing the basic functions (processing requirements) the system now performs. We have found from past experience that a 20 percent potential cost reduction is a reasonable expectation to achieve through changes in the internal systems employed by rack jobbers. Subtracting the possible changes—involving both racks' internal systems and the house's marketing programs—that have been suggested to us for consideration include for example:

- Reducing the number of returns by streamlining return processing that go beyond the scope of the internal systems employed by racks.
- Developing new marketing strategies to attract more customers.

Adding the various improvements to the total would be a substantial amount of money saved by the rack jobber. A detailed listing of merchandise by type on return forms (substituting instead broader product categories)

- Speeding up the returns authorization process to reduce warehouse space requirements.
- Avoiding double handling on some product by reducing orders for returned items that can be recycled or sold as is.
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Gershman VP Of Amer. Song Fest

NEW YORK — Mike Gershman has been named vice president of The Hollywood Bowl Foundation. Gershman, who recently announced the Bowl's 10th year of the Festival of the Decade under the leadership of Bob and Ingrid Brenner, will serve as both the Bowl's director of the annual Grammy Awards and the management of the Festival. Gershman, who has been a prominent figure in the music industry for many years, will be responsible for the Festival's success and revenue, as well as ensuring that the Festival's artistic quality and public relations objectives are met.

Munoa Exits Larry Paige

NEW YORK — Freddie Munoa has left his post as general manager for Larry Page Group of Companies in the United States and Canada. Munoa said his departure is due to policy differences. While he was there he acted in liaison with the Bell and Mortimer labels in the United States, and Capitol Records of Canada for Penny Farthing Records. In England, he was responsible for the running of Pogue Full of Hits through his publishing wing of the Pogue Group.

Prior to joining Page, he operated Frexlyk Entertainment Big Seven Music, was general manager of Columbia's Emilie, and was associated with IBS Management.


NEW YORK—A. H. Prager, executive director and manager of SESAC Inc., has announced the addition of two new employees. Ted Kennedy, the firm's music division, to the post of executive director of the music division. Kennedy replaces Eddie Morgan, who left the firm after more than 12 years with the company. Kennedy joined SESAC in 1972. No future plans have been announced by Morgan, who plans to relocate in Las Vegas, Nevada.

M sideline on Grammy Nominations

NEW YORK—Hester Sinton has been appointed publicity director for Roger & Evie, after serving four years in various facets of the company. She will be coordinating publicity on the various artists signed to the label. Mervo's father, Roger, and Mervo's sister, Mort Sahl, singer Kelly Garrett, Bob Recording the Hot Ad & Mane, come Stone and singer Gail Bore.

wynshaw To New Col Post

NEW YORK—Bruce Lundvall, vice president of marketing for EMI Records, has announced the promotion of David Wynshaw to senior director of national marketing projects. Wynshaw will report directly to Lundvall in the planning and supervision of all special company events, conventions and concerts undertaken by the label. He will supervise television outings and other assigned marketing projects. Wynshaw will continue in his capacity as the label's MOR, C&W and Classical artists.

WEA Names NY Credit Mgr

HOLLYWOOD—Joel Friedman, president of WEA, has appointed George Surdas, Jr., as credit manager of the WEA's New York branch. Surdas will report to Don England, WEA Branch Manager in New York.
On Sunday, January 28, Diana Ross was named 1972's most promising newcomer to films, when the Hollywood Foreign Press awarded her a Golden Globe Award at its 30th annual awards banquet. It was the latest in a long line of honors given her for her acting debut as Billie Holiday in "Lady Sings The Blues."

For a "newcomer," she's rapidly becoming quite a veteran at receiving awards: Cue Magazine has named her "Entertainer of The Year." She won Image Awards for "Best Actress of The Year" and "Entertainer of The Year," and the Golden Apple Award for "New Star of The Year."

Listen to great moments from "Lady Sings The Blues," as well as Diana Ross' stunning vocal interpretations of many Billie Holiday classics on the motion picture soundtrack album.

Listen to what's happening at Motown. You'll hear the times change.
ASCAP To Fete Eubie Blake's 90th Birthday

NEW YORK — Stanley Adams, president of the American Society of Composers, Authors and Publishers, will host a "happy birthday" luncheon for composer and songwriter Eubie Blake to celebrate the 90th birthday of ASCAP writer member Eubie Blake. James Hubert Blake, lyricist and composer of such enduring songs as "I'm Just Wild About Harry," "Memories of You" was born in Baltimore on Feb. 7, 1888—the son of two ex-slaves.

Present will be Blake's longtime collaborator and friend William Bolcom, with whom he wrote the scores for such shows as "Shuffle Along," "Eli," "Romance of逊", "Shuffle Along of 1933" and "Shuffle Along of 1935." Many prominent figures in the world of music and public affairs, including Mayor John Lindsay of New York, will be on hand to attend and it is expected that a number of ASCAP's writers will be present to honor Blake. This Spring, the lives and achievements of Messrs. Blake and Bolcom will be celebrated in a book titled "Reminiscences with Stephen Foster, Eubie Blake and William Bolcom to be issued by Viking.

This is not the first time ASCAP, America's most prestigious performance rights organization, has honored Blake, for the composer and his collaborator were feted.

Getz Birthday Tribute: Award From High School

NEW YORK — Stan Getz was presented with a "Distinguished Alumnus Award" by his alma mater, Ardsley High School (Bronx) at a birthday party given in his honor at the Bowery Grill last Wednesday night (Nov. 31). Getz is currently appearing at the Grill with Yvonne Elliman.

Getz dropped out of high school in the 10th grade to join the Jack Teagarden band, from which he launched his career as a tenor saxophonist, playing and recording with such names as Benny Goodman, Stan Kenton and Lionel Hampton.

On hand to present the award was Irving Firestein, who, as band director, is credited with being the one who taught Getz in his reed class 30 years ago, and recently took him for a jam session to Juilliard. Firestein, who has since retired, brought the James Monroe Jazz Ensemble into the studio last week for an impromptu jam session with Getz.

Bill Kessel, famous first music teacher who encouraged him to concentrate on the saxophone, rather than the bass or banjo which he also played, will also attend.

Zamoiski Moves

BALTIMORE — The Joes. M. Zamoiski Co. has relocated its wholesale record and tape operations to expanded quarters at 9012 Mallard Distribution Center, 8201 Ardwick-Alexwood Road, effective Jan. 29. Telephone number for the new 18,000 square foot building is 737-2472.

ABC/Dunhill Inks Dusty Springfield

HOLLYWOOD — Jay Lasker, president of ABC/Dunhill Records, has signed English pop singer Dusty Springfield to an exclusive recording contract for the United States and Canada. At the same time, Lasker announced that she is recording her first single, "Who Gets Your Love," from her debut album for the label, "Carmen.

She first gained popularity in the United States in 1966 with "I Only Want to Be With You," her first single before the breakup of her musical trio the Springfields. Since then, she has had a collection of hits spanning the decade, from songs like "Walking and Hoping," and "You Don't Have to Say You Love Me" to her more recent "Son of a Preacher Man.

Dusty's first album for ABC Dunhill was produced by Steve Barri, Dennis Lambert and Brian Potter.

Sen. McGee To Address ADL Fete

NEW YORK — U.S. Senator Gale Might, with the ADL, has been presented with the annual luncheon of the Music and Performing Arts Department of the 1973 Anti-Defamation League Appeal and the Music and Performing Arts Division. Senator McGee will be honored at the Waldorf-Astoria Hotel on Monday, Feb. 15, at the Waldorf-Astoria Hotel.

Announcing the Senator's participation, Clive Davis, luncheon chairman, said that it will add "unquestionably" to the tribute to Joe Smith, president of Warner Bros. Records, the guest of honor.

Smith is being presented with the ADL's Lionel Award in recognition of his philanthropic leadership, particularly in helping to develop the musical and cultural activities of ghetto residents.

The Music and Performing Arts Division is participating in the ADL Appeal's special 1973 campaign in observance of the Sixtieth Anniversary of the Anti-Defamation League of B'nai B'rith, a leadership group of American Jews, conducts a nationwide program of community relations and intergroup research and education through 25 regional offices across the United States. Founded in 1913, it is one of the oldest and largest human relations agencies.
A TELEVISION PRODUCTION OF PIERRE COSSETTE COMPANY

15TH ANNUAL GRAMMY AWARDS

CBS

March 3, 10 to 11:30 P.M.
Traffic
Free

John Martyn

SANTA MONICA CIVIC — A recent capacity Civic crowd seemed delighted to welcome back John Martyn, whose
impressive 1974 tour of this area, complete
with the group's new album, was welling to give back a
sizable audience. His current group, the
burnishing third incarnation, is made up of
a "bah humbug!" "Fred Sutra's"
remains the same, the center of con-
dition and the lead singer, one "Bobby
Traffic," appears to be quite at
home with the new line-up. The sheet
music he performed at the Civic is a
true reflection of the involvement of the
voice, which has always been the focal
point of any Martyn performance. His
vocal range is a broad, but never
batty.

Lily Tomlin
Gunhill Road

BITTER END, NYC — We called Lily
tomlin's show Friday evening and feel we have to review the audience first. We met to Mt. Tomlin.
The crowd was a strange blend of politeness and rigidity. Oh, they laughed—how you could help that—but it was the way they laughed that left us with a different and frightening predication. You get the feeling she would have welcomed some honesty-to-
goodness heckling, if only to break the
any outing of reaction. What she got was a crowd of three
women in their own-very-much-privileged appraisal.

As Tomlin was asked for leading questions as Edith Anne—her personal
answer to Eloise—she got silent. Judging by the audience's lack of true warmth, we can't imagine any
one going out well on this particular occasion.

