What Has Staying-Power? Why, It's The Disk! (Ed) ... Canada Govt. 'Green Paper': Stress Local Content ... Invictus Thru Col.... RCA Dr. King Concert, Album Seeks $1 Mil For 'Center' ... NARM Label Unit's New Execs ... CBS Int'l Pubs Double Income For 3rd Year

CHESS RECORDS: ROOTS OF TOMORROW—SPECIAL SECTION BEGINS PG. 47
"My first grader said a four letter word and it sure wasn't 'love'."

"Kids Say the Darndest Things."
This is one Tammy Wynette record that should go to the top of every chart.

"Kids Say the Darndest Things."
A very important new single from Tammy Wynette's forthcoming album of the same name.

On Epic Records
What Has Staying-Power? Why, It's The Disk!

If there's anything that has staying power in the music industry, it's the real oldie, that round slice of vinyl, the disk. The disk's eventual demise was predicted about 10 years ago with the advent of the tape cartridge. We don't mean to denigrate the latter development, for it's become a well-justified part of pre-recorded music. But, the disk survives—and thrives. What brought this all to mind was a recent New York Times survey of the video tape/disk field. We underline the word disk because, despite the earlier development of the video tape cartridge, the video disk, the Times survey noted, was very much in the thinking of companies who are scrambling to come up with a low-cost consumer system of playing sight 'n sound through the TV set. The chief rationale is simple: the cost of making a video disk is cheaper than its tape counterpart (the main argument against the disk, however, is that it will not provide means for home recording).

So it looks like the disk, which might have been thought of as a goner in the video area, might well survive the second major innovation with regard to home entertainment. That is, in our estimation, a remarkable achievement for a mode of pre-recorded sound so old and so often put to pasture. After all, in pre-recorded music the disk still commands at least 70% of the market vs. tape configurations.

Actually, it's fair to say that both tape and disk are going to co-exist in the video area, just as they do in sound only.

There must be millions of consumers who have both tape and disk systems; one can visualize a similar development in the video market. Many may prefer the use of disks in the home for their audio/visual pleasure, while smaller units for mobile use may give the tape cartridge the edge.

A viable, low-cost video unit for either tape or disk may well be five or 10 years from the mass consumer marketplace. But, what the music industry can size-up in the present is the continuing durability of the disk, whether it's for sound only or that intriguing combination, sight 'n sound. That's not progress, but who's really worried about it?
"YOU DON'T KNOW WHAT LOVE IS"

A new single by
SUSAN JACKS
and the Poppy Family

Already breaking in Detroit.

#182

Produced and arranged by Terry Jacks for Poppy Family Prod. Ltd.
United Artists Records, Inc.
6920 Sunset Boulevard
Los Angeles, California 90028

Gentlemen:

This will acknowledge that simultaneously herewith we have entered into a series of Agreements ("Agreements") with Terry Knight Enterprises, Ltd., and its subsidiaries, divisions and affiliates ("TKE") which contain various terms and provisions granting TKE certain rights regarding our services both individually and collectively as a group p/k/a "FAITH".

As a consideration for our entering into said Agreements, TKE has acknowledged that our services are special, unique and extraordinary and has therefore agreed that it will not UNDER ANY CIRCUMSTANCES reveal to any third party:

a) Our true identities;
b) Our legal and/or professional names;
c) Our professional background;
d) Our citizenship or national origins;
e) Any information whatsoever of a personal, professional or private nature, without our prior written consent.

Very truly yours,

Terry Knight Enterprises, Ltd.

By

Terry Knight
President
Insight

FRONT COVER:

Chess Records is celebrating its 25th anniversary this year. A tribute to this event and a survey of the record label's rich history will be held Sat., May 26, under Marvin Schlachter, president of Chess-Lans, starts on page 1.

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Cash Box — April 7, 1973

Dealers Get Story Via A/V
NEW YORK — Columbia Records is telling dealers and mass merchandisers about its new retail campaign in addition to the fact that millions of classical albums are sold each year. Mozart's music has outsold Chicago's, Leonard Bernstein has performed before more people than Elvis and that Beatles is a far more commercial writer than Mick Jagger.

Also, despite changes in tastes and styles, classical music is a "huge" and consistent seller year after year. Under one hundred "aceless" pieces of music form the backbone of the multi-million dollar classical record business.

Columbia's "voice" is an under five minute cartridge cassette presentation—under the banner of "Sound of Genius!" that the label's scientists, carrying port aeg Fairchild audio/visual unit, are showing on a one-to-one basis to key accounts across the country.

The product, the initial 20 selections of which are now being finished, will eventually consist of 100 re-packaged best-sellers. Twenty move sets will be available by the end of May, and by late summer 50 albums will be in the program. All releases will be available on disc, 8-track cartridge and cassette.

Columbia's concept is to provide retailers who do not carry an extensive classical inventory to have, as selected by Columbia, a well-rounded line of classical favorites. The re-packaged line, which will not replace the present line, will be used to build classical music interest among consumers, to build classical recordings on a regular basis and might be grateful for a "new" dimension for the traditional sellers.

On the wholesaling level, Peter Baume, director of product management for Columbia Master- (Cont'd on p. 30)

RCA Dr. King Concert Album Seeks $1 Mil For "Center Use"

NEW YORK — RCA Records hopes to raise close to $1 million for the Martin Luther King, Jr. Center for Social Change—which Dr. King's widow, Coretta King, is expected to release a 2 LP concert package, "Keep the Dream Alive."

The major sponsor and the performances of six artists who were present at the historic funeral for Rev. Martin Luther King, Jr., Birth- day Benefit presented in Atlanta, The

The Industry's Social Conscience

The social conscience of the recording industry—its artists and executives—continues to sound loud and clear. The latest endeavor in this area is RCA's "Keep the Dream Alive," which could raise as much as $1 million for the Martin Luther King, Jr. Center for Social Change in Atlanta. The al- bums are to be available in mid-June as part of a benefit concert in Atlanta on Jan. 15, the 44th birthday of the great civil rights leader, sponsored five years ago. The center, of which Dr. King's widow, Coretta King, is president, strives to achieve social justice for all in a non-violent manner. Coretta, to whose cause the industry can offer its talent, RCA and the indus- try it's a part of can be proud of this new effort on behalf of a worthy charity.

NMRA Study On Soviet Copyr't OK

NEW YORK — The National Music Publishers Association is making a study of the implications of the Soviet landscape amendment of Feb. 27, that it will adhere to the Universal Copyright Convention. Now, the U.S. will be in terms of the Soviet movie's impact on Ameri- can music. The association hopes to send a delegate to Moscow in the near future to discuss with the Soviet publishing houses concerns.

In other development, Dr. Yuri Maievsk of Kiev University will speak at the annual Conference of Soviet Broadcast Protection in the USSEF at the 11th Annual Jean Ginouin Memorial Le- cture of the National Copyright Society of the U.S.A. and New York on April 25, starting at 5:30 pm in the auditorium of the Time-Life Building in New York.

For the past three years, Dr. Maievsk has been working in copyright division of UNESCO, where he assisted the preparatory work for the revision of the Universal Copyright Convention of 1971. After the lecture, he returns to his post at Kiev Univ.

Cap/AFM Settle Differences

HOLLYWOOD — On Friday, March 29, Capitol Records was removed from the Unfair List. Unfair List, announces Barry Kremelman, Capitol vice president of administration. Recent decisions from the ruling resumed Sat. (24). Label reportedly owed $360,000 to union.

City Of Hope Fete For Ostin

OTTAWA — Gerard Pelletier, the Canadian government's assistant secre- tary of the Treasury, has issued the Government's Green Paper on conservative corpora- tion policy for Canada.

The document is designed to suggest possible approaches to the solution of harmonizing federal and provincial objectives and activities in the field of telecommunications, in- cluding, river, and how it would benefit Canadians.

With regard to Canadian Cultural Resources and Creative Capacity, the papers is self explanatory, reading: "We are aware that the expressions of diversity in a community of thought and ideas, of values, of social and political convictions, a claim which can be maintained and developed only through the free flow of expression and the easy dissemination and exchange of information in Canada. This(inplace) changing and convergent technologies of telecommunications, together with their impact on broadcast, are raising serious problems with regard to the control of the flow of information. There are of specially important for Canada because of its proximity to the United States, where the generation of information and entertainment is on a scale that threatens to overwhelm Canadian cultural resources, creative capacity, and sources of information, and to constrain the means of access to them."

City of Hope Fete For Ostin

High Priority

It is therefore essential that a high priority be given to the accelerated development of Canadian creative capacity in the field of production and distribution facilities. The term "Canadian" means, in the con- (Cont'd on p. 30)

8 Oscars For 'Cabaret', Liza Best Actress, 'Morning Song'

Night Music Wins 6 Tonys

MOB OF UTAH, a Little Night Music," the late Broadway entry this sea- son, takes the Tony Awards musical honors last night.

The show, due for a cast L from Columbia Records' "The Morning After," was written and directed by Stephen Sondheim, it was the morning picture "The Posei- don Adventure." The Oscar-winning song, sung at the televised event by Connie Stevens, is published by Columbia Music Corp. and was released early this year on a 20th Cen- tury Records single by Maureen Mc- Govern.

TheKontenders were named "Ben," sung during the Oscar ceremony by Michael Jackson; "Marmalade, Molas- ses and Honey," sung by Glen Camp- bell, and "My Cup of Coffee," was sung by "Come Follow, Follow Me," sung by Anthony Newfield. "Strange, Are We the Ones of Love," sung by Dwanm Carroll.

8 For 'Cabaret'

Otherwise, Allied Artists Pictures held the sweepstakes ticket since the film "Cabaret!" danced off with eight Oscars out of a possible ten, including best actor for Columbia Records, Liza Minnelli. She competed with another Longtime, Diaaos Ross, for the award. Also cited was Randolph Burns for best songwriting (adaptation and original song) on ABC/Dinah Records), and Joel Greven for "The Morning After."

Best picture and actor awards went to Paramount Pictures' "The Godfather," the top grosser of the year.

The original eleven nominations that "The Godfather" had secured were reduced to 10 when it was named best picture. Liza Minnelli's score had been used in an ear- lier version of the film. The film won in the category best original dramatic score for "Limechil," a film first released some 30 years ago but ineligible now because of a technicality. (Cont'd on p. 30)
LED-ZEPPELIN - HOUSES OF THE HOLY

THE EFFECT IS SHATTERING...
NEW YORK — In a decision that observers of a supreme Court ruling on cable television—as it may apply to the licensing of performing rights—called a "thumbs-up" for Gingras v. Joseph F. Weiss, Jr., of the Western Division of the Copyright District, was the one that the owner of a restaurant which offers a radio station's music to its guests rooms by means of tape recorders or headphones which were wired to a master radio set in the building. In his current Alphonse, Judge Weiss ruled that the Fort-

nightly decision did not govern the facts of the case.

"If the Supreme Court had meant to overrule Jewel-Salas it would have said so," he

"2. Existing business relationships do not necessarily preclude the ASCAP which has followed since 1941 and, consequently, the retroactive imposition of copyright li-

ability."

"3. These existing business relationships are presently being gov-

erned, apparently successfully, by the Court in the Southern District of New York under the terms of the Consent Judgment. While copyright and art-

ignments are different, of course, there is a seriously close connection because copyright is, after all, a form of monop-

oly."

"4. Consistency between the treat-

ment of copyright as it applies to 

cable television necessarily the just or only solution."

In addition, the Judge pointed out that the standards which consider more than 5,000 businesses similar to the one involved in this case, and will be required to pay a royalty for every song which has been in operation for more than thirty years.

Armond Spec.

Assistant To

UA's Stewart

HOLLYWOOD — Gene Armond has been appointed to the position of spe-

cial assistant to UA's president

Judith Aiken. In addition, John- 

browm, Sherry's 2-LP package of 

Coward songs was marketed recently, while Channel Music issued several months ago a trio of 32 Coward songs, including "If I Loved Was All," "Mad About the Boy," "Mad Dogs and Englishmen." "Somewhere I'll Find You" was released by UA with a View." (502)

Monmouth-Evergreen released several albums of Coward perform-

ances from the '30s."

More Cowan Product 

From M-E Via EMI

NEW YORK — Monmouth-

Evergreen Records, which has mar-

keted the Coward work in the last several months, plans further releases of the Coward disks later in the fall. The company will offer Coward with Yvonne Printemps in "Conver-

sation Piece," with Woodrow "Bitter Sweet" and "Opera-

ners." (504)

In addition, the company will re-

lease soon an album of "Siren" with Edith Purnell and "Rialto Rita," plus featuring Edith Day. Monmouth-Evergreen will have a deal with EMI for the release of all masters in this country.

('Lemmings' LP On Blue Thumb

NEW YORK — An original east-

album of "Lemmings" has been recor-

ved at the Village Gate Theater. The album which is being reviewed successully on Broadway, Angeline D'Amico, "Rio Rita," also featuring Edith Day. Monmouth-Evergreen has a deal with EMI for the release of all masters in this country, in which the courts upheld the content-

of the American Society of Com-

posers, Authors and Publishers that it was a public performance under the 1909 statute which would require a holder of furnished music to its guests rooms by means of tape recorders or headphones which were wired to a master radio set in the building. In his current Alphonse, Judge Weiss ruled that the Fort-

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lease soon an album of "Siren" with Edith Purnell and "Rialto Rita," plus featuring Edith Day. Monmouth-Evergreen has a deal with EMI for the release of all masters in this country.
Dick James Co. Seeks U.S. Acts

NEW YORK — As part of expansion plans for the Dick James Music organization in America, President Michael Berkman has announced that they will be developing American artists to complement their British contingent of recording artists.

Louis Ragusa, general manager of Dick James Music, Inc., the American arm of the company, has already begun to meet with writers and songwriters and toward signing them. Ragusa is particularly interested in developing acts who can perform and write their own material. Singers, writers, and musicians will be offered a chance to meet with him at Dick James Music, Inc., 1750 Broadway, New York, N.Y. 10019.

Dick James Music has an impressive list of British artists on its roster, including David Bowie, The Rolling Stones, The Who, The Beatles, and The Animals. The company has been successful in discovering and developing new talent and has a strong interest in expanding its American presence.

Boyle UA Controller

Boyle UA Controller

HOLLYWOOD—George Boyle has been appointed vice president and national controller of the Boyle UA Controller, Inc., by Michael Stewart, president of the company.

Boyle, for the past year, Boyle has been employed by the controller's division of the company, which serves in a similar capacity for De Lorean, Inc., another subsidiary of Transamerica Corporation.

Boyle succeeds Frank Mason, who has been transferred as another assignment within the Transamerica organization.

Berkman Named Promo Chief At Polydor

NEW YORK—Jerry Selengut, president of Polydor Incorporated, has announced the appointment of Harold Berkman as vice-president of promotion for Polydor and its affiliate labels, effective immediately. Berkman will be responsible for promotion, publicity and artist relations.

A 15-year vet of the music industry, Berkman started out at A&M Records as a sales and promo man in the Baltimore-Washington area, moving on to MGM as regional promotion manager. He has been involved in the overall development of Herman's Hermits, the Animals, the Lovin' Spoonful and other acts, and served as liaison between the record and film divisions on all soundtrack projects, including "Dr. Zhivago" and "Spartacus." Berkman's most recent executive post was as senior vice president at R.C.A. Records, where he was involved in the total restructuring of the MGM organization, and the development of such acts as the Osmonds, Lou Rawls, Ritchie Havens, and Michael Parks, among others.

After six years at MGM, Berkman left to form Harvest Records, which acquired shortly thereafter by Transcontinental Investors Corp., and he served as senior vice president of TIC's music division. When TIC acquired a control of Polydor Records, Berkman was retained as senior vice president of Harvest at MGM and is being moved to a new assignment as senior vice president.

Most recently, Berkman produced the film "The Giants," for which he received a Best Fox Records, including The Neil Diamond Songbook, and more to that, the movie's MGM film "Stirring Jacked."
Johnny Rivers

Produced by Johnny Rivers.
Horowitz' 1st Scriabin LP In 20 Years

NEW YORK — The release of Vladimir Horowitz’s most recent recording from Columbia Masterworks, “Horowitz Plays Scriabin,” represents a triple celebration for Horowitz. First, it marks the first time in nearly 20 years that Horowitz has issued a recording for Columbia, and, secondly, it marked the 20th anniversary of his first recording for the Russian composer. Finally, the release of the recording coincides with the 100th anniversary of Scriabin’s birth.

Horowitz has always had a strong affinity for Scriabin’s piano music, and a batch of his favorite pieces was recorded for Columbia when he was 18 years old in 1915, a few months before the composer’s death.

Bell Bows April LP’s

NEW YORK — “The Night the Lights Went Out in Georgia” by Van Morrison and the “New Year’s Bells” single, and an O’Jays LP make up the three albums Bell Records will be releasing this month.

In addition to the title tune, the Van Morrison LP contains “Killing Me Softly,” “Little Green Apple,” “Cypresses,” “Tramps and Thieves,” “(For A While We Believed) Each Other Out” and “He Did With Me.” The O’Jays LP is a recording of the Carol Burnett TV show, is rapidly approaching the million-seller status with its single, “He Did With Me.”

The O’Jays LP contains its original “Me And You And A Dog Named Alkaloids,” and “Well! Make It I Know We Will.” The O’Jays LP is a reissue of a million-seller release by the group which includes “I’ll Be Sweeter Tomorrow,” “Look Over Your Shoulder,” “You’re Too Sweet” and “I Dig Your Act.”

New Led Zep LP Released


The new album, Jimmy Page plays lead guitar, Robert Plant does the vocals, and the rest of the group supplies harmonies and back-up. “House of the Holy” contains eight original compositions, by the group, including “The Song Remains the Same,” “The Rain Song,” “Over the Hills and Far Away,” “The Crunge,” “Dancing Days,” “D’yer Maker,” “No Quarter,” and “The Ocean.”

Led Zeppelin has released four additional albums, each of the preceding albums have received the Recording Industry Association of America’s Gold Record Award for sales of one million dollars.

Domino Gold: First For RSO

NEW YORK — “In Concert,” the live album recorded by Derek and the Dominos at the Fillmore East and released by Capitol on the RSO-formed RSO Records has been certificated with a gold award by the RIAA.

Johnny Bienstock managing director of RSO Records made the announcement. The awards were led by lead guitarist Eric Clapton.

RSO Records is distributed by Atlantic.

Hard Night’s Work — Columbia is rushing into release the original east album of “Little Night Music.” The Stephen Sondheim show recently won six Tonys including “The Best Musical Of The Year.” Seen above are Goldhali and the company’s production with the stars from the show. (left to right) Glynis Johns, Judy Kayan, Hermione Gingold and composer Stephen Sondheim.

10 New Capitol Albums For Apr.

HOLLYWOOD — Anne Murray’s widely requested “Danny’s Song” LP headlines Capitol’s ten album April release according to Brown Meyer, Capitol Records vice president of marketing. “Danny’s Song” features Ms. Murray in both studio selections and a live set recorded at the National Art Center in Ottawa.

Other featured contemporary releases for the month include two record set encompassing the best of the QuickSilver Messenger Service called “Anthology,” “Dreamin’ Stash,” Christopher K reamy’s second Evolution Sets Push On Quatro

NEW YORK — Loren Becker, president of Evoluto Records, Stereo Dimensions’ major pop label, has announced plans for a major promo push on the new Mike & the Quatro-Joey album “Look Deeply Into The Mirror.” Quatro, who was a child prodigy and keyboard player, is featured on the Lawrence Welk Show until the age of 16 and a major concert promoter at the age of 20 now specializes in the rock-classical fusion utilizing piano, organ, nylon and melamore.

Mike Quatro pushes all those qualities needed to become one of the top recording stars today,” Becker explains. His first album “Paintings” laid the groundwork for strong progress and FM airplay, “Look Deeply Into The Mirror” is the culmination of a lot of great talent, work, and experience. With a good promotional effort it should make the Michael Quatro Jam Band an international success.” In accordance with the publicity campaign, Connie de Nave Public Relations, Inc. has been assigned as press house for Michael Quatro.

Avalanche Ships ‘Borderline’ LP

HOLLYWOOD — Avalanche Records, the disk arm of the United Artists Music Publishing Group, is now shipping a debut LP entitled “Sweet Dreams and Quiet Desire” by Borderline. The group, consisting of James Rosen and Jonathan and David Girshein, is based in Woodstock, New York, and is managed by Albert Gowan’s Bearsville Sound Studio.

Borderline’s recording sessions were filled out by many major Woodstock musicians, including John Simon, Garth Hudson and Richard Manuel from “The Band.”

Borderline is currently negotiating for a major North American personal appearance tour, to be announced in the near future.

Polydor Sets April For ‘Strauss Family’

NEW YORK — Polydor Inc. has set April 15 as the date for its “Strauss Family,” a collection of works by the Strauss family and others works performed by the Strauss Family as arranged and conducted by Cyril Ormsby. Shopping April 2, is designed to coincide with the seventh part television series being the same name premiering Saturday, May 5 on the ABC network and continuing the six Saturdays following.

Polydor is planning a major promotion program connecting the series and album in conjunction with the national “National Museum of Fine Art — The Emperor” and “Blue Danube” waltzes with all Polydor movie tie in albums, including Fresco’s “Theme From The Strauss Family.”

Angel Preempts ‘Joan’ In Apr.

HOLLYWOOD — Angel Records will release in April the very first recording of early opera, “Giovanna d’Arco,” featuring Montserrat Caballe, Placidio Domingo and Sherrill Milnes. Angel Records, Opera Ambrosiana Orchestra and Ambrosiana Opera Chorus has been conducted by James Levine, in his Angel debut.

Spark LP On Ravi Shankar

NEW YORK — Spark Records will release a new Ravi Shankar album, “Transmogrification Matches,” on April 15. Recorded with Leon Fleisher and Leon Pern, “Transmogrification Matches” consists of music composed and performed by Shankar. Also performing on the album is Alla Rakha, who, along with Shankar, won an Album Of The Year Grammy this year for his performance in “The Concert For Bangladesh.”

Shankar recently announced his intention of being in three years from concerts in the west in order to concentrate on teaching his disciples in India.

Alice Cooper Gold Babies’

NEW YORK — “Billion Dollar Babies’ by Alice Cooper, has been certified as a gold record by the RIAA. The album was the fourth consecutive gold album for Cooper, previous awards going to “Kneel,” “School’s Out” and “Gymnastics.”

Cooper is currently in the midst of a 56-city nationwide tour, featuring the “Billion Dollar Babies Show,” which is the 11th in a series of tours of the past year, including the 1973 summer arena tour with Alice Cooper, “The Stooges” and “Gymnastics.”

THE DRIFTER — Doobie Gray “drifted” into Cash Box offices recently for a visit with Cash Box president George Albert (second from right), Christian Miller (far right), and Steve Meyer (left). Doobie Gray’s hit single “Drift Away” continues to move up the charts (#22 in Cash Box) along with his recently released Decca LP of the same name. Plans are now being made for an extensive tour for Doobie Gray in the spring.

Cash Box — April 7, 1973

www.americanradiohistory.com
THE ACADEMY AWARD WINNER

THE ORIGINAL VERSION

"THE MORNING AFTER"

THE SONG FROM THE POSEIDON ADVENTURE

WRITTEN BY: AL KASHA & JOEL HIRSHHORN
PRODUCED BY: CARL MADURI FOR BELKIN-MADURI PRODUCTIONS
PUBLISHED BY: 20TH CENTURY MUSIC CORP. (ASCAP)
FOX FANFARE MUSIC (BMI)
THE BEATLES 1962-1966

LOVE ME DO
PLEASE PLEASE ME
FROM ME TO YOU
SHE LOVES YOU
I WANT TO HOLD YOUR HAND
ALL MY LOVING
CAN'T BUY ME LOVE

A HARD DAY'S NIGHT
AND I LOVE HER
EIGHT DAYS A WEEK
I FEEL FINE
TICKET TO RIDE
YESTERDAY

HELP!
YOU'VE GOT TO HIDE YOUR LOVE AWAY
WE CAN WORK IT OUT
DAY TRIPPER
DRIVE MY CAR
NORWEGIAN WOOD (THIS BIRD HAS FLOWN)

NOWHERE MAN
MICHELLE
IN MY LIFE
GIRL
PAPERBACK WRITER
ELEANOR RIGBY
YELLOW SUBMARINE

A TWO LP SET ON APPLE
THE BEATLES 1967-1970

STRAWBERRY FIELDS FOREVER
PENNY LANE
SGT. PEPPER'S LONELY HEARTS CLUB BAND
WITH A LITTLE HELP FROM MY FRIENDS
LUCY IN THE SKY WITH DIAMONDS
A DAY IN THE LIFE
ALL YOU NEED IS LOVE
I AM THE WALRUS
HELLO GOODBYE
THE FOOL ON THE HILL
MAGICAL MYSTERY TOUR
LADY MADONNA
HEY JUDE
REVOLUTION
BACK IN THE U.S.S.R.
WHILE MY GUITAR GENTLY WEEPS
OB-La-DI, OB-La-DA
GET BACK
DON'T LET ME DOWN
THE BALLAD OF JOHN & YOKO
OLD BROWN SHOE
HERE COMES THE SUN
COME, TOGETHER
SOMETHING
OCTOPUS'S GARDEN
LET IT BE
ACROSS THE UNIVERSE
THE LONG AND WINDING ROAD

A TWO LP SET ON APPLE
Capitol Promotes 2

HOLLYWOOD — Kenneth V. Neufnup, assistant treasurer, Capitol Records, Inc. has made the following changes in the insurance & banking and accounts receivable departments:

Marc Weininger, supervisor, according to George Davis president of Capitol, will be moved to the insurance & banking & accounts receivable. He will report to Neufnup.

Jill Simmonds, formerly junior accounts receivable at the foreign associates desk in royalty & license, will replace Weininger as assistant. Accounts receivable. She will report to Lee Karsten, accounts receivable manager.

Ms. Oxley To American City

NEW YORK — Suzi Oxley has been appointed talent coordinator of American City Foundation Ltd. According to George Davis president of the company. She will be in charge of booking talent for the 18,000-seat mainstage area for American City Fair which will run in Boston June 14-24. She will also be in charge of talent for the 17-concert Summer Series, formerly held on the Boston Common, now being produced at the 20,000-seat Suffolk Downs Racetrack Stadium.

Prior to joining American City Foundation Ltd., Ms. Oxley worked as an account executive in the New York offices of Gibson & Stromberg and for Atlantic Records.

For further information about American City Fair and the Sunset Series, Ms. Oxley may be contacted at (212) 675-7644.

Manchester To IFA

NEW YORK — International Famous Agency, Inc. has signed to its talent roster Melissa Manchester (Bell Records) for exclusive representation. She is currently recording her first LP for Bell Records, produced by Huck Medved, aimed at April 1 release, and is scheduled for guest spots on the Jack Paar and Mike Douglas shows.

Easler To Castle Music

NEW YORK — Chuck Easler, former road manager for the Beach Boys, Kate Taylor, Alice Taylor and most recently Cat Stevens has joined Castle Music Productions, according to Peter Cusperson, president of the Boston-based management-production complex.

Easler is expected to coordinate all television and tour activities of Martin Mull, whose second Capricorn album (distributed by Warner Bros.) has just been recorded live in Hollywood and managed by the Castle Music interests.

At an earlier stage of his career, Easler also worked in promotion for Warner Bros. Records and for Mike Douglas Show and produced for both Taft Broadcasting and Triangle Broadcasting.

Frydel To Lavsky

NEW YORK — Ann Frydel has been appointed to the position of Business Manager of The Music House, reports Richard Lavsky, president of the firm.

HONORED GUESTS—The prime minister of Canada and his wife, Mr. and Mrs. Pierre Elliott Trudeau, were in the audience when Anne Murray headlined at Ottawa’s National Art Centre, and visited with the entertainers following her performance. Among subjects discussed was Miss Murray’s forthcoming concert tour of England, which begins in mid-April and includes shows at the London Palladium and Royal Festival Hall. The Capitol artist, whose current single, “Danny’s Song,” has become a major chart hit, will be sharing the bill with Glen Campbell. She recently was named Canada’s “female vocalist of the year” for the third consecutive time.

Humble Pie H’wood Sign Is Electric

HOLLYWOOD — Humble Pie’s “Eat It,” billboard on the Sunset Strip in Hollywood has scored a first among all outdoor record company advertising. It is the first music board to use a flashing computerized message at the bottom. The computer messages were added four days after A&M Records set up the original Humble Pie board.

Messages are either flashed “live” on the board, or sent via tape, transmitted by a special typewriter in A&M’s office in Hollywood, about three miles away. Chuck Cassell, A&M copywriter, handles the messages.

