A Smash Single That Augurs Well For Trade (Ed)...
R&H Archives' Hall: Boom In Print Scholarship;
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TONY ORLANDO & DAWN: ONCE MORE, WITH GOOD FEELING
The "Behind Closed Doors" Pattern Again.

Tammy's new single, "Another Lonely Song," is following in the footsteps of "Behind Closed Doors."

First, every country station jumped on it.
Next, Bill Gavin raved about it: "The public is beginning to realize that Tammy is not just another country singer but one of our truly great song stylists. Her talent for song interpretation has never been more convincingly demonstrated than in this Billy Sherrill production."

Next came MOR stations: Tammy's MOR in Chicago, Hartford, Atlanta, Nashville, Charlotte, Wichita, Cincinnati, Louisville, and Milwaukee.

Finally, it broke Top 40 and spread like wildfire. Tammy's Top 40 in Marietta, Seattle, and the city that originally broke "Behind Closed Doors," Louisville.

The next step is No. 1, and it couldn't happen to a more deserving record.

"Another Lonely Song," by Tammy Wynette, On Epic Records
A Smash Single That Augurs Well For Trade

The industry always welcomes an exciting single that runs rampant on the charts, and especially welcome is the single of this sort that starts off a New Year. Such a single is the recording called "Americans," an upbeat recitation of America's positive side—a view in which we heartily share. While the single is explicit in its praise of America's virtues from the point of view of a Canadian commentator, our purpose in citing the single is to note that the music industry, currently facing uncertainty for the New Year, should be expressing greater positive drive on its own behalf.

It's simply a matter—as the "Americans" recording demonstrates—of realizing that the consumer is ready to bring a recording home to great success if the right sound or communication is in the grooves. Whatever it is that strikes the record buyer's fancy can (and does) go beyond the realities of economics and world politics. As we have seen in the recent past, recording success might, in fact, be a spin-off of some social-political development.

The problems that confront the music business are real and difficult—just as they are in other sectors of the economy. Yet, the right product has a way of overcoming such matters, perhaps on the basis that music provides a respite from the problems that frustrate us and switches us on to a more comforting view of life.

For the music industry, it is the happy realization that the search for the right product is likely to prove fruitful if the energy to put the right product across remains a positive one.

It's certainly a psychological boon for the industry when it can start a particularly vital New Year with a recording that reflects the mood of many concerning America's role in the world. The incredible timing of this recording's success is also indicative of the continuing success that is there when product the industry has to offer also reflects—in a variety of ways—the mood of the record buyer. This is left-field success, by all means, and maybe that's the most exciting way to express hope about the industry's future. It says, as we open the New Year for the industry, that no other medium can express a thought, musical or otherwise, with such immediate impact, keeping in mind that the consumer must go out of his way and spend his good money on having a copy of that expression.

It's this aspect of the music industry that not only makes recordings the exciting business it is, but it also augurs well for the industry's continuing prosperity—even when things look uncertain.
THE ROLLING STONES
NEW SINGLE
"DOO DOO DOO DOO DOO (HEARTBREAKER)"

#RS-19109 PRODUCED BY JIMMY MILLER

FROM THE ALBUM, "GOATS HEAD SOUP"
COC-59101
ON
ROLLING STONES
RECORDS AND TAPES

DISTRIBUTED BY ATLANTIC RECORDS
Great Songs Gave Us
Our Greatest Year
In Revenues
In Our 45 Year History
ABC/Dunhill Tapes

ABC/Dunhill tape product sales volume has risen in the past nine months, generally 50 percent higher than last year for the company, mostly as the result of sales by five label artists, according to a spokesperson for the producer-distributor of ABC pre-recorded tape cassettes.

ABC/Dunhill's current tape penetration level—the percentage of product sold in tape in relation to overall sales for a given title—is also well above average. The industry average for tape penetration is approximately 35 tapes sold for every 100 LPs, Ms. McShane said. ABC's penetration level is at least 50 percent for every 100 LPs, going as high as 60 tapes to every 100 records on some titles.

The reason for the rise in hit chart product in relation to other labels more than doubled between (Contd. on p. 15)

FRONT COVER:

Tony Orlando blasted his way onto the pop charts in the early sixties with his hit, "Heart, "Who's Loving You," and "Bless You," but by far his greatest success has been in the last five years, the emergence of his group Dawn, which he formed in 1970. In that year alone, Tony and partners Bertie Higgins and Joyce Vincent hit the top of the charts with "La La La (S带来更多 Three Times)." Both were charted by the RIAA and the latter sold six million copies worldwide.

But the crowning triumph was achieved by Dawn this year when "Tony Orlando and Dawn" topped the "Old Oak Tree" became the number one selling single of 1973. The group also garnered a gold record for "Stay Away From Me Sweet Gypsy Rose," and currently has a chart hit in "Who's In The Strawberry Patch With Sally." Tony and Dawn have also been involved in the recording of the album "Three Times Three." Both were charted by the RIAA and the latter sold six million copies worldwide.

Perm. Injunction in Columbia, S.C. Bogus Tape Case

COLUMBIA, S.C. — The Court of Common Pleas has issued a permanent injunction barring Columbia Records U.S.A. from selling tapes to the United States, in addition, the company was ordered to pay $15,000 in damages to CBS, Inc., the plaintiff in the case.

The injunction, which came about as the result of a suit by Judge Julius B. Nesby of the Second Judicial circuit, formalized an agreement reached between plaintiff and defendant. The injunction, in essence, to the order is the so-called sound-alike recordings issued by the defendant, Columbia Records. Recording is also barred from using the name "Columbia," the group name, or the performance or group name under the condition to Cub, Inc., or any other company.

Arrested On Piracy Charge

NEW YORK — Erwin Lustfeld, owner of Intex International, 55 Liberty Street, was arrested this week on charges of exporting pirated sound recordings. Police seized more than 7,000 records in a raid at the address.

Lustfeld was released on his own recognizance pending arraignment on January 17 on charges of violating New York's anti-piracy law.

R&H Archives' David Hall:

A Big Boom In Print Scholarship; Cash Box Leads Publication Use

NEW YORK — Pop music scholar- ship programs in the United States with printed matter on music are greatly on the increase.

"There is an impressive upsurge in the use of printed material in music," according to David Hall, head of the Rodgers & Hammerstein Archives of Recorded Sound, which, located with the New York Public Library and the Performing Arts at Lincoln Center, is the largest archival service of recorded music in the world.

Hall, named head of the Archives in 1967, notes that the Archives subscribes to more than 80 music publications.

Cash Box leads

During the lifetime of the Archives, established in 1965, the use of the listening facilities versus printed matter was 4-to-1, according to Hall. "In recent years, however, this proportion has been reduced to 2-to-1," Hall said. "It is more desirable to have the recording available for review. The Archives has a number of tapes but has just as many to 60 tapes to every 100 records on some titles."

The Archives are restricted to members of the performing arts, is located at Lincoln Center, 111 Amsterdam Ave.

SCHLATTER SEEKS 4 Americans A 5 Million Seller

NEW YORK — A spoken word recording "American," by Byron MacGregor, has emerged with sales of 1.2 million copies in just five days, reports Marvin Schiatter, president of Schiatter Music Group. The album "American" distributes "Americans" on the Westbound label. Schiatter notes that this is the first time a spoken word album has achieved sales of five million. The single, he adds, is currently selling at the rate of 250,000 copies a day. The result is: 4 (bullet) on this week's Top 100, a jump from 81 the week before.

As seemingly unlikely candidate for a hit record, "Americans" began as an editorial by Gordon Sinclair, a Canadian writer and owner of radio station CFGB in Toronto. Praising Americans as one of the world's most unappreciated and unjustly maligned peoples, the editorial was reprinted in many newspapers.

Byron MacGregor, news director of station CKLW in Detroit, read it on the air during a newscast. The word spread from one broadcast to another until the station's tape recorder picked up the story. "I knew immediately that this is a hit," Schiatter said. "Many people call to say they are doing their own version of 'Americans.'"

MacGregor and Peter Scheurniir, producer of the record, are donating the proceeds to the American Red Cross. One of the words raised was the word "Americans" which the U.S. always provides assistance in major world disasters, but foreign countries would like to help." The result, the Red Cross was bankrupt halfway through its fiscal year, as the word "Americans" came to the Aid of "A Single Smash That Augurs Well For Trade."
YOUR PROFESSIONAL ACTIVITIES MAKE YOUR PRESENCE NECESSARY
THERE IS STILL TIME TO JOIN THE 750 FIRMS FROM 45 COUNTRIES ALREADY REGISTERED

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**GRT Cites Strong Position; 'Prepared' For Energy Crisis**

HOLLYWOOD — Though many businessmen in the industry are feeling the pinch of the energy crisis and petroleum products shortages, the largest suppliers of pre-recorded tape are not expected to be among those reporting a drop in production where materials and its supply are concerned.

Planning for just such a shortage began many months ago, executives at GRT say, and that planning now is paying off. For 1974 at least, GRT has adequate supplies of all the various materials necessary to duplicate and package a pre-recorded tape, whether eight track or cassette. Beyond these 12 months only the availability of the plastics substance "support" causes any major concern for GRT executives in charge of planning for material preparedness.

**Long Range Planning**

GRT operations manager Dan Boyd says the company's good position in all this is due to planning—range as well as the adrenaline-rush planning that took place several months ago at the first ominous whisper of an oil shortage. Of the seven or eight companies producing tape packages, almost all are petroleum-related.

"Our long-range planning gave the company a strong position," Boyd says. "But when all this began to become a reality, it was our job to go beyond that initial strength and plan for the future in terms of what we need to keep our company alive and moving ahead. We first held meetings with suppliers of all the components needed for our tape production and packaging to see if we were, in fact, going to get from them the supplies we had counted on. Where there was any question we lined up alternative and subsidiary sources for the materials."

Though dealing with alternate sources for the supplies often means increased costs, Boyd reports, so the company will deal with its main suppliers until a problem arises.

Not only is GRT in good position to fulfill its existing contracts for the next year, it is already planning production and distribution of tapes for more than 55 separate records. Among them are upcoming projects for Joe Cocker, the Jassanos, Jimmy Buffett, Black Sabbath, the O'Jays, and Jimmy Ruffin. The company has already begun to store these records in the event an energy crisis prevents their production. In addition, the company has signed agreements with other companies for the manufacture and sale of products in the event of a distribution freeze.

One of the additional solutions for GRT's storage problem is the company's paper recycling. Boyd says the company began several months ago recycling its paper, and it has had success in the area.

"In terms of paper supplies, we are currently supplying supplies such as corrugated stock and safe enough in terms of other paper stock," Boyd says. "I can say that we're supplied in both areas for at least all of 1974 and probably well beyond that."
Regent/Arc Reports Wide Song Activity

NEW YORK—There are no short-ages in activity at Regent/Arc, report Gene and Harry Goodman. In an expansion move this fall, the firm became Di Sabato (formerly with MCA Records and ABC-FM Radio) to discover and develop new writers and vocal talent, to continue and ultimately the company's print efforts with Warner Bros. and Decca, and to obtain recordings of existing catalog materials.

Susan Di Sabato joined the firm, Arc's oldest catalog is experiencing a resurgence of popularity, being reproduced on the charts with the Word Band's "Ain't No Home" and the Pojacs, "Tell Your Man To Come Die," both of which have been made available in sheet music form. Jan. will see the release of other titles on new albums by such artists as Humble Pie and Hoyt Axton. Additionally, Regent/Arc has in preparation several song folios for release through Warner Bros., one of which is a compilation of songs recorded by such artists as the Allman Brothers Band, the Grateful Dead. Ten Years After, Led Zeppelin, Humble Pie, the J. Geils Band and others.

