

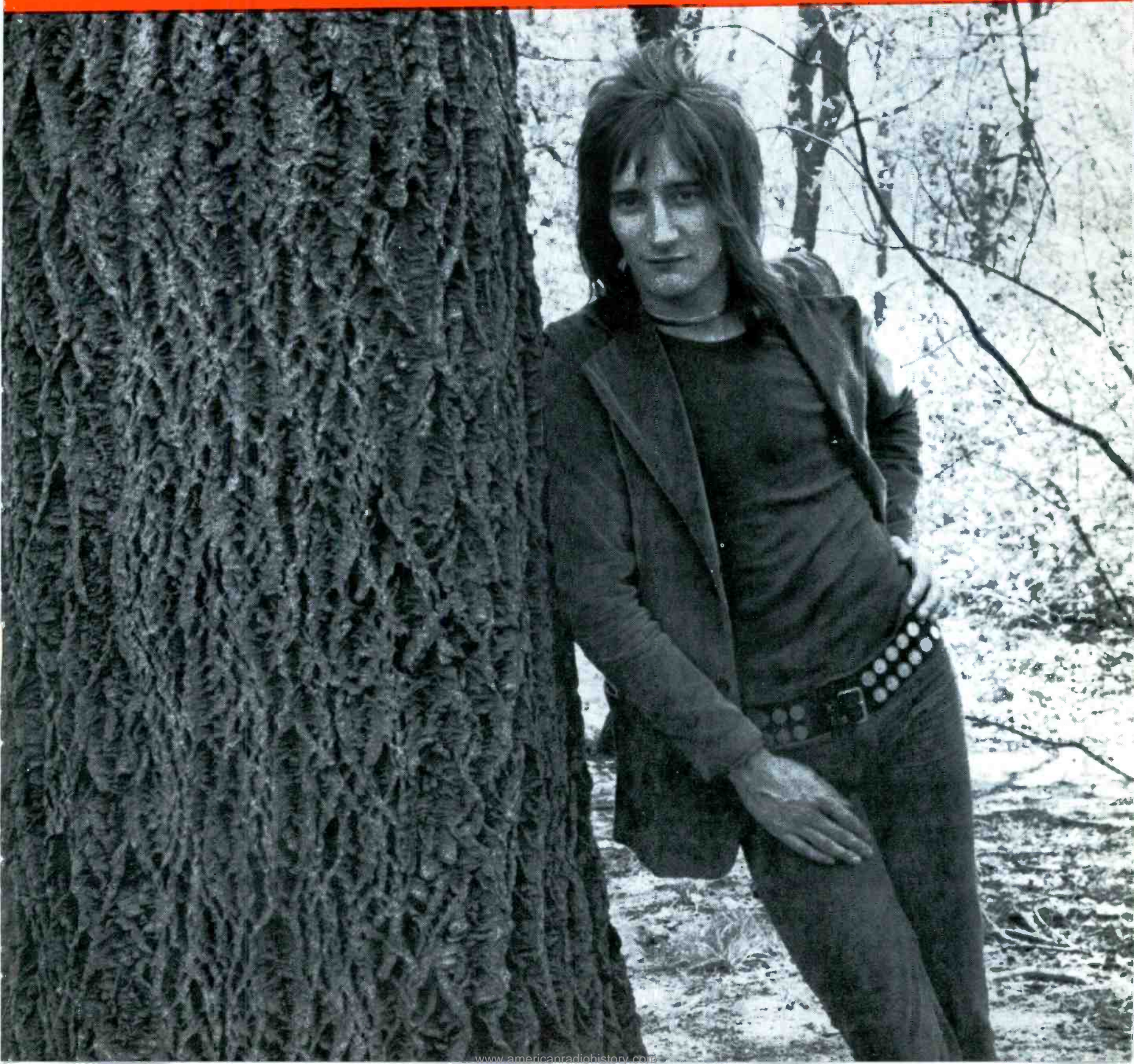
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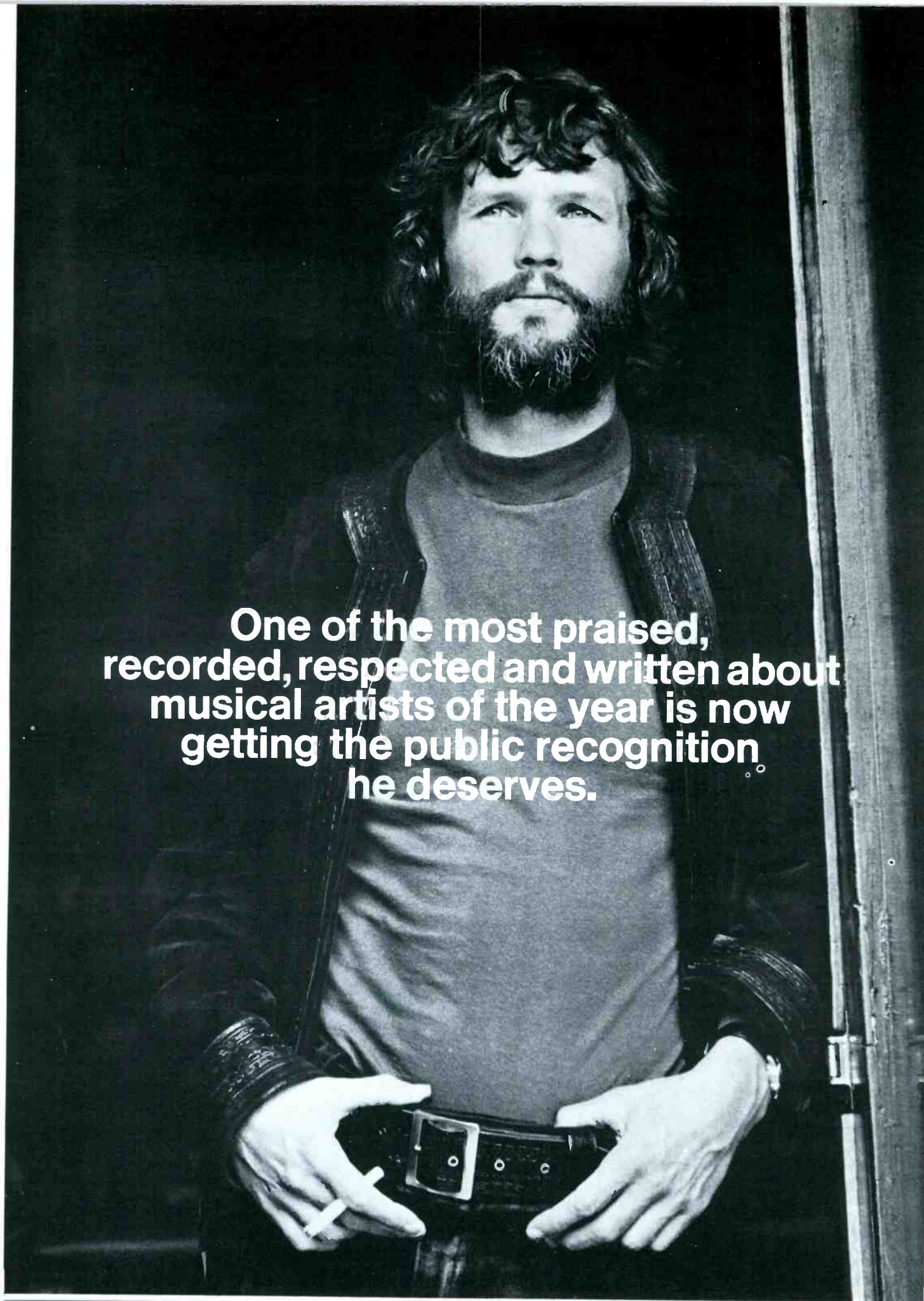
Cash Box

August 7, 1971

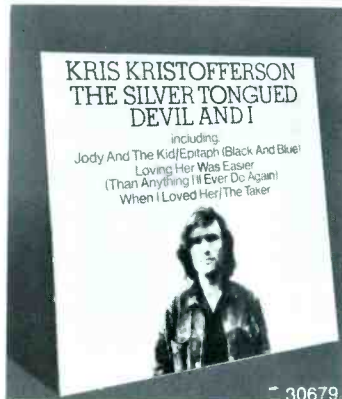
Coping With Change That Speeds By (Ed).RIAA: '70 Industry Sales Up 4.7% ... Tony Martell President Of Famous Music... Uttal Cautions Biz On Socio Factors... Col's Gold: Price Of Panic Has Gone Up... RCA Re-signs Airplane Through Grunt Label

ROD STEWART: HIS 'PICTURE' TELLS A STORY





One of the most praised,
recorded, respected and written about
musical artists of the year is now
getting the public recognition
he deserves.



Kris Kristofferson's just-released album, "The Silver Tongued Devil and I," has risen to Number 30 with a bullet on the *Cash Box* charts in just two short weeks.

And the response to "Loving Her Was Easier (Than Anything I'll Ever Do Again)," a song from the album, is simply beautiful. It's getting

a phenomenal amount of air play on many major Top-40 stations throughout the U.S.

Maybe the public is just enjoying a fine, poignant song sung the way it first sounded in the writer's mind. Or maybe talent, patience and perseverance *are* their own rewards, after all.

Kris Kristofferson's new single.

"Loving Her Was Easier (Than Anything I'll Ever Do Again)."

On Monument Records 

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ENGLAND

DORRIS LAND
3 Cork Street
London W1
Tel. 01-7342374

GERMANY

CHRISTIAN TOERSLEFF
2 Hamburg 56
Leuchtturm Weg 30
Tel: 34-91-94-86

BRAZIL

PEDRO FRAZAO
DE VASCONCELOS
Rue Frei Caneca, 11, Apt. 13
Sao Paulo, S.P., Brazil
Tel: 257-15-58

ARGENTINA

MIGUEL SMIRNOFF
Belgrano 3252, Piso 4 "B"
Buenos Aires, Argentina
Tel: 89-6796

CANADA

WALT GREALIS
RPM
1560 Bayview Ave.
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Tel: (416) 489-2166

FRANCE

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5 Rue Alfred Dormeuil
78 Croissy
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SPAIN

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Presidente Carmona, 11
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Tel. 270-2915

HOLLAND

PAUL ACKET
Theresiastraat 59-63
The Hague
Tel: 837700

ITALY

GABRIELE G. ABBATE
Viale A. Doria 10
20124 Milano

BELGIUM

ETIENNE SMET
Postbus 56
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AUSTRALIA

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ANTONIO SENS
Tiber 100 — 7 y 8 Pisos
Mexico 5, D.F.
Tel: 525-39-52 11-62-96

JAPAN

Adv. Mgr.
SACHIO SAITO
1-11 2-Chome Shinbashi
Minato-Ku, Tokyo
Tel: 504-1651
Editorial Mgr.
FUMIYO TACHIBANA
1-11 2-Chome Shinbashi
Minato-Ku, Tokyo
Tel: 504-1651

Coping With Change That Speeds By

Change, of course, has a consistency about it. Yet, what the music business is confronted with—and all areas of our society, for that matter—is change at a greatly accelerated pace. Alvin Toffler, in his best-seller, "Future Shock," questions whether man can cope with vast technological and social upheaval, admittedly of his own design. Things at this point are not quite out of hand to fail to ponder this in relation to the music business, and measures it must undertake or, at least, weigh in order to cope with ever-changing demands.

Music, for instance, is in a constant state of change. No longer can one be self-confident on the course music will take in the immediate future. Applying Toffler's reasoning, if it took rock music a decade or so to dominate the popular idiom, it may take another form of the sound of music to achieve dominance in perhaps half that time. If many labels and music publishers failed to see the slower evolution of rock, how many will be able to cope and adjust to a more speedy shift in musical emphasis? Only recently, for

example, have the major old-line music publishers—confronted with "present shock"—seen fit to update themselves in view of the declining use of their "standard" catalogs, once viewed as a money-in-the-bank proposition no matter what "minor" musical tremors to come along.

Obviously, the conduct of one's business in an atmosphere of unprecedented tremors of change is not made easier. It's tougher, unsettling, reaching not only into the areas of artists and material, but the very mechanics of the business (e.g. wholesaling). It's harder to be on-your-toes when the foundation one is standing on is seeking a new base. The younger generation of music men now see the havoc that can be wrought by a tight economy, with the restrictions it places on the desire to feel-out new sources of creativity and the need to promote it in the market place.

This is, indeed, a time of great challenge. One that requires a heady re-appraisal of every aspect of one's endeavors. Solutions pose further questions. Progress creates new uncharted courses.

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Cash Box — August 7, 1971

1	YOU'VE GOT A FRIEND	James Taylor-Warner Bros. 7489	3	4	36	I JUST WANT TO CELEBRATE	Rare Earth (Rare Earth) 5031	47	66	68	ONE-WAY TICKET	Tyrone Davis-Dakar	624	75	80
2	HOW CAN YOU MEND A BROKEN HEART	Bee Gees-Atco 6824	6	7	37	WHAT YOU SEE IS WHAT YOU GET	Dramatics-Voit 4058 (Dist: Stax)	46	56	69	IT'S THE REAL THING	Electric Express-Linco 1001 (Dist: Atlantic)	73	77	
3	DRAGGIN THE LINE	Tommy James-Roulette 7103	5	6	38	FUNKY NASSAU	Beginning Of The End-Alston (Dist: Atlantic)	16	10	70	SWEET CITY WOMAN	Stampeders-Bell 120	83	—	
4	MR. BIG STUFF	Jean Knight-Stax 0088	2	3	39	I'M LEAVIN'	Elvis Presley-RCA 9998	43	53	71	TAKE ME GIRL, I'M READY	Jr. Walker & All Stars-Soul 35084 (Dist: Motown)	—	—	
5	DON'T PULL YOUR LOVE	Hamilton, Joe Frank & Reynolds-Dunhill 4276	1	2	40	RIDE WITH ME	Steppenwolf-Dunhill 4283	49	55	72	GOT TO HAVE YOUR LOVIN'	King Floyd-Chimneyville 439 (Dist: Atlantic)	74	84	
6	INDIAN RESERVATION	Raiders-Columbia 45332	4	1	41	MIGHTY CLOUDS OF JOY	B. J. Thomas-Scepter 12320	44	45	73	THE STORY IN YOUR EYES—	Moody Blues—Threshold 67006 (Dist: London)	—	—	
7	TAKE ME HOME, COUNTRY ROAD	John Denver-RCA 0445	10	15	42	AIN'T NO SUNSHINE	Bill Withers-Sussex 219 (Dist: Buddah)	59	71	74	TIRED OF BEING ALONE	Al Greene—Hi 2194 (Dist: London)	84	—	
8	BRING THE BOYS HOME	Freda Payne-Invictus 9092 (Dist: Capitol)	7	12	43	LOVE MEANS	Sounds of Sunshine-Ranwood 896	40	44	75	K-JEE	Nite Liters—RCA 0461	87	—	
9	MERCY, MERCY, ME (ECOLOGY)	Marvin Gaye-Tamla 54207	11	17	44	SHE DIDN'T DO MAGIC	Lobo-Big Tree 116 (Dist: Ampex)	48	50	76	MAGGIE	Redbone-Epic 10670	86	96	
10	HOT PANTS	James Brown-People 2501	14	16	45	IT'S SUMMER	Temptations-Gordy 7109	55	64	77	HYMN #43	Jethro Tull-Reprise 1024	79	86	
11	SWEET HITCH-HIKER	Credence Clearwater Revival-Fantasy 665	15	27	46	GET IT ON	Chase-Epic 10738	26	13	78	WEDDING SONG (THERE IS LOVE)	Paul Stookey—Warner Bros. 7511	88	—	
12	SOONER OR LATER	Grass Roots-Dunhill 4279	13	14	47	I HEAR THOSE CHURCH BELLS RINGING	Dusk-Bell 990	50	—	79	CRAZY LOVE	Helen Reddy-Capitol 3138	82	92	
13	WHAT THE WORLD NEEDS NOW ABRAHAM, MARTIN & JOHN	Tom Clay-Mowest 5002	18	28	48	SUMMER SAND	Dawn-Bell 107	34	19	80	WHERE EVIL GROWS	Poppy Family—London 148	89	—	
14	LOVE THE ONE YOU'RE WITH	Ipsley Bros.-T-Neck 930 (Dist: Buddah)	17	24	49	WILD HORSES	Rolling Stones-Rolling Stones 19101 (Dist: Atlantic)	38	18	81	LIKE AN OPEN DOOR	Fuzz-Galla 177 (Dist: Roulette)	78	70	
15	NEVER ENDING SONG OF LOVE	Delaney & Bonnie & Friends-Atco 6804	19	25	50	THAT'S THE WAY I'VE ALWAYS HEARD IT	Carly Simon-Elektra 45724	39	13	82	IF YOU REALLY LOVE ME—	Stevie Wonder—Tamla 54208 (Dist: Motown)	—	—	
16	HERE COMES THAT RAINY DAY FEELING	Fortunes-Capitol 3086	8	11	51	GO DOWN GAMBLIN'	Blood, Sweat & Tears—Columbia 45427	67	—	83	I AIN'T GOT TIME ANYMORE	Glass Bottle-Avco 4575	94	100	
17	SIGNS	Five Man Electric Band-Lionel 3213 (Dist: MGM)	20	21	52	I'M A BELIEVER	Nell Diamond-Bang 586	56	59	84	INDIAN SUMMER	Audience-Elektra 45732	85	89	
18	MAYBE TOMORROW	Jackson 5-Motown 1186	21	26	53	WHERE YOU LEAD	Barbra Streisand-Columbia 45415	62	73	85	CHIRPY CHIRPY CHEEP CHEEP	Mac & Katie Kissoon—ABC 11306	96	—	
19	BEGINNINGS	Chicago-Columbia 45417	22	23	54	MOTHER FREEDOM	Bread-Elektra 45740	58	62	86	ALL DAY MUSIC—	War—U.A. 50815	—	—	
20	LIAR	3 Dog Night-Dunhill 4282	23	35	55	SLIPPED, TRIPPED AND FELL IN LOVE	Clarence Carter—Atlantic 2817	65	—	87	COME BACK HOME	Bobby Goldsboro-U.A. 50807	90	91	
21	IT'S TOO LATE	Carole King-Ode (Dist: A&M)	12	5	56	RESURRECTION SHUFFLE	Tom Jones-Parrot 40064	42	37	88	REASON TO BELIEVE	Rod Stewart-Mercury 73224	91	94	
22	RINGS	Cymarron-Entrance (Dist: Epic)	24	29	57	GOOD ENOUGH TO BE YOUR WIFE	Jeannie C. Riley-Plantation 75	68	75	89	I LIKE TO DO IT	People's Choice—Phil.—L.A. Of Soul 349 (Dist: Jamie/Guyden)	99	—	
23	I DON'T WANNA DO WRONG	Gladys Knight & Pips-Soul 35083 (Dist: Motown)	9	9	58	HE'S SO FINE	Jody Miller-Epic 10734	61	65	90	NOBODY	C. Wright & 103rd St. Rhythm Band-Warner Bros. 7504	81	88	
24	RIDERS ON THE STORM	Doors-Elektra 45738	35	41	59	GO AWAY LITTLE GIRL	Donny Osmond—MGM 14285	—	—	91	GONNA BE ALRIGHT NOW	Gayle McCormick-Dunhill 4281	92	93	
25	SMILING FACES SOMETIMES	Undisputed Truth-Gordy 7108	33	48	60	SATURDAY MORNING CONFUSION	Bobby Russell-U.A. 50788	71	—	92	THE BREAKDOWN—	Rufus Thomas—Stax 0098	—	—	
26	WON'T GET FOOLED AGAIN	The Who-Decca 32846	36	46	61	HILL WHERE THE LORD HIDES	Chuck Mangione-Mercury 73208	64	69	93	CANDY APPLE RED—	R. Dean Taylor—Rare Earth (Dist: Motown)	—	—	
27	MOON SHADOW	Cat Stevens-A&M 1265	28	36	62	I WOKE UP IN LOVE THIS MORNING	Partridge Family—Bell 45130	—	—	94	GOODBYE MEDIA MAN	Tom Fogerty—Fantasy 661	—	—	
28	SPANISH HARLEM	Aretha Franklin—Atlantic 2817	54	—	63	YOU'RE THE ONE FOR ME	Joe Simon-Spring 115 (Dist: Polydor)	66	67	95	WE ARE NEIGHBORS	Chi-Lites—Brunswick 55455	—	—	
29	YOU'VE GOT A FRIEND	Roberta Flack & Donny Hathaway-Atlantic 2808	30	39	64	BANGIA DESH	George Harrison—Apple 1836	—	—	96	THE NIGHT THEY DROVE OLD DIXIE DOWN	Joan Baez—Vanguard 35138	—	—	
30	CHICAGO	Graham Nash-Atlantic 2804	29	31	65	STICK UP	Honey Cone—Hot Wax 7106 (Dist: Buddah)	80	—	97	I LOVE THE WAY YOU LOVE	Betty Wright-Alston 4594 (Dist: Atlantic)	98	99	
31	IF NOT FOR YOU	Olivia Newton John-Uni 55281	37	43	66	HE'S GONNA STEP ON YOU AGAIN	John Kongos-Elektra 45729	72	76	98	DO YOU KNOW WHAT I MEAN	Lee Michaels—A&M 1262	—	—	
32	WATCHING THE RIVER FLOW	Bob Dylan-Columbia 45409	31	33	67	RESURRECTION SHUFFLE	Ashton, Gardner & Dyke-Capitol 3060	45	40	99	IT'S ABOUT TIME	Dillard—Anthem 101 (Dist: U.A.)	—	—	
33	RAINY JANE	Davy Jones-Bell 45111	32	32						100	I'D RATHER BE SORRY	Ray Price—Columbia 45425	—	—	
34	DOUBLE BARREL	David & Ansil Collins-Big Tree 115 (Dist: Ampex)	27	30											
35	TREAT HER LIKE A LADY	Cornelius Brothers & Sister Rose-U.A. 50721	25	8											

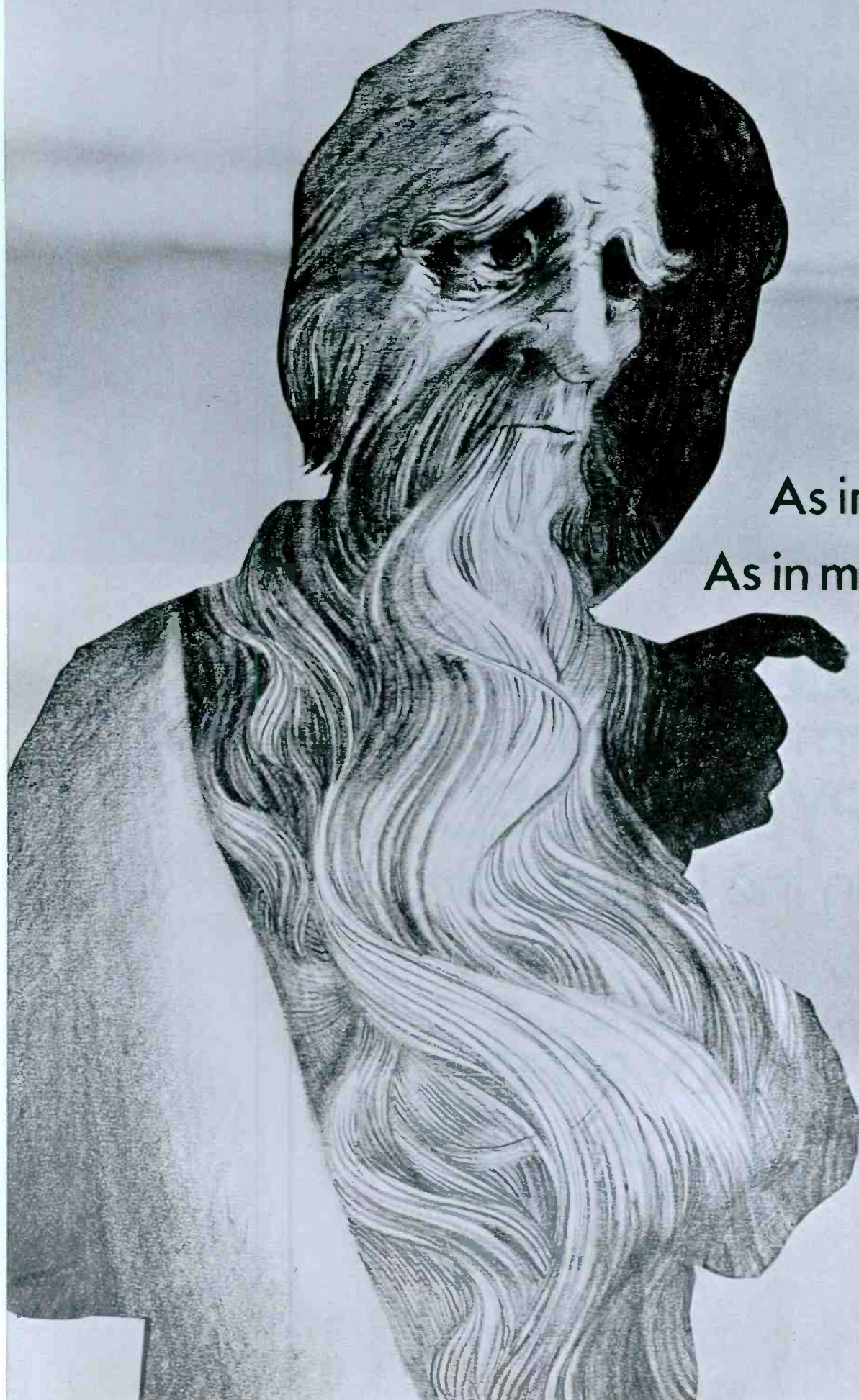
ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

Ain't No Sunshine (Interior—BMI)	42	Here Comes That Rainy Day Feeling	16	Liar (Mainstay—BMI)	20	Sooner Or Later (Zeckley/Paris Bros.)	12
All Day Music (Far Out Music—BMI)	86	Hill Where The Lord (Rohaba/Screen Gems Col—BMI)	61	Like An Open Door (Ferncliff/Jamf—BMI)	81	Spanish Harlem (Progressive-Trio—BMI)	28
Bangla Desh (Jobete—BMI)	64	Hot Pants (Cried—BMI)	10	Love Means (Bon-Ton—BMI)	43	Stick Up (Gold Forever—BMI)	65
Breakdown (East Memphis Music—BMI)	92	How Can You Mend A Broken Heart (Warner/Tamerlane—BMI)	2	Love The One You're With (Gold Hill—BMI)	14	Story In Your Eyes (Pro-Cheshire—BMI)	73
Bring The Boys Home (Gold Forever—BMI)	8	Hymn #43 (Chrysalis—ASCAP)	77	Maggie (Novatene—BMI)	76	Summer Sand (Pocketful of Tunes/Saturday—BMI)	48
Candy Apple Red (Jobete—BMI)	93	If You Really Love Me (Jobete—BMI)	82	Maybe Tomorrow (Jobete—BMI)	18	Sweet City Woman (Coral Music—BMI)	70
Chicago (Living Room—BMI)	30	If Not For You (Big Sky—ASCAP)	31	Mighty Clouds Of Joy (Jobete)	41	Sweet Hitch-Hiker (Greasy King—BMI)	11
Chirpy Chirpy Cheep Cheep (Interson USA—ASCAP)	85	I Ain't Got (Leads—ASCAP)	83	Mercy, Mercy, Me (Jobete)	9	Take Me Girl, I'm Ready (Jobete—BMI)	71
Come Back Home (Detail—BMI)	87	I'd Rather Be Sorry (Buckhorn Music—BMI)	100	Moon Shadow (Irving—BMI)	27	Take Me Home Country Roads (Lane—ASCAP)	7
Crazy Love (Van-Jan/W.B. Music—ASCAP)	79	I Don't Want To Do Wrong (Jobete—BMI)	23	Mother Freedom (Screen Gems/Col—BMI)	54	Tired Of Being Alone (Jec—BMI)	74
Do You Know What I Mean (La Brea Music/Sattwa—ASCAP)	98	I Like To Do It (Dandelion—BMI)	89	Mr. Big Stuff (Malaco—BMI)	4	That's The Way I've Always Heard It (Quakenbush/Kensho—ASCAP)	50
Don't Pull Your Love (Scents & Pence—BMI)	5	I Hear Those Church Bells Ringing (Pocketful of Tunes/Saturday—BMI)	47	Never Ending Song Of Love (Metric—BMI)	15	Treat Her Like (Unart/Stagedoor—BMI)	35
Double Barrel (Inter Global—BMI)	34	I Just Want To Celebrate (Jobete—BMI)	36	Night They Drove (Canaan Music—ASCAP)	96	Watching The River Flow (Hog Music—BMI)	32
Draggin The Line (Big 7—BMI)	3	I Love The Way You Love (Sherlyn—BMI)	97	Nobody (Sherman Wright/W.B. Music—ASCAP)	90	We Are Neighbors (Hog Music—BMI)	95
Funky Nassau (Sherlyn—BMI)	38	I Woke Up In Love This Morning (Screen Gems/Col—BMI)	62	Reason To Believe (Koppleman & Rubin—BMI)	33	What The World Needs (Blue Sea/Jac—ASCAP)	13
Get It On (Cha-Bil—ASCAP)	46	I'm A Believer (Screen Gems/Col—BMI)	52	Resurrection Shuffle	88	What You See (Groovesville—BMI)	37
Go Away Little Girl (Screen Gems/Col—BMI)	59	I'm Leavin' (Presley/Oten—BMI)	39	Riders On The Storm	56-67	Where Evil Grows (Gone Fishin'—BMI)	80
Go Down Gamblin' (Blackwood/Minnesinger—BMI)	51	Indian Reservation (Acuff-Rose—BMI)	6	Ride With Me (Duchess—BMI)	24	Where You Lead (Screen Gems/Columbia—BMI)	53
Good Enough To Be Your Wife (Belwin Mills—ASCAP)	57	Indian Summer (R&M—ASCAP)	84	Rings (Unart—BMI)	22	Wedding Song (P. D. Foundation—ASCAP)	78
Goodbye Media Man (Woodmount—BMI)	94	It's About Time (Douglas Hatfield Foundation—BMI)	99	Saturday Morn (Pix, Russ—ASCAP)	60	Wild Horses (Gideon—BMI)	49
Gonna Be Alright Now (Truesdale/Soldice—BMI)	91	It's Summer (Jobete—BMI)	45	She Didn't Do Magic (Famous/Kaiser/Big Leaf—ASCAP)	44	Won't Get Fooled (Track)—BMI)	26
Got To Have Your Lovin' (Malaco—BMI)	72	It's The Real Thing (Cotillion, Parman—BMI)	69	Signs (4 Star—BMI)	17	You're The One For Me (Gaucho Music/Unichappell—BMI)	63
He's Gonna Step (Tro-Essex—ASCAP)	66	It's Too Late	21	Slipped, Tripped And Fell In Love (Fame—BMI)	55	You've Got A Friend (Screen Gems/Col—BMI)	1-29
He's So Fine (Bright Tunes—BMI)	58	K-Jee (Rutri—BMI)	75	Smiling Faces Sometimes (Jobete)	25		

The Moody Blues

new album

Every Good Boy Deserves Favour



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As in music, so in life

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Uttal Cautions Business To Be On Top Of Socio Factors

Seen As Aid To 'Flexibility'

NEW YORK — Record companies have been cautioned to be "constantly aware" of such ephemeral, hard-to-measure factors as social change and sociological projections if they are going to have the knowledge and flexibility they need to meet the challenges of business.

"Many consumer-oriented companies have substantial investments in research and survey programs to help them anticipate the demands of tomorrow's customers," says Larry Uttal, president of Bell Records. In many cases, he adds, outside firms are retained and in some instances, particularly in the giant companies, teams are assigned to study long-term social trends; yet there has been much too little of this done in the record industry.

FRONT COVER:



Rod Stewart is known both as a solo performer and Mercury recording artist and as a member of the Warner Bros. group, Faces. Formerly lead singer with Jeff Beck's group, the Englishman's strong, overpowering voice and presence has enabled him to keep two careers going simultaneously.

Like most artists, it all didn't happen at once for him. His first Mercury album, "Rod Stewart" established his identity while his second, "Gasoline Alley" brought him wider attention. But it wasn't until his third, nearing gold LP, "Every Picture Tells A Story" (currently #7) that his story actually was made known to the majority of the industry. He's also represented on the Top 100 singles chart with a cut from his latest LP, "Reason To Believe." His two LP's with the Faces have also both been chart items and there's every reason to believe that his story is only beginning. He is currently touring the U.S.

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Continues Uttal: "Constant probing of public attitudes and values can provide the members of our industry with long range marketing insights through analysis of buying habits and distribution techniques. This would certainly permit us to abandon the haphazard system of forecasts based on previous year's performance and sales-force estimates and come up with more realistic projections for all departments.

"Flexibility is essential in marketing today and the confidence to move quickly and firmly can only come from a knowledge of what is happening and what can reasonably be expected to happen. Record companies must have the ability and the courage to switch product emphasis, create or kill advertising, promotion and publicity campaigns, change distribution and shift sales thrust within days, if necessary."

Bell Approaches

Bell itself has initiated some activity in this area. One is utilizing vari- (Cont'd on p. 10)

RIAA: Record, Tape Sales Increased 4.7% During 1970

Reel, 4-Track Tapes Decline

NEW YORK — Manufacturers' sales of recordings for home use, both records and pre-recorded tapes, registered an increase in 1970 of 4.7% over 1969, according to the Recording Industry Association of America.

Total sales, in terms of list price value, amounted to \$1.660 billion compared with \$1.586 billion in 1969.

Of this total, record sales accounted for \$1.182 billion, of which \$1.017 billion was in sales of albums. In 1969, total record sales amounted to \$1.170 billion, of which \$995 million was in album sales.

Total sales of pre-recorded tapes in 1970 came to \$478 million, compared with \$416 million in 1969, an increase of almost 15%. Tape sales were broken down as follows (comparable 1969 figures in parentheses): 8-track cartridges, \$378 million (\$300 million); cassettes, \$77 million (\$75 million); reel-to-reel, \$18 million (\$20 million), and 4-track cartridges and others, \$5 million (\$21 million).

COMPOSITE ESTIMATE OF TOTAL INDUSTRY SALES OF PHONOGRAPH RECORDS IN THE UNITED STATES ONLY.

Calendar Year	List Price Value in Millions of Dollars	Calendar Year	List Price Value in Millions of Dollars
1921	\$105.6	1945	\$109*
1922	92.4	1946	218
1923	79.2	1947	224
1924	68.2	1948	189
1925	59.4	1949	173
1926	70.4	1950	189
1927	70.4	1951	199
1928	72.6	1952	214
1929	74.8	1953	219
1930	46.2	1954	213
1931	17.6	1955	277
1932	11.0	1956	377
1933	5.5	1957	460
1934	6.6	1958	511
1935	8.8	1959	603
1936	11.0	1960	600
1937	13.2	1961	640
1938	25.4	1962	687
1939	44.0	1963	698
1940	48.4	1964	758
1941	50.6	1965	862
1942	55.0	1966	959
1943	66.0	1967	1,051
1944	66.0	1968	1,124
		1969	1,170
		1970	1,182

* Figures from 1945 through 1968 are revised from earlier estimates.

MANUFACTURERS' SALES OF PRE-RECORDED TAPES

	1967	1968	1969	1970
	(In Millions, List Price Value)			
8-Track Cartridges	\$ 60	\$155	\$300	\$378
Cassettes	6	17	75	77
Reel-to-Reel	2	22	20	18
4-Track Cartridges & Others	36	40	21	5
Total Pre-Recorded Tapes	\$122	\$234	\$416	\$478

Tony Martell Famous Music President

Exec Helms All Music Divisions

NEW YORK — In a major industry development, Tony Martell assumes, effective this week (1), the post of president of Famous Music Corp., leisure-time division of Gulf & Western Industries that operates Paramount Records and the Famous Music publishing unit. Martell replaces Bill Gallagher, who has left the company because of a "conflict in management philosophy concerning the long-term plans of Famous Music." Also, Jack Wiedenmann, exec. v.p. has resigned from the company.

Martell, who reports directly to David Judelson, president of G&W, will be responsible for the worldwide activities of all music entities under the Famous Music banner, including a number of labels distributed by Paramount Records. Martell is expected to announce a number of new executive assignments this week.

Before joining Famous, Martell served as vp and director of market-

ing at MCA Records. He joined the Decca division of MCA in 1968 and eventually earned the title of vice president and director of marketing for MCA Records itself. MCA Records includes the Decca, Kapp and Uni labels, the merging of which he helped develop last year. Martell joined MCA after serving in a key sales capacity at Columbia Records.



Martell

RCA Re-signs Airplane On Group's New Grunt Label

NEW YORK — RCA Records will manufacture and distribute, under a long-term contract, the Jefferson Airplane product on the group's new label, Grunt Records.

Rocco Laginestra, president of RCA who made the announcement, noted that the label, which previously released product by the group, was in an "excellent position to help the music on the new Grunt Records label reach the fullest possible record buying public."

Bill Thompson, manager of the Jefferson Airplane, said the concept of the new label is "to form an artist company with all artists having a say in all aspects of their art, and also a voice in how their work is displayed and sold." He also noted the "new feeling" at RCA, with "new energies, new talents, new ideas, new approaches..."

Harry Jenkins, RCA vp. negotiated the contract on behalf of the label. "The contract strengthens our association with Jefferson Airplane," he said, "and through the marketing of Grunt Records, enormously broadens our mutual activities." Jefferson Airplane will be featured on the first Grunt release with an album, "Bark,"

due for mid-Aug. release. The JA will provide a continuous flow of product as a total musical group as well as albums by various combinations of group members such as Hot Tuna with Jack Casady and Jorma Kaukonen. Paul Kanter is working on a new album and Grace Slick will be doing an album of her own. The contract was formalized by Charles B. Seton for JA and Grunt.

Grunt Personnel

Thompson said he will function as head of business affairs for the new label, which is being formed under the umbrella of Afterthought Productions, Corp. and that Stan Monteiro will be in charge of marketing with his headquarters in New York. Augie Blume, based in San Francisco, will be in charge of A&R and related creative services. An announcement will be made in the near future regarding a head of production and engineering. Diane Gardiner will handle publicity and public relations. Nancy Blume will coordinate sales with Stan Monteiro. Mike Lipskin will work in the areas of production and engineering. Jacky Kau- (Cont'd on p. 10)

Buddah's Sharell: Industry Needs Promo Talent

NEW YORK — "... young promo men are simply not getting the kind of guidance they need—a fact which is painfully evident in the work of all too independent distributors throughout the country."

This is the contention of Jerry Sharell, Buddah national promo director, who feels that there should be more "qualified promotional talent coming from the distributor ranks, but the number of people is small."