The computer and billboard design were created by Craig Butler, part of the current $200,000-plus A&M campaign for Humble Pie. Butler conceived and executed the ideas, in association with the label, which paid him in as marketing concept designed.

Butler’s Los Angeles-based company is called 55-2027 (213), which is his firm’s phone number. Art Snyder is Butler’s assistant in the advertising, marketing and consulting firm.

The Humble Pie billboard will remain on the Sunset Strip until early April. The computer will then be used by other record companies for their boards, but “Eat It” will be credited as being first to use it.

BOOKKEEPER

Wanted by one of the industry’s leading music-publishing and record production companies.

Your must must be experienced in cash receipts, bank reconciliations, payroll, payroll taxes, accounts payable and receivable, general ledger trial balances, etc. Some experience with writer’s royalties a definite plus.

Send resume to:

Box 935
Cash Box, 119 W 57, NYC 10019

Schissel

Elektro’s Controller

NEW YORK — Mel Schissel has been appointed controller of Elektro Records, reports Richard Scott, vice president in charge of finance at the company. Schissel comes to Elektro from Famous Music, where he was chief financial officer of that company. He replaces Bob Brokher, who has transferred to the controller staff of Warner Communications Inc. Elektro’s parent company.

In addition, Bob Guionnettonne has been named assistant controller. Giou- nettonne has been with Elektro for nearly two years, and previously worked in the internal auditing department of WGI.

Ms. Gordean To Tomorrow, Today

NEW YORK — Candy Leigh has been appointed Neer Gordean an account exec for the Tomorrow Today public relations agency. Ms. Gordean has been working with the agency on behalf of Barbra Streisand’s play, “Penthouse Legend” and will represent the Alvin Alley Circus and the Alvin Alley Theatre and the Outdoor Spring Dance Festival.

The agency also represents Better Miller, Warner Bros. Music Publishing, Stereo Dimension Records, and the tour of Peter, Paul and Mary.

Meg Gordean, a member of ATPAM (Association of Theatrical Press Agents and Managers), has worked with Broadway productions including “Company,” “Geddy” and “Godspell” and recently handled press liaison for the New York visit of the Chinese acrobats.

JOINT EFFORT — David Lucas Associates, Inc. has announced the formation of Lucas/McFaul, a new music production house serving the advertising and recording industries. David Lucas and Tom McFaul will be partnered in the company.

Showed above are Thomas McFaul (seated) and David Lucas in front of the headquarters of their newly formed music production firm, Lucas/McFaul, and their Warehouse Recording Studio, both at 320 West 16th Street, N.Y.C.

Easler To Castle Music

NEW YORK — Chuck Easler, former road manager for the Beach Boys, Kate Taylor, Alice Taylor and most recently Cat Stevens has joined Castle Music Productions, according to Peter Cusperson, president of the Boston-based management-production complex.

Easler is expected to coordinate all television and tour activities of Martin Mull, whose second Capricorn album (distributed by Warner Bros.) has just been recorded live in Hollywood and managed by the Castle Music interests.

At an earlier stage of his career, Easler also worked in promotion for Warner Bros. Records and for Mike Douglas Show and produced for both Taft Broadcasting and Triangle Broadcasting.

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Box 935
Cash Box, 119 W 57, NYC 10019
April Is The 5th Month!

Our 30-Day Plan
For Adding A New Dimension To April!

The 5th Dimension

LIVING TOGETHER GROWING TOGETHER/BELL 1115

INDIVIDUALLY & COLLECTIVELY/BELL 6073

GREATEST HITS ON EARTH/BELL 1106

BELL RECORDS
A Division of Columbia Pictures Industries, Inc.

PRODUCTION AND SOUND BY BONE'S HOWE
Form Visual Arm Of Far-Out

HOLLYWOOD — Foolish Productions, a "free-expression" company dealing with the visual arts, has been formed by writer-performer Murray Roman. The new television-film production company will be the audio-visual arm of Far Out Productions, which produces and manages War.

Roman, president of Foolish Productions, also reports he has concluded a deal with UA Records to produce three half-hour television specials, the first to be titled "A Sense of War." Roman revealed that this special will concentrate on the sound of War, a kind of "an adult Sesame Street," which will be filmed at the Far Out Productions studios in Hollywood starting April 15.

Roman pointed out that this was the first time UA Records had entered into the field of television and film with an independent on a production level. "There is a degree of concern from UA on how contemporary artists should be presented on television today," he said.

Announcements of the other two Foolish specials, and personnel, will be released at a later date, according to Roman.

Agnews Greet Ennis

NEW YORK — BASF artist Ethel Ennis opens this week (2) at the Persian Room in the Hotel Plaza. Vice-president Spyro Agnew and family are expected at the opening night festivities. Ms. Ennis will appear for one month and will be singing many Gladys Shelley songs from her recent LP.

Pelegrin Label Opens Office

HOLLYWOOD — Pelegrin Records officially opened its doors last week at 19945 Victory Blvd. here president Warren Groene announced the new firm's first release, an album by vocalist Leslie Jon.

Jon, a Montebello native, was signed by Groene following a successful series of summer cruises as ship-board entertainer. Jon had previously won twice at the Hollywood Bowl's Battle of the Bands in two different vocal categories.

New 'Look' Label

WASHINGTON — Thomas Karier has announced the organization of Look Records. The label will have offices in Washington, D.C., Silver Spring, Md., and New York City.

The initial single scheduled for release is "I'll Go On" written and recorded by Michael Lloyd. An album is presently in production.

NRC Summer Gigs In Alaska

HOLLYWOOD — Northwest Releasing Corp., one of the nation's largest presenters of talent, will expand its promotional efforts into Alaska this summer.

The company, which produces some 500 concerts a year in the northwest, Utah, Colorado, Hawaii and Western Canada, will regularly present acts into West High Auditorium in Anchorage.

The first productions will begin in July and run through the summer. Jerry Loun, vice president of Northwest, will announce the initial artists within the next two weeks.

Hot August Song Book

NEW YORK — Charles Hansen has published a 110-page songbook of the 22 tunes performed in Neil Diamond's "Hot August Night" MCA LP. David Rosner edited the book based on the #1 album, recorded live at the Greek Theatre in Los Angeles.

"We set out to avoid the very common 'souvenir book' or that music books often become," Rosner notes. "Instead, we concentrated on providing arrangements in the 'camping' style and included a brief piece by Bob Hilburn of the Los Angeles Times.

"We tied the artwork in with the album graphics, but did not duplicate them, primarily to create an attractive package with an existence of its own. Very often the graphic approach to records and books is confused. We feel the two forms, though related in some content, are quite different and should be treated separately to take advantage of these physical and utilitarian differences."

MGM To Sponsor Press Club Music Award

HOLLYWOOD — MGM Records will sponsor the first classical-oriented award in the forthcoming 15th Annual Journalism Awards competition of the Greater Los Angeles Press Club.

The cash prize will be presented to the writer of the best article in the field of contemporary music, won last year by Robert Hilburn of the Los Angeles Times.

The award category was instituted this year. The award will be announced at a dinner gala on Thursday, April 28, at the new Coconut Grove.

Professional Songwriters

WORLD HEADQUARTERS: 10 Columbus Circle, New York, N.Y., 10019
REGIONAL OFFICES: The SESAC Building, 1513 Hawkins St., Nashville, Tenn., 37203

DOES YOUR PRESENT MUSIC LICENSING ORGANIZATION GIVE YOU:

1. World wide representation and promotion
2. Outstanding incentive program
3. Personalized attention

SESAC DOES!

You owe it to yourself to investigate the potential of a SESAC affiliation.

In New York, call Sal Candido at (212) 586-3450
In Nashville, call Bob Thompson at (615) 244-1992
A&M Records announces the release of SP 3518, "Live."

LEE MICHAELS LIVE
A specially priced 2-record set.

www.americanradiohistory.com
Picks of the Week

ELVIS PRESLEY ( RCA 0910)
Steambroller Blues (3:07) (Blackwood/County Road, BMI—I. Taylor)
From Elvis' "Aloha From Hawaii!" album comes this electrically charged track that's been knocking 'em dead all over the world. James Taylor tune is given classic reading by the King in his bid for another top 10 charter. Look for him to become an international best seller. Flip: "Four" (2:42) (Gladdy/Interson, U.S.—ASCAP—Sigman, Last)

ALICE COOPER ( Warner Bros 7691)
No More Mr. Nice Guy (3:05) (Era, BMI—Bruce, Cooper)
The Alice Cooper phenomenon continues to blaze a remarkable trail of intact American pop music across the continent. This track culled from their "Billion Dollar Babies" album is already a chart hot item and it looks as though there's no stopping it all. Flip: No info. available.

JIM CROCE ( ABC 11395)
Bad Bad Leroy Brown (3:02) (Blendingwell/Wingate, ASCAP—Grocke)
Well, Croce's done it again! Here he's come up with a delightful new single in the same musical vein as his "You Don't Mess Around With Jim" smash that started his career. This one is a natural for top 10 honors. Flip: No info. available.

JAMES TAYLOR (Warner Bros. 7695)
Hymn (2:24) (Country Road/Blackwood, BMI—Taylor)
From his "One Man Dog" album comes another pop oriented certain to gain immediate top 40 acceptance across the country. It won't be long before this one is charted. Flip: No info. available.

EDWARD BEAR (Capitol 3581)
Close Your Eyes (2:58) (Eloy, CAPAC—L. Eovy)
Canadian group who shook gold with their last "Last Song" effort seems most likely to repeat their chart success with another love saga. Again, clear, crisp vocals and simplicity highlight this fine outing. Flip: "Cachet County" (4:05) (Eloy, BMI—Ellis)

CYMANDE (Janus 215)
Bra (3:45) (Heavy, BMI—Patterson, Scipo)
It took some time before everyone caught on to "The Message," but once it did, it became universal. Well, Cymande is back with another monster cutting from their album, and this too is a surefire candidate for immediate pop and r&b success. Record will explode nationally. Flip: "Ras Tafariin Folk Song" (3:08) (Heavy, BMI—Rose, Gonzales)

THE GUES WHO ( RCA 0926)
Orly (2:53) (Dunbar/Cirrus, BMI—Cummings)
Continuing with their steady diet of hit after one hit, this album also comes from another group's "Artificial Paradise" formula, which includes an band's fine vocal capabilities. Will soon soar to top 40 chart status. Flip: No info. available.

THE IMPRESSIONS (Curfom 1985)
Thin Line (3:54) (Curfom, BMI—R. Tufo)
"Preacher Man," the group's last outing just grazed the charts, but this one is going all the way. Rich Tufo did an incredible job handling the production and arrangement on this one to-be by a group that has had more hits than anyone can count. Add one to this one. Flip: No info. available.

DENISE LA SALLE (Westbound 215)
What It Takes To Get A Good Woman (2:59) (Fame, BMI—O. B. McClinton)
Denise really takes into this one O. B. McClintone and certainly makes her point! A consistently beautiful performer, Denise will no doubt ride high on both pop and r&b charts with this dramatic effort. A scorcher from start to finish. Flip: "Making A Good Thing Better" (3:09) (Ordena/Bridgeport, BMI—La Salle)

Choice Programming

KEITH HAMPSHIRE (A&M 1432)
First Cut Is The Deepest (3:48) (Duchess, BMI—C. Stevens)
Having already scored with his initial "Daytime Night Time" release, Keith Hampshire will increase his appeal and following with this great rendition of Cat Stevens' material sure to please pop programmers across the boards. This is destined to be Keith's second hit record! Flip: No info. available.

FIVE DOLLAR SHOES (Neighborhood 4211)
Your Rock 'N Roll Band (2:57) (Neighborhood, ASCAP—Diamond)
Rock 'n Roll seems to be the music of the day, and Five Dollar Shoes tells us all about it via their latest single release filled with gusto and drive. Makes for perfect top 40 programmer in almost any area. Flip: No info. available.

WILLIE HUTCH (Motown 1222F)
Brother's Gonna Work It Out (2:56) (Jobete, ASCAP—Hutch)
This infectious entry by Willie Hutch is from the Rock track which he scored. "Carmen has already been playing in national radio spots to promote the film. The song features a solid lyric delivered by Hutch and backed up by a classy female singing, "Brother Gonna Work It Out." Tune is going work itself to the top of the charts. Flip: No info. available.

THE TAMS (ABC 11358)
Don't You Just Know It (2:24) (Ace, BMI—Vincent Smith)
This version of the Huey Piano Smith track will gain immediate airplay in most r&b markets while still mustering enough strength to cross over into pop territory. Song is a natural for group who have recently had great success abroad. Flip: No info. available.

Newcomer Picks

ROGER DALTRY (MCA 40053)
Giving It All Away (3:37) (Track, BMI—Sayer)
Solo ventures are nothing new to members of the British supergroup, The Who. First, it was bassist John Entwistle who how has two to his credit. Then, John Lennon with "Working On The Road." Now, it's Daltry's turn and he turns in quite impressive performance from his forthcoming album. This one will get immediate airplay and mighty sales! Flip: No info. available.

DANA COOPER (Elektra 45845)
Lover, Baby Friend (3:00) (Drunk Eye, BMI—Cooper)
Dana Cooper is a remarkable new singer/songwriter from the James Taylor school of delivery. His style is refreshing and uncluttered. This track culled from his recent LP is deserving of immediate attention because it reflects just a sampling of Cooper's many talents. This one is a winner. Flip: No info. available.

SLEEPY HOLLOW (Family 0916)
Sincerely Yours (3:01) (Home Grown/World Vitamin, BMI—Billay)
Group that vocally sounds so much like the Beatles debuts with an incredibly interesting song that requires several listenings to really appreciate. But rest assured that the record is worthy. This could be one of those slow moving sleeper records that suddenly explodes nationally, so watch it carefully. Flip: "Hades" (6:16) (same credits)

BARRY BINSLOW (Big Tree 16-000)
Get To Know Me (2:33) (Kaiser/Famous/Blo, ASCAP—Winslow, Steddom)
If it's true that ballads seem to sustain longer on the charts, then this one will last forever. A beautiful rendition of a tune that will become an instant favorite in top 40 and ROR circles. Don't miss out on this one. Flip: "Where There's Love There's Fire" (3:07) (same credits)

MONDA (Buddah 347)
Orville & Willy (3:08) (Donka, ASCAP—Scarrott, Emenegger)
Orville and Willy as you may guessed are Orville and Wilbur Wright, and Monda, as you also may guessed is formerly known as Daddy Dew Drop. This time around (and also in the novelty bag) artist relates an historical story with a 'now hook' line. Flip: No info. available.

LEE FIELDS (London 45-190)
Let's Talk It Over (3:00) (Great Sound/Rose Ward, BMI—Fields)

DON ELLIS (BASF 15127)
Go Back Home (3:15) (Objective, BMI—Falzone)

SAMPSON & DELILAH (Polydor 14167)
You Bring The Tears (2:40) (Malaco, BMI—A. Mitchell)

ROGER WILLIAMS (MCA 40044)
Theme From Baxter (2:17) (Ambrit, ASCAP—M. J. Lewis)

TONY BENNETT (MGM/Verve 10714)
Tell Her It's Snowing (3:56) (Nava/Dotted Lion, ASCAP—Heiman, Mallow, Marney)

SOLOMON BURKE (Pride 1025)
My Prayer (3:27) (Shidmore, ASCAP—Kennedy, Boulanger)

DENNY BROOKS (Bell 45-340)
Round & Round (7:09) (ABC Dunhill/Nebados, BMI—More)

THE ULTIMATE TRUTH (J City 300)
I've Got That Lovin' Feelin' (2:58) (Micro-Mini, BMI—Kysar)

Choice Programming

20 Cash Box — April 7, 1973

www.americanradiohistory.com
After eight months, everybody's playing in Clint Holmes' playground.

"Playground in My Mind" was released eight months ago. Finally, everyone's coming around.

Kal Rudman has been front-paging it for ten weeks.
Bill Gavin's been reporting it for six weeks.
It's gathering bullets on the charts. It hit No.1 in Wichita and stuck there for seven weeks. It's getting some of the hottest listener response and phone requests all over the country.

But judging by the way it's moving, this is all old news. For the latest on Clint Holmes' "Playground in My Mind," stay tuned to the trades.

On Epic Records®
Music Maximus Promotes Film, Show Stores

NEW YORK — Jay Moransteen, Frank Military and Nan Pearlman of Music Maximus are exploiting a number of film and show stores. The "Godspell!" film has just been released by Columbia Pictures with the sound track album going to Bell Records (label's Broadway cast album of the show's score has been certified gold). There is one new song, written by Steve Schwartz, in the film, "Beautiful City," which will join "Day By Day" as a standard.

In addition to "Godspell!", Maximus is well represented in films. Firm will be publishing the scores to four new films being produced by Lansbury/Rent, one produced by Stuart Duncan and one by Regina Pierce.

Maximus represents the publishing interest of Palomar Films producers of "The Heartbreak Kid" and "Sixth," both of which had multi-academy award nominations, including best score for the south.

Maximus is publishing the score to Stuart Duncan's Production of the Hugo Bergh, Luigi Creatore and George David Weiss musical, "Smile. Smile. Smile." opening this April (4) in New York. Firm will also publish the score to a new Lansbury/Rent musical written by Larry Grossman and Drey Sheppard opening on Broadway this fall.

War Takes Excess To Euro

HOLLYWOOD—Steve Gold, president of Par Out Productions, and Mike Stewart, president of United Artists Records, will tour Europe at the end of April on behalf of U.A.'s top-selling group, War.

Gold and Stewart will visit U.A.'s European facilities and licensees to insure a consolidated international building program behind War, whose "The World Is A Ghetto" single and album are million-sellers in the U.S.

Gold will also be scouting locations for concerts for War's upcoming European tour, tentatively set for late this year. He plans to check out the facilities of London's Wembley Stadium and several large concert halls and soccer facilities on the European continent.

Chelsea Moves

HOLLYWOOD — Effective Monday (2), Chelsea Records officially moved its offices to 9230 Sunset Blvd., Suite 40, Los Angeles, California 90069.

The new phone number is (213) 973-4022.

Ad Aology

HOLLYWOOD — ABC/Dunhill Records would like to make a special apology to Richard Podoler, producer of Three Dog Night. In a recent advertisement for the group, Podoler's name was misspelled.

ATI Long-Range Drive On Deep Purple, Uriah Heep

ATI—The trend toward long-term development of recording and performing acts after their "heyday" is evidenced in the campaign developed by American Talent International for Deep Purple, as well as in the campaign created by Uriah Heep. Both ATI's new artist, Deep Purple, and Uriah Heep, are two acts that have achieved programmed building and re-building. Since the release of their recent albums, the acts were major attractions in many world markets, with the exceptions of America and Canada, where they signed with ATI in 1972. (Details of the promotion of the previous tour and months of advance promotion by Warner Bros., the group's label, will be revealed in next advance in every city.

Coordination between the group's managers, ATI and the record label, was strong enough to allow the group a re-development period. Blacker worked closely with Joe Smith and Bob Segal, USA's President, John Coletta and Tony Edwards, managers of Deep Purple.

In August of 1972, the group's guarantees rose to $30,000 per day, and they maintained them in 1973. They averaged $15,000.

Depending on the upcoming series of dates, they will play the largest auditoriums in the country, and have already been quoted a high bid in both Denver and Los Angeles.

Uriah Heep

Uriah Heep, a group that made its appearance in 1971, toured The States during its "Deep Purple Night" with minimal results. During the same period, ATI's guidance, in Jan. of 1972, they were in the U.K. opening for Buddy Miles and Deep Purple, averaging $10,000 per day. ATI's promotion of this new, relatively unknown act, continued, when they were featured on an episode of "The David Frost Show" and Dreams.

Recently, in 1972, they were booked as a headline act, playing only their strongest areas. This pre-planning had the effect of generating impetus to record sales in these markets, which set the stage for a successful tour of the States.

In May of 1973, Uriah Heep embarked on an overall North American tour, playing 52 dates in 9 weeks, with Joe Smith and Bob Segal as U.S. promoters; John Coletta and Tony Edwards, managers of the group.

In August of 1973, the group's guarantees rose to $30,000 per day, and they averaged $15,000.

In June of 1974, they were booked as a headline act, playing only their strongest areas. This pre-planning had the effect of generating impetus to record sales in these markets, which set the stage for a successful tour of the States.

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In August of 1973, the group's guarantees rose to $30,000 per day, and they averaged $15,000.
Rununch n Roll - Black Oak Arkansas, Live! on ACO Records and Tapes.

Koncert has finally been captured to the music. Black Oak Arkansas boogle in the aisle, stamp your feet. All the frenzy and excitement of a

Rununch 'n Roll!

Black Oak Arkansas, Live!
<table>
<thead>
<tr>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
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<tbody>
<tr>
<td>AM I BLACK ENOUGH FOR YOU</td>
<td>W. Lee Cooper-W.B.</td>
<td>WB</td>
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<tr>
<td>GIVE YOUR BABY A STANDING Ovation</td>
<td>Cooper-W.B.</td>
<td>WB</td>
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<tr>
<td>SLIP 'N SLIDE</td>
<td>Rufus</td>
<td>ABC</td>
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<td>FRIENDS OR LOVERS</td>
<td>Rufus</td>
<td>ABC</td>
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<td>SO IN LOVE WITH YOU</td>
<td>Rufus</td>
<td>ABC</td>
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<td>WHERE HAVE ALL THE FLOWERS GONE</td>
<td>Frank Sinatra</td>
<td>CBS</td>
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<td>ZIP A DEE DOO DHAH</td>
<td>The Lettermen</td>
<td>CBS</td>
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<td>BLACK COFFEE</td>
<td>The Lettermen</td>
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<td>LAST TANGO IN PARIS</td>
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<td>FRANKENSTEIN-EDGAR WINTER</td>
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<td>HEARTS OF STONE</td>
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<td>HOCUS FOCUS</td>
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<td>PINBALL WIZARD/SEE ME FELL ME</td>
<td>New Seekers</td>
<td>MGM</td>
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<td>WALK ON THE WILD SIDE</td>
<td>Lou Reed</td>
<td>RCA</td>
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<td>CHERRY CHERRY</td>
<td>Neil Diamond</td>
<td>MCA</td>
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<tr>
<td>DRINKING WINE SPO-DEE O-DEE</td>
<td>Jerry Lee Lewis</td>
<td>Mercury</td>
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<td>BLUE SUEDE SHOES</td>
<td>Johnny Rivers</td>
<td>U.A.</td>
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<td>RIGHT PLACE WRONG TIME</td>
<td>Atco</td>
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<tr>
<td>NO MORE MISTER NICE GUY</td>
<td>Alice Cooper</td>
<td>W.B.</td>
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**Vital Statistics**

- **Date**: April 7, 1973
- **Station**: WABC
- **Location**: New York City
- **Format**: Adult Contemporary
- **Listener Demographics**:
  - **18-49**: 37%
  - **12-24**: 9%
  - **25-54**: 35%
  - **55+**: 19%

**Main Format**: Pop

**Secondary Format**: Classic Rock

**Top Charts**: Cash Box Radio Active

**Top Songs**:
- **1.** Reelin' In The Years - Steely Dan
- **2.** The Right Thing To Do - Carly Simon
- **3.** Daniel - Elton John
- **4.** It Sure Took A Long Long Time - Lobo
- **5.** Wildflower - Skylark
- **6.** And I Love Her So - Perry Como
- **7.** Drift Away - Dobie Gray
- **8.** Frankenstein - Edgar Winter
- **9.** Thinking Of You - Loggins & Messina
- **10.** Step By Step - Joe Simon

**Top Requests**:

1. Reelin' In The Years - Steely Dan
2. The Right Thing To Do - Carly Simon
3. Daniel - Elton John
4. It Sure Took A Long Long Time - Lobo
5. Wildflower - Skylark
6. And I Love Her So - Perry Como
7. Drift Away - Dobie Gray
8. Frankenstein - Edgar Winter
9. Thinking Of You - Loggins & Messina
10. Step By Step - Joe Simon

**Top Stations**:

- **WABC**: 37%
- **WFIL**: 32%
- **WNEW**: 29%
- **WK exceptions**: 28%
- **WABC**: 23%

**Top Artists**:

- **Elton John**: 17%
- **Carly Simon**: 17%
- **Steve Miller**: 17%
- **Steve Miller**: 17%
- **Loggins & Messina**: 16%
- **Santana**: 16%
- **Elton John**: 15%
- **Dwight Yoakam**: 15%
- **Elton John**: 15%
- **Santana**: 15%

**Top Songs by Genre**:

- **Pop**: 37%
- **Rock**: 32%
- **Country**: 29%
- **Blues**: 23%
- **R&B**: 19%

**Most Requested Songs**:

1. Reelin' In The Years - Steely Dan
2. The Right Thing To Do - Carly Simon
3. Daniel - Elton John
4. It Sure Took A Long Long Time - Lobo
5. Wildflower - Skylark
6. And I Love Her So - Perry Como
7. Drift Away - Dobie Gray
8. Frankenstein - Edgar Winter
9. Thinking Of You - Loggins & Messina
10. Step By Step - Joe Simon

**Most Requested Artists**:

1. Elton John
2. Carly Simon
3. Steve Miller
4. Steve Miller
5. Loggins & Messina
6. Santana
7. Elton John
8. Dwight Yoakam
9. Elton John
10. Santana

**Most Requested Stations**:

1. WABC
2. WFIL
3. WNEW
4. WK exceptions
5. WABC

**Top Charts**:

- **Cash Box Radio Active**
- **Cash Box Country**
- **Cash Box R&B**
- **Cash Box Rock**
- **Cash Box Pop**

**Top Formats**:

- **AC**: 37%
- **Classic Rock**: 32%
- **Country**: 29%
- **Blues**: 23%
- **R&B**: 19%

**Top Demographics**:

- **18-49**: 37%
- **12-24**: 9%
- **25-54**: 35%
- **55+**: 19%

**Top Songs by Genre**:

- **Pop**: 37%
- **Rock**: 32%
- **Country**: 29%
- **Blues**: 23%
- **R&B**: 19%

**Top Stations**:

- **WABC**: 37%
- **WFIL**: 32%
- **WNEW**: 29%
- **WK exceptions**: 28%
- **WABC**: 23%
Ready for takeoff.

"Skywriter". A brand new album from the Jackson Five. Includes their stratospheric new single "Hallelujah Day." And it's ready to take off—right to the top of the charts. So don't get left on the ground. Get "Skywriter". Album #M 761.

Listen to what's happening at Motown. You'll hear the times change.

©1972 Motown Record Corporation
STATION BREAKS:

That’s How The Turntable Turns Department: WABC’s Cousin Brucie is now receiving a different kind of beauty contest in Livingston, N.J. The former previous award-winning beauty queens while the contestants are all men, modeling bathing attire and sportswear. They were asked to demonstrate “pace and personality.” The winner becomes a judge at the Miss New Jersey USA pageant. Brucie’s also been appointed grand marshall for the Greater New York Walkathon aid the March Of Dimes. He will crown the winner which tooss of the day’s activities (8), headlined by Columbia’s Dr. Hook & The Medicine Show.

Reservations: Sonny Melendez from KHH: Sonny Fox from KHJ; Callia Young, gm of WCOL, for 22 years to become management consultant for the Great Trails group - Now pd at WHN, Ruth Meyer is best remembered in New York (for her association with WMCA where she coined the “goodaura” concept. But when WHN was WXHM, she got her first job in the business doing a morning show. So her new gig is really a welcome home assignment. Bill Robins is the new pd of WFXM AM & FM in Easton, Pa. Vick Hager is now with the package in Columbia, Ky. Dianne crochet from the mid slot at WHN in the same spot at WPL. Terry Greely is the new promotion and pr director at WWVA.

WNE-FM’s essay contest held before the election was a most creative and constructive political criticism from area college groups to date has been judged. Rutgers U. won first prize in the group category and will host a free concert of the Curtis Mayfield and The Impressions of the contest.

New ARIs for Chicago make gm at WYMP, Barkey Peters, exastic. Station has become the 21st metro FM seven days a week in total listenership. As announced in last week, the area AM and FM, in adult

women from 10 am to 3 pm. Promo tee shirts is often taken. The first station in Houston to give them away is WIND all of them is KBZL. One Sunday recently, they Santa Claus 1,000 of the goodies.

For the fourth year in a row, WBNC sport director Marv Al- bert has been elected NY’s Sportscaster of the Year by the National Sportscasters and Sportswriters Association. Richard Clarense who was creative director of Mel Blanc Associates for nine years and was not a client of A Child’s Garden Gone has joined Barrett & Company as a sport writer and producer.

WHOZ pd John Scott writes that he needs some LPs for station promos for the Evansville outlet. Will appreciate any and all help, record men and women.