Further, in an effort to widen the firm's scope of activity, Di Sabato is in talks with the Goodmans and the Goodman's are preparing to sign with the firm. The Goodman's are to work with two new contemporary rock artists discovered by Di Sabato. Labels interested in them can be sought after initial recordings are completed. The management will be handled by Di Sabato.

Finally, the Goodman's are currently preparing to tour where they will visit some of their own and affiliated companies, and they will attend the MIDEIM Convention, where Gene Goodman will be staying at the Carlton Hotel.

Sansui QS Quad Meets RIAA Standard

WOODSIDE, N.Y.—H. Tada, vice-president of Sansui Electronics Corp., has announced that the Recording Industry Association of (RIAIA) has accepted Sansui's QS 4-Channel Matrix System as Type II standard for four-channel recording.

The system was developed by Sansui's chief engineer, R. Hata. It is an engineering task force headed by R. Hata. It provides a system for encoding four channels into a two channel format and then decoding to regain the original four signals. It is now incorporated in hundreds of thousands of receivers and other electronic components in the U.S. and almost every country in the world.

The system was the result of the RIAA that approved Sansui's application: Brent Allbritton, MCA Records; Howard Brandt, Capitol Records; Lee Hirschberg, Warner Bros. Records; Rex Isom, RCA Victor; Scott Mayfield, Arto Guthrie and Carole King. Sansui's Kahan/ Organization consists of numerous hands on the direction of Garry Sherman and Stanley Kahan. Their firm was formed in 1966.

Dylan Scores 11th Gold LP

NEW YORK—Bob Dylan's latest Columbia release has been certified gold by the RIAA, signifying sales in excess of one million dollars. The LP was released Nov. 16, 1973, and was his 11th to go gold.


The remaining Dylan LP's are "Bob Dylan," "The Times They Are A-Changin'," "Another Side of Bob Dylan," and the soundtrack for "Pat Garrett and Billy the Kid," which are currently on the charts.

Kishner's "Concert" Goes Weekly

See Radio-Tv News Report

The Little Angels; Korea's Envoy's Of Int'1 Goodwill

NEW YORK—In conjunction with "The United Nations-Campaign for Children's Fund," The Little Angels wound up their eighth world tour last week, (25) after a beautifully colorful performance presented in the General Assembly before the nations. Introducing these children between the ages of eight and twelve are Congressman Emanuel Celler, former chairman of the U.S. House of Representatives, and the president of the Little Angels since their inception.

Organized in the Spring of 1962 The National Folk Ballet of Korea comprises the world's greatest ballet groups. The Little Angels are the world's youngest interna- tional Ballet group. They have been performed in front of such dignitaries as President Nixon, Queen Elizabeth II and Prime Minister Heath of Great Britain.

Their display of poise and true professionalism marked the absolute best of these children's potential.

The show opened with Janggo Chum (Hourglass Drum Dance) which is an ancient dance, and "Psalms" with a slim drum that looks like an hourglass. Buchae Chum (Fan Dance) was one of the most impressive numbers performed by the dancers simula- ting famous paintings on the arrangement. The Ong Nark (Farm Dance) was the grand finale of the evening when all nineteen angels performed together.

Our troubled world looks to children who have been brought up with the likes of The Little Angels we have nothing to worry about.

Sherman/Kahan Ink Scepter Prod. Pact

NEW YORK—Garry Sherman and Stanley Kahan, direct contributors to the making of the Lp Columbia records for the past eight years, announced conclusion of negotiations for a multiple LP production package with Scepter Records exceeding $175,000. For the first six months of 1974, Sherman/Kahan will be developing talent and material. Actual production for Scepter will commence in June. The Sherman/Kahan Organization has worked with numerous talents, including Aretha Franklin, Marvin Gaye, Bobby Rydell, the Four Seasons, Mayfield, Alto Guthrie and Carole King. Sherman/Kahan Organization consists of numerous hands on the direction of Garry Sherman and Stanley Kahan. Their firm was formed in 1966.

Passamano VP Of MCA Distrib.

NEW YORK—Rick Frio, vice president of MCA Records, has announced that Padmania has been promoted to vice president in charge of operations for MCA Records Distributing. Said Frio, "Sam's "background and knowledge have been a great asset to me in the six years I've been here. His 20 years experience afforded me the insight so necessary to insure continued progres. I have the utmost admiration for a talent in today's business.

Passamano started with Decca (before it became MCA) as a sales manager 20 years ago. He worked as dist- rict manager for the entire east coast area before moving to Los Angeles in 1972, to assume the position of west coast district manager.

His responsibilities include control- ling all operations for distribution for the U.S. and Canada. He will also supervise hiring of ware- house and office personnel for all MCA offices, inventory control for selected plants and depots, control of in-voices and sales data, and instituting uniformity in sales offices.

Passamano, whose appointment is effective as of Jan. 1, 1974, was fur- ther "unmanned" by Frio who said, "MCA has a streak of superstars—but not only talent, but also in its per- sonnel. It is my opinion that Sam Passamano falls neatly into this category of 'rockstars.'"

John Wayne Up For Award On 'America' P

FINKELSTEIN'S BIG NIGHT—125 music industry figures gathered Dec. 19 at New York's Regency Hotel to honor ASCAP general counsel Herman Finkelstein on his retirement after thirty years of achievement. ASCAP president Stanley Adams hosted the affair whose guests included Aaron Copland, Harold Arlen, Bob Fino, Hal David, Carole King, Simon Rikind, and law partner Jay H. Topkis. Adams' praise for Finkelstein was echoed in words from legendary ASCAP giants Irving Berlin and Richard Rogers. The gala evening was topped by Adams, presentation of the top ASCAP/Guinness Book of World Records award to husband-and-wife team of Dickie's "Pickwick Papers." Pictureed (top l. to r.) ASCAP directors Arlo Freid, W. Stuart Pope, and Sal Chaimson; (center) president Stanley Adams; ASCAP director Schwarzt and Harold Arlen, Mr. and Mrs. Finkelstein, and Mrs. Stanley Adams.

NARAS To Hold Quad Forum

NEW YORK—The creative uses of quad and how they differ from the usual stereo recordings will be explored and examined Wed., Jan. 9, at the monthly meeting of the New York Chapter of NARAS, in the Electric Room Studio at 52 West 5th St. The discussion will focus, not on the technical aspects of recording (the chapter has already done that), but on what quad offers to artists and programmers, and how they can best utilize its potential.

Featured on the panel will be organ- ist L. Power Biggs, producers Tom Dowd, Enoch Light and Tim She- nard, and Toronto recording engineer, Jack Richardson. New York Governor Allan Steckler organized the session and will also serve as moderator.

Admission to NARAS members is free, non-members will be asked to contribute two dollars at the door. Drinks will be available at the social hour at six; the actual discussion will begin at seven. For further details, contact the New York NARAS office at PL-1535.

Golden Crest 1st Half Report

NEW YORK—Operating results for the first half (26 weeks) ended Sept. 26, were reported by Golden Crest Records, Inc.

Sales totaled $1,450,678 compared with $1,089,143 for the similar period last year. Net income was $73,847, or 84¢ a share, versus $.993,609, or 87¢, at the same period last year.

Golden Crest produces records for its own and other labels, and edits and finishes films for TV commercials.
Epic Promo On Jaki Whitren Intro Into U.S.

NEW YORK — With the release of "Give Her The Day," Jaki Whitren's first U.S. single, CBS Int'l excels feel an artist of major import to the 1970's is being introduced to this country.

Born in South Hampton, England some 20 years ago, Ms. Whitren was discovered by English manager Stewart Cowell. Signed to a publishing contract two years ago by the president of the management of the CBS Int'l April Music in the U.K., she came to the attention of CBS Int'l vp Sol Rabinowitz, and was soon signed to a recording contract as well.

The English version of "Give Her The Day," her first single, received attention there. Her LP also did well. During the past year she has appeared in concert with such artists as John McLaughlin and the Mahavishnu Orchestra, Louden Wainwright III and Tom Paxton.

Sol Rabinowitz personally re-produced the Epic version of her "Give Her The Day" single with Stewart Cowell. The single will be heavily promoted here throughout Jan. A U.S. LP and tour are also in preparation. "Jaki Whitren," says Rabinowitz, "is the best female writer/singer/performer to come out of England in the past ten years." John Hammond stated recently: "I feel Jaki Whitren could be the best female singer to emerge from England in a long time."

Reeves To Plant East

NEW YORK — Reeves To Plant East (a record company effective immediately, Reeves came to the Record Plant from Columbia Records where he engineered sessions for Tom Rush, the Chambers Brothers, Johnny and Edgar Winter among others.

Easy Listening Set Via Tele House

NEW YORK — President of Continental Dynamics, Inc. parent company of both Tele House Inc. and Dynamic House, Inc., Larry Crane, announced release of a four-record set of easy listening music on the Tele House label. Like other Tele House and Dynamic House releases, the package is being offered exclusively through mail order via TV spot advertising. The set sells for $6.98 (record) and $9.98 (tape).

Trini Lopez, whose hit "Lemon Tree" is represented on the set, serves as spokesman for the package in its TV commercials, currently running in 600 markets throughout the U.S.

Rabinowitz interpreted a trip to the Orient to film the Tele House commercials. Larry Crane writes, produces and casts all Tele House commercials.

In addition to Lopez, other artists heard on the easy listening package include Melba, The Grass Roots, Van Morrison, and Vikki Carr.

Tele House recently hit the TV airwaves with a first—a songbook titled "100 Greatest Hits of the 60s and 70s," for voice, piano and guitar, touted by Buddy Greco.

Tele House record packages and their commercials have placed the company among the top two national spot advertisers on TV in less than two years. Larry Crane recently received gold LPs for "Love Italian Style," "Rock Is Here to Stay," and "The Number One Hits of the 60s" record sets. At the same time, he received three gold records signifying three million dollars in sales for "The Greatest Hits of Rock and Roll," a four-record set touted by Chubby Checker. His most recent release, "The Greatest of Eddy Arnold," released less than two months ago, is nearing the million dollar mark.

Snowbird Is Gold

HOLLYWOOD — "Snowbird" Anne Murray's first Capitol album, has received RIAA certification as a million-dollar seller. The award is based on sales through Dec. 29, 1975, according to Capitol Records sales vp. Don Zimmerman.

The single of "Snowbird" was Ms. Murray's only previous gold-record winner.

RSO Schedule: 4 LP's In Works

NEW YORK — Four of RSO's recording sets will be in the studio in early 1974 to work on LP's, the firm announced. Singer/songwriter/guitarist Alan Ross will record his solo debut LP at the Who's new studio at Ramport in Battersea. Ross appeared on "Whistle Rhyman," an LP by Who bassist John Entwistle, and worked in Igor Mortis, Entwhistle's recording band. Ross LP will be produced by Mike Finesilver, co-author of Arthur Brown's "Fire."

The Butterness studio is also the location where the singer/songwriter team of Bagatelli & Muskar are currently recording their debut LP for RSO. Martyn Ford is producing the package from which will come a single prior to the album's release date in April.

British rock group Blue is at work writing tunes for their second RSO LP, which Elliot Mazer, Neil Young's producer, will produce for them in San Francisco, beginning in late Jan., or early Feb. Upon completion of the LP, Blue will make its second U.S. tour which will last through March. The band consists of Hugh Nicholson (lead singer), Tim Donald (drums), Ian Macmillan (bass, keyboards), and Bob Smith (guitar).

