

January 20, 1973

# Cash Box



**'Returning To Returns' (Ed)...Elektra's Holzman Views The Industry . . . Bell On Stax '73: More Diversity...Warners '72 Sales Up 50%...Famous Music Global Success . . . Motown Industries Under B. Gordy; Abner Label Head . . . ABC/Dunhill Has A New Look**

*THE OSMONDS: SIBLINGS UNRIVALED*

*MIDEM SEC'*



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# Peter Nero plays "Lady Sings the Blues."

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# Cash Box

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## Returning To 'Returns'

One of 1972's closing editorials made a point about the return problem that saw "market awareness" on the wholesaling and retailing levels as one way to help reduce what many regard as the industry's biggest "cleanup" factor.

We now offer a manufacturer's point of view, thanks to an illuminating sales convention rap between Jac Holzman, president of Elektra Records, and Joel Friedman, president of the W-E-A branch system, through which, of course, Elektra forms the "E" in W-E-A. In reply to a question by Friedman—who termed "returns" the industry's greatest problem—Holzman gave his views on the matter—adding to it his feelings about "dumping," too.

On returns, Holzman said that the reduction of returns could be assisted by manufacturers through the "care on issuing LP's," by allocating a proper number of albums on the wholesaling level and by not "overselling" an artist, particularly a newcomer. Holzman also believed that a "fixed return percentage" on returns should be tried again on an experimental basis. The latter concept was in answer to a question on "dumping." And in one sentence, we believe, Holzman said it all: "Dumping erodes the bot-

tom line, the confidence of the retailer, the buyer" and, last but certainly not least, "the artist." Holzman admitted that Elektra had been involved in "dumping," but made it clear that "we won't do it again."

Experience has been a good teacher for Holzman. We would hope that this could be the case for others who might feel that it makes sense to "take the money and run." But, the truth—as Holzman said in his "erosion" remark—is that the industry is not running away from anything, but "into" something, namely a present false economy at the expense of future progress through industry stability.

This editorial and that based on wholesale-retail "market awareness" should make it clearer that the problem of "returns" and its evil sidekick, "dumping," is an all-industry concern. Again, we urge the industry to do more talking about it on the level of an all-inclusive meeting ground like NARM, which, fortunately, will raise the matter at its convention next month. At the moment, we feel the dilemma can be greatly solved by a philosophic attitude that looks beyond the present and into the years ahead. "Erosion of confidence" is an ugly phrase to take into the future of the industry.