Stations are hosting the premier of “Gandolfi” in their respective areas: WIOD in Florida and WLS in Chicago. National pd of the PBS Broadcasting chain, Jay Thomas, will be a U.S. representative at the 1st annual Great Brit- ish Pop Music Awards. . . WJZM Yankton, South Dakota got heavy radio detective to instrumental country music stations. The nation of America has given Best Radio News Script honors to Paul Givan of WABC for his “Flashback 72” show. Now to the lineup on WCRS-FM is Norm N, Xite in the 2-4 am slot. He comes from the same shift at WOR. WRB has just produced a series for syn- dication on “The Songs of Keith Michael”. Who won an Emmy for his Harry VHI performance on PBS and records for Special. John Mehaffey has joined the WLW news team.

Promotions at WCOL. Dan Mor- gan from 8:00-12 pm, Bob Goulding to 4:00-5 pm, Atlanta’s WZGC-FM now hosts of Steve Rivers and Jerry Kasler, who formerly with KOMA: Robert adela

TALENT ON TV

Spence Street, PBS (Apr. 12) - Tanle’s Steve Wonder showed off his vocal skills in Groover performing "Superstition" from his latest single, an original song whose only lyrics are the two words of the song’s title.

Midnight Special, NBC (20) - The Midnight Special went on a West Coast vacation to their new home in Las Vegas. The group Silver Cloud in their network debut on their program shed their old look and sound with Joan Sutherland and the London Symphony Orchestra conducted by her husband Richard Bonynge.

WETL, Long Island’s first commercial TV station is slated to begin programming on UHF channel 61 this year. The Tele- visory program schedule emphasizes local Nassau and Suffolk county happenings (both live and taped) of area concerts as well as a regu- larly scheduled talent hour highlightin local rock and vocal groups.

Cash Box — April 7, 1973
Every record company is now playing catch up.
The columns of the trade magazines are filled with press statements by various record companies. The various companies are all busy trying to form Artist Relations departments.
The model they're copying is the department pictured:
The gang is getting bigger. Mostly because when artists and managers find somebody at a record company who gets it done for them, that body gets more and more calls.
So be it. Since the photo was snapped, add to the Gang: Peter Turner in New England and Dave Urso in Detroit. And overhead be damned.

When the time comes to get a touring act more publicity, more promotion and more local sales impact, then town for town that act's got one of the Artist Relations Gang traveling with it, working those towns too. Not opening limo doors, or hustling up groupies or beer. But making sure stock's in stores, ads are bought, promoters are promoting, radio is concentrated, displays are up, pulses are pounding.

It all comes under the heading of getting the job done.
Most record companies these days talk a lot about being "artist oriented." Which talk is mostly bullshit.
Record companies are in business to make money. The trick is to make it and still do a hell of a job for their artists.

That's the difference that Warner/Reprise makes: people who aren't afraid to make a decision, and get a hell of a lot done.

Among Warners' biggest hellions of all are—if you'll pardon the modesty—Regehr, Needham, Reed, Parent, Rosenberg, Cooper, Scott, Shaw, Turner, Urso... They're at Warner/Reprise. Where They Belong.
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
Sunshine Of My Life—Stevie Wonder
The Twelfth Of Never—Danny Osmond
WCON—COLUMBUS
Sten By Step—Joe Simon—Spring
delton John—Tom Jones
Outlaw—David Blue—Asylum
WLS—CHICAGO
Child Of The Sun—Stevie Wonder
Sunshine Of My Life—Stevie Wonder
Soul Searchin—Helen Reddy
I'm Gonna Be—Benson Brothers
WMAK—NASHVILLE
Parkin'—Jerry Lee Lewis
I'll Be There—The Temptations
WIFE—INDIANAPOLIS
Not Too Late—Jerry Lee Lewis—Capitol
I'm Doin'-Pillow Talk
It Sure Took Long Time—Lobo—Big City Miss Ruth
WBBQ—AUGUSTA
If First You Don't Success—Rory Middle—Capitol
WJBK—DETroit
You Are The Sunshine Of My Life—Stevie Wonder—Tamla
WAYS—CHARLOTTE
Drift Away—Doobie Gray—Capitol
WMAK—NASHVILLE
If First You Don't Success—Rory Middle—Capitol
WJAS—NEW YORK
Love Of My Life—Stevie Wonder—Tamla
WJIT—MEMPHIS
Doin Fine—The Searchers—Sussex
I'm Stuck In This Middle—Stealers' Wheel—A&M
WLAB—INDIANA
Baby It's Cold Outside—Tom Jones—Capitol
I Can't Help Myself—Diana Ross—Motown
WJOA—ATLANTA
Drift Away—Doobie Gray—Capitol
Wild Flowers—Skydial—Capitol
WRTI—PHILADELPHIA
Feeling Of You—David Rosenthal—Capitol
The Right Thing To Do—Carly Simon—Elektra
WXVW—WILMINGTON
Back When My Hair Was Short—Shirl—Warner
I'm A Stranger Here—Five Man Electrical Band—MAM
WKY—KANSAS CITY
The Right Thing To Do—Carly Simon—Elektra
WLBX—TALLAHASSEE
You Are The Sunshine Of My Life—Stevie Wonder—Tamla
WLOM—DETROIT
I'm Doin'-Pillow Talk
It Sure Took Long Time—Lobo—Big City Miss Ruth
WFXS—FRANKFORT
If First You Don't Success—Rory Middle—Capitol
WOR—NEW YORK
Satisfied—Bob & Carol—Elektra
I'm Gonna Be—Benson Brothers—Capitol
WQWV—WASHINGTON
Satisfied—Bob & Carol—Elektra
I'm Gonna Be—Benson Brothers—Capitol
WWTI—DALLAS
Satisfied—Bob & Carol—Elektra
I'm Gonna Be—Benson Brothers—Capitol
WHTZ—KNOXVILLE
1. REELIN' IN THE YEARS—STEELY DAN—ABC
2. THE RIGHT THING TO DO—CARLY SIMON—ELEKTRA
3. DANIEL—ELTON JOHN—MCA

The BIG THREE

1. REELIN' IN THE YEARS—STEELY DAN—ABC
2. THE RIGHT THING TO DO—CARLY SIMON—ELEKTRA
3. DANIEL—ELTON JOHN—MCA

WKTQ—ATLANTA
Drift Away—Doobie Gray—Capitol
Wild Flowers—Skydial—Capitol
Godbury I've Seen—Capitol

R&B Additions

WWQW—CHICAGO
I'm Doin'-Pillow Talk
It Sure Took Long Time—Lobo—Big City Miss Ruth
WLOG—CLEVELAND
I'm Doin'-Pillow Talk
It Sure Took Long Time—Lobo—Big City Miss Ruth
WJOL—CHICAGO
I'm Doin'-Pillow Talk
It Sure Took Long Time—Lobo—Big City Miss Ruth
WOK—ATLANTA
Drift Away—Doobie Gray—Capitol
Wild Flowers—Skydial—Capitol

WWR—NEW YORK
I'm Gonna Be—Benson Brothers—Capitol
I'm Doin'-Pillow Talk
It Sure Took Long Time—Lobo—Big City Miss Ruth
WCHO—DETROIT
I'm Doin'-Pillow Talk
It Sure Took Long Time—Lobo—Big City Miss Ruth
WJZ—PHILADELPHIA
I'm Gonna Be—Benson Brothers—Capitol
I'm Doin'-Pillow Talk
It Sure Took Long Time—Lobo—Big City Miss Ruth
WJZ—CHICAGO
I'm Gonna Be—Benson Brothers—Capitol
I'm Doin'-Pillow Talk
It Sure Took Long Time—Lobo—Big City Miss Ruth
WJZ—Baltimore
I'm Gonna Be—Benson Brothers—Capitol
I'm Doin'-Pillow Talk
It Sure Took Long Time—Lobo—Big City Miss Ruth
WJZ—WASHINGTON
I'm Gonna Be—Benson Brothers—Capitol
I'm Doin'-Pillow Talk
It Sure Took Long Time—Lobo—Big City Miss Ruth
WJZ—CLEVELAND
I'm Gonna Be—Benson Brothers—Capitol
I'm Doin'-Pillow Talk
It Sure Took Long Time—Lobo—Big City Miss Ruth
WJZ—NEW YORK
I'm Gonna Be—Benson Brothers—Capitol
I'm Doin'-Pillow Talk
It Sure Took Long Time—Lobo—Big City Miss Ruth
WJZ—ATLANTA
Drift Away—Doobie Gray—Capitol
Wild Flowers—Skydial—Capitol

Sledge hammer single

"TEAR THE HOUSE DOWN"

by The Mob

K 14519
Droz Named VEEP At WEA

HOLLYWOOD—Henry Droz, sales manager of the Warner Elektra-Atlantic division, and the new executive officer of the company and named vice president and director of sales, according to Joel Friedman, president of WEA.

Droz joined WEA last year after a four-year tenure with the Decca Co. and the Handelmann Co. in Detroit. He will continue the "city" approach at the WEA home office, reporting directly to Friedman. WEA's entire line-up includes Droz, Mike Edlow, vice president, director of operations, and Jack Kline, vice president, director of advertising. Tom Romano, national sales manager, and Newt Altov, national director of systems.

WTP Ubbs Halverstadt
To Creative Director

BURRANK—Warner Bros. Records has welcomed Jack Halverstadt as its newly created position within the company, that of creative director. He will be responsible for originating and executing marketing projects for Warner-Reprise and contemporary records. His new position will be supervised from Burbank by Halberstadt's colleague Al Hunter, who is instrumental in developing the first stereo video tape presentation of an album. He is a member of the BMI, ASCAP, and the VAGA community, and the public. This stereo video program is being extended to include commercial telecasts this fall.

Additionally, Halverstadt will be responsible for special merchandising, distribution, and designing. He will also provide a major contribution to the "A Tribute to Stephen Sondheim" album, for which Halverstadt also served as executive producer.

Lee Named RCA Custom Label
Sales Manager

NEW YORK—Doug Lee has been appointed manager of Custom Label Sales by RCA Records. He succeeds George Pickett, who recently left RCA to move to his new position as chairman of the first ever "get into the music business" program. Lee will be responsible for a staff of national and regional sales representatives.

Col's New Classical Library

Dr. King LP

As of sale of one million copies, the latest features performances by The Jimmy Castor Bunch, Jose Feliciano, The Friends of Distinction, Linda Hopkins, The Main Ingredient, Wilson Pickett and Patti Labelle. Most of the acts have donated their share of the royalties to the church. All but Wilson Picket and R&B acts. The concert is a member of the center's board.

At the press conference, Mrs. King expressed thanks for RCA's "spiritual and financial support" of the Atlanta event, "acknowledged," she added, "the substantial financial benefit ever held in the city of Atlanta in support of King's campaign.

"We are pleased and very proud to have participated in this very, very important campaign," he stated. The label was able to present the event "all day long," according to King. "This is our major contribution," requiring effective coordination among the artists and RCA's executives and engineers.

The Atlanta event, Mrs. King noted, marked the beginning of the center's program for the year under the all-enveloping theme: "Columbia Classic Center; 1973: The Year of Classic Literature."

The center's April fifth meeting will take place this week (6-7) in Boston, where this year's theme will be explored.

Canada Green Paper

(Cont'd from p. 7)

some much wider importance with the growth of integrated two-system way giving access to information of all kinds, and entertainment, in consumer homes, and offices. The problem for Canada is not primarily one of excluding foreign programs, but of extending a system of control of the growing flood of mass media information from foreign sources. It is, therefore, not only possible but essential for the government to promote new and unique programming, sources of information, and the national and commercial community on a scale that will represent a generally acceptable and effective alternative to the immediate mobilizing Canadian creative, production and distribution potential for the federal government alone, but in an urgent concern for all the regions, in the纺-7 and the local public service industry, and the general public. Toronto is the point at which the government should commit itself to all governments in Canada, to the creation and support of an alternative to the existing industry which will not satisfy it. The government should also try to be able to compete internationally on its own merits. A positive and high priority education of the filtering and trans- mission to be made by the whole country—which will have to use the powers of the authorities and the private sector—to effect a vast increase in the capacity to create, produce, and promote cultural, national, and educational materials, which will be possible quality, to be made available throughout the country.

Oscars

(Cont'd from p. 7)

20th On "After"

Within hours after the members of the Academy and the press and Sciences had awarded "The Morning After" his Oscar, 20th Century-Fox confirmed that the decision moved into action to draw new attention to the film. "We have received a barrage of telegrams and telephone calls from around the country to do something," said Herb Eisen, president of the academy's west coast chapter. In a few days we should be hearing the ballad sung by country-western singer and his country-western singers as well as MOR people.

"Sincere, moving stories about the country are asking for art work to spotlight the song and its sheet music," said Henry Fonda, who played "After." With Oscar putting the fledging gold record back on his coffee table for the big new, an old song was put on songwriters' charts, "Morning After," and "After." The "Morning After" simple is being re-released nationally with television and radio spots, and special filing pointing up the Oscar win are on their way in home stations.

"Maureen is working on her first album for the label," commented U.S. RCA Records president Eugene Pat Regan, "and it will, of course, be titled "Morning After.""

Additionally, an extensive sales and promotional campaign has been launched by RCA Records International, Pacific Coast Publications, Inc., which has exclusive right to the film and music ordering news of the "Morning After" to the West Coast President, John L. Haag. Being promoted in the campaign, according to Pat Regan, are international full-color piano sheet copy, as well as RCA Records' purchase plans and and various of editions. Sales materials include in-store displays and flyers.

Cash Box — April 7, 1973
Dobie Gray's initial single, just released, is getting fantastic re-action all through the nation. Join the excitement. "Drift Away" is from his newly released album with the same title.

Produced by Mentor Williams for Third Son Productions

Day after day I'm more confused
Yet I look for the light through the pourin' rain
You know that's a game I hate to lose
And I'm feeling the strain, ain't it a shame...

... Give me the beat boys and free my soul
I want to get lost in your rock and roll, and DRIFT AWAY

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FREDA PAYNE: ALL BEAUTY FROM A BEAUTIFUL LADY

When there are two people fighting in the river, and they are both going down, one suddenly realizes that no one really wants to drown." Now that line almost sounds lyrical itself, but it wasn't necessarily meant to be lyrical, or satirical—merely an empirical thought.

At a recent CASH BOX interview Freda Payne was just as revealing in a decollete dress as she was in her viewpoint about her career. She admitted that she had had some problems with her record company but that they had now all been resolved and that after proper reconciliation she will still be wearing that "band of gold" with Invictus Records, the company that launched her.

Her first new product in over a year will be out within two weeks, on Invictus, and will be distributed by Columbia Records. It will be the first product out under a new Invictus/Columbia distribution deal.

Freda's career began when she won an audition to tour in a Pearl Bailey review. From this she landed a spot singing on the CBS Radio show, "Make Way For Youth," and slowly segued into playing the supper clubs and singing songs like, "I Believe in You." Apparently there were a lot of managers who verily told Freda that same line. There are some singers who never get a break, but Freda's background shows some interesting things, which seem to indicate that she was destined to make it.

Throughout her career she has had business dealings with three gargantuan in the business—Berry Gordy, Sid Bernstein, and Clarence Avant. She remissed how she had grown up in Detroit and how she attended Central High School there with a lot of the Motown people. She was friends with Eddie Holland, Mary Johnson, Smokey—and Berry Gordy, who used to watch Freda take her ballet lessons. He also started rehearsing her to cut a record for the company he had just started called Motown Records. A facetious Freda offered, "He used to work me to death. We rehearsed all of the time." The song she recorded for him was called, "Father Dear, Your Daughter Done Fell in Love." It was never released because her mother dear didn't like the terms of the contract.

NEW YORK—William Lockwood, Jr Into The Future

The pop world may soon be feeling the effects of a malaise—a growing short age of genuine, class A, rock headliners who can fill 3,000-seat auditoriums, according to Bill Lockwood, director of programming for Lincoln Center's Great Performers Series in New York.

The slim, bespectacled Princeton alumnus, who still lives in his college town and also books all the pop shows at the Philharmonic Hall there, has developed several so-far successful new formulas to combat the shortages, which are brought on in his view by a combination of factors. These include generally higher cost of production, occasional over-exposure of the few superstars who do exist on the scene today, as well as the frequent displays of artist and management ego, manifesting itself in demands of all types on the promoter, particularly sky-high fees.

One way of reducing the impact of the problem, according to Lockwood, is to stay with the singer-songwriter as the principal attraction, as opposed to the heaviest kinds of electric groups who often tend to price themselves out of the ballpark or at least out of the 3,000-seat halls.

"In the first place," Lockwood says, "we at Lincoln Center have something unique going for us in that we are one of the few, if not the only culture center in the country, presenting contemporary singer-songwriter talent under its own auspices rather than exclusively through individual outside promoters. We are not wedded to the profit motive. Obviously, we don't go around looking for ways to lose money, but we are often content to break even if we are accomplishing a worthy artistic purpose in the bargain.

"Therefore, we don't have to limit ourselves to the headliners of the day or the month or the season. We can also play artists whom we genuinely believe will be major performers tomorrow or next year. Our economics permit that.

"And this," continued Lockwood, "is directly responsible for establishing what we really think is the pop music world's first season subscription series. We started this plan last year and so far, as we are completing the second season of subscription, we are very encouraged, with a notable increase in subscriptions the second year."

Lockwood explained that the subscription plan is frankly calculated to help showcase non-headliners along with the top names. "The idea allows us the luxury of scheduling three or four major name headliners, who guarantee us the ticket sales we need, along with two or three lesser known artists, none of whom would be likely to sell many tickets if they were to be starred in non-subscription concerts.

"And what is more," he continued, "we have the ideal alternate showcase for these newer artists in the really beautifully appointed Alice Tully Hall, which is part of the complex at Lincoln Center, and which seats 1,096 as opposed to Philharmonic Hall's 2,852. It's much less of a burden on the artist. For the manager who insists on his artist appearing in Philharmonic Hall, we simply tell him a full Tully Hall looks much better to everyone than a half-full bigger room."

"In this way," he added, "we give the performer who is worthy and good and on his way a shot yet not on the top a real chance to be seen. I think we have helped a lot of artists this way, including Harry Chapin, Eric Anderson, Jim Croce and Paul Williams this year, and Bill Withers and Jonathan Edwards last year."

"Logically, you would think talent at the beginning of his career is strangely deceiving, in the sense that often when it is finally announced, it actually looks like an unbroken chain of stars. That's because of a kind of sixth sense on talent evaluation which has failed only a few times. Every promoter has it to some degree."

"We booked Harry Belafonte for a Philharmonic Hall concert in the winter of 1971 as far back as the summer of 1970 as long as eight months in advance. He played Carnegie Hall before our date, but we booked him that far in advance (Cont'd on page 93)

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Cash Box — April 7, 1973
Over 80 million people saw Springfield Revival's first American performance of the nominated song "Come Follow, Follow Me" on the Academy Awards Show. That's what we call exposure. Their first single release is "Come Follow, Follow Me" b/w "Someone" MV 10717

Distributed by MGM Records
Neil Young & Linda Ronstadt

FORUM, L.A. — What usually happens at a major concert is that it is difficult to maintain the balance between the performance and the event itself. And an event with close to 20,000 devotees in attendance is even more challenging. But on Friday night, at the Forum, Los Angeles' top artist, Neil Young, who has been involved in his own release, decided to put on an encore as himself as he unmasked sniffing the brass ring that he ordinarily, and decided to introduce his distinctive mixture of country, folk, acid and electric rock, a mixture that certainly wasn't walked down in the usual greedy gulp of his fans taste.

His weird-and-bitter-entrees, "Old Man," "Heart of Gold" and "Alabama," were thankfully there by slightly offset the impact of some unappetizing new numbers, including "Look-out, Joe" and "New Mama." These latter two unsophisticated attempts were visible, but not so much, a deja vu sound, from the melodies and lyrics on down to the arrangements and vocals. Old pals David Crosby and Graham Nash fancied themselves chugging in halfway through the show, giving it some added momentum. In particular, "The Lighthouse," this was the best gem, went right for the visera, extra-hard core, the kind of thing that people want to hear. The song itself was unadorned with endless refrains and predictable chord progressions, but it was an allowable indulgence. The crowd went wild.

The show opened with Asylum's Linda Ronstadt, who has also been seeing the light. Not that she was out there pitching, but her stride seemed widely popular, and her vocal and attitude for what she sang. All and all, a slightly off-key for two undeniably talented artists.

Malavishnu Orchestra

FELT FORUM, NYC — The Malavishnu Orchestra was a firestorm to the crowd here at New York's Felt Forum. The group includes some of the most talented musicians in the rock world, and when the forces and creativity of these five musicians are combined, the end result is a high-powered, well-packed sound. The audience that was heard a most delightful two & one-half hours of intricate and exotically complex music. Although there is so much going on with this band everyone there seemed to enjoy and understand the music immersely.

John McLaughlin started off the concert with a request for a two minute period of silence, asking the audience to make sure that the audience was not left alone and was not left with some shrubbery from the crowd. The majority of the crowd understood John's thing about the supreme being. Married, and then, as if lightning had struck, the Forum was filled with the sound of "Birds Of Fire." They gave us a preview of a new song called "Dream" which hasn't been recorded yet. Billy Cobham, Malavishnu's drummer, had the crowd into a frenzy with an excellent drum solo which lasted about five minutes.

Though many fans were disappointed, it was a very warm and spontaneous night at the Forum. When they gave the orchestra three standing ovations that lasted at least five minutes, it was obvious that they were enjoying what the Malavishnu Orchestra really means to the everyday rock lover. They would like to be "Magnificent."

Tammy Wynette & George Jones Show

PHILHARMONIC HALL, NYC — The first country show to fill this hall was an historical ground breaking. The audience for the most part was the same as the country crowd we've all seen. It brought the country fans out of the woodwork, and we hope they'll be out there to support future events like this. This could bring a new element to the concert scene. The event itself is a good start. The show was a successful start to what looks like a promising new genre of country music.

At one point, the audience was so excited that the band was asked to do an encore, and they did. From start to finish, the show was a great success.

Osmonds & Rich Little

CASAS PALACE, LAS VEGAS — Not that we had to prove anything but MGM wanted to see what they were getting with an all-starry production. The audience was pleased, and the show went off without a hitch. The audience was definitely impressed with the performances.

The Osmonds, with their rich voices and impeccable harmonies, put on a great show. Their rich voices and harmonies were well-received by the audience.

Rich Little, who opened the show, did an excellent job of entertaining the audience. His quick wit and timing kept the audience laughing throughout the show.

Martine Habil

BITTER END, NYC — Columbus recording artist Martine Habil is a very talented singer-songwriter who is refreshing as a sudden shower on a very hot summer day. Her soft, delicate voice, expressive and emotive, is that magic charisma that places her in a spotlight all her own.

Martine Habil, known for her beautiful singing and swooning to the singing of songs from her debut Columbus album, also featured was her new album "The Sun Also Risin'" and her little bouncy toe-tapper that has the potential to become a giant hit. Martine sang her hit song "Deliverance" and "Memories Of Tom & Jerry" that stated, "The sun is also rising..." and her voice was more than just a simple single and some more exposure will definitely have a rising career and people everywhere will love her more & more each day.

Cash Box — April 7, 1973
Believe it!
Out just 2 weeks

- 67 Cashbox
- 69 Record World
- 71 Billboard

THE BLUE RIDGE RANGERS
HEARTS OF STONE
Somewhere Listening
(For My Name)
Fantasy 700

Coming soon: THE album.
The Blue Ridge Rangers, Fantasy 9415
A&M welcomes Sandy Denny to the U.S.A.

April 2 Philharmonic Hall, New York City
April 6 Massey Hall, Toronto, Canada
April 7 State Univ. of New York, New Paltz, N.Y.
April 8 Constitution Hall, Wash., D.C.
April 10/11 Mainpoint, Phila., Pa.
April 12 Symphony Hall, Boston, Mass.
April 13 Tower Theatre, Upper Darby, Pa.
April 14 Fairleigh Dickinson Univ., Rutherford, N.J.
April 15, Capitol Theatre, Passaic, N.J.
April 27/28/29 Ebbets Field, Denver, Colo.
May 8-13 Troubadour, Los Angeles, Calif.

Sandy Denny's newest album is "Sandy." On A&M Records
1. ROCKY MOUNTAIN HIGH
2. DUELING BANJOS
3. LADY SINGS THE BUDDY GIBBS SOUNDTRACK
4. DON'T SHOOT ME I'M ONLY THE PIANO PLAYER
5. SHOOT OUT AT THE FANTASY FACTORY
6. PRELUDE
7. BILLION DOLLAR BABIES
8. NO SECRETS
9. THE DIVINE MISS M
10. ELVIS ALOHA FROM HAWAII VIA SATIELLE
11. THE WORLD IS A GHETTO
12. THE DARK SIDE OF THE MOON
13. CAN'T BUY A THRILL
14. MASTERPIECE
15. WATTSTAX
16. BIRDS OF FIRE
17. WHO DO WE THINK WE ARE?
18. THEY ONLY COME OUT AT NIGHT
19. TALKING BOOK
20. SPACE ODDITY
21. MOVING WAVES
22. I AM WOMAN
23. SEVENTH SOJOURN
24. HOT AUGUST NIGHT
25. KEEPER OF THE CASTLE
26. TRUE STORIES AND OTHER DREAMS
27. DOUBLE GOLDFIELD
28. IN CONCERT
29. TRANSFORMER
30. HOLLADEO BEACH BOYS (Brother/Reprise MS 2318)
31. HOMECOMING
32. LOGGINS & MESSINA
33. AROUND THE WORLD WITH THREE DOG NIGHT
34. LOPPY SLOPPY
35. LAST DAYS & TIME
36. EAT IT
37. THE BEST OF BREAD
38. LOST HORIZON
39. HURRICANE SMITH
40. COSMIC WHEELS
41. I'M STILL IN LOVE WITH YOU
42. NEITHER ONE OF US
43. ACROSS 110TH STREET
44. HEARTBREAKER
45. EDWARD BEAR
46. THE FIRST SONGS
47. SLAYED?
48. THE SESSION
49. BLACK CAESAR
50. AMERICA WHY I LOVE HER
51. TROUBLE MAN
52. THE BEST OF MOUNTAIN
53. THE BEST OF THE JAMES GANG
54. LIFE & TIMES
55. COMPOSITE TRUTH
56. SUMMER BREEZE
57. BEGINNINGS
58. CATCH BULL AT FOUR
59. TAPESTRY
60. FOR THE ROSES
61. ME & MRS. JONES
62. RHYMES & REASONS
63. GRAND HOTEL
64. LONNY JOHNSTON (Atco SP 1909)
65. SWING OUT THE BAND
66. A LONELY MAN
67. LADY STEELEYE
68. THE GREAT LOST KINGS ALBUM
69. CHUCK BERRY GOLDEN DECADE VOL. 2
70. THE CAPTAIN AND ME
71. CREDENCE GOLD
72. SITTIN' IN
73. CLAPTON
74. GREEN IS BLUE
75. ROUND 2
76. THE BEST OF B. B. KING
77. PLEASURE
78. LOUDON WAINWRIGHT III
79. SUPER FLY
80. MORE HOT ROCKS
81. THE SINGER
82. BIRTH DAY
83. STEALERS WHEEL
84. WILL THE CIRCLE BE UNBROKEN
85. EUROPE '72
86. LIVING IN THE PAST
87. 16 GREATEST HITS
88. BECK, BOGART & APPICE
89. GIVE ME YOUR LOVE
90. A LETTER TO MYSELF
91. CHAPTER VII
92. GODSPELL
93. BACK TO FRONT
94. ONE MAN DOG
95. THE GREAT LOST KINGS ALBUM
96. THE 2nd CRUSADE
97. THE GUITAR MAN
98. MY SECOND ALBUM
99. THE POWER OF JOE SIMON
100. 360° OF BILLY PAUL

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**Cash Box Top 100 Albums**

**April 7, 1973**
How long can he keep making love?

'Always'

His message is love and he knows what it's about. "Always," taken from the album, "If Loving You Is Wrong, I Don't Want To Be Right." It's another single approach to love by the master himself.