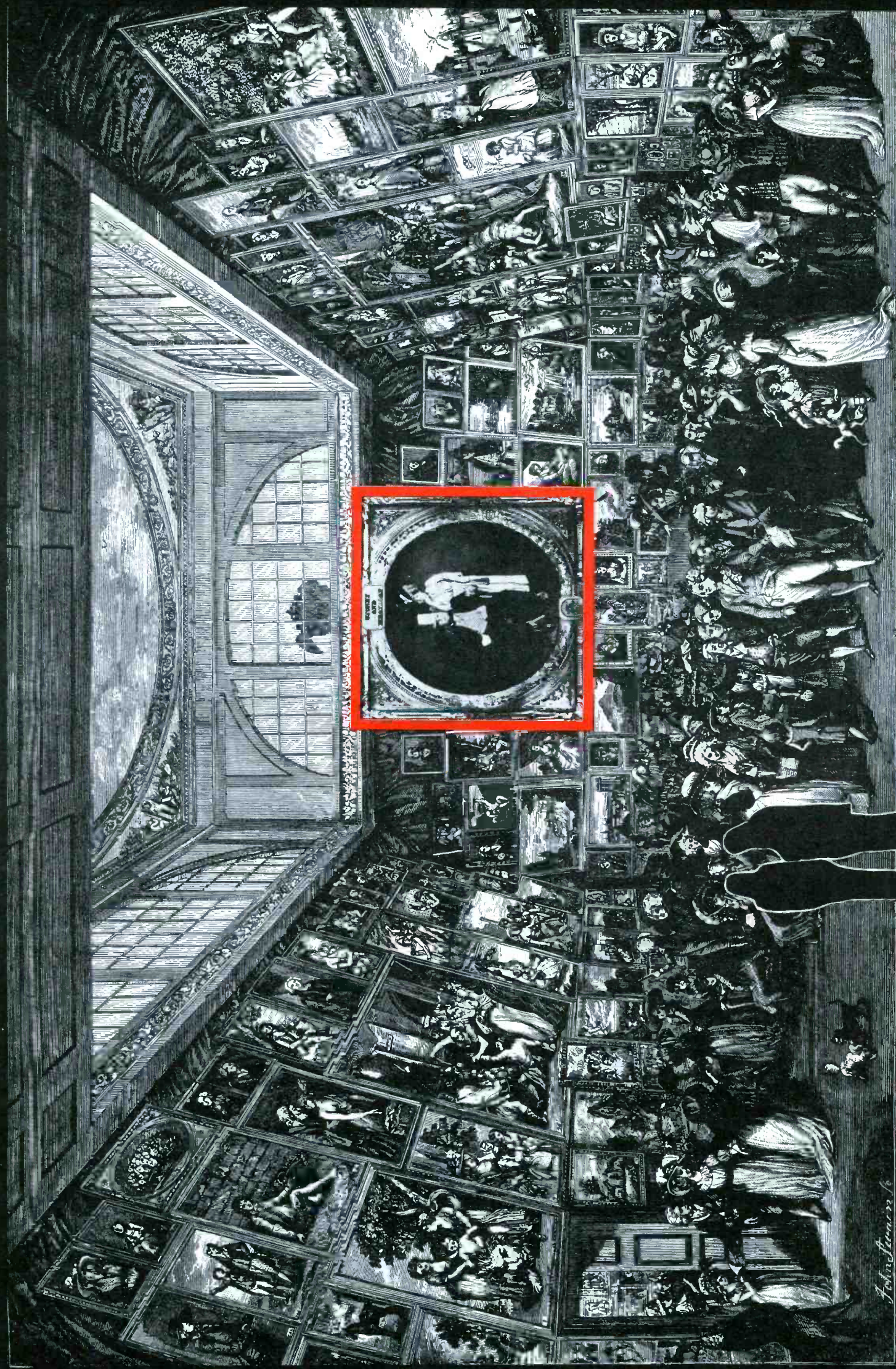
Sharell offers some possible solutions. One is semi-annual promo and sales seminars with industry execs as lecturers and instructors. Another is that "maybe the pay scale for a local promotion man should be raised to allow the distributors to hire more academically qualified people." And another: "How about a campaign to hire more radio people who have a true interest in music?"

Sharell said that when he entered the music business in 1962, "professionalism" in promotion was "something you either acquired or you didn't continue in the business. Since then, many talented people have left the industry; others have taken different jobs at labels." Sharell hopes the industry will take measures to recapture this promo talent.

Neil Diamond Red China P.A.?

HOLLYWOOD — President Nixon may have Neil Diamond, voted by Cash Box as the number 1 male vocalist last year, as his advance man when he goes to Red China next year.

Arthur Howes, London agent who booked Diamond's recent SRO tour of Europe, is here to talk to Diamond's manager, Ken Fritz, about booking another European tour for Diamond early next year. He has also secured permission to enter into negotiations with the Red Chinese Embassy in London for a Diamond concert in Peking. A bonus the Chinese don't know about is that in addition to being a hot singer, he is also a smash at ping pong.



From the forthcoming album **Stoney & Meatloaf** R-528L

"It takes all kinds of people" ^(5033F) a new single by **Stoney & Meatloaf**



Art for sale & sale

ABC/Dunhill Accents Promo At Hollywood Convention

Debut New Product

CENTURY CITY — ABC/Dunhill held its annual radio, programming and promotion conference here at the Century Plaza Hotel last Friday and Sat. (30-31) under the aegis of company president Jay Lasker. And emphasis was again on promotion.

"This is not to be considered a sales meeting," said Lasker, "but one designed to reach the men promoting our product in the field, both in the US and Canada."

In addition to the North American field force, ABC/Dunhill also invited overseas managing directors and other licensee personnel from Germany.

Columbia '72 Confab In London

LOS ANGELES — One of the highlights of the Columbia Convention in LA last week was the announcement by CBS Records Group president Clive Davis that next year's Columbia Convention would be held in London, England. (The announcement was made after deadline for last week's issue.)

The sales organization greeted the announcement with a huge cheer, and with some 900 people in the huge ballroom of the Century Plaza Hotel, including salesmen, promo men, execs and guests.

The initial reaction was very personal in that a trip to London next year would probably be the first trip abroad for a great many people in the organization. But as the Convention progressed, there was considerable comment from people within the company as well as the guests who termed the move a "brilliant one" from many other points of view. The move follows on the heels of the recent CBS Corporate announcement that made Clive Davis the CBS Records Group President and gave him supervision of CBS International Record Division, which had formerly been under the aegis of Harvey Schein, also promoted to a new CBS Group presidency a few weeks ago.

Columbia has long been recognized in America as a record industry giant and a leader in volume, etc. But the company's identity throughout the world, because it had distribution agreements under other logos and through other companies, was almost non-existent until Harvey Schein and his organization went about building the Columbia Record Division under the CBS Records logo in many nations around the world.

And although the company has already attained number one status in a number of countries, in most areas it is still regarded as a "new" company on the local scene.

In addition, the proximity to all of the countries on the Continent will probably result in heavier attendance of reps from Columbia's International affiliates to the London meeting.

Columbia has taken the Grosvenor House as well as a major portion of the Dorchester Hotel in London for the next event.

Col 'Fiddler' Is London Cast Starring Topol

NEW YORK — Columbia Records will have its own Topol-starred cast version of "Fiddler On the Roof." And the label expects the set to be available before United Artists Records markets its soundtrack version—sometime next month—that all features the Israeli star. Columbia's version is the original London cast, and will carry a list price of \$4.98.

Denmark, Sweden, Holland, England and Japan. The audience attending the label's fall product presentation on Saturday morning was estimated at 250, including visiting programmers, publicists, artists (the Mamas and Papas, among them), managers and press. Seating for the dinner and show that evening, in the Century Plaza's vast Los Angeles Room, was swelled by an additional 200 guests.

Product Presentation

The product presentation, according to veepee Marv Helfer, was intended to be "a very laid-back affair." Written by Bob Levinson and narrated by KHJ's J. Paul Huddleston, the voice-over-slides portion of the show served to frame Helfer's showcase of upcoming ABC/Dunhill contemporary product.

Prominent among the dozen-plus titles were two LPs by B. B. King—one a "Live at the Regal" re-packaging and the other a jam album recorded in London. Participants in the latter are Ringo Starr, Stevie Winwood, Jim Price and members of Humble Pie.

Not included in this presentation, but due for fall release, are five Impulse titles, six on Command's quad series (utilizing a system developed by Sansui), and two Audio Treasury albums.

On Saturday afternoon, following a lunch break, conferees were invited to a seminar, the roster of guest speakers being headed by Dean Johnson, general manager of KDWB in Minneapolis, ("What You Always Wanted To Know from Management but Were Afraid To Ask"), and Gary Taylor, PD for Seattle's KJF.

New artists billed on the Saturday night show were Danny Fox and a Los Angeles group calling themselves Crowfoot.

Harrison-Shankar MSG Benefit Disk Readied

NEW YORK — An album package of the George Harrison-Ravi Shankar Madison Square Garden benefit for the homeless children of Bengla Desh (East Pakistan) could be readied as soon as next week, according to the ex-Beatle in remarks made at a pre-concert press conference last week. "It could sell one or two million copies, if it's good," Harrison noted. All the monies from this album, as well as the gate receipts, will be turned over to UNICEF, the United Nations organization, for distribution "to help relieve the agony." George has already written, produced and recorded an Apple single with the same goals in mind, "Beng'a Desh" which is currently #64 in its first week on the Top 100 singles chart.

The record sales could potentially raise more money for the cause than the benefit itself, but Harrison continued, "Awareness of the problem is our major goal, not the money. I'm just going to make sure the money is

Bacharach-David, Thomas Re-United

NEW YORK — Burt Bacharach and Hal David have reunited with Scepter's B. J. Thomas to produce the title song, "Long Ago Tomorrow" from the forthcoming film "The Raging Moon," produced by Brian Forbes and distributed by Cinema V.

The last time Bacharach, David and Thomas worked together was in the production of the Academy Award winning song, "Raindrops Keep Falling On My Head" which sold over three million singles and earned a platinum album for Scepter. The new single is set for release in mid-September.

Col's Jack Gold: Price Of Panic Has Gone Up

HOLLYWOOD — On the eve of Columbia Records' convention at the Century Plaza, Jack Gold, the label's West Coast vp in charge of A&R, paused to reflect on the economics of the record business vis-a-vis the artist and the ways and means he saw to buttress Columbia's economy in particular by cutting costs.

"The idea that is crucial," he began, "is the relationship between art and economics, notes and dollars, and deciding what projects and what artists should be signed, what chance there is to expose them and 'break' them, and how much it will cost."

A major factor in computing this cost, Gold pointed out, is the personality and talent of the artist in question: "You're dealing, in many instances, with creative young artists of enormous talent but without the discipline and the knowledge of how to extract from their minds, from their fingers, what they want to get on wax."

"The phonograph record is an art form, but it is a relatively limited art form. You can get a pretty good album for \$30,000, and for \$100,000 you can get something a little better, in some ways, but sometimes in ways the artists themselves can't even recognize a week later."

Down To Money

"But every week it comes up in a thousand ways: how to cope with the artist and the artistic considerations and the finances involved. It always comes down to money: should we do this, do we have a reasonable shot at that?"

What it often boils down to, Gold seemed to indicate, was how much the record company can afford in session costs and related expenses to see that it gets what it wants from the artist, i.e., a marketable product, that will satisfy the artist from a creative

standpoint without over-indulging the artist from the company standpoint.

"It's really a matter of diplomacy," Gold said. "Nobody wants to be remembered as the guy who told Rembrandt to paint faster. But in this business you may spend 24 hours in the studio, then 48 hours improving the mix—mixing and remixing to a point where the artist himself loses sight of what he set out to do."

"It also gets back to how many times you try and with whom you try. The producer has to remember that nothing lasts forever, probably least of all a relationship with an artist. If you do fantastically with an artist, he may or may not want to split the credit; if you do poorly, it winds up being your fault. Basically, the producer should look for his rewards to the record company he works for. A great many don't, but I think they should. They won't always find fairness and a just reward from the company either, but if you give an artist what he wants all the time, he'll hate you for that, too. He'll say, 'You should have stopped me,' and in effect you should have."

"Of course, sometimes you have to

(Cont'd on p. 24)

Cordell: NATRA Confab Slated To Mean Most Yet

CHICAGO—Lucky Cordell, exec secretary of the National Association of Television and Radio Announcers, terms the upcoming NATRA Convention (Aug. 11-15) in Chicago as the "largest and most important gathering of the association since its inception."

"This, without question, will be the biggest convention since the beginning of NATRA," Cordell stated from his radio station, WVON in Chicago, one of the most powerful black radio stations in the country, where he holds the post of general manager. NATRA is comprised of over 1,000 members within the continental United States.

This year's NATRA Convention also offers a race for the presidency of the organization. Al Jefferson, of WWIN in Baltimore, and Curtis Shaw, of WABQ in Cleveland, are the announced candidates.

The convention headquarters will be at Chicago's O'Hara Hyatt House.

Merco Posts Filled; Exits

HOLLYWOOD — Bhaskar Menon, president of Capitol Industries, Inc., has announced the appointments of Jack Griffith as vice president of marketing; and Joseph Grabuskie as director of distribution at Capitol's rack-jobbing and retailing subsidiary, Merco Enterprises, Inc.

He also indicated that Warren Rossman, vice president of purchasing; Irv Arlen, vice president of wholesale sales; Spiros Culoris, vice president of distribution; and Bea Post, vice president of collegiate sales, had terminated their employment with the company.

Griffith has filled a variety of sales posts with Capitol Records since joining the company 14 years ago. His most recent assignment was as Divisional Sales Manager for the Western Region.

Grabuskie joined Capitol in 1962 at the Scranton record plant and has served in various personnel and manufacturing capacities.

Menon had alluded to problems at Merco in releasing preliminary, unaudited loss figures for Capitol Industries on July 19. At that time, he stated that there were substantial inventory write-offs at Merco, resulting in severe operating losses.

Tommy James Resumes Full Recording, Live Schedule

NEW YORK — Tommy James is back on a full schedule of recording, producing and personal appearance dates after taking a long rest from his road schedule. The Tommy James Show features the vocalist with a ten-piece band. James currently holds the #3 position on the Cash Box Top 100 Singles charts with his Roulette recording of "Draggin' The Line," originally the B-side of "Church Street Soul Revival" released eight months ago.

James has finished an album for Roulette featuring both tunes entitled "Christian Of The World," to be released this week. James is also currently producing John Lombardo for

Paramount and has just wrapped up a newly-recorded version of "I Believe In Love" for Nina Hart, who sang the title tune in Milos Forman's "Taking Off. Past producing credits, along with James' partner Bob King, have included Alive 'N Kickin's "Tighter and Tighter."

The singer left The Shondells last year, but during his association with them, he also produced many of their hits including "Crimson And Clover" and "Crystal Blue Persuasion." James' career began when he recorded "Hanky Panky" in 1961, but it took four years until it became certified a million seller in 1965 after KDKA broke the record in Pittsburgh.

MJA Acquires London Agency

HOLLYWOOD — International Famous Agency, a division of Marvin Josephson Associates, Inc. (MJA), has purchased Robin Dalton Associates, a leading London talent agency. Marvin Josephson, president of MJA, said, "this acquisition is an important move for IFA as part of our company's overall acquisition and diversification program. It substantially strengthens IFA's London office, particularly in its representation of writers and directors for film and the theatre. In addition, Dalton complements IFA's New York and Los Angeles operations in the film area." The Dalton staff has been consolidated with IFA's London office.

Dalton Associates represents such well-known writers and directors as Peter Draper, William Fairchild, Hugh Hudson, Gerald Vaughan Hughes, Waris Hussein, Peter Medak, Andrea Newman, Edna O'Brien, Bernice Rubens, David Storey, Arnold Wesker and Jiri Weiss.

F.O.R.E. Makes Board Changes

NEW YORK — The Fraternity of Recording Executives (F.O.R.E.) has made changes in its board, according to Aki Aleong, chairman.

Officers include: Aleong, Joe Medlin, vice chairman; Boo Frazier, treasurer; Logan H. Westbrook, secretary; Carl Henry, correspondence secretary; Benjamin Wyatt Jr., finance chairman; Phil Colbert, sergeant at arms.

In Los Angeles, the board consists of Sidney Miller Jr., Ron Granger, Pat Pipolo, Ed Wright, Junius Griffin.

In Detroit: Dave Clarke; in New York: Ron Mosely, Buzz Willis, Henry Allen, Cecil Homes, Oscar Fields.

In addition, a public relations committee has been established with Ed Wright on the west coast and Effie Smith on the east coast.

A finance committee consists of: Benjamin Wyatt, Jr., Harold Childs, Jerry Fisher, Richard Trask, Aki Aleong, Jim Bell, Lee Young, Jr., Larkin Arnold and Carl Henry.

Amer. Rock Co. Is Resuming 'Superstar'

BOSTON—Bob Walker, President of the American Program Bureau and Mike Martineau, head of the pop entertainment division, report that the American Rock Opera Company will immediately resume its concert tour which was interrupted after 21 dates. Walker anticipates that an additional 80 concerts will be presented at colleges, festivals and promotions between now and the end of the year.

The decision, they said, was a result of the recent ruling by the United States Court of Appeals for the 2nd Circuit that upheld the right of the American Rock Opera Company, and its booking agent, American Program Bureau in Boston, to present selections, in concert form, from the rock opera, "Jesus Christ Superstar."



Donovan, the internationally-famed composer-performer, has been signed to an exclusive long-term contract by Warner Bros. Records. The announcement was made by Mo Ostin (shown l. with Don), Warner's president. Under the agreement, Donovan's recordings will be distributed world-wide by the label. Donovan, who is now residing in the tranquility of Southern Ireland, also signed with Warner Bros. for a full-length feature film the major portion of which will be animated, featuring Donovan as the writer and star and Patrick, an artist who also calls Scotland home, as the chief artist. Sid Maurer will serve as the film's executive producer. Donovan is also composing the film's score. In addition, Donovan has been devoting his creative energy over the last year to a compilation of his poems, to be published by Doubleday under the title "Dry Songs and Scribbles" and a film "The Pied Piper," now filming in Germany in which Donovan plays the title role. He also scored the film and sings in it. At the conclusion of "Pied Piper" Donovan will commence work on his debut Warner Bros. album. The LP is scheduled for a fall release, at which time Donovan will also embark on a long awaited American tour.

Studio Ties-in With Producer

NEW YORK — A studio has made the unusual move of associating itself with a production firm. Echo Sound Studios in Levittown, N.Y., reports Nick Balsamo, president, has signed an exclusive contract with Propeller Productions Ltd., Inc. for all future recording by the company. Already completed is a single by the Firebolts, with upcoming dates by the Exciters and several new artists discovered by Herb Rooney, president of PP. Echo has just completed the addition of a 16-track console.

RCA/Airplane Grunt

(Cont'd from p. 7) konen will coordinate the activities of Grunt.

Before joining the Jefferson Airplane organization, Monteiro and Blume had an association with RCA Records during a period in which RCA achieved 10 gold singles and Blume was named the industry's Promotion Man of the Year.

RCA's Judi Perlmutter, who worked closely with Monteiro and Blume during that period, will on behalf of RCA, coordinate activities with Grunt Records in New York.

Formed in 1965 in San Francisco, Jefferson Airplane was signed to record for RCA. Their first album was "Jefferson Airplane Takes Off," but it was the million selling single, "Somebody to Love", that skyrocketed them to national attention.

Uttal Cautions

(Cont'd from p. 7) ous marketing and merchandising sources to keep informed of developments on the retailing scene. Another approach, deemed unusual for a label distributed through indie distributors, is to call upon the company's field personnel to spend as much time as possible in local retail establishments so as to assess the flow of product to the ultimate consumer.

Uttal contends that demographics, "long a word that was of interest only to radio stations, has now supplanted psychographics as a basis for market segmentation. More and more we are seeing the control of distribution and point-of-purchase promotion shift from manufacturer to retailer." "At the same time," he explains, "retailer endorsement becomes more important and more competitive every day."

"All of these pressures require that record companies develop communications expertise, information resources and social awareness. These qualities will go a long way in determining success or failure, in the record industry in the years to come."

Concludes the exec: "Our business, despite the current economic troubles brought on by recession and inflation, is probably the greatest of all the growth industries. Discretionary income, which controls leisure-time purchasing, is now 25% of personal income as opposed to 8% in 1955. That's a real increment. We can see the great changes coming and we are going to have to stay right on top of them if we are to make the right moves for the future."



SPEAKING OF CBS . . . The recent Columbia/Epic sales convention in Hollywood saw addresses by key execs of the organization, including (top to bottom): Clive Davis, president of CBS Records Group; Bruce Lundvall, vp of marketing; Stan Snyder, vp of sales and distribution; and Ron Alexenburg, vp of Epic/Columbia Custom Labels.



WE'LL LOVE THEM TOMORROW—Veteran female singing group, the Shirelles have just signed an exclusive recording pact with RCA Records. Shown discussing their first album under the deal with RCA's director of R&B music, Buzz Willis, are group members Beverly Lee, Micki Harris, and Shirley Alston.

The masses are growing restless and getting hungry for good sounds. Sate them with "Recorded Live In Europe". This polyunsaturated album contains the best from the Heat's gourmet European tour. Stock up now and be prepared — because After This, The Deluge.

European Gastronomic Delights for the Ear: Canned Heat "Recorded Live In Europe"



Canned Heat
Recorded Live
In Europe
Concert

ALAN WILSON, BOB HITE
HARRY TAYLOR, HARVEY MANDEL, FITO DE LA PARRA

Including: That's All Right Mama |
Bring It On Home | Pulling
Hair Blues | Back Out On The Road |
On The Road Again | London Blues |
Let's Work Together | Goodbye For Now

On United Artists  Records and Tapes
L.P.-UAS-5E09 | 8 Track-U-8274 | Cassette-K-0274



Radio Active

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

TITLE	ARTIST	LABEL	% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
1. Go Away Little Girl	Donny Osmond	MGM	50%	66%
2. I Woke Up In Love	Partridge Family	Bell	49%	79%
3. Bangla Desh	George Harrison	Apple	45%	80%
4. Stick Up	Honey Cone	Hot Wax	40%	70%
5. The Story In Your Eyes	Moody Blues	Threshold	36%	77%
6. What You See, Is What You Get	Dramatics	Stax	32%	76%
7. Go Down Gamblin'	Blood, Sweat & Tears	Columbia	26%	97%
8. Rain Dance	Guess Who	RCA	22%	22%
9. Spanish Harlem	Aretha Franklin	Atlantic	21%	98%
10. All Day Music	War	U.A.	19%	19%
11. The Night They Drove Old Dixie Down	Joan Baez	Vanguard	17%	32%
12. Take Me Girl, I'm Ready	Jr. Walker	Soul	15%	25%
13. Marriane	Stepen Stills	Atlantic	13%	13%
14. Where Evil Grows	Poppy Family	London	12%	20%
15. Waiting At The Bus Stop	Bobby Sherman	Metromedia	11%	11%
16. I Ain't Got Time Anymore	Glass Bottle	Avco	9%	28%
17. I Likes To Do It	People's Choice	Phil LA of Soul	9%	9%
18. Saturday Morning Confusion	Bobby Russell	U.A.	8%	17%
19. Stagger Lee	Tommy Roe	ABC	8%	8%

ALBUM PLAYS

Sha Na Na—Sha Na Na—Buddah
Last Time I Saw Her—Glen Campbell—Capitol



Radio-TV News Report

WBBM-FM: Rapid Growth In Chicago

CHICAGO — WBBM-FM, since converting from the automated "young sound" to a live format of contemporary music, in December of 1970, has been enjoying a steady growth in the Chicago area and was most recently singled out as the first FM station here to accumulate over half a million different listeners per week.

The station, under the direction of station manager John N. Catlett who initiated the new format and contributed immensely to its rapid growth and success, operates as a separate entity from the AM outlet.

"New listeners are attracted to us from AM stations because of the advantage of stereo and the high technical quality of the station", Catlett said, "but more importantly, we're increasing audience because we avoid the frantic approach and the over-commercialization that has been the by-word of rock radio on the AM dial."

WBBM-FM broadcasts 24 hours a day, from a most advanced transmission system on top of the John Hancock Center. The station's slogan "where rock is" is reflected in its programming which is geared largely to the young adult audience.

Station's announcers are Bob Johnston, who is also program director; Bud Kelly, Tony Phillips, Steve King, Jim Cloney and Robert R. Bradley.

WBBM-FM, in cooperation with the National Association of FM Broadcasters and the American Re-

search Bureau, recently conducted a survey to determine the total audience for FM radio in Chicago. Findings revealed that Chicago FM radio is listened to by 28.6 percent of the entire metropolitan population. Survey was the first of its kind conducted in this area.



IN THE 'MIDDAY' HOUR — Ric Wilson, right, of the Polydor group Mandrill was a guest on "Midday," which is seen in New York on WNEW-TV. Wilson, a practicing physician, discussed his dual career in medicine and music with the show's host, Lee Leonard.

Carney Visits Frost

CHICAGO — Mercury recording artist Paul Carney has taped a David Frost Show to be seen in several major markets August 10th. Some of the cities where the show will be aired on that date include New York, Los Angeles, Chicago, Toronto, Boston, Detroit, Washington, D.C., and San Francisco.

Carney son of actor Art Carney, will perform the Beatles' "Eight Days A Week" and his own composition "Save This Wednesday" from the singer's newly released album "Threshold".

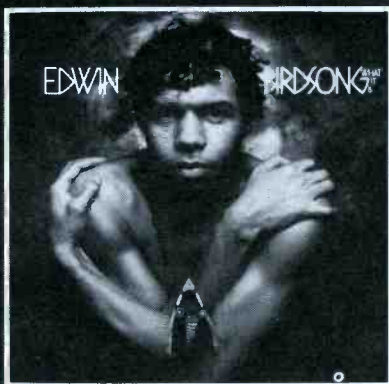
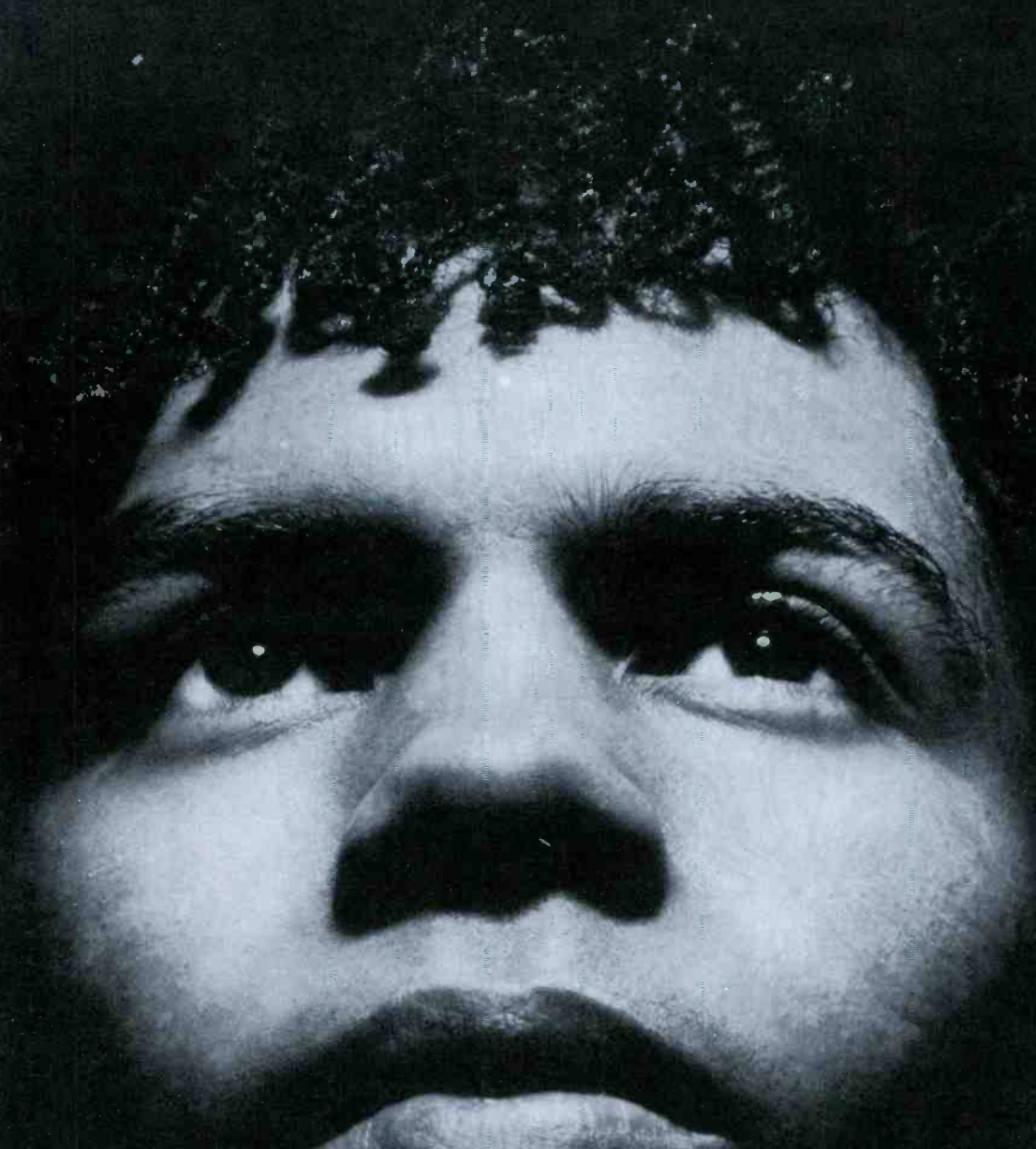
Second TV Special For 5th Dimension

NEW YORK — "The 5th Dimension Traveling Sunshine Show" will be presented on the ABC TV network Aug. 18. It will be the Bell group's second tv special. Featured on the program will be Dionne Warwick, The Carpenters and Merle Haggard. The show was produced by Ernest Glucksman and Burt Rosen and directed by Jorn Winther.



DOWN IN FRONT—John Zacherle, WPLJ-New York's nighttime air personality, donned Transylvania garb to act as emcee at a Warner Bros. sponsored reception for Black Sabbath at the Sanctuary. Surrounding Zach are the members of the British quartet and representatives from the label. The group is currently touring the U.S. and their third album, "Masters Of Reality," will be released in August.

EDWIN BIRDSONG › WHAT IT IS, IS WHERE IT'S AT



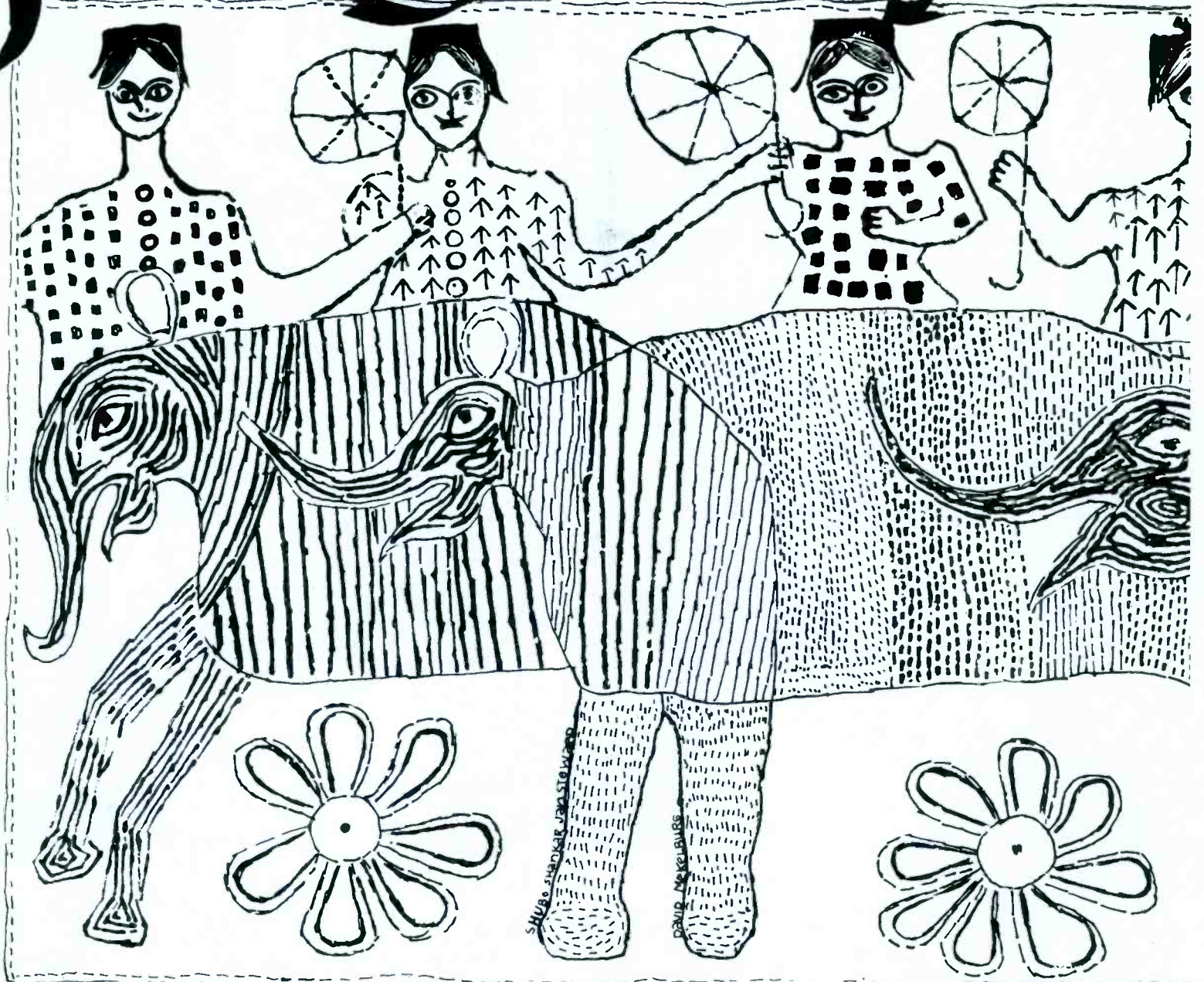
EDWIN BIRDSONG › WHAT IT IS

Edwin Birdsong,
first born child of the new Renaissance
whose message is involvement,
whose medium is music is
WHAT IT IS.



Polydor Records, Cassettes and 8-Track Cartridges are distributed in the USA by Polydor Incorporated; in Canada by Polydor Canada Ltd.

Joi* Bangla



**RAVI SHANKAR
ALI AKBAR KHAN
ALLA RAKHA**

produced by **GEORGE HARRISON**



APPLE 1838

Contributions for the benefit of the homeless children of Bangla Desh (East Pakistan) can be sent to: THE GEORGE HARRISON-RAVI SHANKAR SPECIAL EMERGENCY RELIEF FUND c/o UNICEF, UNITED NATIONS, N.Y. City



(we've got to relieve)

BANGLA DESH

george harrison

Contributions for the benefit of the homeless children of Bangla Desh (East Pakistan) can be sent to: THE GEORGE HARRISON-RAVI SHANKAR SPECIAL EMERGENCY RELIEF FUND c/o UNICEF, UNITED NATIONS, N.Y. City



APPLE 1836

Additions To Radio Playlists — Primary Markets

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

KHJ—Hollywood
Annabella—Hamilton, Joe Frank & Reynolds—Dunhill
Smiling Faces Sometimes—Undisputed Truth—Gordy
Think His Name—Johnny Rivers—U.A.
Stagger Lee—Tommy Roe—ABC

KFRC—San Francisco
Walk Away—James Gang—ABC
Saturday Morning Confusion—Bobby Russel—U.A.
The Story In Your Eyes—Moody Blues—Threshold
Stick Up—Honey Cone—Hot Wax

KNDE—Sacramento
Spanish Harlem—Aretha Franklin—Atlantic
Them Changes—Buddy Miles—Mercury
Stick Up—Honey Cone—Hot Wax
What You See Is What You Get—Stoney & Meatloaf—Rare Earth
Never Can Say Goodbye—Sandpipers—A & M

KGB—San Diego
I Don't Do Wrong—Gladys Knight & Pips—Soul
You Know What I Mean—Lee Michaels—A & M

KJR—Seattle
Go Away Little Girl—Donny Osmond—MGM
I Woke Up In Love—Partridge Family—Bell
Ain't No Sunshine—Bill Withers—Sussex
Mercy, Mercy, Me—Marvin Gaye—Tamla
Stop, Look & Listen—Stylistics—Avco

KYNO—Fresno
Bangla Desh—George Harrison—Apple
The Story In Your Eyes—Moody Blues—Threshold
Ain't No Sunshine—Bill Withers—Sussex
Spanish Harlem—Aretha Franklin—Atlantic
Mighty Clouds Of Joy—B. J. Thomas—Scepter

WHB—Kansas
The Story In Your Eyes—Moody Blues—Threshold
She Didn't Do Magic—Lobo—Big Tree
I Woke Up In Love—Partridge Family—Bell
Love The One Your With—Isley Bros.—T-Neck
Where You Lead—Barbra Streisand—Columbia

WCAO—Baltimore
Go Away Little Girl—Donny Osmond—MGM
K-Jee—Nite Liters—RCA

Waiting At The Bus Stop—Bobby Sherman—Metromedia
Stick Up—Honey Cone—Hot Wax
LP.—Ram

WKNR—Detroit
Trapped By A Thing Called Love—Denise LaSalle
I Like To Do It—Peoples Choice—Jamie Gulden
Go Down Gamblin'—Blood, Sweat & Tears—Columbia
Moon Shadow—Cat Stevens—A & M
All Day Music—War—U.A.
If Not For You—Olivia Newton John—UNI
Mother Freedom—Bread—Elektra
Bangla Desh—George Harrison—Apple
Where Evil Grows—Poppy Family—London

WRKO—Boston
Marrlane—Steve Stills—Atlantic
Smiling Faces Sometimes—Undisputed Truth—Gordy
Surrender—Diana Ross—Motown

WIBG—Philadelphia
Take Me Girl—Jr. Walker—Soul
Feel So Bad—Ray Charles—ABC
God Save Us—Bill Elliot & Electric Oz Band
Along Time—Runt—Ampex

KQV—Pittsburgh
Bangla Desh—George Harrison—Apple
I Ain't Got Time—Glass Bottle—Avco
Spanish Harlem—Aretha Franklin—Atlantic

WAPE—Jacksonville
Savannah Lady—General Johnson—Invictus
Go Away Little Girl—Donny Osmond—MGM
Stick Up—Honey Cone—Hot Wax
One Tin Soldier—Coven—W.B.
I Like To Do It—People Choice—Jamie Guyden

WAYS—Charlotte
What You See—Dramatics—Volt
Rain Dance—Guess Who—RCA
Bangla Desh—George Harrison—Apple
Ain't No Sunshine—Bill Withers—Sussex
Go Away Little Girl—Donny Osmond—MGM

KLIF—Dallas
Rain Dance—Guess Who—RCA
Go Down Gamblin'—Blood, Sweat & Tears—Columbia
I Woke Up In Love—Partridge Family—Bell
Stop, Look & Listen—Stylistics—Avco

KILT—Houston
Bangla Desh—George Harrison—Apple
Stop, Look & Listen—Stylistics—Avco
Stick Up—Honey Cone—Hot Wax
The Story In Your Eyes—Moody Blues—Threshold
Go Away Little Girl—Donny Osmond—MGM

WKBW—Buffalo
Bangla Desh—George Harrison—Apple
John The Baptist—Al Cooper—Columbia
Back On My Feet Again—Al Cooper—Columbia
Bring The Boys Home—Freda Payne—Invictus
Riders On The Storm—Doors—Elektra
Milk & Molasses—Pink Circus
Love The One You're With—Isley Bros.—T-Neck
LP.—Seatrains—Capitol

WTIX—New Orleans
Sweet Hitch-Hiker—Creedence Clearwater—Fantasy
I Just Want To Celebrate—Rare Earth—Rare Earth
Signs—5 Man Electrical Band—Lionel

WKLO—Louisville
Go Away Little Girl—Donny Osmond—MGM
I Feel The Earth Move—Carole King—Ode

WQAM—Miami
What You See Is What You Get—Dramatics—Volt
Won't Get Fooled Again—Who—Decca
Maggie May—Rod Stewart—Mercury
Go Down Gamblin'—Blood, Sweat & Tears—Columbia

KXOK—St. Louis
Spanish Harlem—Aretha Franklin—Atlantic
Smiling Faces Sometimes—Undisputed Truth—Gordy
I'm Leavin'—Elvis Presley—RCA
It's Summer—Temptations—Gordy
I Hear Those Church Bells Ringing—Dusk—Bell

WABC—New York
I Don't Wanna Do Wrong—Gladys Knight—Soul
I Woke Up In Love—Partridge Family—Bell
I Just Want To Celebrate—Rare Earth—Rare Earth
What You See Is What You Get—Dramatics—Volt
Reason To Believe—Rod Stewart—Mercury

WSAI—Cincinnati
I Like To Do It—Peoples Choice—Jamie Guyden

Smiling Faces Sometimes—Undisputed Truth—Gordy

WOKY—Milwaukee
Spanish Harlem—Aretha Franklin—Atlantic
Where You Lead—Barbra Streisand—Columbia
That's The Way A Woman Is—Messengers—Rare Earth
Saturday Morning Confusion—Bobby Russel—U.A.
Where Evil Grows—Poppy Family—London
Go Away Little Girl—Donny Osmond—MGM
Waiting At The Bus Stop—Bobby Sherman—Stick Up—Honey Cone—Hot Wax
Go Away Little Girl—Donny Osmond—MGM
Sweet City Woman—Stampaders—Bell
Bangla Desh—George Harrison—Apple
Go Down Gamblin'—Blood, Sweat & Tears—Columbia

WFIL—Philadelphia
Ain't No Sunshine—Bill Withers—Sussex
I Ain't Got Time Anymore—Glass Bottle—Avco—Embassy
Smiling Faces Sometimes—Undisputed Truth—Gordy
I Just Want To Celebrate—Rare Earth—Rare Earth
I Like To Do It—Peoples Choice—Jamie Gulden
All Day Music—War—U.A.
Stick Up—Honey Cone—Hot Wax
Bangla Desh—George Harrison—Apple
Them Changes—Buddy Miles—Mercury

WMPS—Memphis
Bangla Desh—George Harrison—Apple
Go Down Gamblin'—Blood, Sweat & Tears—Columbia
I Woke Up In Love—Partridge Family—Bell
Beginnings—Chicago—Columbia

WMEX—Boston
Deep Blue—George Harrison—Apple
I Just Want To Celebrate—Rare Earth—Rare Earth
The Night They Drove—Joan Baez—Vanguard
Indian Summer—Audience—Elektra
Ain't No Sunshine—Bill Withers—Sussex

WDGY—Minn.
Signs—5 Man Electrical Band—Lionel
Ain't No Sunshine—Bill Withers—Sussex
Spanish Harlem—Aretha Franklin—Atlantic
We Gotta Dream—Ocean—Kama Sutra
Yander To—Savage Grace—Reprise



Nashville's First Total Concept Label

Memo: From BRAD McCUEN, President

To: DJ's and programming people coast-to-coast, who made this all possible

Subject: Our sincere thanks for a wonderful first year and your enthusiastic support of our latest releases.....