But Lily spoke to them about her unhappiness and then went on with her show. Such is the nature of a true professional and a genuinely home-
individual who feels that speaking her
mind is as important as doing the role. She did it beautifully, and made her a national comedic giant.
The Bitter End, located most of the
biting she had performed some months before at Carnegie Hall, but the audience was a group one who was giving to well back
the show. Her voice filled the room with the cotton of her music, and her appearance
with a bit of male beauty. Her Clear
Mainstream album, sung with the prompting of the sheet
music in front of her, Vaughn
demonstrated an excellent command of the
rockers. Of the new
entries, "Rainy Days and Mondays" was most effective, a stunning inter-
pretation of this popular song. It was
a treat to experience. The
opening was an earthy one, "Saratoga" a
little bit of a "Sidney"
that let the stage hands reach out from all
directions to grasp hers, heads bobbing to the rhythm. A great applaus accompanying her to the exit.

Billy Paul celebrated his Trou-
badour opening by accepting a plati-
num record from "Mr. and Mrs. Jones." Accompanied by a well-
stocked band that overflowed the small stage, his unique voices, high-
pitched and visceral, were easily the
center of attention.

Lily Tomlin

Sarah Vaughn

Billy Paul

TROUBADOUR, L.A. — This club
departed from its usual folk/soft-rock
courtesy to present the lovely Sarah Vaughn, whose charm and grace are there for all to see.

Backed by a three-man band, the first
tuxedos to grace that particular stage in some time, Vaughn
opened and closed with "Tonight."
The lead singer, whose presence was delivered with a line of vocal discipline and subtlety that evoked repeated cries of appreciation, was always appropriate to the mood of the song, but never so performance-oriented.

One of the visual treats in the audience,
which included Dolia O'Leary, the late
Marty's 11-year-old daughter, was
call Ma, whose dance-
ing, smiling reaction expressed the sense of mellow, intense communica-
tion that never disappointed the "Marty and Gingerbread Man,"
which included some inspired hum-
ing over seven leaves, to the delight of the
New Mainstream album, sung with the prompting of the sheet
music in front of her, Vaughn demonstr-
ated an excellent command of the
rockers. Of the new
entries, "Rainy Days and Mondays" was most effective, a stunning inter-
pretation of this popular song. It was
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stocked band that overflowed the small stage, his unique voices, high-
pitched and visceral, were easily the
center of attention.

Loggins & Messina

Albert Hammond

MAX'S KANSAS CITY, NYC — Franci-
ke & Johnny's records, even their
recent "One for the Road" (Elektra),
have demonstrated the group's
talent for interpretation.
Also included in their repertoire are several original tunes, one song from an early Free album and a Roy Orbison tune among others.

Viewing the clip at their
debut, an obvious interpretation. Also included in their repertoire are several original tunes, one song from an early Free album and a Roy Orbison tune among others.

Bobby Womack

WHISKY, L.A. — Bobby Womack
preaches the power of love, but even
more evident in his music is the pow-
er of Womack. A disciple of the late
great Sam Cooke, Womack has worked with an impressive array of
influences. After hearing him on his own, one might almost say it was necessary to work with him.

By Peace, a ten-piece group from Macon, Georgia, Womack pro-
duced a truly remarkable performance. They offered three respectable warm-up
numbers in their heavy brass style, but were transformed by Womack's 
strong, emotional voice. When two of the first Born Rolling Stone
formers play to themselves and allow the audience to listen in; Womack plays to the audience, without which, it seems, his performance would be meaningless.

From the outset, he extols them to clap along, to react in any way that lets him know some-
one is there. Someone was there, no question about it. ("Y'all can applaud if you want," he says. "It makes me feel good.")

A feigned modesty accompanied by
an obvious and thorough enjoyment of the ignited response characterized Bobby Womack's appeal, a self-acknowledged "soul singer." Whether
he is lamenting a lost love or dispelling
advice with a sagacity honed by experience. The basic energy of his performance is a high voltage, with moments such as "Woman's Gotta Have It" and "That's the Way I Feel About Cha" to his notable versions of others, like "Superfly," which was a hit for the Impressions.

Sharing the bill was Eddie F. and Past Company, a five-piece back-up group plus three intergalactic Supremes and the Mavis Stanger and his fine keyboard work.
MORE GOLD—A fifth gold LP for Rare Earth was presented the six-member group during its recent headline engagement at Philharmonic Hall, New York, for a January concert tour that has produced sell-out audiences at every stop. This one was for their "Rare Earth in Concert" LP on the Rare Earth label distributed by Motown, with Motown's Weldon Arthur McDougall making the presentation. (From left) McDougall, group members Gil Bridges, Ray Monette, Pete Hoorebeke, Mark Olson, Ed Galman, Mike Uras.

Higher Earnings Viewed By MJA

CHICAGO—Marvin Josephson Associates, Inc., has increased its earnings projections for its 1973 fiscal year. Ralph Mann, vice vice president, told a meeting of securities analysts here, "The fundamental picture in the entertainment industries is excellent and this, coupled with our ability to increase our share of the business, makes us optimistic that we can produce earnings per share of at least $1.60 in our fiscal year ending June 30," Mann explained. The company had been estimating earnings per share of $1.50. "This would give us a compounded growth rate in earnings in each of the last three years of 33% per cent, which has been our internal goal," Mr. Mann continued.

For the six month period ended Dec 31, MJA's earnings rose 42% to $782,800 from $551,700 for the comparable period a year earlier. Earnings per share were 54c compared with 54c in the first half of fiscal 1972. Revenues rose to $5,725,400 from $5,161,000.

In its 1972 fiscal year, MJA earned $1.91 a share compared with $1.09 a year before. This was based on revenues of $10,687,300 and net income of $1,253,400.

Previn Lyric On 'Tango'

HOLLYWOOD—Dory Previn, a singer-composer-lyricist under contract to United Artists Records as an artist, and to United Artists Music Group as a songwriter, will provide the words to Gato Barbieri's theme music for the much-talked-about United Artists film, "Last Tango In Paris".

Ms. Previn's accomplishments as a lyricist include Academy Award nominations for "Come Saturday Morning" (from "The Stereile Cuckoo"), music by Fred Kurlin, and for "A Second Chance" (theme from "Two For The Seesaw") and "The Paraway Part Of Town" (from "Pepe"), both of which were composed by Andre Previn. Her lyric contributions to films also include the theme for "Valley Of The Dolls," a gold record seller for Dionne Warwick, "You're Going To Hear From Me" from "Inside Daisy Clover" and "Goodbye, Charlie," once described by John Lennon on BBC as his favorite movie song.

Ms. Previn has had four successful albums via United Artists Records—"On My Way To Where," "Mythical Kings And Iguanas," "Reflections In A Mud Puddle," and the recent "Mary C. Brown And The Hollywood Sign".

Southern Library Broadens Scope

NEW YORK — The Southern Library of Recorded Music has been revamped, augmented and updated, reporting Emily Klinger, eastern service and west coast division head Roy Kohl.

Ms. Klinger, who works closely with library clients, has recently returned from London, where she met with Dennis Berry, managing director and founder of the Library. In detailing the considerable changes in the Library, she points to the addition of the Contemporary 9000 Series, which adds an expansive range of contemporary moog, rock, jazz, Spanish, Mexican and a wide variety of international music to the already extensive Library collection. These new additions plus new recordings of Bach, Beethoven, Brahms, Chopin, Mozart, Schubert and Strauss works bring a completely fresh sound to the widely used Library.

Recorded around the world, The Southern Library of Recorded Music supplies mood, theme, background music and sound effects for thousands of projects each year. Library music is heard on TV and radio commercials, documentary and feature films, and in educational and corporate presentations as well.

Darin Chess Match

HOLLYWOOD—Plans have been finalized for the first annual Bobby Darin International Chess Classic to be held in Los Angeles this October, under the auspices of the International Chess Federation (FIDE) and the United States Chess Federation, according to U.S. Chess Federation executive director Edmund Edmondson. Darin has personal interest in Chess.

The Darin Classic will have the biggest prize money to date in a U.S. tournament: $25,000. The Darin Classic will be the first 16-man Grandmaster tournament ever held in the Western Hemisphere.

George Graff Dies; Wrote 'Irish Eyes'

NEW YORK—George Graff, charter member of the American Society of Composers, Authors and Publishers and lyricist of "When Irish Eyes Are Smiling," died at his home in Stroudsburg, Pennsylvania last week (Jan 24) at the age of 86 Graff, who was born in New York City of Dutch and German parents on Aug. 5, 1886, had lived in Stroudsburg for many years and until fairly recently had run the Kol-Ax industrial stove company there. A widower, he is survived by his son and his daughter, Mrs. Rosemary V. McMan of East Stroudsburg, Pa.

Graff, who collaborated on some 400 songs but always considered himself a businessman with a gift for lyrics, joined ASCAP in 1914—two years after his big hit with composer Ernest R. Ball, who also joined ASCAP as a charter member in 1914.

Some of their other joint efforts included "As Long As The World Rolls On,"—their first success—and "To The End of The World With You," "I Love the Name of Mary," "Mother of Pearl" and "Till The Sands of the Desert Grow Cold." Ball died in California in 1937.

In recent years, Graff devoted much of his time and energy to ASCAP's efforts to secure revision and modernization of the copyright laws—an issue still pending before Congress.
RICHIE HAVENS/EYESIGHT TO THE BLIND

FROM THE ODE RECORDS PRESENTATION OF: TOMMY
Cash Box — February 10, 1973

R & B INGREDIENTS—Annette May Thomas, daughter of the well-known gospel singer Brother Joe May, who has been with the Reverend James Cleveland Choir as an accompanist and soloist, is preparing her first album for Gospel Truth, which is distributed by Stax. Annette, booked for a Tonight Show stint, Monday, February 9th, also sings duets with her brother, Charles May, who's written many songs for her and accompanies her on piano. Her current Gospel Truth release is, "I'll Keep My Sunday Warm". The Bar-Kays, who are soon to be seen in the Wattstax film, have earned numerous musical back-up credits serving as the resident Stax rhythm section. Their studio credits include providing rhythm concepts for such artists as Albert King and Isaac Hayes' albums, "Hot Buttered Soul", "Movement", "To Be Continued", and "Shaft". From their involvement with the "Shaft" score came the idea for the Bar-Kays own single, "Son of Shaft". Their new album release is "Do You See What I See", and also judging from their performance in the Wattstax film, the group seems destined to become a Stax super group. The original Bar-Kays were formed in 1966 but all, except two of the original members, were killed in the plane crash which also killed Otis Redding. Of the two survivors, James Alexander has remained with the Bar-Kays and has been instrumental in creating the musical style and showmanship. The other survivor was Ben Cauley, now with the Isaac Hayes Movement. James Alexander, who plays bass guitar and an occasional tuba with the group says that "we're right back in the Otis Redding bag—we're back to our roots, you might say, and happy to be back". Larry Dodson, vocalist, was formerly with the Tempters. Harvey Henderson, sax, came from the Wildcats. Winston Stewart, organ, came from the Brothers Unlimited. Charles Allen on trumpet, Vernon Burch on guitar and Donnelle Haçan, drums, round out the current lineup. And, the Bar-Kays wear costumes that, to say the very least, have to be described as spectacular.