Luther Ingram

'Always'
Luther Ingram

KOS-2202

Kcko Records Inc., distributed by the Stax Organization, Memphis, U.S.A.

www.americanradiohistory.com
Cash Box/R&B News Report

R & B INGREDIENTS—The Crusaders (Blue Thumb), an instrumental group which has been together some twenty years, gaining recognition mostly as studio and session players, are being set for a national concert tour through Associated Booking Corp. The group was formerly known as the Jazz Crusaders and have appeared in several Jazz events, such as the Newport Jazz Festival. Grammy nominees two years ago, the Crusaders now have a new double-set LP called, "The Second Crusade" consisting mainly of pop and contemporary music. The group's recent appearance at the Dorothy Chandler Pavilion of the Los Angeles Music center prompted ABC to book the group. The Crusaders have a new image and sound. The Jackson Sisters, ranging in age from eleven to sixteen, have been signed to a long term recording pact with Prophecy Records (distributed by Columbia), according to Hal Landers and Bobby Roberts, Prophecy label topers. The soul-sisters (the family's name is really Jackson) first single release is "More Than Just Friends", written by Warren Sams who has been responsible for hits by Jerry Butler and Luther Ingram, among others. Garden State Attractions, of Burlington, N.J., has announced exclusive booking assignments for the Brighter Side of Darkness (20th Cent.) and Jerry Washington (Excelsio). The Agency number is (609) 871-0549 Al Green is scheduled for the Latin Casino in Cherry Hill, N.J. April 9 thru 22. A surprise Birthday party was held Monday, March 26th, for Aretha Franklin, Ruth Ernis (Chess/Janus) and Modeen Broughton at the Ro-Deen Enterprises suite in New York City. It was a swinging affair.

In fact, the party had all the ingredients of a Hollywood movie scene. Thunder struck is probably the best way to describe the reaction of Modeen when she arrived with her escort Dr. Roscoe Brown. All three, of course, did arrive and the soul-loving gals were radiant. And, the hundred or so guests had a great time with lots of food and beverages. Rose Brown (Ro-Deen) pulled off a great surprise party... The Soul Children, "It Ain't Always What You Do". Stax recording artists recently completed a stand at the Apollo Theatre. They completely captivate an audience with their spirited and lively performances. They are downright bad! The four "children" (ages 21-30) are: Norman West, 30-year old native of Monroe, La., the oldest of group, says "we function as individuals and as a group." He goes on to say that we don't even know what is going to happen when we are on stage. The other three, all natives of Memphis include: Shelia Bennett, 23. She sang in a church choir. She also sang in night clubs for five years. Alivia Louis, 21, has done background work with Carla Thomas and Johnnie Taylor. The fourth member of the group is John Colbert, 23, who paid his dues on the street corners of Memphis. A recently released single on Fungus (BASF), "She'll Never Be Your Wife" by Irma Thomas is beginning to happen in several regional spots....

Institute Of Black Music Sponsors Award Program

CHICAGO — The institute of Black American Music (IBAM) is sponsoring its newly developed project known as the "Council of Elders Apprenticeship Award Program" (CEAAP).

This competition program follows the February 11th, NBC-TV tribute to Duke Ellington, "We Love You Madly" which was co-produced by IBAM's president, composer, Quincy Jones. The "Council of Elders Apprenticeship Award Program" was created through the educational division of IBAM under the guidance of its program chairman, Dr. Warren L. Carter. Through competition, deserving, aspiring, college musicians desirous of pursuing a career as a performing artist will be awarded the opportunity to study for a two week period with one of the "Elders" apogee in their particular area of music concentration. CEAAP is open in six instrumental composition categories, complemented by the "Masters" in those music areas: Piano, Billy Taylor and Chicago's own Ramsey Lewis; Drums, Grady Tate; Trumpet, Donald Byrd and Nat Adderley; Saxophone, Julian "Cannonball" Adderley; Bass, Ray Brown and Composing/Arranging, Quincy Jones and J. J. Johnson.

CEAAP is being promoted throughout the 60 States in over 800 colleges and universities. Competition is open to all college students qualified in the composition categories. Entry deadline is April 15, 1973. Winners will be announced June 1, 1973.

IBAM is comprised of nationally known musicians, educators, technicians, performers, lawyers, managers, promoters and other experts in every area of the music field and the cultural arts. Jerry Butler, vice president along with president, Quincy Jones and other celebrated personalities such as Donald Byrd, Philip Upchurch, Charles Stepney, Roberta Flack, Donny Hathaway, David Franklin, James Cole, Gay Gaxton, Ernest Lampkin, Nathan Davis and many others are providing vehicles necessary to the black community as it relates to the entire area of music and the cultural arts as created by black artists. These members of IBAM, along with others known as the "Council of Elders" are Committed to and are working for the end of discrimination limiting the horizons of black talent.

Columbia Names Ralph Bates R&B Promo Mgr.

NEW YORK — Richard Mack, National R&B Pro. Mgr., Columbia records has announced the appointment of Ralph Bates to the position of Local & Promotion Manager, Columbia/ Epic/Columbia Custom Labels for N. and S. Carolina and Georgia.

In his new position, Bates will be responsible for all promotion and marketing activities in these markets. Based in the Columbia/Epic/Custon Label's Atlanta office, Bates will be responsible to Fred Ware in carrying out these activities.

BOBBY POWELL

"NOTHING TAKES THE PLACE OF YOU"

PIECE 9 2331

A Lionel Whitfield Production

Distributed By Nashboro Record Co.
1011 Woodland St., Nashville, Tenn. 37206
SONGS AND INSPIRATION FOR ANO & GIAMMARESE'S DEBUT ALBUM ODE RECORDS, AS WELL AS THE TITLED 'ANÃO AND CARL GIAMMARESE.' BOTH OF THEM HAVE MELLOWED OUT SIGNIFICANTLY FROM THE DAYS WHEN THEY WERE THE BUCKINGHAMS FROM THE RTI-WEST SIDE OF CHICAGO.

TUFANO & GIAMMARESE'S MUSIC CONSISTS OF AN EXCITING BLEND OF ACOUSTIC GUITARS AND SOARING VOCAL RMONIES.

TEN TO THEIR ALBUM AND YOU'LL FIND, IF YOU PLAY IT, YOU'LL PROBABLY WANT TO LEARN HOW TO SAY IT.

OJO (FAWN-0 & GEE-A-MAR-E-SEE)

OOWED BY U ADLER.

ODE RECORDS TRIBED BY A&M RECORDS

RE SINGLE IS:

MUSIC EVERYWHERE" (5605)
1962-66—The Beatles—Apple SKBO 3403
First of the long-awaited "Best Of The Beatles" packages. Twenty-six tracks on a two-disc set, tracing the Beatles from their Vee Jay days ("Love Me Do") to the title song from "Yellow Submarine." Songs from "Help!" and their first film "Hard Day's Night," falling in between. Their first Capitol smash: "I Want To Hold Your Hand" and the melancholic "Yesterday" lead a very heavy bill of superior singles and key LP cuts for albums like "Revolver" and "Beattles VI." Complete lyrics included on the sleeves.

HOUSE OF THE HOLY — Led Zeppelin — Atlantic SD 7255
Many tracks here are starting departures from their previous work, and yet you still can tell it's Led Zeppelin bringing down the house. Best track for a single is their almost-answer to "Dancing In The Street"—they call theirs "Dancing Days." "D'yer Mak'er" bears a large resemblance to "Crocodile Rock" while "The Crunge" smacks of James Brown. "The Song Remains As The Same" comes on with the struttin' stuff of The Who. All throughout, drummer John Bonham carries it off like a tornado. You know what a Zeppelin album is capable of doing. There is no doubt this one will live up to expectations.

THIRTY SECONDS OVER WINTERLAND — Jefferson Airplane — Grant BLF 13417
Winged toaster-clock grace the cover of the second live Jefferson Airplane LP, the first since their '69 offering "Bless It's Pointed Little Head." Grace Slick handles most of the vocal lines here with the help of Paul Kantner and Jorma Kaukonen. Also on the session recorded at the San Francisco Hall (as well as the Auditorium Theatre in Chicago) are Papa John Creach, John Barbata, David Freiberg and Jack Casady. High light for FM play would be the 11-minute plus version of "Feel So Good." Also good to hear: "Crown Of Creation" again. A top stroller for sure.

LIVE AT CARNEGIE HALL — Bill Withers — Sussex SBS 7025-2
Bill's first live effort is an extraordinarily exciting double pocket package, packed with new material as well as the staples which have made the man and his music such an important force in the pop and soul music of today. "Friend Of Mine," "World Keeps Going Around," "I Can't Write Left Handed" and "For My Friend" are all new reasons why this album should have little trouble following his "Still Bill" LP into the Top 10. "Lean On Me," "Use Me," "Ain't No Sunshine" and an extended version of "Harlem" round out a most successful story in song and funky motion. An important step in his ever-climbing career.

MR. MAGIC MAN — Wilson Pickett — RCA LSP-4858
The label further beefs up its soul roster with the addition of Mr. Wicked. Titled after his first RCA single, the album presents the well-known rasp of the master, but often tempered with strings and a sweeter chorus sound than his previous product. The band to sell the album as an entity unto itself is "Sin Was The Blame," the first documentary scroller he has tried since "Cole, Cooke & Redding." Also, here, a new version of his first hit as a solo artist, "If You Need Me." Many of the tunes are originals including the best bet for a follow up single, "I Keep Walking Straight Ahead."

DANA COOPER—Elektra EKS-75052
To be verbal or to be melodic—that has been the question for all too many singer-composers. Here's a man who chooses not, for he doesn't have to. Lyrics that speak and melodies that hold on to you forever, he must know his power, for in "Someone Came To Listen" he advises "So when you write your song/Don't forget the music." "Lover, Baby Friend" is possibly the best example of his strengths which blend into one stunning achievement. Backed by many of the musicians who helped make James Taylor a household word, and with very meaningful arrangements from Lee Holdridge, Cooper is ready to take on the world. But gently, gently.

1967-70—The Beatles—Apple SKBO 3404
The companion double-disk set to the earlier volume. These twenty-eight cuts begin with two-sided "Strawberry Fields/Fenny Lane" smash and include album tracks from their TV special "Magical Mystery Tour," cuts from the white "The White Album" as well as some of the tracks from "Abbay Road." "Let It Be" and the "Hey Jude" albums. Each of these sets will be doing battle for the #1 chart spot for at least a few weeks to come. They will bring the traffic back to the record stores and make listeners think of the Beatles all over again. Rumors of a future Beatles LP which may or may not be in the works at this time with three or all four members not withstanding, the sales power is right here.

GODSPELL — Original Motion Picture Soundtrack — Bell 1118
The label that handled the original cast noisemaker of '72 has a contender for the soundtrack top of '73 in the form of Godspell's film score. "I'm Not That Kinda Guy," the beguiling monster that made the off-B'way show such a hit. If the rest of the package is bit more full. There's been one new song added which was not in the stage version: it's been produced by a top hit sounds engine called "Beautiful City." Now that Stephen Schwartz has been honored with Tony's and Grammys, an Oscar may not be far behind.

SKYWRITER—Jackson Five—Motown M7611
Anchored by the Jackson's latest offering "I'll Take Care Of You" and bulging monster that made the off-B'way show such a hit. If the rest of the package is bit more full. There's been one new song added which was not in the stage version: it's been produced by a top hit sounds engine called "Beautiful City." Now that Stephen Schwartz has been honored with Tony's and Grammys, an Oscar may not be far behind.

BITTERSWEET WHITE LIGHT—Cher—MCA 2144
Moog has definitely come to MOR—and with no less of a superstar than Cher fronting the concept. This is the LP of taste and standards, but on the best of the tracks, the production is far above and quite inventive. Best are "Thin Air" and "I Can't Help Myself." The Moody's and "Hallelujah Day" as well as the most recent Top 10er, "Corner Of The Sky." Clifton Davis, who penned "Never Can Say Goodbye," and them has had here contributed the impressive "Uppermost." The Bongie Man" is one of the best novelties we've heard in a long time.

LET IT BE WRITTEN, LET IT BE SUNG—Elle Greenwich—Verve V-5091
Talk about your unexpected surprise! Elle Greenwich, true blue woman of the pop musical world, who's seen it all (and wrote most of it) is here with a solo LP. Pretty wist the Tree 40 is Frivouls should be chaired down to hear this one out. The nine tunes here are new and are also prepared for a "native" version of "Chapel Of Love" and a totally commercial rendering of "The Crystal's" "And Then He Kissed Me." Expert production that literally bubbles with enthusiasm. It's a musical hit!"

NEWCOMER PICKS

MARK JAMES—Bell 1117
Four members of Blood Sweat & Tears (Lou Steinberg, Al Kooper, Larry Chew, Lee Conlon, Marlin) help make Mark James' LP debut an auspicious one. "You're In," "Lee Conlon's Coaster" which is well done here should be on the group's next LP. Mark has other friends too, like Barry Mann on piano and Roy Ayers on vibes. The lesser known musicians are as equally accomplished. The best example of his strengths which blend into one stunning achievement. Backed by many of the musicians who helped make James Taylor a household word, and with very meaningful arrangements from Lee Holdridge, Cooper is ready to take on the world. But gently, gently.

Cash Box — April 7, 1973
NEWCOMER PICKS

I'VE GOT SO MUCH TO GIVE—Barry White—20th Century T-407
This isn't the first time Barry's been on record—he was the voice on the other end of the telephone on Love Unlimited's "Walkin' In The Rain With The One I Love" which he also wrote and produced. But this does mark his debut as an artist in his own right. The future hit single is "I'm Gonna Love You Just A Little More Baby" and it sounds to be a giant in weeks to come, sparking sales here. The opening track is also a mindblower: a symphonic soul rendering of the 4 Tops hit, "Standing In The Shadows Of Love." Album is especially designed in the grooves to get women all worked up. And one heavy breath is worth a thousand words—although he does have and use a powerful voice as well.

BETTY DAVIS—Just Sunshine JSS-5
Remember how Jimi Hendrix used to intone the phrase "Comin' to get ya"? Well, that's how this foxy lady sings 25 hours a day. Former wife of Miles Davis, Betty gets it on far beyond the level of a typical first album thanks to a terrifically together band, some members of which are on loan from Sly Stone. (You can especially hear that part of their power on the important cut "Game Is My Middle Name.") Album was produced by Greg Errico, so you know where it's comin' from. Single sounds like "Ooh Yea.

CLASSICAL PICK

LEONARD BERNSTEIN: Symphonic Dances from West Side Story; WILLIAM RUSCO: Three Pieces for Blues Band and Orchestra—Seiji Ozawa conducting the San Francisco Symphony-Polymath Deutsche Grammophon 2530 309—There is already tremendous buyer interest in this package because of the performance of the Siegel-Schwall Band in the Rusco works. FM progressives are giving the pieces, especially "1st Hart" tremendous exposure and it looks like this fusion of classical and Chicago blues forms will become the label's biggest success ever. The Bernstein side adds impact to the package.

POP PICKS

FIRE UP—Merli Saunders—Fantasy 9421—Here's a hot one! This unexpected keyboardman on the west coast, Merli Saun- ders, now has his best shot for heavy chart action, thanks to the presence of Grateful Dead's Jerry Garcia and ex-Creedence Tom Fogerty. Session is rounded out by Bill Vitt and John Kahn. Vocal contributions from Walter Hawkins, especially on the key track "Lonely Avenue," are also impressive. That particular Doc Pomus tune, a hit for Ray Charles a while back, allows everyone, especially Garcia, to show his stuff. LP should appeal to rock, soul and jazz buyers.

ANDY PRATT—Columbia KC 31722—On his last album, he sang about waltzing up and down the aisles in a record store in the ritualistic purchase of life's greatest pleasures. Now with his first on Columbia, he might just engender that very kind of jovial bliss in folks who never before thought of a record as any- thing but an inanimate object. Sit seven differ- ent people down to listen here and you'll get eight different reactions which all begin with "Oh, he sounds a little like..." Fill-ins to the above will range from Donovan to Leon Russell and Lou Christie. His total musical talents (vo- cal, keyboard, guitar, bass) remind us of Todd Rundgren. Also of those great times we've had boppin' into our local disco emporium. "Aaveng Annie" is the key cut.

COMMUNICATION—Hookfoot—A&M SP 4380
The group originally associated with the early- lye hit of Elton John has gone on to record a number of LPs which have in perspective, es- tablished them as a band that can and do anything it feels excited about. They can bring the English folk tradition out on a ballad like "Pretty Winks" but they also know how to integrate a melody line that smacks of trou- bador and green fields into a rocker like "Crazy Day Running Around." The cut from which the album draws its title—"Just A Little Com- munication"—should go far in getting this latest LP of theirs into the public ear.

THOMAS JEFFERSON KAYE—Dunhill DSX-50149—One of those perfect albums where every- thing is in the right place—not because it was put there, but because things just kinda drifted that way. Kaye is performing as a white man in a black band and went on to produce acts for disk as diverse as The Shirelles, Capt. Beefheart and the Pain. This debut is bound to be for him as a solo features members of his group White Ryder, as well as several other members of Steely Dan and the keyboards of arranger Tom Salisbury (who should advance his reputation with this brilliant LP). FM sta- tions will rejoice in the finished product and hit single or no, it will be a hit in all its mer- its. TJK is as earthy as Leon Russell and as cosmic as Mahavishnu.

LOVE JONES—Brighter Side Of Darkness—20th Century T-405—With one of the biggest pop soul hits of the year to their credit, Brighter Side Of Darkness brighten up their future with their first LP. The vocal quartet was recorded in Chicago and the horns and strings galore. In addition to their narrative "Love Jones," the album includes their new single "I Owe You Love" which should bring them further credit and stimulate additional interest. Two tracks are totally instrumen- tal.

ORIGINAL CAST PICK

LORELEI—Original Cast—MGM/Verve MV-5097-OC—This year, this new version of "Gentle- men Prefer Blondes"—again starring Carol Channing—was presented on Broadway follow- ing a long tour run. Yet, here now is the cast LP from MGM/Verve, featuring the great original score by Richard Adler and the addition of some new numbers by Styne with Betty Com- den and Adolph Green. This is a labor of love; sparkle and spirit to this version, which re- tains all but three songs from the original production, available on Columbia Records.

PINBALL WIZARDS—The New Seekers MGM/Verve MV-5098-OC—You can always count on the New Seekers for a bright and commercial package. This one features some songs which they've always wanted to do, but their previous schedules have never had to work with. Biggest drawing card now is the song "Pinball Wizard/See Me Feel Me," but they're bound to experience much success with any of a num- ber of potential follow-up singles culled from this LP entry, their first studio sessions for the label. Highlights are "Lindy Lou" and "The Pinball Wizard/See Me Feel Me," the latter being a nice blend of Winsted and Williams tunes, "Brand New Song" and a rousing "The Further We Reach Out." Much good stuff here from the Osmonds' pens too.

BE WHAT YOU WANT TO—Link Wray—Polydor PD 5047—Over the years, Link Wray has become a musician's musician recording in Chicago to him to attract the talents of Jerry Garcia, Dorothy Morrison, David Bromberg, Command- er Cody, Peter Kaukonen and Barbara Mertz, among others to his latest sessions. This is his best effort to date, particularly for the cuts on which he immediately unveils a wonder-lend and then preceeds to demolish your head with the power. In this regard, the title song and "Walk Easy, Walk Slow" provide much of the best here. For Top 40 hopes, there's his re- make of Lloyd Price's "Lawdy Miss Clancy."

MUSIC OF ANOTHER PRESENT ERA—Oregon Vanguard VSD-79326—Earnest musicianship is the hallmark of Oregon. If you had to label them, you might tag 'em a primarily acoustic and folkloric version of the Mahavishnu Orchestra. They can people who play a variety of instruments be- tween them—oboe, piano, tabla, bass, sitar, harmonium, Harp, violin, meerehine, and all kinds of guitars. A triumph of a "listen- ing" LP, it says that "Sail" is the cut here that's getting progressive FM reaction. Obvi- ously, this is a state of mind many are getting to know and grow.
New Market: States Blacker: "We are trying to show these acts more standard fare...outside of the "chitlin' circuit" and the usual r'n'b promotion. Raising economic standards enables them to earn whatever their white counterparts earn."

Billy Preston, with ATI for two months, is booked solidly through July, and is earning double to triple his previous grosses. He recently booked and completed two major network specials, "In Concert," on ABC-TV and the "Music Special" on NBC-TV Special, a weekday, three-hour, one-hour special.

New Markets: States Blacker: "I'm Gonna Find Somebody"

American Talent International: "Proving heavily involved in this market," noted Becker, "is that the pop single record business in recent years has been going more and more in the direction of rhythm & blues oriented product. We think this first single release is not only a big R&B hit but definitely a cross-over record."

Clarence Layton, recently with Avco-Records, has been associated with many hit records including five chart singles by the Stylistics. Bill Withers will release "I Can't Get Over Losing You" by Donny Elbert. Producer Bobby Martin has worked with Funkadelic and has snapped Billy Paul's smash "Me and Mrs. Jones" and the O'Jays current "Love Train." He will have a continuing relationship with Master-Five Records.

Apollo Initiates Children Matinee

New York: -- A program initiated by the Apollo Theater (125th Street between 7th and 8th Avenues) to bring top-name talent into area schools in and around the New York City area has been highly successful. The scheduled year-round program of the matinee performance featuring the Apollo's own artistes and with their teachers as a part of what the Apollo considers important cultural enrichment for the children.

The second Tuesday performance given, Gladys Knight and the Pips and their show drew 1500 youngsters. This project is expected to continue every Tuesday at 1 p.m., whatever the show is featured at that week. Teachers may call and make reservations for their classes to come and see the show if they choose.

The response was overwhelmingly appreciative of the children's clearly evident from their visual, foot-stomping, and applauding throughout the Apollo matinee performance. This project is expected to continue every Tuesday for the benefit of the children.

Apollo is scheduling coming weeks among the acts that will be performing for the children's matinee series. The acts include Brook Benton, Letta Rizzo, Staple Singers, and Jerry Butler. Those interested in participating in the matinees should contact Fred McCarthy, coordinator at 747-0012.
**Masterwork Intros New Audio Series**

NEW YORK — Mel Hunger director of marketing for Masterwork Audio Products has announced a new addition to its series of FM/AM/FM Stereo Receivers.

The basic center section, known as the Model 571 and available at a manufacturer’s suggested retail of $189.95, features an FM/AM/FM Stereo Receiver and a total of 6.1 P3T stereo amplifier. Other features of the receiver include separate power switch, six-position function switch, independent bass and treble controls, built-in speakers, detachable remote control, etc. The built-in 6-track recorder/player with cassette features like individual record control level with dual precision Vu meters, locating fast forward for rapid program location, program function switch to automatically stop the cartridge after each program or after the completion of an entire tape, etc. The user’s opinion, illuminated program indicator lights, record safety interlock, manual program selection switch, dual microphone inputs. The system is supplied with two microphones, additional switching is provided for later addition of an S9 adapter to convert the Model 571 to full four-channel operation.

The 570 center unit is available with a wide range of speaker systems. The series of speakers is manufactured with a suggested retail of $229.95, featuring a complete matched system with 61/2 inch full range elements. Models 572, 573, 574, 575, and 576 feature the complete range of Masterwork speakers systems. This model is the 570, which is the model 571 system with the addition of a full size record changer that can form a complete matched tape/disk system of high quality and low cost.

**Tams Add Two Vocalists**

ATLANTA — Two vocalists John Marshall and Joseph Jones, have been added to the Tams. The two join original members Joe Pope, Charles Pope and Robert Lee Smith on a new single and Show.

Marshall and Jones, first tenor and baritone respectively, have been demo recording some of the previous Tams hits, including the hit single “Don’t You Just Know It” as produced by Nanny Limbo for Bill Lowen

The Tams, who have previously recorded “What Kinda Fool I Do You Think I Am?”, “Be Young, Be Foolish, Be Happy”, “Do Ones Hurt” and “Hey Girl Don’t Rotten Me”, they have six albums to their credit.

John Marshall is the only native Atlanta who has worked with a number of local groups, will make their first public appearances with the Tams during a Spring schedule of 39 playdates.

**Neve-Bonochord In Merger Move**

NEW YORK — New Electronic Holdings Ltd., the parent company of Rupert Neve incorporated, Bethel, Conn., a privately held company has announced its merger with Bonochord Ltd., a public company, released on the London stock exchange. The shareholders of both companies have approved the merger and final transactions were completed between principals at a ceremony in London on February 10.

Newparent manufacturer of Sound Control Consoles, views the merger favorably since the support of the larger publicly owned company will allow continued growth.

**Pillster Leaves As Hicks Mgr.**

HOLLYWOOD — Stephen L. Pillster has announced in the will resign from management representation of Ron Hicks and The Hot Licks effective March 31. The decision is the result of major differences with Hicks over commitment to the future of the group.

This marks the end of Pillster’s two-year association with The Hot Licks who began with the first appearances on the west coast.

The band has a new album ready for late April release on Blue Thumb, but their present planning does not include personal appearances until the Fall.

Pillster will relocate in Southern California sometime before June, Announcement of his future plans will be forthcoming.

**Delsener/Martel Forming New Mgmt. Firm**

NEW YORK — Ron Delsener & Ken Martel have announced the formation of Corporate Management Enterprises, a personal management company.

Delsener is one of the leading concert promoters in the country and Martel’s personal management associations have included Tommy Davis Jr., Nancy Ames, Bobby Vinton, Gloria Loring and John Hammond to name a few.

According to Delsener, “This is a management firm which will cover all aspects of personal management. We will work with all the record companies and talent agencies to help guide the careers of the clients.”

Their offices will be located at 27 E. 67th Street, New York City.

**Pepper & Co. Expands Offices**

PHILADELPHIA — The Philadelphia based J. W. Pepper & Son, Inc. firm plans to move to a modern, one story 27,000 square foot building located on Eisenhower Road in Valley Forge Corporate Center, Valley Forge, Pennsylvania. Lanard & Axibrod, Inc. realtor, negotiated the lease of the structure currently under construction.

Scheduled for completion in early May, the new Pepper facility will feature an air conditioned and carpeted 20,000 square foot area improved with special acoustical ceiling for general and private offices, order processing and special customer reference center. The remaining 7,000 square feet of space is allocated for warehouse use.

Mail order retailers of educational sheet music, the Pepper company specializing in serving the needs of schools, colleges and churches. In addition to their Philadelphia headquarters this largest retailer of sheet music in the United States also has branch offices and warehouses in Atlanta, Detroit and Tampa. These offices were also designed by William G. Oliver. The sheet music firm’s activities embrace a variety of services including Catalogue Publications, publishers of books, orchestra and choir music, and a special youth oriented division called Gladwynne Publications, Inc. publishers of popular music.

**Capitol Sets ‘Love’ Album**

NEW YORK — Capitol Records will release a “Love American Style” soundtrack album. Charles Fox, who writes all the music for the ABC TV series, will record the original material from the soundtrack of the show. The album will include three songs with lyrics by Norman Gimbel, heard on themes from the series. Two songs will have lyrics by Arnold Margolin, one of which will be the Fox-Margolin theme, “Love American Style.” The album will feature the music of Charles Fox Singers and Orchestra.

Shortly after the show went on the air, Fox won an Emmy Award for writing the best song for a television show. It was recorded by the Cowells (on MGM) and was a chart record for the group. Fox also received two Emmy nominations for the best score for that show.

**Paramount’s Master Purchase**

CHICAGO — Chuck Gregory, vice president of A & R for Famous Music’s Paramount label, has announced the purchase of the master of “That’ll Be The Day” as written by Sonny Bono. The title has six albums to their credit.

The Tams, who have previously recorded “What Kinda Fool I Do You Think I Am?”, “Be Young, Be Foolish, Be Happy”, “Do Ones Hurt” and “Hey Girl Don’t Rotten Me”, they have six albums to their credit.

John Marshall is the only native Atlanta who has worked with a number of local groups, will make their first public appearances with the Tams during a Spring schedule of 39 playdates.

**LED ZEPPELIN party held to debut group’s new LP, “Houses Of The Holy” shows smiling faces of Cash Box executive vice president, Marty Ostrow, and Atlantic Records’ personnel John Gibson, Vince Faraci and Dickie Kline.**

**NEW TEAM — Roger Williams, MCA Records’ Kapp recording artist, and Snuff Garrett are seen in the studio recording “Lost in Love,” Snuff Garrett’s new single. “Lost in Love” will be the first 45 to be released as a result of Garrett’s new deal with MCA. “Lost in Love” is the single chosen by Williams and Snuff Garrett, known for his production of Sonny & Cher releases for MCA Records.**
A Message From Alan Bayley

The salute embodied in this CASH BOX Special Issue is a source of great satisfaction to the GRT Corporation on many levels. We are proud to join the entire music industry in celebrating the 25th Anniversary of Chess Records and in honoring Marvin Schlachter as he starts his third year as President of the combined Chess/Janus Records. Both occasions are richly deserving of special note. With satisfaction we see our faith in the abiding contribution to music inherent in the great Chess catalog and artists becoming a forceful reality.

In 1968, the GRT Corporation acquired Chess Records. This was a special kind of record company. It represented, in a very real sense, the roots of what has become pop music today.