- M31-1007 SAMMI SMITH'S new album "Lonesome"
- 615-0031 JACK BLANCHARD & MISTY MORGAN "There Must Be More To Life" and "Fire Hydrant #79" (a two-sided hit!)
- 615-0030 HENSON CARGILL "Pencil Marks On The Wall"
- 615-0027 GLEN SHERLEY "Greystone Chapel"
- 615-0026 SAMMI SMITH "Then You Walk In"

And coming.... "The Memphis Scene" album, BILL BLACK'S COMBO

Brad McCuen

Fred Waring's Pennsylvanians/Bobby Harden/Lana Chapel/Jerry Jaye/Brian Collins/Lawton Williams/The Prince Of America/Ray Pillow/and others

Paramount Records
A DIVISION OF FAMOUS BROS. CORP.



PAS 9000



THE SURVIVAL OF ST. JOAN

THE FACTS

1

The first American rock opera.

2

It's a two record set and the debut of SmokeRise.

3

It was released by Paramount 3 weeks ago and got tremendous initial response.

4

Second and third distributor re-orders have already come in from key markets throughout the country. Where?

Atlanta
Boston
Buffalo
Chicago

Dallas
Los Angeles
Miami
Minneapolis

Newark
New York
St. Louis

5

Radio and dealer demand has forced the rush release of the first hit single from this album:

"I'm Here/Love Me"

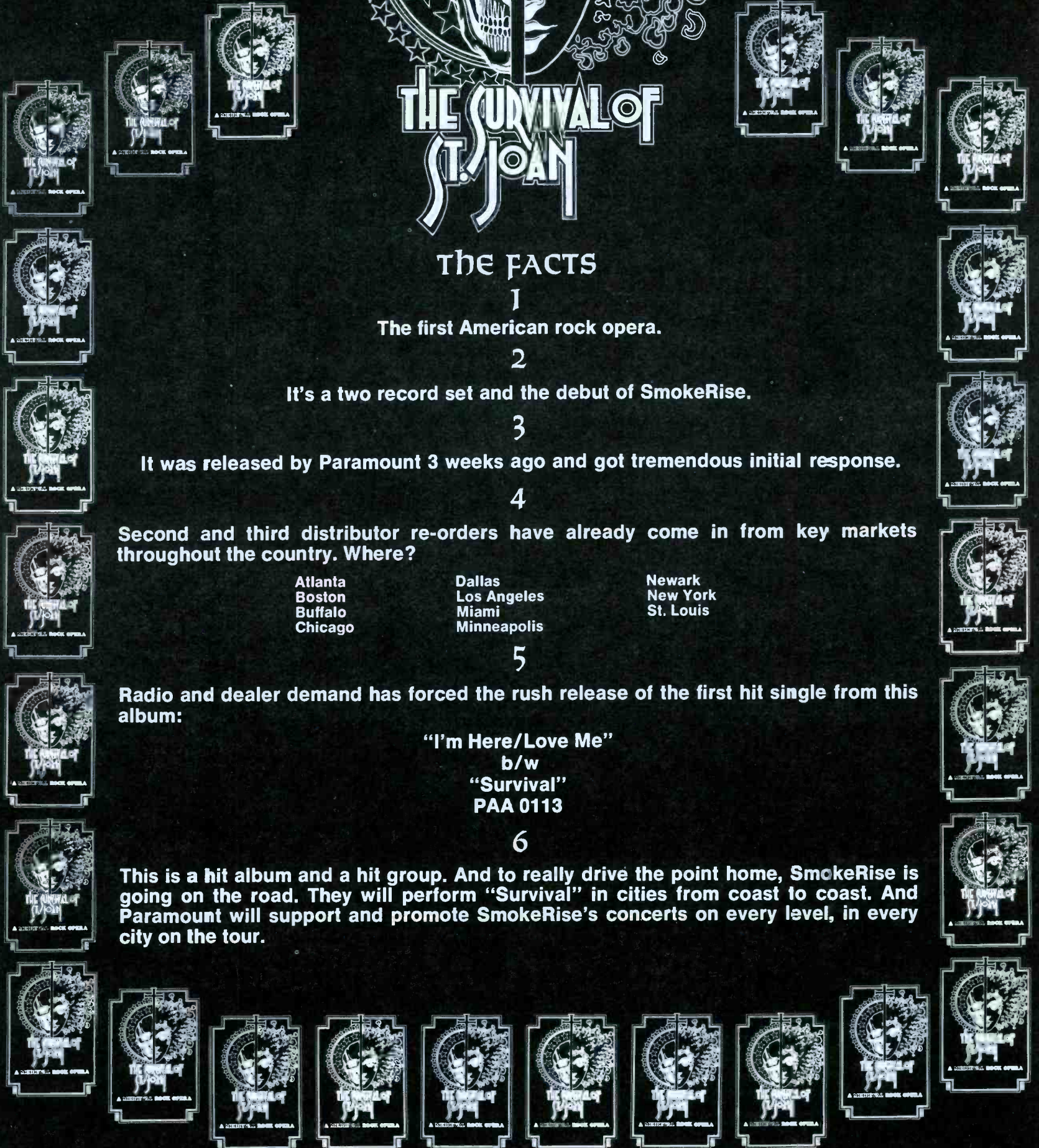
b/w

"Survival"

PAA 0113

6

This is a hit album and a hit group. And to really drive the point home, SmokeRise is going on the road. They will perform "Survival" in cities from coast to coast. And Paramount will support and promote SmokeRise's concerts on every level, in every city on the tour.



New Additions To Playlists Secondary Markets

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

WKWK—Wheeling

I Woke Up In Love—Partridge Family—Bell
Stick Up—Honey Cone—Hot Wax
Sweet City Woman—Stampede—Bell
Desdemona—Searchers
Before My Time—Rio Grande
Give It Everything You Got—Edgar Winter—Epic
Saturday Morning Confusion—Bobby Russel—U.A.

WIFE—Indianapolis

Moon Shadow—Cat Stevens—A&M
Riders On The Storm—Doors—Elektra
Liar—3 Dog Night—Dunhill
Resurrection Shuffle—Ashton, Gardner & Dyke—Capitol
Sweet Hitch-Hiker—Creedence Clearwater—Fantasy

WDRS—Hartford

I Woke Up In Love—Partridge Family—Bell
Go Away Little—Donny Osmond—MGM
Ain't No Sunshine—Bill Withers—Sussex
Stick Up—Honey Cone—Hot Wax
The Story In Your Eyes—Moody Blues—Threshold
Bangla Desh—George Harrison—Apple

WBAM—Montgomery

Marrlane—Steve Stills—Atlantic
Go Away Little Girl—Donny Osmond—MGM
Spanish Harlem—Aretha Franklin—Atlantic
Roll On—New Colony 6—
I'd Rather Be Sorry—Ray Price—Columbia

WLAV—Grand Rapids

Go Away Little Girl—Donny Osmond—MGM
I Woke Up In Love—Partridge Family—Bell
The Story In Your Eyes—Moody Blues—Threshold
Won't Get Fooled Again—Who—Decca
Spanish Harlem—Aretha Franklin—Atlantic
LP. Sha Na Na

WIRL—Peoria

Some Sweet Day—Nigel Olsen Orch.—
Song For You—J. P. Morgan—
Ain't No Sunshine—Bill Withers—Sussex
The Story In Your Eyes—Moody Blues—Threshold
Sweet City Woman—Stampede—Bell

KEYN—Wichita

Moon Shadow—Cat Stevens—A&M
Bangla Desh—George Harrison—Apple
California On My Mind—Morning Mist
If Not For You—Olivia Newton John—UNI
Slipped, Tripped And Fell In Love—Clarence Carter—Atlantic

WGII—Babylon

I Woke Up In Love—Partridge Family—Bell
Where You Lead—Barbra Streisand—Columbia
All Day Music—War—U.A.
Spanish Harlem—Aretha Franklin—Atlantic
LP.—Godspell
Relic—Pink Floyd

WBBC—Augusta

Ain't No Sunshine—Bill Withers—Sussex
Tired Of Being Alone—Al Green—Hi
Stagger Lee—Tommy Roe—ABC
Bring The Boys—Freda Payne—Invictus
He'd Rather Have The Rain—Heaven Bound—MGM

KIOA—Des Moines

Maybe Tomorrow—Jackson 5—Motown
K-Jee—Nite Liters—RCA
The Night They Drove Old Dixie Down—Joan Baez—Vanguard

WPOP—Hartford

Is That The Way—Tin Tin—Atco
The Story In Your Eyes—Moody Blues—Threshold
We've Got A Dream—Ocean—Kama Sutra
Ride With Me—Steppenwolf—Dunhill
Go Down Gamblin—B.S.&T.—Columbia

WHLO—Akron

Go Down Gamblin—B.S.&T.—Columbia
I Woke Up In Love This Morning—Partridge Family—Bell
Where Evil Grows—Poppy Family—London
Go Away Little Girl—Donny Osmond—MGM
I'm Leavin'—Elvis Presley—RCA
Ride With Me—Steppenwolf—Dunhill

WSGN—Birmingham

I Ain't Got Time—Glass Bottle—Avco
Ain't No Sunshine—Bill Withers—Sussex
Love The One—Isley Bros.—T-Neck
Moon Shadow—Cat Stevens—A&M

WLEE—Richmond

What You See—Dramatics—Volt
Sw. Hitch-Hiker—Creedence Revival—Fantasy
Gonna Run Away—Tammy Lynn—
Didn't Do Magic—I'm The One—Lobo—Big Three

WCOL—Columbus

Maggie—Rod Stewart—Mercury
I Woke Up—Partridge Family—Bell
Go Away Little Girl—Donny Osmond—MGM
Spanish Harlem—Aretha Franklin—Atlantic
Hot Pants—James Brown—People
Pk—Night They Drove Old Dixie—Joan Baez—Vanguard
Desdemona—Searchers

Primary Playlists—Con't

WLS—Chicago

Crazy About The La La La—Smokey Robinson—Tamlam
Spanish Harlem—Aretha Franklin—Atlantic
Marrlane—Steve Stills—Atlantic
I Woke Up In Love—Partridge Family—Bell
Take Me Girl—Jr. Walker—Soul

CKLW—Detroit

Trapped By A Thing—Denise LaSalle
Bangla Desh—George Harrison—Apple
Mighty Clouds Of Joy—B. J. Thomas—Scepter

WIXY—Cleveland

I Just Want To Celebrate—Rare Earth—Rare Earth
Maybe Tomorrow—Jackson 5—Motown
Go Away Little Girl—Donny Osmond—MGM
Yander To—Savage Grace—Reprise
I Hear Those Church Bells Ringing—Bell

WEAM—Wash., D.C.

Bangla Desh—George Harrison—Apple
I Just Want To Celebrate—Rare Earth—Rare Earth
Ain't No Sunshine—Bill Withers—Sussex
Smiling Faces Sometimes—Undisputed Truth—Gordy

THE BIG THREE

1. Go Away Little Girl—Donny Osmond—MGM
2. I Woke Up In Love—Partridge Family—Bell
3. Bangla Desh—George Harrison—Apple

WPRO—Providence

Go Away Little Girl—Donny Osmond—MGM
Maybe Tomorrow—Jackson 5—Motown
I Woke Up In Love This Morning—Partridge Family—Bell
Stop, Look, Listen—Stylistics—Avco
Chirpy Chirpy Cheep Cheep—Mac & Katie Kissoon—ABC

KLEO—Wichita

Bangla Desh—George Harrison—Apple
Crazy Love—Helen Reddy—Capitol
Love The One You're With—Isley Bros.—T-Neck
She Didn't Do Magic—Lobo—Big Tree
Chirpy Chirpy Cheep Cheep—Mac & Katie Kissoon—ABC

WING—Dayton

Take Me Girl—Jr. Walker—Soul
Bangla Desh—Geo. Harrison—Apple
I Woke Up—Partridge Family—Bell
Rain Dance—Guess Who—RCA
Night They Drove Old Dixie—Joan Baez—Vanguard
Hot Pants—James Brown—People
LP—Last Time I Saw—Glenn Campbell—Capitol

WJET—Erie

Love The One You're With—Isley Bros.—T-Neck
Rain Dance—Guess Who—RCA
Stick-Up—Honey Cone—Hot Wax
Bangla Desh—George Harrison—Apple
Go Away Little Girl—Donny Osmond—MGM
I Woke Up In Love—Partridge Family—Bell

WAVZ—New Haven

Marrlane—Stephen Stills—Atlantic
Go Away Little Girl—Donny Osmond—MGM
If You Really Love—Stevie Wonder—Tamlam
I Ain't Got Time—Glass Bottle—Avco
Story In Your Eyes—Moody Blues—Threshold
We Got A Dream—Ocean—Kama Sutra
What You See—Dramatics—Volt
Wed. Song—Paul Stookey—W.B.

WFEC—Harrisburg

Bangla Desh—George Harrison—Apple
All Day Music—War—U.A.
Feel So Bad—Ray Charles—ABC
Waiting At The Bus Stop—Bobby Sherman—Metromedia
Chotto Matte Kudasai—The Sandpipers—A & M
I Woke Up In Love This Morning—Partridge Family—Bell

Wet Willie To Allmans Tour

Wet Willie, whose first album for Capricorn Records "The Wet Willie Band" will be released Aug. 15th, will be touring the eastern states with the Allman Brothers Band.

The tour starts in New York at the Manhattan Center Ballroom on Aug. 15th, followed by Philadelphia's Civic Center on the 16th and the Boston Common on the 18th. Additional dates of the tour will be announced shortly.



THINK THIN — Dr. Joyce Brothers signs contract with Capitol Records, represented here by board chairman Glenn Wallichs, to write and narrate an album for the label's Special Markets Division on diet control. LP will be available via coupon advertising, premium offers and other direct-to-consumer programs.

Wally Heider East Records MSG Benefit

NEW YORK — The Wally Heider/East Coast Record Plant mobile recording studio has been set to record the George Harrison-Ringo Starr-Ravi Shankar Madison Square Garden benefit concert. Flying in from Los Angeles to engineer the historic recording will be Gary Kellgren, exec director of the West Coast Record Plant. Proceeds from the concert which takes place Sunday evening, Aug. 1st, will go to the Pakistan Relief Fund.

STEPHEN STILLS

**ON TOUR 1971 WITH: DALLAS TAYLOR, FUZZY SAMUELS
PAUL HARRIS, STEPHEN FROMHOLTZ AND THE MEMPHIS HORNS**

APPEARING: Seattle 7/3, Portland 7/5, Houston 7/8, San Antonio 7/9, Dallas 7/11, Kansas City 7/12, Chicago 7/16, St. Louis 7/17, Cleveland 7/20, Detroit 7/21, Cincinnati 7/23, Pittsburg 7/24, Boston 7/27, Philadelphia 7/28, N.Y.C. 7/30, Louisville 8/3, Oklahoma City 8/5, Minneapolis 8/7, Denver 8/9, Salt Lake City 8/10, Phoenix 8/14, San Diego 8/15, Los Angeles 8/17, Berkley 8/20-21.

Direction: The Geffen Roberts Management Company



REASON TO BELIEVE?

MAGGIE MAY?

**Which
side
of
Rod
STEWART'S
SUPER
SINGLE 73224
ARE YOU
ON?**

Both sides have met with such super response, radio stations across the country have been playing both. Us? We think they're both so brilliant, we refuse to take sides on the issue. We're just happy that you have.



Both sides from Rod's chart-jumping album, "Every Picture Tells a Story". SRM-1-609 Musicassette MCR4-1-609, 8-Track MCB-1-609

From The Mercury Record Corporation Family of Labels / Mercury, Philips, Fontana, Smash, Vertigo, A & R, Dial, Mister Chand, Odax, Peachtree. A Product of Mercury Record Productions, Inc., 35 East Wacker Drive, Chicago, Illinois 60601 / A North American Philips Company.



- 1 **MARE TAKE ME HOME**
Matthews Southern Comfort—Decca 32845
- 2 **(UNTIL THEN) I'LL SUFFER**
(Crazy Cajun—BMI)
Barbara Lynn—Atlantic 2182
- 3 **WE GOT A DREAM**
(Maribus—BMI)
Ocean—Kama Sutra—529
- 4 **FUNKY L.A.**
(Lizard—ASCAP)
Paul Humphrey—Lizard 1009
- 5 **BRIGHT LIGHTS BIG CITY**
(Moffit—ASCAP)
(Conrad—BMI)
Sonnv James—Capitol 3114
- 6 **BREEZIN'**
(Tracebob/Unart—BMI)
Szab/Wmark—Bluethumb 200
- 7 **A PART OF YOU**
(One Eye Soul/Van McCoy—BMI)
Brenda & Tabulations—Top & Bottom 409
- 8 **FAITHFUL AND TRUE**
(Quiniv—BMI)
Z. Z. Hill—Mankind 12003
- 9 **ORLEANS**
(Guerilla—BMI)
David Crosby—Atlantic 2809
- 10 **I LIKE WHAT YOU GIVE**
(Lizard—ASCAP)
Nolan—Lizard 1008
- 11 **MAKE IT WITH YOU**
(Screen Gems/Columbia—BMI)
Ralfi Paean—Fania #67
- 12 **I CAN MAKE IT BETTER**
(Famous—ASCAP)
Castle Creek—Roulette 7104
- 13 **WHEN MY LITTLE GIRL IS SMILING**
(Screen Gems/Columbia—BMI)
Steve Alaimo—Entrance 7501
- 14 **THE LOVE WE HAD**
Dalle—Capitol
- 15 **SOMETHING IN YOUR BLOOD**
(Irad/Lorimar—BMI)
Crow—Amaret 133
- 16 **CALIFORNIA ON MY MIND**
(J. W. T.—ASCAP)
Morning Mist—Event 206

- 17 **RAIN DANCE**
(Cirrus, Sunspot, Walrus, Moore, Dunbar—BMI)
Guess Who—RCA 0522
- 18 **LOVE ME**
(Curton—BMI)
Impressions—Curton 1959
- 19 **1-2-3-4**
(Catalyst—BMI)
Lucky Peterson Blues Band—Today 1503
- 20 **AMANDA**
(Screen Gems/Columbia—BMI)
Dionne Warwick—Scepter 12326
- 21 **IT TAKES ALL KINDS OF PEOPLE**
(Jobete—BMI)
Rare Earth 5033
- 22 **ARE YOU LONELY**
(DeFrantz-Monique—ASCAP)
Sister Love—A&M 1259
- 23 **THE CITY**
(Irving—BMI)
Mark Almond—Blue Thumb 201
- 24 **THIN, LINE BETWEEN LOVE & HATE**
(Cotillion/Win or Lose—BMI)
The Persuaders—ATCO 6822
- 25 **CHOTTO MATTE KUDASAI**
(Rachel—BMI)
Sandpipers—A&M 1276
- 26 **HE'D RATHER HAVE THE RAIN**
(Colgems—ASCAP)
Heaven Bound—MGM 14284
- 27 **LUCKY ME**
(Gambi—BMI)
Moments—Stang 5031
- 28 **CHICKEN HEADS**
Bobby Rush—Galaxy 778
- 29 **I'VE BEEN LOVING YOU TOO LONG**
(East/Memphis/Time/Curton—BMI)
Ike & Tina Turner—Blue Thumb 202
- 30 **GOD'S CHILDREN**
(Warner/Tamberlane—BMI)
Kinks—Reprise 1017

Vital Statistics

- #59
Go Away Little Girl (2:30)
Donny Osmond—MGM 14285
7165 Sunset Blvd., Hollywood, Cal.
PROD: Rick Hall c/o MGM
PUB: Screen Gems/Col. BMI
711 Fifth Ave. NYC
WRITERS: G. Goffin/C. King
FLIP: The Wild Rose
- #62
I Woke Up In Love This Morning (2:43)
Partridge Family—Bell 45130
1776 B'way, NYC
PROD: Wes Farrell (Coral Rock Pdtms)
3 East 54th St. NYC.
PUB: Screen Gems/Col BMI
711 Fifth Ave. NYC
WRITERS: I. Levine & L. Russell Brown
ARR: Wes Farrell
FLIP: Twenty-Four Hours a Day
- #64
Bangla Desh (3:52)
George Harrison—Apple 1836
1700 B'way, NYC
PROD: George Harrison
c/o Apple
WRITER: George Harrison
FLIP: Deep Blue
- #71
Take Me Girl, I'm Ready (2:59)
Jr. Walker & All Stars—Soul 35084 (Dist. Motown)
2475 Woodward Ave. Detroit, Mich.
PROD: Johnny Bristol c/o Motown
PUB: Jobette BMI
2475 Woodward, Detroit
ARR: David Van De Pitte
FLIP: Right On, Brothers & Sisters
- #73
The Story In Your Eyes (3:05)
Moody Blues—Threshold 67006 (Dist. London)
539 W. 25th St. NYC
PROD: Tony Clarke
c/o London
PUB: TRO-Cheshire BMI
WRITER: Haywood
FLIP: Melancholy Man
- #82
If You Really Love Me (2:52)
Stevie Wonder—Tama 54208
2475 Woodward, Detroit, Mich.
PROD: Stevie Wonder
c/o Tama
PUB: Jobette BMI
2475 Woodward, Detroit
WRITERS: S. Wonder & S. Wright
FLIP: Think of Me As Your Soldier
- #86
All Day Music (3:59)
War—UA 50815
6920 Sunset Blvd. Hollywood
PROD: Gerry Goldstein (Far Out Prod.)
7417 Sunset Blvd. Hollywood
PUB: Far Out Music ASCAP
WRITERS: Allen, Brown, Dickerson, Goldstein,
Jordan, Miller, Oskar, Scott
FLIP: Get Down
- #92
The Breakdown (3:17)
Rufus Thomas—Stax 0098
98 North Avalon, Memphis, Tenn.
PROD: Tom Nixon
c/o Stax
PUB: East Memphis Music, BMI
c/o Stax

- WRITERS: E. Floyd, M. Rice, R. Thomas
ARR: Tom Nixon
FLIP: Breakdown Part II
- #93
Candy Apple Red (3:10)
R. Dean Taylor—Rare Earth (Dist. Motown)
2475 Woodward Ave., Detroit, Mich.
PROD: R. Dean Taylor
c/o Motown
PUB: Jobete BMI
2475 Woodward, Detroit
WRITER: R. Dean Taylor
ARR: R. Dean Taylor & Van De Pitte
FLIP: Woman Alive
- #94
Goodbye Media Man (Part I) (3:25)
Tom Fogerty—Fantasy 662
Tenth & Parker, Berkeley, Cal.
PROD: Tom Fogerty, Brian Gardner
c/o Fantasy
PUB: Woodmount BMI
c/o Fantasy
WRITER: Tom Fogerty
FLIP: Goodbye Media Man (Part II)
- #95
We Are Neighbors (3:41)
Chi-Lites—Brunswick 55455
888 7th Ave., NYC
PROD: Eugene Record c/o Brunswick
PUB: Hog Music, Inc. ASCAP
WRITER: Eugene Acklin
ARR: Sonny Sanders & Eugene Record
FLIP: What Do I Wish For
- #96
The Night They Drove Old Dixie Down (3:21)
Joan Baez—Vanguard 35138
71 W. 23rd St., NYC
PROD: Norbert Putnam & Jack Lothrop
c/o Vanguard
PUB: Canyon Music ASCAP
75 E. 55th St., NYC
WRITER: J. Robbie Robertson
FLIP: When Time Is Stolen
- #98
Do You Know What I Mean (3:11)
Lee Michaels—A&M 1262
1416 N. La Brea, Hollywood
PROD: Lee Michaels
c/o A&M
PUB: La Brea Music/Sattwa ASCAP
c/o A&M
WRITER: Lee Michaels
FLIP: Keep the Circle Turning
- #99
It's About Time (3:20)
Dillards—Anthem 101 (Dist. UA)
6920 Sunset Blvd., Hollywood
PROD: Richard Podolor
c/o Anthem
PUB: Douglass Hatfield Foundation BMI
c/o Martin Cohen, 6430 Sunset Blvd.
WRITER: Douglass Hatfield
ARR: Richard Podolor
FLIP: One A.M.
- #100
I'd Rather Be Sorry (2:44)
Ray Price—Columbia 45425
1700 B'way NYC
PROD: Don Law Productions
PUB: Buck Horn Music BMI
WRITER: Khris Kristofferson
ARR: Can Mullens
FLIP: When I Loved Her

tape news report

Motorola To Demo EVR At A-V Show

CHICAGO—The nation's audio-visual experts will get a demonstration of the Motorola EVR TELEPLAYER system July 17-20 at the NAVA convention in Cincinnati.

Chicago-based Motorola Systems Inc. is sponsoring an all-EVR exhibit in Booth 831 at the Cincinnati Convention Exposition Center. Don G. Mizaur, manager of distribution planning, will host the exhibit, along with Ed Fixari, marketing manager of the Motorola TELEPROGRAM CENTER.

"The Motorola EVR TELEPLAYER is the only cartridge TV system on the market at present, with initial penetration in the health care, business and educational markets," according to Mizaur.

The company presently holds EVR cartridge production rights to more than 1,000 film titles. Motorola has been undertaking in-depth analysis of further distribution alternatives in the EVR TELEPLAYER market, including broad surveys of individual audio-visual dealers, and has invited the dealers attending the NAVA convention "to discuss where our mutual interests might lie in the EVR industry."

New EVR Film Chief

NEW YORK—One of the pioneers in EVR development at CBS Laboratories C. Russell Dupree, has been appointed Director of Film Operations for the CBS Electronic Video Recording Division at Rockleigh, New Jersey.

Dupree is responsible for film printing and processing, sound transfer and cassette loading operations. His move continues an association that began in April 1968 when he joined CBS Laboratories as Manager of EVR Film Activities.

His initial mission for CBS's newly announced EVR project was establishment of its film processing system, proving its viability and evolving the printing techniques and process controls necessary to successful commercial introduction of EVR. When he completed this task, he participated in design and installation of equipment now his responsibility at Rockleigh.

Robins Negotiates to Acquire Fairchild Sound

NEW YORK — Robins Industries Corp., of College Point, N.Y., is negotiating to acquire Fairchild Sound Equipment Corporation, of Long Island City, N.Y., Herman D. Post, president of Robins, announced.

Robins, a manufacturer of prime magnetic tape, cassettes, perforator tape and a variety of cassette, tape recorder, hi-fi and data processing ac-

ITA Sem. Highlights Available on Cassette

NEW YORK — The International Tape Association announced that twenty-four cassettes of the workshop programs at the recent first International Tape Seminar are now available from Audio Marketing Inc., who are offering the cassettes in co-operation with ITA.

The Seminar, according to I.T.A.'s Larry Findlay, has been acclaimed the most meaningful Tape Seminar ever held, encompassing a new look at what is happening today, and what will happen tomorrow in the world of tape and communications. Over 76 hours of recording has been edited to 18 hours of the meetings highlights, offering discussions by leaders in the world of Audio-Visual Communications in Business, Education, Publishing, Leisure, Religion, Entertainment, Government, Training, Marketing, Production, Technology and Marketing.

The Cassettes are available as a complete package, or may be purchased by individual workshops.

Audio Mag. Offers Video Tape Blank to Educators

GARDENA, CAL.—Audio Magnetics has introduced a blank videotape to the educational market, announced Irving Katz, company president.

The videotape, already introduced to the consumer field, records both color and black-and-white with a 5-inch 30-minute reel-to-reel and a 7-inch 60-minute reel. "The ½-inch tape is compatible with all videotape equipment available on the market," said Katz.

The product will be marketed exclusively through a network of educational representatives via the company's educational products division. Hal W. Sander is the director of educational products.

Audio Magnetics has been in the educational field with a line of A/V cassettes in seven time lengths: 10, 20, 30, 40, 60, 90 and 120-minutes. It also offers a line of educational products in the reel-to-reel category.

Car Tapes Intro's Competition Line

CHICAGO—Car Tapes, Inc. is introducing Competition 8, a new compact line of stereo automotive 8-track units. The 3-model line includes the Sprite 220 (top photo) at \$59.95, the step-up Rally 440 (center) at \$69.95, and the Boss 880 (bottom) at \$89.95, all suggested list prices.

The Boss 880 has fast forward, automatic shutoff, channel repeat, passenger headphone jacks, night lamp for tape identification and automatic head cleaner.

Competition 8 will have two-step distribution and is aimed at the youth market. Units will be supplied in three colors: competition yellow, orange and blue. Counter display units are available in 1, 2 or 3 player displays, with dealers receiving displays free when purchasing the equipment, speakers and converter.

The Sprite, 5¼ inches wide by 2½ inches high, is a 14 watt unit. The Rally is 24 watts. The Boss is 40 watts and has a frequency response of 50 to 10,000 Hz.



'WAITING AT THE BUS STOP'

Bobby
SHERMAN



STEREO
MMS 222



**The new single from
Bobby Sherman**

cashbox/singles reviews

Picks of the Week

BOBBY SHERMAN (Metromedia 272)

Waiting At The Bus Stop (2:00) (Wally Music, ASCAP—Boutwell, Sherman)

Bobby follows "The Drum" with another exceptionally commercial teen outing already being heavily programmed in top 40 markets and a likely candidate for top honors. Flip: no info. available.

STEPHEN STILLS (Atlantic 2820)

Marianne (2:27) (Goldhill Music, BMI—Stills)

Delivering his best solo effort to date, Stephen Stills offers "Marianne" into top 10 contention. Culed from Stills' second LP, record is guaranteed instant AM airplay and sales action. Flip: no info. available.

STEVIE WONDER (Tamla 54208)

If You Really Love Me (2:52) (Jobete, BMI—Wonder, Wright)

Already a hot chart item, Stevie Wonder, via superb use of dynamics and fine mood changes will bring this tune to national attention. Pulled from Wonder's "Where I'm Coming From" LP, record is likely to be one of his biggest yet. Flip: no info. available.

PERRY COMO (RCA 0518)

My Days Of Loving You (2:57) (Roncom Music, ASCAP—Snyder, Ahlert)

From Perry's latest "I Think Of You" album comes this new MOR outing certain to capture the ears of his many followers. Soft, melodic ballad could very well edge its way on to the national charts. Flip: "Yesterday I Heard The Rain" (3:01) (Dundar Music, BMI—Lees, Manzanero)

LYNN ANDERSON (Columbia 45429)

How Can I Unlove You (2:47) (Lowery Music, BMI—J. South)

The same combination of Lynn Anderson, Joe South and producer Glenn Sutton who were responsible for the gigantic success of "Rose Garden" reappear on Lynn's latest chart effort, with same results expected. Flip: no info. available.

ANDY WILLIAMS (Columbia 45434)

JAYE P. MORGAN (Beverly Hills 9367)

A Song For You (3:12) (Skyhill Music, BMI—L. Russell)

Remake of tune penned by Leon Russell could turn into battle between Andy Williams and Jaye P. Morgan. Both offer outstanding versions that will receive plenty of MOR/ top 40 exposure. Flip: no info. available.

TIN TIN (Atco 6821)

Is That The Way (2:35) (Casserole, BMI—Groves, Kipner, Lawrie)

Tin Tin has finally found the follow up to "Toast And Marmalade" via this impressively done ballad shining with the Maurice Gibb production touch. Record should spark much action sales wise. Flip: no info. available.

MOUNTAIN (Windfall 535)

Silver Paper (3:17) (Upfall Music, ASCAP—West, Pappalardi, Collins, Gardos, Knight, Laing)

Strong exchange of vocal passages and powerfully melodic instrumentation should earmark this latest Mountain single for success. Taken from group's "Climbing" album, side will find favor with both AM and underground programmers. Flip: "Travellin' In The Dark" (4:21) (Windfall Music, BMI—Pappalardi, Collins)

JONI MITCHELL (Reprise 1029)

Carey (3:00) (Joni Mitchell Music, BMI—Mitchell)

It seems to be the year for the solo artist and for the more refined MOR type tunes. With that in mind, single culled from Joni's latest "Blue" album can't miss. Flip: no info. available.

RICHIE HAVENS (Stormy Forest 658)

I've Got To Get To Know Myself (3:30) (Stormy Forest Music, ASCAP—Havens, Roth)

After breaking through the AM barriers with "Here Comes The Sun," Havens tries to hold listeners' attention with this latest outing done in usual Havens fashion. Not as strong as previous release, record should do well nonetheless. Flip: "Missing Train" (4:55) (Same Credits)

RAY CHARLES (ABC 11308)

Feel So Bad (3:14) (Arc/Playmate Music, BMI—Temple, Johnson)

Ancient blues classic is given commercial treatment by the king of the blues. Charles' latest effort is powerfully arranged and packs plenty top 40 potential. Flip: no info. available.

THE MAIN INGREDIENT (RCA 0517)

Black Seeds Keep On Growing (3:31) (Ingredient Music, BMI—McPherson)

Explosive r&b'er by Main Ingredient will forge to top of pop charts with a burst of power. Driving rhythms and eerie lyrics will make this outing a fruitful one. Flip: no info. available.

T. REX (Reprise 1032)

Bang A Gong (Get It On) (4:25) (Tro—Essex Music, ASCAP—Bolan)

Latest from English duo should hit withas much impact as former "Ride A White Swan" disk. Always popular in their native country, T. Rex are still looking for first American best seller. This could be it. Flip: "Raw Ramp" (4:14) (Same Credits)

JOHNNY RIVERS (United Artists 50822)

Think His Name (3:30) (Music Pushers, BMI—Mincy, Shanklin, Coe)

It's been some time since Johnny Rivers had a big hit record, but alas, the time has come. "Think His Name" is a magnificent religious number done tastefully and honestly. Single will put Rivers right back on the charts. Flip: "Permanent Change" (2:48) (Golden Age Music, BMI—Rivers)

Newcomer Picks

DAVE ELLINGSON (Amos 164)

Some Kind Of A Summer (3:29) (Quill Music, ASCAP—Ellingson)

Every so often a record is released that is destined to become a classic. Because of the fine melodic vocals and inspiring musical arrangements, this is such a record. With plenty of AM airplay, Dave Ellingson will have a summer he'll never forget. Flip: no info. available.

YUKON (Sussex 220)

Understanding Is Sorrow (3:06) (Interior Music, BMI—Lehman)

Smooth, powerful ballad packs a mighty lyrical punch in an effort to gain top 40 support in teen markets. Flip: "Save My World" (2:37) (Interior Music, BMI—T. Zawadzki)

SAM KAPU (Anthem 51000)

Chotto Matte Kudasai (Never Say Goodbye) (3:25) (Rachel, BMI—J. Nakashima, L. Garner)

Kapu delivers the original and currently the number one tune in Hawaii via this beautifully done outing. Already being programmed in the States, record is likely to hit with much impact. Flip: "Pupu Hinu Hinu" (2:21) (Rachel, BMI—H. Beamer)

KING SPORTY (Kingston 41000)

Groovin' Out On Life (2:51) (Sherlyn, BMI—Williams, Mathis)

Plucking bass and smart melody carves the foundations for this Sporty outing. Record has all the makings of a potential giant. Flip: no info. available.

THE ROAD HOME (Dunhill 4285)

Keep It In The Family (2:50) (Trousdale/Soldier Music, BMI—Lampert, Potter)

Commercial tune with contemporary message should put the Road Home on the road home. Geared essentially towards AM/top forty markets, debut single should make a strong impression. Flip: no info. available.

Choice Programming

Choice Programming selections are singles which, in the opinion of our reviewing staff, are deserving of special programmer consideration.

GENE PITNEY (Musicor 1442)

Gene Are You There (2:45) (Kelso Herston/Catalogue Music, BMI—Tidewell) Soft, exciting ballad should become a pop/MOR delight and put Pitney on the comeback trail. Touching lyric adds to records overall impact. Flip: no info. available.

THE STOVALL SISTERS (Reprise 1028)

Hang On In There (3:30) (Great Honesty, BMI—J. Moss) Funky r&b release from Stovall's should excite AM programmers and cause considerable listener enthusiasm. Flip: no info. available.