Also at work for RSO will be Jim McCallough, formerly lead guitarist with Thunderclap Newman, John Mayall, Stone The Crows, and Blue, who will be recording a solo LP early in '74. He played on "Something in the Air" and "Accidents" with Thunderclap Newman and worked on Stone The Crows' "Continuous Performance." His own effort, set for spring release will be his solo debut and will feature only his original compositions.

James Gang Adds

HOLLYWOOD — Jim Fox, Dale Peters and Boy Kenner have welcomed Tommy Bolin to the James Gang. Bolin was referred to the group by former James Gang guitarist Joe Walsh.

The group's new release is "James Gang Bang."

IS THERE A DOCTOR IN THE HOUSE? — Seen at a recent pre-Christmas bash at the Troubadour on Dr. Hook and the Medicine Show's opening night were (l. to r.): Michael DiLello, west coast n'é Columbia Records; Godard Lieberson, president of CBS Records, Group, Peter Greenberg, New York; Ron Haffkine, Dr. Hook's manager, and Dr. Hook member Dennis Locorriere.
**Picks of the Week**

**THE ROLLING STONES** (Rolling Stones 19109)
Doo Doo Doo Doo Doo (Heartbreaker) (3:25) (Promopub B.V., ASCAP—M. Jagger, K. Richard)

In getting back to rocking and rolling following their recent "Angie" smash, this follow up, also from "Goats Head Soup" is the powerhouse rocker to once again assert the Stones' cuts. On this slab, Jagger vocal sensuality and a very tasty bass line, there's just no way that this one can miss. A certain 45 disk. Flip: no info. available.

**EDDIE KENDRICKS** (Tamla 54243F)
Boogie Down (3:30) (Stone Diamond, BMI—F. Wilson, L. Caston, A. Poree)

Out just two weeks and already in its second week on the chart, this super driven follow up to Eddie's great "Keep On Truckin,'" is right on the mark. "What's It Gonna Be?" is the second tune to garner with his last. No denying it now, Eddie Kendricks has arrived! Flip: no info. available.

**THE SPINNERS** (Atlantic 3006)
Mighty Love—Part I (3:14) (Mighty Three, BMI—J. B. Jefferson, B. Hawes, C. Simmons)

The Spinnners are hot and this high energy rockin' straight from the Thom Bell hit making machine is easily a Top 10 outing at the least. Steady rocking makes for lots of dancing. Air play and sales are natural. Starting the New Year with a "mighty" hit. Flip: Mighty Love—Part II (2:37) (Credits same as above)

**Choice Programming**

JERRY FULLER (Bell 433)
Arlene (3:24) (Edwin H. Morris, ASCAP—M. Charnin, C. Roudey)

RENATA SCOTT (Epic 5-11064)
La-Te-Da (2:56) (Blackwood, BMI—B. Strong)

TONY BENNETT (Brt 813)
Some Of These Days (2:52) (Jerry Vogel, ASCAP—S. Brooks)

Remembering (2:26) (Dick James, BMI—A. Hamilton, J. Scott)

**POP PICKS**

**WILD TALES**—Graham Nash—Atlantic SD 7288

It's been a long time between efforts for Graham, but this sensitive and acid LP tends more credit to the hypothesis that he is the sweetest vocalist in the land. Each cut sparkles with a raw beauty on one hand, but is splendidly counterbalanced by the obvious inward sensitivity of the artist. The title track is bright and classy and also features Graham playing some solid rhythm guitar. "Prison Song" is a sad lament and blast at judicial corruption and is highlighted by Nash's harmonies with David Crosby who also sings on "And So It Goes" and "On The Line". Joni Mitchell sings back-up on "Another Sleep Song".

**UNBONDED**—The Chambers Brothers—Avco AWS 10183

Back again, brash and tight, the Chambers gang is right on time with this diverse collection (produced by Jimmy King) which includes Hank Ballard's "Let'S Go, Let'S Go, Let'S Go", Ben E. King's "(Who Have Nothing)" and Len Barry's "1-2-3". In fact, the entire LP is an interesting look by the brothers at a number of past greats like Robbie Robertson's "The Weight", Curtis Mayfield's classic, "Gypsy Woman", and John Sebastian's "Do You Believe In Magic". The topper, however, is an amazing version of the Beach Boys standard, "Good Vibrations". In fact, if you want to treat yourself to an unparalleled musical delight, get into this LP.

**NEWCOMER PICKS**

**IT AIN'T EXACTLY ENTERTAINMENT**—Gerry Gofof—Ariola AD 1003

Don't let the title mislead you, Gerry's new LP is incredible entertainment by one of pop music's consummate masters. Recorded in Muscle Shoals, Alabama in 1972, the album features an interesting collection from the great composer, "Down On The Street", "It's Not The Spotlight", "Zebulon Pike", "Your Precious Eyes", "What Am I Going To Do Here", "Sail Away Ladies (P. D.)", and "Everything and Nothing" are among the more provocative cuts on this well put together two record set, but we especially favor "Reverend Bottom's Top Saloon", "The Last Cha Cha On Jackson Highway", and "Maryland Again".

**CHER** (MCA 40161)
Dark Lady (3:26) (Senor, ASCAP—J. Durril)

There's no denying that Cher has finally got her act together and is getting a good, long run out of it. This powerhouse follow up to her last "Half-Breed" smash, is highlighted by a story line reminiscent of her great "Gypsies, Tramps and Thieves", with a strong section that ties the pretty package together in making for another Top Ten winner for the lady who is going to have difficulty missing. No dark horse here, this one is hit all the way. Flip: no info. available.

**JOHNNIE TAYLOR** (Stax 0193)
We're Getting Careless With Our Love (4:01) (Groovesville, BMI—D. Davis, F. L. Johnson)

We believed in Johnnie and he scored as a result. He taught us that it was "Cheaper To Keep Her", and we believed him again as did the chart. This time, this funky, laid back ballad will "invent the rest of the world" that Johnnie Taylor is a talent without equal at what he does. Here again Johnnie proves that we may have the Otis Redding we have been looking for for the past few years. This is a stone smash! Flip: no info. available.

**THE SYLVERS** (MGM 14678)
Through The Love In My Heart (2:55) (Dotted Lion/Syco, ASCAP—L. Sylvers Ill)

It's been a while since we've seen a disk from the Sylvers, but as the old saying goes, the wait was well the while. This easy going pop rocker, reminiscent of early Jackson 5, complete with a super strong hook, allows the Sylvers to have this family back in the Top 20 again in no time. The prediction still remains the same: the Sylvers will become to pop a good deal more than just another family workshop. Flip: Cry Of A Dreamer (3:04) (Credits same as above)

**ONE MORE RIVER TO CROSS**—Canned Heat—Atlantic SD 7289

Highlighted by a very commercial title track, Canned Heat's debut on Atlantic is everything you'd expect from the talented sextet, and then some. Naturally, "Bagful of Boogie" is the bridge to the band's image as the revivalists of that fabulous fifties form, but if nostalgia is your bag, you'll flip when you hear the great Fats Domino medley they so-called, "We Remember Fats", which includes several of his big hits. "Shake, Rattle and Roll" and "I'm A Hog For You, Baby" are inspirational gems and will have you up and dancin' in two seconds flat. Feel like getting it on? Pick this LP up.

**COME & GONE**— Mason Profit—Warner Bros. 2LS 2746

Mason Profit, sometimes thought of as an enigma cloaked in a shroud has burst forth with his latest two record LP set which is both expansive and intimate alternately, creating as it goes modes, textures and feelings reminiscent of a thousand emotional pastiches common to men and women everywhere. "Voice of Change" kicks the collection off in excellent fashion and "Buffalo", "Hard Luck Woman", "Everybody Was Wrong" and "You Finally Found Your Love", Mason arranged sides one and two and makes superb use of Terry Talbot's guitar virtuosity as well as John Frigo's fiddle playing (on "A Rectangle Picture"). A marvelous LP.

**LUCIFER'S FRIEND**—Lucifer's Friend—Billingsgate BG 1002

If you're into Led Zeppelin, Deep Purple, or possibly Black Sabbath, you'll probably find Lucifer's Friend very much to your liking. The German group whose live appearances in Europe have been causing near riots also has a bit of Uriah Heep thrown in for good measure, especially on "Ride The Sky", "Everybody's Down", "Baby You're a Liar", and the strangely haunting title track. A good, clean sound, enhanced by capable studio dynamics, make this package a sure-shot in the FM market if given proper exposure. All the ingredients are here: from stinging lead guitar to funky rhythms to rockin' vocals. Check it out.

Cash Box — January 5, 1977
TRUCKIN' GOLD—Eddie Kendricks has a good hold on the gold album for his "Eddie Kendricks & Chilly Dog Jones. Motown's Cleveland regional promotion holds the gold single for "Keep On Truckin". E. G. Abner, president of Motown, pictured here with Kendricks and Jona, presented both pieces of gold to Kendricks on stage at his recent opening night at L.A.'s Roxy nightclub. Kendricks previewed for the audience at the Roxy his new single, "Boogie Down" which ships December 15.

NARMITES TO HEAR PROFESSIONALS
BALA CYNWYD, Pa. — In keeping with the theme of the 1974 NARM Convention — "Partnership + Professionalism = Profits," the business programs at the convention will feature professionals from within the record industry, and a group of professionals from specific fields, which could assist members of the industry in their quest for profits. Two of these outside professionals will address the convention on Tuesday, March 26, at two different sessions.

George Mahy

At the business session on Tuesday morning, George Mahy, president of Gibert Youth Research, will speak on the subject "The Changing Profile of the Youth Market." The subject is deemed of vital importance to the merchants and manufacturers of recorded music, much since of the industry volume has been attest to and done with the "youth market"; the shift in population, the changing attitudes of record buyers as they enter a different age group, and the various economic and sociological elements which influence the consumer will be considered by Mahy in his address.

Lincoln Zorn

The luncheon-meeting session on the same day will feature an address by Lincoln Zorn, one of the nation's foremost professionals in the field of security. President of Lincoln M. Zorn, Inc., the nation's largest firm specializing in polygraph techniques, he is a member of the American Institute of Management, a member of the American Society for Industry Security, as well as an associate of many local law enforcement Organizations. In his address to NARM members, Zorn will focus his attention on two problems specifically: in-store security, and warehouse security. In addition to his knowledge of the field of security, Zorn is an experienced speaker and lecturer, having appeared on the Johnny Carson show, the Jack Paar show, the Gary Moore show and the Today show. He also lectures at major universities. A recent CBS 69 Minutes TV show featured him demonstrating the polygraph.

Mahy and Zorn are only two of a list of professionals who will be featured at the 1974 NARM Convention, which will convene Mar. 24 at the Diplomat Hotel in Hollywood, Fl.

ITALIA ADDS TO SEMINAR PANEL
TUCSON — Jules E. Yarnell, attorney and expert on copyright law has been added to the workshop for "The Do's and Don'ts of Copyright and Use of Music" at the ITA Fourth Annual Seminar to be held in Tucson, Feb. 24-27.

Yarnell is a member of the New York legal firm of LaPorte and Meyers and special counsel on piracy for the Recording Industry Association of America (RIAA). A former trial attorney for the U.S. Department of Justice, he is an authority in the field of trade regulation and is working with federal, state and local authorities throughout the country in enforcement activities related to taped record piracy and counterfeiting.

Yarnell also is national director of the Piracy Intelligence Bureau of the RIAA whose function is the investigation of recording piracy in cooperation with enforcement authorities.