Bo Diddley's gyrating style and pulsating rhythms caused him to be respectfully and affectionately dubbed "The Originator." Muddy Waters' passionate, modern electric blues and Chuck Berry's rhythmic power and wry, zesty reinterpretation of traditional, earthy blues forms were the inspiration and genesis of the revolution in music led by the Beatles and Rolling Stones. Three years ago, GRT founded a contemporary music label in Janus Records in conjunction with another company. The following year, upon the acquisition of sole ownership in Janus, we merged the Chess and Janus companies under the direction of Janus President Marvin Schlachter to create the combined Chess/Janus Records.

Chess Records suffered from the loss of Leonard Chess. His death left a void not only in the company's leadership but in its spirit. Marvin Schlachter faced the particularly difficult problem of replacing that thrust by looking to the future and creating a contemporary company, without losing the heritage that was the artistic greatness of the Chess artists.

He did it brilliantly. The now classic "London Sessions" not only brought these tremendously talented performers into the mainstream of contemporary sound but provided impetus to the return to rock and roll that was, in 1972, to give Chuck Berry the biggest hit record in his career.

Schlachter put together a team of executives that combined experience in every phase of the industry with the progressive, fast moving, dynamic view that he took of the company's future. Stan Hoffman's profound knowledge of every sales, merchandising and promotional technique combined with Esmond Edwards creative abilities as head of A & R, have been of incalculable benefit. Their astute appraisal of the diverse marketplace and its ever changing appetite, as well as their ability to relate positively to performers and producers with highly varied musical outlooks, has established Chess/Janus as an exciting force in singles and albums nationally and internationally.

With personal affection as well as corporate pride, I take pleasure in publicly congratulating Marvin on his success. We see the tremendous growth potential of Chess/Janus being realized to its fullest under his capable direction.

President of GRT Corporation
In 1947, after ten years in the night-club business, Leonard and Philip Chess decided that it would be a good idea to record some of the artists who appeared in their club. Beginning with Aristocrat Records, and later on the Chess, Checker, Cadet and Argo labels, they were responsible for some of the most important music ever recorded.

The Chess Records catalog has no equal. During the past quarter century their recordings have chronicled the transition of contemporary music from urban blues to rhythm & blues to rock & roll. Chuck Berry, Muddy Waters, Bo Diddley, Howlin’ Wolf, Sonny Boy Williamson, John Lee Hooker, Little Walter, Ramsey Lewis, Ahmed Jamal, Willie Dixon and many others have passed through the studios of Chess Records and into the pages of musical history.

Many of today's top stars readily admit the influence of Chess artists on their own music. In a recent poll asking for their five favorite albums, John and Yoko Lennon included "One Dozen Berries" by Chuck Berry and "Bo Diddley Is A Gunslinger," Mick Jagger's list include "Hate To See You Go" by Little Walter.

Joined Chess and his younger brother Phil were among a family of Polish—Jewish immigrants who fled to America on Columbus Day in 1922. They settled in Chicago's South Side and worked in their father's shoe business until 1938. Their initial contact with musicians occurred when they began operating various jazz clubs, featuring such talent as Louis Armstrong, Ella Fitzgerald, Nat "King" Cole, Billy Eckstine and Louis Jordan.

Black Migration North

During this time, Chicago was undergoing another migration. Black people were leaving Southern farms in record numbers and seeking factory jobs in the cities. From as far away as the Mississippi Delta, they came to fill the manpower void created by World War II. The Illinois Central Railroad tracks led straight to Chicago.

With them came their music, an unrefined country blues which became urbanized and electrified in the smoky neighborhood clubs where, as one observer put it, "a man could lose his money and mind to fast women and the bottle. The amping pain and bitterness of homesick bluesmen would ring out amidst mammoth tenements, racists, factories, rural tension and pints of Sweet Lacy in blues joints like Peggar's, Theresa's, Turner's and Smit-

The Chess brothers were operating the Mocomba Lounge at 39th and Cottage Grove Avenue in 1948 when a Hollywood agent came in to hear singer Andrew Tibbs. Leonard, in one of his rare interviews, recalled, "So I thought, if he's good enough for Hollywood, I'll put him on record myself." Their first release, Aristocrat 1472 (the street number on South Karlov Avenue where the Chess family first settled in America) was "Union Man Blues" by "Billoe's Dead." A new post-war market for records, spurred by the proliferation of juke boxes and "juke joints," enabled the record to become a fair-sized hit.

Large record companies had no interest in "race music" at the time, so the field was wide open for independent entrepreneurs who could operate on a low budget and take a chance on unsigned artists. Leonard Chess turned his garage into a recording studio and began experimenting with echo chambers, using everything from staircase levels to servewarepiles to get that deep sound which has since become an integral part of many hit records.

"I didn't know what I was doing, but I did it all myself, working with the record company, nights at the club," said Leonard. "Pretty soon I had to get out of the club and turn it over to Phil. But then I was on the road so much three weeks at a time going to Detroit and down South because I had to make deliveries right to the record stores myself. That's when I decided to sell the club and come in and run the office while I was in town." Among the artists recorded by Aristocrat are Arthur "Big Boy" Crudup (an early influence on Elvis Presley), Nighthawk, Willie Dixon and Muddy Waters, who had become one of Bo Diddley's most popular performers with completely new blues sounds utilizing electric guitar, harmonica, drums and a fender bass.

Chess Label Arrives

In 1950, on the advice of a Southern distributor, the company adopted the family name. The first Chess record was "My Foolish Heart" by Gene Ammons, whose tenor sax recordings were nothing but the "first echo-chamber effect on an American recording," preset microphone dangling from a toilet bowl. "Rolling Stone" by Muddy Waters, the second Chess release, was the blues singer's first national hit selling the impressive for those day figure of sixty to eighty thousand copies.

During the early 50's, Chess leasing masters by Memphis Minnie, Willie Nix Jackie Brenston and others. Other jazzmen were the Dollar Brothers, a young Memphis en- gineer who hadn't yet started Sun Records. According to one of the many legends surrounding the early days of Chess Records, the company later refused an offer to buy the financially ailing Sun Records—which at the time included Elvis Presley—because they weren't interested in hillbilly music.

Another legend has it that King Records got to James Brown first when Leonard's plane was late in leaving Chicago. Nonetheless, the Chess brothers had a sharp ear for talent, they knew how to coax a good performance out of a temperament bluesman when necessary, they were learning about record promotion and their company prospered and grew. Many sides they recorded in mono using dilapidated instruments are now revered by record collectors around the world as classics.

"Blues is nothing but the truth," said Phil, "truth that at one time or another in his life, every human being has felt. Our job was to try to bring out the facts in his mind that he might have forgotten, to give him ideas, to get him to think about some of the things that were happening down in Rolling Fork, Mississippi, or wherever. It's actually like psychology, you try to talk to him for him to bring out the things him- self."

Jazz Roster Blossoms

The jazz roster burgeoned with excellent recordings by James Moody, Ken- nedy Burrell, Sonny Stitt, Lou Donaldson, Art Farmer/Benny Golson Jazztet, Ray Bryant, the Soulful Strings, and Joe Newman. American Jazz enjoyed great popularity with such recordings as "Pennsacionia" and "Secret Love." During the early 60's, Ramsey Lewis erupted with "The 'In' Crowd" and a series of titles that captured the jazz soul and pop lines. Other jazzmen recorded for the label include Woody Herman, Roland Kirk, John Klemmer and Jack McDuff, who recently returned to the fold.

In 1955, a young man who had ho- bbed up from St. Louis approached Muddy Waters in a Chicago club and asked for advice on cutting a record. His name was John Lee Hooker and he told him, "So Chuck Berry went into the record offices at South and Cottage Grove carrying a wire recorder to play the four songs he'd written and had recorded in a living room. The songs were "Roll Over Beethoven," (continued on page C—30)
ROOTS OF TOMORROW:

An Interview With Marvin Schlachter, President of Chess/Janus

Since he assumed the presidency of Chess/Janus Records two years ago, Marvin Schlachter has been spearheading the company's past a vital part of its future, while guiding the company's growth by hiring a new talent to assure an even firmer base for the future. In this interview, Mr. Schlachter explains the directions in which the company has moved in this recent interview.

Q: What was your first association with GRT?

A: Actually it was shortly after I left Scepter Records in the middle of 1959. I had been a principal in Scepter and Executive Vice President for nine years and was evaluating very carefully several businesses I was looking at, one of which was GRT. I approached me to head up a joint venture record company they were starting. It would operate as a completely independent label in the U.S. and since it hadn't yet begun to take shape, my ideas about administrative procedure, creative direction, and everything I believed about building a successful record company could be implemented from the start. The challenge was compelling and I became head of Janus Records.

By July of 1969 we were putting together staff, renting space and generally getting it together. Janus is the name of a whoop, and that certainly was the right name. The fourth record we released was "Jefferson" and we sold 100,000. Out of the company's first album release of six packages, three were major hits. The Distributor reaction was so positive that within three months Janus Records was moving past the break-even mark and at the end of six months, we were a profitable company. Janus accounted for eleven chart albums and seven hit singles during its first year of operation, including the People's Choice smash "In the Summertime." It was our first gold record.

Q: What did you feel was the significant difference between United States with "Picketywitch" and gave Cassy Houston her first solo presentation. One of the most important moves we made to achieve our goal was that we signed a new contemporary record company was the acquiring parent, world-wide distribution rights to a hot new Detroit label called Westbound Records in December of 1969. Our relationship with Westbound's president, Armen Boladian, was an area of mutual interest in the middle of 1969 as well as being a record for the Detroit market, the Detroit Emeralds, that was a treasured record to Chess Records since the joint Chess/Janus company was formed.

Q: What did you think of Chess/Janus?

A: I joined Chess when Alan Bayley asked me to take over what was at that time (March, 1971) the GRT Record Group. The group then consisted of Janus Records, GRT Records, Chess Records and Chess Distributors. It was a major step in the evolution, and several companies each in a manner of speaking, functioning independently. When GRT bought out Pye's 50% interest in Janus Records and Alan Bayley asked me to take over as President of the Record Group, we made a determination at the time that there shouldn't be a group; that the independent distribution company that we had here was not something that we should continue, so we got out of that direction.

Q: When did you form Chess/Janus?

A: We also determined that it was a question of effort and waste of good manpower and money to try and run several companies, each independent. There was no need for Janus Records, to function with a full staff, Chess Records to function with a full staff and GRT Records to function with a full staff.

Q: What did you feel was the significant difference between United States with "Picketywitch" and gave Cassy Houston her first solo presentation. One of the most important moves we made to achieve our goal was that we signed a new contemporary record company was the acquiring parent, world-wide distribution rights to a hot new Detroit label called Westbound Records in December of 1969. Our relationship with Westbound's president, Armen Boladian, was an area of mutual interest in the middle of 1969 as well as being a record for the Detroit market, the Detroit Emeralds, that was a treasured record to Chess Records since the joint Chess/Janus company was formed.

Q: What did you think of Chess/Janus?

A: That was the absolute basic concern. Nobody was pressing me. Nobody handed me this assignment, or this position and said: hey, you have to bring Chess back to black profit, or whatever. The problem was that Chess was floundering and the concern was to make it a viable operation. The direction and the approach that I wanted to take was my own.

Q: Would you ever have to stop the bleeding, or to do the same thing over and over again?

A: As a matter of fact, we had to do just that in 1974. We had to re-organize the company, change its name, change the image, move from a black label to a white label and change the image, and do some of the things that I felt were necessary to support the organization that we had.

Q: Were you able to portray a positive image at the same time as you were reorganizing the label to stop the losses?

A: Well, in line with this, how did you choose a direction?

A: We had to take this whole thing in stages. I mean, before you cure a patient, you've got to stop the bleeding, so that was the first problem that we had to face. Chess was literally bleeding to death. We didn't want to do the kind of thing necessary to support the organization that we had.

Q: If you were to approach a particular image for the label, how would you choose a direction?

A: Were you able to portray a positive image at the same time as you were reorganizing the label to stop the losses?

A: A mandate. Stop the bleeding, consolidate the operations and build a viable record company.

Q: Well, you found yourself in essence acting in a somewhat preventative fashion to stop the flow of losses. Were you able at the same time to consider the future and to build?

A: We had to take this whole thing in stages. I mean, before you cure a patient, you've got to stop the bleeding, so that was the first problem that we had to face. Chess was literally bleeding to death. We didn't want to do the kind of thing necessary to support the organization that we had.

Q: Were you able to portray a positive image at the same time as you were reorganizing the label to stop the losses?

A: Let's take it chronologically. I was asked to take over in March of 1971.

A: Janus was a member of the Record Group. We also functioned as a wholly independent of the Record Group per se and I did not have any real insight as to the problems that existed at Chess and GRT Records.

When I was educated as to what was going on, then I had to sit down and formulate some sort of plan as to how to approach this whole problem. The first thing I did was, as I said before, stop the bleeding. By that I mean, we had to slice our overhead. We literally had to call almost everything to a halt so that we were able to examine what our commitments were, what was in the works, what staff we had and so on.

Q: Once the re-organization of the company, as well as the game plan as far as the label was concerned?

A: We were really able to examine every aspect and once we examined it and saw where we were, we then had to determine what it was that we could do without and, in effect, "clean house." We were overstaffed for the kind of operation we felt we needed to conduct the business that was going on at the time. We reduced our staff drastically. We closed our West Coast office. We let go regional men. We consolidated the staffs of the three operations, because each one was functioning with their own sales people and their own promotion.
STAN HOFFMAN
Executive Vice President

The many effective merchandising programs created and directed by Stan Hoffman have mass appeal to the current growth and success of Chess/Janus Records. He's been instrumental in revitalizing the label's image and in building the careers of many artists on the roster.

Previous experience as head of his own independent distributorship gives Stan a unique insight into both sides of record merchandising. When planning new marketing campaigns he knows how it will work from the distributor's viewpoint. He can also help set realistic sales projections and see that they're met.

Stan sets directions for campaigns and supervises the placement of radio and print ads. As though all that wasn't enough, Stan is also general office manager, he maintains close contact with distributors and buyers and he oversees the day to day operations of Chess/Janus.

Marvin Schlachter appointed Stan executive vice president in March, 1972. Stan had distinguished himself as director of merchandising since June 1971, when Chess/Janus was formed. He originally joined the company in January of that year as vice president and general manager of Domino Records. The Domino label had just been acquired by GRT Records. He had formerly been general manager of Schwartz Brothers, Inc. in Washington, D.C. for four years and he spent seven years as president and owner of the Baltimore based distributorship Marel of Maryland. He began as branch manager of Marel for two years.

He lives in Fort Lee, New Jersey with his wife Phyllis. Stan has two children from a previous marriage, 17-year-old Norma, who starts at college this fall, and 13-year-old Russell. They both live in Baltimore with their mother. Tennis and reading occupy whatever spare time Stan has from his many activities as executive vice president.

ESMOND EDWARDS
Vice President of A&R

Esmund Edwards. He equally at home behind the control board in a recording studio, where he produces such artists as Chuck Berry and Jack McDuff, and the executive desk, where he directs the A & R activities of Chess/Janus Records.

Edwards began in the music business as a clerk at Prestige Records. Within five years he was the label's vice president. Edwards produced "Don't Go To Strangers" by Etta Jones, "Canadian Sunset" by Gene Ammons and many other records for Prestige before moving to Chess Records, where he spent five years as head of jazz A & R. His credits there include Ramsey Lewis' biggest hits and the creation of the Soulful Strings.

Edwards then replaced Creed Taylor as head of Verve Records. He was with Columbia briefly before joining Polydor Records as executive assistant to Jerry Schoenbaum and, in late 1970, rejoined Chess Records as vice president of A & R for all the company's labels. When Marvin Schlachter reorganized the Chess and Janus companies, in June of 1971, Esmond Edwards assumed substantial responsibilities for the combined Chess/Janus Record company.

In his role as A&R, Edwards has photographed, which has resulted in many album covers, and playing the guitar. Esmond lives in New Rochelle with his wife Bonita and seven-year-old son Evan.

IRVING FELD
Vice Pres. of Administration

Overseeing the vital financial picture for Chess/Janus Records is Irving Feld. He balances the often-thorny twofold responsibilities that label's maximum returns on their expenditures.

A Certified Public Accountant, Irving comes to Chess/Janus from his position as account manager for S. D. Leidesdorf & Co., tenth largest international accounting firm. In this capacity, Feld was active in the financial management of several of the firm's large entertainment industry clients.

A graduate of City College of New York, Irving Feld first joined the noted accounting firm of J. K. Lasser before going with Leidesdorf. He lives with his wife Roberta, daughter Shari, 6, and son Jeffrey, 2, in Syosset on Long Island. Tennis, reading and gardening are among his hobbies.

BOB SCERBO
Dir. of Production & Int'l Operations

With Janus Records from the very beginning, Bob Scerbo now handles two formidable and successful Chess/Janus with aplomb. His production department is one of the busiest in the company, getting out a steady flow of album covers and promotional material. Bob also directs the liaison with the many overseas affiliates, an especially important area in view of the international interest in Chess/Janus product. Scerbo's well rounded music business background includes positions as director of production and director of international operations at MUSICOR Records for three and 3 years assistant production director at United Artists Records. Immediately prior to joining Janus, Bob was a sales representative for the Country Box and Album Company, manufacturers of album jackets.

Away from the office, Bob enjoys all forms of sports, especially hockey and baseball. He and his wife Adrienne live in New City in Rockland County with their four-month old daughter Victoria Leigh.

AL RILEY
National Promotion Dir.

With product exposure one of the key factors in the "hit" formula, the brilliant promotional contribution to the success Chess/Janus has enjoyed on both the soul and pop charts, whether visiting disk jockies in person or maintaining close contact with them on the phone, Al Riley has taken on the responsibility with extraordinary effectiveness.

R & B promotion director of Janus Records since June of 1970, Riley became involved with Chess when the two companies merged a year later. He was named national promotion director of the combined labels in December of 1971.

Riley spent six years with Liberty Records and its affiliate labels, leaving as national promotion director for Minit/Blue Note/Solid State Records. He began as a clerk at Liberty and subsequently rose to salesmen in the greater New York area, branch promotion man, east coast regional promotion director for Blue Note/Solid State Records and national sales and promotion director for Minit Records before joining Janus.

His hobbies include football, baseball, tennis and golf. Al has two daughters, Kyle, 13, and Jennifer, 7, from an earlier marriage.

He lives in Rego Park, New York.

DON GRAHAM
Dir. of Special Projects,
Head of Chess/Janus—West Coast Office

The tremendous vitality and "presence" achieved by Chess/Janus in little more than one year of west coast operation is substantially attributable to the active ability and limitless energy of Don Graham.

As national director of special projects and head of the Los Angeles office of Chess/Janus Records, Don is charged with the multi-level responsibilities of national promotion, advertising, test marketing and a full range of activities, which also includes close liaison with national promoter brothers Al Riley.

An experienced music industry veteran with a proven ability to break two companies, Graham started as director of west coast sales distribution with the then brand new Warner Brothers Records. He left three years later to head his own independent Sales distributionship in San Francisco, where he first met Marvin Schlachter, then helping to build Scepter Records. Frank Werber formed Trident Production and recorded The Fifth Dimension and the Four Tops. With Stax Records, he was reformed M & M Records.

After four years as director of national promotion for A & M Records, Graham came to Chess/Janus Records in 1973. Two and half years later he sold his interest in Blue Thumb to Bob Shane, who formed Western Industries and formed the production company, Mendes/Western Associates, with Serge Mendes, his most recent affiliation before coming to Chess/Janus.

HOWARD SILVERS
Director of Sales

Telephone tucked under his ear, pencil rapidly taking down notes, Howard Silvers is one of the main force behind the label's healthy sales increases. His gestures often indicate, "When my hands are full, business is good.” And they've been up a lot lately.

As national sales director of Chess/Janus in the reorganization that combined the two companies under the direction of Marvin Schlachter in June of 1971. He had previously been national sales manager for GRT Records for a period of two years. Howard's varied experience includes three years as national sales manager for MTA Records, a stint as general manager of a distributorship in Baltimore and seven years at MCA Records.

Howard and his wife Deena live in Manhattan. They enjoy traveling together and have been to many interesting places.
We knew it was coming so we baked a cake.
Chess/Janus is proud to have been an important part in the music industry for the last 25 years.
We hope that the voice we've given to people all across America will continue to be heard for another 25 years.
The Chess Family Album Catalog

**CHESS**

**Checker**

**Cadet**

- Gene Ammons
  - CA 769 The Chess Man
  - CA 772 The Tender Gender
  - CA 775 Have Yourself a Soulful Little X'mas
  - CA 778 Old to 52nd Street
  - CA 60019 Yo! Cookin'

- Terry Callier
  - CA 50007 Occasional Rain
  - CA 50019 What Color Is Love

- Gene Chandler
  - CK 3003 The Duke of Soul

**Wayne Cochran**

- CH 1519 Wayne Cochran

**The Dellos**

- CA 804 There Is
  - CA 822 Always Together
  - CA 824 The Dellos Greatest Hits
  - CA 829 Love Is Blue
  - CA 837 Like It Is-Like It Was
  - CA 50004 Freedom Means
  - CA 50017 Dwayne Warwick's Greatest Hits
  - CA 50021 As Sweet As Funk Can Be

**Bo Diddley**

- CK 2974 Have Guitar, Will Travel
  - CK 2976 In the Spotlight
  - CK 2977 Bo Diddley is a Gunslinger
  - CK 2980 Bo Diddley is a Lover
  - CK 2982 Big Run
  - CK 2984 Bo Diddley
  - CK 2985 Bo Diddley and Company
  - CK 2989 16 All Time Greatest Hits
  - CK 2990 Two Great Guitars—Bo Diddley & Chuck Berry
  - CK 2996 500% More Ban
  - CK 3003 The Originator
  - CK 3006 Go Go Diddley
  - CK 3007 Bossman
  - CK 3008 Super Blues—Diddley, Waters, Walter
  - CK 3013 The Black Gladiator
  - CK 50001 Another Dimension
  - CK 50016 Where It All Began

**Lou Donaldson**

- CA 724 Signifying
  - CA 734 Possum Head
  - CA 747 Cole Slaw
  - CA 759 Must Be Rusty
  - CA 768 Rough House Blues
  - CA 815 Lou Donaldson At His Best
  - CA 829 Fried Brussard

**Bob Farlow**

- 2CH 60007 Got My Own Bag Ob Tricks

**Stan Getz**

- CK 3015 Hot Wheels

**Art Farmer/Benny Golson**

- CA 664 Meet the Jazztet

**Eddie Fisher**

- CA 828 The Third Cup
  - CA 848 The Next Hundred

**Kenny Burrell**

- CA 769 Man at Work
- CA 772 The Tender Gender
- CA 775 Have Yourself a Soulful Little X'mas
- CA 778 Old to 52nd Street
- CA 60019 Yo! Cookin'

**Lowell Fulsom**

- CHV 408 Hung Down Head

**Joann Garrett**

- CH 1548 Just a Taste

**Bunky Green**

- CA 780 Latimization

**Buddy Guy**

- CHV 409 I Was Walkin' Through the Woods

**Stanley Myron Handelman**

- CXX 1 Spiro T. Agnew is A RIOT

**Woody Herman**

- CA 819 Light My Fire
- CA 835 Heavy Exposure
- CA 845 Woody

**John Lee Hooker**

- 2CH 60011 Mad Man Blues

**Howlin' Wolf**

- CC 319 New and Unimproved
- CH 1540 Evil
- CH 50002 Message to the Young
- CH 50015 Live and Cookin' at Alice's Revisited
- CH 60008 London Session
- 2CH 60016 A.K.A. Chester Burnett

**Illinois Jacquet**

- CH 722 The Message

**Ahmad Jamal**

- CA 602 Chamber Music of Jazz
- CA 610 Count' Em 88
- CA 628 But Not For Me
- CA 646 Jamal at the Penthouse
- CA 667 Ahmad Jamal at the Pershing—Vol. 2
- CA 685 Jamal's Alhambra
- CA 691 All of You
- CA 703 Ahmad Jamal at the Blackhawk
- CA 719 Piscataway
- CA 733 Naked City Theme
- CA 758 Extensions
- CA 764 Rhapsody
- CA 777 Heat Wave
- CA 792 Cry Young
- CA 807 The Bright, The Blue & The Beautiful

**Etta James**

- CA 4003 At Last
- CA 4003 Etta James Top Ten
- CA 802 Tell Mama
- CA 832 Funk
- CA 847 Losers Weepers
- 2CH 60002 Peaches

**Albert King-Otis Rush**

- CH 1538 Door to Door

**John Klemmer**

- CC 321 Blowin' Gold
- CC 326 All the Children Cried
- CC 330 Eruptions
- CA 792 Involution
- CA 882 Hand Weepers Contin...
congratulations for 25 years of successful growth
...and for always being on the job.

CHESS RECORDS

GRT of Canada
Yusef Lateef
CA 816 Yusef Lateef

Laura Lee
CH 50031 Love More Than Pride

J. B. Lenoir
CHV 410 Natural Man

Ramsey Lewis
CA 627 The Gentleman of Jazz
CA 645 An Hour With Ramsey Lewis Tri
CA 665 Stretching Out
CA 680 More Music From the Soil
CA 686 Never on Sunday
CA 687 Sound of Christmas
CA 715 Pot Luck
CA 723 Barefoot Sunday Blues
CA 732 Back to the Blues
CA 741 Bohemian Caverns
CA 745 More Sounds of Christmas
CA 755 Choice
CA 757 The In Crowd
CA 761 Hang On
CA 771 Swingin
CA 774 Made in the Water
CA 782 The Ramsey Lewis Movie Album
CA 790 Goin Latin
CA 794 Dancing in the Street
CA 799 Up Pops Ramsey Lewis
CA 811 Maiden Voyage
CA 821 Mother Nature's Son
CA 827 Another Voyage
CA 836 The Piano Player
CA 839 The Best of Ramsey Lewis
CA 844 Them Changes
CA 50020 The Groover
CA 60001 Back to the Roots

Little Milton
CK 2995 We're Gonna Make It
CK 3002 Little Milton Sings the Blues
CK 3011 Grits Ain't Groceries
CK 3012 If Walls Could Talk
CK 50013 Little Milton's Greatest Hits

Little Walter
CH 1535 Hate to See You Go
CK 3008 Superblues—Walter, Diddley Waters
2CH 60014 Boss Blues Harmonica

Moms Mabley
CH 1447 The Funniest Woman in the World
CH 1452 Moms Mabley at the U.N.
CH 1460 Moms Mabley at the Playboy Club
CH 1463 Moms Mabley at the General Conference
CH 1472 Moms Mabley Breaks It Up
CH 1477 Young Men, Si: Old Men No
CH 1479 I've Got Something to Tell You
CH 1482 The Funny Sides of Moms Mabley
CH 1486 Moms Morn
CH 1487 Best of Moms & Pigmeat
CH 1497 The Men In My Life
CH 1504 More Time—Moms & Pigmeat
2CH 60009 Laugh Time—Moms & Pigmeat
CH 1525 Breaks Up the Network

James Moody
CA 603 Flute'n the Blues
CA 613 Moody's Mood For Love
CA 637 Last Stand From Overbrook
CA 648 James Moody
CA 695 Another Bag
CA 725 Great Day
CA 740 Comin' On Strong
CA 756 Cookin' the Blues
2CA 60010 Everything You've Always Wanted To Know About Sax

Brother Jack McDuff
CA 812 The Natural Thing
CA 813 Getting Our Thing Together
CA 831 Gin and Orange
CA 50024 Check This Out
2CA 60017 Healin' System

Johnny Nash
CA 50034 Teardrops In The Rain

Pigmeat Markham
CH 1451 The Trial
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CH 1467 Anything Goes
CH 1475 The World's Greatest Clown
CH 1484 Open the Door
CH 1487 Best of Moms & Pigmeat
CH 1493 Mr. Funnyman
CH 1501 This'll Kill Ya!
CH 1504 One More Time—Moms & Pigmeat
CH 1505 If You Can't Be Good Be Careful
CH 1511 Mt. Vaudeville
CH 1517 Save Your Soul
CH 1521 Backstage
CH 1522 Here Come the Judge
CH 1526 Tune Me In
CH 1529 The Hustlers
CH 1534 Pigmeat's Bag
2CH 60009 Laugh Time—Moms & Pigmeat

Power and Light
CA 50014 Power and Light

Jimmy Reeves Jr.
CK 3016 Born to Love Me

Rotary Connection
CC 312 Rotary Connection
CC 317 Alladin
CC 318 Peace
CC 320 Songs
CC 325 Dinner Music
CC 50006 Hey Love

Jimmy Rogers
CH 407 Chicago Bound

Ray Scott
CK 3017 The Prayer

Shirley Scott
CA 50009 Mystical Lady
CA 50025 Lean On Me

Marlena Shaw
CA 803 Out of Different Bags
CA 833 The Spice of Life

Billy Stewart
CH 1496 I Do Love You
CH 1499 Summertime
CH 1513 Old Standards, New Tricks
CH 1547 Remembered

Soulful Strings
CA 776 Paint it Back
CA 796 Groovin' With the Soulful Strings
CA 805 Another Exposure
CA 814 The Magic of Christmas
CA 820 Soulful Strings in Concert
CA 834 String Fever
CA 846 Play Gamble—Huff

Sonny Stitt
CA 744 My Main Man
CA 730 Move On Over
CA 760 Interaction—Sonny Stitt & Zoot Sims
CA 770 Soul at the Night—Stitt & Green
CA 785 Jug & Sonny—Sonny Stitt & Gene Ammons

Koko Taylor
CH 1532 Koko Taylor
CH 50018 Basic Soul

Clay Tyson
CH 1494 Up Tight

Phil Upchurch
CA 826 Upchurch
CA 840 The Way I Feel

Muddy Waters
CC 314 Electric Mud
CC 320 After the Rain
CH 1449 Muddy Waters at Newport
CH 1483 Folk Singer
CH 1507 Brass and the Blues
CH 1539 Sail On
CH 1553 They Call Me Muddy Waters
CH 50012 Live
CH 2-6006 A K & McKinley Morganfield
CH 60013 London Muddy Waters Sessions
CK 3008 Suburban Waters, Walter, Diddley (continued)
Behind This Stack Of Success Stories Is The Success Story That Made It Happen..