Aretha Franklin, who has a new Atlantic single, "Master Of Eye" is serving as chairman and host for the tribute dinner being held for Ruth Bowen (Queen Booking Corp.) on March 14th. Ruth is being honored for her long and arduous years of endeavor in helping Black artists and a stellar lineup of talent is certain to be on hand to honor Ruth... Plans are underway for a coast-to-coast Latin Music TV program to start sometime in February, and Fania recording artist Joe Bataan is scheduled as master of ceremonies.

JAZZ NOTES—Atlantic Records will release "We're All Together Again For The First Time", featuring the Dave Brubeck Trio plus original member of the Brubeck Quartet, Paul Desmond, as well as Gerry Mulligan. The album marks the first time all three jazz giants have ever recorded together. The Dave Brubeck Trio, including Jack Six on bass and Alan Dawson on drums, Desmond and Mulligan will also appear in the Lincoln Center "Great Performers Series" on February 16th at Philharmonic Hall in NYC. The evening is billed as "Two Generations of Brilliance", and appears with the above-named artists will be the Darius Brubeck Ensemble (with Danny Brubeck on drums) and Chris Brubeck's "New Heavenly Blue Rock Band". "We're All Together Again For The First Time" was recorded live in concert in various cities in Europe last fall, and is slated for release in March.

NEW YORK — Readers who voted in Down Beat magazine's 37th annual poll named Ornette Coleman "Jazzman of the Year." The Columbia recording artist also finished first in the alto sax category, marking his first win in the poll as an instrumentalist, and third, behind Duke Ellington and Charles Mingus, in the readers' choice for top composer. Three Coleman LP's, "Science Fiction" (5), "Sories of America" (15) and "Twins" (21) placed in the Jazz Album of the Year category. The Ornette Coleman Trio placed number 7 in the Jazz Combo category and Coleman also placed sixth in the Violinist section. James Jordan, Coleman's manager, has also announced that Coleman will give lectures and is scheduled for two lectures at Queensborough Community College, Bayville Queens, on Feb. 14th and 16th. The Coleman trio is also slated for a concert, Feb. 18th, in the GCT Theatre.

MARGIE JOSEPH RECEPTIONS—In the past weeks, Atlantic Records has hosted press receptions for their new soul vocalist, Margie Joseph. At the Washington, D.C., reception, music industry personalities and media reps converged at the Watergate Terrace Restaurant. The vocalist performed songs from her new Atlantic album, "Margie Joseph." (Shown above L to R) Max Silverman of Quality Music Stores; Margie Joseph; Larry McKinley (background); Arif Mardin, vice president, Atlantic and Victor O'Givie, Atlantic artists relations.

Ornette Coleman Big Winner In Downbeat Readers' Poll

"LAST TANGO IN PARIS"

From the UNITED ARTIST FILM, LAST TANGO IN PARIS, starring MARLON BRANDO

as featured in the album...."FUEGO"

Exclusively on VAYA

VAYA RECORDS INC.

distributed by FANIA RECORDS, INC./N.Y.C.

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The Dells Off To Europe

Celebrating their twentieth year as a recording and performing group, the Dells are currently making their second tour of Europe. Their itinerary includes stops in Spain, Germany and England. The group will be appearing at a series of one-nighters at NCO clubs as well as other appearances in top clubs throughout the visited countries. The Chess/Janus recording group is scheduled to return toward the end of February. These and original performer are...

Richard Watkins, producer Thoin Bell, working on their next album from February 26 to March 6, followed by an engagement at the Apollo Theatre in New York City from March 7th to 10th.

Round Two is the current Stylies album on Avco Records and "I'm Stone In Love With You" is their latest hit single, both on the charts.

‘Attica’ Receives Dual Honors

The Stylistics ‘73 Sched is Bright

NEW YORK — Popular vocal group the Stylistics are beginning 1973 with a full schedule of personal appearances in major theaters and clubs. The Avco recording artists will also be taking time out to work on their third album.

Dates for the Stylistics are Dio’s, Pensauken, N.J. (January 24-25); LeRoy’s Palace Theatre, Washington, D.C. (February 2-8); Times Square Club, Durham, N.C. (9); South Carolina State College, Orangeburg, S.C. (10); and the Burning Spear, Chicago, Illinois (16-25).

The Stylistics will be in Philadelphia with producer Thoin Bell, working on their next album from February 26 to March 6, followed by an engagement at the Apollo Theatre in New York City from March 7th to 10th.

‘Round Two’ is the current Stylies album on Avco Records and ‘I’m Stone In Love With You’ is their latest hit single, both on the charts.

Richard Watkins, producer of WABC-TV’s “Like It Is” show, smiles modestly as he receives congratulations from friends after winning an Emmy for his provocative ninety minute documentary Attica: The Unanswered Question.” He was also recently cited with Alfred I. duPont — Columbia University Award for the same documentary.

On hand for the occasion from left to right are: Rose A. Brown, President of Ro. Deen Enterprises, public relations/promotions firm; Richard Watkins and Ann Handridge, Assistant Commissioner, Department of Social Welfare, Government of the Virgin Islands.

Memphis — Isaac Hayes is a man you just can’t separate from his music. And as riding high on the success of his Oscar-winning theme from the movie Shaft, he had touched on the excitement of that popular theme song to life during the concert last night.

In the age of the Afro, Hayes is a performer whose distinctive trademark is a clean patalla. Just before he arrived on stage as the final act in a seven-hour concert, it was none other than Jesse Jackson who made the introductions.

Then, two escort motorcycles gawled as they passed noiselessly through the main tunnel of the Los Angeles Coliseum with red lights and sirens in full use. As the audience stood spellbound in anticipation of their "Black Moses," Hayes emerged from his Transportation, climbed to the middle of a small platform at mid-field and met Rev. Jackson on stage.

By this time, the band had begun the highly stylized introduction to that theme song which had sold and made millions while adding a new dimension to the complex array of movie scoring.

With a coy smile and a twinkle in his eye, Jackson slowly lifted a hat that had adorned the now famous bald head. And as the band moved on to a driving climax, Hayes threw off his colorful cape and stood resplendent in Academy Award glory. Adorned in a gold chain vest and metallic orange tights with black and white fur-cuffed boots. Wardrobe-wise, he easily topped all who had preceded him that day.

“Right on, right on," Hayes called back in mellow baritone as he acknowledged the ovation of the crowd. Here stood a true artist who had grown along with the Memphis-based Stax Organization, first as a writer, then as a recording artist and now as a star composer and performer.

By this particular point in the evening, the audience had witnessed the rise of a wide variety of Black music. Still, the response to this veteran songwriter, who had touched the souls of his listeners so many times before, was intense. For they had all memorized those words from "Shaft" long before.

And just as he and his score had helped to effectively make that mythical private eye John Shaft a national hero, Hayes had proved himself equally proficient in reflecting the reality of the universal brother on the street. So when he performed the stirring ballad, "Soulsville,” the symbolic imagery managed to generate pools of understanding...
NEW YORK—SHEL SILVERSTEIN—HE'S THE BALD ONE

It was raining on Shels Silverstein's clean and free-being head the day we got together for a bite and a rap. (No, he really doesn't bite.) According to Shels, rain and bald do not go together well. That's probably the only time he might opt for a full head of hair; but after joking about how much easier it is for him to dry off his top, he didn't seem at all envious. Shels's been to the industry for quite some time, not so much as a recording artist, but as an illustrator. But music in any form hasn't always been his life. He sold his first cartoon to the Crib Diaper Service magazine some years back an art student and worked his way up to one of Playboy's most respected illustrators. From cartoons he got into children's books, thence to full-fledged songwriting. He's got a number of hits under his belt from The Irish Revers' "The Unicorn" onto Johnny Cash's "A Boy Named Sue" and just about everything of that ilk. Shels is a die-hard reader—doing—including their biggest "Sylvia's Mother" and their current "Cover Of Rolling Stone." Shels has recorded before—for Elektra, Atlantic, and RCA. Now, he's got a chart hit with "Blackbird, Freakin' At The Freakers' Ball." A cut from the album, a Dr. Seussian narrative called "Sarah Cynthia Sylvia Stout Would Not Take The Garbage Out" is breaking out of Seattle and looks like a real left-field giant. The thing was charted at KJIR even before it was released.

Shel Silverstein is a man of many talents. The "Sarah" song might well be another "Rubber Duckie"—but the kiddies get a rather uniquely titled B-side for the same money, "Stacy Brown's Got Two." And if they get to the alarm, there's more R-rated goodies for their immemorable pleasure and tee-hee-ing. Columbia finds this an interesting state of affairs, but their minds are open.

Shel's mind opens up at the drop of a suggestion. In a very non-evoporipowing way, he's quite opinionated on many subjects. Having followed the scene around the country (quite literally, having lived since 1955 where it was ever happening at the time of peak excitement), Shels now moored in a house boat in Sausalito, waiting for the next place to happen. Meanwhile, his songs are doing things to people's heads (bald or hirsute) wherever they may be.