Larry Finley, executive director of the ITA, stated, "In addition to the lack of knowledge of how to protect their own material, many major corporations not primarily engaged in the audio or video recording business, are unknowingly violating the sections of the copyright act relating to the payment of royalties to music publishers on the underlying musical compositions. These companies want to observe the law, but they do not know the proper steps to take to fully protect themselves and to keep within the limits of the law. The addition of Mr. Yarnell to the panel that includes Professor Melville B. Nimmer, Esq.; Seymour M. Bricker, Esq.; and Pasquale Checo, Esq., undoubtedly will make it the outstanding panel on copyright ever assembled at the seminar. Each of these gentlemen is an outstanding expert covering every area of audio and video copyright." After a brief presentation by each of the attorneys, four roving microphones will enable attendees to ask questions and receive answers from the panel. For ITA Seminar Information, write ITA, World Tape Center, Tucson International Airport, Tucson, AZ 85734.

AFK INKS PACT WITH D&H
NEW YORK — Bill Singer, national manager of Audio Distributing Enterprises, Inc., has appointed D & H Distributing Company of Savage, Maryland as the distributor of all labels under the AFK banner for the Baltimore-Washington and Richmond, Va. areas, effective Jan. 2, 1974.

At a meeting with D & H general manager Bud Vogt and sales manager Jack Arbesman, together with Singer and AFK executive vice president Harold Drayson, arrangements were made for distribution of Audio Fidelity records, Thimble records, Black Lion records, Chiaroscuro records, World Jazz Records, Ford records, Audio International records, Tiger Tail Records & Harlieqin records.

CLOSER EXPRESS TO SUCCESS—RCA Records Cleveland Branch office was recently honored with the company's "One on One" award for their work on behalf of Brian Auger's "Closer To It!" album. Presenting the awards to Billy Bass, Dick Violini and Mike Abramson, are Brian Auger (l) and Tom Costie (r). RCA Records' national promotion director. (l. to r.) are: Auger, Bass, recently promoted to southwest regional promotion manager, Dick Violini RCA sales manager Cleveland, Mike Abramson, Cleveland promotion man recently appointed as product manager for RCA Records and Tom Costie.

Cash Box — January 5, 1974
Mike Silver

MAX'S KANSAS CITY, N.Y.—According to Webster's Dictionary, a troubadour is "one of a class of lyric poets and poet-musicians..." with a thrifty income between the 11th and 13th centuries. Yet Mike Silver, talented British the last of his kind, has proved this chronological classification obsolete by fitting the first half of the definition so well that it was improving on it a bit. With only his guitar and the often not so comfortable audience, Mike gave an excellent demonstration of the art developed in France and northern Italy centuries ago.

Naturally Mike's poetry and musical style is reflective of contemporary musical technique and lyric content, but his basic mission was basic and universally acceptable to today's audience as was that of Thoin LalCaire to the courts of medieval Europe. His songs, such as "Lady Be Glad," "About You," and "Life On The Old Scenic Railway" are autobiographical sketches told with sensitivity and humor and the romantic aura surrounding most of his work, like "Pioneer's Return" and "I Thought Of Her Today," is undeniable.

Rocket should be proud of Mike's presence on his roster for he represents a breed of professional musician who too often is over-shadowed due to the glitter and folly out there in pop land. Mike is also a very sincere man who takes pride and pleasure in his work, and I think it's important to note that Max's usually cool audience loved him.

The Beach Boys

Linda Ronstadt

MADISON SQUARE GARDEN, N.Y.—When 20,000 folks packed Madison Square Garden for a freezing, snow-covered December night to hear surfing music from the premier surfing group of the world, you just knew that the last thing on the minds of those in attendance was to hang ten through the curl of those monster waves out at Coney Island. It had to be the music, but in looking over the vast sea of faces, many in attendance did not look old enough to be alive back in 61 when the Beach Boys first introduced the surfing music to the world. In fact, to carry matters a step further, I would say that the vast majority were still kids when such R&B classics as "Fun, Fun, Fun," "Surfin' U.S.A."

"Help Me Rhonda" and "I Get Around" were running up and down the charts. Regardless, they were there to see the Beach Boys and the Beach Boys gave them everything they wanted to hear and then some.

They covered many songs ranging from those very few days of fun and sun all the way up to such newer material as "Beach Baby," "I Get Around," a some psychedelia in the form of "Good Vibrations" (the rest of the material of the evening). On stage, the Beach Boys are perhaps the most exciting purveyors of their brand of music and know exactly how to handle their fans. Each member of the band is a definite individual seemingly assigned a particular segment of the audience, and the resulting end result is an amazing sight to see. Fourteen year old girls with skidmarks on their faces for their favors to acknowledge the power of their fans. They left no room for error on their first set and the audience, which had waned in numbers, drove the fans mad. The topper was their pre-Christmas rendition of "Lett"Tenn" in which the whole band, and the smiling faces proved that not a soul was left unsatisfied.

The sour note of the evening, however, was the totally abominable attitude of the audience towards the highly talented Linda Ronstadt. Bursts of firecrackers in the hall, aside from destroying the mood the lovely Linda set, also injured a few fans, two of whom were later taken to the hospital for treatment. The musical talent of the audience ruined what was turning out to be another fine performance from the lovely Linda and I doubt there is through quite well on "You're No Good," "Blue Bayou," "Love Has No Pride," her gorgeous single release, "Tenderness." 

During "Blue Bayou," her classic California style of vocal, and to country, and "Long, Long Time," her straight country vocal, the audience had no idea of the joys they missed due to their atrocious behavior. It was as if they had never been there before. Some people even never get to the shows and then they go and get one of her fine band for that rowdy evening on stage. Linda Ronstadt is that should be caged instead of al- lowed to attend a show of any kind (with the exception of the Beach Boys).

JERRY JEFF WALKER

DEBBIE & PAM

THE EXIT INN, NASHVILLE — As a young country musician, Johnnie Jeff Walker tuned up his "axe" at the Exit Inn and into his career. He was the music and what is becoming known as a "protest" singer. His songs con- tain two words that are common to "Jerusalem," a new composition to be found on "Brain Salad Surgery," the latest Mantecon/Atlantic album. The sound system was placed all around the Garden and provided the best sound ever heard there; it was simply perfect. We patrons tip our hats to the sound mixer for his efforts, Greg's vocals, especially on "Take A Pobble" and "Lucky Man" were crystal clear throughout the evening. During the course of the Monday show, the second coming on Tuesday, the crowd sat in amazement.

Jerry Jeff Walker

DEBBIE & PAM

Cash Box — January 5, 1974
Siegel To Famous Promo

NEW YORK—Famous Music Corporation's president, Tony Martell, has created the post of associate national promotion director and has given the new title to Niles Siegel, says Martell. "Siegell will work under national director of promotion Fred Ruppert as our 'road hog.' Local promotion men will remain the backbone of our force, but Niles will be traveling from city to city giving them closer support than they've ever had before. The result will be much closer personal contact with radio stations and distributors."

Siegell began his media career nine years ago as commercial photographer and cinematographer, creating ads for major accounts such as Heineken, Scripto, and Trevira Fabrics. In 1969 he moved into Elektra in New York as a production assistant and he and future Famous promo director Fred Ruppert worked on break- ing singles by Bread, The New Seekers, Harry Chapin and Carly Simon, a year and a half ago, Siegel's first job with Famous was Joni Mitchell's "Clouds." He is the current senior director of the company's Los Angeles office.

Longines Shifts A&R Department

NEW YORK—A re-organization of the Longines Wittnauer, incorporated, of the artists and repertoire function for its music businesses which include the Longines Symphonette Society and the Capitol Music Service has been announced.

The following appointments were made: William Bell has been appointed vice president of artists and repertoire for Longines Wittnauer Incor- porated. In this capacity he will be responsible for all musical product sold by the Longines Wittnauer, Incorporated.

Eugene Lowell has been appointed senior producer for Longines Witt- nauer, Incorporated. In this capacity he will advise and consult with Bell regarding the planning of all musical product.

Dick Jacobs has been appointed vice president of artists and repertory for Longines Symphonette So- ciety, reporting to Bell. Jacobs has been planning and recording Symphonette product for the past 3 years after a long association with RCA Records as an artist and producer.

Peter Kline has been appointed vice president of the Capitol Music Service, reporting to Bell. Kline has long been responsible for the CMS since joining the company 6 years ago.

Robert Cotti has been appointed director of the artists and repertoire ad- ministration for Longines Wittnauer, Incorporated, reporting to Bell. Cotti had the responsibility for the royalty accounting department at Longines. He has been with Longines Records and Metromedia Records in various artists and repertoire capacities.

ABC/Dunhill Tapes

The Joe Walsh albums, also re- sponsible in part for ABC's current strengths, are his debut solo record "Bermuda," and the follow- up album, "The Smoker You Drink, The Player You Get." ABC's Night has continued to be one of ABC/Dunhill and GRT's major projects, especially with "Cyan" product as well as re- maining one of the company's major 'successes on several previous albums, "Around the World with Three Dog Night" and "Harmony" among them.

Other ABC/Dunhill product figur- ing strongly in the label's sales boom includes albums by B. B. King, Bobby Bland, Ferlin Husky and Billy Crash Craddock.
VITAL STATISTICS

It Doesn't Have To Be (2:31)
Jim Croce—ABC—114

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10% 5%
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JUNE 7, 1974

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1. Until You Come Back To Me—Aretha Franklin—Atlantic
2. Heartbreaker—Rolling Stones—Rolling Stone
3. Americans—Byron McGregor—Westbound
4. Midnight Rider—Gerry Allman—Capricorn
5. W.O.L.D.—Harry Chapin—Elektra
6. Come & Get Your Love—Redbone—Epic
7. Jim Dandy—Black Oak Arkansas—Atco
8. I Shall Sing—Garfunkel—Columbia
10. Rock On—David Essex—Columbia

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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
No New Additions

WWK—WHEELING
Americans—Byron McGregor—Westbound
Steal-Stealer's Wheel—A&M
Teenage Lament—Alice Cooper—WB
Come & Get Your Love—Redbone—Epic
W.O.L.D.—Harry Chapin—Capitol
25 To 19—My Sweet Lady—Cliff De Young—MCA
17 To 10—Let Me Be There—Olivia Newton John
35 To 29—You’re Sixteen—Ringo Starr

WJET—ERIE
It Don’t Have To Be That Way—Jim Croce—Columbia
Almost Delaware—DeFranco—Family—20th
When Harry Chapin—Epic
You’re Unique—Billy Preston—A&M
Dark Lady—Columbia—MCA

WQRC—HARTFORD
I’ve Got To Use My Imagination—Glady’s Knight & The Pips—Brunswick
Jungle Boogie—Kool & The Gang—De-Lite
Rocky Rd.—Vanilla Ice—RCA
Never Never Gonna Give You Up—Barry White—20th Century
23 To 12—The Way We Were—Barbra Streisand
22 To 19—‘Moskin’ Baby—Rollstyles
KOD—LOS ANGELES
Walk On Over—David Essex—Columbia
Eva’s Tu—Mocedades—Tara

KMIN—DENVER
Jim Dandy—Black Oak Arkansas—Atco
Heartbreaker—Rolling Stone—Rolling Stone
Eva’s Tu—Mocedades—Tara
Rock On—David Essex—Columbia

KNO—MOROCE
The Way We Were—Barbra Streisand—Columbia
Living For You—Al Green—Hi
Midnight Rider—Glady’s Knight—Capricorn