The story of Chess/Janus itself. Deserving of a 25 year tribute by all of us who have benefited from it.
Eastbound and Westbound Records want to thank Chess/Jam

WESTBOUND
Detroit Emeralds
Denise La Salle
Damon Shawn
Funkadelic
Ohio Players
Houston Outlaws
Tee Garden And Van Winkle
Jonathon Round
Bill Moss And The Celestials
Mattie Moss Clark
The Frut

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especially for you.

To mark their 25th Anniversary for helping to make our success a success.

EASTBOUND
Houston Person
Spanky Wilson
Bob "Catfish" Hodge
Donald Austin
Freddie Wilson
Jimmy Delphs
The Unique Blend
Ceasar Frazier
The Nineteenth Whole
Bill Mason
Gary Chandler
Robert Lowe
Albert Washington

Eastbound and Westbound Records
Detroit Michigan
Armen Boladalian • Bernie Mendelson • Jim Bennett • Gary Porter

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<th>Cruisin 1960</th>
<th>Aretha Franklin</th>
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<td>IN 2006  Arnie &quot;Woo Woo&quot; Ginsburg</td>
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<td>IN 2007  Russ Weird Beard Knight</td>
<td>CK 10049  Bless This House</td>
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**GOSPEL**

| Martha Bass                           | CK 10022  I'm So Grateful          |
|                                       | CK 10048  Rescue Me                |
|                                       | CK 10059  Martha Sings Mahalia     |
|                                       | CK 10074  It's Another Days Journey|
| **Bells of Joy**                      | CK 10001  The Bells of Joy         |
|                                       | Dorothy Best Gospel Singers        |
|                                       | Try Him                            |
| Alex Bradford                         | CK 10025  Keep on Praying          |
|                                       | Ben Branch                         |
|                                       | Sammie Bryant                      |
|                                       | CK 10018  The Last Request         |
|                                       | Sammie Bryant                      |
| **Cleveland Golden Echoes**          | CK 10023  Old Time Religion        |
|                                       | The Drinkard Ensemble              |
|                                       | CK 10068  Highway To Heaven        |
|                                       | CK 10079  Down Memory Lane         |
| **East St. Louis Gospelettes**        | CK 10062  Shout For Joy            |

**INCREASE RECORDS**

| Cruisin 1955                          |                             |
|                                       | IN 2000  "Jumpin'" George Oxford|
|                                       | IN 2001  Robin Seymour        |
|                                       | IN 2002  Joe Niagara           |
|                                       | IN 2003  Jack Carney           |
|                                       | IN 2004  Hunter Hancock        |
|                                       |                             |
|                                       |                             |

Congratulations, Chess
on your 25th Anniversary
Good Luck, Marvin, in your third year as head of the hot Chess team
Twenty five years of existence is a tribute to any business. Twenty five years of continuously producing future musical standards makes Chess Records more than a business. It's a national resource. Ivy Hill Packaging Co. is proud to salute Chess Records and its President, Marvin Schlacter.

If you're a record... or a natural resource... we've got you covered.

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Telephone (516) 487-0200

Ivy Hill Packaging Co.
West Coast
4800 South Santa Fe Avenue
Los Angeles, California
90098
Telephone (213) 583-8974
The Chess Family Album Catalog

The Salem Travellers
CK 10043 Give Me Liberty Or Death
CK 10052 Tell It Like It Is
CK 10055 The Soulful Salem Travellers
CK 10061 Children Gone Astray
CK 10078 Everything Is Gonna Be Alright

Harold Smith Choir (Majestic)
CK 10016 Just As I Am
CK 10026 God Never Fails
CK 10035 The 23rd Psalms

Stars of Savannah Georgia
CK 1007 List' To The Morn

The Soul Stirrers
CK 10015 The Best of the Soul Stirrers
CK 10021 Resting Easy
CK 10027 The Gospel Truth
CK 10038 The Golden Gospel
CK 10051 The Thrillin' Soul Stirrers in Concert
CK 10056 Soul's In ... But Gospel Is Out of Sight
CK 10058 The Judgement
CK 10063 Tribute To Sam Cooke
2CK 10066 Glory, Glory
CK 10071 He's A Friend of Mine

Various Artists
CK 10047 The Mightest Gospel Program
CK 10050 Christmas Dedication

Gone Viole
CK 10054 What Color is God

The Violinaires
CK 10011 Stand By Me
CK 10017 The Fantastic Violinaires
CK 10020 I'm Going To Serve The Lord
CK 10030 Move On Up
CK 10040 Shout
CK 10045 Live The Right Way
CK 10053 The Fantastic Violinaires in Concert
CK 10057 God's Creation
CK 10060 At His Command
2CK 10065 Please Answer This Prayer
CK 10067 Groovin' With Jesus

Willing Four
CK 10039 Nearer To Thee
CK 10073 It Was You Jesus

CHESS SERMONS

Rev. C. L. Franklin
CH 16 Nothing Shall Separate Me From The Lord
CH 17 Ye Must Be Born Again
CH 18 What Must I Do To Be Saved
CH 19 Moses at the Red Sea
CH 20 The Twenty-Third Psalm
CH 21 The Eagle Stirreth Her Nest
CH 22 Jacob Wrestling the Angel
CH 23 The Prodigal Son
CH 24 What Think Ye of Jesus
CH 25 The King of the Jews
CH 26 The Man at the Pool
CH 27 Give Me This Mountain
CH 28 Two Fish and Five Loaves of Bread
CH 29 Counting the Cost
CH 30 Silver and Gold Have I None
CH 31 Ye Are the Salt of the Earth
CH 32 The Barren Fig Tree
CH 33 Rev. C. L. Franklin Sings
CH 34 The Story of Job
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CH 36 Dry Bones in the Valley
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CH 38 The Foolish and the Wise Builders
CH 39 A House built on sand
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CH 41 Study to Show Thyself to God
CH 42 Pressing On
CH 43 The Inner Conflict
CH 44 Hosea the Prophet & Gomer the Prostitute
CH 45 Following Jesus
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CH 47 The King, Lord of Hosts
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CH 66 There Is Danger In A Crowd
CH 67 Why Have The Mighty Fallen
CH 68 My Kingdom Is Not of This World
CH 69 A Wild Man Meets Jesus
CH 70 A Faith to See Us Through the Storm
CH 71 The Preacher Who Got Drunk
CH 72 Man on the Moon
CH 73 I Heard It Through the Grapevine
CH 74 Come Into My Lazarus
CH 75 What Of The Night

JANUS

9JL-3009 Canned Heat Vintage
9JLS-3045 Capers & Carson
9JLS-3038 Don Covay & The Jefferson Lemon Blues Band
9JLS-3038 Different Strokes for Different Folks
9JLS-3044 Cymande

Dianne Davidson
9JLS-3031 Baby
9JLS-3043 Backwoods Woman
9JLS-3048 Mountain Mama

(Continued)
Congratulations Chess-Checker!
It's been a delight working with you as publisher of these artists

Chuck Berry
Bo Diddley
Little Walter
Muddy Waters
Sonny Boy Williamson
Howlin' Wolf

A Special thanks to
Leonard and Phil Chess
who made it all possible

Gene Goodman

ARC MUSIC PUBLISHING COMPANY
1619 BROADWAY/NEW YORK, N.Y. (212) CI 6-1990/SOLLY LOFT GEN. PROF. MGR.
### The Chess Family Album Catalog

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A sampling of the great names in the chess family LP catalog includes:

- Howlin' Wolf
- Etta James
- Muddy Waters
- The Dells
- Bo Diddley
- Little Walter
- Little Milton
- Chuck Berry

### WESTBOUND

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<td>9WB-2014</td>
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Phonogram London send their best wishes to Marvin Schlachter and Chess for the label's 25th Anniversary

Phonogram Limited, Stanhope House, Stanhope Place, London W2 2HH
Armen Boladian
President
Eastbound/Westbound Records

As a distributor, Armen Boladian saw far too many unnecessary records being released each week. Three years ago, when he formed Westbound Records in Detroit, he was determined to limit the amount of releases. His judicious policy has given Westbound a remarkably high percentage of hits. The Detroit Emeralds, Denise LaSalle, Funkadelic, the Ohio Players and Teagarden & Van Winkle, among others, have kept Westbound on the LP and singles charts consistently and made it one of the most dynamic young labels in the music business. To accommodate his burgeoning artist roster, Boladian started Eastbound Records in December 1972. Both labels are distributed by Janus Records.

Westbound was formed by Boladian in mid-1969 as a step toward diversification of his distributorship. He'd been very successful promoting records for other labels and now it was time to build something of his own.

"The manufacturing aspect of the record business had always fascinated me," he said. "I wanted to be where the music was being created and work on a record right from the beginning!"

The new label took its name from a highway sign Armen saw on the Edsel Ford Expressway. Their very first record was "More Love" by Emmanuel Lacky, which became a big local hit, selling nearly 14 thousand copies in the Detroit area.

After several more local hits, Armen arranged for national distribution in December 1969 with Janus Records, which had been formed earlier that year by the GMT Tape Corporation and Pye Records of England. Armen had known Marvin Schlachter, who headed the new label, when Marvin was originally with Scepter Records and Armen was distributing.

**Initial Successes**

"I Bet You" by Funkadelic, which had already broken out in Detroit, and "If I Lose Your Love" by the Detroit Emeralds were among the first Westbound singles released by Janus. A major publicity and promotion campaign was launched for the first Funkadelic album, released early in 1970, which broadened the outrageous group's market from soul to ultimate ground.

The Detroit Emeralds began a hit streak that's still going strong with such tunes as "Do Me Right," "Wear This Out," "You've Lost That Lovin' Feeling," "Baby Let Me Take You," "Feel The Need" and many others. Several European tours have built a large overseas following for the Emeralds, who are currently #4 in England with "Feel The Need."

Funkadelic, now clicking with "Loose Booty," which is the flip side of their previous hit, "Joyful Process," have placed many records on the charts over the past few years. Among them are "You And Your Folks," "Can You Get To That?" and "Music For My Mother." Funkadelic, like the Emeralds, Ohio Players and Denise LaSalle, have been on the national charts with every Westbound album they've released.

Teagarden & Van Winkle had a monster record with "God, Love And Rock & Roll." The Ohio Players scored with both singles and LPs titled "Pace" and "Plaisure." And the multi-talented singer/writer producer Denise LaSalle gave Westbound its first million-seller with "Trapped By A Thing Called Love."

Armen signed two leading gospel acts, Bill Moss & The Celestials and Sister Mattie Moss Clark. Frut, a popular Detroit band, has released two critically praised albums. Folk singer Jona- than Round is preparing his second LP.

Eastbound Records was formed recently and has already released hit singles with "Crazylegs" by Donald Austin currently on the charts, and albums by Bill Martin, Gary Chandler, Caffish Hodge, the Nineteenth Hole and Cesar Fraser.

Bridgeport, Music, the publishing arm of Westbound, has many important copyrights which are administered by Norman Kurtz. As the original foreign distribution arrangements under the Janus affiliation expire, Armen is negotiating new ones to be handled locally by Westbound.

Assisting Armen in what had long been a one-man operation are Bernie Mendelson, his right-hand man; Jim Bennett, who covers a wide variety of responsibilities; and Bob porter, head of jazz A&R, chief producer for Eastbound and liaison between Detroit and Janus in New York.

Other Acts

In addition to the artists already mentioned, the Westbound roster includes Damon Shawn, who recently had a hit with "Feel The Need," the Houston Outlaws. On Eastbound Records are Freddy Wilson, Jim Delphs, the Unique Blend, Ricc Low, Arthur Washington and two new artists just signed—singer-Scarl Wilson and saxophonist Houston "Pee-Wee" Johnson, who'll both be featured in an exciting series of live recordings at the C.I. in Detroit.

Some observers have already tagged Westbound as a young label in the making. Every day brings its share of phone calls and letters from new artists eager to sign with the label. Armen is sure there'll be Northbound and Southbound Records some day in the distant future, but the moment he has all the talent feels he can accommodate.

"We hate to turn down new acts but our primary concern is taking care of everyone currently under contract," Boladian said. "We're elated about the growth that we've already undergone and in order to continue long-term we always have to take it step at a time."

---

**Photo Captions**

*The Detroit Emeralds*

*Denise LaSalle*

*Funkadelic*
Congratulations:

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Marvin Schlachter-President

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Revitalization has been the key word as Chess/Janus Records during the past few years. Early in 1971, when Marvin Schlachter surveyed the company's resources, he found the once-illustrious gospel catalog in a sad state of neglect. But once Mancel Warrick was appointed head of gospel sales and promotion, the situation brightened considerably.

Warrick's rich background in spiritual music began in childhood, as the son of a Methodist minister. Mancel managed the famed Drinkard Singers, a family gospel group. He also worked with many gospel promoters and was assistant general manager of the renowned gospel label RPM Records.

When he took charge of the Chess Janus gospel division in July 1971, Mancel pinpointed five main areas for concentrated attention. First, he had to build rapport with radio programmers. Next, he had to interest the label's distributor promotion men in gospel. Third, the one-stops and racks were to be made aware of the business they were missing by overlooking the gospel market.

The fourth step was to reassure the artists on the label that they'd be receiving the proper exposure through promotion and advertising. Then, Mancel was determined to go through the catalog to find records that would appeal to all people, not just to the black audience.

"I feel that the gospel market is in need of some talent I've been successful in this area," he says with characteristic modesty. Mancel has put Chess, Checker, westbound and Jay-Warren religious singles and sermons into their rightful place in today's record market. Gospel records have been making a substantial contribution to the healthy sales picture at Chess/Janus lately.

In fact, company executives were so impressed with the potential of gospel records that were demonstrated by Mancel that he now has a wide range of freedom in carrying out his programs. Within a few weeks, Mancel will begin visiting each of the gospel distributors to update their stock, part of the vital liaison he maintains with them.

A full-scale gospel promotion and advertising campaign will be launched shortly, with in-store displays, extensive radio play and television exposure in four key markets—Memphis, Buffalo, Dayton and Jacksonville. Details will be announced soon.

Rectifying some of the problem areas took considerable time and effort, but the results have been worth it. Distributors and retail outlets have awakened to the hidden bonanza in gospel records. Stores that Chess/Checker had never reached before were added. Artists saw that the company wasn't forgetting them. The catalog became a source of steady revenue.

Stellar Catalog
Included in the company's catalog are such all-time gospel greats as the Violinaires, the Soul Stirrers and the Salem Travelers, often referred to as the gospel singer's gospel singers. Reverend C. L. Franklin, Aretha's father, has recorded 59 albums of his sermons on the Chess Sermon label and none of these records has ever been returned. And his earlier material sells as well as his most recent songs.

Mancel has signed and produced many outstanding artists himself, including the Drinkard Ensemble, the Gospel Six, the Gospel Highlights, the Hylman Singers and the Harmonizing Four, who have been together 45 years with three original members, making them the longest-running gospel singing group. Mancel recommended the signing of 600-pound Gloria Spencer whose "Gloria's Views of Glory" LP has been very popular.

In fact, many of the label's gospel records have been receiving across the board airplay. The Gospel Six appeared on a weekly TV show in Buffalo, N. Y., and reach a large audience. Three relatively new groups—the Jordan Singers, the East St. Louis Gospellolettes and the Williams Singers—are on one of the most extensive national tours. The market shows no signs of diminishing.

Two recently repackage LP's have done very well—"The Soul Of Aretha Franklin," her first album, and "Last Request!" by Ben Branch and the Operation Breadbasket Orchestra and Choir. Just minutes after Reverend Martin Luther King, Jr., had asked Branch to perform "Precious Lord" at that event, King was shot. The song is dedicated to the memory of Reverend King.

A shortage of 8-track tapes has been prevalent throughout the gospel market in the past, but Mancel has been doing his best to make sure the most popular numbers are available in that configuration. He stays in touch with the CRT Tape Corporation to make sure that 8-track product is stock in the major gospel markets. Underlying everything he's done for the gospel division of Chess/Janus Records is Mancel Warrick's deep appreciation for the artists and their music. He's helped bring them to a new beam of respect and recognition they've always deserved.

Mancel Warrick
Dir. Gospel Sales & Promo
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The Jazz Side of Chess/Janus

When Marvin Schuster reorganized Chess/Janus Records nearly two years ago the jazz division was revitalized with a two-part program. The idea was made to keep the label active by signing new artists and to utilize their extensive catalog in a new reissue program. The results soon became evident on the jazz charts, where Chess/Janus has had as many as fifteen #1's, including the #1 jazz record several weeks ago.

Jack McDuff and Shirley Scott, two artists signed to Chess/Janus and produced by Vice President of E & R Esmond Edwards within the past year and a half, are leading the way. McDuff's "Heating System" LP on the Cadet label hit the #1 spot on the jazz charts, and Shirley Scott's "Lean On Me," also on Cadet, enjoyed a lengthy stay on the jazz listings.

"Cymande," debut LP on Janus from nine West Indians who live and record in London, swept the jazz charts along with their impressive showing on the pop and soul charts. Grady Tate, a leading drummer who's worked with the biggest names in jazz, charted with "She Is My Lady," his superb vocal album on Janus.

"Cool Cookin'" by guitarist Kenny Burrell on Chess, an informatively-annotated, specially priced two-record set, is also a best selling chart album. Other recent 2-LP reissues of material from the Chess, Cadet and Argo catalogs are James Moody's "Everything You Wanted To Know About Sax (And Flute)" and Lou Donaldson's "Ha! Mercy."

Vintage Series

Four albums have also been issued in the Chess Jazz Vintage series—"Southside Jazz," "Chicago Boss Tenors," "The Late Great King Of The Baritone Sax" and "Outlook & Making Love."

Armen Boladian's new Eastbound Records, which is distributed by Janus, accounts for several excellent jazz albums. Included among their releases have been "Outlook" by trumpeter Gary Chandler; "Gettin' Off" by organist Bill Mason; "Hail Caesar!" by organist Caesar Frazier; and "Smilin'" by The Nineteenth Whole, a trio formerly with guitarist Grant Green.

Cadet Records continues its winning ways with the recent release of "Check This Out" by Jack McDuff, his second outing for the label, and "Inspiration," a 2-LP set of vintage Ahmad Jamal material, including his biggest hits. Coming soon are double record vintage sets by Sonny Stitt and Ray Bryant and a recently-recorded album by Stitt produced by Esmond Edwards. Jazz, which contributed to the early growth of the Chess labels, continues to add to the success of Chess/Janus Records.
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The Chess brothers recognized Berry's unique talent right away. "He had that something special, that—I don't know what you'd call it, but he had it," said Phil. "The big beat, cars and young love was a trend and we jumped on it," Leonard once admitted.

Berry's band was brought to Chicago to cut "Maybellene." Then Leonard took it to influential disc jockey Alan Freed in New York City. By the time he returned to Chicago the orders were piling up. The new music called rock & roll had found its most eloquent spokesperson in the wavy-haired, duck-walk- ing Berry, who began an unprecedented streak of hits that includes such classics as "Johnny B. Goode," "School Days," "Rock and Roll Music," "Sweet Little Sixteen," "Reelin' and Rockin'" and "Memphis" and many, many more.

The success of Berry, Bo Diddley, the jazz artists and such doo-wop vocal groups as the Moonglows and Falcons enabled Chess Records to enlarge its staff during the late 50's from eight or ten employees to three times that number. They also moved to better equipped studios at 2120 Michigan Avenue, and address used as a song title by the Rolling Stones, one of many rock groups that have been influenced by early Chess recordings and wanted to cut in the same studio.

To GRT In '69

The pace slowed down in the 1960's. In 1969, the GRT Tape Corporation purchased Chess as part of their new GRT Record Group. Leonard's son Marshall took over and tried a few ideas that may have been too radical at the later company headquarters was moved to New York, leaving only the 320 East 21st Street studios, acquired six years ago, on Chicago's South Side.

Only a few of the original Chess staffers came to New York, and none remained by 1973 when Marvin Schlachter took over a totally reorganized Chess Janus Records. Under his direction the Chess name recaptured, and in many ways surpassed, its original fame as a great record company.

In 1971 Howlin' Wolf had his first chart album at age sixty-one with "The London Howlin' Wolf Sessions." Chuck Berry's first RIAA-certified gold record was "My Ding-A-Ling," which topped the charts late last year. "The Londo
crack Berry Sessions," also a gold disc, was his first chart LP since 1965. Outstanding recordings from the extensive Chess catalog are being reissued in an intelligently planned series that has met widespread approval from critics and record buyers. The Dell continue to cut hits on the Cadet label.

Terry Callier is already being hailed a major new singer/songwriter, and Ettie James is back in the recording studio again.

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Roots Of Tomorrow

(Cont'd from page C5)

tion people. We took a look at the production deals we had and wherever we felt we should, we replaced them. We just stopped everything short and that in itself is a drastic step. We literally said, okay, for the time being we’re not going to do anything but sell the catalog that we have.

Q — I imagine, however, that you must have learned a lot about your catalog during this period when you didn’t have that much fresh product and you really had to dig deep into it.

A — Well, we had a problem with the catalog. In the transfer from Chicago to Mid-South many parts were lost and there was a good deal of confusion that took time to straighten out.

Q — What were your key concepts in the building process?

A — Well, the most important thing was getting the industry to believe that GRT as a corporation was not going to go under, because if they didn’t believe that everything else was meaningless.

Secondly, getting the people in the industry, by that I mean trade press, distributors, radio people, everyone that was involved and who knew Chess and knew the heritage, to believe that some of the approaches that we were going to take would breathe new life into Chess. We determined that we had to make the label and the company believable within the industry once again.

What we also did was put together what we felt at the time was as strong a release as we could in as short a time as possible.

Q — Can you pinpoint your timing?

A — I wasn’t really until the middle of April of 1971 that we were able to start integrating the companies, getting all our people over here and then integrating the staff. At the same time we were cleaning house we were going through the production schedule and the artist roster and whatever we had, we were going to come out with a release at the end of June or the first week in July. We revised our sales policy. We introduce and set up a sales meeting here in New York to which we invited all of our distributors, all of our promotional people and all the trade press. We used that first release to introduce Chess, its new image and its new staff. We had built a really super team out of the strongest people from all of the companies with the original GRT Records Group. Stan Hoffman is from Dome, Howard Silvers from GRT, Al Riley from Janus and Esmond Edwards from Chess.

Q — What else do you think made the company’s image more positive?

A — Obviously, product influences a company’s image. You can do everything you want in the world to maintain a certain kind of image, but if you’re not producing and you’re not delivering the kind of product that sells, everything else that you try and do is meaningless.

Q — What do you feel is some of the outstanding product that was released?

A — Well, the key piece of product at that time was the Howlin’ Wolf London Session album. I did not institute that particular concept, but what happened was that after it was recorded, there were all kinds of legal hassles and problems with the producer and in getting releases. While I was still at Janus and became aware of the problems surrounding this LP, we started to work on it to achieve all of the necessary re-

(Cont’d on page C34)
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Cash Box — April 7, 1973
Roots Of Tomorrow

(Cont'd from page C-32)

leases and get out from under some of the law suits that were pending because of this album. When I came in I was able to free all of that up and get that album released along with a Delilah LP, Ramsey Lewis and several other LP's and singles. But the one key album was Howlin' Wolf's. It was a viable, commercial LP and we sold more albums on that than all of the other Howlin' Wolf LP's combined. But I think that the concept itself was kind of great because we followed it through. We had a Muddy Waters London Session, which won a Grammy. We had a Chuck Berry London Session album, which was his first gold album and out of which came his first gold single.

Every London Session album strengthened the new image of Chess.

Q — Was there any rebuilding done?

A — Oh, absolutely. The whole structure of the company from getting new facets in the John to stationery, to everything, I mean, there was a total revitalization of the company.

Q — What international changes did you make?

A — It wasn't easy to make immediate changes, we have to honor whatever agreements existed. There were separate contracts for Janus and for Chess. Sometimes they were the same licensees, but in every way we tried to revise them and update them. We consolidated them if they were with the same companies, taking into consideration what was happening and what was going on and the problems that existed at the time.

Q — Did any of the problems that existed here exist internationally also?

A — The Chess image was tarnished internationally also. There was no revenue product coming from Chess so consequently there was no new viable product flowing to our licensee. The prime example was what happened in England. We had a situation where our prior licensee couldn't care less whether or not he renewed the Chess license. I don't mean it quite that way, but would be almost comparable to a situation where he would have just take the license as a favor. We gave our London Phonogram and in one short year they have done a tremendous job. The Chess label has enjoyed great success in the U.K., including the Chuck Berry single holding the top position on the charts for six weeks.

Q — Who are some of your big international artists?

A — Well, you see, blues in Europe has always been very important. It is also very important aspect of our catalog. Blues and jazz in France is very big. Today, the old rock and roll catalog is England is very big, because of the nostalgia craze that's going on there. As a whole, the Chess catalog has always been a very important one, except that one has to work it, one has to continually update it and revitalize it and keep new product flowing so that there is a continued interest in the label.

So once we started delivering what we felt was meaningful product, the interest in the catalog and the value of the catalog on an international level also increased tremendously.

(Cont'd on page C-38)
To Marv Schlachter:

Congratulations on two brilliant years as head of Chess. You've breathed new life into a great label. Best Wishes for continued success. I'm proud to be a part of the Chess Team.

In Memory of Leonard Chess:

There are no words to describe my indebtedness to Leonard, the man who started me in the record business. He was the first manufacturer to give me his line for distribution. I will always cherish his friendship and the closeness I've had with him and his family for the past 25 years.

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A NEW ERA for the Chess/Janus family begins in this first convention of the company under its new management on June 29, 1971 in New York. Shown (left to right) are Stan Hoffman, executive vice president; Alan Bayley, president of GRT Corporation, which purchased the Chess label in 1969; Esmond Edwards, A&I chief, and Marvin Schlachter, president of Chess/Janus.

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Roots Of Tomorrow

(con't from page C-34)

Q — How do you evaluate your position now?

A — I really believe and really feel that we've achieved only a certain portion of what I think can and will happen here. We've solved the immediate problems that existed in '71 when there was this big financial crush and the problems that came from that.

We've integrated the various labels. We have a staff now that, we think is super. We are now concerned with growth in the future. You know, we've achieved the turn around situation from a huge loss in '71 to where we will show a profit this year.

Q — What is your goal for Chess in the future?

A — My concern right now is obviously growth. Growth in an area of the business that at this point we consider ourselves very strong in and that is in black music.

But we are not ignoring other aspects. We're going to take these things step by step. We will grow in contemporary music.

The job Don Graham has done as Director of Special Projects on the West Coast has helped to establish Chess/Janus as a viable presence on the California scene.

We have recently appointed Gabriel Mekler to head up our expanded A&R activities on the West Coast. Mekler represents an entirely new creative plateau for us. He produced some of the great contemporary artists: Three Dog Night, Steppenwolf, Janis Joplin, and the late Jimi Hendrix, among others. In addition to producing artists already on the label, Mekler will be important in developing talent for Chess/Janus.

Another tremendously exciting move forward for Chess/Janus in the pop field is our recent long-term production agreement with John Schroeder. During the year I've worked with John, I've been extremely impressed with his ability to create meaningful records.

John Schroeder is one of England's leading producers. He has had hits with his own Sounds Orchestra, Status Quo and by Jefferson. He's represented on the U.S. charts right now by Cymande's hit single "The Message" and the groups debut LP. The records we've just gotten in from him are equally exciting and we expect him to greatly enhance the company's future.