Silverstein doesn't believe in reviews on a personal level. He just won't read them. Being faiminded, he feels that if you're going to go up on the highs of favorable press, you also have to sink with slings and arrows of raging fury and discounted from the same quarter. Doesn't believe in the representative form of doing business either. Those who have done Shel's songs have gotten them because Silverstein has visited them with his game himself. Chet Atkins first brought him down to Nashville and showed him around . . . now folks like Loretta Lynn don't regard him as anything but one of the going down there. If he's freaky, he's also earthy, forthright and personally honest. That cuts a lot of mustard with musicians of all persuasions.

Shel is also of the Harry Nilson school of the performing arts—he won't except on record. He's not against a fan club though, should any of our readers be so organizationally inclined. He claims that while he's not complaining about his sex life, to date there is no true example of a Shel Silverstein groupie. Somebody really ought to help him find out. Can't think of anyone who wouldn't be curious to see the result. Robert Adels.

PASSING REMARKS—"Buckle Your Body Down" is not Totie Fields new theme song but rather a song penned by Casey Anderson for the California Highway patrol's that belt campaign. Anderson's singing Greene Mountain Records is: "Where Will I Find A Place To Sleep?" Fanny will have a new single released to coincide with a 13-city concert tour. Record will be from their new LP, produced by Steve Goodman, Commander Cody and His Lost Planet Airmen will play UCLA on Feb. 25 with the Sha Na Na and the Persuasions. It seems Buddah's Belmondo are the white equivalent to the Persuasions. Their new album shows them singing in front of a cigar & candy store. The album is all a cappella, the only band is around one of the store's cigars. The world premiere for the "Wattstax" film was held Sunday at the Ambassador Theatre. Tennessee Ernie Ford will record his first Capitol C & w album in 20 years. Album will be 55th for Ford. Harry Belafonte has been recording some Neil Diamond tunes for his next RCA LP. . . . Drummer (Cont'd on page 42)
HOLLYWOOD—ALUMNUS OF THE GOLDEN WORLD

If you were a seventeen year old whose rambunctious ways were always suspending you from school, you too might wander deliberately down into a recording studio in Detroit's ghetto and play off that energy with a tambleteous. The age gap is no hindrance to Italian American Mike Turner, 29, who has just landed out of the nippy weather his school principal would throw him into.

Some precocious youngsters travel to fantasy worlds to harbor from the sometimes harsh world, but Mike's was "Golden World," a studio where "Agent Orange" is a choir of back-up singers and "Tommy Gun" is a moog. (Mike especially enjoyed getting the "coffee" to corgos and occasional background singing. His next graduation, since this was a kind of school for Mike, earned him a place in a Capitol group called Scorpion, many of whom are now in Dennis Coffey's band. Success was not immediate. Mike's role was that of thatals of blustering cold nights playing cabinets in Detroit union halls.

But, that all soon ended with a shiver, and the next thing Mike recollects is being coaxed by his father to audition for the Detroit company of "Hair." He oblied and, for the first time, won him a burst of applause and a return call. Finally the cast was selected, and although he had been trying out for the flamboyant part of Berger, he at first only got a part in the chorus. He lost the part of Berger to an outrageous guy who pulled his pants down during the reading.

The important thing was that Mike was in the show. The rigorous choreography, which now appealed to his energies, didn't permit him much time to wallover over other things. "Hair" was a vehicle forMike to express how he felt. Mike remembers how strict the choreographer was: "We weren't the June Taylor dancers, in fact we were the remotest thing from them." Campbell found the dancers would just stand around. This resourceful thinking excused him from dancing. It also gave him time to study and understand the role of Berger. About a week before opening, he performed the director's routine for the lead role. The show played in Detroit for seven months during which Mike was signed to Motown Records. That was three years ago.

Last week his first single, "Angel Got A Book," was released on Mowest. Since then, Mike has been a part of Motown's top town group, he had to wait until the time was right. Rare Earth and R. Dean Taylor harbored the way for Mike. His record is fabulously orchestrated and should make waiting three years for success just as easy as for him as it was to win the role of Berger.

Kenny Rogers

RIVIERA, L.AS VEGAS—Kenny Rogers and his gang made their Las Vegas debut last weekend, playing within a casual pop-rock format guaranteed not to unsettle, unduly, the tastes of the patrons who flock to the Vegas clubs. To a good many of these followers this was the first time a group has totally unknown and something to be tolerated until the headline, Paul Fields, came on. As it was, they played an unusually short one-song set, in fact, all songs but one— "The Gambler"—were performed for the first time around. A With affectionately look back to the Beach Boys' "Good Vibrations" at the outset, and an easy segue to Rogers" affecting solo treatment of "Ruby, Don't Take Your Love To Town," the group quietly established themselves as the real persuers in the recording industry. From this Rogers moved on to a Paul Simon medley and assorted other tunes, including the expected "Ruby, Don't Take Your Love To Town," of all it played and sung, it is the most rousing that brought the entire audience to their feet for the entire show which was a little over 90 minutes.

They played their new single, "Frankenstein," which if they haven't already locked in your schedule for the next 3 years, it is a must. Rogers has been playing on the road for three years, and now the time is right. To make the show even more pleasant, they gave away an electric moog. An interesting portion of the show was the note-taking contest between Edgar, and the lead guitarist. They did return for live, and the crowd still wanted more but unfortunately the show had ended. All in all it was a very action-packed night.

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Famous Hosts C&W Symposium
In NY For WHN ‘Transition’

NEW YORK — New York City’s first Country Music Symposium, hosted by Famous Music, was held last Tues. (30) in the Golf & Western building. The purpose of this symposium,” explained Charlie Johnson, director of product planning and development of Famous Music, was “to help WHN make its new transition into country music.”

Johnson, who conceived the idea of a symposium and who put it all together, continued to say, “WHN is the first all country music station in New York City. We, at Famous, thought Tony Martell, president, and our country music experts would help give WHN a greater understanding of the country music field.”

Topics of discussion at this symposium were:
1. Trends in country music.
2. Attitudes of people in country music from the artists’ as well as record companies’ point of view.
3. Merchandising of country music.
4. Gave and discussed concepts of how to present country music to advertisers.
5. The broad scope of the country music market—its appeal to people of all ages, colors and religions in all parts of the country.

WHN SYMPOSIUM—Those in attendance at the WHN Symposium were:
1. Lynn Anderson, national promotion director Epic Records; Dottie West, national record promotion director ABC/Dunhill; Carmen La Rosa, national country recording director Monument Records; Tommy Overstreet, Dot Records recording artist; Carmen La Rosa, director of Decca Music Corp.; Tom McEntee, national country promotion director ABC/Dunhill.

6. The ways the different record companies can cooperate with WHN.
7. How country music artists can help to promote the station on and off the air.

Participating in this symposium from Famous Music besides Johnson were: Tony Martell, president; Carmen La Rosa, director of sales; Andy Niele, director of marketing; Larry Butter, senior director of promotion; Dot Records, and Tommy Overstreet.

Johnson concluded by saying that: “Most of the record company representatives flew to New York to attend this symposium from Nashville, which is the current home of country music.”

Coca Cola’s Country Sunshine Girl—Dottie West is reported to be the first country singer to be heard on a national TV commercial. And when she’s singing about “Country Sunshine” on the side while she was in elementary and high school. The same bits and pieces of work provided the needed cash for the college tuition at Tennessee Tech in Cookeville where she was a music major.

Slowly building an entertainment reputation based on night club work, she eventually began the music industry in Nashville and signed an exclusive writing contract with Tree Publishing Company. Then she became a regular on the Grand Ole Opry. Everything Dottie aimed for began to fall into place. As a songwriter she began to reap success from her efforts. “Here Comes My Baby” which Dottie recorded as did Perry Como and 51 other artists, brought her a 1964 Grammy for the best female performance of the year. She was the first female artist to ever receive the Grammy Award.

“Here Comes My Baby” has been joined by “It’s Me This” and “Didn’t I” and “Would You Hold It Against Me” for BMI Awards. Dottie has also written all of the Coke commercials and is co-writer for the “Country Girl”.

Being first form being to be Dottie’s “thing”. On a recent European tour she was the first American artist in any field to appear on Dutch TV before a live audience. Dottie has also been nominated by the Country Music Festival in Great Britain in the top five in two categories, as top female artist of the year and top country entertainer.

Starting the new year as RCA’s Artist Of The Month, Dottie’s current album is titled “The Best Of Dottie West”, with her current hot chart climbing single being “If I Were With You” which was produced by RCA Executive producer Jerry Bradley.

Exclusive booking for Dottie West and her “Cross Country Band” is by Moeller Talent.

Lynn Anderson says, “Keep Me In Mind.” Ivory Joe, who intends to concentrate wholly on Country Music recently worked the Grand Ole Opry where he received an outstanding reception and is slated to do a number of TV shows that originate from Nashville. The Texan Troubadour, Ernest Tubb, stood tall in the spotlight on stage of The Grand Ole Opry Building in Nashville Saturday night and Sunday morning when he was feted by a party marking his 30th year as an Opry member. Tubb, a member of the Opry, presented highlights of Tubb’s illustrious career along with a plaque and a check for $50,000 and many outstanding attributes. Tubb, a man of stature, is known for his recordings “Walking The Floor Over You,”“If You Leave Me Now,” “Walking The Floor Over You,” plus many others.

Country Roundup

CashBox

Country Music Report
Roy Clark is one of the friendliest, most familiar faces on TV, lately. 37,000,000 people watch him co-host "Hee Haw" every week. The rest of the country is seeing him do guest appearances on "The Johnny Carson Show", "The Merv Griffin Show", "The Mike Douglas Show", "The Flip Wilson Show", and "Love American Style". No one can blend song, instrumental skill, and humor, like Roy. He's master of the guitar, the banjo, and one of the country's favorite voices.

Roy's romantic side is spotlighted in his latest single, "Come Live With Me". It's a musical marriage proposal. And it takes one listen to hear that this memorable tune with beautiful lyrics has all the makings of a big, big hit. A forever hit. "Come Live With Me", can only mean one thing: You're going to be hearing and seeing even more of Roy!