BLACK OAK ARKANSAS (Atco 6829)

Lord Have Mercy On My Soul (3:15) (Marlu/Far Fetched Music, ASCAP—Black Oak Arkansas) Latest addition to the Atlantic heavies comes via this powerful rocker from BOA certain to garner much underground airplay. Flip: no info. available.

THE GRAND PIANO COMPANY (Ampex 11032)

Esperanto (2:58) (Beechwood, BMI—Goodman, Grasso) Haunting, melodic instrumental should set pop and MOR charts ablaze. Fine first outing should easily establish group. Flip: no info available.

NEW COLONY SIX (Sunlight 1001)

Roll On (2:25) (New Colony, BMI—Herman, Van Kollenburg) Latest from New Colony Six should go on to do exactly as title indicates—roll on. Plenty of commercial success is in store for their latest effort. Flip: no info. available.

SERGIO MENDES & BRASIL '77 (A&M 1279)

So Many People (3:20) (Irving Music, BMI—Williams, Nichols) A new name, a new year and a brand new sound highlight this important release from Mendes. Interesting lyric

adds to overall enjoyment of single. Flip: no info. available.

TOMMY ROE (ABC 11307)

Stagger Lee (3:16) (Travis Music, BMI—Price, Logan) Change of musical directions for Roe finds him well into Lloyd Price classic of yesteryear. Strong arrangement and excellent vocal power give Roe a shot at top 40 contention. Flip: no info. available.

LOUIS ARMSTRONG (Audio Fidelity 173)

Bill Bailey (2:55) (Van Jak Music, ASCAP—trad.) From the golden archives of Louis Armstrong comes this classic that seems to sound better as the years pass. Now issued as a single, "Bill Bailey" will once again bring fond memories of "Satchmo" at his very best. Flip: no info. available.

KOOL & THE GANG (De Lite 543)

The Penguin (2:45) (Stephanye/Delightful Music, BMI—C. Smith, Kool & Gang) Delightful instrumental of latest dance craze should receive much r&b attention. Authors of many prior hits, Kool & Gang should keep their string alive with this one. Flip: no info. available.

INTENSIVE HEAT (Soul Mate 001)

Keep An Eye On Your Close Friend (2:45) (Hunt/Eliz 7 Music, BMI—M. Cooke) First release from new group is basically an a capella number reminiscent of the music of the early fifties. Record will find favor with oldies freaks. Flip: "Intensive Heat" (3:05) (Hunt/Eliz 7 Music, BMI—Pope, Hunt)

THE IMPRESSIONS (Curtom 1959)

Do You Wanna Win (3:20) (Curtom, BMI—Mayfield) Impressions ask the musical question from the pen of Curtis Mayfield who hasn't yet written a poor song. Look for this one to blaze a trail to the national charts. Flip: no info. available.



**Ray Price's new
"For the Good Times"
is called
"I'd Rather Be Sorry."**

Because just like Ray's last million-selling single, "I'd Rather Be Sorry" is written by one of Pop and Country's most exciting young songwriters, Kris Kristofferson.

And also like "For the Good Times," Ray's new single will get strong air play on both MOR and Country stations.

So check the Pop and Country picks this week or next. But in a few weeks, the whole country will be able to tell you where Ray's "I'd Rather Be Sorry" is going.

"I'd Rather Be Sorry." 4-45425
Ray Price's new single. On Columbia 



LOS ANGELES—M. C. par-excellence Goddard Lieberson (left) introduced many of the leading personalities who performed at the Columbia Convention held here last week. Among the artists who entertained are: (top row) Johnny Mathis, Mark Lindsay, Boots Randolph, Percy Faith, Chicago, Karen Wyman, Edgar Winter; (second row) Blood, Sweat & Tears with David

Clayton-Thomas shown, Tommy Cash, Tammy Wynette, Ray Price, Taj Mahal, Jody Miller; (bottom row) Poco, Earl Scruggs Family, Freddy Weller, Vivian Reed and a new group called Dr. Hook's Medicine Show whose lead vocalist is the last photo on right.

Spence Berland Exec Asst. To Schoenbaum

NEW YORK—Jerry Schoenbaum, president of Polydor Incorporated, has announced the appointment of Spence Berland as executive assistant to the president.

Mr. Berland began his association with Polydor five months ago as director of advertising, but has involved himself with many other aspects of the operation. His new position will include the coordination of sales, marketing, merchandising, advertising, promotion and publicity as well as personnel. He will be directly responsible to Schoenbaum, and also continue as ad director.

Prior to coming to Polydor, Spence was with the advertising sales Department at Record World, and previously spent many years as a radio broadcaster.

Schwartz Avco's Nat'l Promo Chief

NEW YORK — "Red" Schwartz, a more than 20 year vet of the record business, has been appointed director of national promo for Avco Records. He replaced Mike Becce, who left to join Polydor, Inc.

In a move to revamp the company's promotion department, Schwartz will be responsible for the entire co-ordination of the company's various labels and promotion representatives. To bolster this effort, Avco has also appointed Diane Sousa to assist Schwartz in all phases of the department. Miss Sousa was formerly with Colosuss Records and prior to that spent a year and a half with London Records. Schwartz joins Avco after a brief tenure at Musicor Records. Prior to Musicor he held national promo manager posts at Roulette Records and Vee-Jay Records.

STUDIO MANAGER

Major Recording company looking for Studio Manager for large complex. Must be bright, aggressive. 3 years minimum experience in all aspects of Studio supervision required, including financial, handling union personnel & dealing with artists & producers. This is a demanding high pressure position. Only "pros" should apply. Send detailed letter giving salary & work history. We are an equal opportunity employer.

Box CB 152,
810-7th Ave., NYC 10019

Col, Epic Award Promo, Sales Men

NEW YORK—Clive Davis, CBS/Records Group president, spotlighted members of the Columbia and Epic/Columbia Custom Labels national promo and sales staff at an awards ceremony held during the convention banquet/show. Highest annual awards were presented by Davis to Bob Kerns of the New York Branch, winner of the Salesman of the Year Award for Columbia and Epic/Columbia Custom Labels; to Bill Heard of the Dallas Branch Office for Columbia's Local Promotion Man of the Year; and to Mie Atkinson of the Los Angeles Branch, Epic's Local Promotion Man of the Year.

Davis presented the Distributor of the Year Award to George Deacon of the Hollywood Branch for Columbia, and to Ed Masterson of the Philadelphia Branch for Epic.

More Awards

Additional awards were presented the following day during the Promotion Seminar and Lunch. Officiating were Stan Synder, vice president of Columbia Sales and Distribution, Ron Alexenburg, vice president of Epic/Columbia Custom Labels, Columbia's National Promotion Director Steve Labels' National Promotion Director Mike Kagan.

Granville White of Columbia's Chicago Branch was the recipient of the Special Meritorious Promotion Award for Continuous Outstanding Performance. Columbia's regional local Promotion Manager of the Year Awards were presented to: Ed Hynes, Boston Office, Region I; Bobby tze, Boston Office, East Coast Region; Bill Catino, Cleveland Office, Yerge, Detroit Office, Region III; Tim Kehr, Minneapolis Office, Region V; and Terry Powell, Hollywood Office, Region VI.

Epic/Columbia Custom Local Promotion Man of the Year Awards by region were received by: Lennie Petze, Boston Office, East Coast Region; Bill Cation, Cleveland Office, Mid-West Region; Bill Heard, Dallas Office, Southern Region and Tim Kehr, Minneapolis, Mid-West Region. In addition, Epic singled out Don Burt of the Memphis Branch Office with the award for Regional Promotion Man of the Year.

Gold: Price of Panic

(Cont'd from p. 9)

let an artist have his own way, because sometimes nothing succeeds like a good failure. And an artist will occasionally have a keener insight into a situation than you do. You have to be open about it.

"But if a producer's first loyalty is to the record company, he can't be disloyal to the artist. I don't think a producer who squanders large sums of money on an artist is doing that artist any good. You might make a 1% better album if you spend the difference between \$30,000 and \$100,000, but you might create a lot of hostility at the record company. Most of the time the public can't tell the difference."

On Money-In-Front

Asked what he thought about the money-in-front idea, which some companies have refined to a deal where the artist can keep the difference if he comes in under budget, Gold replied, "I don't think I like it. Certain things are predictable. If you're giving \$30,000 away, there's the guy who will make a record for \$21,000 so he can keep \$9,000. Which is no good. We don't want to save money, we just don't want to waste money. We want an album to cost what it should cost to be really good, and I don't think you can really say, before you start on a project, that you know what it should cost."

"Sometimes if there's something in a session that means you stay an extra hour or two to go after it and get it, you do it. It may mean the difference between a hit and no hit. A session should cost what it has to cost to do it right."

Referring to Columbia's business affairs policy as an adjunct to these A&R considerations, Gold felt that "the devices and techniques we've employed to cope with these problems (were) very fair and very helpful." Principally they involve the tight harnessing of money to product. If an act stays alive, conscious and together enough to come up with product, "you give them money, which is fair and reasonable."

In this regard, according to Gold, "Columbia Records is very generous

and open-handed but not open-headed, not stupid. We give an artist every possible chance to make his point, even though difficult and uncommercial times, when we believe in something. But the ability to do that comes from money we don't spend where there's no chance. It's stupid to fish in a barrel where there are no fish."

When To Say 'No'

In order to minimize the number of these barrels without fish, which turn up on any artist roster, Gold emphasizes one very important, money-saving aspect of the producer's role: "You just have to know when to say 'no.' It is something I personally find enormously difficult, but I find it easiest to say no when I'm positive in my mind that I'm right. When it's just a matter of opinion, and I perhaps feel I'm right, I give a little. When possible I try to compromise. I would never say to an artist, on a single date, that he couldn't do a song he really believed in. After all, it's his career."

"At Columbia we have many artists on the roster. I adopt the attitude that we have many hooks to fish with, yet the artist has only one career, his own."

Another sure way for a record company to spend more money than it has to is in picking up artists, old or new, and paying an unrealistically inflated price. In that way it works a little like an auction. Said Gold, "If that so-and-so company is after them, you may find the other people really weren't so hot about them after all. Why delegate to another company the idea that they're smarter than you are? Why want what they want? You should want what you want, and when the thing you want gets to be the thing the other people want, you're in a better position. If you deal with real musical values, you have a better shot at making it."

"You can buy 10, 20, 30 acts, but luck is where you find it. And so are hit acts. Everybody's looking for them, and there aren't that many. Not that many hit songs, not that many hit producers. But you keep looking for them—hard, all the time. When you find them you do the sensible thing with them. When you can't, you automatically panic. And the price of panic has gone up."

Kathy Maimone Is Hospitalized

NEW YORK—Kathy Maimone, Wife of Joe Maimone, Capitol exec based in New York, was admitted into Holy Name Hospital in Teaneck, N.J. last week as a result of an internal disorder. Mrs. Maimone, who has worked in music industry, is in Room 356 of the hospital.

POP GOES THE COUNTRY



STATLER BROTHERS HIT SINGLE

"Pictures of Moments to Remember" (73229)
from their hit album "Pictures of Moments to Remember"
SR-61349 Musicassette MCR-61349 8-Track MC8-61349

JERRY LEE LEWIS' HIT SINGLE

"When He Walks On You (Like You Have Walked on Me)" (73227)
from his hit album "Touching Home" SR-61343
Musicassette MCR4-61343 8-Track MC8-61343

From The Mercury Record Corporation Family of Labels / Mercury, Philips, Fontana, Smash, Vertigo, A & R, Dial, Mister Chand, Odax, Peachtree.
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cashbox/album reviews

Pop Picks

EVERY GOOD BOY DESERVES FAVOR—The Moody Blues—Threshold THS 5

This English supergroup has few imitators and no equal. The Moodies understand dynamics and melody and their knowledge is transformed into albums which are both critically and commercially acclaimed. Most fans like to think of their work as continuing chapters in a beautiful dreamwork and their new offering is as rewarding (if not more so) as the previous pages. Features their new single, "The Story In Your Eyes" and many tunes in their softer, gentler style which manages to excite without resorting to dramatics. Every Moodies package gets the favor each deserves, and this is no exception.



PAUL AND—Paul Stookey—Warner Bros. 1912

First solo album by Paul Stookey finds the tallest member of the Peter Paul & Mary group in something of a mellow mood, as he performs a dozen numbers. "Sebastian," one of several pieces written by Paul, is a beautiful moving work and among the other jewels on the album are "Gabriel's Mother's Highway #16 Blues" a wry "Give A Damn" and his current single, "Wedding Song (There Is Love)." Credit this talented fellow with an outstanding LP.

FIREBALL—Deep Purple—Warner Bros. 2564

How much longer will it be before Deep Purple gets the acceptance in America which they deserve? Although they have half a dozen LP's in release here and despite the devotion of the fans they have collected, they have yet to attain the popularity level they enjoy in England and elsewhere. "Fireball" should change that. It's an important new album. On it, the quintet deftly carve out seven crystal clear rock works, of which "Strange Kind Of Woman" and "Anyone's Daughter" loom as most formidable. How much longer. . . .



RAINBOW FUNK—Jr. Walker And The All Stars—Soul S732L

Soul is the label and soul is the difficult to define quality which permeates Jr. Walker's work and rarely to such an extent as on this disk. This is a strong album, with first rate treatments of the familiar "Something," "Feeling Alright" and "Psychedelic Shack," plus some nice surprises in "These Things Will Keep Me Loving You," co-authored by producer Johnny Bristol. The plaintive "Way Back Home" is another memorable track. LP is already showing signs of breaking big.

MAN AND BOY—Original Soundtrack—Sussex 7011

The very best thing about the soundtrack of the Bill Cosby starred western comes right at the beginning and it's the flick's theme, penned and sung with rare charm by Bill Withers. Also featured are several monologs from the movie and some pretty instrumental tracks by an orchestra under the baton of composer J. J. Johnson. Disk was produced by Quincy Jones. Should the film do well, (and it should) this track could easily blossom into a real seller.



(FOR GOD'S SAKE) GIVE MORE POWER TO THE PEOPLE—The Chi-Lites—Brunswick BL 754170

The Chi-Lites have been around for a few years, but due to the rapid upward movement on their single, the album's title track, they have been labeled an overnight success. Their new effort is also here, "We Are Neighbors," and it continues in the quartet's sociological approach to the problems of today. While many other tunes don't directly hit you over the head with a similar message, the feeling and innuendo is there. The quartet should do well translating their newfound singles power into album sales.

McKINLEY MORGANFIELD—Muddy Waters—Chess 2CH-60006

At long last, an album release which can truly be subtitled "Muddy Water's Greatest Hits." They're all here: "Rollin' Stone," from which the English group took their name; "Got My Mojo Working," "Baby Please Don't Go" and the classic version of "Hoochie Coochie Man." Tracks are the original cuts, some dating back to 1948, but all belong to the blues-oriented music scene of today. This package will be grabbed up by first time Waters fans and his old-line following as well. Few artists have had such an influence on the music of others and nowhere else can so many of his finest tunes be gotten in one jacket. This is one collector's item with super potential.



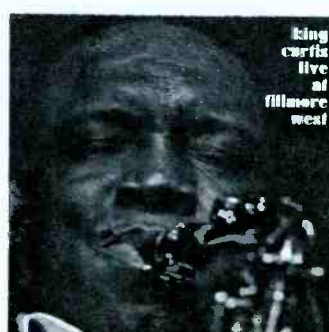
BOB GIBSON—Capitol ST-742

So many of the finest voices of the folk revival era fail to translate into today's idiom; but pure and straight-forward Bob Gibson is the most refreshing breeze to come from that direction in a long, long time. Guests like Roger McGuinn, Spanky McFarland and David Crosby highlight rather than obscure his talent. Especially tasty is the addition of Hamilton Camp on "For Lovin' Me," one of Gordon Lightfoot's earlier hits. Two Dylan tunes and some of Gibson's originals make for a package that will garner much FM and probably AM airplay as well. Will appeal to old and new fans, more than pleasing each.

Pop Best Bets

DEATH IN VENICE—Deutsche Grammophon—2538 124

The ennui and the brooding melancholy that envelop the characters of Thomas Mann's novel and now Visconti's hit movie are closely related to the music of Gustav Mahler. Not too surprisingly Mahler's work is used at the film's score. These are the themes, "Adagietto From Symphony No. 5," "Movement 2 From Symphony No. 7 'Lied der Nacht'" and "Movements 4 (Misterioso) & 5 From Symphony No. 3," as performed by the Bavarian Radio Symphony Orchestra under the direction of Rafael Kubelik.

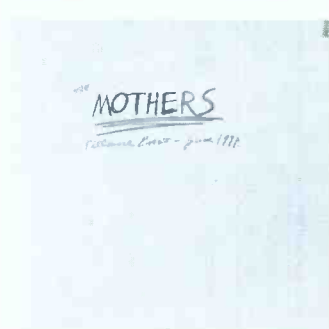


KING CURTIS LIVE AT FILLMORE WEST—Atco SD 33-359

King Curtis, he of the funky school of sax, recorded this set of nine tunes recently at the fabled West Coast rock emporium, and it's a solid outing all the way. Accompanied by Billy Preston on organ and a slew of other fine musicians, and backed by the Memphis Horns, the King tears into "A Whiter Shade Of Pale," "Signed Sealed And Delivered I'm Yours," "Ode To Billie Jo" and "Mr. Bojangles." Some very nice effects on the Buddy Miles penned "Changes" too. Could well be King Curtis' most substantial item saleswise.

THE LONDON HOWLIN' WOLF SESSIONS—Chess 60008

As any student of the blues can testify, Howlin' Wolf has been among the paramount talents working in that field for more than just a few years. In fact, he's been singing the blues longer than any of the British superstars (Eric Clapton, Stevie Winwood, Bill Wyman and Charlie Watts) who joined him for these sessions have been on this earth. Thirteen tracks in all, several of them by Willie Dixon and several more penned by Howlin' Wolf himself. "The Red Rooster" and "Poor Boy" are only two of the delights to be found here. Rock stars names could help immeasurably in attracting attention to a set which is Howlin' Wolf's all the way.



FILLMORE EAST, JUNE 1971—The Mothers—Reprise-Bizarre MS 2042

A totally live LP from the ever-changing, ever-constant Mothers—the only true rock answer to P. D. Q. Bach. Their fans are a devoted lot who take whatever Zappa and his band at the time happen to be serving up. This time, there's a comedy song, "Do You Like My New Car?" and a rather faithful rehash of the Turtles' classic "Happy Together." Album art can only be described as minimal scrawl, but the goings-on within maximize both the Zappa and Fillmore myths and as such, could prove their most saleable LP to date.

cash box / album reviews

Pop Best Bets

ONE MAN'S POISON — Redeye — Pentagram 10006

Redeye is an example of a band which is steadily building a following by virtue of continued better than average work in a country rock vein. While the quartet still has a tendency to settle familiarly into a groove once they've found one to their liking, their second album still has its rewarding moments, "I'm Going Blind," "The Seeker" and "Cold In The Night" are mighty fine tracks. Certainly deserving of attention.



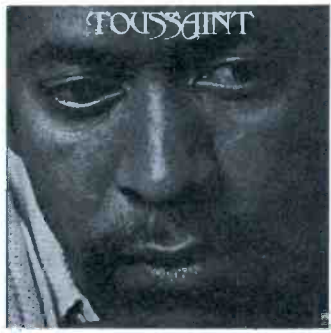
ORPHEUS—Bell 6061

A group that the times have caught up with, Orpheus blends fine clear vocalizing with simple but effective production work. Less c'uttered than their previous work, their Bell debut has tremendous single potential in "Big Green Pearl," MOR interest in "I Wanna Be Your Lover" (steel drum is a nice touch) and "Tomorrow Man" while the FM attention will be on "Monkey Demon." Without spreading themselves too thin, they come up with something for just about everyone and their potential audience is a wide following bound to snowball.



TOUSSAINT—Allen Toussaint—Scepter SPS 24003

From the gentleman who's written for everyone from Herb Alpert and Al Hirt to Lee Dorsey and The Dave Clark Five, an album of song that straddles all musical boundaries. Soulful but gently jazzy, he makes his point with seemingly small amounts of effort on "Working In A Coal Mine" and his single "From A Whisper To A Scream." Second side begins with a statement of fact, "Everything I Do Gonna Be Funky," and continues to gently roll through a series of instrumentals featuring his pianowork. His setting for "Cast Your Fate To The Wind" could do it again for the often-charted Guaraldi classic.



DOUBLE-BACK—Happy & Artie Traum—Capitol ST-799

The second album for the label from the brothers, honorary mayors of the musical community of Woodstock. Here they are joined by Mother Earth's Tracy Nelson and Andy McMahon, Eric Kaz and a host of talented musicians, yet the album is still very much their own statements. The Band has been influenced by their style as have countless other acts and with a carefully selected itinerary of college appearances, they have been building their reputation among the non-professional community of music lovers as well. Calling it country-rock just wouldn't be accurate, but anyone into the form can grow to love this album in a manner of moments. Each cut is outstanding.



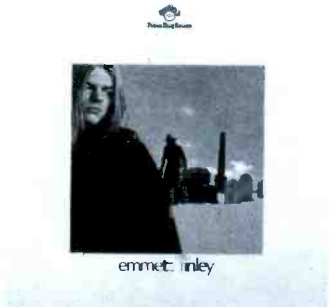
FRIENDS AND PEOPLE—The Friends Of Distinction—RCA LSP-4492

The unusual blending of voices and pulsating rhythms that marks each Friends Of Distinction record surfaces once more as the trio offers another standout collection of songs. A slew of Jerry Peters numbers are tailor made for the group as is the Styne-Merrill standard "People." Should garner considerable sales in R&B outlets and, as with their previous disks, has potential to cross over for pop action too.



EMMETT FINLEY—Poison Ring 2241

This is Emmett Finley's first album and it has a lot going for it. Particularly the continually fine keyboard work of Hans Peter Schulle and the vocal stylings of Finley himself. His voice, particularly in the upper register, has a strange and wistful quality which is not easily forgotten. Finley writes all of his material and also plays guitar. "So Easy" and "Paula's Song" are two of the best tracks.



YOUNG AMERICAN WORKS—Shown are Young American conductor Michael Tilson Thomas and BMI president Edward M. Cramer with initial recordings of BMI concert works recorded under a grant from the performing rights licensing organization on the occasion of its 30th anniversary. The Deutsche Grammophon recordings by the Boston Symphony Orchestra, made up of works by some of the 13 Pulitzer Prize-winning composers affiliated with BMI, include music by Walter Piston, William Schuman, Elliott Carter, and the late Charles Ives and Quincy Porter.

Newman Promo Now Commercial Album

NEW YORK — "Randy Newman Live," the third album by the singer/songwriter, has been added to the August release schedule by Reprise Records. The same album was released as a special promotional record, serviced to press and radio only, in June. Airplay and comment was so favorable that Reprise decided to issue the album commercially.

"Randy Newman Live" is co-produced by Lenny Waronker and Russ Titelman, who recorded the album during Newman's appearance at The Bitter End in New York City last fall. Newman is currently working on a fourth album, also co-produced by Waronker and Titelman, which will be a regular commercial release upon its completion.

Polydor Ships Two New Albums

NEW YORK—Polydor announced the release of two albums, both debuting new talent. "Gravy Train" features a quartet consisting of: Norman Barratt, lead guitar; Leslie Williams, bass; Barry Davenport, drums and John Hughes, flute, alto and tenor sax and keyboard. All the band members are from Northern England and they have written all the tunes for their Jonathan Pell-produced LP.

Guy Mancini and Neal Fox who between themselves play 12 instruments appear on "Mancini and Fox" on Polydor-distributed Event Records.

Advertising campaigns will concentrate on underground and college markets on the "Gravy Train Disc" and MOR and Top 40 for the Mancini & Fox debut. Both albums have been shipped and will be the target of dealer co-op and trade promotion efforts.

Blatt Waxes New Soundtrack

NEW YORK — Indie producer Jerry Blatt was at Echo Sound Studios in Levittown recently, where he completed recording of the motion picture soundtrack to "Scarecrow In A Garden of Cucumbers." The picture was directed by Robert Kaplan and stars Holly Woodlawn, featured in the recent Andy Warhol film, "Trash."

The score was recorded by Breakwater, music composed by Blatt and lyrics by Marshall Barer. The new picture is due for release later this year and Blatt is currently negotiating with several labels for album release of the soundtrack.

IPI-Pickwick Tie For Distribution

HOLLYWOOD — I.P.I. Records, the newly formed record division of International Programs Inc. and Pickwick International Presentations have just concluded an agreement for Pickwick to release all of I.P.I.'s product nationwide, it was jointly announced by Joe Harrelson, president of I.P.I. and Joe Abend, president of Pickwick International.

The first record to be handled under the new agreement is Don Holliman's recording of his own composition, "Letter to Hanoi."



RALPH MCTELL'S
UNFINISHED ALBUM?
still being worked on



cash box / talent on stage

Three Dog Night Lobo

COTTON BOWL, DALLAS — It wasn't Shea Stadium, there weren't 55,000 people there, and somehow all of the customary publicity brouhaha was kept to a minimum; but Three Dog Night took Dallas by storm on the 24th by performing their typically energetic, exciting show for 35,000 fans at the Cotton Bowl. Even some of the most hardened, cynical members of the rock and roll press corps (flown in at the group's expense from all corners of the country) had to admit that they had a good time.

There really isn't very much to say, since the group has been performing virtually the same set for the last six months or so. And they have it down to a well-paced, entertaining science. From the opening "One Man Band" to the powerhouse "Joy to the World," "Eli's Coming," "Celebrate" finale, they are unquestionably one of the tightest, most professional units performing today.

The opening half of the set was marred only slightly by audience (and the rest of the group's) anxiety over the condition of singer Chuck

Negron, who had suffered a broken nose and arm in an auto accident in Los Angeles two days earlier. Obviously in pain, Negron faltered only once during a chorus of "Liar" but soon settled into his natural groove and finished the show as if nothing were amiss. (Chuck's show-must-go-on attitude is an example of the kind of professionalism that is too often missing in rock and roll performers, and as such is highly commendable.)

Buddy Miles and his band filled the second billing quite well with a predominantly instrumental set. The band is currently functioning without their usual second drummer, leaving Buddy locked into his kit. Nevertheless, he managed to create his usual high level of audience excitement and participation, getting all 35,000 to their feet with his closer, "Them Changes."

Opening act was Ampex's Lobo, currently coming off the crest of their smash "Me and You and a Dog Named Boo." They played mediocre variations on two standard patterns very well.

C.V.N.

Blood, Sweat & Tears/Thelma Houston

GREEK THEATRE, L.A. — Fans of Columbia's Blood, Sweat & Tears were treated to an extra long dose of the group as they opened a week's engagement at Los Angeles prestigious outdoor arena.

The 4,500-seat Greek was full opening night, and there may have been a number of label executives in attendance. That or a lot of really devoted fans; a couple of songs from the only-recently released "B, S & T IV" drew relatively heavy initial applause.

The greatest portion of the group's present repertoire still comes from their widely-heralded second album—"More and More," "You Made Me So Very Happy," "God Bless the Child" and so on. "And When I Die" has been rearranged a bit; a lot of the "Annie Get Your Gun" arrangement has been calmed down and replaced by some fancy blues harmonica work by Steve Katz.

Katz, in fact, showed brilliantly during the entire performance, with a nice change-of-pace vocal on "Sometimes in Winter" and an especially good guitar workout on "Smiling Phases." Jim Fielder, on bass, was also excellent throughout.

The rest of the group, as in their most recent two area performances, still have occasional trouble coming into a break at the same time. Perhaps if the arrangements were a bit simpler: Basie never seems to have that kind of trouble.

Of all the horn group lead singers, there's no doubt that David Clayton-Thomas does the best Tom Jones imitation.

Despite a lukewarm reception by the audience (applause being substantially lower than for the opening act), the group took an encore—a long, rambling turn through "Lucretia MacEvil."

Opening the show was Thelma Houston, a young singer who has cut a brilliant but obscure album produced by Jimmy Webb for Dunhill and who is now undergoing the Motown treatment. What that means is that her act is very nightclubby, with lots of gloss and precious little substance.

Miss Houston can sing—her a cappella opening to "My Sweet Lord" proved that. But many of her other songs were pretty much what you'd expect from Motown meeting "Me and Bobby McGee" and "Mr. Bojangles" & lots of "yeah's" and little real understanding or feeling.

Three exceptions were the Dinah Washington hit "The Good Earth," the socio-racially oriented "Blackberries," and a truly lovely "The First Time Ever I Saw Your Face," the last with Miss Houston excellently accompanied by pianist-organist John Miles (who performed quite well through the entire set). The'ma Houston shows great promise but still has a considerable way to go.

Melanie Janey & Dennis

CENTRAL PARK, NYC — Melanie's Schaefer Festival appearance attracted two capacity houses to the pavilion and a crowd estimated at more than 20,000 which camped outside. To the latter contingent, Melanie even dedicated a song, "Close To It All."

She opened with the Mungo Jerry refrain, "In The Summertime," and then "went out to see what she could find" in her repertoire of songs, ranging back to early works, "Momma Momma," "Any Guy," "Uptown Down," on up through "Babe Rainbow" and "Nickel Song." This was certainly a very composite Melanie concert.

The two sides of fame provided the theme for successive songs, Melanie's own "Tuning My Guitar," and Phil Ochs' "Chords Of Fame." To both she brought a poignancy born of experience and compassion.

A sudden thought midway through the evening: Melanie appears alone. Although this is touted as the time of the solo performer, how many of these artists actually turn up unaccompanied on stage? Neil Young, Laura Nyro, John Sebastian—these come to mind. But there aren't many. To do so requires exceptional talent and, considering the nature of some audiences these days, exceptional courage! Melanie, of course, has always appeared alone and sometimes she has really appeared alone.

She was, as usual, receptive to audience requests, doing "Animal Crackers" and "Alexander Beetle." Taking her cue from the scores of lit candles being held aloft, she also performed "Lay Down (Candles In The Rain)." Who else does half a dozen songs for an encore? Melanie really wanted to sing.

After you've attended your first Me'anie concert, each succeeding one only confirms your original realization that she has a gift to touch audiences in a way which is peculiarly her own. Partly she does it with her songs, partly with her voice, partly with her personality and partly through forces which are as elusive as the warm breezes which fanned out across Central Park, as the people made their way home singing.

Opening the program were Janey & Dennis, who recently put out a very impressive first album on Reprise. In person they combined an engaging openness of presentation with nicely interlocking vocals and were easily as effective in their jaunty "Another Day" as in the softer harmonies of "Lover Come Back." They earned a warm reception and they got it.

e.k.

Jack Jones

WESTSIDE ROOM, L.A. — A tieless, sleeveless-tuxed garb is the more transparent trapping for the "new" Jack Jones, unveiled at the Century Plaza. The intrinsic alterations are more subtle and rewarding. Jones has elected to don himself with a succession of dramatic ballads by such fine contemporary composers as Carly Simon, Gordon Lightfoot, Lennon-McCartney, Jim Webb, John Sebastian. And he offers them as profound vignettes, emotion packed tunes of tenderness, torment and tragedy. The transformation from "Lollipops and Roses" to bistro balladeer-chanteur tunes him to the likes of Brel, Aznavour, Becaud, McKuen and the lesser known Jake Holmes. He's an accomplished actor as well as note-holder, framing his scenes as rare paintings in a gallery.

In one selection ("That's the Way I've Always Heard it Should Be") he's abetted by the talents of Marilyn Burroughs, backed with a film clip projected above and behind the orchestra. It's a chilling affair. But strangely, some of its cynical, lyrical power is distilled in duet form. Most of the message is there though—marriage as a social trap. And it's amplified by the mating to an old Cahn-Van Heusen "Our Town" hit, "Love and Marriage."

Unlike Lightfoot, Brel, Aznavour and others mentioned, Jones doesn't create his songs. Still his interpretations are inspired affairs. And unlike most chanteurs, his is a warm, full-toned, on-key voice.

There are a few rhythm songs, not throwaways as you might expect, though. "I Believe in Music," "Get Together" and "Everything is Beautiful" are spirited jazz-gospel flavored offerings. His closer, "Impossible Dream," is again, a highly dramatic piece, sensitively interpreted. Still the song has been heard too many times and seems just a bit dated, even when dedicated to our Vietnam POW's.

A few years back Life Magazine labelled him "the best new singer to come along in years." At the Westside Room last week, Jones was living up to the premise.

h.g.

Brewer & Shipley Jim Dawson

BITTER END, NYC — When Phil Ochs sang, "Love me, love me, love, I'm a liberal," the audience knew just what was going on. In not so many tunes, Brewer & Shipley sing variations on the theme "Love me, I'm a freak," and try to prove the point so often that their mojo just can't work no more.

Most artists don't feel the necessity to justify their appearance in song; B&S do. The merits of things like "Indian Summer" and "Witchi Tai To" are strong enough to be obvious without the duo's redundant patter about the freaks versus the rednecks. In the search for self-justification, it appears that they have forsaken music for its own sake and instead have decided to psychologically pander to their emerging hip audience as much as possible. Their set was much too tight; nothing even had to bother to fall into place because it was already there. So where do they go from Tarkio Road? It seems they are too wrapped up in their vacuous philosophies to ponder the problem.

Jim Dawson played a fine set as the second act the same evening. He has developed some of the vocal characteristics that have made the Moody Blues such favorites and has coupled this ability with a strong flair for both melodic and intelligent songwriting.

r.a.

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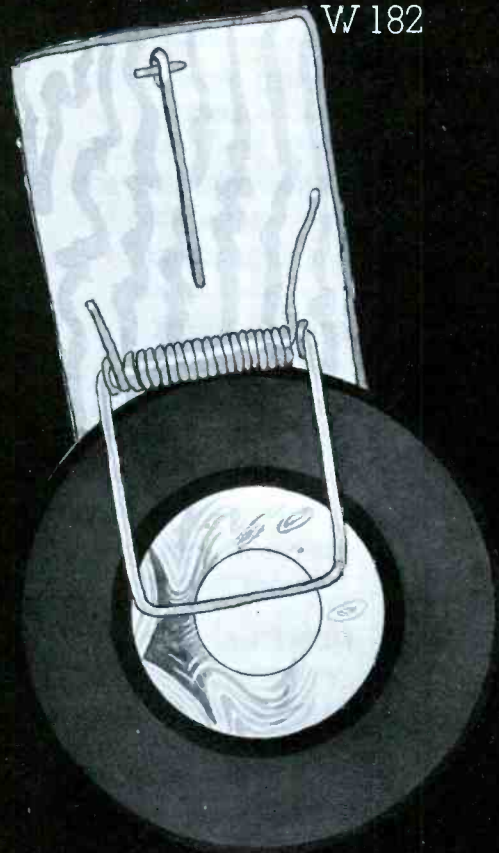
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Trapped By A Thing Called Love

W 182



Call it anything, but it's trapping major markets all across the cuntry. Westbound's new hit single is love at first hearing. Spin On!

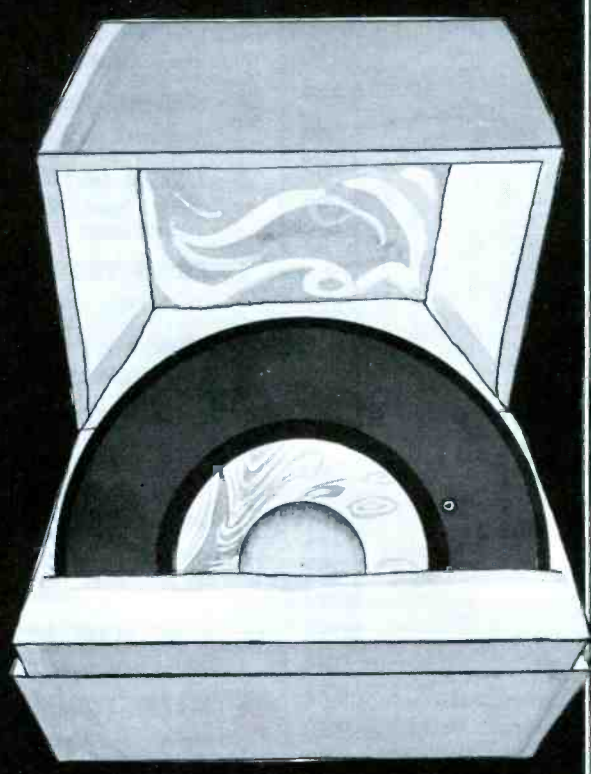
Denise Lasalle



Westbound Records are nationally distributed by Janus Records, 1301 Avenue of the Americas, New York, N.Y. 10019.

Wear This Ring (With Love)

W 181



Recipe for Success: Westbound lifted a single cut from the Detroit Emeralds' new hit LP, "Do Me Right," stirred up the trades, mixed up the airwaves to serve up an appetizing hit.

Detroit Emeralds



DO ME RIGHT-WB 2006

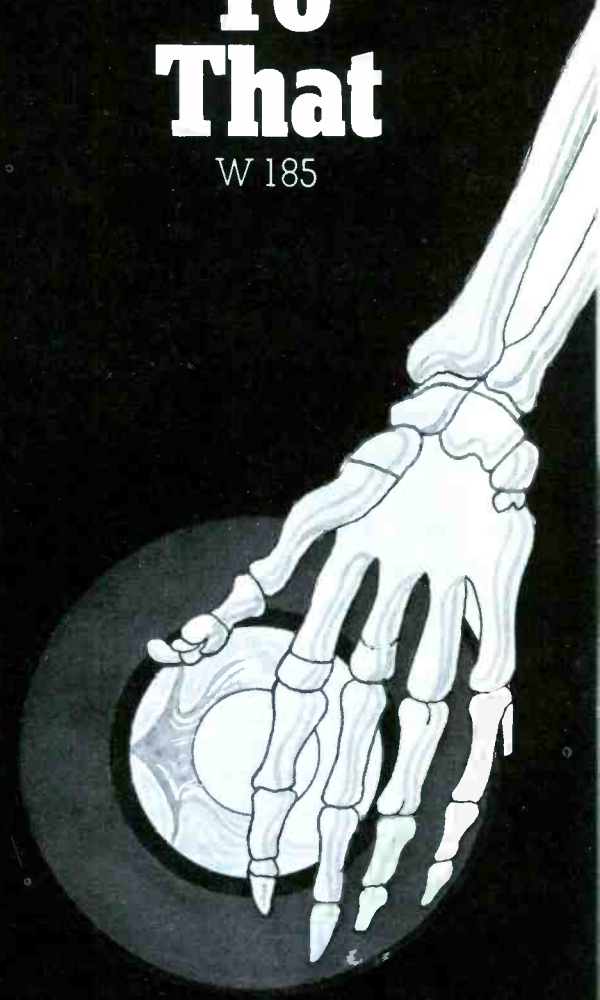


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Exclusively available on 8-Track Cartridges and Cassettes.

Can You Get To That

W 185



Westbound did. They simply dipped into Funkadelic's new LP, "Maggot Brain," and cut loose a blistering hit single. Spin On! It will get to you too.

Funkadelic



MAGGOT BRAIN-WB 2007



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Exclusively available on 8-Track Cartridges and Cassettes.