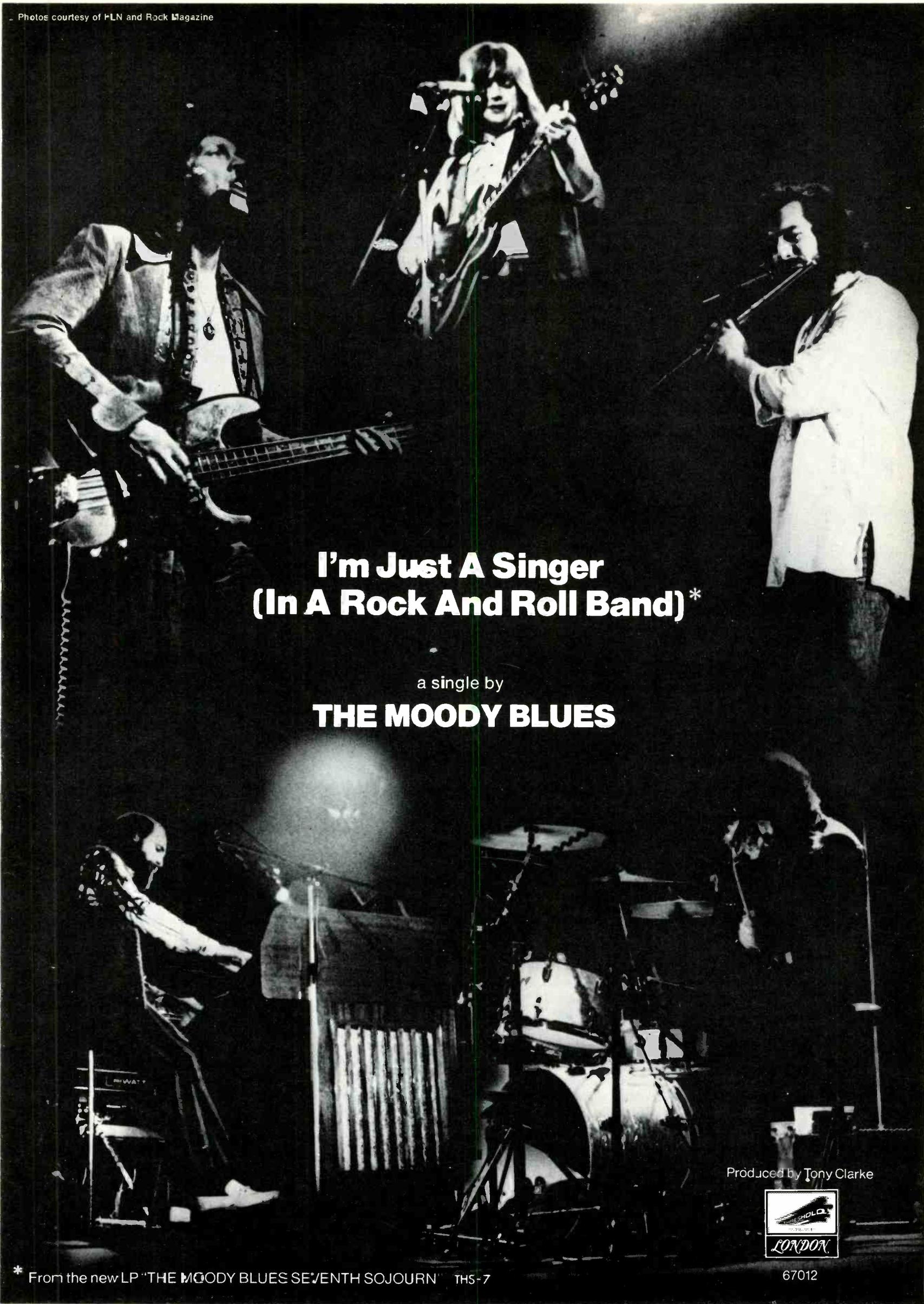
# Cash Box Top 100 Singles

1	<b>SUPERSTITION</b> Stevie Wonder-Tamla 54226 2 6	35	<b>LAST SONG</b> Edward Bear-Capitol 42 51	69	<b>I'M JUST A SINGER IN A ROCK &amp; ROLL BAND</b> Moody Blues-Threshold 67012 (Dist: London) — —
2	<b>YOU'RE SO VAIN</b> Carly Simon-Elektra 45824 1 1	36	<b>DO YOU WANNA DANCE</b> Bette Midler-Atlantic 2928 47 62	70	<b>TRYING TO LIVE MY LIFE WITHOUT YOU</b> Otis Clay-Hi 2226 (Dist: London) 74 83
3	<b>CROCODILE ROCK</b> Elton John-MCA 40000 9 14	37	<b>HARRY HIPPIE</b> Bobby Womack & Peace-United Artists 50988 40 46	71	<b>DON'T LEAVE ME STARVIN' FOR YOUR LOVE</b> Holland, Dozier-Invictus 9133 (Dist: Capitol) 82 —
4	<b>WHY CAN'T WE LIVE TOGETHER</b> Timmy Thomas-Glades 1703 8 13	38	<b>THE RELAY</b> The Who-Decca 33041 33 34	72	<b>SOUL SONG</b> Joe Stampley-Dot 17442 (Dist: Paramount) 85 —
5	<b>YOUR MAMA DON'T DANCE</b> Loggins & Messina-Columbia 45719 7 10	39	<b>I'M NEVER GONNA BE ALONE ANYMORE</b> Cornelius Brothers & Sister Rose-United Artists 50996 46 53	73	<b>LUCKY MAN</b> Emerson, Lake & Palmer-Cotillion 44106 (Dist: Atlantic) 79 —
6	<b>SUPER FLY</b> Curtis Mayfield-Curtom 1978 (Dist: Buddah) 6 8	40	<b>LIVING IN THE PAST</b> Jethro Tull-Chrysalis (Dist: W.B.) 15 15	74	<b>OH NO, NOT MY BABY</b> Merry Clayton-Ode 66030 (Dist: A&M) 80 88
7	<b>ME &amp; MRS. JONES</b> Billy Paul-Phila. Int'l 3521 (Dist: Col.) 3 2	41	<b>REMEMBER</b> Nilsson-RCA 0855 43 45	75	<b>I'VE NEVER FOUND A MAN</b> Esther Phillips-Kudu 910 (Dist: CTI) 81 89
8	<b>ROCKIN' PNEUMONIA BOOGIE WOOGIE FLU</b> Johnny Rivers-United Artists 50960 5 5	42	<b>PIECES OF APRIL</b> Three Dog Night-Dunhill 4331 31 18	76	<b>ON &amp; OFF</b> Anacostia-Columbia 45685 77 86
9	<b>KEEPER OF THE CASTLE</b> Four Tops-Dunhill 4330 10 11	43	<b>YOU OUGHT TO BE WITH ME</b> Al Green-Hi 2227 (Dist: London) 24 7	77	<b>HAPPY (LOVE THEME FROM LADY SINGS THE BLUES)</b> Bobby Darin-Motown 1217 83 90
10	<b>I WANNA BE WITH YOU</b> Raspberries-Capitol 3473 11 12	44	<b>JESUS IS JUST ALRIGHT</b> Doobie Brothers-Warner Brothers 7661 50 60	78	<b>I NEVER SAID GOODBYE</b> Englebert Humperdinck-Parrot 40072 (Dist: London) 84 91