"Come Live With Me"
DOA-17449

Distributed by Famous Music Corporation
A Gulf + Western Company
## Top Country Albums

<table>
<thead>
<tr>
<th>Rank</th>
<th>Album Title</th>
<th>Artist</th>
<th>Label</th>
<th>Year</th>
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<tbody>
<tr>
<td>1</td>
<td><em>It's Not Love (But It's Not Bad)</em></td>
<td>Merle Haggard</td>
<td>Capitol</td>
<td>1962</td>
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<tr>
<td>2</td>
<td><em>My Man</em></td>
<td>Tony Joe White</td>
<td>Epic</td>
<td>1970</td>
</tr>
<tr>
<td>3</td>
<td><em>This Much A Man</em></td>
<td>Marty Robbins</td>
<td>Decca</td>
<td>1962</td>
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<tr>
<td>4</td>
<td><em>Glen Travis Campbell</em></td>
<td>Glen Campbell</td>
<td>Capitol</td>
<td>1968</td>
</tr>
<tr>
<td>5</td>
<td><em>Picture of Me Without You</em></td>
<td>George Jones</td>
<td>Epic</td>
<td>1962</td>
</tr>
<tr>
<td>6</td>
<td><em>Borrowed Angel</em></td>
<td>Mel Street</td>
<td>Roulette</td>
<td>1970</td>
</tr>
<tr>
<td>7</td>
<td><em>Incomparable</em></td>
<td>Larry Flick</td>
<td>RCA Victor</td>
<td>1965</td>
</tr>
<tr>
<td>8</td>
<td><em>Got All the Love Over You</em></td>
<td>Roy Orbison</td>
<td>United Artists</td>
<td>1964</td>
</tr>
<tr>
<td>9</td>
<td><em>Don't She Look Good</em></td>
<td>Ron Hankins</td>
<td>Columbia</td>
<td>1963</td>
</tr>
<tr>
<td>10</td>
<td><em>Lynn Anderson's Unbroken Jesus</em></td>
<td>Lynn Anderson</td>
<td>Epic</td>
<td>1964</td>
</tr>
<tr>
<td>11</td>
<td><em>My Earl Scruggs Live at Roy Orbison's Auditorium</em></td>
<td>Earl Scruggs</td>
<td>Capitol</td>
<td>1966</td>
</tr>
</tbody>
</table>

## Country LP Reviews

**MEL TILLIS AND THE STATESIDEERS ON STAGE**

**MGM SE-488**

Recorded live at the Birmingham Municipal Auditorium, this album is a dynamite because you can sense Mel's devotion to the songs and his love of live performances. The medley which highlights "Just A Friend Of A Foil", "Glory, Glory Hallelujah" and a few others are nicely blended. The humor and the warmth of this album will, if you aren't already, make a Mel Tillis fan out of you. Some cuts are: "Welcome To My World", "Neon Rose" and "Brand New Mister Me."

**CONNY VAN DYKE—Barnaby BR-15005**

Conny Van Dyke sings her way into our hearts with this very hearty package. Sounding a little like so many other great country female singers, she does however add her own warmth and charm. Conny's single, "I'll Take The Kids" is included in the album and some other outstanding cuts are: "I Just Don't Feel At Home" (in Your Arms Anymore), "The Cellar Of My Mind", "Whisper My Name".

**TRUE TRUE LOVIN'**—Ferlin Husky—AXC 776

Ferlin's initial album offering on ABC has the potential to go all the way. His just released single of the same title as the album is included as the first cut on side 1. Some very good tunes on the album are: "She's Got Her Own" "Legend In My Time", "It Keeps Right On A-Hurtin" and "My Special Angel". It may well awhile before it begins to happen, but when it starts it will be big.

**BILLY WALKER'S ALL THE GREATEST HITS**—Billy Walker—MGM SE-4887

Billy Walker's latest offering is self-explanatory. Although people may not think that they are all his greatest hits they will however be satisfactioned the package is extremely delightful to listen to and over and over again. It should gain immediate attention from programmers and listeners alike thus making the album a sure fire hit. Some offerings are: "Charlie's Shoes", "My Mind Hangs On To You" and eight others.

**DO YOU KNOW WHAT IT'S LIKE TO BE LONESOME?**—Jerry Wallace—MCA 301

An interesting angle of this new Jerry Wallace album is that Wallace has decided to record songs by some of his very favorite writers rather than recording pop or well known country songs. On these selections especially, he excels. All the warmth and sincerity he possesses is beautifully delivered through his interpretations of "Sound Of Goodbye", "Until You", and "Where Did He Come From". All in all, a very warm and honest effort from one of Nashville's best performers.

**GREAT HITS FROM 2 DECADES**—Tompall & The Glaser Brothers—MGM SE-4888

This great hits album from 2 decades is actually a selection of their best songs that they recorded on MGM since 1966. They do all of the songs exceptionally well but they do stand out superbly on Paul Simon's "Homeless*, "Homeward Bound* and Kris Kristofferson's "Why Me Make It Through The Night". Also included are: "Woman, Woman", "Proud Mary" and seven others.

**WHISKEY RIVER/THAT STANDS THE GLASS**—Johnny Bush—RCA LSP 4817

This package marks Johnny's debut on RCA records. It is evident that it shall not be his last. Some entertainers rely on voice, style, flair or a different presentation but Johnny has them all and he uses them with great success. Some tunes which stood out are, "There Stands The Glass", "Whisky River", and "This Has Got To Last".

## Rice Acquires Bare Masters

**NASHVILLE**—In a major move to bring Rice Records into national prominence, the label has announced the purchase of all Bobby Bare master recordings that the star performer recorded for Mercury Records. The transaction was handled by E. Jimmie Key, president of Rice, and Jim Steinburg, president of Mercury. The purchase price was not announced.

The purchase included all recordings made by Bobby Bare over the two years prior to March 1966. Alas, a member of the Mercury roster, many of the sides have never been released previously. Among Bare's biggest singles included is, "Come Sundown," "Sylvia's Mother," "Don't Tell Me How The Story Ends" and "That's How I Go To Memphis."

## Jean Shepard Inks Contract With UA

**NASHVILLE**—Jean Shepard, who has been the one of Capitol Records' top female country artists for more than twenty years, has just signed a new recording contract with United Artists' label. Larry Butler will continue to produce her sessions.

Some of Jean's earliest hits include, "Satisfied Mind," "A Dear John Letter," and the sequel to it, "Forgive Me, John." Through the years Jean has recorded fourteen albums and ten of them are still available in the record shops, which is evidence of the loyalty of her fans. Since 1965 Jean Shepard has been a regular cast member of the Grand Ole Opry, where she remains one of its most popular songstresses.
Picks of the Week

ROY CLARK (Dot DOA—17449)
Come Live With Me (2:54) (House of Bryant, BMI—Boudreaux, F. Bryant)

Chick Inspector (That's broken) (2) (Capitol P-3541) (2:10) (Duchess, BMI—R. Stilwell)

George's new tune is bound to captivate his already immense following and in the final analysis gain him quite a few more. The song is all about a universally loved and although it has been covered before in different themes, George adds a new twist. The smooth vocals and the touching lyrical line will give this tune immediate airplay. Flip: She's Mine (2:30) (Glad, BMI—J. Ripley, G. Jones).

GEORGE JONES (RCA 74-0878)
I Can Still See Her In Your Eyes (2:42) (Glad, BMI—B. Mack)

George's new tune is bound to captivate his already immense following and in the final analysis gain him quite a few more. The song is all about a universally loved and although it has been covered before in different themes, George adds a new twist. The smooth vocals and the touching lyrical line will give this tune immediate airplay. Flip: I'm Not Playing Games (2:38) (Vector, BMI—J. Hubbard).

JERRY REED (RCA 74-0867)
You Took All The Ramblin' Out Of Me (2:13) (Vector, BMI—J. Hubbard)

Dynamite! Jerry's new single will in all probabilities be as big as "Amos Moses" and "When You Hit." A funky country rocker that will have you bopping your head and stomping your feet. Can only create a renewed REED-tis not only on the country scene but the pop/MOR stations as well. Flip: "I'm Not Playing Games" (2:38) (Vector, BMI—J. Hubbard).

WYNN STEWART (RCA 74-0891)
Search Through The Ashes (2:10) (Glad, BMI—R. "Bozo" Dannel)

Wynn's new disk is sure to win vast listening reaction. A teary type of a tune it involves a guy who left what he loved to find something better only to come to the full realization that it was a mistake and now he's hoping to find an ash that might rekindle the old feeling. A definite top-ten tune. Flip: "Everything Needs A Little Woman's Touch" (2:14) (Return, BMI—R. Culpepper).

JEANNIE C. RILEY (MGM—14495)
When Love Has Gone Away (3:16) (Dunbar, BMI—B. Johnston)

A powerful new offering from Jeannie that can go all the way . . . possibly even further than 'Harper Valley PTA'. Vocal and musical backup serve up a superb mixture of husband-wife separation and heartbreak as Jeannie pours on the pathos of memories dashed. Should definitely gain super attention on country, MOR and quite possibly pop stations and charts. Flip: no info. available.

BILLY "CRASH" CRADDOCK (ABC—13349)
Don't Be Angry (2:47) (Acuff Rose, BMI—W. Jackson)

A touching ballad of a relationship that started as a joke but has become a warm, wonderful marriage. Pulled from Billy's new album "Two Sides Of". The smooth vocals and lyrics are sure to make this tune a hit as it once was, for Stonewall Jackson several years back. Flip: no info. available.

BILL ANDERSON (MCA—40004)
If You Can Live With It (I Can Live Without It) (2:30) (Stallion, BMI—B. Anderson)

Bill's new song deals with a split-up between husband and wife. She has fallen in love with someone new and he wants to know how her husband will take it. As usual Bill's voice and the melody are sure to make this song a standard for his following, and should demand strong chart and airplay activity. Flip: (All Together Now) Let's Fall Apart (2:20) (Chess, ASCAP—J. Koonse).