TOP HITS OF THE YEAR

PUBLICATION OF THE YEAR'S BIGGEST HITS TO DATE

Title of Song	Artists	Record Co.	Total
1. Joy To The World—3 Dog Night—Dunhill			1607
2. She's A Lady—Tom Jones—Parrot			1442
3. Rose Garden—Lynn Anderson—Columbia			1330
4. Just My Imagination—Temptations—Gordy			1321
5. One Bad Apple—Osmonds—MGM			1302
6. Never Can Say Goodbye—Jackson 5—Motown			1295
7. Doesn't Somebody Want To Be Wanted—Partridge Family—Bell			1274
8. Treat Her Like A Lady—Cornelius Brothers & Sister Rose—U.A.			1248
9. Knock Three Times—Dawn—Bell			1224
10. Put Your Hand In The Hand—Ocean—Kama Sutra			1188
11. What's Going On—Marvin Gaye—Tamla			1162
12. It Don't Come Easy—Ringo Starr—Apple			1139
13. It's Too Late—Carole King—Ode			1137
14. Mama's Pearl—Jackson Five—Motown			1092
15. Indian Reservation—Raiders—Columbia			1093
16. Temptation Eyes—Grass Roots—Dunhill			1091
17. Me & Bobby McGee—Janis Joplin—Columbia			1090
18. Bridge Over Troubled Waters—Aretha Franklin—Atlantic			1085
19. Want Ads—Honey Cone—Hot Wax			1240
20. Rainy Days & Mondays—Carpenters—A&M			1075
21. I Hear You Knocking—Dave Edmunds—Mam			1071
22. For All We Know—Carpenters—A&M			1069
23. Brown Sugar—Rolling Stones—Rolling Stone			1042
24. Lonely Days—Bee Gees—Atco			1001
25. Chick A Boom—Daddy Dew Drop—Sunflower			984
26. If I Were Your Woman—Gladys Knight & Pips—Soul			971
27. Mr. Bojangles—Nitty Gritty Dirt Band—Liberty			969
28. Sweet & Innocent—Donny Osmond—MGM			959
29. What Is Life—George Harrison—Apple			955
30. Don't Pull Your Love—Hamilton, Joe, Frank & Reynolds—Dunhill			954
31. If You Could Read My Mind—Gordon Lightfoot—Reprise			945
32. Another Day—Paul McCartney—Apple			944
33. Groove Me—King Floyd—Chimneyville			921
34. When You're Hot You're Hot—Jerry Reed—RCA			915
35. Proud Mary—Ike & Tina Turner—Liberty			914
36. Stay Awhile—Bells—Polydor			888
37. Have You Seen The Rain—Creedence Clearwater Revival—Fantasy			884
38. I'll Meet You Halfway—Partridge Family—Bell			884
39. Watching Scotty Grow—Bobby Goldsboro—U.A.			875
40. She's Not Just Another Woman—8th Day—Invictus			864
41. Amos Moses—Jerry Reed—RCA			863
42. Don't Let The Green Grass Fool You—Wilson Pickett—Atlantic			848
43. Precious Precious—Jackie Moore—Atlantic			843
44. My Sweet Lord—George Harrison—Apple			843
45. Superstar—Murry Head—Decca			841
46. One Toke Over The Line—Brewer & Shipley—Kama Sutra			839
47. Theme From Love Story—Andy Williams—Columbia			832
48. Your Song—Elton John—Uni			829
49. Remember Me—Diana Ross—Motown			825
50. Help Me Make It Through The Night—Sammi Smith—Mega			812



Top 60 In R & B Locations

1. HOT PANTS James Brown (People 2501)	1	31. MAKE IT WITH YOU Ralfi Pagan (Wand 11236)	34
2. MERCY MERCY ME Marvin Gaye (Tamla 5420)	3	32. LOVE ME Impressions (Curtom 1959)	64
3. LOVE THE ONE YOU'RE WITH Isley Bros. (T-Neck 930)	2	33. THE LOVE WE HAD Dells (Cadet 5683)	53
4. MR. BIG STUFF Jean Knight (Stax 0088)	5	34. UNTIL THEN I'LL SUFFER Barbara Lynn (Atlantic 2812)	46
5. I DON'T WANT TO DO WRONG Gladys Knight & Pips (Soul 35083)	4	35. SLIPPED TRIPPED AND FELL IN LOVE Clarence Carter (Atlantic 2818)	45
6. SMILING FACES SOMETIMES Undisputed Truth (Gordy 7180)	8	36. I KNOW YOU GOT SOUL Bobby Byrd (King 6378)	38
7. YOU'VE GOT A FRIEND Roberta Flack, Donny Hathaway (Atlantic 2808)	7	37. ONE WAY TICKET Tyrone Davis (Dakar 624)	40
8. BRING THE BOYS HOME Freda Payne (Invictus 9092)	6	38. CHICKEN HEADS Bobby Rush (Galaxy 778)	39
9. SPANISH HARLEM Aretha Franklin (Atlantic 2817)	17	39. WEAR THIS RING Detroit Emeralds (Westbound 181)	52
10. I LIKES TO DO IT Peoples Choice (Phil La of Soul 349)	12	40. TAKE ME GIRL Junior Walker (Soul 35084)	51
11. THERE AIN'T NO SUNSHINE Bill Withers (Sussex 219)	13	41. FOR YOUR PRECIOUS LOVE Cheeta Davis (House of Orange 2405)	43
12. ESCAPE-ISM James Brown (Peoples Choice 2500)	9	42. FUNKY L.A. Paul Humphrey (Lizard 1009)	42
13. STOP LOOK AND LISTEN Stylistics (Avco 4572)	10	43. I LIKE WHAT YOU GIVE Nolan (Lizard 1008)	44
14. MAYBE TOMORROW Jackson 5 (Motown 1186)	25	44. I KNOW I'M IN LOVE Chee Chee & Peppy (Buddah 225)	33
15. IT'S SUMMER Temptations (Gordy 179)	21	45. GOT TO HAVE YOUR LOVIN King Floyd (Chimneyville 439)	47
16. IT'S THE REAL THING Electric Express (Cotillion-Linko 1001)	22	46. 1-2-3-4 Lucky Peterson (Today 1503)	41
17. LIKE AN OPEN DOOR Fuzz (Calla 177)	18	47. GOT TO GET OVER THE HUMP Simtek & Wiley (Smash 8005)	55
18. WHAT YOU SEE IS WHAT YOU GET Dramatics (Volt 4058)	20	48. TRAPPED BY LOVE Denise LaSalle (Westbound W182)	58
19. FUNKY NASSAU Beginning of End (Austin 4595)	11	49. HOW'S YOUR LOVE LIFE BABY Ted Taylor (Ronn 52)	50
20. TIRED OF BEING ALONE Al Green (HI 2194)	26	50. A THIN LINE BETWEEN LOVE AND HATE Persuaders (Atco 6822)	—
21. STICK UP Honey Cone (Hotwax 7106)	30	51. I LOVE THE WAY YOU LOVE Betty Wright (Alston 4594)	—
22. YOU'RE THE ONE FOR ME Joe Simon (Spring 115)	29	52. IF YOU REALLY LOVE ME Steve Wonder (Tamla 54208)	—
23. YOU'RE THE REASON Ebonys (Epic 3503)	15	53. LOVE IS LOVE Earth Wind & Fire (Warner Bros. 7492)	48
24. TREAT HER LIKE A LADY Cornelius Bros. (UA 6673)	14	54. LUCKY ME Moments (Stang 5031)	56
25. YOU'VE GOT TO EARN IT Staple Singers (Stax 0093)	24	55. WHEN YOU FIND A FOOL BUMP HIS HEAD Bill Coday (Galaxy 779)	57
26. K-JEE Nite Lites (RCA 0461)	35	56. OVER AND OVER/HEY LOVE Delphonics (Philly Groove 116)	36
27. SWEET HITCH HIKER Creedence Clearwater (Fantasy 665)	28	57. WOMEN HAVE A RIGHT Laura Lee (Hotwax 7105)	—
28. YOU'RE A LADY Gene Chandler (Mercury 73206)	19	58. I'VE BEEN LOVING YOU TOO LONG Ike & Tina Turner (Blue Thumb 202)	—
29. WE ARE NEIGHBORS Chi-Lites (Brunswick 55455)	37	59. FRIENDS BY DAY What Nauts (Stang 5030)	59
30. CRAZY ABOUT THE LA-LA Smokey Robinson & Miracles (Tamla 54206)	32	60. ARE YOU LONELY Sisters Love (A&M 1259)	60

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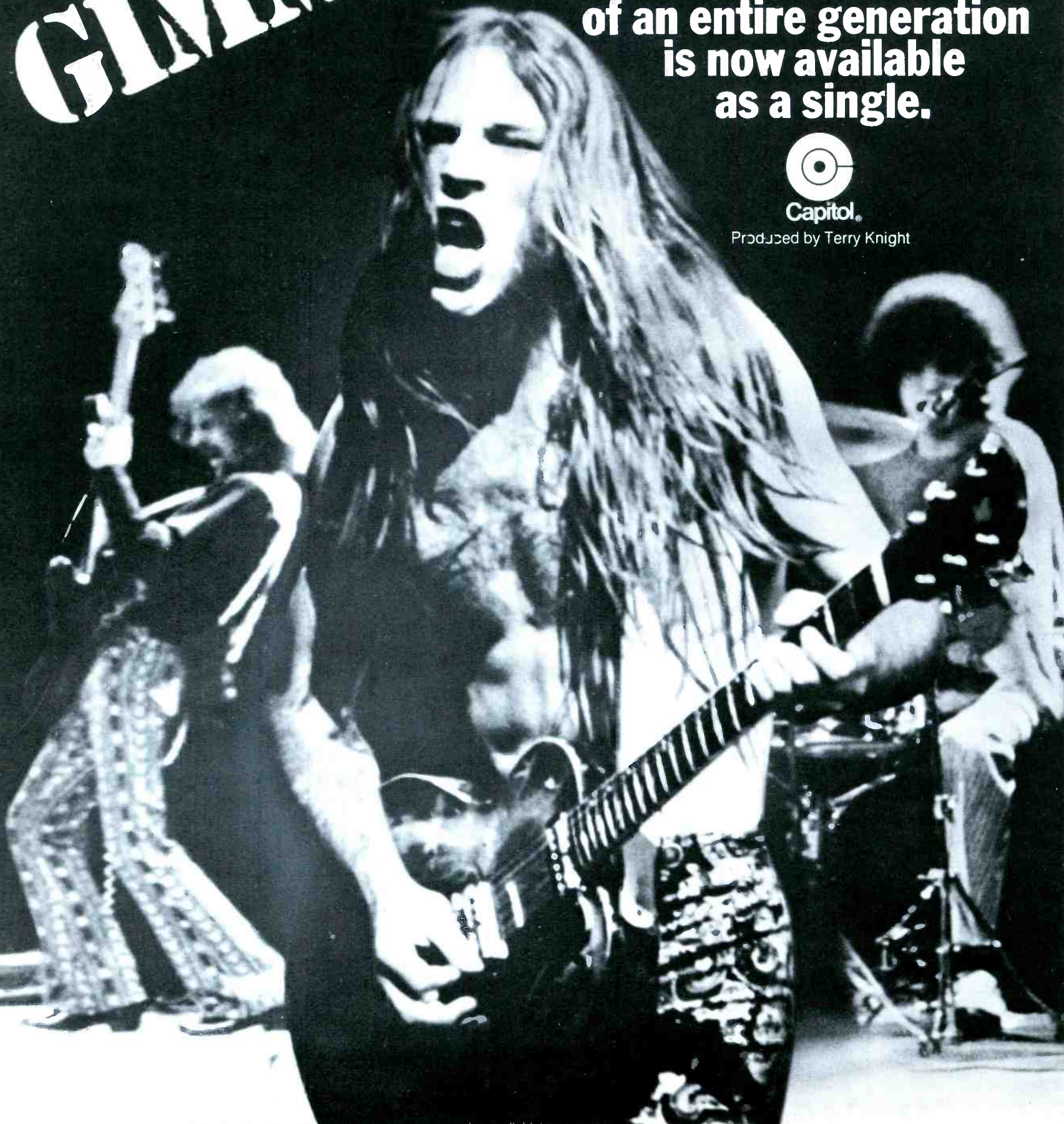
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TOP 100 Albums

BOTTOM NO. INDICATES 8 TRACK AND CASSETTE

Cash Box — August 7, 1971

- | | | | | | | | | |
|----|---|----|----|---|----|-----|--|-----|
| 1 | TAPESTRY
CAROLE KING (Ode 77009) | 1 | 34 | LOVE LETTERS FROM ELVIS
ELVIS PRESLEY (RCA 4530)
(P8S 1748) (PK 1748) | 30 | 67 | SLY & THE FAMILY STONE
GREATEST HITS
(EPIC KE 30325) (CA 30325) (CT 30325) | 63 |
| 2 | STICKY FINGERS
ROLLING STONES (Rolling Stone COG 59100)
(TP 5910) (CS 5910) | 2 | 35 | NATURALLY
THREE DOG NIGHT (Dunhill DSX 50088) | 39 | 68 | HANGING IN THERE
HUDSON & LANDRY (Dore 324) | 59 |
| 3 | MUD SLIDE SLIM
JAMES TALLYOR (Warner Bros. WS 2561)
(8 2561) (5 2561) | 4 | 36 | HOT TUNA ELECTRIC RECORDED LIVE
(RCA LSP 4550)
(P8S 1762) (PK 1762) | 32 | 69 | I WON'T MENTION IT AGAIN
RAY PRICE (Columbia C 30510)
(CA 30510) (CT 30510) | 65 |
| 4 | JESUS CHRIST SUPERSTAR
(Decca DXSA 7206)
(6-6000) (73-6000) | 3 | 37 | SKY'S THE LIMIT
TEMPTATIONS (Gordy GS 957)
(G8 1957) (G75 957) | 35 | 70 | MANDRILL
(Polydor 24-4050) | 58 |
| 5 | RAM
PAUL & LINDA McCARTNEY (Apple SMAS 3375)
(8XT 3375) (4XT 3375) | 5 | 38 | EMERSON, LAKE & PALMER
(Cotillion SD 9040) | 42 | 71 | BROKEN BARRICADES
PROCOL HARUM (A&M SP 4294)
(8T 4294) (CS 4294) | 66 |
| 6 | CARPENTERS
(A&M SP 3502)
(8T 3502) (CS 3502) | 6 | 39 | OSIBISA
(Decca DL 75285)
(6-75285) (73-75285) | 43 | 72 | LOVE STORY
ANDY WILLIAMS (Columbia KC 30497)
(CA 30497) (CT 30497) | 67 |
| 7 | EVERY PICTURE TELLS A STORY
ROD STEWART (Mercury SRM 1-609)
(MCR 1-609) (MCR4 1-609) | 8 | 40 | THE BEST OF GUESS WHO
(RCA LSPX 1004)
(P8S 1710) (PK 1710) | 34 | 73 | SUMMERTIME
HERB ALPERT & The Tijuana Brass (A&M SP 4314)
(8T 4314) (CS 4314) | 79 |
| 8 | WHAT'S GOING ON
MARVIN GAYE (Tamla TS 310)
(T8 1310) (M75 310) | 9 | 41 | PARANOID
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| 16 | SONGS FOR BEGINNERS
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Byrds (Columbia KC 30640)
(CA 30640) (CT 30640) | 89 | 82 | MARY
MARY TRAVERS (Warner Bros. WS 1907)
(8 1907) (5 1907) | 74 |
| 17 | POEMS, PRAYERS AND PROMISES
JOHN DENVER (RCA LSP 4499)
(P8S 1711) (PK 1711) | 19 | 50 | SUMMER SIDE OF LIFE
GORDEN LIGHTFOOT (Reprise MS 2037)
(8 2037) (5 2037) | 41 | 83 | YOU'RE MY MAN
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(CA 30793) (CT 30793) | 89 |
| 18 | BURT BACHARACH
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3 DOG NIGHT (Dunhill DS 50098)
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| 27 | CHASE
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SANTANA (Columbia KC 30130)
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| 29 | HAMILTON, JOE FRANK & REYNOLDS
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WALDO DE LOS RIOS (United Artists UAS 6802) | 62 | 95 | WOODSTOCK TWO
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CARPENTERS (A&M 4271)
(8T 4271) (CS 4271) | 52 | 96 | I THINK OF YOU
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(P8S 1753) (PK 1753) | 93 |
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TOP 100 Albums

101 TO 150

101	HERE COMES THAT RAINY DAY FEELING AGAIN FORTUNES (Capitol ST 809) (8XT 809) (4XT 809)	102	AERIAL PANDEMONIUM BALLET Nilsson (RCA LSP 4543) (PBS 1756) (PK 1756)	116	DONNY HATHAWAY (Atco SD-33-360) (TP 33 360) (SC 33-360)	99
102	THE REAL THING TAJ MAHAL (Columbia G 30619) (CA 30619) (CT 30619)	103	SWEET SWEETBACK'S BAADASSSSS SONG ORIGINAL SOUNDTRACK (Stax STS 30001)	118	BLOODROCK 3 (Capitol ST 765) (8XT 765) (4XT 765)	115
103	SOMETHING ELSE SHIRLEY BASSEY (United Artists 6797)	108	WOODSTOCK ORIGINAL SOUNDTRACK (Columbia SD3-500) (TP 33-500) (CS 33-500)	120	DEJA VU CROSBY, STILLS, NASH & YOUNG (Atlantic SD 7200) (TP 7200) (CS 7200)	135
104	CANNED HEAT CONCERT (United Artists UAS 5509)	104	AFTER THE GOLD RUSH NEIL YOUNG (Reprise RS 6383) (8RM 6383) (CH 6383)	121	ONE FINE MORNING LIGHTHOUSE (Evolution 3007)	138
105	VIKKI CARR'S LOVE STORY (Columbia C 30662) (CA 30662) (CT 30662)	113	BRIDGE OVER TROUBLED WATER SIMON & GARFUNKEL (Columbia KCS 99-14) (18 10 0750) (14 10 0750) (16 10 0750)	122	LIVE IN COOK COUNTY JAIL B. B. KING (ABC ABCS 723)	137
106	THE UNDISPUTED TRUTH (Gordy G 955) (G8 1955) (G 75 955)	—	TARKIO BREWER & SHIPLEY (Kama Sutra KSBS 2024)	111	TAP ROOT MANUSCRIPT NEIL DIAMOND (UNI 73092)	136
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108	SWEET REPLIES HONEY CONE (Hot Wax HA 706)	109	POTLATCH Redbone (Epic E 30109)	—	CURTIS CURTIS MAYFIELD (Curtom CRS 8005)	126
109	THE POINT NILSSON (RCA LSPX 1003) (PBS 1623) (PK 1623)	112	THE CRY OF LOVE JIMI HENDRIX (Reprise MS 2034) (8 2034) (5 2034)	100	TO BE CONTINUED ISAAC HAYES (Enterprise ENS 1014)	129
110	MARK ALMOND (Blue Thumb)	119	GLEN CAMPBELL'S GREATEST HITS (Capitol SW 752) (8XT 752) (4XT 752)	123	WE SURE CAN LOVE EACH OTHER TAMMY WYNETTE (Epic E 30658) (CA 30658) (CT 30658)	133
111	RAINBOW FUNK Jr. Walker & All Stars (Soul S 732) (S8 1732) (S 75 732)	—	TOMMY THE WHO (Decca DXSW 7205) (6-2500) (73-2500)	130	IF I COULD ONLY REMEMBER MY NAME DAVID CROSBY (Atlantic SD 7203) (TP 7203) (CS 7203)	141
112	HISTORIC DEAD GRATEFUL DEAD (Sunflower SFF 5004)	114	ONE BAD APPLE OSMOND BROS. (MGM SE 4724)	125	THE WORST OF JEFFERSON AIRPLANE (RCA LSP 4459)	139
113	LATER THAT SAME YEAR MATTHEWS SOUTHERN COMFORT (Decca DL 75264) (6-5264) (73-5264)	105	P G & E (Columbia C 30362) (CA 30362) (CT 30362)	—	DIANA ORIGINAL SOUNDTRACK (Motown MS 719) (M8 1719) (M75 719)	127
114	LAYLA DEREK AND THE DOMINOS (Atco SD 2-704) (TP 704) (CS 704)	86	LONG PLAYER FACES (Warner Bros. WS 1892) (M8 1892) (M5 1892)	107	FOLLIES ORIGINAL CAST (Capitol SO 761) (8XT 761) (4XT 761)	124
115	ALL THINGS MUST PASS GEORGE HARRISON (Apple STCH 639) (8XT 639) (4XT 639)	110	PENDULUM CREEDENCE CLEARWATER (Fantasy 8410) (8 8410) (5 8410)	132	NO NO NANETTE ORIGINAL CAST (Columbia S 30563) (SA 30563) (ST 30563)	140
116	LOVE'S LINES, ANGLES AND RHYMES 5th DIMENSION (Bell 6060) (8 6060) (5 6060)	94	COSMO'S FACTORY CREEDENCE CLEARWATER REVIVAL (Fantasy 842)	146	BACK TO THE ROOTS JOHN MAYALL (Polydor 25-3002)	131
117	MORNING NOON & NITE-LITERS NITE-LITERS (RCA LSP 4493) (PBS 1798) (PK 1712)	117	STONEY END BARBRA STREISAND (Columbia KC 30378) (CA 30378) (CT 30378)	134		

Basic Album Inventory

CADET/CONCEPT SERIES

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Electric Mud
Aladdin
The Howlin'
Wolf Album

Muddy Waters
Rotary Connection

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Ray Bryant
Ramsey Lewis
Ramsey Lewis
Odell Brown
Ahmad Jamal
Ramsey Lewis
Soulful Strings
Ramsey Lewis
Etta James
The Dells
Brother Jack McDuff
Woody Herman
Ramsey Lewis
The Dells
Ramsey Lewis

Paint It Back
Slow Freight
The Move Album
Mellow Yellow
Cry Young
Dancing In The Street
Groovin'
Up Pops Ramsey
Tell Mama
There Is
The Natural Thing
Light My Fire
Mother Nature's Son
Always Together
Them Changes

776 776
781 781
782 782
788 788
792 792
794 794
796 796
799
802
804
812
819
821
822
844

CADET "4000" SERIES

Etta James
Etta James
Etta James
Etta James
Etta James
Etta James
Johnny Watson

At Last
The Second Time Around
Etta
Top Ten
Rocks The House
Call My Name
I Cried For You

4003
4011
4013
4025
4032
4055
4056

CADET

James Moody
Ahmad Jamal
James Moody
Ahmad Jamal
Sonny Stitt
Ahmad Jamal
Ramsey Lewis
Ramsey Lewis
Ahmad Jamal
Ramsey Lewis
Ramsey Lewis
Ramsey Lewis
Ahmad Jamal
Ahmad Jamal
Ahmad Jamal
Illinois Jacquet
Ramsey Lewis
Ramsey Lewis
Lou Donaldson
Ramsey Lewis
James Moody
Ramsey Lewis
Ramsey Lewis
Ahmad Jamal
Ray Bryant
Kenny Burrell
Ramsey Lewis
Kenny Burrell
Soulful Strings

Moody's Mood For Love
But Not For Me
Last Train From Overbrook
Jamal At The Penthouse
Burnin'
Happy Moods
Stretching Out
More Music From The Soil
Alhambra
Never On Sunday
Sound Of Spring
Country Meets The Blues
At The Blackhawk
Poinciana
The Message
Barefoot Sunday Blues
Bach To The Blues
Signifyin'
At The Bohemian Caverns
Cookin' The Blues
The 'In' Crowd
Hang On, Ramsey
Rhapsody
Gotta Travel On
Man At Work
Swingin'
The Tender Gender
Wade In The Water

613 613S
628 628S
637 637S
646 646
661 661
662 662
665 665
680 680
685 685
686 686
693 693
701 701
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741 741
756 756
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771 771
772 772
774 774

Bo Diddley
Bo Diddley
Bo Diddley
Bo Diddley
Bo Diddley
Bo Diddley
Bo Diddley &
Chuck Berry
Little Milton
Fontella Bass
Bobby Moore
Bo Diddley
Little Milton
Bo Diddley
Bo Diddley
Bo Diddley, Muddy
Water & Little Walter
Bo Diddley

Have Guitar, Will Travel
Bo Diddley is a Gunslinger
Bo Diddley is a Lover
Road Runner
Bo Diddley & Company
16 All Time Greatest Hits

Two Great Guitars
We're Gonna Make It
The New Look
Searching for My Love
The Originator
Sings Big Blues
Go Bo Diddley
Boss Man

Super Blues
The Black Gladiator

2974 2974
2977 2977
2980 2980
2982 2982
2985 2985
2989 2989

2991 2991
2995 2995
2997 2997
3000 3000
3001 3001
3002 3002
3006 3006
3007 3007

3008 3008
3013

CHECKER

COLGEMS

The Monkees
The Monkees
The Monkees
The Monkees
The Monkees
The Monkees
The Monkees
The Monkees
Original Soundtrack

The Monkees
More Of The Monkees
Monkees' Headquarters
Pisces, Aquarius, Capricorn & Jones, Ltd.
The Birds, The Bees and The Monkees
Instant Replay
The Monkees' Greatest Hits
Oliver

COS 101
COS 102
COS 103
COS 104
COS 109
COS 113
COS 115
COSD 5501

insight&sound



NEW YORK—ON THE ROAD TO FIND OUT: CANDID CONVERSATIONS WITH HOWARD STEIN

(NOTE: this interview took place a few days after Mountain's Gaelic Park appearance at which the power was cut at precisely 11:30 before the group had time to play an encore. The result was a hail of bottles and cans being lofted at the empty stage by disgruntled fans while the group helplessly looked on. I thought it a good place to begin.—e.v.l.)

CB: Howard, what happened at the end of the Mountain concert?

STEIN: Well, it was very confused. At a quarter to 11 the police came to me and said they were getting a lot of complaints from the people around the Park, and could we end the concert at 11:15, because if they got complaints after 11, the City's curfew limit, they would have to Summons me. That message was supposed to be conveyed to the group, but somehow it wasn't, so when they were still playing at 11:30, I was tied up with the police giving me that Summons. The owners of the Park cut the power, and the stage crew caught a rumor, obviously because I was with the police, that the Park was going to be closed down unless the playing stopped. I was under the impression, as were the owners, that Mountain had already played their encore, which turned out to be incorrect. There was just no communication. Humble Pie (the act before Mountain) played way too long. It was one of those nights; we —ed up. And I must take the blame because, as the promoter, it's my responsibility.

CB: Up until then, it was great. The audience—kids were just camped out; there were balloons; it was like a carnival.

STEIN: Yeah, the atmosphere was beautiful. That's what you've got to go for in an outdoor setting. Indoors, you know, you continually strive for perfection in your sound. But it's inevitable that you're going to lose something in the sound outdoors, so you accept that and go for the atmosphere. I'm happy to know we're succeeding at Gaelic Park. And to get around the curfew, we're starting the concerts now at 7 instead of 8.

CB: How do you feel about Graham closing the Fillmore?

STEIN: Initially I was surprised but I can understand it. Having the Capitol, I know that ownership of a hall is like having a second wife. I have a wife and two kids and don't see them enough; God knows how Graham saw his family at all.

CB: Do you feel that you might want to take it over?

STEIN: No.

CB: Do you think anyone else will?

STEIN: Well that possibility diminishes with each day that passes. Taking it over can be a death trap. Forgetting for the moment that whoever would take it over would almost certainly not know as much as Graham about promotion, he couldn't possibly have the incredible energy that Graham has.

CB: Towards the end he was right about the audiences; standing ovations became a joke—everyone got them.

STEIN: Well it was a very programmed crowd.

CB: Don't you think the programming came more from publications like Rolling Stone, than it did from the Fillmore itself. Kids had already been told how good the Allman Brothers were before they saw them at Fillmore. Naturally they got a

(cont'd on page 38)



HOLLYWOOD—PORTRAIT OF THE ARTIST AS PROMO MAN

Chopper roars into lobby of top Florida station. Off jump tow-headed fellow and side-kick shouting, "Important news: Indians coming." Blondie pulls singles from knapsack, pressing them on receptionist, emerging deejay, startled visitors: "Try this. Denver's on it, Seattle ditto."

What's happening? Why, it's Paul Revere of the Raiders out promoting their first single in something like a year, called "Indian Reservation."

But that's only part of the story. As Paul told it last week, while visiting the Columbia Convention in Century City, the group's identification with the current No. 1 record goes back at least four months when Mark Lindsay "laid it on me. It was a strange song, a freak song, but I liked what it said. And it was No. 1 in England at the time."

"IR" had actually been released in the U.S. two years earlier but never made it, except for certain markets—Denver and Seattle, among them. And it was to these towns that Paul headed when he decided to run with this Mark Lindsay-produced re-make. "Maybe the lyrics were more timely," says Paul, speculating on the record's success potential. "In any case, Mark did what the lyrics needed to make the record happen, and he did a tremendous job."

So working his way to markets where the earlier (Fardon/Crescendo) version had made its mark, Paul hit San Francisco, Bakersfield, Stockton and Reno on the way up to Seattle and out to Denver and Boise, Idaho. "The deejays loved it, and when they played it, we got instant response, by phone, from people four to forty years old, both sexes. And I told the guys I really believed in this one, the first one I'd believed in since 'Kicks.'

"Then I heard through Steve Popovich, who was a believer too, that we'd got a nibble in Florida. So we went, did a whole number there. Got stopped by state police, at one point, when they thought we resembled two guys who had robbed a place at gunpoint and escaped on a motorcycle. The description of them fit us exactly, even down to the color of our shirts.

"By this time each Columbia guy began to see what was happening from market to market. So I moved on up through the South to Augusta and Atlanta. Wherever I played the record I got fantastic reaction.

I had to keep moving, and I had time to talk to people—for the first time,

(cont'd on page 38)

Howard Stein
Paul Revere, Raiders, Mark Lindsay

Merrick Renames Firm

LOS ANGELES — The Mike Merrick Co., Inc., public relations firm with offices in Los Angeles, New York and Europe, will change its corporate name to Merrick, Reiss & Clarke, Inc., effective Aug. 1, it was announced by Mike Merrick, president. Marilyn Reiss, with the Merrick Company since 1965, has been director of the California office since 1966. Buddy Clarke, who has headed his own public relations company in New York for the last 10 years, joins the organization as head of the New York operation.

Merrick, who founded the company in 1958, moved his own personal headquarters to California from his long-time New York City base in November, 1970, thus expanding West Coast operations. The addition of the two principals to the company will give the organization added national strength and versatility in public relations and promotion. Merrick will be free to expand the functions of the company into areas beyond its basic public relations identification, involving all areas of communication. Marilyn Reiss will continue in charge of the day-to-day operations of the California office.

Merrick, Reiss, & Clarke, Inc., represent some of the most prestigious names in the leisure-time/entertainment industry including Harry Belafonte and Belafonte Enterprises; Yorkin & Lear's Tandem Productions; Bill Persky and Sam Denoff's Concept II Productions; Steve Lawrence and Eydie Gorme; Gail Fisher; "All in the Family" (CBS-TV); Wyde Films; Chartwell Artists, Ltd; Gary Crosby; Peter Hurkos; "The Funny Side" (NBC-TV); "Love American Style" (ABC-TV); Dan Curtis Productions; Bud Austin Productions, among others.

Early this year the Merrick Company was retained by Jerry Perenchio as national directors of publicity and promotion for "The Fight of the Champions" between Joe Frazier and Muhammad Ali.

Merrick, Reiss & Clarke, Inc. will move into larger headquarters at 9000 Sunset Blvd. on August 1, the date the new company becomes official. New York City headquarters will be 305 W. 52nd Street. The London office will be headed by John Iltis, who was formerly with the New York office, with headquarters at 94 New Bond Street, London, W. 1.



'ELP ON THE WAY—Atlantic Records president, Ahmet Ertegun, greets members of Emerson, Lake & Palmer at a reception Atlantic threw for the group last week at the Le Bistro Club in Los Angeles. The party followed a highly successful headline venue at the Hollywood Bowl. From left: Keith Emerson, Carl Palmer, Ahmet Ertegun, Greg Lake and Dee Anthony of Bandana Productions.

Musicanza: Now Time For Veteran Acts

NEW YORK — While after the general run of pop sounds, Musicanza Records is convinced there are many "fine recording stars of yesteryear who are as good, if not better than ever."

The company, run by Al Rubin, a songwriter and house party host for single people, started off several months ago with a return to the disk scene by Johnny Desmond. His first single was "Red, Red Roses," followed by "Absence Makes the Heart Grow Fonder." The label has also marketed an instrumental by a new group, Land of Sunshine, "Goin' Places" and, on the flip, "I'm Hot" by Ping Pong. A number of copyrights, mostly by Rubin, are now ready for re-recording.

The label is planning a number of moves into music and non-music areas, including personal management, TV programming, and musical comedy productions.

Music Suppliers 25th Anniversary

BOSTON — Music Suppliers is celebrating its 25th anniversary this year. The firm, notes Harry Carter, is one of the leading record and tape indie distributors.

Sound Specialties Expansion Moves

CHICAGO — A major expansion move has been announced by Don Chapman, president of Sound Specialties, Inc. The expansion will include increased R&B and contemporary production efforts and the creation of artist-writer publishing co-ops. Also included is a million dollar building expansion program with new studio facilities and offices at the present location in Chicago-Suburb Harvey.

Writer-producer Floyd Smith has joined SSI as head of the R&B division of Productions Unlimited, an SSI subsidiary. Smith, along with Chapman, recently signed singer Lolita Holloway to Fantasy/Galaxy Records. Smith is currently producing The Ripples for the SSI label, Apache.

Rich Tufo, who until recently was a member of the Mercury recording group. The Mauds, will assist in the production of contemporary acts. Tufo will also head SSI's expanded publishing operations.

"We'll be administering several different publishing companies," Tufo said. "With these publishing firms, we've created a cost/sharing, profit/sharing structure. The publishing operations will be jointly owned by SSI and our artist-writers."

SSI's publishing co-ops include Scout Music (BMI), Ginger Creek Music (BMI), Tammy Lee Music (BMI), and Harvey Wallbanger Music (ASCAP).

Chapman, who was elected president of SSI in Jan., said the construction of the new offices and studio facilities will start shortly. Chapman is a former disc jockey with KING and KAYO in Seattle and WJJD in Chicago.

The SSI home office and studio operation is located at 93 West 159th Street, Harvey, with other offices at 1717 West End Avenue, Nashville.

Apollo Tribute Tune To Polydor

NEW YORK — Polydor has picked up a master of "Lock In, Houston, Lock In" by the Endeavors from Bob Feldman's Fireplace Productions. The tune is the ballad of the latest Apollo moon mission and airplay date is targeted for July 31st to coincide with the return of Worden, Scott and Irwin. The song was written by Stu Gardner and inspired by Major Worden. It mentions all three astronauts by name and lyrically represents Worden's singing his communication back to Houston control.

Polydor is preparing an ad and promo campaign which will feature trade ads and radio spots. Shipment of commercial copies will begin Monday (Aug. 2nd) but disc jockies, dealers and distributors were previously alerted to the record, which the label reports will appeal to both top forty and MOR audiences.

New Lucky Bundle

NEW YORK — A baby girl, Laura, weighing in at five pounds ten ounces was born to Mr. & Mrs. Lucky Carle on Saturday, July 17th, at Lenox Hill Hospital in Manhattan. Lucky Carle is general professional manager for the Peer-Southern Organization; his wife, Jackie had been secretary for Frank Abramson of Lawrence Welk Music and for Murray Deutch at U.A. Music.

AFM Incumbents Re-Elected To Int'l Exec Board

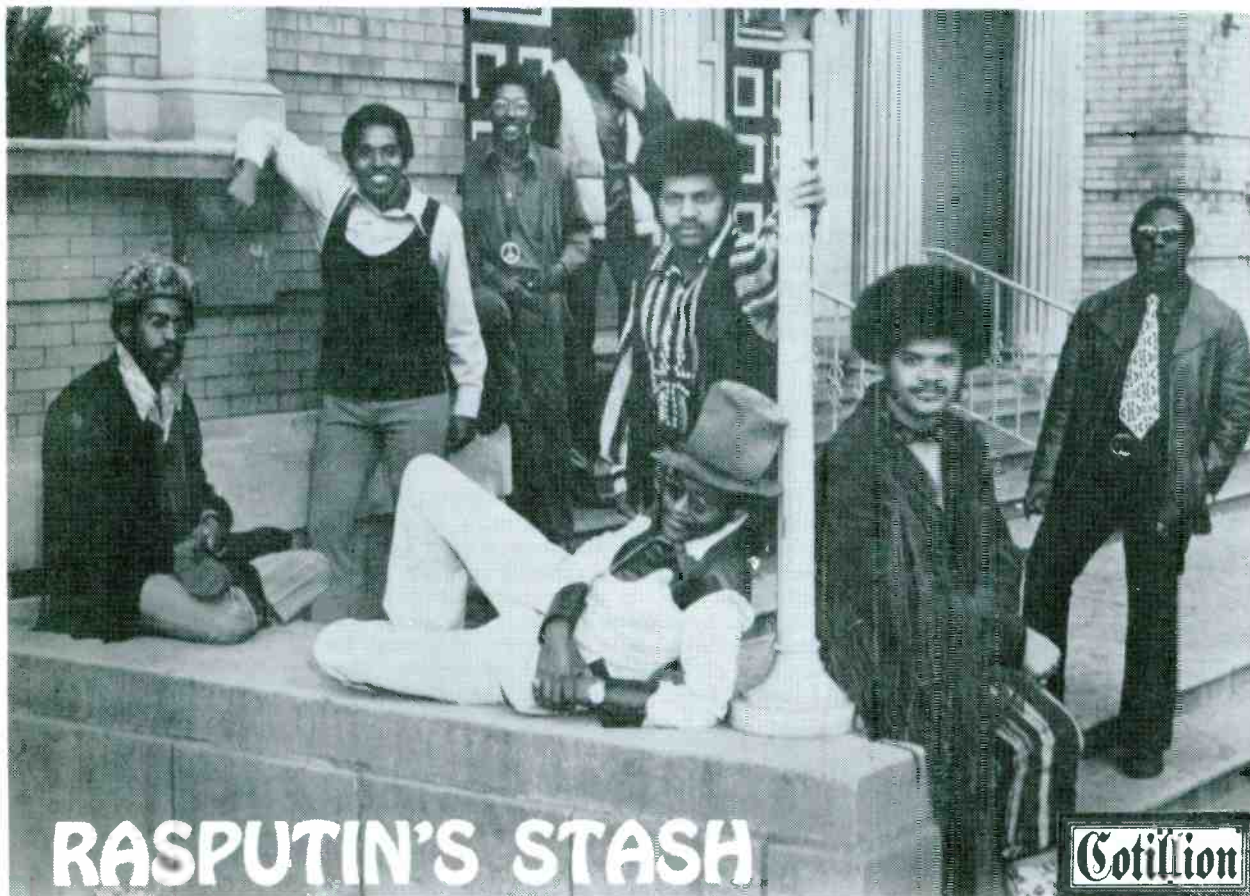
SEATTLE — Five incumbent members of the international exec. board of the American Federation of Musicians were re-elected to one-year terms. Earlier, Hal C. Davis was elected president by acclamation by 1954 delegate votes. Four other international officers—secretary-treasurer Stanley Ballard; vice president from the U. S. Victor Fuentealba; vice president from Canada J. Alan Wood were also unopposed, and were elected by acclamation at that time.