11	<b>OH BABE WHAT WOULD YOU SAY</b> Hurricane Smith-Capitol 3383 13 19	45	<b>ANTHEM</b> Wayne Newton-Chelsea 0109 (Dist: RCA) 49 52	79	<b>MESSAGE</b> Cymande-Janus 203 86 98
12	<b>HI HI HI</b> Wings-Apple 1857 18 26	46	<b>THE COVER OF ROLLING STONE</b> Dr. Hook & The Medicine Show-Columbia 45732 54 64	80	<b>DUELING BANJOS</b> Deliverance Soundtrack-Warner Bros. 7659 93 100
13	<b>CLAIR</b> Gilbert O'Sullivan-MAM 3636 (Dist: London) 4 3	47	<b>LIVING TOGETHER GROWING TOGETHER</b> 5th Dimension-Bell 45-310 57 72	81	<b>LOVE MUSIC</b> Raiders-Columbia 45759 94 —
14	<b>LOVE JONES</b> Brighter Side Of Darkness-20th Century 2002 17 29	48	<b>PEACEFUL EASY FEELING</b> Eagles-Asylum 11013 (Dist: Atlantic) 55 66	82	<b>HOW CAN I TELL HER</b> Travis Womack-Fame 91008 (Dist: U.A.) 89 95
15	<b>DON'T LET ME BE LONELY</b> James Taylor-Warner Bros. 7655 16 20	49	<b>SITTING</b> Cat Stevens-A&M 1396 45 21	83	<b>KILLING ME SOFTLY WITH HIS SONG</b> Roberta Flack-Atlantic 2940 — —
16	<b>THE WORLD IS A GHETTO</b> War-United Artists 50975 19 24	50	<b>YOU'VE GOT TO TAKE IT</b> Main Ingredient-RCA 0856 59 71	84	<b>TODAY I STARTED LOVING YOU AGAIN</b> Bettye Swann-Atlantic 2921 — —
17	<b>TROUBLE MAN</b> Marvin Gaye-Tamla 54228 23 30	51	<b>BIG CITY MISS RUTH ANN</b> Gallery-Sussex 248 (Dist: Buddah) 61 73	85	<b>BUT I DO</b> Bobby Vinton-Epic 10936 92 97
18	<b>SEPARATE WAYS</b> Elvis Presley-RCA 0815 21 25	52	<b>I AM WOMAN</b> Helen Reddy-Capitol 10350 29 17	86	<b>JESUS WAS A CAPRICORN</b> Kris Kristofferson-Monument 8558 (Dist: Col.) 88 94
19	<b>FUNNY FACE</b> Donna Fargo-Dot 17429 (Dist: Paramount) 12 9	53	<b>LOVE TRAIN</b> O'Jays-Phila. Int'l 3524 (Dist: Columbia) 70 —	87	<b>ONE LAST TIME</b> Glen Campbell-Capitol 3485 91 96
20	<b>DANCING IN THE MOONLIGHT</b> King Harvest-Perception 515 25 33	54	<b>WALK ON WATER</b> Neil Diamond-UNI 55352 28 16	88	<b>BOOGIE WOOGIE MAN</b> Paul Davis-Bang 599 96 —
21	<b>SMOKE GETS IN YOUR EYES</b> Blue Haze-A&M 1357 22 23	55	<b>DAYTIME, NIGHT TIME</b> Keith Hampshire-A&M 1396 66 76	89	<b>GYPSY</b> Van Morrison-Warner Bros. 7665 95 —
22	<b>TURN ME ON I'M A RADIO</b> Joni Mitchell-Asylum 11010 (Dist: Atlantic) 26 31	56	<b>LET US LOVE</b> Bill Withers-Sussex 247 (Dist: Buddah) 44 42	90	<b>SLOW MOTION</b> Johnny Williams-Phila. Int'l 3518 (Dist: Columbia) 98 —