We are tremendously excited by the potential represented by the talents of Harvey Mandell. The two albums he has recorded for Janus so far "Baby Batter" and "The Snake" have had very strong and continuing sales impact.

There is no doubt that Armen Boladian's Westbound will continue to be one of the great sources of sales growth and talent development for us. Armen's Detroit-based Westbound label has earned the title of "young Motown." Funkadelic, The Ohio Players, Denise LaSalle and the Detroit Emeralds have all become important acts under Armen's creative guidance.

Q — Will you be making outside acquisitions?

A — We are concerned with growth and growth can be achieved either internally by developing new artists or by trying to do now and conceivably by acquisition. I'm confident that as a label, Chess will become an increasingly more important part of the industry and that talent looking for strength in independent manufacturer will be best for them. They will come to us.

Q — Independent distribution offers the best alternative to you on the wholesale level?

A — I would say at the present moment, in the position we're in, absolutely. I feel that independent distribution obviously is now going through some changes and there's going to be some attrition. However, those remaining are going to be very strong. Quite honestly, as one of the stronger independent manufacturers, I feel that we're in an excellent position with the various independent distributors that we're not with. They go out there and merchandise our product because they need it as much as we need them. We both understand that we are dependent upon each other's performance to grow. This team effort is best for us.

THANKS A MILLION: An RIAA plaque certifying a million-selling single for Denise LaSalle's "Trapped By a Thing Called Love" on the Westbound label distributed by Janus Records, is displayed by Armen Boladian, president of Westbound (left) and Marvin Schlachter, president of Chess/Janus.

Congratulations on your 25th

We look forward to working together with you for the next 25 years.

Mel Albert

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WAXIE MAXIE

(WAXIE MAXIE (ROSENBLOOM), who owns a chain of Waxie Maxie record retail shops, and has had business relationships going back to the origins of the Chess label. He was also a close personal friend of Leonard and Phil Chess.)

Just about 25 years ago, during my first association with Leonard, I had a small retail shop, a Rhythm & Blues shop, Leonard and Phil had been in the junk business, the club business and even drove a milk wagon. After Leon-

ard's involvement with the Aristocrat label—later to become Chess and Checker—he came through Washing-

ton, where I used to sponsor soul shows and had soul shows in my store windows for 20 years. I used to help program radio stations, and would plug his records for him. Leonard would spend the night in my house, since he didn't have much money then and couldn't afford a hotel room. Things, however, started happening for him. In the early days he recorded some local talent, mainly blues artists. I have at-
tended all of the Chess family social functions over the past 25 years, wed-
dings, Bar Mitzvahs, their parents' par-
ties. I was part of the family. I'm uncle to all their kids.

I remember when Leonard bought a radio station, later to be called WON. He called me up the day he signed the check to say, "just want you to know I just signed my name to the biggest check I ever wrote."

Leonard acted like he was a tough man, but he probably was the softest touch in the business. I never tested him, but I know if I had, I could have gotten anything I wanted out of him.

JIM SCHWARTZ

(Handles the Chess label through his Scher Checker-distribution) As a major industry wholesaler, he has also developed a strong retail operation, the Harmony Hut chain.

I think the Chess-Checker situation under Marv is a typical representation of an independent manufacturer who has just been tremendous for the busi-
ness, with the right kind of product and programs and the strong kind of rela-
tionship he has established with in-
dependent distributors. I feel they have made a tremendous gain in the indus-
try. If more companies adopted their way of doing business, being totally involved in product and relationships with their customers, I think the indus-
try would be a lot better off. The com-
pany was really very rocky when Marv walked in. His staff, including Stan Hoffman, have been able to create an excitement on their end that has helped push a lot of product across. They've done a fantastic job.

STAN LEWIS

(STAN LEWIS, whose association with Chess Records and its principals, Leonard and Phil Chess, goes back to the origins of the label 25 years ago. Lewis owns a recording retail-distributing organization which operates out of Shor-
veport, La.)

I met Leonard and Phil Chess 25 years ago, just when I started out in business with a mail-order, retail opera-

tion. I was a real poor boy then, and I remember that everytime they finished one of their road trips to the soul selling new product, they would vis-

it me and give me their leftovers. After that, they were selling me direct an inviting me to Chicago. On one of our first visits, I stayed at Leonard's house during a convention, where Leonard in-
duced me to several manufacturers: some of the major independents of the day. I have been distributing some of these labels since the release of the first records.

I became deep personal friends with Leonard and Phil, having been invited to all of both family's weddings, Bar 

Mitzvahs and special parties. When my first son was born, I named him after Leonard Joseph, after Len. My dau-
ughter, Susan, was named after Leonard's daughter. Of course, Leonard was the christening of both my children.

DAVE CLARK

(DAVE CLARK, now on the Stax prom team who was involved in the Chess operation from its earliest days. He has been in the record business for 3 years.)

I started with the label when it first began. It was called the Aristocrat la-

bel. When Phil Chess bought out Mrs. Abrams, we kept the Aristocrat name and later re-named it the Chess Checker label. At the time, we had no distributors and sold the records from the back end of a car. I was the first promotion man to go on the road to Chess, in fact, I was the Leonard promotion man in the business. I can remember well. Leonard (Chess) scraped up enough money to buy an automobile, and we didn't have enough money to buy a license. So headed south with no license. I got as far as Indianapolis, Indiana. Right out side of Indianapolis a patrolman and a couple of his friends had to stay in jail two days until Leon-
ard could raise enough money to buy a license, and get me out.

Another time, we had a record by Andrew Bibbs, one of our first records that really sold. It had "Union Man Blues" on one side, and on the other side was "Billbo's Dead." There was one verse that related to ex-Senator Billbo. "Billbo is dead, I believe I'll go back home." I got down into Jackson, Mississippi, and some how or other, the police found out I had that record. I had gotten it on the jukeboxes around there. They seized the record and burned them. They gave me eight hours to get out of Mississippi. What about for two hours, I was in 

While I had an association with Chess Records for five years, my rela-

ship with Leonard Chess extended down through 10 years. I was one of the hardest working men I had ever 

seen in the record business; in fact, he worked by hard. He never let up.

AMOS HILICHER

I wish Phil the best of luck. We independent distributors pledge ourselves to the continuing success of in-
dependent manufacturers. It's important that they can grow in stature and vol-
ume as per the ability that the Chess staff presently possesses. Our associa-

tion with Chess is an excellent one.

IN THE BEGINNING...FRIDENDS LOOK BACK

MORE BLUES HISTORY is about to take place as Muddy Waters is showing during a more recent recording session with Marshall Chess, son of Chess founder Leonard Chess. Muddy has recorded 11 albums for Chess to date. Marshall now runs the Rolling Stone label for the hot rock group.
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CHESS IN PICTURES

GOLDEN MOMENT: Marvin Schlachter, Chuck Berry and Esmond Edwards are elated at an outstanding occasion—Berry's first RIAA-certified gold record for the single smash "My Ding-A-Ling," which Edwards produced. Before Berry's success, the prevailing opinion was that while artists from the 1950's could make a major impact in concerts, they didn't have a chance in today's record market. "Ding-A-Ling," from the "Chuck Berry London Sessions," which also went gold, was backed by an intensive promotion from Chess/Janus and it was #1 for several weeks, despite the refusal of some radio stations to play it.

A GREAT NAME in the blues field, Howlin' Wolf (seated, second from left) commits more probing blues sounds to the Chess catalog, as Phil Chess (standing) oversees the recording session. Howlin' has cut six albums for the label, including the now historic "London Sessions" set.

AT A CHESS SALES MEETING, the late Leonard Chess is shown with Stan Lewis. Stan has often expressed a great debt to the late Leonard Chess that dates back to the formation of Chess and Stan's own retail operation based in Shreveport, La. The close relationship between the two music men down through the years is best expressed in the fact that Stan named his son after Leonard and his daughter after Leonard's daughter.
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Congratulations on the 25th Anniversary of CHESS Records and on your third year with Chess/Janus.

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**FIRST JANUS GOLD:** In September 1970, Marvin Schlachter (center) presented the first gold Janus Record to British group Mungo Jerry for their huge smash "In The Summertime." The record originally broke in England, and only fast action by Schlachter and his staff prevented the young Janus Records, which had exclusive U.S. distribution of the original version via Pye Records, from being headed off at the pass by several covers. It proved that the new Janus label could compete effectively with the established record companies.

Leonard Chess, whose creative and administrative energy and talent gave the recording industry one of its great (and highly influential) catalogs, is shown in a photo portrait taken shortly before his death on Oct. 16, 1969. Leonard was a true industry giant, for he helped achieve tremendous recognition for a musical area in the business—blues, jazz and gospel—that has brought America closer to its musical heritage. Many famous performers on recordings today owe a creative debt to the music Leonard Chess first presented to the world of recordings. Leonard Chess' genius is a continued source of pride to the present management of the label he founded 25 years ago.
GRT of Canada Breaks New Ground and Develops New Market For Chess Product

"Why try it. Historically there's just never been a market for R and B or Blues product in Canada, so why bother, you'll take a bath."

Up to a year or two ago, that quote was valid, and record companies who tried to capture the predominantly white youth market in Canada did take a beating. Yes, there were the true 'blues' fans, but certainly not enough to even warrant taking a major blues artist on a successful tour.

The growing impact of Chess, the contemporization of its approach, both in musical concept and packaging, coupled with the strong marketing and promotion of Chess product by GRT of Canada, have helped to change all of that. "The Blues" and "The Blues Artists" are being recognized as being a relevant part of the contemporary music scene in Canada. And, since sales is the name of the game you might make a note of the fact that Chuck Berry's single 'Ding-A-Ling' has, in fact, equalled two gold records, and the Chuck Berry London Session LP is quickly reaching the gold mark as well. It's not unusual either to see Muddy Waters fill the Colonial Tavern in Toronto or see Howlin' Wolf and Bo Diddley and others doing a SRO tour across Canada. It's no longer strange to hear the blues on radio, or see young people browsing through record stores blues sections . . . and buying. GRT of Canada has brought the Chess blues product to the fore in many ways . . . by utilizing the progressive FM stations, by servicing and properly buying time on AM radio, by placing imaginative ads in youth-oriented print media, by co-ordinating concerts and club dates with promoters and managers, by de-signing imaginative coat racks and setups upsetting interesting in-store displays, and by belief in the product. Chess and GRT of Canada have helped bring the blues from Chicago and points south to Canada and because they've been successful, GRT of Canada has benefited by attracting new labels for distribution, i.e. Metromedia, GSF, 20th Century and others. This success story has also brought many Canadian artists to GRT of Canada including two excellent blues bands, Mainline and The Downchild Blues Band. All of these growth factors have now enabled GRT of Canada to expand and establish its own Quebec branch rather than to work with a distributor. This branch will be headed up by Ken Dion with the main office being in Montreal.

If all of this reads like somebody's doing a job and a damn good one, they are . . . and as corny as it may sound, both Chess Records and GRT of Canada are glad that everybody's singin' the blues.

BLUES DUES: Revitalizing the careers of the great artists on Chess was one of Marvin Schalchter's primary objectives as head of Chess/Janus Records. Both Muddy Waters, shown here (left) on opening night of his most important New York club date at the Maisonette of the St. Regis Hotel, and Howlin' Wolf are selling more records now than ever before in their long and distinguished careers. Through their "London Sessions," and "AKA" albums, Wolf and Muddy are reaching a new generation of record buyers.

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Once a church . . . now three great recording studios.

"HAVE GOD ON YOUR SIDE"
NY: William Lockwood (From page 32) on the basis of his Apple record and upon seeing him at the McCarthy Theatre when he substituted for Laury Nyro on 24-hour notice. Within a month of that date we engaged him.”

There are numerous other evidences of the Lockwood sagacity at spotting talent in its embryo stage, but no such group of cases were all booked for the Great Performer Series months in advance of the peaking of their careers. However, everyone can be forgiven an error or two. (Le) Johnny Logan and Messina were certainly hyped beyond all measure—but with good reason. We booked them in mid-summer for an October date, because I just felt they had stardom all the way. It hasn’t worked every time we’ve had some losers too.

However, losers in this grouping have been minimal since the series has enjoyed a better than 90% sell-out record so far this year.

HOLLYWOOD—BILL MONROE: THE FATHER OF BLUEGRASS

If one can be said to have invented bluegrass music, that man is Bill Monroe, the founder of bluegrass, primarily blues. Jimmie Rodgers, and the rural fiddle music of his native Rosine, Kentucky, Monroe took a country music that had been stagnant for years and infused it with a life that has reinvigorated it since he cut his first record in 1926.

Country music has always relied on the acoustic sounds of guitar, banjo, and fiddle, but Monroe introduced another instrument to that core—the mandolin. He knew of other mandolin players at the time he started out, so it was inevitable whenever the mandolin plays country music, developed first from traditional folk music, that folk music Monroe was actually the one who finally made it known. His technique is still raw, but his mandolin playing is considered by many to be the best in the world.

Monroe’s music has been popular with the general public throughout his career, but it’s only in recent years that he has gained the recognition he deserves. His music has a timeless quality that continues to appeal to fans of all ages.

Musician who has started out in Monroe’s band include Lester Flatt, Earl Scruggs, Carter Stanley, and Sonny Osborne. His present band, now two years old though it was formed in 1970, is considered the all-time top band. Monroe now tours with a dry wit, playing with his banjo, and a gruff voice that has won him the respect of fans worldwide.

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Porter Wagoner and Dolly Parton say, "We Found It!" ... Martha Sharp is singing a song now. When Elvis found out someone wrecked Kenny's car, he bought him a new red and black Cadillac. The first time he went out working on the road, feeling that travel involved in road performances had made the time needs for her songwriting. She feels that she must get her pen and ink, and words and music. Liz Anderson, singer-songwriter, will become Liz Anderson, songwriter. She intends, however, to work benefit shows and sing on her demo sessions.

The Imperials are currently fulfilling an engagement with ace performer Jimmy Dean in Las Vegas ... Former Stamp couple Roy Orbison has told a personal aide to Elvis Presley, is sporting a new courthouse ... When Elvis went to look for someone wrecked Kenny's car, he bought him a new red and black Cadillac. The first time he went out working on the road, feeling that travel involved in road performances had made the time needs for her songwriting. She feels that she must get her pen and ink, and words and music. Liz Anderson, singer-songwriter, will become Liz Anderson, songwriter. She intends, however, to work benefit shows and sing on her demo sessions.

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ASHVILLE — Continuing its all-out fight against tape piracy, The Anti-Piracy Committee of the Country Music Association met to outline future steps the CMA will take to eliminate the menace of piracy. Tape piracy costs the music industry in excess of $1 billion a year.

The Anti-Piracy Committee, chaired by Wally Cochran, Country station manager of Metromedia Radio Distributors, hosted a press conference Saturday. The committee members attending, in addition to Mr. Cochran, were: CMA's general counsel Richard Frank, Crown of Hickory Records and Acuff-Rose Publishers; artists, Leroy Vanke and Tex Ritter; Joe Talbot, president, Precision Record Pressing; and High West, One-Stop Record House in Atlanta.

Ray Paradine, head of Overdrive Magazine, the largest magazine in the world for truckers, also attended the conference with the promise of utilizing the force of enlisting the support of truckers across the country in the fight against "organized crime."

The Federal Copyright Act of 1972 makes it illegal to duplicate phonograph records and tapes manufactured for public performance. The CMA is expected to further elaborate on why tape piracy is causing such a problem by instituting tape laws, making it illegal to duplicate records and/or tapes. Joining the National Association of State of Tennessee in this fight against piracy are: Arizona, Arkansas, California, Florida, Louisiana, New York, Pennsylvania, Texas, Virginia, and Utah.

CMA has encouraged the fair managers to be on the lookout for illegal tapes at their fairs. All CMA members are told to be on the lookout for illegal tapes of current artists, recording company personnel, agents, and other traveling people to spot check truck stops, grocery stores, etc., and to report all suspicion directly to the FBI or the offices of CMA for further investigation.

CMA's effort also includes educating the public on how to recognize an illegal tape and what to do when a tape is spotted.

1. The legitimate item almost always has a four color picture of the artists, like the album. Bootlegs often don't.

2. A bootleg item may often contain the same design as the legitimate item, but may have a different title.

3. A bootleg item may carry some statement of intent to pay royalties, which the legitimate item doesn't.

4. If the item does not carry a recognizable record company name, it is certainly a bootleg, though just because it does have a record company's name doesn't necessarily mean it isn't a bootleg.

KAC Jamboree

OAKLAND — It will be "the biggest show in the West" May 18th at the Oakland Coliseum when KAC will hold its "KAC Jamboree." Cliffie Stone's "Hometown Jamboree." Cliffie Stone's "Hometown Jamboree" is a mainstay of Los Angeles television from 1949 to 1960, and the KAC Jamboree will benefit the John Edwards Memorial Foundation at U.C.L.A.

Top RCA Records Executives will broadcast live on KAC Radio, the number one Country station in Los Angeles.

Everyman's Roses — Joining Columbia Record's roster of country artists in mid-1970, California born and raised Lynn Anderson's "Rose Garden" topped the pop, country, and MOR singles and album charts in less than a year. Both earned Lynn Gold records signifying one million dollars in sales and the album was classified "platinum" for selling over a million actual units.

Among the Country Music Association's Top Five vocalists since 1967, Lynn's honors have included being named "Top Female Vocalist" by NARAS (Grammy), Academy of Country & Western Music, Country Music Association, Cash Box, Billboard, Record World, and Juke Box Operators of America.

She has appeared on numerous television shows, including the "Tonight Show," "Kraft Music Hall," "ED Sullivan," "Johnny Cash," "Merv Griffin," "Huey Haw," "Mike Douglas," "Dean Martin," and has also recorded for commercials for Pepsi Cola and Coca Cola, and in addition appeared on the Glenn Fowl and Tennessee Ernie Ford Specials plus many others.

With one of her songs being chosen as the national theme song, Lynn was voted Music Ambassador for the Christmas Seals Campaign and can be seen with her 21 month old daughter, Lisa, on a recent Christmas Seals poster.

Other activities include serving as Tennessee State Chairman (for the second time) for the Cerebral Palsy Foundation, an invitation extended to Lynn by the White House to the Celebrity Breakfast as the President's guest, and singing the national anthem for the President at a national political event. Lynn and the group that accompanies her, "The Country Store," appear at various state fairs and rodeos throughout the country.

All of Lynn's recordings are produced by talented songwriter/producer Glenn Sutton, who is Lynn's husband.

Personal management is by Frank Campagna with booking by The Neale Agency.

Phonogram Declares

April Dave Dudley Month

CHICAGO — Phonogram, Inc. is declaring April Dave Dudley month, highlighted by the release of his new album "Keep On Truckin'. The LP is also available on 8-track and musicassettes. Also included in the month-long promotion are two of Dudley's catalog albums, "Truck Drivin' Son-Of-A-Gun" and "Original Travelin' Man."

The key part of the promotion is a 50,000-watt radio campaign over eight country music stations that blanket the 48 continental states, Canada and part of Alaska. There will also be print advertising tie-ins covering nationwide chain stores.

Miller Daughter

Inks BMI Pact

NASHVILLE — Following in the established BMI tradition of parent child affiliation, Patsy Cline's daughter, Eddie Miller, signs with performing rights organization. Other famous BMI family duos include Hank Sr. and Jr. Williams, Marty Sr. and Jr. Robbins and Buck Owens and Buddy Allen.

Ernie Ford To Headline Jamboree

HOLLYWOOD — Tennessee Ernie Ford will be among the stars at the Hollywood Palladium May 18th for Cliffie Stone's "Hometown Jamboree Reunion."

The May 18th show at the Hollywood Palladium will benefit the John Edwards Memorial Foundation at U.C.L.A.
BILL ANDERSON
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www.americanradiohistory.com
Picks of the Week

JOHNNY CASH (Columbia 4-45786)
Children (2:48) (Lowery, BMI—J. South)
Johnny's heading straight for the top with this Joe South powerhouse tune composed with the assistance of a young Sunny West. Basically South lyrics coupled with John's always dynamic delivery add up to a monster smash. Flip: No info. available.

JOHNNY RODRIGUEZ (Mercury 73368)
You Always Come Back To Hurting Me (2:17) (Hallnote, BMI—J. Rodriguez, T. T. Harmison)
Johnny continues his meteoric rise with this powerful ballad which will have no problem finding its way to the charts. Tom T. Hall-Johnny Rodriguez collaboration is as intense as it is soft and melodic a result. Flip: I Wonder Where You Are Tonight (3:01) (Red River, BMI—J. Bond)

PORTER WAGONER (RCA 74-0923)
Lightening The Load (2:41) (Owepr, BMI—P. Wagoner)
Porter is back with another high chart item in the form of this inspirational flavored ballad of love which should appeal to listeners after the first spin. Instant programming will make this one an instant success. Flip: Tomorrow Is Forever (2:47) (Owepr, BMI—D. Parton)

SANDY POSEY (Columbia 4-45828)
Don't You Worry 'Bout Me (2:44) (Crisly, BMI—J. Leiber, M. Stoller)
Posey line up with a solid winning chart item which will be as appealing to pop and MOR markets as it will be to the natural c&w audiences. The pretty ballad, guitar work and string orchestrated should once again bring this fine lady back to the forefront. Flip: No info. available.

SUE THOMPSON (Hickory P-1669)
How To Win A Songbird (2:10) (Aucuff-Rose, BMI—M. Newbury)
Perky Sue loves them old songs and she perfectly delivers that message in delightful honky-tonk. Mickey Newbury wrote it and that in itself is reason enough to listen. Her voice is definitely the backbone and the show will be bouncing up the charts as natural airplay and interest is generated. Flip: Just Two Young People (2:58) (Milene, ASCAP—T. D. Fagan)

TOM HOLBROOK (Countryside 451103)
Welfare Hero (3:40) (Tree, BMI—A. Dawson, Shewart)
This timely and torn life of a returning war "hero" is the subject of this poignant song and Tom's sensitive performance makes it even more believable. It's a sure bet that the White House won't be requesting this performance. A brilliant study which deserves extensive play. Flip: No info. available.

FRANK MYERS (JMI 22)
Sea Cruise (2:36) (Ace/Lancer, BMI—Smith, Vincent)
This frequently recorded oldie is given a new, vibrant birth via Frank's exciting country rendition. One spin will convince programmers that this one it hitting all over again. Flip: No info. available.

RON HARRIS (Country Showcase CSA 131)
Beautiful Sunday (2:24) (Page Full Hits, ASCAP—L. Page)
Ron Harris' line up with a new one, this one with the country the country's own Daniel Boone hit is another welcome addition. This lively countrified tune could very possibly become a programming and chart giant. Flip: Who Do I Know In Dallas (2:58) (Pamper, BMI—H. Cockram, W. Nelson)

ACE CANNON (Hi 2238)
Baby Don't Get Hooked On Me (2:55) (Screen Gems—Columbia/Song Painter, BMI—M. Davis)
This cover, predominantly instrumental version of Mac Davis' smash single hit should raise a considerable amount of interest as Ace melodically carries this sweet tune with his very mellow sax. Could be a monster all over again. Flip: Ruff (2:29) (Jec, BMI—A Cannon).

Best Bets

BILLY SANDLIN (Mega 615-0107)
Let Me Down Easy (2:07) (Kailer-Fassbender-KAP—Lobo) Lobo Lobo pop composition receives a fine country rendering which should generate considerable country interest. With full profusion of this high quality, Bill looks to be a strong force in c&w circles. Flip: No info. available.

BETTY AMOS (Candy C-1018)
A Man With A Gentle Love (2:34) (Ameri 55-0002, BMI—B. A. Amos) Betty hits the mark with this solid song of love strongly reminiscent of the country classic "Gentle On My Mind." Starting with the songs its ears of programmers who are keenly interested in genuine new talent, a bill Ms. Amos definitely fits. Flip: Won't Your Leaving Wait T'U The Morning (2:08) (Canary, BMI—B.A. Amos)

LINDA GAYLE HARRIS (Chimneyville 448)
You've Made A Woman Out Of Me (2:31) (Maiao, BMI—N.L. Vosbury) Linda establishes herself as yet another powerful female country prospect with this fine love country hit. With her vocal quality somewhat comparable to Brenda Lee and lyrics which easily please, Ms. Harris should have a chart winner and many a programmers pick. Flip: No info. available.

J. G. O'FARRAGHTY (Countrywide 45102)
Cause I Have You (2:40) (Central, BMI—W. Steward, D. Sessions) Don't let the name fool you, J.G. is country as they come, and this somewhat uptempo tune is proof positive. High-lighted by dominant background steel guitar and strong vocal quality, this one looks hillbilly in a big way. Flip: No info. available.

C&W Singles Reviews

WPLO—ATLANTA
Kids Say The Dardest Things—Tommy Wynette—Epic Some Of Shelly's Blues—Compton—Barg Fair, TLC
This Is Where I've Been Today—Jack Greene—RCA Guys And Little, A Little—Barbara Mandrell—Columbia Too Many Monkey Business—Freddie Wilson—Columbia Children—Johnny Cash—Columbia Southern Loving—Jim Ed Brown—RCA

WBAP—FORT WORTH
Lightning—The Lead-Slatter-Wagner RCA Clearwater—RCA Blue Ridge Cabin Home—Flat & Wiseman Columbia

KBUY—FORT WORTH

KENR—HOUSTON
Too Much Monkey Business—Freddie Wilson—Columbia Circle Me—Dee Mullins—Tritones Chasing The Rain—a little too much—RCA Dixie May & Dixie May Not—Terrie Lane—Monument

Country LP Reviews

BRENDA LEE—Brenda Lee—Columbia 305 Little Miss Dynamite strikes again with this superlative country collection that should interest not only the country but all music lovers. Naturally, the beautiful "Nobody Wins," Brenda's current single hit is included to open the album, an introduction of what follows. Also of great interest are excellent selections of hits that have been treated to excellent country cover versions and Ron's version of this Daniel Boone hit is another welcome addition. This lively countrified tune could very possibly become a programming and chart giant. Flip: Who Do I Know In Dallas (2:58) (Pamper, BMI—H. Cockram, W. Nelson)

WJJD—CHICAGO
Yet Another Country Jukebox album—Bobby Bare—Columbia This album of music, one of the ten country albums of the year, is a major force in country music. Naturally, the beautiful "Nobody Wins," Brenda's current single hit is included to open the album, an introduction of what follows. Also of great interest are excellent selections of hits that have been treated to excellent country cover versions and Ron's version of this Daniel Boone hit is another welcome addition. This lively countrified tune could very possibly become a programming and chart giant. Flip: Who Do I Know In Dallas (2:58) (Pamper, BMI—H. Cockram, W. Nelson)

WONTE—DAYTON
Baby's Gate—Conway Twitty—MCA The Fool—Curtis, Gracie & Buck Owens

COUNTRY KEEPSAKES—Wanda Jackson—Capitol ST-11661 Another country girl with an overabundance of talent, Wanda delivers this delightful collection with sweet charm and finesse. She can spin a country sound band with the innocence that charm that immediately signals success and deliver an up-tempo wallop with the precision of natural ability and make both sound as if she were born to the record. The album's ten cuts, those deserving of special mention are "Tennessee Woman's Prison," "Reuben James" and "Pass Me By." Although this collection is authentically country, the titles are so appropriate. The addition of the word necessary up front might very well be appropriate.

YOURS SINCERELY—Patsy Sheld—Mega M31-1020 Here's a little lady with a big country voice that never fails to entertain. This album, Pat's "first" for the label, is a delightful mixture of up-tempo wallop and slow ballads and perfectly epitomizes this dynamic performer. Especially enticing are "Nothing Can Stop My Loving You" and "Picture Of Me (Without You)." It's not saying too much to note that Patsy should become a major force in country music before long.

Country LP Reviews

Additions To Radio Playlists

A broad view of the titles many of radio's key country stations added to their "Playlists" last week.
OWENS TOURNAMENT EXTENDS CANCER AID

AKERSFIELD — Preparations for the third Annual Buck Owens Celebrity International are being launched six weeks in advance, highlighted by a press conference April 3 at the Bakersfield countryty Club. The popular golf tournament has been held here for the past two years and this year goes to the fight against cancer.

"In the past," according to Buck, his goal has been part of a national effort, with a portion of the funds staying here in Kern County, California. However, this was not part of the original prospectus of the Buck Owens Health and Research Organization of Kern County. We have, at last year, realized a specific goal, one that has been uppermost in my mind for many years, namely a cancer research and treatment facility for Kern County. All our efforts will now be concentrated towards this goal."

Gospel Changes
At Sunnart Talent

NASHVILLE: Some of gospel music's leading groups have played musical chairs recently causing some major changes in talent lineups.