Re-elected by secret ballot to serve on the international exec. board were: J. Martin Emerson of Local 161-710 in Washington, D.C.; A. A. Tomei, Local 77, Philadelphia; David Weinstein, Local 174-496, New Orleans; John Tranchitella, Local 47, Los Angeles; Max Arons, Local 802, New York.

Not elected to the board were the following candidates: Tony Granata, Local 4, Cleveland, Ohio; Bert R. (Dick) Ryan, Local 325, San Diego; Robert R. Biglow, Local 73, Minneapolis; Hughey Webb, Local 2-197, St. Louis, Missouri; Gilbert R. Rogers, Local 154, Colorado Springs, Colorado; Vern Swingle, Local 618, Albuquerque, New Mexico; Norman Hoagy, Local 176, Seattle; Merle L. Snider, Local 368, Reno; Robert H. "Bob" Cook, Local 67, Davenport, Iowa.

Among various resolutions adopted by the Convention was a motion authorizing establishment of both the president's office and the secretary-treasurer's office in one facility in the New York Metropolitan area. For many years these offices have occupied separate facilities, the president's office being located in Manhattan, and the office of the Secretary-Treasurer being situated in Newark.

Coming! ... On Cotillion Records & Tapes (Tapes Distributed by Ampex)





NO RAGS THESE—RCA executives in New York open one of 25 trunks containing Elvis Presley clothing, swatches of which will be part of a new 4-record Presley album "Elvis, The Other Sides—Worldwide Gold Award Hits Volume 2." From left are Rocco Laginestra, president of RCA Records; Bob Jones, manager, packaging and design development; Mort Hoffman, division vp, commercial operations; Herb Helman, director, public affairs; Frank Mancini, director of promotion; Bill Lucas, director, creative services; William Walsh, division vp, marketing; and Harry Jenkins, division vp, country music and record operations.

A&M Signs Preston

NEW YORK — Jerry Moss, president of A&M records reported that the label has signed composer-performer Billy Preston to a recording contract. Preston, who previously was a recording artist for the Beatles' Apple label has two albums to his credit both produced by George Harrison. He is currently completing his first solo album for A&M, which he is producing himself. Most of the material on the album will be original and completion is expected by late summer.

Preston's early professional years were spent mostly in gospel music, and he developed much of his current style through his association with Ray Charles, with whom he toured and by whom he was managed. He made several albums before the Beatles bought his old contract and signed him to their own Apple label.

Of Preston's new association with A&M, Jerry Moss states, "We feel that Billy Preston is bringing something very unique and exciting to the label."

The Who Sell Out Current U.S. Tour

NEW YORK — The Who arrived from England to begin a 17-day U.S. tour which will gross in excess of \$1,000,000. The tour was originally scheduled to begin on Saturday, July 31st, at Forest Hills Tennis Stadium. Tickets sold out so quickly, however, that an additional, earlier concert was scheduled for July 29th. Within six hours of the box office opening for this second show, all 15,000 seats were sold out.

Promoters of the following dates have also reported sell-out response: Aug. 2nd, Saratoga Springs; Aug. 3rd, Philadelphia Spectrum; Aug. 4-6, Boston Music Hall; New Haven's Yale Bowl, Aug. 7th; Aug. 9th, Rochester's New York War Memorial; Aug. 10th, Pittsburgh Civic Arena; Aug. 12th, Cleveland Public Auditorium; Aug. 13th, Dayton Hara Arena; Aug. 14th, Detroit's Cobalt Hall and Aug. 17-19, Chicago Auditorium.

The Decca recording group are carrying more than 7½ tons of equipment with them — including a 10,000 watt p.a. and their own light show. A crew of ten will be traveling along to handle the equipment, which will be transported by trucks on the first half of the tour. Following the Detroit date, a Caravelle jet has been chartered to carry The Who and their entourage.

Location Mobile Anny

NEW YORK — Location Recorders, 16 track mobile recording studio is celebrating the completion of their first year of operation. During the past year Aaron Baron and Larry Dahlstrom have cut "Stage Fright" for The Band and "B.B. King Live At Cook County Jail." More recently Location Recorders cut live albums for Ike & Tina Turner, The Allman Brothers, Grand Funk Railroad (including the Shea Stadium concert,) and were recording on the spot at Newport during the riot (for Atlantic Records.) They also recorded the closing night of Bill Graham's Fillmore East for Atlantic, with a newly redesigned console recently installed in their mobile studio.

Gruber Forms Just Us; Acquires Sunshine

HOLLYWOOD — Establishment here of Just Us Productions has been announced by Michael Gruber, president, with headquarters for the record production-management organization at 280 South Beverly Drive.

Gruber, music business veteran whose background includes three years of association with The Rolling Stones, has simultaneously established two music publishing firms, Bananas Music (ASCAP) and Agoura Music (BMI). Bananas is a joint venture with Screen Gems-Columbia Music.

"We are into an aggressive program of artist discovery, development and placement with the right label," Gruber remarked. "At the same time, we are staffed to step into special production situations for labels looking to give fresh direction and sound to artists under contract." Present projects include a debut album by British band Tucky Buzzard, produced by the Stones' Bill Wyman and newly-released by Capitol Records, as well as forthcoming Decca LP's by Help and composer-performer Ken Lauber.

Just Us also is producing new Evie Sands and Johnny Tillotson singles for Buddah Records, while the firm's songwriting team of Terry Clements and John English wrote the Buck Owens hit, "I'm Going Home." A news-oriented novelty by Jim Stein was placed with Bell.

Associated with Gruber in Just Us Productions are Mark Hopkins, head of the management and tour division; Val Garay, head of productions; and Lyn Stonehill, publicity director.

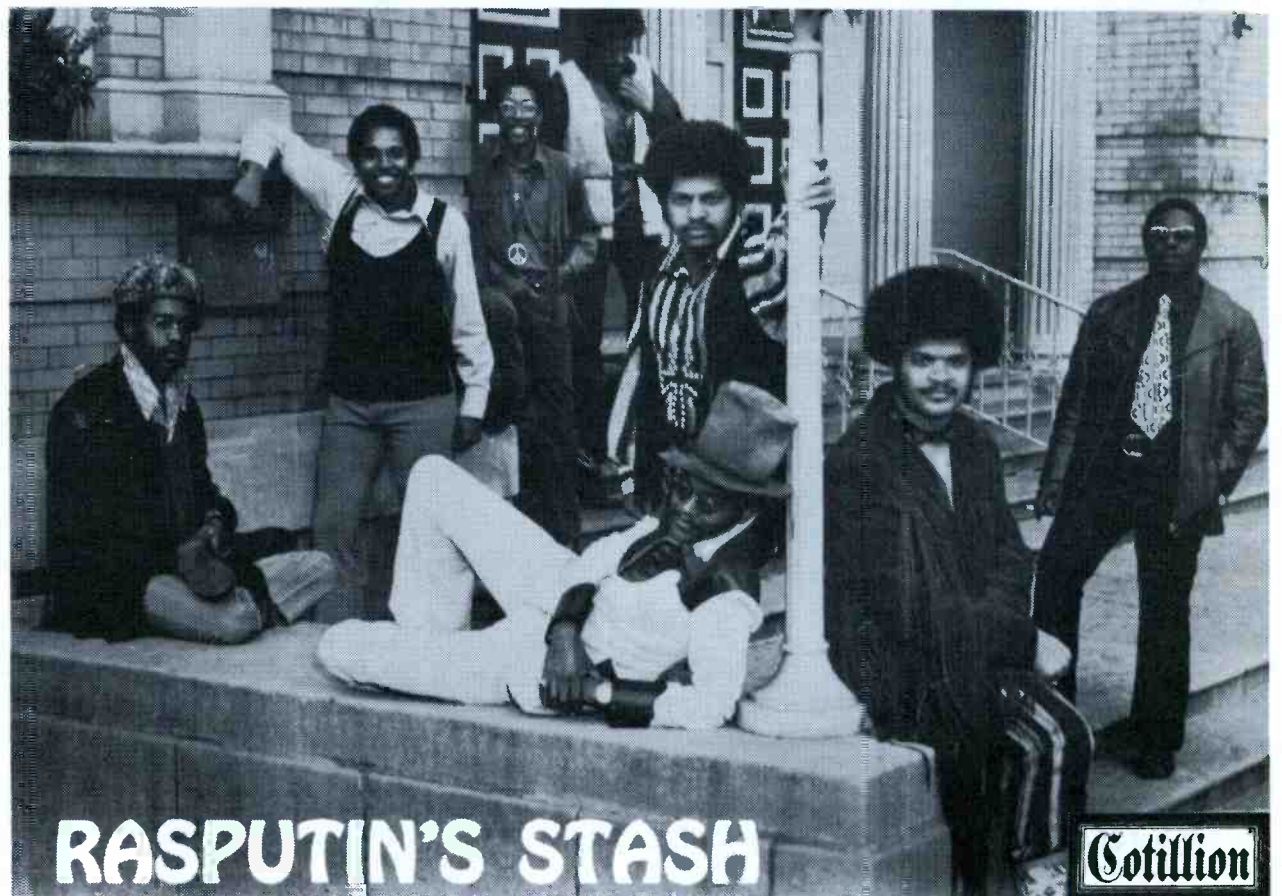
Just Us Productions recently acquired the Ron Sunshine Management Company, which manages the London-based musical groups Wishbone Ash, Stackridge and singers Gordon Giltrap and Brian Auger. Wishbone Ash, Stackridge and Giltrap currently record on Decca, and Auger holds an RCA recording pact.

As part of the deal, Ron Sunshine will join Just Us Productions as a management executive. This makes the second corporate acquisition for Just Us, the first being a partnership in Pacific Recording Studios, San Francisco, consummated three weeks ago.



BACK TO THE KEYBOARDS—Procol Harum's new line-up brings them musically full circle. Gone is lead guitarist Robin Trower, replaced by Dave Ball (far l.). Chris Copping (2nd from r.) moves to organ and Alan Cartwright (bass) (3rd from r.) has also joined the group. Also shown are manager Chris Wright (seated), lyricist Keith Reid (standing behind him), and Gary Brooker, Procol's leader (far r.).

Coming! ... On Cotillion Records & Tapes (Tapes Distributed by Ampex)



NEW YORK (Cont'd from page 35)



HALF BUILDER, HALF BRASS—Karen Carpenter is shown with A&M head Herb Alpert at a party given for the Carpenters by producer Stanley Kramer. The Carpenters, who appeared at the Hollywood Bowl, also paid tribute to Kramer during the performance. The Carpenters just finished recording the title song of Kramer's film "Bless The Beasts And Children" for Columbia. The party was held at the Bistro in Beverly Hills to honor the Carpenters.

A&M Inks Hookfoot, Elton John Tour Set

NEW YORK — Jerry Moss, president of A&M Records, has announced the signing of Hookfoot, an English band, to the label. With the addition of Hookfoot, A&M expands a roster of some of England's most prestigious artists, including Procol Harum, Joe

Cocker, Jimmy Cliff, Sandy Denny, Fairport Convention, Humble Pie, Cat Stevens, Strawbs, Supertramp and Mick Abrahams.

Hookfoot consists of: Caleb Quayle (guitar, keyboards); Roger Pope (percussion); Dave Glover (bass); Ian Duck (guitar) and newest addition Peter Ross (vocals). They have been among the prime accompanists for Elton John on his three regular studio albums, and will be touring the U.S. including Las Vegas, San Diego, New York, Los Angeles and Arizona beginning in early August. Part of that tour will be with Elton John. Hookfoot's first album for A&M is scheduled for a September 2nd release.

Warners Artists At New Composers Date

NEW YORK — Three Warner Bros. recording artists, Jackie Lomax, Dion, and Bonnie Raitt, will be featured at a "New Composers Evening," Aug. 18th in Central Park.

In addition to new material, Lomax will be performing songs from his "Home Is In My Head" album. Dion will be presenting tunes from his two Warner Bros. albums, "Sit Down Old Friend" and "You're Not Alone." Miss Raitt will be presenting material from her forthcoming Warner Bros. album.

Jackie Lomax is a Liverpudlian rock and roller, who, like James Taylor, began his recording career with the Beatles' Apple label. Since his hit recording of "Abraham, Martin and John," Dion has once again won recognition as a solo artist. Prior to the Central Park show, Dion will be appearing at The Bitter End on Aug. 11-16.



JEWEL — Bobby Patterson has signed an exclusive recording contract with Jewel-Paula Records. First single under the deal, "If You Took A Survey," has just been released and an album has been completed. Shown at the pacting are Patterson, Stan Lewis, label president, and Gene Kent, vp.

I'M LEAVIN'
ELVIS PRESLEY RCA
Elvis Presley
Oten Music

SPANISH HARLEM
ARETHA FRANKLIN Atlantic
Hill & Range
Trio Music

NATURAL SINNER
LLOYD PRICE Scepter
Anne-Rachel

DREAM LOVER
BILLY "CRASH"
CRADDOCK Cartwheel
Hill & Range
Fern

FADED LOVE
TOMPALL & GLAZER BROS. MGM
Hill Range

WHEN HE WALKS ON YOU
JERRY LEE LEWIS Mercury
Hill & Range
Blue Crest

I GOT A WOMAN
BOB LUMAN Epic
Hill & Range

**DON'T LET HIM MAKE A
MEMORY OUT OF ME**
BILLY WALKER MGM
Hill & Range
S-P-R Music

GREYSTONE CHAPEL
GLEN SHERLEY Mega
Hill & Range

TONIGHT
THE MOVE Capitol
Anne-Rachel
Tiflis Tunes

LEAVE MY MAN ALONE
RAELETTS Tangerine
Tiger

THE ABERBACH GROUP
241 West 72 Street, New York, N.Y.

standing ovation.

STEIN: Exactly. For instance when Stone found out that Jimmy Page was forming a new group called Led Zeppelin, they began to build up a cult around him and the group. You know, you've got to be careful in their position. You can't afford to like what the masses like; it isn't groovy. So when Zeppelin made it; played the Garden and all, they said, 'Oh Zeppelin isn't any good any more, they're so plastic.' But what they're really saying is 'Now they don't belong to Us anymore, and we don't want to share them.' But really, I don't mean to be down on Stone, they're just part of the scene and, at the moment, I think they're the best. They've just become part of the success ladder. Directives for new groups are like, get those one liners in Rolling Stone, get the Max's Kansas City word of mouth going, play the gritty ballrooms, build the cult; and then when you've made it, don't look back, 'cause all you'll find is rejection.

CB: I haven't been to the Manhattan Center Ballroom yet; what's it like?

STEIN: For one thing, it's much larger than the Capitol. So because it's a 5,000 house instead of around 1,800, we can put on one show a night instead of two. There aren't any seats, except some up around the sides in a horseshoe.

CB: More like the Fillmore West.

STEIN: Yes, The kids can sit or hang out or dance, much like Gaelic Park. We'll have almost weekly concerts beginning around the Fall.

CB: One show each, Friday and Saturday?

STEIN: No, we're not limiting ourselves to the weekends. That's one of the nice things, I feel, with New York City. You can put a show on as easily on Wednesday evening as you can on Saturday.

CB: Will it be one act or . . .

STEIN: No, three. It must be three, because part of my responsibility—and I think this should be true for all promoters—is to show new acts. We owe it to ourselves because we must develop these acts under professional conditions—sound and lighting—if we want headliners for tomorrow. That's where they're coming from. And to deny them this exposure now, is to hurt ourselves in the future.

CB: What goes into your decision to present an opening act.

STEIN: Well, when I have a choice . . .

CB: You mean the packaging thing . . .

STEIN: Look, this whole thing has never been properly explained. It is—expected of me—to take third acts. And it's not that evil. Somebody gives you a sell-out, for instance Ten Years After. They don't need a producer, anyone can do that, the corner drug store man—anyone. They've done something for me—put money in my pocket. And that's part of Rock, there's no two ways about it. The money I get doesn't go into the Woodstock Nation, or whatever, and I've never pretended it has. It goes into a company, not a lifestyle. Part of Rock has always been business and it's foolish to pretend otherwise. What separates the good promoter from the bad is not that one is an Angel of the New World while the other is a business man, but rather that one is honest, straight-forward and open while the other is, to use an over-worked phrase, a rip-off artist.

CB: But what would you do if you were given a third artist who you knew was bad.

STEIN: I'd try to work something out; get another group. But the opening spots are not necessarily for the best musicians but rather for those who, with exposure, will make it. It would be pure luxury on my part, to get a group for that spot, whose music I personally love. It's what the kids are going to get off on that's important. That's money. That's why Grand Funk is so popular. They get the kids off. You know, in rock you get points for more than your music. A good live act is one that can get the audience to identify with it. They must make that sexual-psychological-rebellious bond with the kids.

CB: You're saying that the visual aspect of a group is just as important as the musical aspect. I don't dispute that; I agree. But you can have that electric visual quality coupled with exciting music. The Experience was like that; the Who is like that.

STEIN: Very true. But you and I, we don't think like 18 year olds and the fact is they, now, get off on Grand Funk. Maybe we hear so much, are so deeply into it, that we're jaded. I don't know. That was one of the problems Hendrix had. He began to believe what the so-called critics wrote about his stage act. They said that the theatricality was a concession to commerciality.

CB: That's not true at all. It was an integral part of his music.

STEIN: That's why Band of Gypsies didn't work. He moved back into the blues mold and, on stage, stood very still while he played. It killed me to see that.

HOLLYWOOD (Cont'd from page 35)

really, on a promotional tour like this."

In all, Paul covered over 7,000 miles on his bike, hitting three stations a day, across the U.S. and back, and aside from serving as his own best promotion man on the single, he did the group a lot of good as well. "It seemed like every deejay in the country was unaware of what was happening with the group. Some had it that I had left, or Mark had left, which wasn't true. But we hadn't released a single for a year or so. We'd been working on cuts aiming for a potential single; these are what make up the new album. 'Indian Reservation' was the last one we cut. Mark had been experimenting on a lot of things to break our bubble-gum image. Maybe it was a good thing it took us a year to come up with this one."

Paul dropped his own name from the groupname about a year ago in order to erase the lingering three-cornered image (they actually dumped their hats back in 1966). Columbia, after all, expects the Raiders to enjoy tenure; they've been with the label since '63. They were the first rock group Columbia signed, in fact. In the past eight years, Paul figures, there have been ten Raiders, as member of the group came and went: "a Raider is good for three years on an average." But Mike Smith, the original drummer, is back. They all—Freddie Weller, Keith Allison, Mark and Mike, along with Paul—a'so now enjoy an almost unique kind of togetherness without loss of personal ID. Freddie and the others are out on their own all the time. Mark just finished touring with the Carpenters. Keith has scored, and written the title tune for (and will act in), the new Peter Sellers film "Where Does It Hurt?"

christie barber



Wildlife Convention Honors Roy Clark At Environmental Concert

DENVER—Roy Clark, Tex Ritter and The Sound Generation appeared in a free concert sponsored by the United States Department of Interior here last week. Secretary of the Interior Rogers Morton opened with an address to the audience of convention delegates from the National Wildlife Federation at Estes Park. Master of ceremonies for the concert was KLAC's Bob Kingsley from Los Angeles.

The "Environmental Concert" was filmed by a special crew as the first in a series of 13 half-hour specials, "This Land," sponsored by the Interior Department. The occasion also served to honor Roy Clark. The mayor declared it "Roy Clark Day" and Tex Ritter, standing in for Colorado Governor John A. Love, presented him with an Executive Order citing Clark for his professional achievements and support of various public service projects.

The proclamation noted in part:

"Roy Clark has channeled much of his energy and ability to the public good, regularly dedicating hours of time and service to worthwhile endeavors such as the annual fund-raising campaign of the Christmas Seal Association for which he serves as National Entertainment Ambassador. (I) do welcome Roy Clark to our state and proclaim him not only an entertainer for all seasons, but a humanitarian of our times."

Later, when a power generator failed during his performance, Clark quipped, "There'd a been no problem if instead of my 'electric guitar I brought my kerosene-lamp guitar." He substituted impromptu humor for a few tunes and then led the audience in the singing of "God Bless America" and "America The Beautiful." Clark, who donated his time along with the other performers is a star of TV's Hee Haw" and a Dot recording artist.

First Annual Foley Award Presentation

BEREA—This spring the first annual Red Foley Music Award was given to two Berea students, Pat Hendricks, a junior from Orgas, W. Va., and Neil Co'mer, a senior from Pomeroy, Ohio. This is the only award given at Berea which recognizes individuals for their musical contribution to the social life of the campus community.

This fund was established in memory of the famous country music singer, Clyde "Red" Foley, by his long-time friend and manager, Mr. E. E. Siman, '44, of Springfield, Mo. It was felt that since Red Foley had launched his professional music career at Berea College over forty years ago while still a student (Academy, 1926-28), that this would be a right and fitting p'ace to recognize other young and talented students.

It has been a little over two years since the executive committee of the Berea College Alumni Association officially initiated this endowment fund. Since that time, many friends and alumni have contributed to the fund by giving both time and money. It has attracted such well-known personalities as Chet Atkins, Roy Acuff, and Skeeter Davis, as well as Pat Boone and Brenda Lee who are national co-chairmen of the fund.

Recipients of the award are selected from a number of well-qualified students who are recommended by the campus activities board and are given final approval by the executive committee of the alumni association.

Music City News Names Betty Cox

NASHVILLE—Music City News, international country and gospel music publication has announced the appointment of Betty Cox Larimer to direct circulation development. The announcement was made by Bob Woltering, general manager.

A well-known music business executive, Mrs. Larimer has phased out her own company, Betty Cox Customer Service, to join the MCN staff. Previously, she represented Ivy Hill Lithograph Corp., the world's largest designer and printer of record album jackets, and Modern Album Co.

Music City News, now in its ninth year of publication, is circulated in more than 30 foreign countries as well as the entire U.S., and is said by the publisher to be the world's largest publication in its field.

Mac Wiseman Joins Renfro Regulars

RENFRO VALLEY, KY.—J. Hal Smith, co-owner with Hank Cochran of Renfro Valley Enterprises has announced veteran bluegrass artist Mac Wiseman is joining the Renfro Valley Barndance as a regular member of the roster. The announcement was made during the first Bluegrass Festival ever held at Renfro Valley. In addition to appearances on the regular Saturday night barndance, Wiseman will also make occasional appearances on the Saturday Morning Gatherings which is produced and narrated by Renfro Valley founder, John Lair.

Wiseman produced the three-day Bluegrass Festival at Renfro Valley July 9th-11th, with continuous entertainment from 10 AM each morning until midnight. Fifteen acts appeared including Lester Flatt and his group, The Country Gentlemen, The Osborne Brothers, The Shenandoah Cut-Ups, J. D. Crowe and his band, Big Howdy Forrester, The Blue Grass Alliance, The Boys from Shiloh, Joe Green, Old Joe Clark, Buddy Durham, The Jackson County Boys, The Bluegrass Drifter, and others.

Allen-Martin Productions of Louisville, Kentucky moved into the festival on Sunday, July 11th with mobile television equipment and recorded several hours of the festival for possible future use in a television special on bluegrass music.

Special events at the festival included a bluegrass band contest with a cash prize awarded, vocal and instrumental workshops and a Sunday Morning Bluegrass gospel sing.

Lowery Talent For Capitol

ATLANTA—Capitol Records' Atlanta branch, the company's top singles sales district, introduced a trio of new artists to the press, radio and music industry with a social held recently in this city's Playboy Club. Turner Rice, Stephen Hartley Dorff, and Joe Odom, the new Capitol artists, are all from the Atlanta based Lowery Group of Music Companies.

Turner Rice, a former bank teller, had her first Capitol single, "When Love Runs Out", written by Stephen Hartley Dorff and produced by Don Carroll, producer for the new trio. Dorff, a June graduate of the University of Georgia's School of Journalism, just released his first self-composed single.

Country Artist of the Week: BILL ANDERSON



HIS MUSIC NEVER QUILTS—Singer-composer Bill Anderson is a major TV personality, a top recording artist, and a concert performer whose name spells box-office success wherever he appears.

He is the star of his own weekly television series, "The Bill Anderson Show", which is seen in 126 cities coast to coast and is one of the most widely syndicated country music shows in television. Bill also appears frequently as a guest star on TV's top variety shows and on Armed Forces Radio and Television Services programs. He and his troupe have appeared throughout the United States and Canada, and in London, where a Palladium audience gave him one of the greatest ovations of his career.

He has written hundreds of songs which have become hit records for himself and other country music stars. He has received over 30 BMI awards, more than any other country music composer. He has been honored as Male Vocalist of the Year, Songwriter of the Year (three times), and with Jan Howard, Top Duet of the Year. Among the hit songs he has composed and recorded are such popular favorites as "Where Have All Our Heroes Gone", "City Lights", "Still", "Tips of My Fingers", "Once A Day", "I Love You Drops" and scores of others. A member of the famous Grand Ole Opry in Nashville, Bill's current hit produced by Owen Bradley on Decca Records is titled "Quits".

Country Music In Medical Benefit

COLUMBIA CITY, IND.—Some sixteen of Nashville's top country music performers logged appearances last week at a huge benefit show in Columbia City, Indiana. The shows, sponsored by the Columbia City Junior Chamber of Commerce in behalf of thirteen-month old Jada Perry, spearheaded a community drive to raise the nearly \$40,000 needed for little Miss Perry's lifesaving transplant surgery.

The two shows, featuring Jim Ed Brown, Jamey Ryan, The Gems, Charlie Louvin, Sunday Sharpe, David Rogers, Julie Jones, Ernie As'worth, Bud Brewer and The Second Fiddles, were performed before near capacity audiences. The evening's entertainment was highlighted with an appearance by Miss Perry, accompanied by her parents, Mr. and Mrs. Milo Perry of nearby Albion, Indiana.

At the conclusion of the second show, Larry Kinsey, chairman of the Columbia City Jaycees, presented the Perrys with a check, and announced that \$22,281.40 had been collected or pledged in behalf of tiny Jada Perry, victim of a terminal liver disorder, and that the Jada Perry Fund was approaching the needed amount.

Loretta Lynn In New Mgmt. Deal

NASHVILLE—Loretta Lynn Enterprises, Inc. announced that Loretta Lynn has terminated her management contract with The Wil-Helm Agency. She is presently being managed by her husband, O. V. (Mooney) Lynn, Jr. with offices at 903 16th Avenue, South, Nashville, Tennessee 37212.

Promo, Dist. For Wrayco

NASHVILLE—Lou Chitty, president and chairman of the board of Wrayco Records has announced the establishment of the national promotion and distribution office for the label in Nashville. Frank Myers has been appointed as the national promo man. The label's offices are located in Suite 218 in the 806 Sixteenth Avenue South Building here.

Mr. Chitty is a successful restaurateur and motel executive in the Baltimore, Maryland and eastern shore area. In announcing the local office, he cited the Nashville Sound and the "Music City USA" symbols for Nashville made it the logical choice for his record company work.

everybody
is playing

"Pledging My Love"

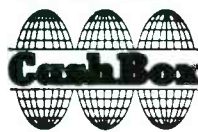
DECCA 32840



KITTY WELLS

The Queen
of Country Music
returns to the charts!

everybody who
buys records is buying
"Pledging My Love"



Country Top 65

1	BRIGHT LIGHTS, BIG CITY Sonny James (Capitol) 3114 (Conrad—BMI)	1	33	HERE I GO AGAIN Bobby Wright (Decca 32839) (Contention—SESAC)	41
2	PLEASE DON'T TELL ME HOW THE STORY ENDS Bobby Bare (Mercury 73203) (Combine—BMI)	2	34	JOY TO THE WORLD Murray Kellum (Epic 10741) (Lady Jane—BMI)	29
3	INDIAN LAKE Freddy Weller (Columbia 45388) (Pocketful of Tunes—BMI)	6	35	THE PHILADELPHIA FILLIES Del Reeves (United Artists 50802) (Milene—ASCAP)	42
4	SOMEDAY WE'LL LOOK BACK Merle Haggard (Capitol 3112) (Blue Book—BMI)	8	36	YOU'RE MY MAN Lynn Anderson (Columbia 45356) (Flagship—BMI)	30
5	NASHVILLE David Houston (Epic 510748) Tree—BMI)	5	37	WELCOME TO MY WORLD Eddy Arnold (RCA 9993)	39
6	DREAM LOVER Billy "Crash" Craddock (Cartwheel 196) (Hudson Bay, Hill & Range, Screen Gems/Columbia—BMI)	9	38	UNDER YOUR SPELL AGAIN Waylon Jennings & Jessi Colter (RCA 9992) (Central—BMI)	38
7	I'M JUST ME Charlie Pride (RCA 9996) (Tree—BMI)	10	39	I'M GONNA WRITE A SONG Tommy Cash (Epic 10756) (Flagship—BMI)	44
8	JUST ONE TIME Connie Smith (RCA 9981) (Acuff-Rose—BMI)	3	40	ME AND YOU AND A DOG NAMED BOO Stonewall Jackson (Columbia 45381) (Kaiser, Famous—ASCAP)	26
9	SHE DON'T MAKE ME CRY David Rogers (Columbia 45383) (Tomake—ASCAP)	4	41	BABY YOU GOT WHAT IT TAKES Charlie Louvin & Melba Montgomery (Capitol 6216) (Vogue/Eden—BMI)	37
10	HE'S SO FINE Jody Miller (Epic 10734) (Bright Tunes—BMI)	12	42	I CAN'T GO ON LOVING YOU Roy Drusky (Mercury 73212) (Moss Rose—BMI)	49
11	RIGHT WON'T TOUCH A HAND George Jones (Musicor 1440) (Glad—BMI)	14	43	BRAND NEW MISTER ME Mel Tillis & The Statesiders (MGM 14275) (Sawgrass—BMI)	51
12	GOOD LOVIN' (MAKES IT RIGHT) Tammy Wynette (Epic 10759) (Algee—BMI)	15	44	THE MARK OF A HEEL Hank Thompson (Dot 17385) (Central—BMI)	48
13	GWEN (CONGRATULATIONS) Tommy Overstreet (Dot 17375) (Shenandoah—ASCAP)	7	45	PLEDGING MY LOVE Kitty Wells (Decca 32840) (Lion—BMI)	52
14	I WONDER WHAT SHE'LL THINK ABOUT ME LEAVING Conway Twitty (Decca 32842) (Blue Book—BMI)	21	46	SATURDAY MORNING CONFUSION Bobby Russell (United Artists 50788) (Pix Russ—ASCAP)	53
15	THE RIGHT COMBINATION Porter Wagoner & Dolly Parton (RCA 9994) (Owepar—BMI)	17	47	TAKE ME HOME COUNTRY ROAD John Denver (RCA 0445) (Lane—ASCAP)	47
16	TAKE MY HAND Mel Tillis & Sherry Bryce (MGM 14255) (Sawgrass—BMI)	11	48	HE EVEN WOKE ME UP TO SAY GOODBYE Lynn Anderson (Chart 5136) (Acuff-Rose—BMI)	50
17	EASY LOVING Freddie Hart (Capitol 3115) (Blue Book—BMI)	27	49	DON'T LET HIM MAKE A MEMORY OUT OF ME Billy Walker (MGM 14268) (Hill & Range SPR—BMI)	55
18	THE CHAIR Marty Robbins (Columbia 45377) (Mariposa—BMI)	13	50	LEAVIN' AND SAYIN' GOODBYE Faron Young (Mercury 73220) (Tree—BMI)	—
19	GOOD ENOUGH TO BE YOUR WIFE Jeannie C. Riley (Plantation 75) (Belwin Mills—ASCAP)	24	51	SOMETHING BEAUTIFUL Slim Whitman (United Artists 50775) (Stallion—BMI)	32
20	TREAT HIM RIGHT Barbara Mandrell (Columbia 45391) (Don Music—BMI)	22	52	I'D RATHER BE SORRY Ray Price (Columbia 45425) (Buckhorn—BMI)	—
21	MY BLUE TEARS Dolly Parton (RCA 9999) (Owepar—BMI)	25	53	THEN YOU WALK IN Sammi Smith (Mega 0026) (100 Oaks—BMI)	43
22	WHEN HE WALKS ON YOU Jerry Lee Lewis (Mercury 73227) (Blue Crest/Hill & Range—BMI)	28	54	YOU WERE ON MY MIND Bobby Penn (50 States 1) (Whitmark & Sons—ASCAP)	—
23	THE YEAR THAT CLAYTON DELANEY DIED Tom T Hall (Mercury 73221) (Newkeys—BMI)	33	55	LOSER'S COCKTAIL Dick Curless (Capitol 3105) (Champion—BMI)	60
24	WHEN YOU'RE HOT, YOU'RE HOT Jerry Reed (RCA 9976) (Vector—BMI)	16	56	CONGRATULATIONS (YOU SURE MADE A MAN OUT OF HIM) Arlene Harden (Columbia 45420) (CrossKeys—ASCAP)	—
25	YOU'RE LOOKING AT COUNTRY Loretta Lynn (Decca 32851) (Sure Fire—BMI)	31	57	PENCIL MARKS ON THE WALL Henson Cargill (Mega 0030) (Free Verse—ASCAP)	58
26	MOUNTAIN OF LOVE Bobby G. Rice (Royal American 32) (Wren—BMI)	18	58	MAHOGANY PULPIT Dickey Lee (RCA 9988) (Bannock—BMI)	56
27	FADED LOVE Tompall & The Glaser Brothers (MGM 14249) (Hill & Range—BMI)	23	59	IT'S A SIN TO TELL A LIE Slim Whitman (United Artists UA 50806) (Bregman, Vocco & Conn—ASCAP)	—
28	QUITS Bill Anderson (Decca 32850) (Stallion—BMI)	36	60	GRAYSTONE CHAPEL Glen Sherley (Mega 0027) (Hill & Range—BMI)	63
29	PITTY, PITTY, PATER Susan Raye (Capitol 3129) (Blue Book—BMI)	35	61	DON'T CHANGE ON ME Penny DeHaven (United Artists 50787) (UA—ASCAP)	59
30	SINGING IN VIET NAM TALKING BLUES Johnny Cash (Columbia 45393) (House of Cash—BMI)	19	62	YOU DON'T UNDERSTAND HIM LIKE I DO Jeannie Seely (Decca 32838) (Matric—BMI)	62
31	THE LAST TIME I SAW HER Glen Campbell (Capitol 3123) (Warner/Tamerlane—BMI)	34	63	THE CHOKIN' KIND Diana Trask (Dot 17384) (Wilderness—BMI)	65
32	RUBY (ARE YOU MAD) Buck Owens (Capitol 3096) (Acuff-Rose—BMI)	20	64	THERE MUST BE MORE TO LIFE THAN GROWING OLD Jack Blanchard & Misty Morgan (Mega 0031) (Hall-Clement, Birdwalk— BMI)	—
			65	COUNTRY PRIDE David Frizzell (Cartwheel 197) (Poperee/Blabb—BMI)	—



Country Singles Review

Picks of the Week

HANK WILLIAMS JR. (MGM 14277)

After All They All Used To Belong To Me (2:28) (Hank Williams Jr. Music, BMI—Williams Jr.)

An exceptionally crystal-clear reading of his own tune about the after-effects of divorce. Simple and elegant production should bring Williams back to the top of the country charts and the tune is destined to be a country classic. Flip: "Happy Kind Of Sadness" (same credits).

WAYLON JENNINGS (RCA 48-1003)

Cedartown, Georgia (2:48) (Pamper Music, BMI—M. Vickery, J. Peters, S. Smith, C. Cobble)

Co-written by pretty Sammi Smith, this is going to be Waylon's biggest success in a long history of hits. Rhythmic creeper deals with a guy and a girl and . . . well, please don't reveal the ending to your friends. Flip: "I Think It's Time She Learned" (2:46) (Baron Music, BMI—Jennings, M. Eddy)

PORTER WAGONER (RCA 48-1007)

Be A Little Quieter (2:17) (Owepar, BMI—Wagoner)

What could have been interpreted as a ballad is given a surprising but successful rhythmic treatment. Should easily top Porter's last effort, "Charley's Picture," and will find its way into many a country singer's bag of tunes. Flip: "Watching" (2:50) (same credits).

WYNN STEWART (Capitol 3157)

Hello Little Rock (2:14) (Sawgrass Music, BMI—R. Mack)

Digging up your roots is no simple task. Wynn tells the story and makes a fine musical statement in the process. Up-tempo number is catchy, amusing and a bit sad, all at the same time and should receive strong airplay and sales action. Flip: "You Can't Take It With You" (2:22) (Passkey Music, BMI—H. Bynum, J. Kandy)

BOBBY WAYNE (Capitol 3158)

If I Live Again (2:50) (Central Songs, BMI—R. Edrington)

Although combining a love theme with re-incarnation may sound a bit odd in print, it works rather nicely in song when Stranger Bobby Wayne takes charge. A different ballad, but a most moving one which should travel up the charts in an assured fashion. Flip: "Jukebox Charlie" (2:16) (Mayhew Music, BMI—A. Mayhew, D. Young)

Best Bets

RAY FRUSHAY (Dot 17388)

A Different Drummer (2:31) (September Music, ASCAP—R. C. Bennett, A. Kent) A tuneful message number by a gifted newcomer which could garner some airplay and from there, sales. Strong production. Flip: "Michelle's Song" (2:37) (Dick James Music, BMI—E. John, B. Taupin)

TRACY MILLER (Country Showcase America 105)

Jim (Congratulations) (2:40) (Shenandoah Music, ASCAP—R. Mareno, J. Gillespie) Already receiving hefty airplay on many stations, this answer to Tommy Overstreet's big hit of "Gwen" could be the vehicle to start this gal on a career of her own. Tracy has a strong, pleasing vocal style which adds to the lyrical impact. Flip: "Country Sunshine" (2:37) (Terrace Music, ASCAP—D. Statler)

JOHNNY DUNCAN (Columbia 45418)

One Night of Love (3:12) (Pi-Gem Music, BMI—Duncan) Johnny's following is growing with each release. This is a deftly set ballad of a short affair that will make for good programming and sales. Flip: no information available.

THE CARTER FAMILY (Columbia 45428)

A Song To Mama (2:36) (House of Cash/Oak Valley, BMI—J. C. Cash, H. Carter, G. Jones) Some country sentimentality served up in sweet form by the Carters. Mother's Day has passed but this disk still could have its day. Flip: no information available.

CURLY PUTMAN (RCA 48-1004)

One Time (2:23) (Green Grass Music, BMI—Putman) This Chet Atkins production has strong chart possibilities for both country and pop. Putman could start something with this tender ballad. Flip: "The Divorce Sale" (2:59) (Green Grass Music, BMI—C. & G. Putman)

ROYCE PORTER (Shannon 800)

Morning Sun Remembrance (3:04) (Acclaim Music, BMI—Porter, Funderburk, Seeley) A most compelling and beautiful ballad that could be of interest to MOR and pop audiences as well as country. Sales and chart possibility. Flip: "Fort Knox Blues" (3:06) (Acclaim Music, BMI—B. Funderburk)

MICKI GRIFFIN (American Heritage 401-35)

Pass It On (2:10) (A.H.M.C., BMI—Griffin) Two girls fighting over a guy is usually a pretty interesting situation, but when Micki sings about it, it also becomes a cute song. Sales will follow if programmers give this one the chance it deserves. Flip: "Color My Halo" (2:35) (A. H. M. C., BMI—Griffin)

JOHNNY CARVER (Epic 10760)

If You Think That It's All Right (2:31) (Green Grass Music, BMI—J. Carver) Johnny treats his own composition about a hesitant lover to a fine reading. Glenn Sutton's pop-country production tops off a clever tune and could send it up the charts in both camps. Flip: no information available.