KLJ—DALLAS
No New Additions

WSAI—CINCINNATI
No New Additions

WWJD—NEW YORK
No New Additions

WOLW—COLUMBUS
Walk On Over—David Essex—Columbia
Never Never Gonna Give You Up—Barry White—20th Century
24 To 18—Smokin’ In The Boy’s Room—De-Lite
Indy—Soultrain Station
26 To 20—You’re Sixteen—Ringo Starr
12 To 7—The Joker—Steve Miller Band

WEAM—WASHINGTON
Living For You—Al Green—Hi
American Woman—Paul Simon—Columbia
Americans—Byron McGregor—Westbound

WLAC—NASHVILLE
No New Additions

KQV—PITTSBURGH
No New Additions

WAYS—CHARLOTTE
Until You Come Back To Me—Aretha Franklin—Atlantic
Midnight Rider—Glady’s Knight—Capricorn—Allman
11 To 8—Smokin’ In The Boy’s Room—De-Lite
Indy—Soultrain Station
8 To 6—Let Me Be There—Olivia Newton John

WIRL—PEORIA
Until You Come Back To Me—Aretha Franklin—Atlantic
A Love Song—Anne Murray—Capitol
If We Make It Through December—Merle Haggard—Capitol
1 Shall Sing—Gartunke—Columbia
Midnight Rider—Glady’s Knight—Capricorn

WIFE—INDIANAPOLIS
Show & Tell—Al Wilson—Rocky Road
Living For You—Al Green—Hi
American Woman—Paul Simon—Columbia
Americans—Byron McGregor—Westbound

WIXY—CLEVELAND
No New Additions

WBBQ—AUGUSTA
A Love Song—Anne Murray—Capitol
Until You Come Back To Me—Aretha Franklin—Atlantic
Last Kiss—Wednesday—Sussex
I’m A Rock ’n’ Roll Singer—Tara
Love Has No Pride—Linda Ronstadt—WB
17 To 10—Rockin’ Roll Band—Bjorn & Benny

WHI—PHILADELPHIA
Let Me Be There—Olivia Newton John—MCA
Until You Come Back To Me—Aretha Franklin—Atlantic
29 To 23—I’ve Got To Use My Imagination—Glady’s Knight & The Pips
30 To 26—The Pretender—Stevie Nicks

WKBW—KANSAS CITY
Dark Lady—Chryl—MCA
Love Has No Pride—Linda Ronstadt—Asylum
Me & Baby Brother—War—UA

WLAV—GRAND RAPIDS
No New Additions

WOKY—MILWAUKEE
No New Additions

KXOK—ST. LOUIS
No New Additions

WMK—NASHVILLE
No New Additions

WSGN—BIRMINGHAM
Americans—Byron McGregor—Westbound

WIBG—PHILADELPHIA
Mind Games—John Lennon—Apple
Show & Tell—Al Wilson—Rocky Road

WCAO—BALTIMORE
I Shall Sing—Gartunke—Columbia
Jim Dandy—Black Oak Arkansas—Atco
Never Never Gonna Give You Up—Barry White—20th Century

WRO—ROANOKE
Heartbreaker—Rolling Stone—Rolling Stone
11 To 6—Show & Tell—Al Wilson
10 To 4—Painted Ladies—Ian Thomas

WXID—ATLANTA
No New Additions

KYA—SAN FRANCISCO
Jim Dandy—Black Oak Arkansas—Atco
Love Song—Anne Murray—Capitol
Boy’s Town—Joe Jackson—Island
Tell Me Why—Isaac Hayes—Enterprise

KISN—PORTLAND
Heartbreaker—Rolling Stone—Rolling Stone
11 To 5—Show & Tell—Al Wilson

WKLO—LOUISVILLE
No New Additions

WGDY—MINN.
No New Additions

DELPHAS FORMS BOOKING AGENCY

CHICAGO — Delphas Records, in marking its two decades of jazz and blues, announced formation of a booking firm, to be known as Delphas Artists, to direct personal appearances by artists on its recording roster. According to label head Bob Koester, the move has been made so that some of the jazz and blues musicians who are known here in Chicago and who have been well-received in concert in Europe may find greater exposure on the national level.

Agreements have initially been reached with blue artist Jimmy Dawkins, winner of the Grand Prize of the Hot Club of Frances, and with the Mudd Richard Abrams Sextet, who played this year's Berlin Jazz Festi-

val. Delphas Artists will also direct appearances by country-bluesman Sleepy John Estes, the group of music tenor saxophonist Aki Takasugi (Maurice McIntyre) and multi-instru-
mentalist Henry Threadgill.

"The move was necessary and in-

evitable," Koester said, "because these important artists have not been de-
veloped and exposed through other channels.

Operations are to begin at once.

Record Plant Builds Lounge

NEW YORK — The East Coast Rec-

ord Plant announced construction of a producer/engineers recreational lounge at their 321 West 44th Street location. The lounge, which will use part of the newly acquired space on the 10th Floor, will be complete with cappuccino, pinball, billiard, cappuccino and ping pong facili-

ties.
Kirshner’s ‘Concert’ Set As Weekly; Series Offered For Overseas Sale

NEW YORK — The success of “Don Kirshner’s Rock Concert” has led Viacom to increase the bi-weekly format to a regular weekly series, beginning January 18, it has been announced by Henry A Gillespie, vice president, domestic syndication.

The 90-minute music specials were launched at the end of September under executive producer Don Kirshner, mostly in late night week-end time periods. The series, blanketing 85% of U.S. television homes, is currently carried by 120 stations, a number of which have moved it into prime time slots, including WNEW-TV, New York and KTLA-TV, Los Angeles.

At the same time, Viacom will offer the music series for overseas sale, through its Viacom International sales division, and has already placed the program in Canada. Young audience advertiser sales and healthy ratings were cited by Gillespie as influential factors in the decision to expand the show, which domestically has attracted several new participating advertisers since its premiere.

‘Speakeasy’ To Debut In NY, LA

NEW YORK — J. Walter Thompson Company, in association with Michael L. White, has announced its production of “Speakeasy,” a 60-minute talk show entertainment show hosted by Chipmanok and featuring rock talk and performances by pop artists. Scheduling is for airing in New York over WNEW-TV (Channel 5) at 9 p.m. on Sunday, December 30, the show also will air in Los Angeles over KTTV (Channel 11) at 11 p.m. (PST) on Saturday, January 5, 1974.

“Speakeasy” will relate performances to personalities, in an environment lending itself to discussion of the music business, lifestyles and influence on today’s youth. The guest list for the first show includes James Taylor, Grace Slick, Peter Yarrow (formerly with Peter, Paul & Mary), Dr. John and Waylon Jennings.

Host for the show is Chipmanok, who has worked within the field of music in the capacities of production manager for outdoor festivals (Woodstock, Newport, Monterey) and special concerts (The Bengal Dash Benefit at Madison Square Garden) as well as working with an individual client list including The Rolling Stones (he designed their last three tours), Carole King, Barbra Streisand, Crosby Stills & Nash and John Lennon and Yoko Ono, among others. Director Don MacIntyre won an Emmy for his work in “Great American Dream Machine,” and is known for his management of “Rock Concert” as well.

According to Chipmanok, the format of the show is creative to frank and open “rapping” at a level which relates to both audience and personalities.

TALENT ON TV

In Concert, ABC (January 4) — Seals and Crofts, Josie Colin Young, Eddie Kendricks, the Crusaders, and Walter Heth star in this, the first 1974 edition of the Wide World of Entertainment regular bi-weekly attraction.

The Midnight Special, NBC (January 4) — Regular announcer Wolfman Jack hosts the special for the 12th time. This week’s show is a compilation of sixteen taped clips of acts performing their million selling 1973 singles. The acts to be featured include Jim Croce, Dr. Hook & The Medicine Show, Edward Bear, Dovie Gray, Al Green, Chubby Knight & The Pips, Loggins & Messina, Curtis Mayfield, the O’Jays, the Pauls, Billy Preston, Charlie Rich, the Spinners, Stories, Eric Weissberg & the 440’s, and the Edgar Winter Group.

American Bandstand, ABC (January 5) — Host Dick Clark welcomes guest stars Ann Peebles and El Chcano on his first broadcast of 1974.

What do PAUL NEWMAN, ROBERT REDFORD, SCOTT JOPLIN have in common?

THE MIDNIGHT BUNNY IN THE CORN FIELD—Executive producer Burt Sugarman (left) welcomed Marty Robbins, Bobbie Bouten and Playboy publisher Hugh Hefner to the “Midnight Special” last week when Robbins hosted an all-country edition. Ms. Benton made her network singing debut on the show.

STATION BREAKS:

From: The Banana – is – Still – A-Fruit-Dept.: WXY, of Cleveland, is obviously still going bananas. Recently, the station gave away a 1974 Ford Mustang II, naturally banana yellow in color. The winner was a Mrs. Josephine Warner, so naturally the station set out promo sheets headlined “Josephine And Her Banana Machines.” There’s so much that could be humorously added, but some things are better left unsaid...

WABC, New York, has announced a couple of appointments. Cliff Love has been named editor/community affairs director and Glenn R. Morgan has been named to the post of director of production and special projects. Both appointments are effective immediately... Bill Young, p.d. of KJTL-AM & FM in Houston, has been appointed the announcement of John Young as assistant p.d. of the station. The newest Young was previously with WMAK in Nashville, Tenn. ... Also from KJTL, the station will increase their wattage to 100,000 as of January 5, 1974. Gene Goodhouse has been named account executive with KNB, San Francisco. The announcement was made by station g.m. Heber Smith (left). WYPI-FM, Austin, Texas, in a programming change, is now using Drake-Chemnitz’s Hitparade, a contemporary easy listening format... Bill Wood, station manager of KBBQ-AM & FM, has joined KMEX, Los Angeles as account executive. The appointment was made by L. David Moorhead, v.p. and g.m. of the stereo station...

Jerry Stancehki has joined the staff of WXvu in the news department. The appointment was made by news director Joe Vaughn (left). Tim Powell has been named p.d. of WPLJ-FM, in New York. He had been director of program development for the past ten months... Announcement was made by Louis A. Severino, g.m. of the station...

As we were not around last week, due to our own Christmas rush, let me be the last to wish all of you a very merry Merry and an equally happy and merry new year. Keep those cards and letters coming. See a all next year...

Later...
Scott Joplin
The King of Ragtime

The unmistakable sound of Scott Joplin’s ragtime music is currently enjoying a long overdue resurgence. “The Sting,” a Universal/George Roy Hill film, starring Paul Newman, Robert Redford, and Robert Shaw, features the piano rags of Scott Joplin. MCA Records recently released The Original Motion Picture Soundtrack from “The Sting,” conducted and adapted by Marvin Hamlisch. Hamlisch, notable composer and conductor, not only plays Joplin’s piano rags on the album, but also composed three songs for the soundtrack in the Scott Joplin vein. Hamlisch is credited with writing and conducting the musical scores for “Kotch,” “Save The Tiger,” and the Streisand-Redford film, “The Way We Were.” Join MCA in a deliciously comforting excursion into our past.

The Sting
Original Motion Picture Soundtrack
MCA-399
"Dark Lady" the newest hit single from that beautiful lady, Chér.
Produced by Snuff Garrett and arranged by Al Capps.
MCA-40161
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<th>No.</th>
<th>Album Title</th>
<th>Artist</th>
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<td>Steve Miller</td>
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<td>2</td>
<td>Goodbye Yellow Brick Road</td>
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<td>Muscle of Love</td>
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<td>Quadrophonia</td>
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Cash Box/R&B News Report

Show And Tell

Staples Go Gold

NEW YORK — The Staple Singers have received the third gold record of their career with their latest Stax single, "If You're Ready (Come Go With Me)." The song, which was originally released as part of the Stax LP, Be What You Are, was certified gold by the RIAA. Stax Records, Inc. is distributed by Columbia-Standard Label.