JOHNNY PAYCHECK (Epic 5-10947)
Something About You I Love (2:35) (Jack & Bill, ASCAP—J. Foster—B. Rice)

A block-buster tune from Johnny as only he could sing it thus instantly creating immediate airplay on both country and MOR stations. The best description anyone could give this song is their own feelings, which at times are confusing, toward the person they love and want. A very fine orchestration adds that extra magic touch that separates an outstanding song from a mediocre one. Flip: no info. available.

JACK BLANCHARD & MISTY MORGAN (Mega 615-0101)
A Handful Of Dimes (2:28) (Birdwalk, BMI—J. Blanchard)

Jack and Misty, a smooth vocal "marriage", team up for what will surely arrive on the country scene as a definite hit. This tune about a telephone call showing much more than a "Handful Of Dimes" for this film duet. If by any chance it does cross-over to MOR it can surely be a hit there also. Flip: no info. available.

LIZ ANDERSON (Epic 5-10952)
Time To Love Again (2:10) (Duchess, BMI—H. Cornelius)

A fantastic country rocker with a contagious beat. Liz's dynamic vocals and the toe-tapping music are sure to make this a big hit not only on the country scene but also possibly in the MOR/pop arena. The song revolves around a broken heart that finally realizes it must take another chance on love. Flip: no info. available.

DICK CURLESS (Capitol P-3541)

A dynamic funky country rocker is the new offering from Dick. A beautiful combination of vocals and music can only lead to a possible top-ten song on the country charts. The title of the tune really explains what the song is all about. Flip: Travin' Light (2:32) (Acoustic, BMI—G. Paxton).
Bob Montgomery, who joined Chappell in 1970 and became appointed managing director of Chappell & Co., London, has announced his resignation effective on January 15th 1978. The appointment was announced by Georges Mayerstein, Managing Director of the company, which is a major player in the music publishing and Steve Gottlieb, chairman of PolyGram Leisure Ltd.

Chappell's new Canadian executive is former Canada Drummer Ginger Baker, who heads the company's operations in Canada and the U.S. Baker was the original drummer with the band Cream, and has been a major influence in the rock music world. He has now joined Chappell as the company's new Managing Director in Canada.

Other appointments include: Allan, who has been transferred to Chappell-New Zealand, has just returned from MIDEM with News of the publishing company. The personable frontman, Nick Frewer, will be responsible for the company's international operations.

Columbia making a lot of noise with their new album, "Night of the Living Dead," which has gained a foothold in several major markets. The group is fronted by former Frankley Hart, who also plays piano and acoustic guitar. Other members are Ray Bryan, who penned most of the material on the set. Brian Edwards and Andy Gallant has been booked on the tour. The single "Don't Know Why". Columbia pulled a switch from the usual and brought in Andy Gallant, who was the lead singer of the Canadian band (M) and, under the guidance of A&M's A&R chief, John Williams, taped an album, released under their own name "Best of All," which was released in Canada. Columbia looks good with Dick Damron's "Going Home To The Country," "Lonely Woman" by Steve Ellis, "Orv Proebst's Judgement Day Express," and "Old Era Girl" by Dallas Harris.

A&M's latest Sound album, "The Beginning," was given a red carpet treatment, with the band members presenting the best press receptions seen in the city for some time. A&M's national sales manager, Steve Ellis, said that the band was "a great band at the North Star Inn with producer Jimmy Ellis (on drums) and his arrangers, Bob McMillan and Neil 

Robert Allan, owner of Island Records, which includes the Grundy Corporation, was awarded the silver Bock Ortophonic, "Louie Louie/The Kingsmen and many others. The RCA catalogue for contest single with the single release of "Hello Hurry" by Alice Cooper. The music is for A&M, which is part of Roverson's, whose worldwide rights are managed by Tavemiere Publishing Corporation.

RCA did a big promo number on George Hamilton IV's "Heaven Must Go To Serve". Hamilton, who has great Country roots, contains all its typical compositions. Most requested is "Dickty's Angel," written by Nick and Sandy Brown, perhaps Hamilton's next single.

Kenton Te Euro

Hollywood - Stan Kenton, who is recovering from his four-month recuperation period following his accident, has been admitted to the group to Europe Jan. 25.

According to Manager Dennis Jutzi, "Kenton was in Switzerland, Holland and Italy, returning to New York about 1:30 a.m. on Monday. He has been picked up at the airport by Ralph Kalamick, who, with the band, will be performing in Canada."

Kenton is scheduled to headline at Europe's first big jazz festival, scheduled to begin in May.

Japanese 'Love Sounds' Winners

Tokyo - The first and second prizes of the "Love Sounds Song Festival" have been awarded.

The first prize of 300,000 yen went to "Kohito no Tode Ode" (Lover, Come Flying To Me). Lyrics: Nasako Komuro, Music: Michio Yamanaka.

The second prize of 50,000 yen went to "Sayonara no Uta" (Say Goodbye). Lyrics: Haruko Ami, Music: Shoko Kawanishi.

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More Photos From MIDEM 7

ATV Music Rep Deal With Transaction

CANNES — ATV Music Ltd. of England has joined Midland Fields Transaction Music Ltd. group for the purpose of acquisition of American repertoire for the U.S. This makes a total of five U.S. publishers and labels in five major territories represented by the American firm. They also include Edition Intro (Peter Michel) for Germany, Sweden Music (Sig Anderson) for Scandinavia, the Victor Co. of Japan, and Festival for Australia. Miss Fields refers to her operation as a "sort of an international one-stop."

Mogull Rep Deals Re: Cymande

CANNES — While attending this year's MIDEM, Ivan Mogull acquired sub-publishing rights for all songs in the hit Janus LP, "Cymande," which is currently climbing the charts in the U.S. Also a single from the LP is high on the American charts, "The Message."

Mogull has the rights for Germany, Austria, Switzerland, France, Benelux, Spain, and Portugal. He also has placed this master and the group with RCA-France through Marc Etoga, where the album will be released at the end of February.

He has also placed it with Enrique Garcia of Discos Columbia, Spain. It will be released in Spain the same time. The album is also being released by Diseco in the Benelux territories and by Phonogram in Germany, Austria, and Switzerland. The album was produced by England's John Schroeder who negotiated with Mogull for both publishing and recording rights.

Satri Deals

CANNES — Henry Hadaway of Satri Records attended his first MIDEM this year, and is delighted with the results. He started Satri a year ago, and also runs an agency and publishing company, Satri and Terrill. As well as the Satri label he has Splash for general product and Topic for reggae and is in the process of starting a new January label. Deals done at MIDEM include one with Tonito Sweden for all Scandinavian territories and a three year catalogue deal with Sofia of Italy.

Chappell Holds Meet At MIDEM

CANNES — Chappell Music had a large international gathering at MIDEM with representatives from all over the world and it held an international conference presided over by newly appointed managing director Bob Montgomery. Michel LeGrand paid a visit to the Chappell stand, with whom he has just signed a new contract and French singing star Charles Aznavour also put in a personal appearance.

Sweden Music Renews, Adds

CANNES — Besides having meetings with parent companies at MIDEM, Sweden Music also negotiated a renewal of their catalog deals with Laxwine Marquee Music and made a new deal for Scandinavia including Finland and Iceland with John Nice of Valentine Music Group. On the records side, they negotiated deals for the placing of masters of Bjorn & Benny all over the world including Playboy Records for the States.

Intersong Ties

CANNES — At MIDEM, Intersong renewed its agreement with the Chappell Co. of Sweden and Adrian Rudge also finalized the deal for the publishing of Bruce Springsteen whose album "Greetings From Ashbury Park N.J." has sold with copies in America. Releases on CBS in the U.K.

20th Via Pye

CANNES — Russ Regan of 20th Century and Louis Benjamin of Pye Records negotiated one of Columbia's most important deals at MIDEM whereby all 20th Century product will be distributed throughout the U.K. on Pye. Deal was clinched at 9 a.m. on Saturday (20).

CBS-Sony Sales

TOKYO — Norio Ohga, president of CBS-Sony, has unveiled the sales result of the 5th term and the projections for the 6th term.

"Total sales of the 5th term (Feb. 21, 1972 to Feb. 20, 1973)" Ohga said, "are expected to exceed by 10% the target of 12,400,000,000 yen ($1,135,343). The sales target of the 6th term (Feb. 21, 1973 to Feb. 20, 1974) is projected at 10,000,000,000 yen."

GOLDEN MOMENT AT MIDEM: Frank Davies of Daffoldil Records of Canada presented Luis Vitall and Luis Calvo of Hispanovox of Spain with gold albums at the recent MIDEM meet for Canadian sales in excess of 90,000 for Waldo de Los Rios' "Mozart in the 20's" and "Symphonies in the 20's."