EARL RICHARDS (UA 50803)

You Drove Her Right Into My Arms (1:42) (Blue Echo Music, BMI—R. Griff) A fine treatment of a love triangle theme could make this Ray Griff number a big ballad for Richards. Vocals are well-produced and pop. Flip: "You Were Cryin'" (2:58) (Algee Music, BMI—D. Hoffman, C. Woolery)

CHUCK HOWARD (Ovation OV-1019)

Someone Better Find Me (2:57) (Tree, BMI—Howard, G. Martin) Up-tempo performance is highlighted by some tight, close harmonies which can quickly spread the excitement to sales figures. From Chuck's "Pocket Full of Tunes" LP. Flip: "Normal Man" (Streeterville Music, BMI—Howard)

JIM RICHARDS

HAS A POWERFUL NEW SINGLE

"JUST BECAUSE I'M NOT THE MAN I USED TO BE"

Princess Pr 1015

Written by: Jim Sarsfield

Publisher: Sarsfield Songs

B/W

"MORE, EVERY DAY I LIVE"

Written by: Jim Richards

Publisher: Dooms Music

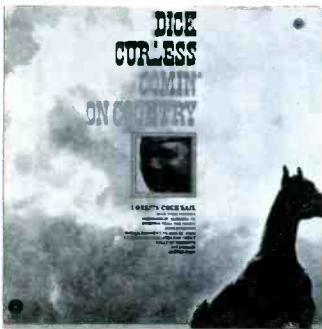


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PRINCESS RECORDS



Country LP Reviews



COMIN' ON COUNTRY—Dick Curless—Capitol ST-792

Dick is a talent who as yet hasn't seen half the success that is his due. His vocals are deep and honest and production on this package is the fine work of George Richey. Features his current humorous single "Loser's Cocktail" as well as a countrified version of a classic R&B tune, "Snap Your Fingers." Strictly country standards include Frank Lane's "Bully of the Town" and Tom T. Hall's "Carter Boys." And "Woman, Don't Try To Sing My Song" is a powerful opener for side two, bound to draw much favorable comment.



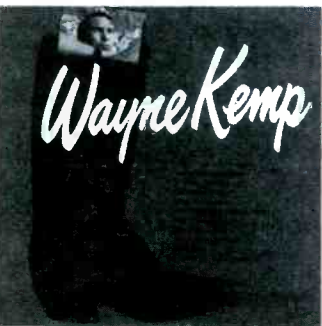
MY BABY PACKED UP MY MIND AND LEFT ME—Dallas Frazier—RCA LSP 4569

So far, Dallas has gotten most of his recognition as a writer. Just a few of the tunes on this album need to be mentioned to prove that point: "She Wakes Me With A Kiss Every Morning," (for Nat Stuckey); "Where Did They Go, Lord" (for Elvis Presley); "Touching Home" (for Jerry Lee Lewis). His two recent singles, the title tune and "Big Mable Murphy" also attest to his ability to create a unique country sound for himself. This album could establish him as the fine artist he proves to be on each cut.



YESTERDAY'S WINE—Willie Nelson—RCA LSP 4568

A thoroughly thought out and developed concept LP, this album traces the story of a man from birth to death. Side One deals in gospel music of sorts while Side Two gets into more personalized material. "Summer of Roses" is a gem of a tune and should be made a pop hit in short order. "Me And Paul" deals with Willie's hard times on the road, but it comes to a universal point in the process. It's all summed up quite precisely in the final song, "Goin' Home." All cuts, save one, are Nelson originals and they are interpreted with the care only Willie can give them.



WAYNE KEMP—Decca DL 75290

Wayne Kemp combines many abilities into one performance. He can write tunes for himself which stand tall and proud and at the same time can re-do favorites and make them his own. His pleasing, clear voice is just right for songs like "Touching Home" and "Knock Three Times" while his own "Who'll Turn Out The Lights" is a particularly fine original. Also included in this expertly produced Walter Haynes package is his past single hit, "Award To An Angel" which only sounds better and better each time he sings it, and each time you hear it.



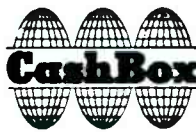
GRAND DAD OF THE COUNTRY GUITAR PICKERS—Sam McGee—Arhoolie 5012

Title bespeaks the truth. Tennessee-born in 1894, Sam who first recorded in 1926 is the oldest member of the Opry and is still very much active and alive. He performs on its stage every Saturday night playing a guitar solo and accompanying one of the string bands. A fine collection of old-time country tunes: waltzes, sentimental numbers, blues, blues ballads, fiddle tunes, comic songs, parlor and comic songs and even a turn of the century rag. Appeal should stretch across the traditional country and folk audience who are not offered packages this strong very often.



THE BLUEGRASS ALLIANCE—American Heritage AH-LP21S

Bluegrass has certainly never died, but Buck Owens' "Ruby" LP should do quite a bit to bring it some new-found respect. This quintet is as Kentucky-sounding as the best of them and in addition to the standards like "Orange Blossom Special" (done in very fine form) and "Little Sadie" they do rather amazing versions of more contemporary tunes: "Proud Mary" and "Reuben James." This is basic bluegrass, no frills attached and as such it is a most refreshing and pleasing package for its growing following.



Top Country Albums

1	I WANNA BE FREE	Loretta Lynn (Decca DL 75282)	1	17	THERE'S A WHOLE LOT ABOUT A WOMAN	Jack Greene (Decca DL 75238)	20
2	MAN IN BLACK	Johnny Cash (Columbia C 30550)	3	18	HOW MUCH MORE CAN SHE STAND	Conway Twitty (Decca DL 75276)	14
3	I WON'T MENTION IT AGAIN	Ray Price (Columbia C 30510)	2	19	JEANNIE C. RILEY'S GREATEST HITS	Plantation PLP 13)	23
4	TOUCHING HOME	Jerry Lee Lewis (Mercury SR 61343)	6	20	THE SENSATIONAL SONNY JAMES	(Capitol ST 804)	28
5	WE SURE CAN LOVE EACH OTHER	Tammy Wynette (Epic E 30658)	4	21	YOU'RE MY MAN	Lynn Anderson (Columbia C 30793)	26
6	I'M JUST ME	Charlie Pride (RCA LSP 4560)	9	22	THE BEST OF PORTER WAGONER & DOLLY PARTON	(RCA LSP 4556)	29
7	WHEN YOU'RE HOT YOU'RE HOT	Jerry Reed RCA (LSP 4506)	5	23	GWEN (CONGRATULATIONS)	Tommy Overstreet (Dot DOS 25992)	25
8	A WOMAN ALWAYS KNOWS	David Houston (Epic E 30657)	7	24	HAG	Merle Haggard & The Strangers (Capitol ST 735)	17
9	RUBY	Buck Owens & The Buckaroos (Capitol ST 795)	13	25	MARTY ROBBINS GREATEST HITS VOL. III	(Columbia C 30571)	19
10	SOMETHING SPECIAL	Jim Reeves (RCA LSP 4528)	11	26	FOR THE GOOD TIMES	Ray Price (Columbia C 30106)	18
11	ROSE GARDEN	Lynn Anderson (Columbia C 30411)	8	27	THE LAST TIME I SAW HER	Glen Campbell (Capitol SW 733)	—
12	DID YOU THINK TO PRAY	Charlie Pride (RCA 4513)	10	28	SIMPLE AS I AM	Porter Wagoner (RCA LSP 4508)	21
13	HELP ME MAKE IT THROUGH THE NIGHT	Sammi Smith (Mega M-31-1000)	12	29	EMPTY ARMS	Sonny James (Capitol ST 734)	24
14	JUST ONE TIME	Connie Smith (RCA LSP 4534)	16	30	LONESOME	Sammi Smith (Mega M 31)	—
15	KNOCK THREE TIMES	Billy 'Crash' Craddock (Cartwheel STW 193)	15				
16	THE INCREDIBLE ROY CLARK	(Dot DOS 25990)	22				

Gosman Forms Country Label

BELTSVILLE, MD.—Country music radio personality and club owner Frank Gosman has formed a record company, Country Showcase America, and a publishing organization, Country Showcase Music. The country label will cut all sessions in Nashville.

National distribution has been established throughout the nation. Frank Gosman heads both companies as president. Nate Loube is director of distribution and promotion and comes to the company with more than twenty years experience with Dot, Scepter and Sun. Bob Teaff heads east coast promotion while other promotion representatives across the country are George Cooper, Dotty Vance and Paul Gallis.

Artists already signed include Stan Dee, Kenny Case, Dick O'Leary, John May, Johnny Anthony and Mel Spence. Already released is Tracy Miller's single "Jim (Congratulations)," produced in Nashville at Jack Clement's Studio by Ricci Moreno. Jerry Reed, Curley Chalker and the Jordonaires assisted on the disk.

The company is located at 11350 Baltimore Blvd., Beltsville, and can be reached at 301-937-7200.

Owens Taps Thompson Enterprise Manager

BAKERSFIELD—Joe Thompson has been appointed sales manager of Buck Owens Enterprises. He will be responsible for the syndicated TV sales of the "Buck Owens Ranch Show" and other Enterprise activities.

He will continue his duties as vice-president and general manager of the Buck Owens radio stations KTUF/KNIX in Phoenix, Arizona and KUZU/KZIN in Bakersfield, California.

Gospel Hall of Fame Balloting Near End

NASHVILLE — Balloting for gospel music's first Hall of Fame enshrining is under way with electors to choose one each from a list of five finalists in the living category and five in the deceased category. Names of the first members of the Hall of Fame will be announced on Saturday, October 9 during the annual Dove Awards Banquet in Nashville, Tennessee. The banquet comes during Gospel Music Week and the National Quartet Convention, October 6-10.

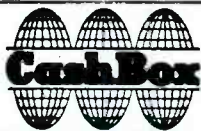
Five finalists in the living category include: Lee Roy Abernathy, James Blackwood, Sr., Albert Brumley, Brock Speer, and "Pappy" Jim Waites. Named as finalists in the balloting in the deceased category were: Tom (Dad) Speer, Lena Brock (Mom) Speer, Frank Stamps, Virgil O. Stamps, and James D. Vaughan.

The five finalists were selected from an original list of 15 nominees in each category. The Gospel Hall of Fame electors, after balloting for one of the finalists in each category, will return their ballots to the auditing firm of Ernst & Ernst in Nashville for final tabulations. An official of that firm will keep the winners names secret until the Oct. 9th unveiling.

Ausie Country Comes To Reno

BELEN, N.M.—Little Richie Johnson reports that the LeGarde Twins, the Australian Country music duo, is signed to appear at the Nevada State Fair in Reno on September 10th.

The Twins were recently in Bangkok, Thailand for a four week engagement at the Dusit Thani Hotel. They then jetted back to the West Coast for an opening at the Seattle, Washington Moose Club on July 9th.



Country Roundup

Freddy Weller says, "If you're creative at all you don't have to limit yourself" . . . Jerry Lee Lewis set for the Jamboree USA spectacular show in Wheeling, W. Va. Aug. 14th . . . Les Beasley and The Florida Boys back at WSI in Nashville recently as hosts for their new segments of "Gospel Singing Jubilee," the most widely viewed syndicated gospel program being aired on television. The syndication by Show-Biz, Inc. included the Singing Rambos as special guest artists.

At least one truck driver isn't too impressed with Del Reeves' recording of truck-driver tunes! Recently a big deisel slammed into Reeves' parked bus while on tour and sent the UA artist's vehicle careening into a 40 ft. ravine, causing \$500 worth of damage and two temporarily cancelled dates for Del and The Goodtime Charlies. On the subject of bussing, The Stone-mans had their first "no show" in 20 years when their bus broke down on a recent California tour. "We'd leased the vehicle from a local gospel unit," explained manager Bob Bean, "and it just simply refused to go anymore. We prayed as hard as any of the previous occupants to make curtain call, but didn't seem to get the message through!"

Bob Pickett, general manager of WPXY Radio, Greenville, North Carolina, and a 10 year veteran of radio in Greenville and eastern Carolina, has announced that beginning Aug 1st, WPXY will program a total modern country-politan format. This departure from WPXY's big band, standards, and easy-listening contemporary format, which has been programmed for the past two years, will introduce WPXY's 10th year of service to the local market, and will be the first time a Greenville station has been totally programmed country since radio service first began in the market in 1940, 31 years ago . . . Shannon Records, an affiliate of Jim Reeves Enterprises has been reactivated with the signing of Royce Porter . . . Johnny Howard, A&R director for 50 States Records announced that he is seeking good, solid masters for release on the 50 States label which is distributed by Royal American Records in Nashville.

July 17th was moving day for producer Larry Butler and his secretary, Judy Cass. Butler has left Capitol Records to take a position with Columbia Records . . . Capitol's Nashville chief, George Richey, has returned from vacation and is preparing for the first Capitol session on recently signed Charlie McCoy. McCoy is one of Nashville's most sought after studio sidemen. His unique harmonica stylings can be heard on most Nashville produced product . . . "Country Music, That's My Thing" by O. B. McClintock, is the first major country and western release on the (Stax-Volt) Enterprise label . . . Lee Trevino will appear in the 1971 Music City USA pro-celebrity golf tournament in October, according to tournament director Frank Rogers. Rogers reports that Lee made his commitment verbally to Bobby Goldsboro, who appeared at Lee Trevino Day in El Paso, Texas. The Mexican-American Trevino is one of golf's leading money winners, approaching \$200,000, and won the U.S., Canadian, and British Open in the space of a few weeks.

Ken Jenkins, of WGYN Radio in Cynthiana, Kentucky, was named Country Music Pioneer #1 by Plantation Records in Nashville. The award, an inscribed plaque presented by Dee Mullins of Plantation, was made recently in Cynthiana . . . Wasp Records, Tacoma, Washington-based country label, has released its first LP titled "Nashville Northwest", featuring Nashville's Shot Jackson and Northwest radio-TV personality Chubby Howard . . . Hillman Hall, who recently moved to Music City, will serve as personal manager to his brother, songwriter-performer Tom T. Hall. Hillman will operate out of

the Hall Family Enterprises office located at 1819 Broadway in Nashville . . . RCA recording artist Nat Stuckey, a consistent chart-maker since joining the label three years ago, recently signed an exclusive booking agreement with the Hubert Long Agency in Nashville. Stuckey, whose most recent RCA singles include "She Wakes Me With A Kiss", "Only A Woman Like You", and soon to be released "I'm Gonna Act Right", has penned many top tunes including his own "Sweet Thang", Buck Owens' "Welfare Line" and Ray Price's "Don't You Believe Her".

Capitol Records has released Bill Rice's newest single, "Honky Tonk Stardust Cowboy". The single, produced by Larry Butler, follows Rice's latest chart maker, "Travelin' Minstrel Man" . . . Bill Anderson is back from vacation to work with Jan Howard and the Po' Boys. On Aug. 1st, Bill and his show opened in Disneyland and will continue for 17 fair and club dates throughout the mid-west and northeast. For Anderson, the month of August will also include two Friday night Opry appearances and the taping of five Bill Anderson TV's . . . Dot Record activity includes the rush release of the new Compton Bros. single, "May Old Acquaintance Be Forgotten". The tune was written by Harry Compton, who also wrote their current "Pine Grove" and Conway Twitty's "How Much More Can She Stand".

The Four Guys of WSM Grand Ole Opry fame, have been set for another major Las Vegas hotel engagement this fall. This time it's The Fremont Hotel for two weeks beginning Sept. 23rd. The popular Opry foursome recently signed an exclusive recording pact with NRS Records, and have completed work on their first album for the label under the direction of Col. Dave Mathes. A release date has been set for early Aug. with a single, titled "Let The Sun Keep Shinin'", to precede it on July 30th . . . When Hal Laffoon, news director of Bakersfield's KUZU, was ill this past week, his microphone chores were "well done" by Kern County Clerk Vera Gibson, Sheriff Charles Dodge, and Bakersfield's Mayor Don Hart. On each morning KUZU local news was reported by one of the three.

Buck Owens, country artist of the decade, recorded a live album at John Ascuaga's Nugget in Sparks on July 24. Owens is currently appearing at the Nugget for a three week engagement. No release date has as yet been set for the live album. Other Capitol Records artists to be featured on the album include Don Rich and the Buckaroos, Susan Raye, Buddy Alan, The Bakersfield California Brass and Kenni Huskey. A camera crew will also be on hand to film the Buck Owens All American Show . . . Popular Mega artist Ray Pillow set for working tour that will take him to Pennsylvania, West Virginia, Maryland, Washington, D.C., Georgia, Mississippi, Texas and end in Lawrenceburg, Tennessee. One of the highlights of the trip will be "Ray Pillow Day" in Pittsburgh, arranged by Don Evans of WEEP Radio . . . Mike Hight, a twenty-year veteran of the entertainment business, has joined the staff of the Joe Taylor Artist Agency to assist the growing list of talent handled by the agency in promotion and public relations as well as booking schedules. Hight, a former entertainer on the Wheeling Jamboree has for the past several years handled the affairs of several of the top names in Music City. The agency handles many of the leading entertainers in Nashville, among them, Sammi Smith, Dave Dudley, Jim and Jesse, Henson Cargill, Glen Sherley, Ray Pillow, LaWanda Lindsey, Junior Samples, and others.

RCA Records, in a unique advertising program, is boosting an attendance at the Country Music Hall of Fame with an outdoor campaign in the Nashville area during August. The campaign, conceived by the RCA

Records Creative Services and the Bill Hudson Advertising Agency, salutes the Hall of Fame in 24 key locations traveled by tourists visiting Nashville. Attendance at the Hall of Fame is at an all time high and it is expected over 120,000 tourists will visit the attraction this summer . . . Mega Records president, Brad McCuen, and executive vp Bruce Davidson, are back from Philadelphia, Mississippi where they attended "Nashville Night" at the Choctaw Indian Fair on the Choctaw reservation. Brad reports almost 10,000 people attended the affair . . . Talented Sue Killen, wife of Tree International's Buddy Killen will exhibit 50 of her original paintings from Aug. 2-31 at the Cowbarn Gallery on Sneed Road in Nashville. Sue is the newly elected president of the Tennessee Art League and a talented artist.

Earl Scruggs has recorded the music for a commercial for Mattel, Inc., world's largest toy manufacturer. The commercial is currently running on network television shows for a product called "Spin-Buggies". The recording features one of Earl Scruggs' most famous banjo instrumentals, "Foggy Mountain Breakdown", which he plays for one minute, followed by a 30-second narrative commercial. "Foggy Mountain Breakdown" was the first instrumental Scruggs wrote and recorded. It was used as the theme music for the motion picture, "Bonnie and Clyde", and has been recorded by more than 30 other performers, the most recent by Albert Coleman for RCA Victor. It is considered one of the most valuable music properties of publisher, Peer International Corp. Earl's latest single on Columbia Records is "Country Comfort" and "T for Texas", with an album scheduled for release within the next two weeks . . . Jim Richards in Music City to arrange for additional pressings of his new single, "Just Because I'm Not The Man I Used To Be" on the Princess label. The record has been receiving heavy airplay, including the Canadian market. Top Ten, Inc. of Roanoke, Va. is handling all bookings . . . Demand has forced the Shelby Singleton Corp. to reship the LP, "Monsters", by Jerry Lee Lewis on Sun, to all stations.

Music City News, international country and gospel music publication, has announced the appointment of Betty Cox Larimer to direct circulation development. The announcement was made by Bob Woltering, general manager. A well-known music business executive, Mrs. Larimer has phased out her own company, Betty Cox Customer Service, to join the MCN staff. Previously she represented Ivy Hill Lithograph Corp., the world's largest designer and printer of record album jackets, and Modern Album Co. . . . RCA's Jim Ed Brown and The Gems, working one of their heaviest-ever PA tours, hit the sawdust circuit of fairs and outdoor attractions this week. The personable Victor balladeer has over 25 fairs to croon to this year, one of the heaviest fair schedules around.

Dot artist, Tommy Overstreet, has fans that are followers in the most loyal sense. After a recent week-long Tampa, Fla. gig for Tommy and his Nashville Express band, 14 die-hard Florida fans showed up the following week to see the show again when the unit played at Ft. Payne, Alabama's Canyonland Park, a crow-flying distance of about 500 miles . . . As an added attraction to Glen Park's Country Music Day in Williamsville, N. Y., Stan Hitchcock was airlifted directly from airport to stage via helicopter. "A moving experience", emoted Stan The Man.

Mike Eaton, an 18 year old, good looking young man from Music City has just completed his first recording session for Chart Records. Mike was signed to a long term exclusive recording contract for Chart by label prexy Slim Williamson.

Williams New Col. C&W Sales Manager

NEW YORK — Bill Williams has been appointed sales manager for Epic/Columbia custom country product, announced Ron Alexenburg, vp of Epic/Columbia custom labels. Williams will be headquartered in Nashville, and will direct all marketing activities pertaining to country product.

Williams joined Columbia Records in 1969 as sales and promotion manager in the Houston area, and most recently served as local promotion manager for Columbia, Epic and Columbia Custom labels in Dallas.

Sammi Smith Writes Jennings Tune & Notes

NASHVILLE — Mega recording artist Sammi Smith, whose latest LP "Lonesome" had liner notes penned by Merle Haggard has co-written the title song and penned liner notes for Waylon Jennings' upcoming RCA LP release, "Cedartown Georgia."

Miss Smith is currently touring Band, in rock as well as country clubs and is set for an upcoming appearance at Atlantic City's Steel Pier.

White Named VP Of Tillis Pub

NASHVILLE — Howard White has been named vice president of the Mel Tillis publishing complex, Sawgrass Music, Inc. White, in assuming the position, will remain active with his own publishing firm, Locomotive Music, the operation of which will function with Sawgrass under the Tillis umbrella.

A native of Charlotte, North Carolina, he has an extensive background in the publishing field. Prior to joining Sawgrass, White held an administrative post with Famous Music. His publishing experience also includes similar posts with Pamper Music, and with Moss Rose Publishing. He has been a business associate of Tillis for the past fifteen years.

New Thompson LP For Anniversary

Hank Thompson, approaching his 25th anniversary as a Country music headliner, presents 11 songs on "Next Time I Fall In Love (I Won't)," his newly released album for Dot.

In addition to the title tune, Thompson's recent hit single, selections produced by Joe Allison include the current best-seller, "The Mark of a Heel." Composers represented, in addition to Thompson, include Ned Miller, Hank Cochran, Dave Kirby, Harlan Howard and Red Lane.

Thompson has sold more than 30 million records since recording his first hits, "Whoa Sailor" and "Swing Wide Your Gate of Love." He and his Brazos Valley Boys were voted Country Music's Number 1 band for 13 consecutive years, a record.



A CRASHING KNOCK — A certificate of appreciation was signed, sealed, and delivered to CASH BOX for making Cartwheel Records recording of "Knock Three Times" by Crash Craddock #1 in the nation. Seen accepting the certificate for CASH BOX are: Juanita Jones, Nashville office; Ron Chancey, president and A&R director of Cartwheel and Dale Morris, vp and manager of promotion for the label.

The so-called "mini-budget" introduced on July 19th by Chancellor of the Exchequer Anthony Barber has won approval in the record industry on account of its reduction of 10% in the purchase tax level on luxury goods, which include disks according to the unpopular definition of successive administrations. The reduction, part of wide-reaching measures to reflate a stagnant economy, has also caused a dilemma for the major record manufacturers, who were believed to be contemplating a price hike of about 10% next month to cover escalating costs in recording and raw materials. EMI has already announced price reductions, which now make the group's singles 47½p as opposed to 50p and the new price of its pop albums is £2.05 with classical ones now costing £2.24 and midprice £1.10. Kinney group singles drop from 50p to 48p, and their albums from £2.15 to £2.05, with the de luxe line dipping from £2.25 to £2.15. Polydor is also lowering some prices, but not on singles, and Pye is making substantial reductions on its Collector and Virtuoso LP series. The Chancellor's measures follow a pledge by the Confederation of British Industries to peg price rises at a maximum 5% over the next year, and a mood of optimism that perhaps the recent inflation and high level of unemployment may at last be contained and decreased. The attitude of the trade unions in all this is crucial with regard to the extent of their forthcoming pay claims and their reaction to any rejection of these claims if they are above the voluntary price ceiling.

Terry Oates has been named director managing the affairs of Compass Music, the publishing outfit associated with Joseph Levine's Avco-Embassy movie company and Empire-Consul Music, and which handles numerous Henry Mancini compositions and works by Rod McKuen and Bobbie Gentry. Oates moves from the general managership of Screen Gems Columbia Music, and will work out of the Chappell building in New Bond Street until he has located suitable separate premises. Chappell has managed the Compass catalog for the past dozen years, and will continue to provide certain administrative services. Henry Mancini commented: "Larry Shayne and I have always wanted to establish a closer working relationship with Terry Oates, and have followed his career with great interest. With this appointment Compass is taking its first step towards total creative and exploitation independence." Oates will assume overall responsibility for the Compass publishing activities in the world outside the United States and Canada.

A two-year ban by the Musicians Union which prevented visiting American groups from appearing on BBC TV has been dropped, following successful discussions between the Corporation and the MU. MU assistant secretary Jack Stoddard said that American groups will now be able to appear on the BBC channels providing they are in the UK on a reciprocal basis with British groups playing dates, including TV, in the States, but a maximum of two appearances only will be allowed. This arrangement matches one already existing between the MU and the commercial TV companies in this country. First acts to take advantage of the rescinding of the ban were Curtis Mayfield and Jo Mama.

Fifteen thousand fragments of Elvis Presley's old stage suits will be packed into the same number of boxed sets of the singer's "Worldwide Gold Award Hits, Vol. 2—The Other Sides", comprising four LPs containing a total of fifty tracks. The consignment has been prepared at the RCA plant in Indianapolis as part of production of 150,000 of the sets, and the UK batch is being imported by chartered jet to meet the August 2nd

release deadline. An RCA spokesman said that the set will sell at a recommended retail price of £9.99, made necessary by the cost of importing it. He expects to shift the entire consignment without trouble as a collector's piece, including as it does a life-size poster also, and added that there was an advance order totalling over five thousand.

The flow of commemorative albums featuring the late Louis Armstrong is gaining pace. Decca has rush-released again the "Hello Dolly" LP by Louis and has All Stars on the low-price Coral label, and is preparing five other albums for the same mark in the near future. Polydor has expedited the issue of a three-volume tribute to Armstrong by various British artists including Alex Welsh, Humphrey Lyttelton, George Chisholm and Lennie Felix recorded at the Queen Elizabeth Hall last year to celebrate his 70th birthday by producer Alan Bates for his Black Lion series.

Buffy St. Marie was scheduled to appear at the Topholme Manor Park Folk Festival near Lincoln on July 24th on a bill that included James Taylor and Tom Paxton. She also has TV dates on "The Lulu Show" and "Top Of The Pops, and then heads for Japan for three days of concerts at Hakone beginning August 6th.

A new three-year licensing deal has been signed between A&M Records and Precision Tapes whereby the latter will continue to handle A&M cartridge and cassette repertoire. The pact was set between Precision's Walter Woyda and A&M European chief Larry Yaskiel and general manager John Deacon. Yaskiel said: "Our relationship with Precision Tapes and particularly with Walter Woyda has been exceptionally good. The service has been forthcoming, and as a company with a great amount of middle of the road material which is most suited to tape, it is essential that we place ourselves in what we feel are the very best hands."

Quickies: Doubts have risen over the 1972 Eurovision Song Contest on account of this year's winner Monaco being unable to offer the necessary TV facilities and concert hall accommodation in the Principality . . . Decca artist liaison manager Selwyn Turnbull has joined the Gerry Bron Organization to handle UK and European exploitation on all Bron artists and the Bronze disk label . . . Kinney Music now represents throughout the world August Music, the publishing company of Keith Potger and David Joseph, who manage the New Seekers and the Mixtures amongst others . . . progressive cellist Paul Buckmaster is penning the chart for the Roman Polanski movie of "Macbeth," and is in line to conduct the pit orchestra for the first month of the Broadway production of "Jesus Christ Superstar" . . . new album from the Moody Blues "Every Good Boy Deserves Favour" out on Threshold on July 23rd, ten days before the American release date . . . drum star Ginger Baker is touring the UK with Nigerian Artist Fela Ransome-Kuti . . . following her Talk of the Town success, Decca has released single of "Let Go" and "The Breeze And I" by Caterina Valente . . . the Herbie Hancock Sextet begins a ten day season at Ronnie Scots Club on August 26th . . . "Non, Rien N'a Change" by twenty strong French group The Poppys released here by RCA . . . John Reid of Tamla Motown has joined the Dick James Organization to work on artist liaison and promotion with special responsibility for Elton John . . . Bill Harry, independent PR is now in new offices at Classic House, Westbourne Grove, his acts include Led Zeppelin Alexis Corner, Mickie Most, Chicken Shack, and David Bowie.

Great Britain's Best Sellers

This Last
Week Week

1	1	Chirpy Chirpy Cheep Cheep—Middle of the Road—RCA—Flamingo
2	10	*Get It On—T. Rex—Fly—Essex Inter.
3	2	Co-Co—The Sweet—RCA—Chinnichap/Rak
4	3	Don't Let It Die—Hurricane Smith—Columbia—Rak
5	6	Me And You And A Dog Named Boo—Lobo—Philips—Carlin
6	4	Black And White—Greyhound—Philips—Carlin
7	11	Monkey Spanner—Dave and Ansell Collins—Technique—B&C
8	12	Tom Tom Turnaround—New World—Rak—Chinnichap/Rak
9	5	*Banner Man—Blue Mink—Regal Zonophone—In
10	8	Just My Imagination—Temptations—Tamla Motown—Jobette/Carlin
11	7	*He's Gonna Step On You Again—John Kongos—Fly—Essex Inter.
12	16	River Deep Mountain High—Supremes & Four Tops—Tamla Motown—Jobette/Carlin
13	19	*Tonight—Move—Harvest—R. Wood Carlin
14	9	I'm Gonna Run Away From You—Tami Lynn—Mojo—Shapiro Bernstein
15	14	When You Are A King—White Plains—Deram—AIR
16	13	Pied Piper—Bob & Marcia—Trojan—Robbins
17	17	I Don't Blame You At All—Smokey Robinson & Miracles—Tamla Motown—Jobette/Carlin
18	—	La La Means I Love You—Delfonics—Bell—Carlin
19	—	Never Ending Song Of Love—New Seekers—Philips—UA
20	—	*Street Fighting Man—Rolling Stones—Decca—Mirage

*Local copyright

Top Twenty LP's

- 1 Bridge Over Troubled Water—Simon and Garfunkel—CBS
- 2 Ram—Paul McCartney—Apple
- 3 Tarkus—Emerson, Lake and Palmer—Island
- 4 Sticky Fingers—Rolling Stones—Rolling Stones
- 5 Live Free—Free—Island
- 6 Split—Groundhogs—Liberty
- 7 Tamla Motown Chartbusters Vol. 5—Various Artists—Tamla Motown
- 8 Mud Slide Slim—James Taylor—Warner Bros.
- 9 Magnificent Seven—Supremes and Four Tops—Tamla Motown
- 10 Home Lovin' Man—Andy Williams—CBS
- 11 Every Picture Tells A Story—Rod Stewart—Mercury
- 12 Symphonies For 70s—Walter de los Rios—A&M
- 13 Andy Williams Greatest Hits—Andy Williams—CBS
- 14 The Yes Album—Yes—Atlantic
- 15 Osibisa—Osibisa—MCA
- 16 Relics Of Pink Floyd—Pink Floyd—Starline
- 17 Four Way Street—Crosby, Stills, Nash & Young—Atlantic
- 18 Club Reggae—Various Artists—Trojan
- 19 Over & Over—Nana Mouskouri—Fontana
- 20 Angel Delight—Fairport Convention—Island



AND ONE FOR ALL—Caught by the Cash Box cameras down under are the Bee Gees who dropped by to check on the progress of their new single on the Top 100 Chart.

During concert dates across the country, Barry, Maurice and Robin played to capacity houses with hundreds turned away at each performance.

The boys had much praise heaped upon them by critics who were impressed by the near disk-like quality of their sound.

While in Melbourne the Bee Gees were presented with a Gold Record Award by Festival Records to mark sales exceeding 20,000 for the LP, "Best Of The Bee Gees".

cash box

INTERNATIONAL MUSIC SECTION

ABC/Dunhill Thru RCA Co. In Canada

HOLLYWOOD — ABC/Dunhill Records has pacted a new license deal with RCA Victor Co., Ltd., Canada, for RCA to distribute the entire ABC/Dunhill family of records in Canada.

Previously distributed in Canada by Deutsche Grammophon G.m.b.h. (Polydor Records, Canada, Ltd.), RCA Victor takes over the distribution with all ABC/Dunhill product to be released on the ABC/Dunhill label.

Jay Lasker, president of ABC/Dunhill Records, firmed the deal with Robert Cook, managing director of RCA Victor Co., Canada, with the aid of Andy Nagy, managing director of ABC/Dunhill product in Canada.

"We look forward to a fruitful and rewarding association with RCA Victor Canada," stated Mr. Lasker.



WELL DONE: Fantasy Records president Saul Zaentz, right, and attorney Al Bendich, left, award a gold record to Branco Zivanovic, general manager of Bellaphon Records in Germany, for his company's sales effort on behalf of Creedence Clearwater Revival.

A&M Canada Procol Promo

HOLLYWOOD — A&M Records' Canadian promotion department, under Liam Mullan is putting on an extensive campaign behind Procol Harum's catalog product, to tie in with the band's forthcoming Canadian tour.

The British group will appear at the Calgary Stampede Grounds Aug. 4, Edmonton Gardens next night, and the Agrodome in Vancouver Aug. 6. Following several concerts in the U.S., Procol Harum returns to Canada Aug. 20 with an engagement at Place Des Nations in Montreal.

Strasbourg Percussion Visit Japan In Autumn

TOKYO — The Strasbourg Percussion Group is scheduled to visit Japan to give a concert at the Tokyo Bunka Hall on Oct. 31. The group consists of six members and was formed in 1961; it specializes in avant-garde music and has a repertoire of over 30 compositions. Nippon Phonogram is scheduled to release two commemorative albums including "Americana" on Sept. 25.

Buffy To Japan

LONDON — Buffy Sainte-Marie, who has just concluded a series of concerts and TV shows here, will open her Far East tour Aug. 6 with a three-day engagement at Hakone, Japan, that will be followed by other Japan concerts and television shows.

Col Canada Buys A&A Records & Books

TORONTO—There has been much conjecture over the past few months regarding the possible purchase of A&A Records and Books (351 Yonge St., Toronto) by Columbia Records of Canada. There was even reporting that had the purchase finalized more than three weeks ago and showing a price tag of four million dollars (closer to the gross sales for one year). However, the conjecture became fact when Columbia's vice president and general manager (Canada) Fred Wilmot, firmed the deal with A&A's owner, Mac Kenner — Wednesday July 14.

A&A is regarded as one of the most successful retail outlets of its kind in the world and the largest in Canada. Columbia's first retail outlet, The Record Treasury, uptown Toronto, will become a branch operation of A&A and will now be known as A&A Records—dealing only in records.

Columbia will retain the book and magazine departments at the Yonge St. Store with separate managers for records and books. It's expected that Columbia will expand their retail operations by the addition of other stores, all carrying the A&A banner.

John Fallows, director of retail op-

erations for Columbia, has been appointed executive management of the new retail operation. Alun Elias, former store manager of The Record Treasury, has been moved downtown to take over the post of Merchandising Manager of the complete retail operation. He will report directly to Mr. Fallows.

Larry Willmott, former manager of the Record Treasury, will take over the position of Manager Book Dept. of the Yonge St. Store. Prior to joining Columbia's Record Treasury, Willmott was associated with Coles Book Stores, equipping him with a vast knowledge of book merchandising which should prove a great asset to the new operation.

Bob Martin, previously associated with Columbia Records in the capacity of Director of national advertising and promotion and highly respected in the industry, has been appointed Manager of the Record Dept. of the Yonge St. Store. Martin has been manager of the store since August 1970. He will report to Fallows.

Ken Higgenbottam has been appointed store manager of the Bloor St. A&A. He was formerly with All Record Supply Co.

Gallo/Lafredo Deals

NEW YORK — Bob Gallo and Lou Lofredo have recently returned from a four week stay in the U.K. where they have signed several of their acts for the world, excluding the U.S. and Canada.

The first artist to be signed is Ben E. King with CBS Records. The deal includes an immediate single and album release, which is now completed at Soundview Recording Studios, with a second album and single to be released for the same year, for a three year period.

King will do the "Top of the Pops" on Aug. 4 with trade ads, and he will receive concentrated promotion while on tour. The deals which are in the final stages are the Vibrations, Aesop's Fables, and the Rainy Days for RCA Records, and Les Reed's companies.

Ember Sets 6 LP's

HOLLYWOOD — Six albums, including a tribute to country headliner Johnny Cash, comprise the Ember Records Ltd. summer release package, according to Jeff Kruger, president of the London-based label.

Set for late July release are "Once More With Feeling," Julie Rogers first LP for Ember; "Thursday's Child Has Far to Go," Carolyn Hester; "Knocker Jungle"; Johnny Cash — Legend in His Time," Clifford James; and a pair of jazz albums, "Return of the Bobcats," Bob Crosby; "Gypsy of Jazz," Django Reinhardt.

Ember's only single release for the month is by Dov Sabato, singing a Carole King composition, "Where You Lead." Jimmy Henney and Charles Blackwell co-produced.

Nemu Jazz Inn Fest

TOKYO — The third midsummer night Nemu Jazz Inn (Hamajimacho, Shima-Gun, Mie Prefecture) Festival is to be held Aug. 24-25 at the outdoor auditorium under the auspices of the Yamaha Music Promotion Association.

Participating artists will include the Sadao Watanabe Sextet, Nobuo Hara and the Sharps & Flats, Toshiyuki Miyama and the New Herd, the Terumasa Hino Quintet, the George Otsuka Trio, and the Mit-suhiko Sato Trio.

Everest Thru Ster In So. Afr.

JOHANNESBURG — Bernard C. Solomon and Hal M. Judin, presidents of the Everest Record Group of Los Angeles and Ster Records of Johannesburg, South Africa, respectively, have concluded a long-term agreement in terms of which Ster will have the exclusive sales rights and distribution of the Everest product for South Africa.

In terms of this catalog deal, Ster will distribute many thousands of the Everest product in South Africa and the product will also form part of Ster's new "Music-Go-Round" series dedicated to bringing every aspect of recorded music to the public on a lower priced basis while not detracting from the quality or artistry of the recording to permit a cheaper price range.

The contract became effective Aug. 1, and in order to avoid delay in making the product available upon the South African market, hundreds of samples and stocks are being "air lifted" to South Africa.

International Artist Of The Week: DANYEL GERARD



For eight weeks he is on top of the German charts with his CBS recording of "Butterfly". The son of an Armenian father and an Italian mother, Danyel Gerard spent his childhood in South America, before he returned to his native France. His debut as a singer was in the children's choir at Notre Dame Cathedral in Paris. Soon he started a career on his own, especially as a composer. He was quite successful with songs like "Je," "Il pleut dans ma ma'son" and "Memphis Tennessee." But, without a doubt, his biggest hit is "Butterfly", which he recorded both in French and German.