The Staple Singers, which consists of Mavis, Yvonne, Cleo and Pops Staples, have been singing and performing together for nearly a quarter of a century. They are enjoying their greatest success now, with all three of their gold records coming in the last few years. The other two gold singles were "Respect Yourself" and "Take You There." If You're Ready was produced by Bell, an exvice president of Stax.

See Mae James in The New Ingenue (Scotter Records)

MEETING THE MASTER — The Independents had the opportunity to spend two weeks with one of the living legends in the music world, Ray Charles, when both acts appeared together at the Latin Casino in Cherry Hill, New Jersey. The sampling of the Independents produces all of the group's recordings, including their current hit on the Wand label, "The First Time We Met," said, "It was a genuine thrill to work with Ray Charles. The man is a great artist and he's an inspiration to young performers like ourselves."

Seen above (left to right): Chuck Jackson, Ray Charles and Helena Curry, Maurice Jackson and Eric Thomas of the Independents.

ALL THAT'S JAZZ

Chico Hamilton's 'Dynamite' Push

NEW YORK — Chico Hamilton, Enterprise (Stax) recording artist and one of the younger jazz musicians is currently the focal point of a new Stax promotion campaign that features the slogan, "Dynamite Man." Special college and in-store posters, network radio spots and ads in underground college and consumer press will use the slogan. The campaign will promote Hamilton's latest album, another Side of Chico," scheduled for year-end release. The album was recorded in Los Angeles and at the Montreux Jazz Festival in Switzerland.

The "Dynamite Man" campaign is also promoting Hamilton's most extensive tour to date: Brazil in Jan., Japan in Apr. and Europe in May, June and July, 1974.

According to Victor O'Gilliam, Hamilton's manager: "1974 is our dynamite year. We will continue to conduct jazz workshops for children in public schools and colleges, as well as hold a major jazz concert for children on a one-hour TV special — and Chico Hamilton Commercial Productions will be operating full-blast."

Hamilton and his quintet are current Sampler From Impulse Includes: Barbieri, Rivers & M. Brown

HOLLYWOOD — A sampler album featuring Gato Barbieri, Sam Rivers and Marion Brown has been released by ABC/Dunhill from the Impulse catalogue. It is titled "Impulsively."

Record contains selections from the labels' backgrounds and has been shipped to radio stations in 15 markets, to be sold as a station promotion, Promotions will go to local charities. Album is going to jazz and non-jazz outlets.

A similar program was held last year during the peak buying season to help stimulate jazz interest, and the program was a great success, according to Company spokesmen, ready on tour, with dates in Ann Arbor, Detroit, New York, Boston, Cleveland and New Jersey.

The quintet consists of Alex Foster and Arlo Lawrence, both on alto sax; Barry Finney and T. J. Nathan, both on trumpet; and bassist Mike Richmond.

R & B INGREDIENTS — Johnny Gonzales and Sylvester Bradford, who have been associated with Motown Records, as producers, have resigned their positions and are now going the independent route. Their new company is called: Spyjohn Productions. They are seeking new artists and seeking material for their firm, which they may reach at: (212) 281-7028 or (212) 281-0311. This talented duo will be heard from before too much time is gone . . . Harvey Lynch, general manager of WHJR (Newark) black (rock) has recently announced that Charles Green has been appointed operations manager. Also, Jeffrey Samuel Brosseau is new Air Traffic Director. Herman Amis remains as assistant program and music director . . . the Hit Fashions, one of the three musical groups around the Horn and from (C&K Kids superstars) has signed to his Earl Monroe Productions, Inc., making its first New York appearance on the Apollo Theater's Christmas Show Bill. The show stars the Stylistics, Main Ingredient and Lee Thomas and members of the Drifters. Albert, Arthur and Tommy have worked with Buddy Miles, Mandrill, Miles Davis, the Chamber Brothers and Richie Havens . . . Lee Cross, who most recently was the music director at WXAP (Atlanta) is killed in a plane crash in Florida . . . Bandeau Foxe (Yol) "I Had A Talk With My Man," was one of the featured performers along with Carla Thomas at the recent crowning of Miss Black Memphis which was won by an absolutely stunning girl, Sandra Griffin. A talented beauty in every sense of the word. Even Adonis would smile? Donnie Brooks (WLOK) served as host, along with Lita Grey, who moved the show along. May I thank all of you beautiful people in Memphis for having me as one of the judges. It was indeed a pleasurable event. Earlie Biles (Stax secretary) was also honored with a gold plaque. It was an achievement award for young blacks. Hats must also be doffed to one particular Black woman especially to Ms. Purdie the pageant coordinator. And, it is well deserved credit to all those young ladies who performed before the packed Malaco Theatre audience and judges. Those who did not get top honors were still winners for the future. Again may we offer our congratulations to Sandra Griffin, Miss Black Memphis 1973-1974 and first runner-up, Jo Ann Black. CHECK IT OUT DEPT. — "I Wanna Be Your Main Squeeze," Carl Carlton (Black Beat) . . . "Love So Strong," Lovellites on 20th . . . Sylvia gives a "Private Performance" at Al Platinum. Also, "Get Your Thing Together" by Nick Snell on Dial. For a refresher from a hectic 73 year, always pull out "Amazing Grace". Aretha has enough cuts in that package to make you turn a '74 leaf.

don drossell

R&B Additions

WURL — NEW YORK

WRLW — Boogie Down — Eddie Kendricks — Tampa

WLAC — Dixie — Marvin Gaye — Financial Services

WYLD — NEW ORLEANS

WLLW — I Was Your Teen — Cutie

WVLW — Celtic

WUCB — To Hold On To My Woman — Lamont Dozier

WBLS — Who Do You Want Me To Do — Lou Courteen

WXWX — Let Them Talk — Z. D. Hill — UA

WZBS — Funky Dad (Part II) — Joe Quartman — GSP

WORC — WASHINGTON

The First Time We met — Independents

WDCR — You're in High — Tower of Power

WBAI — I'll Be the Other Woman — Soul Children

WLIB — Get Your Thing Together — Annette Snell — Dial

WATL — Tomorrow — Flatters — ABC

WXLS — For the Good Times — Wynold

WGNS — Abet

WBLS — Come and Get Your Love — Redbone — Epic

WCRN — CINCINNATI

WLW — Boogie Down — Eddie Kendricks — Tampa

WJZ — WXDK

WJPC — You So Unique — Billy Preston

WPMD — You So Unique — Billy Preston — Apache

WJZ — Black Out

WWL — NASHVILLE

WJZ — For the Good Times — Seventh Wonder — Abet

WJZ — Love Strong — Abet

WJZ — You're So Unique — Billy Preston

WJZ — I'm so Glad — Capital

WJZ — I'm so Glad — Capital

WJZ — Wish That You Were Mine — Manhattan — Columbia

WJZ — PHILADELPHIA

WJZ — I Was Your Teen — Donzels — Philly Groove

WJZ — The First Time We met — Independents

WJZ — You So Unique — Billy Preston

WJZ — Black Out

WJZ — Black Out

UA Releases Ikettes

HOLLYWOOD — "(G)old And New" is the title of two new releases by the Ikettes. Ike & Tina Turner's female backup singers, have been scheduled for shipment in mid-January by United Artists Records. The releases were rejected in recent weeks due to popular demand, with numerous requests received in recent years by the group.

"(G)old And New" is comprised of a series of R&B hits of old favorites of the Ikettes, Ike & Tina Turner's female backup singers, have been scheduled for shipment in mid-January by United Artists Records. The releases were rejected in recent weeks due to popular demand, with numerous requests received in recent years by the group.

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Nick Ashford of Ashford and Simpson and Mavis Staples of The Staple Singers meeting backstage at The Happy Medium in Chicago, where Ashford and Simpson had two sold-out performances recently.

Cash Box — January 5, 1974
COUNTRY LOOKING AHEAD

1 RED ROSES FROM THE BLUE SIDE OF TOWN (Ten Star Music/Twitty/MCA) — George Morgan (MCA 4059)

2 CHIP, CHIP, CHIPPENDALES (Dot) — Buddy Allen (Capitol 2047)

3 WHEN SHE'S GOOD SHE'S REALLY GOOD (Dot) — Hugh Keltz (MCA 3077)

4 HOW CAN I BE TERRY (Stevie Records 4047)

5 TURN ON YOUR LIGHT (And Let It Shine) (Stumble) — Kenny Price (Epic/RCA 058)

6 HAPPY HOUR (Blue Book) — Terry Whip (Capitol 3750)

7 DADDY NUMBER TWO (Acuff-Rose/BMI) — Little Baton (MCA 3071)

8 RAINBOW (Stevie Music) — Charlie Ramey (MCA 3072)

9 TOO MUCH PRIDE (Timely/SACPA) — George Jones (Mercury 4052)

10 TURN ON YOUR LIGHT (And Let It Shine) (Stumble) — Kenny Price (Epic/RCA 058)

11 JULY YOU'RE A WOMAN (January—BMI) — Bobby Darin (GRC 1000)

12 ALL AROUND COWBOY OF 1964 (BMI) — Buddy Alan (Capitol 3719)

13 I WANT TO LIVE (Lorenzo/Wink/Colin/Sharp) — Johnny Cash (Buena Vista 503)

14 LOOKING BACK (Capitol) — Johnny Cash (Capitol 1123)

15 WHAT WAS YOUR NAME AGAIN (July—BMI) — Kenny Linton (Capitol 3805)

16 IT HAPPENS EVERY TIME (Lovato—BMI) — Mary Lee Porter (Capitol 3805)

17 POOR SWEET BABY (Mambo—BMI) — Jack Stack (BMI 4006)

18 DADDY BLUEGRASS (Capitol) — Tommy Cooper (Capitol 3760)

19 SWEETHEART RUST (Dobro—BMI) — Tony Dowdy (Dot 1784)

20 COUNTRY BLUES (Yodel Four) (Columbia) — Tony Dowdy (Dot 1747)

Additions To Radio Identities


The Moe Bandy Show—T. Reder—Cap

WJXJ—SALEM Wrong Idols—J. Red—MCA

WCLW—MEMPHIS When Your Good Love—N. Felts—Cinn

The Rainbow In Daddy's—S. Smith—Meta

What If We're Running—L. Harrogate—Elektra KBUS—FT. WORTH I Changed My Mind—B. Walker—MGM

Wrong Idols—B. Lee—MCA

Cash Box—January 5, 1974

Top Country Albums

1. BEHIND CLOSED DOORS—Charlie Rich (Epic 32247)
2. SAWMILL—Ray Price (BMG 4907)
3. COME LIVE WITH ME—Buck Clark (Dot 2045)
4. ALL I EVER MEANT TO DO WAS SING—Billy Lee Lovett (Sire 1-681)
5. YOU'VE NEVER BEEN THIS SHY—Dolly Parton (Dot 2060)
6. REDNECKS, WHITE SOCKS, AND BLUE RIBBON BEER—Anne Murray (BMG 356)
7. SOME TIMES—Don Reno (Capitol 2046)
8. DON'T CRY NOW—Jackie DeShannon (Atlantic 40159)
9. WHERE MY HEART IS—Bobby Bare (Dot 20468)
10. LOVE IS THE FOUNDATION—Kathy Mattea (Dot 40223)

Top Country Country Roundup

Jim Munday says “The River’s To Work” by Ace Cannon is the new #1 single in country. According to reports, the company has backorders for over $100,000 worth of banjos. The next most wanted banjo for Virginia through the end of December was Eric Weissberger’s “Dueling Banjos.” According to Ace Cannon, it has been in demand for the instrument in every part of the country. Ace Cannon was sporting his latest banjo in a small store recently in Lynchburg, Virginia and again when the show played Wheeling, West Virginia three days later. The banjo was signed by the store owner. The show had been notified that Stella was sending a unique banjo to the store owner for the first time. The capacity crowds greeted Stella with gifts and there were also humorous conversations. The show was at the City Auditorium in Wheeling. Billy “Crash” Craddock’s new single for RCA Records, a ballad written by Roy Burke was “All Heaven Breaks Loose.” “Neon Rose,” by Tony Joe White is on Capitol Records.