Cash Box — February 10, 1973
### CashBox International Best Sellers

#### Great Britain

**TW LW**
1. Blockbuster—Sweet—RCA—Chinachip/Rak
2. Jean Genie—David Bowie—RCA—Titans/Crystal
3. Long Hair/Lover From Liverpool—Jimmy Osmond—MGM—KPM/Budd
4. You’re So Vain—Carly Simon—Elektra—Easy
5. Ball Park Incident—Wizard—Harvest—Wood/Carlin
6. Hi Hi Hi—Wings—Apple—Northern Songs
7. Wishing Well—Face—Island/Lee/Keeps Cottage
8. Do You Wanna Touch Me (Oh Yeah)—Glory Glitter—Bell—Leeds
9. I Don’t Know Me By Now—Harold Melvin & The Blue Notes—CBS—Gamble Huff/Carlin
10. All Over My Mind—Elvis Presley—RCA—London Tree
13. Can’t Keep It In—Cat Stevens—Island—Freshwater
14. Big Seven—Judge Dread—Big Shot—Bush
15. Me & Mrs. Jones—Billy Paul—Epic—Gamble Huff/Carlin
19. Part Of The Union—Strawbs—A&M—Hawtiana
20. Desperate Dan—Lieutenant Pigeon—Decem—Makepiece

**TOP TWENTY LP’S**
- Slade—Slade—Polydor
- Back To Front—Gilbert O’Sullivan—MAM
- Greatest Hits—Simon & Garfunkel—CBS
- No Secrets—Carly Simon—Elektra
- Catch Bull At Four—Cat Stevens—Island
- Ziggy Stardust—David Bowie—RCA
- Never A Bull Moment—Rod Stewart—Mercury
- Portrait Of Donny—Donny Osmond—MGM
- Made In Japan—Deep Purple—Purple
- Seventh Sojourn—Moody Blues—Threshold
- Too Young—Donny Osmond—MGM
- The Strauss Family—Cyril Ornadel L.S.O.—Polydor
- Crazy Horses—Osmonds—MGM
- Rockin’ & Rollin’ Greats—Various Artists—K-Tel
- 20 Fantastic Hits Vol. 2—Various Artists—Arcade
- Moving Waves—Focus—Polydor
- Ben—Michael Jackson—Tamlam Motown
- Piedflyer—Status Quo—Vertigo
- All Directions—Temptations—Tamlam Motown
- Bridge Over Troubled Water—Simon & Garfunkel—CBS

### CashBox Argentina

**TW LW**
1. Jamahara—Blue Ridge Rangers (RCA)
2. Freya Salvaje (Relay) Camilo Sesto (RCA)
3. Por Amor (Melogra) Roberto Carlos (CBS)
4. Te Vere En Septiembre Julie Budd (RCA)
5. Algo En Mi Frigidaire Tex Leor (CBS)
6. Delicias De La Luna De Monkberry Evanna (Philips)
7. Ayer Vale (Reloy) Juan Eduardo (RCA)
8. Amante Amante Una Vez Mas (Odeon) Rabito (EMI)
9. Que Voy A Hacer Con Este Amor (Edifon) Aido Monges (Microfon)
10. La Turde Que Te Ame (Melogra) Industria Nacional (CBS)
11. Coraje Hollies (Philips)
12. Ave Maria Ginamarino Hidalgo (Microfon)
13. Te Que Quise Pero Me Arrepiante (Pamco) Trocha Angusta (Music Hall)
14. Olvidar (Pamco) Sabu (Music Hall)
15. Dejaire La Llave Tony Ronald (Music Hall)

**TOP TEN LP’S**

### CashBox Japan

**TW LW**
1. Onna No Michi—Shiro Miyia & Pinkara Trio (Pub: Nichion)
2. Kassai—Naomi Chikai (CBS) Pub: Kaitaien Music
3. Futari No Nichiyohi—Mami Osuchi (CBS-Sony) Pub: Watanabe Music
5. Chiisana Taiken—Hiromi Goh (CBS-Sony) Pub: Nichion
6. Anata No Hitori—Hiroshi Itaki (Minoruphone/Tokuma) Pub: Watanabe/NTV
8. Holiday—Michel Polnareff (Epic/CBS-Sony) Sub Pub: April Music
10. Onna No Negai—Shiro Miyia & Pinnari Trio (Pub: Daiichi Music
13. Okizarinshita Kanashiminawa—Takuro Yoshida (Odyssey/CBS-Sony)
15. Jinjin Sasete—Rindo Yanamoto (Canyon) Pub: Fuji Music
16. Uramashita—Meiko Kaji (Teichiku) Pub: Toei Music
17. Tenshi Noshi—Hiromi Goh (CBS-Sony) Pub: Suisensha Music
18. Top Of The World—Carpenters (A & M/King) Sub Pub: Undecined

### CashBox Italy

**TW LW**
1. Questo Piccolo Grande Amore—C. Baglioni (RCA) RCA
2. Il Mio Cane Libero—L. Battisti (Num. 1) Aca Azzurra
3. Vieni Via Con Me—L. Goggi (Durium) Durium
4. L’Arca Di Casa Mia—M. Ranieri (CGD) SugarMusic
5. Cosa Si Puo’ Dire Di Te—Pooh (CBS) SugarMusic
7. Gioco Di Bimba—Le Orme (Phonogram) Ecseda
8. Economi—Mina (PPU) PPU
10. Roma Capoccia—A. Venditti (ITT) IT

### CashBox Belgium

**TW LW**
1. Crazy Horses—(The Osmonds) M&M
2. Blockbuster (The Sweet—RCA—Universal)
3. Donna (10 CC—Decem—Hans Kusters Music)
4. Coconut (Electric System—Up Records—KKM)
5. Ueberall Auf Der Welt—(Freddy Breck—BASF—Hans Kusters Music)
6. Clap Your Hands And Stamp Your Feet—Donnie St.-Clair—Philips—Hans Kusters Music
8. Crocodile Rock—Elton John—Supreme—Editions Tourneier
9. Me And Mrs. Jones—Billy Paul—Epic
10. Long Haired Lover From Liverpool—(Little Jimmy Osmond—MGM—Ardmore & Beechwood Belgium)
New Wms. Flipper Intro’s Timer To Pinball Business

CHICAGO — An innovation in flipper game play is at hand and the how goes to Williams Electronics, Inc. for its new ‘Travel Time’ single-player which literally operates in time rather than on a 3 or 5 ball limit.

The game, according to Williams’ sales manager Bill Dovel, offers 15 “units of time”, or approximately 45 seconds of play with an unlimited number of balls that can be launched during that period. (The number of time units is adjustable by the operator). Each player can extend his time, however, as the game offers a wide variety of ways to gain additional time units, and also as a way to “stop the clock.”

For example, the player can add 15 units with a skill shot through the top rollover. Also, by striking a combination of targets, the player can light up the word “Travel” in the backbox, then hit the bottom shooter to gain 25 units and 500 points. Likewise, if the player lights the word Time, he gains the same time and scores extra.

The player knows exactly how much time he has left via the time mechanism simulator depicted dead center on the playfield. High scores, of course, can gain additional replay, or an extended play, depending upon the operator’s needs.

A truly fascinating thing happens at games end when time has run out and a ball is still in play. Should the player be skillful enough to hit targets that add time, he continues. Of course, if he doesn’t, he’s out.

“This is not just another flipper but a whole new ball game,” DeSelm declared. “They’ll be playing against time, less than 15 seconds while shooting up the score. Certain to command super maximum play at any flipper location.”

DeSelm also advised that Williams recommends 2-25¢ play prices on Travel Time. He also revealed that an income totalizer kit is available with the item.

Operators can inspect the new Travel Time at their nearest Williams distributor.

Vending Exports Continue Healthy

CHICAGO — Export of vending machines from the United States remained at a high level between 1968 and 1970, accounting for nearly half of all countries’ shipments, but several European countries registered gains, according to a compilation by N A M A from government data.

U. S. exports in 1970 totaled $19,782,000 for a world market share of 39.7 per cent, a substantial increase from 1965, but lower than the all-time high of 1968, according to Joann M. James, N A M A marketing research supervisor.

Market share for U. S. companies was 49.5 per cent in 1968, when shipments were valued at $20,154,000. Increases during the 1965-1970 period were registered by Italy (from 4.4 per cent to 9.9 per cent), by Denmark (6.1 per cent to 7.2 per cent) and by the United Kingdom (5.9 per cent to 5.6 per cent).

Denmark ranked as the top exporter of equipment to the United States followed closely by Japan and Canada. Vending machine imports to the United States for other countries were minimal throughout the period, compared to U. S. exports, however, totaling only $2,706,000 in 1970, compared with U. S. export totals of $19,782,000.

The N A M A report also lists 1972 exports through September, 1972. Canada continues as the largest market for U. S.-made vending machines with a total of $4,948,111, followed by Japan and West Germany.

Registration Open
For MOA’s Second Annual Seminar

HARLAN WINGRAVE

CHICAGO — The Second Annual MOA Operator Seminar will be held at Notre Dame University (South Bend, Ind.) April 13-14. The two day program, so successful last year in its initial running, will again be coordinated by Dr. Jerry Seguin, assisted by veterans of last year’s seminars Irv Sal Bella and Dr. John Malone. A new addition to the seminar faculty this year will be Dr. William Sexton who will hold forth on human relations and motivation.

"Bill is new to MOA but he is an old hand in the executive development field," said MOA president Harlan Wingraze last week. "His experience in business and his research activity give him an outstanding background for his discussion."

As last year, the two days will be divided into lectures in the morning, followed by workshops in the afternoon. The program will cover the following: "New Perspectives on Operator Economics," "Making and Implementing Personnel Decisions" and "Communications: A Key to More Profitable Business Relations." Classes will be held in Notre Dame’s Center for Continuing Education; lodgings, meals and social activities will be accommodated at the Morris Inn.

Registration fee (which covers seminars, materials and most meals) is $70.00. Registration is limited to 75 persons. Deadline is April 9th, and MOA executive vice president Fred Granger will shortly be issuing registration forms, via the mails, to members. Housing reservations will be made by writing directly to the Morris Inn (deadline here is March 29th).

Granger expects a heavy return of registrants for this year’s seminar. In addition, MOA Chicago office within days after operators receive their mailings. Last year’s seminar program was staged in three different cities (South Bend, New York and Las Vegas) and with only one larger meeting slated for 1973, he’s sure many late registrants will have to be turned down due to an early “full house.” It’s first come, first served!

Cash Box — February 10, 1973
NEW YORK — Gold-Mor Distributing, suppliers of little LP’s to the music operating industry, are shipping a brand new four LP release this week. Called From left Columbia group LP’s, the jukebox albums feature material for varied location tastes. Artists are Billy Holiday, Vikki Carr, Azteca and Charlie McCoy.

Billy Holiday’s ‘The Golden Years’ features such Lady Day favorites as: ‘When a Woman Loves a Man’, ‘The Man I Love’, ‘I’ll Never Be the Same’, ‘Back In Your Own Backyard’, ‘God Bless the Child’, and ‘All of Me.’ Vikki Carr’s junior album offers:

Third Week of Wurlitzer Seminars Brings ’Em Out In Ariz., N.Y. & Ohio

NORTH TONAWANDA — Enthusiasm and attendance are high as the Wurlitzer Service Seminar program swings into its third full week of coast-to-coast instruction. Wurlitzer field service engineers Karell Johnson and Hank Peteit completed successful two-day seminars in Phoenix, Arizona and Syracuse, New York.