Japan's Best Sellers

This Week	Last Week	
1	4	Watashi No Jookamachi—Rumiko Koyanagi (Warner Bros-Pioneer) Pub/Watanabe
2	3	Saraba Koibito—Masaaki Sakai (Columbia) Pub/Nichion
3	1	Yokohama Tasogare—Hiroshi Itsuki (Minorphon) Pub/Yomiuri Pack
4	2	Mata Au Hi Made—Kiyohiko Ozaki (Philips/Phonogram) Pub/Nichion
5	5	Sabaku No Yoona Tokyo De—Ayumi Ishida (Columbia) Pub/Geiei Music
6	6	Kizudarake No Jinsei—Kooji Tsuruta (Victor) Pub/Oriental Music
7	8	Tenshi Ni Narenai—Akiko Wada (RCA/Victor) Pub/Tokyo Music Pub
8	12	Anata Makaseno Yoru Dakara—Hideo Ooki, Yoshiko Ninomiya (Minorphon) Pub/Watanabe
9	14	17 Years Old—Saori Minami (CBS-Sony) Pub/Nichion
10	15	Summer Creation—Joan Shepherd (Liberty-Toshiba) Sub-Pub/-
11	7	Tsuite Jurukai—Akira Kobayashi (Crown) Pub/Crown Music
12	9	Ano Subarashi Ai O Mooichido—Kazuhiko Kato, Osamu Kitayama (Capitol/Toshiba) Pub/P.M.P.
13	10	Ofukurosan—Shinichi Mori (Victor) Pub/Watanabe
14	11	Love Story—Andy Williams (CBS-Sony) Sub-Pub/Nichion
15	18	Put Your Hand In The Hand—Ocean (KamaSutra/Columbia) Sub-Pub/-
16	—	Natsu No Yuuwaku—Four Leaves (CBS-Sony) Pub/NTV Music
17	13	Futaridake No Tabi—Norihiko Hashida & Climax (Express/Toshiba) Pub/Art Music
18	16	Love Story (Japanese)—Andy Williams (CBS-Sony) Sub-Pub/-
19	17	Futari No Sekai—Teruhiko Aoi (RCA/Victor) Pub/Suiseisha
20	19	Another Day—Paul McCartney (Apple/Toshiba) Sub-Pub/-

This Week	Last Week	
1	2	You Don't Have To Say You Love Me—Elvis Presley (RCA/Victor)
2	3	Simon & Garfunkel's Greatest Hits II (CBS-Sony)
3	1	Francis Lai Max 20 (United Artists/King)
4	4	Kiyohiko Ozaki First Album (Philips/Phonogram)
5	—	Simon & Garfunkel's No Subete (CBS-Sony)

International Music Publishing,
in japan.

INTERSONG K.K.

(Former ABERBACH TOKYO, K.K.)

P.O. BOX 13
TRADE CENTER,
TOKYO
105 JAPAN.

Telephone: (435) 5276 5277
Telex: NIPHILTK TK6388
Cables: INTERSONG

associated with  **INTERSONG** International Music Publishing N.V. Amsterdam



Holland

Bovema has signed a 3 year contract with the Dutch independent production company J. R. Productions for worldwide release rights. This production company, who had 10 top hits last year out of 12 releases, has a tremendously large stable of well-known Dutch acts. Bovema's first single release will be by an extremely promising group called Clover Leaf. The Intersong-Basart Publishing Group N.V. announced that the group obtained the sub-publishing rights for Holland of the Blue Seas Music, Inc./Jac Music Co., Inc. catalogue, containing the Burt Bacharach songs. Same group also made an agreement regarding the representation of the Argentine P.A.M.S.C.O. catalogue for the territories of Benelux, Germany and England.

Dutch top groups Ekseption and Cuby & The Blizzards are currently recording new albums. Both LP's will be released by Philips. CBS-Artone's best selling local artist Louis van Dyke has been promoted heavily by a special campaign during the month of July. Pianist Louis van Dyke (always accompanied by his two marvelous musicians John Engels, drums, and Jacques Schols, bass) has recorded the following albums: "The Best Of The Louis Van Dyke Trio", "Mariposa", "Louis Van Dyke Plays Lennon-McCartney", "Pavane", "When A Man Loves A Woman", "What Now My Love", "Three/Four" and others.

Brand new single of Bovema's number one group The Cats, "One Way Wind", is expected to be another gold single for this group. In Japan, the Cats are number 17 on the International hit parade with a special single release of "I Walk Through The Fields", released by Toshiba/Japan. Achieving more and more international popularity is Dutch jazz-flutist Chris Hinze who will start his European tour August 19 and 20 when he will perform in German towns Hamburg and Bremen. The Chris Hinze Combination will appear October 3 in

France at the 'Brennale de Paris'. Television and radio-concerts for Hinze are negotiated. Brainbox, Bovema's most popular progressive group, is up to number 20 on the Dutch charts with their single 'Virgin'. Bospel Music contracted group Reality and made an LP in French Decca Studios. The group will be touring Italy, Spain and South America. Last Saturday, Bovema artists Continental Uptight Band, Cats and Brainbox were joined by British EMI artists Soloman King and Julie Felix in a Dutch TV-show lasting 50 minutes.

Last month Phonogram artists Samantha Jones, Guy Fletcher and Gilbert O'Sullivan did Dutch TV-shows. Spanish guitarist Paco Pena performed one week at the Amsterdam Concert hall. Phonogram did extra promotion on Pena's albums in the Philips catalogue. In co-operation with CBS-International (France) the nine-piece great 'brass' group Chase will come to Holland for a special concert during the Loosdrecht Jazz Concours, between August 3 and 7.

Underground press and Radio Veronica started a Shangri-Las craze in Holland. Phonogram rushed out the single 'Past, Present & Future' and Mercury's 'Golden Hits' album. The single is currently no. 17 in the national charts, while the album is a tremendous seller. Dutch TV-stations are trying to locate the US group in order to book the act for a show.

At this moment CBS-Artone is working very hard on popular German female singer Dunja Rajter as well as on the excellent German popgroup Emergency. Phonogram rushed out the Rolling Stones 33 rpm. maxi-single 'Street Fighting Men'/'Surprise Surprise' b/w 'Everybody Needs Somebody To Love' on the Decca label. The U.S. hit 'Me And You And A Dog Named Boo' by Lobo (Philips/Big Tree recording) is also a smash in Holland. The record is high in the national charts.

Holland's Best Sellers

This Week	Last Week	
1	2	Manuela (Jacques Herb m.m.v. De Riwi's/11 Provincien) (Basart/Amsterdam)
2	1	Zou Het Erg Zijn Lieve Opa (Wilma & Vader Abraham/11 Provincien) (Dayglow/Hilversum)
3	3	Co Co (The Sweet/RCA)
4	4	Che Sarah (Jose Feliciano/RCA) (Universal Songs)
5	7	Rumba Tambah (Martin Wulms/Delta)
6	5	My Darling Helena (The Walkers/Killroy) (Benelux Music/Weert)
7	8	Chicago (Graham Nash/Atlantic) (Veronica Music/Hilversum)
8	15	Get Down And Get With It (Slade/Polydor) (Dayglow/Hilversum)
9	11	Concerto D'Aranjuez (Los Mayas/Palette)
10	6	Double Barrel (Dave & Ansil Collins/Ariola) (Dayglow/Hilversum)



WELCOME—Columbia recording artists Chicago were greeted by numerous fans and representatives of CBS/Sony Records at Tokyo International Airport, the last stop on a round-the-world personal appearance tour which the group recently completed. The Tokyo concerts drew an estimated crowd of almost 140,000, making it one of Japan's major musical events of the year.



Canada

The Creamcheeze Good-Time Band, five young Perth Ontario musicians, who just recently bowed their initial album release on the Dominion label, played Grumbles Coffee House in Toronto which became a hefty promotional tool for Terry Regan, who heads up the national sales and A&R for the label.

Ottawa's David Wiffen is currently undergoing a giant promotional campaign from Musimart, who handle the Fantasy label in Canada. Wiffen was the first Canadian act to be signed to the famous Creedence Clearwater Revival label. Wiffen has already had a solo go at the singles market but outside of local Ottawa reaction the disc just didn't make it. With this renewed effort by Musimart's Jack Inhaber, results are already showing Wiffen to be headed for national recognition.

Manta Sound studios, the million dollar studio complex in Toronto, was unveiled July 26 with Nimbus 9's Jack Richardson being the first to use the new 16 track facilities. The group in for the session was Hope, a Wisconsin Christian rock contemporary group. The session was backed by A&M who are reportedly putting out a large budget to get this group off the ground. Dave Greene, formerly with A&R Studios in New York and now associated with Manta, was in charge of the engineering chores.

Tom Williams, who has had much success in the touting of Warner Bros product in the pop vein, has had an equal amount of success with their recently acquired Nonesuch classical line. The new album releases carrying a suggestive list of \$3.49 has been scooped up by dealers who have experienced an unusual demand for classical product. The Warner Bros lineup of labels continues to be the hottest bit of trade conversation in the industry. They currently command 21% of the album action in Canada and 12% of the singles action. The big album action goes to Aretha Franklin's "Live At The Fillmore" on the Atlantic label. The "Stephen Stills 2", also on Atlantic is next.

Polydor's fast moving Osmond Brothers have a very hot album in "Homemade" while "The Donny Osmond Album" makes a perfect set of action for the brother team, Their single, "Double Lovin'" could be the big single of the year for the Polydor label. Allan Katz, who heads up the promotion and advertising department for Polydor, has just completed a junket across the country where he visited with major broadcasters and retailers. John Turner, who handles promotion duties, has had much success with his promotion tour with Rick Neufeld, latest Canadian act to release on the ASTRA label. Astra's Clyde McGregor also gave a hand in the promotion.

Steel River would appear to be the talk of the industry with their Tuesday release of "Southbound Train". The single is already charted on most of the major and secondary charts and has broken in the U.S. The Stampeders have also made a good showing in the U.S. They release on the Music World Creations label in Canada and on Bell in the U.S. Their "Sweet City Woman" is now considered off and running as an international hit.

The True North label could be the next hottest happening for the Canadian industry. Headed up by Bernie Finklestein, the powerful independent, distributed by Columbia, will soon release a new set by Murray McLaughlan, a very strong writer and equally strong performer in the folk/rock vein. One of the label's writers, Luke Gibson, formerly of Luke & The Apostles, has been signed to star in a new Canadian flick which also stars Genevieve Bujold and is directed by Award winning Paul Almond. Gibson will perform several of his own compositions in the movie, most of which will be scored by him. True North, who have increased their releases by 200% in one year, will soon release an album by Syrinx entitled "String Space" which includes 18 strings supplied by Toronto Repertoire Orchestra conducted by Milton Barnes.



Germany

Kinney Music GmbH celebrated their start in Germany very impressively by inviting about 300 representatives to a big house warming party. In the garden of the house stands a black Stone with the epigraph: Here lives Kinney. The address is: Hamburg, Gustav-Freytag-Str. 13. Also Kinney International chief Nesuhi Ertegun came from the USA to support his German managing director Siegfried E. Loch. During the party Mr. Ertegun told the Cash Box correspondent: "I'm very proud of our German company and I'm very optimistic about its future. I think we have a very impressive young team that works very well. The first reactions and comments from the critics and from the radio stations and so on were very kindly. The next thing is to find German artists that we can make famous in other countries. Kinney has a history in discovering new talents and making them to big artists and I also hope and believe that we will create a very important German catalogue beside our worldwide accepted American repertoire."

The BASF music production expands their activities on the international scene. From the 1st of July on they started with the delivery of cassettes and records to Switzerland. The Swiss general distribution is by Organchemie AG in Kilchberg/Zuerich. They offer a start program of 411 BASF-titles. BASF expects in the near future a total turnover of more than 50 million SFR (approx. 13 million Dollars). BASF is also very interested to establish in Austria and France. In Hamburg BASF has the following new phone number: 44 10 21...

The third wave of the Hessischer Rundfunk in Frankfurt has acquired 13 series of the Andy Williams show, which will be telecasted originally in English language... James Brown, who signed an exclusive contract with Polydor, will come in autumn

1971 to Germany again... Hansa Musikproduktion in Berlin informed us that they could note in the first half year of 1971 in comparison to 1970 a turnover increase of 25%. This increase bases most of all on the LP business...

The production contract between the French star Mireille Mathieu and the Meisel group for German speaking recordings was prolonged about 5 more years. In September and October of this year she will start a mammoth concert tour through Germany... Canned Heat will record on August 11 in Bremen for the TV show Beat-Club. The telecast will be in September...

Metronome announced reformation of the management of this company. The remarkable increases in turnover, additional product, new sales activities, and an all-encompassing promotion have demanded a reorganization of the company with new experts. Werner Triepke and Bruno Wendel will join the managing director Leif E. Kraul. Triepke will be from August 1 on responsible for the marketing and sales divisions at Metronome Germany. Wendel shall build up a German catalogue with typical German repertoire and also develop Metronomes international label roster with product emanating from outside the German borders. At present Metronome is the licensee for Atlantic, Barclay, Riviera, CTI, BYG and Transatlantic; above that they are marketing and selling Kinney's other labels including Electra, Warner Bros., Reprise and Rolling Stones...

The group Black Sabbath will come in November to a starring tour through Germany. They had their great break through here with their last record "Paranoid"... The well known Belgian hit singer Tonia concluded a record contract with Phonogram Ton in Hamburg and is produced by the star producer Fred Weyrich...

Argentina's Best Sellers

This Week	Last Week	Title	Artist	Label
1	3	*No Juegues Mas	Leonardo Favio	(CBS)
2	1	*La Chica De La Boutique	Heleno	(RCA)
3	6	*He Tratado De Olvidarte	Sabu	(Music Hall)
4	7	*De Boliche En Boliche	Naufragos	(CBS)
5	2	Love Story	Francis Lai	(Music Hall)
6	4	*Adios, Chico De Mi Barrio	Tormenta	(RCA)
7	5	*Lion, Je T'aime	Billi Bal	(Philips)
8	10	*Yo Quiero A Lola	Palito Ortega	(RCA)
9	9	Brown Sugar	Rolling Stones	(Philips)
10	8	*Cuando Te Enamores	Charlie Leroy	(RCA)
11	11	*Cancion Para Una Mentira	Los del Suquia	(Microfon)
12	13	*Abrazarte Munequita Mia	Banana	(Music Hall)
13	17	Co Co The Sweet		(RCA)
14	—	*Me Gusta, Me Gusta	Cacho Castana	(Philips)
15	20	*Vuelvo A Vivir Vuelvo A Cantar	Sabu	(Music Hall)
16	14	Pensando En Ti	Nena	Mardi Gras (Fania-Music Hall)
17	16	*Como Todos/Voy Buscando	Nino Bravo	(Polydor)
18	12	*La Fuerza Del Amor	Luis Aguile	(CBS)
19	18	*Cancion Del Te Quiero	Carlos Torres Vila	(Microfon)
20	19	Toca Dee Toca	Middle of the Road	(RCA)

*Local

Top 10 LP's

1	1	Musica En Libertad Selection	(Music Hall)
2	2	Alta Tension Selection	(RCA)
3	4	Gabi, Fofo Y Miliki Gabi, Fofo y Miliki	(CBS)
4	3	14 Voltops Vol II Selection	(CBS)
5	7	Cancion Para Una Mentira	Los del Suquia (Microfon)
6	5	Love Story	Francis Lai (Music Hall)
7	6	Love Story	Alain Debray (RCA)
8	8	Los Mas Grandes Exitos	Luis Aguile (CBS)
9	10	Hermanos Barrios	Hermanos Barrios (Music Hall)
10	9	Mujeres Argentinas	Ramirez-Sosa (Philips)

Germany's Best Sellers

This Week	Last Week	Title	Artist	Label
1	1	Butterfly	Danyel Gerard	(CBS)—April
2	2	Chirpy Chirpy Cheep Cheep	Middle of the Road	(RCA)—Capriccio
3	3	Hot Love	T. Rex—Ariola	(Essex/Gerig)
4	6	I Am . . . I Said	Neil Diamond—UNI	(Phonogram)—Accord
5	4	Abraham	(Das Lied Vom Troedler)—Wolfgang	(Bellaphon)—Melodie der Welt
6	7	It Don't Come Easy	Ringo Starr—Apple	(Electrola)—Essex/Gerig
7	9	Funny Funny	The Sweet—RCA Victor	(Teldec)—April
8	5	Brown Sugar	The Rolling Stones—Rolling Stones Records	(Kinney)—Essex/Gerig
9	12	Judy, I Love You	Bata Illic—Polydor	(Melodie der Welt)
10	11	Meilenweit	Martin Mann—Decca	(Teldec)—Meridian

Australia's Best Sellers

This Week	Last Week	Title	Artist	Label
1	1	*Eagle Rock	Daddy Cool	Daddy Cool, Sparmac.
2	3	Mozart Sinfonia No. 40	Waldo de los Rios	Festival, Hispavox.
3	2	Too Young To Be Married	Hollies	Dick James, Parlophone.
4	6	Brown Sugar	Rolling Stones	Essex, Rolling Stones.
5	—	I Don't Know How To Love Him	Helen Reddy	Leeds, Capitol.
6	4	It Don't Come Easy	Ringo Starr	Essex, Apple.
7	7	Love Story	Andy Williams	Chappell, CBS.
8	—	Chick-A-Boom	Daddy DewDrop	Shermley, Stateside.
9	5	Hot Love	T. Rex	Essex, Parlophone.
10	—	L.A. International Airport	Susan Raye	Castle, Capitol.

*local recording/artists.

MOA Surveying Membership Asked to Review Dues Status

CHICAGO—MOA is currently in the process of surveying its membership. Forms were prepared and mailed by the association's Chicago office.

"We are asking members to review their individual dues category and increase it accordingly if they find they should be in a higher bracket," said MOA's executive vice president Fred Granger. "We are doing this primarily to avoid an increase in dues. Response so far has been excellent. I am happy to report that many members have already, voluntarily, increased their dues because they have

added more equipment to what was originally declared."

The current MOA dues structure, as approved by the Board a couple of years back, consists of 7 categories: over 1,000 machines, \$500.00 per year; 500-1000 machines, \$250.00 per year; 300-500 machines, \$200.00 per year; 200-300 machines \$150.00 per year; 100-200 machines, \$100.00 per year; 50-100 machines, \$75.00 per year; under 50 machines, \$50.00 per year.

In conclusion Granger said, "we are not questioning anyone's integrity, we merely want to be sure that each member is in the proper category relative to the number of machines (phonographs and amusement games) he has."

N A M A Dates Set



N A M A CONVENTION REMINDER—A supersized reminder that the N A M A national Convention-Exhibit begins on Friday instead of Saturday this year captures the attention of (L-R) program chairman Joel Haffner, Vendamation, Inc., St. Louis, Mo.; general chairman Mrs. Margaret Ware Kahliff, Servomation of Cleveland, Ohio, Inc., Elyria, and N A M A director of conventions and education Gilbert H. Tansey. The convention opens Friday, October 15 and runs through Monday, October 18.

Clarification Victor Continues Making Vending Machines For Rowe Int'l

Reports recently appearing in the trade press concerning the acquisition of Victor Products Corporation of Hagerstown, Maryland by Reed Electromech Corp., Rockford, Illinois, included statements that Victor was planning to discontinue manufacture of vending machines while continuing to produce its line of dispenser equipment. While it is true that vending machines will no longer be furnished bearing the Victor name, Victor will continue to make can vendors and instant coffee machines for Rowe International under a long term contract. Victor also intends to furnish service parts for all types of vending machines currently in the field.

ALLCOIN in Texas Holds Grand Opening

ALLCOIN Equipment Company, Rock-Ola's music and vending distributor for the San Antonio, Texas, area recently moved into its new headquarters at 1811 South Alamo Street in San Antonio after its old quarters were gutted by fire several months ago.

An Open House was held to celebrate the opening of the new 16,000 square foot building. According to Malcolm H. Gildart and Dan Perrotta, executive vice president and general manager, all of the customers attending the Open House were impressed by the facilities and the display of available equipment, including the new Rock-Ola Console Deluxe Model 446.

The new building contains expanded office space, customer parking, ample shipping and receiving docks, and four entries from main thoroughfares.



Bouquets for the Rock-Ola 446. (Right) Friends and Customers toast the opening.



(Scenes Above) Showroom and equipment are ready for action.

EDITORIAL:

Getting Your Fair Share

Do you the operator think 50% of the collection gross is a fair return for the machines, parts, supplies and services you supply? If so, read on no longer. The remainder of our audience is probably joining that faction of the trade starting to question the so-called traditional split . . . beginning to wonder whether 60% for themselves, 40% to the location wouldn't be a much more sensible plan.

The commissions rose up to 50% over the years when competition for locations was most keen in the industry. But let's face the facts as they are today. Most of the locations are now tied up by the operating companies, either thru contracts, good will or whatever. The old "open season" on locations has gone pretty dry of late and good old fashioned "jumping" has gotten pretty darned expensive.

Therefore, the fear of competition, which made many operators treat their locations too good, has softened . . . and the time is ripe to convert the traditional 50-50 split to a more sensible 60-40. Fine. The thought is great, but exactly how do you get it across to the location owner? Simply, by telling the honest truth. The truth that your present operating costs literally preclude as large a commission as 50%. Your labor costs, the prices on machines and on everything else on down to gas for the truck have risen to an inflated point that now demands action. Otherwise, your location owners should be told, the solvency of your business could be jeopardized.

The locations to hit first with the new commission demand should be the very same stops you hit first with 2-25¢ music. Remember, those were the stops where you installed a new music box, where you were on the best terms with the management, and the rest. This was the area you started with two plays for two bits and later on, your other locations followed along. Start your 60-40 program rolling there and start moving on it no later than Labor Day.

Grind Your Own Peanut Butter Coin Operated Vending Machine Does The Job

Pure Food Vending, a Los Angeles based firm, has announced the forthcoming distribution of a vending machine that grinds fresh dry-roasted peanuts into peanut butter in 60 seconds, and fills a plastic cup. No additives or preservatives are used, a little sea salt is added for flavor. Ten cents operates the machine; the customer pays the balance at a check-out counter for the 15-ounce cup.

Once the machine is installed, it is virtually maintenance free, according to the designers and engineers KLEPA/DESIGN Associates, Los Angeles. The distributor stops by periodically to add a 150 pound package of pre-roasted peanuts to the bin and to replenish cups and lids.

For further information contact: Saul Rosenberg, 1807 E. Olympic Boulevard, Los Angeles, California, 90021, (213) 627-9849.



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JUKEBOX PROGRAMMING GUIDE

Pop

BOBBY SHERMAN
WAITING AT THE BUS STOP (2:00)
No Flip Info. Metromedia 222

STEPHEN STILLS
MARIANNE (2:27)
No Flip Info. Atlantic 2820

LYNN ANDERSON
HOW CAN I UNLOVE YOU (2:47)
No Flip Info. Columbia 45429

PERRY COMO
MY DAYS OF LOVING YOU (2:57)
B/w Yesterday I Heard The Rain (3:01) RCA

RICHIE HAVENS
I'VE GOT TO GET TO KNOW MYSELF (3:30)
b/w Missing Train (4:55) Stormy Forest 658

TIN TIN
IS THAT THE WAY (2:35)
No Flip Info. Atco 6821

ANDY WILLIAMS
A SONG FOR YOU (3:12)
No Flip Info. Columbia 45434

R & B

STEVIE WONDER
IF YOU REALLY LOVE ME (2:52)
No Flip Info. Tamla 54208

RAY CHARLES
FEEL SO BAD (3:14)
No Flip Info. ABC 11308

THE MAIN INGREDIENT
BLACK SEEDS KEEP ON GROWING (3:31)
No Flip Info. RCA 0517

C & W

HANK WILLIAMS, JR.
AFTER ALL THEY ALL USED TO BELONG TO ME (2:28)
b/w Happy Kind Of Sadness (2:31) MGM 14277

PORTER WAGONER
BE A LITTLE QUIETER (2:17)
b/w Watching (2:50) RCA 1007

WAYLON JENNINGS
CEDARTOWN, GEORGIA (2:48)
b/w I Think It's Time She Learned (2:45) RCA 1103

Berlin 'ima 71' Fest Completely Booked

BERLIN — West Germany's 1971 International Coin Machine Exhibition "ima 71" is to be held September 7-9. All space has been reserved at the Kongresshalle Berlin where 57 participating firms will display their lines of equipment.

The three day exhibition organized by a joint committee of the three West German associations representing operators, distributors and producers as well as importers is part of the Deutscher Automaten-Tag (German Coin Machine Day). The West German associations are: German Coin Machine Industry (VDAI); German Coin Machine Trades Association (DAGV); and Federation of West Germany's eleven Operators' Associations (ZOA).

Several important features have been added to the overall program. Participants and guests are urged to attend a significant seminar. The guest lecturers are: Prof. Dr. Edl-trud Meistermann-Seeger who is with the Institute for sociology research at the University of Cologne. She will be reporting on the results of a study on the psychological motives for playing amusement machines; and Gert W. Schulze, president of the German Coin Machine Association, will talk on leisure entertainment provided by coin-operated machines from the European viewpoint. Attention will also be focused on the organizational theme of the smaller enterprises.

Many prizes are to be awarded. The first prize winner is to receive a Combi Car. The social event of the exhibition will be the ball and banquet held Sept. 8 at the Hilton Hotel Berlin. The wrap up session on September 9 will feature a discussion "talking shop in capital letters" at the "Praelat" in Berlin-Schoeneberg.

The following firms are also being represented: Taito Trading Co., Tokyo; Central Marketing, Barcelona, Spain; Mecca Leisure, England; Ainsworth Consolidated, England; S.A. Competition, Antwerp, Belgium. The three-day exhibition promises to be an exciting affair with the latest jukeboxes, novelty games and amusement machines on display.

Choice Columbia Singles To MOA Members

NEW YORK—Columbia Records jukebox product coordinator Ron Braswell announced that they are mailing the following singles to MOA operators: Barbra Streisand, "Where You Lead"; Jerrv Vale, "Which Way You Goin' Girl"; Arlene Harden, "Congratulations (You Sure Made A Man Out Of Him)"; and Ray Price, "I'd Rather Be Sorry." In addition, operators will soon begin receiving a sample copy of each country single released at Columbia.

Braswell also commented on questionnaires which were recently mailed to MOA members. The information compiled from these questionnaires will be helpful to Columbia in determining methods of improving service to operators. He asked that those who have not returned the forms do so. He said, "We appreciate your cooperation and hope it will be beneficial in giving you better service."

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EASTERN FLASHES

ON THE AVENUE—Lou Wolberg at Runyon Sales reports that business is beginning to increase after a quiet few weeks in July. Recent visitors at the Runyon outlet—Joe Bell of Spanish American Company in Syosset, Long Island; Herb Cook of Cutchogue and Matthew Scott of Thompson Amusement Corp. in Corona, Long Island. Summer vacations are still in the offing for a few at Runyon, including yours truly, says Lou. Lou also mentioned that the Rowe CDII jukebox is gaining in popularity with the operators that need an attractive compact juke that produces the big sound. Blends beautifully into any decor and practically trouble free with a warranty of five years, says Lou. . . . Otto Wilkinson at A-1 Record Sales reports that there are a couple of fantastic records moving like hotcakes, "Smiling Faces Sometimes" by the new group 'Undisputed Truth' on the Gordy label and "Layla" by Derek and the Dominos on Atco. Both are in the jukebox groove says Otto. Action at the Mike Munves Corp continues to roll right along, Albert Foley, who is opening an arcade in Summerset, Bermuda, was making some choice selections from the variety of arcade equipment available at Munves, relates Dick Greenberg. Mr. & Mrs. Don Paul of the Amusement of America shows gave the Munvies 'Love Tester' a test. Also, found other items to their liking. Famed pianist Peter Duchin is getting a gift from his wife that she selected from the Munves Corp. Monday evening August 2 Orestes Basulto of Orestes Coin will be winging toward Spain on a three-week business and pleasure trip. Dimas Garcia will be holding the fort for the vacationing Orestes.

LOCATIONING—Business is not great and where are the locations—are two of the more frequent complaints expressed by operators. There are times, of course, when holding a pat hand is the wisest policy. This type of thinking, if persistent, creates stagnation. And, stagnation is stifling in any industry. But, enterprising operators are those who are continually on the lookout for new avenues of revenue and usually find and develop new markets. Where are the locations? The advent of the novelty game has made it possible for operators to place this equipment in once unreachable spots. The places include locations that already had equipment and other locations where conventional pieces were considered unsuitable. Exciting themes and compact styling made most of this possible. In the final analysis, though, it is still the operator who handles the equipment and contributes to the growth of the industry.

We talked to Sam Morrison (Musical Moments) in the Bronx. Sam told us an interesting story along these lines. On a recent trip upstate New York, Sam stopped into a service station for gas and found that the station had setup a mini arcade in the garage service area. The grease racks were gone and the area had been converted into a pleasant game and vending area. (A few strategically placed road games might help keep a few speed demons off the highway.) There are, according to Al Kress Cortlandt Amuse Machines prexy, in the Westchester county area speed stores. These stores sell hot rod parts and mini bike parts. Al reports that he is having success with a Midway SAMI at one of these stores. . . . An enterprising operator offered us a list of some probable (or improbable) virgin locations. For instance—SEGA's Jet Rocket in the commissary of the NASA headquarters. Chicoin's Apollo 14 at the Cape. William's Flottilla at Annapolis. Midway's Stunt Pilot at the Air Force Academy in Colo. Evel Kneivel Fan Clubbery would flip over Chicoin's Motorcycle and don't forget your local Hell's Angel Chapter. At your local schools Universal's Stripper would, no doubt, give new dimension to the sex education classes. Think of the excitement William's Gold Rush would add to history classes. Allied's Drag Races would also make Driver's Ed class more pleasant. And Nutting's Super Red Baron is a natural on an airline. The foregoing all in fun.

MOA LETTER—In its continuing efforts to build stronger association ties across the country, MOA has mailed the fifth in a series of letters containing useful information and ideas of interest to state and local associations. The letter goes out from the MOA headquarters when there is enough information to warrant the mailing. State and local associations are again invited to contribute and submit their suggestions and solutions and/or problems. MOA letters contain helpful hints regarding membership maintenance, service, legislative activity and numerous ways in which the MOA can better serve the industry.

UPSTATE HAPPENINGS—Wurlitzer's A.D. Palmer, along with the rest of the Tonawanda bunch, returned to the grind after annual vacation. A.D. spent most of his vacation days out on the boat (natch!) . . . Johnny Bilotta recently gave Len Schneller the grand tour of his new headquarters up in Newark and according to Len, "the place is so huge you need a golf cart to get around in it." Len says you could take all the coin machine emporiums on Tenth Ave. and their combined space still wouldn't equal Bilotta Enterprises new place. Johnny himself enjoyed watching his Rochester Lancers soccer team play the New York Cosmos at Yankee Stadium Sunday in the Governor's Cup game. No word at press time about the score.

UPPER MID-WEST

John McMahon, Eau Claire, at Mayo Clinic, Rochester, for a check up. May need a prostrate operation . . . Jerry Lawler is at the St. Marys Hospital at Duluth. Had a operation on his back to relieve a pinched nerve in his leg which gave him considerable pain . . . Jim Donatell leaves next week with a party of friends for the Arctic Circle for some lake trout fishing . . . Bob Kervina owner of the Twin Ports Vending & Amusement Co. Duluth, has bought the Gerald Brickley route as of last week. Gerald will stay on for an indefinite time . . . Gene Hoerth, Aberdeen, in the cities for a few days on a buying trip . . . Glen Charney, Viking Vending Co. developed a bad back and is hobbling around . . . Glen Charney of Viking Vending said that the Tobacco Counter has become a very hot item and that they are back logged with orders . . . Earl Ackley, in the cities for the day as was Andy Theisen of Brainerd . . . Len Kinard, service engineer of the Seeburg Corp. Vending Division was at Viking Vending Co. and held a 4 day service school 7/12-15 . . . The South Dakota Vending and Music Ass'n will hold their quarterly meeting Sunday thru Monday 15-16 at the Holiday Inn, Mitchell, So. Dakota. One of the principle speakers will be Les Montooth, M. O. A. . . . Johnny Galep and several of his relatives from Youngstown, Ohio visiting him in town for the day and Johnny showing them the sights . . . Mr. & Mrs. Don Wagner (newlyweds) in the cities for a couple of days, Don buying records and parts . . . Bobby Lane who heads the parts dep't. at Lieberman Music Co. is on a two week vacation.

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CHICAGO CHATTER

CHICAGO—NOTES FROM THE LOCAL MOA HEADQUARTERS: Since officially confirming the Country Music Association's participation in Expo Seventy-One, MOA's Fred Granger and the seminar committee have been working closely with CMA to finalize arrangements for the country seminar and film to be presented as part of the MOA program. "In view of the popularity of country music among juke box operators, we are more than pleased to be able to include the film and commentary in this year's program", Granger said. There is a strong possibility that country great **Tex Ritter** will be coming in to make an appearance during the CMA presentation. . . . Granger also made mention of the fact that the remainder of the seminar sessions this year will be strictly business, aimed at aiding the operator in his day to day dealings, and without benefit of any particular guest speaker which was the case for the past couple of years.

THIS MORNING (2) PRODUCTION WAS RESUMED at the Williams Electronics Inc. factory after a 3-weeks' vacation shutdown.

THREE IMPORTANT STATE ASSOCIATION meetings will be coming up very shortly: the Kansas group (KAMA) convenes August 14-15; ICMOA, the Illinois association, will hold its annual meeting September 18; and FAMA slated a 2-day meeting for September 24-25 in Jacksonville, Florida. MOA prexy **Les Montooth** and executive veepee **Fred Granger** will attend all three.

THE ROMINE HOGARD'S OF TULSA AUTOMATIC (Tulsa, Oklahoma) spent some time in Sterling, Illinois visiting with **George and Mabel Wooldridge** (Blackhawk Music) and enjoying a cruise on the Wooldridge's new boat. Understand Romine is an instrument rated pilot—however, **George Wooldridge** was wondering why "he has such a problem following a landing pattern on a boat dock! Could be his alligator shoes are attracted to the water!" (note: if you have a retort, Romine, please direct it to George!).

TALKED TO **JOE KLINE** of Atlas Music Co., who spared us maybe thirty seconds to say "all is well and business is moving along nicely in all departments!"

CENTER OF EXCITEMENT at **D. Gottlieb & Co.** is the single player "4 Square" which is on the factory's current delivery schedule. A very in demand item, according to **Alvin Gottlieb**. "Our new Northlake factory is proving a godsend during these busy times," said Alvin. "Having our entire operation under one roof makes our job a whole lot easier". Alvin remembers, going back to '67, when he was constantly commuting from the old Kostner Ave. site to the Northlake premises which, at that time, were only partially in use. Now all he has to do is take the long walk (about a block) from his office to the factory!

MILWAUKEE MENTIONS

It looks as if the upcoming Milwaukee Music Industry golf outing on August 10, at River Oaks Country Club, will attract a record number of industry participants "We're already over last year's total", said **Stu Glassman** of Radio Doctors who, along with **Pete Stocke** of Taylor Electric, made all the arrangements for the outing. "We've received advance reservation requests from Detroit, Philadelphia, New York, Los Angeles and Chicago. In addition, we have the usual contingent from our own area who annually attend." Should be quite an event!

ABRAMS, WISCONSIN OPERATOR **STAN LEJA**, who is head of the Democratic party for Oconto County, will be heading for Washington, D. C. very shortly, at the request of the governor. Stan will be in the Capitol in conjunction with the current government housing bill.

LATEST ADDITION TO THE "Summer Of Stars" series currently being presented in the Lake Geneva Playboy Club is songstress **Della Reese** who'll be headlining in the room August 10-15.

JACK WATERMAN OF WATERMAN COIN, based in The Dells, is enjoying a very good season this year. The area is one of the state's most popular resort spots and Jack's "antique arcade" has been a big tourist attraction there for many years. It's equipped with a lineup of equipment dating back to the year one! Among "tourists" visiting last weekend were **Bob and Bev Rondeau** of Empire Dist. in Green Bay!

HOUSTON HAPPENINGS

Ben Wells, Wurlitzer salesman for Gulf Coast Distributing Co., might have it better made than some when he retires (long ways off yet). All his children are males, robust type with maybe a bit more built in up and go than the Old Man Himself. Oldest is **William H. Wells** with a degree from University of Houston and due to finish his Military Service in September. Second is **Jack H. Wells** in his last year at Pasadena High School. Third is **Mark A. Wells** in his first year at Pasadena High School. . . . **Dewey Wharton**, owner Dewey's Amusement Co., with medium number of metered miles in coinmatic industry, reported business as about average. . . . **G. M. Harris** presently in training at Central Sales Inc., Houston, in preparation for sales position with Rowe Texas Group. He is due assignment to Santone Sales Inc., San Antonio. Harris has a total of 22 years as an operator; 12 years part time and 10 years full time. He taught engineering at University of Houston 1947 to 1957 while building up a route on the side. He then quit teaching and went into full time operating. . . . Operator **Raymond B. Dickens**, Baytown, Tex., shopping in our fair City for working stuff to keep his working inventory up to scratch. . . . Guess what! **Larry Twardowski**, Seeburg salesman at H. A. Franz & Co., spent his entire vacation painting his home. Licking sunburned lips, Larry remarked it was darned hard work (He's a big fellow; not flabby neither all bones, brawn and muscle) but worth it as pro. painter's bids ranged around \$1000.00.

Howard Dishman, service mgr. for H. A. Franz & Co., together with family spending this year's vacation in Virginia. . . . **Foster L. Weyel**, owner South Texas Vendors, doing better than fair with locations along Houston Ship Channel. Taking a major chemical plant as an example certain advantages for that type of location were obvious. Plant security personnel soon recognize routemen and service trucks at a glance and so long as reasonable service prevails there is small chance of being bumped. Plant runs 24 hours daily, seven days a week. Workmen are well paid and sensible enough to know and appreciate convenience of the set up. Added insurance against theft and vandalism is fact that locations share of cash is handled by a committee and used for flower fund and annual picnic for employees. Vending firm is regarded as sort of partner and "cheating" the machines is seldom attempted. . . . **J. Q. Chadwick**, 62, former well known coinman and later successful home appliance dealer, died July 24 in a local hospital. **J. Q.** achieved prominence as a coinman while associated with his

brother-in-law, **Ernest Gates** (now in realty business at Baytown). Our sincere condolences to his widow **Alieth**, son **Thomas**, daughter **Mrs. Nancy Meyers**, and two brothers.

CALIFORNIA CLIPPINGS

Struve Distributing is a buzz with excitement cause this is the big week of their bonanza celebration in Las Vegas. Over four hundred people will be taking off on Friday morning for three days of fun, sun and many, many fantastic prizes. For those who don't already know, the event will be held at Caesars Palace on the 6th, 7th and 8th of August. **Leo Simone** reports that he is very pleased with the response they have been getting on the new Allied two player game called "Drag Racer". He is also looking forward to an August delivery on Williams "Klondike" single player.

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