The gas shortage doesn’t seem to affect country music. Tina Lane made her second trip to Nashville on one tank of gas from Elmshon, 30 miles north of Nashville. Tina has just signed a contract to drive a Rolls Royce, E. Thrasher, talent buyer for “The Fair” new club in Dallas, Texas, coming to Nashville in January to review new talent for club.

Larry Pinion, recording artist for Electra Records, is set to do a 10 day promotional tour of the East Coast in February, promoting his new release “Take It Home.” Charlie Roy, head of sales for King Records, is set to tour with Johnny Hart and his band recently. They were given the tour of Kuston’s factory. Johnny Hart and his band is now playing with new equipment.

Shorty Lovett’s agency has already completed 6 acts for Dean Martin’s Friday night prime-time, including Johnny Cash, Johnny Paycheck, David Houston, Jeanette Prentis and Joe Stanley. Chet Helms in Los Angeles signed the nostalgia movement, Patsy Sledd’s new single “I’ll Get Over You” is on the record of the rock hit “Chip.” According to Simon Crud, Ferlin Husky has a new single out which says Simon, “If you throw a stick, that dog will back away.”

Latest addition to the George Jones Horseshoe corral (beside his Rolls Royce bus) is a new garden. Kent Westberry and Harlan Sanders have formed a new music production operation called Crackbox Productions. The company comes from a song “Crackbox Mansion” written by the pair and recently recorded by RCA’s Josie Brown.

Johns’ Premo Camp by GRC

ATLANTA — Michael Thevis, president of General Recording Corporation (GRC), a Michael Thevis Enterprise, has announced the release of Sammy Johns’ album and the start of a promotional campaign slated to be the year’s biggest/crusader in January.

Johns, whose single “Amereis” and LP “Sammy Johns” was just released on the GRC label, in the fifth single to be released in Atlanta and produced by Larry Hopper and Dave Bruns. The members of the group during the session included Michael Melvin, Arty Munson, James White, and Carmen Ghia.

According to Thevis, the Sammy Johns campaign will feature a six-week road tour which will be handled by the newly formed Leisure Time Marketing Company, a wholly-owned sister-corporation of a data-based firm, which will work in designing as well as distributing new mechanical and novel promotional items. A special taped-in program will be played on major radio stations in top market regions.

The tour touring division will be further backing the LP and single product with a two-month tour for Sammy Johns to include colleges across the south and mid-west. This tour begins in late January.
Country In NYC Concert Series; Aronowitz Cites „New Approach“

NEW YORK — As the same huddled security of the vibrant “Woodstock Generation” held them together, so Al Aronowitz, colorful spokesman and country music entrepreneur of the “Country In New York” series, feels the mushrooming of the country music boom will succeed in carrying us all into the future. It’s a social and political and cultural thing, Mr. Aronowitz states. With a steadfast intensity he continues, “the country music boom dictates a new perspective and awareness of the country scene that culminated with the Bob Dylan Johnny Cash duet on “Nashville Skyline”. Entitled “Girl From The North Country” soon groups of the Grateful Dead picked up on these new roots and added their own blends.

A rapid musical evolution took place and artists and Merle Haggard, Tom T. Hall, Charlie Rich, and Lynn Anderson have successfully crossed over from the country to top market. Over the past few years of forays by Aronowitz finally met with success last April when George Jure, Al Arnowitz and Tammy Wynette sold out Philadelphia Hall. CBS and NBC did feature TV and that reality gave the movement enough impetus to begin spiraling.

“Country In New York” which Al is co-producing with Madison Square Garden took five months to put together. “It took from June until October 23 to book these shows,” Al said. “We went on there’s a vacuum in America. Something must stop it and the country music boom is an indication of this. “Country In New York” will be a cultural exchange between rural and urban America, and it’s getting great acceleration.”

Beginning January 19, the shows will present a rather dramatic unfolding of the history of country music in large urban areas. The ‘Big Apple’ cannot remain uncrushed and this publicty gave the movement enough impetus to begin spiraling.

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Conway Twitty (MCA 40173)

There's A Honky Tonk Angel (That'll Take Me Back In) (2:56) (Danor, BM—Tont Seals—Denny Rice)

Conway's back once again to totally captivate his audience. His newest single is a velvety smooth ballad spun out by Conway's rich voice. Sensitive lyric concerning the eternal triangle that Conway aptly sings the geometry to. Immediate response naturally! Flip: Don't Let It Go To Your Heart (2:41) (Twitty Bilt, BM—Conway Twitty—Joe E. Lewis)

Brenda Lee (MCA 40171)

Wrong Ideas (3:00) (Cullum, BM—Shel Silverstein)

Culled from Brenda's "New Sunrise" LP, this easy paced ballad is at once a pleasing song. Brenda's inimitable delivery makes her the unique songstress that she always has been. Sure, Brenda will have a drink with you but you better not get any wrong ideas. The little lady is going to really hit with this one. Flip: Something For A Rainy Day (2:54) (Sawgrass BM—Reed Collman)

Sammie Smith (Mega 204)

The Rainbow In Daddy's Eyes (3:20) (Blue Crest, BM—Dallas Frazier—Sanger D. Shafer)

A beautifully mellow ballad this tender song should land Sammi on the charts in no time. Bright lyrics conjure vivid imagery as Sammi sets the mood of this moving song. A world of illusion and unreality is aptly described. Flip: no info available.

Hurb Remington (Stoneway 1102)

I Use Wild Love (3:10) (Purcell, BM—Friday)

Culled from Hurb's "Pure Remington Steel" LP, he does Al Hirt's "Java" all to the tune of a steel guitar. A mellow sounding tune it has just enough bounce to keep the listener interested and the instrumentation is quite pleasing. This record should get some very positive response. Flip: The Pookie (2:22) (Stoneway, BM—H. Reington)

Bill Phillips (United Artists XW332-W)

New World Tomorrow (2:29) (Smokey, SESAC—W. Cargille)

Spencer HORN (Lucky Gable 1011)

Bitter Way Of Life (2:13) (Brother Carl—Lucky Mine, BM—Don Lee—Bob Duncan)

Jane Drake (Showcase 1013)

Beaty—S. Richey

Roger Bowling (Fraternity 1230)

I Want To See You (One More Time) (3:16) (Brougham, BM—Roger Bowling—Harry Carlson)

Jimmy Ellis (Sun 1311)

I Use Her To Remember Me Of You (2:40) (Sheboy, Singleton, BM—Carmon Holland)

Red Sovine (Chart 5207)

The Midnight Rider (2:100) (Big Swing, BM—Elli Phillips—Buck Jones)

Ed Bruce (United Artists XW533)

July, You're A Woman (3:00) (Annie, BM—J. Stewart)

Patsy Sledge (Mega 203)

Chip Chip (2:15) (Viva, BM—J. Barry—C. Crawford—A. Resmick)

MGM Inks

Chick Rains

New York—Songwriter-country singer Chick Rains has signed a two-year pact with MGM Records, it has been announced by Jerry Purcell, his personal manager, and Stan Mores, head of MGM. Purcell disclosed that Rains' tune, "I Wish That I Could Have Loved You More," will be recorded by Eddy Arnold on the MGM label. Mike Carl, former head of MGM Records, will produce the platter, which is scheduled for late January release.

Two Big Records

On Glenn Records

"I'll Can't Take It Anymore" by Jesse Roberts

And "I'm Still A Man" by David Lynn

DJ's Needing Copies Write LITTLE ANNIE JOHNSON Box J, Bolen, New Mexico 87002

Cash Box — January 5, 1974
Hey, Loretta, you’ve done it again! Another hit single from country’s greatest lady, also available on her latest album, “Love Is The Foundation” (MCA-355).

“Hey, Loretta”
(MCA-40150).
CBS Int'l Pub Deal On Winter, Derringer Ctlg

NEW YORK — All the songs written and recorded by Johnny and Edgar Winter and by Rick Derringer have been set for sub-publishing for the world outside of the U.S. and Canada by CBS International. The deal was announced by Sol Rabinowitz, CBS Int'l vp. Included in the agreement, which was set with Steve Paul, are all the copyrights in Heirophant Publishing Co., Derringer Music Inc., Winter Blues Music Inc. and Silver Steel Music Inc.

Other sub-publishing agreements were reached by CBS Int'l and Playboy Music for Latin America, and with Brian Rohan of San Francisco for the Latin American sub-publishing of material by such performers as Earth, Wind & Fire, Latin Lover, Blue Cheer, the Sir Douglas Quintet, Shivers Head Band, the Tower of Power, Elvin Bishop, Jesse Colin Young, Malo, Lamb, Pamela Polland and Copperhead.

Energy Crisis Cancels Dawn Foreign Trip

HOLLYWOOD — Fearful of complications that could arise from the energy crisis that has struck Europe as well as the United States, manager Dick Broder has cancelled a series of overseas concerts scheduled for Jan. 1 by Tony Orlando and Dawn.

"It is simply too risky," explained Broder, of Marc Gordon Productions, Los Angeles. "Given the fuel shortage over there, callbacks on jet service, talk of energy blackouts in some areas, a few strikes and other problems, we didn't want to chance the trip."

Tony Orlando and Dawn were scheduled to appear in Britain, Spain, France, Germany, Holland and Vienna. Broder put the gross loss "in six figures."

The trio was heading overseas in the wake of two major record hits: "Tie a Yellow Ribbon 'Round the Old Oak Tree" and "Say, Has Anybody Seen My Sweet Gypsy Rose?" "Tie a Yellow Ribbon" was the largest-selling single of the year internationally, according to Broder, having climbed to No. 1 on more than a dozen international charts.

Victor Music Ind. Raises LP Prices

TOKYO — As of Dec. 16, 1973, Victor Musical Industries Co., has raised the prices of its LP's by an average of 20%. The increase was explained by the higher cost of raw materials and artists' advances. The firm further stated that it was unable to absorb these higher costs without charging more per unit. At the same time, the company announced that it was maintaining the level of prices on singles at least until next spring.

Fete Opens New Phonogram Int'l Offices In Baarn

BAARN — Phonogram International's new office building in Baarn, The Netherlands, was officially opened on Thursday, Dec. 13 by Piet Schellevis, president of the company. (Previously arriving from the traditional ribbon cutting ceremony following the ceremony for receiving the company,) Schellevis struck a tuning fork, and the tape for the new building's dedication, filling the reception hall with a fanfare by Charpentier. At the same sound vibrations were picked up and translated into image by means of a laser beam.