In Ohio, at Cleveland Coin Machine Exchange, Inc., seventy-six jukebox service representatives were introduced to the mechanical and electrical components of Wurlitzer’s American Model 3200 phonograph by field service engineer Bob Harding.

As one result of the two-day seminars, J. W. Gregory of Gila Music Co. in Safford, Arizona and Leslie F. Stanek of A & G Vending in Endicott, New York become finalists for Wurlitzer’s Serviceman’s Sweepstakes Grand Prize Drawing. The two Wurlitzer servicemen join prior finalists John Frie and John Fullin and as possible winners of an all-expense-paid weekend at a famous fishing, golfing or hunting resort.

In attendance at the Phoenix, Arizona seminar held January 16 and 17 were: Saul D. Kalin, Fred Amusement Unlimited; B e i t t : Charles H. Sieh, Steiner, Genter Bros., Watertown; Bob Huff, Syracuse Vending; Syru Amusements Inc., Rochester; Robert Stines, Jenners Vending, Pittsfield; John C. Gambrardo, Anjo Leasing Co., Inc., Syracuse; Leslie F. Stanek, A & G Vending, Rochester; Charles Breon, Brason Enterprises; the coin drive staff, Brownville; E. L. Martin, and Tom Susco, Advance Distributing, Syracuse; Dennis Hinkle, The Wurlitzer Company; North Tonawanda.


This year Wurlitzer has designed a full-scale promotion Sweepstakes for all participants of the seminars. The Grand Prize is an all expense paid weekend for two to one of nine vacation spots in the U.S. ‘It’s our way of saying to you, ‘We’d like to recognize your service- man’s importance in the music business,” said service chief C. E. Ross.

Imagine what the grand prize winner will do for him to attend our seminar, you give him a chance to win. We know your business will benefit from the knowledge he receives by his participation,” Ross added.

“Talk to a Wurlitzer distributor for details and dates of the service seminar scheduled in your area. He has all the particulars about our Wurlitzer Serviceman’s Sweepstakes,” he advised.

Table Soccer Centres Flourish in The Mid-Atlantic Region with Pierre Tables

NORFOLK, Va. — The sport of coin-operated table soccer is fast becoming as popular as bowling throughout many areas of Virginia, as well as in such surrounding states as Maryland, D.C. and the Carolinas. Peabody’s, Inc., regional distributors of the Pierre table, have not only installed the machines in numerous locations (three operators and their stores) but have actually established a number of Football Centres in this area which, like alleys, offers the one cannot substitute under one roof. Pea- body executive, Nabil Kassar and Ed Ruffin install anywhere from 15 to 20 tables in each centre and supplement the business from off the street players with an occasional tournament.

Pierre himself, president of the French firm which manufactures the equipment, and his United States agent Charles Steindecker (of Charles Raymond & Co.) visited the centres back in December on their tour of east coast and midwest distributors.

“and are interested in promoting simi- lar concepts on a national basis. Due to our experiences during the past three years, we have learned the proper approach for such events and would like to place our knowledge at the disposal of the industry. We must somehow coordinate the efforts in be- half of the betterment of the industry because if everyone tried to do their own approach, the results might be disastrous to the image rather than for its good.”

NAMA’s President On Trade Book Jury

CHICAGO — Dick Schreiber, president of N.A. M.A., was selected as one of the judges in the competition for the Jesse H. Neal Award, given annually to outstanding editors of the nation’s business press.

The judging panel met recently in New York City and included the editor of the Ladies’ Home Journal, Harry F. Schroeter, circulation vice president of Nalisco, Inc., and other journalism and communications experts.

Schreiber, who spent many years in the publishing business before he became chief executive of the N.A. M.A., was awarded the Jesse H. Neal Award in 1964 for a series of stories on the activities of Bobby Baker.

Rochester Flipper Tourney Key Element In $16,000 Anti-Drug Drive in New York

ROCHESTER, N.Y. — The highly-publicized ‘Lights Out Pinball Tournament,’ held here recently on behalf of the Delta Drug Abuse Center, raised over $16,000 toward the perma- nent establishment of a drug abuse therapeutic community this year. The tournament was open to all Rochester citizens concerned with the growing drug problem in Monroe County, and staged through the efforts of Blantex Enterprises and Nice Day Productions.

Vernon L. Jeffries, executive direc- tor of Delta, stated: “From the pin- ball tournament we were able to bring together a cross section of the community in close cooperation toward the same goal. We were able to reach thousands of individuals and bring to their attention the drug problem. Such publicity efforts made possible by the news media, playing the tournament story heavily, made the contributions possible.”

John Illitsa and Herb Gross (Nice Day Productions) said they have received requests from other operators for information on their tournament program.

Said Gross: “What they (the opera- tors) do not seem to realize is that John and I have been developing this program for over a year. John has sponsored all the development from his own pocket without any manufacturer participation. ‘I believe we have proven the value of such a program,’ Gross concludes.

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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.

CHICAGO CHATTER

Center of excitement at the Williams Electronics Inc. factory this week is "Travel Time", the firm's newest single player which has just been officially released. "The challenge of competing against time is one of the big reasons why the game is such a hit on location," said Bill DeSelmi "Travel Time" is on the factory's current delivery schedule.

SEYMOUR SCHWARTZ OF HEARTBEAT RECORDS in suburban Glenview, Ill. is reading the release of some new singles geared especially for operator programs. One, in particular—"Peg O My Heart" b/w "Irish Eyes Are Smiling"/ "That New York City...."

A SAMPLE OF THE new Seeburg "Regency" phonograph is on display at World Wide Dist—and attracting plenty of attention, we hear! Howie Freer says advance orders are coming in steady and he is very anxiously awaiting initial shipments, which should commence in a couple of weeks or so. One of the Regency's biggest selling points, as Harold Schwartz sees it, is the fact that it is not made specifically for any particular type of location but will easily fit in just about any spot!

TALKED TO EVELYN DALRYMPLE of Lieberman One Stop in Omaha, upon her return from a delightful vacation trip to Hawaii with her husband, Hank! Ev was telling us she's getting a lot of operator action on a single called "My Pussy Cat" by Miss Click Ale Cherry on the Grassroots label. It's the female answer to the recent Chuck Berry hit.

AMONG THE BIGGEST SELLERS of the day at Chicago Dynamic Industries are "Flying Tiger", "Las Vegas" and "Big Too"! Great! Incidentally, we'd like to extend good wishes to Noreen Hickey, receptionist and gal Friday at ChiCoin, who will be married February 13.

THERE IS A STRONG POSSIBILITY, according to the local newspapers, that a new amusement park will be constructed in this area. Marriott Corp. is negotiating for the purchase of several hundred acres of land in the village of Gurnee (Illinois) on which to build a $30 million Great American amusement center with rides, concessions and all the trimmings. If the project materializes, construction will begin in the spring.

ROCK-OLA MFG. CORP. execs Ed Doris and Les Rieck returned to their offices last week to resume normal business activity, after spending three positively marvelous weeks as hosts on the factory sponsored cruise for distributors. Operators and location owners from the greater Milwaukee area are co-sponsoring the event. It was a big boom to business last year, as Jack pointed out, so ops and tavernkeepers can't wait to get started! Finals, slated for sometime in April, will be held in the Milwaukee Expo Center.

FROM THE LITTLE LP RACKS: Ron Hauber of Radio Doctors notes heavy position in the market on his current catalog of LLP product. A recent series of releases from Little LP's Unlimited in Connecticut are doing very well, according to Ron. Among the heaviest sellers are the Rolling Stones "Exile On Main St.", Don McLean "American Pie", "Great Performances", Ray Charles "His All Time Great Performances" and Count Basie's "Broadway Basie's Way". A shipment of new product from Gold Mor, featuring such artists as Billy Holliday, Azteca, Charlie McVay and Wicky Carr, is expected momentarily.

WISCONSIN NOVELTY AND G & W VENDORS are sponsoring an Individual Open B-ball Tournament, scheduled to begin within the next week or so. A whooping $2,500 in prizes will be awarded. This is the first in what might very well develop into an annual event, judging from present enthusiasm in Milwaukee County. Finals will be held the weekend of April 27 at Jefferson Hall, 2617 W. Fond du Lac.

UPPER MID-WEST

Music Operator's Of Minnesota, (M.O.M.) held a board meeting in Minneapolis at Advance Music Co. last week. Board members from out of town were Gene Clineon, Austin, Martin Kalisien, Worthington, Darrell Weber, Blue Earth, Gabby Cluseau, Grand Rapids, Bob Smith, Nashwauk, in the cities for the day many arrived from Austin. Also present were Terry Arentz and Sam Hennes. We regret to note the death of Mr. and Mrs. James Huffman. Mr. and Mrs. Margaret Hull,Goodfry, Chaska in town for a couple of days relaxing after a few trying months of negotiating to buy the route of Gedney-Sellman. Ray Sellman was killed in a auto accident several months ago and his wife and son would buy each other out. Cart Gedney is now owner of the route. The name of the company will be changed in the near future. . . . Jim St. Clair and Sylvester Vanyo of Lieberman Entertainments was in town for a week or so. harmony married. Mrs. and Mr. Kiehl of Lieberman Entertainments were in town for a couple of weeks. Mr. and Mrs. Arlene Kiehl of Lieberman Entertainments arrived in town for a couple of months to take care of a 3 week holiday. . . . Larry Anseau in town for the day picking up equipment. The new Seeburg Regency is attracting a lot of attention at Lieberman Music Co. John McVay in town, also, Bert LaDu of Virginia. The Ben Weis of Bemidji are in Hawaii for a few weeks vacation. Our con gratulations to Mr. and Mrs. Robert Addington on the up and coming marriage of their daughter Karen March 24th.

Lieberman Music Co. reports that the sales of Brunswick Air Hockey, Allied Leisure Cracker Shot, Forester's Football are fantastic. Can't get enough of them. Also Gottlieb's Pro-Football is a winner. Needless to say to see the Seeburg Olympic 160 rolls along steadily in sales.

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DEALS OF THE DAY:

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