The biggest change occurred when lead singer, Donnie Sumner, resigned his position with The Stamps to enter private business.

Sumner, who is noted for his unique arrangements and voice, is now working out last minute details on his new business ventures. He will be able now to devote more time to the recording end of the business through his Five 7 Productions as well as other business commitments.

Replacing Sumner with The Stamps is Dare Rowland, former member of The Imperials, a new hire for the Stamps, said he would begin singing lead for the Stamps and Roseland Illinois.

Another major change occurred when veteran lead singer Jim Hill resigned his position with the Statesmen to enter private business.

Hill was replaced by Gary Timms, who was a recent member of the Prophets Quartet.

Hill will be a manufacturer's representative for a shoe concern in Ohio, Kentucky and Illinois.

The Statesmen had only been a member of the Prophets for a month when he left to join the Statesmen. Replacing Timms with the Prophets was Carl Sanders who had left the group only a month earlier. Timms was Sanders replacement.

In the meantime, Don Butler, present of Sunstar Talent, the firm which books all the talent, is having a time trying to remember who is with which group.

Triumphant Return—John D. Loudermilk and wife Susan returned to Nashville recently to celebrate the current success of John's "Midnight Bus" recorded by Johnny Cash on the Fidel label and a No. 1 Pop hit in Australia. The song is published through Cedarwood Publishing Co., Inc. Shown left to right: Bill Dennis, Cedarwood rep, Susan and John D. Loudermilk.

Cash Box — April 7, 1973

Sure Country Hits!!

Pick Hits:

WHO: KOOG, KFRM, KVOO, KBIL, KECK, WRNS, KTW & KILT
If you did not receive your copy, please write: Hickory Records, 2510 Franklin Road, Nashville, Tenn.
PSO Global Pact To Rap Mareno Ctg

NEW YORK — Robert C. Kingston, managing director of Southern Music Publishing Co., Ltd. of London and Maria Conti, international professional manager of PSO, NY, have announced the completion of negotiations with Rici Mareno Enterprises.

The agreement calls for long term world representation of the entire Rici Mareno Enterprises group of publishing companies by the Peer Southern Organization, exclusive of the U.S. and Canada.

"This is a most important agreement for the Peer Southern Organization," Conti said. "We have been in negotiations with Rici Mareno Enterprises since January. Their catalogs include such important artists as Tommy Overstreet, a Dot recording star who has had four Number 1 country records, currently hot with "Send Me No Roses," and Jack Barron who had a major hit with his "Catch The Wind" single. PSO has already effected a number of foreign releases for the Mareno group, and we intend to concentrate a considerable effort on the international exploitation of their material. Rici Mareno Enterprises is an aggressive and exceptionally well-run organization, and we are quite pleased to announce this new affiliation."

Operating from a home base in Nashville, the RME Group which includes MGM Records and Productions is headed by Rici Mareno, Charles Black and Jerry Gillespie. The nine publishing companies represented by the deal are: Rici Mareno Music (SESC), Terrace Music (ASCAP), Blue Lake Music (BMI), Filmboss Music (ASCAP), Shenandoah Music (ASCAP), Drawbridge Music (ASCAP), Barlow Music (ASCAP), Jackknife Music (SESC), and Rolling Meadows Music (ASCAP).

CBS Int'l Publishing: Income Doubles For Third Straight Year; Deals Cited

NEW YORK — 1972 marked the third consecutive year in which CBS Records International's music publishing operations doubled its previous year's gross income. "Within only five years of operations, the firm has become one of the top five international music publishing organizations in the world," reports Sols Babinowitz, publishing group vp. Babinowitz anticipates even greater growth in 1973.

The seeds for the firm's success were sown over five years ago at a time when CBS International was comprised of a loosely-knit collection of music publishing companies around the globe. It was then that CBS made a series of decisions which would create a major international operation. Babinowitz was brought back to CBS to organize and initiate the new program.

"Int'l Manhunt"

Babinowitz and existing CBS regular managers set out on an international manhunt for qualified personnel to complement the firm's expansion. Sophisticated lines of communication were set up between the various CBS publishing firms to increase productivity. With the operation in full swing, CBS International is geared to make their vast, international set-up available to third party licensees. Deals were made to represent important talent in U.S. and foreign publishers in various countries of the world. Among them are Screen Gems, Hansa, a major West German music publisher, Metronome, Tree Music, Petru Pacas Music, and Columbia's Jerry B. Feldman, and many others.

International top composers and material were added to the fold: Miklos Theodorakis' score for the film "El Canto Del Lobo," April Music in France, Kenny Young and Gilbert O'Sullivan from April Music Ltd., and others.

Exclusive writing arrangement with top U.S. talent were the inaugurated by April/Blickwood Music. Songwriters James Taylor, Chi T., and others have been added to the staff.

CBI International's partnership with Witherspoon/Hauser/Sugar Records, led to the success of the Edison April Music Publishing, and CBS and Sony, Inc. joined to create April Music Sweden which is CBS International's principal affiliate in Sweden.

CBI International's publishing group includes subsidiaries and affiliates in Argentina, Australia, Brazil, Canada, England, Germany, Greece, Italy, South America, Sweden, South Africa, Sweden, the United Kingdom, Spain and Yugoslavia.

5 EMI Entries In Eurovision

LONDON — EMI has five songs entered for the Eurovision Song Contest which takes place in Luxembourg on April 20. The songs are "Power To All Our Friends," "Tom Tom Gone," "Gitte," "Una Trin Qui Part," "Soomar Som Alind Sagamong" and "You're Summer...You Never Tell Me No."
This is the symbol you’ll be seeing all over the world this year. For 1973 marks the 75th anniversary of EMI’s international recording achievements.

Back in 1898 The Gramophone Company Limited (EMI’s oldest subsidiary) was originally formed. And since that time EMI has become a worldwide industry leader, producing records and tapes in over 30 countries for distribution and sale in virtually every territory.

So look out for this symbol. It stands for a great deal in recorded music. And it promises a great deal in the years to come.

EMI Limited
London England
## International Best Sellers

### Great Britain

<table>
<thead>
<tr>
<th>TW</th>
<th>LW</th>
<th>Song</th>
<th>Artist</th>
<th>Label</th>
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<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>Cum On Feel The Noize</td>
<td>Slade</td>
<td>Polydor-Barn</td>
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<tr>
<td>2</td>
<td>3</td>
<td>Twelfth Of Never</td>
<td>Donny Osmond</td>
<td>MGM-Frankie Music</td>
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<td>3</td>
<td>2</td>
<td>Young Boy</td>
<td>T. Rex</td>
<td>Emi</td>
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<td>4</td>
<td>5</td>
<td>Feel The Need In Me</td>
<td>Detroit-Emeralds</td>
<td>Janus-Carlin</td>
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<td>5</td>
<td>11</td>
<td>Killing Me Softly</td>
<td>Roberta Flack</td>
<td>Atlantic-Butterfield-Gees</td>
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<td>6</td>
<td>17</td>
<td>Power To All Our Friends</td>
<td>Cliff Richard</td>
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<td>7</td>
<td>4</td>
<td>Hello Harvey</td>
<td>Alice Cooper</td>
<td>Warner Bros.</td>
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<td>9</td>
<td>11</td>
<td>Gonna Make You An Offer</td>
<td>Jimmy Helms-Cube</td>
<td>Essex</td>
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<tr>
<td>10</td>
<td>18</td>
<td>Baby I Love You</td>
<td>Darlene Edwards</td>
<td>Reprise-Dick 2nd</td>
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<tr>
<td>11</td>
<td>-</td>
<td>Never Never Never</td>
<td>Shirley Bassey</td>
<td>United Artists-Southern</td>
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<tr>
<td>12</td>
<td>-</td>
<td>Heart Of Stone</td>
<td>Kenny-Rak</td>
<td>Nues Music</td>
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<td>13</td>
<td>2</td>
<td>Get Down</td>
<td>Gilbert O'Sullivan</td>
<td>MAM-MAM</td>
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<td>14</td>
<td>20</td>
<td>Why Can't We Live Together</td>
<td>Tommy-Thomas-Jo-Sea-Don</td>
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<tr>
<td>15</td>
<td>12</td>
<td>Doctor My Eyes</td>
<td>Jackson Five</td>
<td>Tamotowa</td>
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<td>16</td>
<td>9</td>
<td>Part Of The Union</td>
<td>Strawbs-AM &amp; Hawkins</td>
<td>Niki Rehearsal-Beat-Beat-BeatL</td>
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<tr>
<td>17</td>
<td>11</td>
<td>Back To Front</td>
<td>Gilbert O'Sullivan</td>
<td>MAM-MAM</td>
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<td>18</td>
<td>15</td>
<td>Pinball Wizard-See Me Feel Me</td>
<td>New Seekers-Polydor-Philips</td>
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<td>19</td>
<td>10</td>
<td>Sylvia</td>
<td>Focus-Polydor-Britto</td>
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<tr>
<td>20</td>
<td>-</td>
<td>Tie A Yellow Ribbon</td>
<td>Danny-Bell-Five Arts</td>
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### TOP TWENTY ALBUMS

<table>
<thead>
<tr>
<th>LW</th>
<th>Song</th>
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<tbody>
<tr>
<td>1</td>
<td>Don't Shoot Me I'm Only The Piano Player</td>
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<tr>
<td>2</td>
<td>Slaved</td>
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<tr>
<td>3</td>
<td>Moving Waves</td>
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<tr>
<td>4</td>
<td>Bursting At The Seams</td>
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<tr>
<td>5</td>
<td>Rock Me Baby</td>
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<td>6</td>
<td>Gotta Get Down</td>
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<td>7</td>
<td>Focus 3</td>
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<td>8</td>
<td>Secretariat-Eletra</td>
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<tr>
<td>9</td>
<td>Six Wives Of Henry VIII</td>
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<td>10</td>
<td>Who Do We Think We Are</td>
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<td>11</td>
<td>Greatest Hits</td>
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<td>12</td>
<td>Billion Dollar Babies</td>
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<td>13</td>
<td>The Strange Family</td>
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<td>14</td>
<td>Blueprint</td>
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<td>15</td>
<td>Forever Young</td>
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<td>16</td>
<td>A Clockwork Orange</td>
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<td>17</td>
<td>Talking Book</td>
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<td>18</td>
<td>Holland</td>
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<td>19</td>
<td>Catch Bull At Four</td>
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<td>20</td>
<td>Killer Joe</td>
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### Japan

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<thead>
<tr>
<th>LW</th>
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<tbody>
<tr>
<td>1</td>
<td>Gokuusai no Kissaten</td>
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<tr>
<td>2</td>
<td>Onna No Negai</td>
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<td>3</td>
<td>Hanazato</td>
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<td>4</td>
<td>Ai no Melody Goh</td>
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<td>5</td>
<td>Hingeshi No Hana</td>
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<td>6</td>
<td>Chuugou</td>
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<td>7</td>
<td>Onna No Miki</td>
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<td>8</td>
<td>Maruyama</td>
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<td>9</td>
<td>It Never Rains In Southern California</td>
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<tr>
<td>10</td>
<td>Doodled Jihada</td>
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<tr>
<td>11</td>
<td>You're So Vivian</td>
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<td>12</td>
<td>Kakusukas no Kamikazaki</td>
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<td>13</td>
<td>Otoko no Yotani</td>
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<td>14</td>
<td>Amata no Tomoshii</td>
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<td>15</td>
<td>Urani Bash</td>
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<td>16</td>
<td>Yoru No Hashiri Ame-shinchi Morì</td>
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<td>17</td>
<td>Nerai Uchi</td>
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<td>18</td>
<td>At Lag</td>
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<td>19</td>
<td>Asa no Edo-kenjii Sawada</td>
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<tr>
<td>20</td>
<td>Fuyu no Kenmotsu-gata</td>
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### Argentina

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<thead>
<tr>
<th>LW</th>
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<tbody>
<tr>
<td>1</td>
<td>La Musica</td>
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<tr>
<td>2</td>
<td>La Vida Pasa</td>
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<td>3</td>
<td>Lamento</td>
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<td>4</td>
<td>O Nena Que Dirias Nino Rosca</td>
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<tr>
<td>5</td>
<td>Homena</td>
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<td>6</td>
<td>Per Amor</td>
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<td>7</td>
<td>Que Pasan Entre Los Dos</td>
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<tr>
<td>8</td>
<td>Todas Una Noche Contigo</td>
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<tr>
<td>9</td>
<td>Dejare La Llave En Tu Puerta</td>
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<tr>
<td>10</td>
<td>Te En Setiembre Julio Buda</td>
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<tr>
<td>11</td>
<td>Hey Girl Lee Jackson</td>
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<tr>
<td>12</td>
<td>Con Razon O Sin Razon</td>
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<tr>
<td>13</td>
<td>Nuncas Lleve</td>
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<tr>
<td>14</td>
<td>Una De Las</td>
</tr>
<tr>
<td>15</td>
<td>Del Album De Mi Abuela</td>
</tr>
<tr>
<td>16</td>
<td>Daniel Toro</td>
</tr>
</tbody>
</table>

Sam Trewst has been named president of ATV Music Inc, for the U.S. and Canada, and the New West Hemisphere. Trust will head ATV's venture out of Los Angeles and will supplement the administrative and exploitation of Madison Music Inc, as well as other ATV enterprises, including Sweco and Comment. In addition to the existing firms Trust will be seeking new, developing the del Rio catalogue, a catalogue of American copyright. Close liaison will be maintained with ATV Music Ltd, for exploitation of material originating from the London catalogue. Trust was previously President of Beechwood Music, publishing subsidiary of Capitol Records, and general manager of ATV Music Ltd, in London both Bob Newby and Tony Prior have resigned their directorships with ATV Music and will be leaving the company in the next few months to set up their own Music and Entertainment Management organisation.

A new company Tweedy Management Ltd. has been formed by Wolf Pike, Fife companies, Heat Records, Music Gladglen (lease and promotion) Songale (concerts and promotion) and Enrist Management with greater emphasis on the company's publishing side. Tweedy, Ken Mewes has been named label manager of Heat Records which will make its debut later this month. Artists already signed to the new company include Jimmy Helms who is currently scoring in the U.K. charts with "Gonna Make You An Offer You Can't拒绝"


Entertainment Records has completed a deal with the Ducale Records of Italy to release the Enterprise product for a Carly Simon of three years. First release will be "The Karfis" by the identical triple sister act. Enterprise recently completed a deal with The Record and Tape Company of South Africa for the release of their product in that country.

Hamburg's Pop and Des Champ have signed their Santa Fronza production company to Prc Records. They are working on their own single album and free to release this first month will be "Hello Girl" by Dr. Macord. Other artists soon to be featured include Holy Mackerele, Crush and Judy.

Gee and the Classmates.

The soundtrack album of "That'll Be the Day" starring David Essex and Ringo Starr will be issued by EMI in May following the filming. The album collectors can April 12th and the album will be the follow-up to the group's massive promotion campaign.

The "Top Topping Best Sellin Sheet Music Lists for Britasso Music is currently compiled by Julian Melcon in London for TV, Mitch Murray-Peter Callander ranked Eurovision entry "Come Back Billie Joe" has been recorded by Steve Royold and released on the one's own Bus Stop label.

Carlin's Park has been elected to the Council of the Music Publishers Association.

Jonathan King puts away his disguises for his new U.K. single "My Love". Two new recordings to RCA Records. Marty Balin founder of Jefferson airplane and David Clayton-Thompson formerly of Blood, Sweat and Tears... DJ group Box/Soul release "Leslie" on their own label.

The British TV show "A Bigger Bang" has been on the air in America for a month. The show's theme music is "Come Back Billie Joe" has been released by Atlantic.

A Tony Macanlay composition for Tom Jones and a fresh decca single "Leslie" to be released by Published by Mustard Music... Dutch group Solution in U.S. promoting their "Divergence" album prior to series of concerts and TV show. Japan... Album releases from RCA include "Drive On" by Middle of the Road. Carl "You Don't Have To Worry"

Wayne Newton and "Raffe Marie "The Best Of" and Bambies feature a lot of their own recordings with a market led by a compilation of EMI titled "Try To Remember."

Singer-songwriter Sara Hamilton signed to Polydor world wide recording and to Intersong world wide songwriting... Rappers manager Al Ross in London discussing plans for promotional tour for the new 2nd collection "Blood, Sweat & Tears". The tour of the Montreaux Golden Rose Festival in 1980, which runs from May 12th until June 1st, will be held in the month long tour U.K. which tour stars May 2nd... Steelye Span start their concert tour in Europe... Four (EMI)

Cash Box - April 7, 1973

www.americanradiohistory.com
In Colorado, students are taught various skills and capacities in order to secure a variety of directions in their future. The Colorado Institute, known for its boosters and mechanics, is expanding its facilities with the addition of more students and courses. Among the graduates, Ralph Wilder, a mechanically inclined man, is now a collector for the demanding industry. The institute's growth allows for further development of courses, such as vending technicians and community college education. Among the current students are Donald Catt, Carl Catt, and Leslie Tjerandsen, some of whom are also fulltime military personnel. The instructor, Sydney Spears, works closely with Ray Fudge and Brian Massey to ensure a smooth learning experience. In the industry, new LPs are being released by Gold-Mor, adding variety to the jukebox scene. The new album by Al Green, "I'm Still in Love with You," includes "Oh, Pretty Woman" and "I'm Glad You're Mine," capturing the essence of the golden age of music. The "Super-Soccer" game developed by Irving Kaye is a hit in the world of used manufaturing. The Colorado Institute also expanded its offerings to include vending machines for the Denver civic association, ensuring a smooth operation for all involved.
PONG Into National Distribution; Success For Atari, Inc.

SANTA CLARA — There is a new success story in the coin-op industry today—that of Atari, Inc., which is now beginning national distribution of PONG, its new two player video game.

"Atari's specialty is producing the unusual in games and in organizations. Atari goes beyond manufacturing in scope to include its engineering firm, Syzygy Co. with fully staffed engineering, research, operations and art departments," according to firm president Nolan Bushnell.

Bushnell summarizes the Atari/Syzygy goal, "We're going to increase growth of the industry, not by competing with other manufacturers, but by leading the industry into new areas. Our first step is to provide machines placeable in locations where coin-op games have never been before."

"That breakthrough came with the Syzygy engineered Computer Space, a national favorite manufactured by Nutting Associates. This technological breakthrough in computer design was accomplished by an unusual fiberglass cabinet, placement in sophisticated locations, such as quality department stores, suddenly became a reality for operators."

Working with Bushnell on Computer Space was Ted Dabney, now vice president and in charge of production facilities. Dabney previously worked for Ampex in the design of sophisticated electronic equipment. Busnell was working with Dabney when plans for Computer Space began taking shape.

"Computer Space shortly skyrocketed into popularity, much as PONG is now doing. Based on this success, Syzygy Co. was formed," Bushnell declared.

The next breakthrough came with chief engineer Al Alcorn added to Syzygy Co. Alcorn was also formerly employed by Ampex in the design of analog and digital circuits. His B.S. in Electrical Engineering is from U.C. Berkeley. Working from Bushnell's basic idea, Alcorn developed PONG.

PONG was originally available only to a few distributors on the West Coast. Then the company moved into larger facilities to meet a demand for additional facilities being planned, national distribution is now underway.

"We're really very pleased by the original Atari manufactures who are trying to copy PONG. It tells us that our product is superior and that the rest of the industry is interested and willing to follow our lead into new, higher profit areas," remarked Bushnell.

"Video games are just the first step toward putting coin boxes on the products of our space age technology."

A Full Line of Coin Operated Recreational Tables from

**American Shuffleboard Company**

3301 Main St., Phila. 30, Pa. 696-1600

"The House That Quality Built"

**U-BOAT**

Action: The player commands a submarine, cruising at periscope depth through treacherous enemy waters. He can torpedo enemy shipping at will. But if he misses, he must dive, because the enemy fights back!

Defense: In a very short underwater sequence, the player continuously changes his diving depth to evade enemy depth charges.

Player scores one point for each hit. Enemy scores one point if sub is hit. Bonus time for seven hits.

Authentic ships: Moving images of a whole navy of warships. Player sees the torpedoes wake speeding toward enemy ships and the explosions of direct hits.

Special Feature: To encourage more repeat play, we added a seat. Our tests have shown that the player who can sit down and develop his skill will play the game again and again. See the U-BOAT at your MCI distributor and try your players into repeat players.

NORTH TONAWANDA — The possibility of becoming a finalist in Wurlitzer's Servicemen's Sweepstakes has generated much enthusiasm among the Company's two-day service seminars. The Sweepstakes Grand Prize of a weekend for two at a famous resort has helped increase attendance 25% this year, according to Wurlitzer service manager C. R. Ross.

Wurlitzer hopes participation in the seminars continues on the upswing as the contest reaches its half-way point. The Sweepstakes ends with a June 1 drawing at the Company's North Tonawanda plant. Wurlitzer is pleased to see the improving trend in seminar participation and the Company is considering consolation prizes to all finalists, says Ross. All finalists (other than the two winners) were chosen at random: the same 35-1 odds of winning the Grand Prize.

O'Malley Honors

Pat O'Malley, president/chief executive officer of Canteen Corporation, has been chosen by the American Academy of Achievement as one of fifty recipients of an Achievement award for America's great fields of endeavor to receive the Golden Plate Award during the twelfth annual Salute to Excellence weekend, June 14-16, at Chicago.

The recognition was made by Mr. Lowell Thomas, renowned pioneer newscaster-globe trotter-author and past recipient of the Golden Plate Award who now serves as Chairman of the Awards Committee.

O'Malley—son of immigrant parents, raised in a walk-up apartment, shined shoes at the age of 9, delivered meat for a local butcher with a horse and wagon as a teenager, and today heads a food consulting company—was honored at the Service seminar conducted by Kent Johnson at the Ramada Inn, Oklahoma City, Oklahoma on March 14 and 15. Those attending were: Ray A. Browning of Merchants Music Company in Miami, Oklahoma; Mickey McCoy of Quick Service Leasing Company in Guthrie, Oklahoma; Walter Barrett and Philip R. Graham of J. & W. Vending in Midwest City, Oklahoma; Thomas Weddle of A & J Vending in Muskogee, Oklahoma; Max R. Stahler and Gerald J. Herzog of V & K Vending Co. in Oklahoma City, Oklahoma; Alcorn of Bay Vending Service in Ponca City, Oklahoma; Ken Stiewig of Ace Vending Company in Ada, Oklahoma, and Hillement, Wallace of Culp Distributing Company in Oklahoma City, Oklahoma.

Wurlitzer's Servicemen's Sweepstakes Campaign Reaches Successful Midpoint

"We're happy to be able to extend some additional benefits to photograph service personnel," said Amile Addy, Wurlitzer vice-president and manager of the Company's new V.W.L. facility. "We believe the Servicemen's Sweepskeates gives the man in the field an opportunity to win a prize he would ordinarily have no chance of getting if he were involved in some other industry. At the same time, the seminar provides him with a valuable lesson in phonograph maintenance."

Wurlitzer field service engineer Hank Petet conducted a two-day service seminar at the Mohawk Motor Inn, Baltimore, Maryland on March 13 and 14. Thomas Allen of Bay Vending Service in Chesapeake Beach, Maryland was the finalist drawn in the Servicemen's Sweepstakes.

Those in attendance were: George Pappas of D. C. Amusement Company in Hillcrest, Maryland; LaVerne E. Cole of DeHaven Vending Company in Martinsburg, West Virginia; C. C. Forbes of Levy's Amusements in Alexandria, Virginia; Thomas Allen of Bay Vending Service in Chesapeake Beach, Maryland; John Magnus of Bay Vending Service in Takoma Park, Maryland; Bloodgood of Baltimore, Maryland; F. H. Leon of First Discount of State Sales & Service in Baltimore, Maryland;

Ray A. Browning of Merchants Music Company in Miami, Oklahoma; Mickey McCoy of Quick Service Leasing Company in Guthrie, Oklahoma; Walter Barrett and Philip R. Graham of J. & W. Vending in Midwest City, Oklahoma; Thomas Weddle of A & J Vending in Muskogee, Oklahoma; Max R. Stahler and Gerald J. Herzog of V & K Vending Co. in Oklahoma City, Oklahoma; Alcorn of Bay Vending Service in Ponca City, Oklahoma; Ken Stiewig of Ace Vending Company in Ada, Oklahoma, and Hillement, Wallace of Culp Distributing Company in Oklahoma City, Oklahoma.
Win a tall stack of profits with new Bally ODDS & EVENTS

NAMA Welcomes Foreigners

CHICAGO — Manufacturers of vending machines from other countries were made eligible to become members of NAMA and to exhibit at the association's two trade shows by action taken at a recent meeting of the Board of Directors.

Under previous policy of the national vending and food-service contract management association, manufacturers from countries outside the U.S. could exhibit and be members only through a U.S.-based sales and service office.

"The action of the board of directors permits machine manufacturers of other countries to be members and exhibitors on the same basis and terms as domestic companies," said Diet Schibeier, NAMA president.

He said that interested companies should contact Jack Reiley, NAMA director of sales at 7 South Dearborn Street, Chicago, Illinois, U.S.A. for detailed information. Under present policy, all exhibitors at NAMA trade shows are members of the association.

Bally Signs Toy Maker

CHICAGO — Bill O'Donnell, president of Bally Manufacturing, announced that his firm has signed an exclusive agreement with Marvin Glass & Associates, Inc. of Chicago for the design of coin-operated amusement machines for Bally.

Marvin Glass & Associates is one of the nation's leading toy designers; the agreement to design games for Bally will be exclusive within the coin-operated amusement industry.

"The remarkable growth in coin-operated amusement games during the past few years as they have moved out of the penny arcades into shopping centers, bowling alleys, resorts hotels, and other public places has stimulated a tremendous demand for new and exciting games," O'Donnell said. "Our agreement with Marvin Glass will bring the creative talents of one of America's great toy designers to amusement games for the first time."

The first machine created by Glass is expected to be marketed within the near future, Bally officials stated.

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CHICAGO CHATTER

At preattire Chief Coin distributors were gathering in the Diplomat Room—
the Regency Hyatt O’Hare here for the firm’s annual North American distribucu-
meeting which would begin at 6:00 PM on Friday.

For the week and for the

Now with their new coin and coin
Francis Hotel,

sales and service

have been in and out of the City any number of times
these past few weeks arranging for the affair. Should be historic. . .

Orders taken for A.C.A.’s “Rally” game down at Crestes last week as Larry Gu-

flante and the Mutoscope brass hosted games ops to a day three showing of the
new video piece. They voted it “a winner”. . . Reservations for the association

convention are coming in thick and fast at MONTY headquarters. If you still want

we’ll call Ben now!

THE BROOKLYN BEAT—The Irving Kaye Corp. has put a fantastic soccer ta-
ble rod lubricant on the market. It’s called “Official Super Soccer Lubricant”
and works great on all makes of tables, providing for, a faster, more exciting (and
less wearing) game. Howard Kaye estimates the product reduces rod friction by
at least 50%. Well worth it to buy, and certain Kaye distros are going to offer the

product on a special promo at first. Check yours. The Kaye people are also

about to ship their non-coin version of the Super Soccer. Same quality material
in construction but no chute. Great market out here for this product, and Kaye

distributors are anxiously looking forward to getting it in. Also hitting heavy for Kaye

these days is their new battery-operated drop coin chute for the table line, which
Howard finds a necessary item in certain territories. Works just great and, are

you ready? With its single or double coin slot it can (by means of a switch) let

the operator vend a game of pool from 10¢ all the way up thru to 50¢. That,
we think, is an item worth having. . . Allied’s new ‘Paddie Battle’ video game is a

hit out at Playmor Amusement, Mucho games have been ordered by Playmoy,
anticipating a great run on the item in the New York City territory. We hear it’s

doing great elsewhere so it appears to be the dawning of the video game season.

JERSEY JOTTINGS—Busy Bert Betti off last Tuesday to California for a
visit with his Imperial Billiard sales and service branch office there then back on the
plane for Chicago and Friday’s big ChiCoin distributor meeting. Here several new
amusement items will be previewed for the ChiCoin distros at that function. . .

Sol Uplink of American Shuffleboard back at the desk after displaying their non-
coin and coin product line at the Association of College Unions Show at the St.
Francis Hotel, in San Francisco. American displayed most of their products there,
including shuffleboards, bank boards and pool tables (plus a surprise entry soon
to be announced) and did great business. Also later�ed Leisure showed their new
‘Paddie Battle’ game at same show, with same great results. Many operators in attendance, who ply the college market, getting together with the

coin factors today.

HERE AND THERE—Not too much word from the MOA boys attending the
mid-year board meeting in Miami, except happy word that friend Fred Collins is
the new national group’s treasurer. Fred was elected to fill unexpired term of the late Robert Walker of Montana who died recently.

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