Some 130 guests were present at the opening, including the Mayor of Baarn, Counsellors, architects and contractors, and management and members of the employees' representative council. It was also an exciting day for the five billionth of Baarn, who after the building had been officially opened, were presented with a complete stereo installation and a basic record library. Schellevis also presented the Public Librarian of Baarn a check for new additions to the library.

Phonogram International was also presented with gifts in the form of two large art canvases, which are hung on the central stairs of the new building. One canvas was presented by the building's architect, D. Zuidema-hoek, and interior designer, Kho Liang Ie, and the other by the contractors. After the official ceremony, the guests wandered freely through the new building, with its open plan interior.

An interesting feature to many visitors was the exhibition of art work by members of Phonogram International's staff. Organized by Cor van Tol, head of design, the exhibition showed the faces of the people whose daily task it is to design posters, record-sleeves, advertisements, and so on. It was a fascinating additional feature of Phonogram International's new office building.

Japan Year-End Sales Strong

Cash Box — January 5, 1974

TOKYO — Year end retail sales have shown a very strong tone in Japan according to a survey conducted by the Cash Box Tokyo Office. Almost all retail shops reported excellent increase over normal sales and they expected to reach new record sales after Dec. 30, and at the beginning of the new year.

A-shop: reported good sales with a significant increase of 30% over normal sales. The increase of customers was characteristic.

B-shop: reported excellent sales and succeeded to accomplish new record sales.

Victor Music Ind. raises LP prices...
Wurlitzer Sweepstakes Send Alaska Op and His Wife on San Francisco Holiday

SAN FRANCISCO — As a result of a Sweepstakes sponsored last year by Wurlitzer, Jack Griffin of Crown Vending in Anchorage, Alaska, was invited to an all-expense paid trip to San Francisco. Accompanied by his wife, Griffin was treated to five days and four nights in the luxurious, new Hyatt Hotel in Union Square as well as the run of sight-seeing attractions of the Bay area. Dennis Wilke, Wurlitzer Field Service Engineer, qualified for the trip by conducting the Wurlitzer Service Seminar in which Mr. Griffin participated. The Sweepstakes was among only those people who attended a regularly scheduled Wurlitzer two-day Service Seminar. Mr. and Mrs. Griffin were the lucky recipients of the Wurlitzer Service-man's Sweepstakes' Grand Prize when Music Operators of America officials drew his entry this summer at a special drawing in the Chicago Playboy Club. The drawing was presided over by A. D. Palmer, Jr., Wurlitzer Advertising and Sales Promotion Manager. Bonnie Yorke of the MOA drew the winning entry. The Sweepstakes was the first conducted by Wurlitzer, and for that matter any other major phonograph manufacturer, in which service representatives were afforded the opportunity to win a Grand Prize.

Jerry Gordon Managing Seebeu Distributing

CHICAGO — Jerry Gordon of the Seebeu Products Division, has been appointed general manager, Seebeu Distributing and will be responsible for all departments of that division. Gordon is no newcomer to the Seebeu family. In his seven year tenure with Seebeu he has been involved with all aspects of corporate finance and was at one time controller at Williams Electronics, the amusement game manufacturing division of Seebeu Industries.

Gordon is a graduate of Chicago's Roosevelt University where he received his degree in Finance and Business Administration. He currently resides in Buffalo Grove, a Chicago suburb with his wife and two children.

Colombia Records superstar Johnny Mathis (right) recently paid a visit to the Rock-Ola factory in Chicago during his engagement at the Arie Crown Theater in McCormick Place. Firm's general sales manager Ed Davis (left) joined Johnny on a tour of the line where the latter signed autographs for production employees. The duo are shown above admiring Rock-Ola's new model 451 phonograph.

Mathis Visits Rock-Ola

NUTTING ASSOCIATES-SETS

MOUNTAIN VIEW, CALIF. — Nutting Associates, Inc. has just announced their new plans for the Canadian market. The announcement was made jointly by Rui Lopes, executive vice president of Nutting and Dale Johnson, president of Dale Distributing Ltd.

Nutting and Dale are engaged in a long-range, multi-phase program aimed at providing their Canadian customers with "the best equipment and factory services." The first three phases of the program include the exclusive distribution of Nutting’s products in Canada by Dale, the opening of a factory customer service center and the offering of operation and maintenance factory courses for all customers.

The first service center will be opened in Toronto, with others in Vancouver and Montreal to follow at a later date. “These first three steps will provide Nutting’s Canadian customers with the same reliable, speedy and quality factory service offered to the USA customers,” Lopes declared.

Deal with Dale

United’s "Royal Hawaiian" Shuffle Alley

is the New Leader in 6 Player, Fun & Skill Puck Bowling Games.

Hi-Low, the New Feature, presents an exciting twist for fast-action games—the Early Frames Set the Pace.

3 Ways to Play — Strike 90, Flash, Regulation, Hi-Low, Roll.

Pricing — 25¢ Play is the Profit Way.

Cash Box — January 5, 1974
CHICAGO CHATTER

Happy New Year! We all look forward to 1974 with much optimism, and we look back on 1973 as a banner year in our industry. At preствие we received a copy of MOA’s final newsletter of the year in which mention was made of the association’s promotion during the past year. A British newsletter mentioned that 1973 was the biggest year in the association’s history. Although a substantial increase in members was noted in the 1973 newsletter, it also noted that a number of potential members were lost during the year. The number of exhibitors who participated in last year’s historic Expo have already requested additional exhibit space for this year’s convention which necessitated the securing of additional space at the Conrad Hilton for the 1974 show. Another record breaking event last year was the annual IAAPA convention, held at the Marriott in Atlanta, Georgia. Attendance reached an all time high and the number of exhibitors totaled 350, encompassing manufacturing, operating, and service sectors of the industry. Approximately 100 foreign members and visitors were registered. The convention is now on record as the most successful in the association’s fifty-five year history.

NAMA’s 1974 Subscription

The 1974 NAMA subscription is underway. We received a phone call from Mr. Granger, 1974 president, indicating that the attendance of NAMA’s 1974 convention, held in Phoenix, Arizona, was 900. We also heard that Mr. Granger had been invited to speak at the Conference of the Association of General Operators in the Dallas area. The sessions were conducted by John Schwab of Automatic Products and Empire’s own Joe Egger.

JOEL KLEEMAN AND SAM COOPER of Pioneer Sales & Services look to the New Year with much optimism. At present, all departments out there are very busy. Rowe phonographs are doing extremely well, according to Joel, as are vending equipment and Pioneer’s games lineup. He said ’73 was a very good year for them and anticipates another busy year in ’74.

CLINT AND MARIE PIERCE of Pierce Music in Broxburn asked us to extend holiday greetings to everyone—which we are happy to do.

IN THE NEWS: John Jankowski of Radio Doctors lists the following as very active with area operators: “Love Theme” by the Love Unlimited Orchestra (20th Century), “Last Kiss” by Wednesday (Sussex), “I Love You” by Tom T. Hall (Marystyle). We received the following in December” by Merle Haggard (Capitol) and “Let’s Go All the Way Tonight” by Mel Tillis and Sherry Bryce (BMD).

CALIFORNIA CLIPPINGS

The final figures are not in yet, but C. A. Robinson Company’s Hank Tronick said it’s “nix” that ’73 will prove to have been the biggest year in the company’s history. Hank thanks the firm’s many customers and games suppliers . . . A.C.A.’s export arm will be ably represented at the Amusement Trades Exposition in London end by Mieke Gremannth and others from the firm . . . Mieke, by the way, spent the holidays in New York City; he and wife Mildred visiting with their two sons and daughter on Long Island . . . Alaska operators just then begun their new year in San Diego, courtesy of the Wurzitzer Company (after winning their Serviceman’s Sweepstakes last year) delayed so long in taking the trip because he suffered a serious auto accident the very week his name was picked from the hat. But he’s in pretty good shape now, thank you . . . The staff of Cash Box would like to wish its good friends everywhere a very happy new year.

UPPER MID-WEST

ROY FOSTER, Sioux Falls, in the city for a few days making the rounds and visiting his son and family . . . Mr. & Mrs. James Donatelli, in town for the day. Jim expects a very busy New Years Eve at his Club 70 which is a very lively place and good eating . . . The Earl Porters and the Tony Ratchfordys have returned from a two week Caribbean vacation. Arriving in Chicago on their way home Earl had some mild chest pains but is feeling o.k. now . . . The Music & Vending Ass’n of South Dakota held their quarterly meeting at Huron, Dec. 16-17, Sunday & Monday. Instead of the usual banquet Monday evening they had the banquet Sunday evening and after the afternoon meeting everyone went home. Hosting the event were Mr. & Mrs. Ronnie Manolits, Huron. Operated by his wife, the meet were, Mr. & Mrs. Ronnie Manolits, Mr. & Mrs. Dave Schroeder, Dean Schroeder, Mr. & Mrs. Earl Porter, Mr. & Mrs. Herman Warn, Buzz Olgiliver, Dick Peryton. Charter members, Mr. & Mrs. Ralph Harvey, and Mr. & Mrs. Darow Manolits, D. Distributing Company, Brookside, South Dakota, and others.

The first of the year was held in Chicago and the operators were there in full force.

BURLINGTON ENTERPRISES

Also Mac Hasvold, Hasvold Vending, Sioux Falls . . . Jerry Lawler in town for the day as were Ernie Eklilla and Mr. & Mrs. Dennis Kline. Also in town were Mr. & Mrs. Herman Warn are leaving for a nice long vacation in Phoenix . . . A very lovely Christmas party for all the employees and friends at Lieberman Enterprises in Woodstock. Also in town were Mrs. A. Clouseau, in Phoenix looking for an apartment they expect to stay several months.
COIN MACHINES WANTED

WANTED ALL TYPES OF NEW AND OLD SLOT MACHINES, ARCades, pinball machines, etc. We are interested in all Makes & Models to include kiddie rides, game stands, etc. We have terrific cash out rates on all types of machines. We have a NETWORK of customers in all the major cities. LOCAL & LONG DISTANCE CALLS WELCOME. FREE TO-LEAD OFFER. 1-800-953-8455.

COIN MACHINES FOR SALE


POOL TABLES—Large selection of 30 makes and models including but not limited to American and Brunswick. Attractive finishes and selection of pool tables suitable for a range of uses. Information on all pool table brands available. Contact us for more details.


CLASSIFIED AD CLOSING WEDNESDAY

Send all copy to: CASH BOX, 119 West 75th St., N.Y., N.Y. 10019

CLASSIFIED AD RATE $25 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as words. Time limit: 50 words. All Orders for Classified Advertising. If cash or check is not enclosed with order, your classified ad will be held for one week. Include your check or cash. NOTICE—$115 Classified Advertisers (Outside USA add $78 to your rate) are entitled to a classified ad of 40 words each in week's issue for a period of One Full Year, 52 consecutive weeks. You are urged to change your Classified Ad each week. Your ad will be charged over $75.00 in words over 40 will be billed at the rate of $25 per word. Please count words carefully. Be sure your name and address is correct. To reach New York publications office by Wednesday, 12 noon, of preceding week to appear in the following week's issue.

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WANTED ALL TYPES OF NEW AND OLD SLOT MACHINES, ARCades, pinball machines, etc. We are interested in all Makes & Models to include kiddie rides, game stands, etc. We have terrific cash out rates on all types of machines. We have a NETWORK of customers in all the major cities. LOCAL & LONG DISTANCE CALLS WELCOME. FREE TO-LEAD OFFER. 1-800-953-8455.
"Sunshine On My Shoulders"

By John Denver

John's hit song that exploded following the TV Special "Sunshine." The new single forced from the album "Poems, Prayers and Promises."