23	<b>BEEN TO CANAAN</b> Carole King-Ode 66031 (Dist: A&M) 20 22	57	<b>WHAT MY BABY NEEDS NOW IS A LITTLE MORE LOVING</b> James Brown & Lyn Collins-People 14157 63 70	91	<b>SHE'S GOT TO BE A SAINT</b> Ray Price-Columbia 45724 — —
24	<b>ROCKY MOUNTAIN HIGH</b> John Denver-RCA 0829 27 32	58	<b>CONTROL OF ME</b> Les Emerson-Lion 141 (Dist: MGM) 67 77	92	<b>THINK IT OVER</b> Delfonics-Philly Groove 174 (Dist: Bell) 99 —
25	<b>DO IT AGAIN</b> Steely Dan-ABC 11338 30 37	59	<b>WOMAN TO WOMAN</b> Joe Cocker-A&M 1370 52 56	93	<b>LITTLE WILLY</b> The Sweet-Bell 45251 — —
26	<b>DON'T EXPECT ME TO BE YOUR FRIEND</b> Lobo-Big Tree (Dist: Bell) 32 47	60	<b>SONG MAN</b> Cashman & West-Dunhill 4333 62 69	94	<b>FEVER</b> Rita Coolidge-A&M 1398 — —
27	<b>IT NEVER RAINS IN SOUTHERN CALIFORNIA</b> Albert Hammond-Mums 6011 (Dist: Columbia) 14 4	61	<b>DANNY'S SONG</b> Anne Murray-Capitol 3481 65 78	95	<b>DEAD SKUNK</b> Loudon Wainwright III-Columbia 45626 — —
28	<b>DADDY'S HOME</b> Jermaine Jackson-Motown 1216 38 44	62	<b>TWEEDLEE DEE</b> Little Johnny Osmond-MGM 14468 76 85	96	<b>FEEL THE NEED IN ME</b> Detroit Emeralds-Westbound 209 (Dist: Chess) — —
29	<b>COULD IT BE I'M FALLING IN LOVE</b> Spinners-Atlantic 2927 41 50	63	<b>GOOD MORNING HEARTACHE</b> Diana Ross-Motown 1211 68 82	97	<b>IF IT'S ALL RIGHT WITH YOU</b> Dottie West-RCA 0828 100 —
30	<b>LOOKING THROUGH THE EYES OF LOVE</b> Partridge Family-Bell 45031 34 41	64	<b>SILLY WASN'T I</b> Valerie Simpson-Tamla 54624 72 80	98	<b>SWEET LORRAINE</b> Uriah Heep-Mercury 73349 — —
31	<b>DREIDEL</b> Don McLean-United Artists 51100 39 49	65	<b>DIDN'T WE</b> Barbra Streisand-Columbia 45739 71 79	99	<b>NEITHER ONE OF US</b> Gladys Knight & Pips-Soul 35098 (Dist: Motown) — —
32	<b>JAMBALAYA</b> Blue Ridge Rangers-Fantasy 689 37 43	66	<b>I CAN'T STAND TO SEE YOU CRY</b> Smokey Robinson & Miracles-Tamla 54255 73 81	100	<b>COME SOFTLY TO ME</b> New Seekers-Verve 10698 (Dist: MGM) — —
33	<b>I'LL BE YOUR SHELTER</b> Luther Ingram-Koko 2113 (Dist: Col.) 35 40	67	<b>I GOT ANTS IN MY PANTS</b> James Brown-Polydor 14162 — —		
34	<b>REELIN' &amp; ROCKIN'</b> Chuck Berry-Chess 2136 36 39	68	<b>GIVE ME YOUR LOVE</b> Barbara Mason-Buddah 331 75 84		

## ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

Anthem (Pocket Full of Tunes—BMI) .....	45	Gypsy (Caledonia Soul/Warner Bros.—ASCAP) .....	89	Living In The Past (Chrysalis—ASCAP) .....	40	She's Got To (Galleon/Norlow—ASCAP) .....	91
Been To Canaan (Colgems—ASCAP) .....	23	Happy .....	77	Living Together, Growing Together (Colgems/	37	Silly Wasn't I (Cotillion—ASCAP) .....	64
Big City Miss Ruth Ann .....	51	Harry Hippie (Chartwheel—BMI) .....	37	New Hidden—ASCAP) .....	47	Sitting (Ackie—ASCAP) .....	49
Boogie Woogie Man (Web IV—BMI) .....	88	Hi, Hi, Hi (McCartney/Maclean—BMI) .....	12	Looking Through The Eyes (Screen Gems/	12	Slow Motion (Assorted—BMI) .....	90
But I Do (Arc—BMI) .....	85	How Can I Tell You (Irving—BMI) .....	82	Col—BMI) .....	30	Smoke Gets In Your Eyes (T. B. Harms—ASCAP)	21
Clair (Mam—ASCAP) .....	13	I Am Woman (Buggerlugs—BMI) .....	52	Love Jones (Fox Fanfare/Sebon—BMI) .....	14	Song Man (Blendingwell—ASCAP) .....	60
Come Softly To Me (Cornerstone—BMI) .....	100	I Can't Stand To See (Jobete—ASCAP) .....	56	Love Music (Trousdale/Soldier—BMI) .....	81	Soul Song (Al Gallico/Algee—BMI) .....	72
Control Of Me (Four Star/Galene—BMI) .....	58	I Got Ant In My Pants (Dynatone/Belinda/	29	Love Train (Assorted—BMI) .....	53	Superfly (Curtom—BMI) .....	6
Could It Be I'm Falling In Love (Bellboy—BMI)	46	Unichappel—BMI) .....	67	Lucky Man (Tro-Total—BMI) .....	73	Superstition (Stein/Van Stock/Black Bull—	1
Cover Of Rolling (Evil Eye—BMI) .....	46	I Never Said Goodbye (MAM—ASCAP) .....	78	Me & Mrs. Jones (Assorted—BMI) .....	7	ASCAP) .....	79
Crocodile Rock (Dick James—BMI) .....	100	I Wanna Be With You (C.A.M.—USA—BMI) .....	10	Message (Heavy—BMI) .....	79	Sweet Lorraine (Warner Brothers—ASCAP) .....	98
Dancing In Moonlight (Saint Nathanson—BMI)	20	If It's All Right (House of Gold—BMI) .....	10	Neither One Of Us (Keca—ASCAP) .....	99	Think It Over (Nickle Shoe—BMI) .....	92
Danny's Song (Gnossos—ASCAP) .....	61	I'll Be Your Shelter (East Memphis/	97	Oh Baby What Would You Say (Chappell—	11	Today I Started (Blue Book—BMI) .....	84
Day Time, Night Time .....	55	Klondike—BMI) .....	33	ASCAP) .....	11	Trouble Man (Jobete/20th Century—BMI) .....	17
Dead Skunk (Frank—ASCAP) .....	95	I'm Just A Singer (Leeds—ASCAP) .....	69	Oh No Not My Baby (Screen Gems/	70	Trying To Live My Life .....	70
Didn't We (Ja-Ma—ASCAP) .....	65	I'm Never Gonna Be Alone Anymore (Unart—	39	Columbia—BMI) .....	74	Turn Me On, I'm A Radio (Joni Mitchell—BMI)	22
Do It Again (Wingate/Red Giant—ASCAP) .....	25	BMI) .....	29	On & Off (Van McCoy—BMI) .....	76	Tweedlee Dee (Progressive—BMI) .....	62
Do You Wanna Dance (Clockus—BMI) .....	36	I Never Rains (Landers—Roberts—ASCAP) .....	37	One Last Time (Blackwood/Addrissi—BMI)	87	Walk On Water (Prophet—ASCAP) .....	54
Don't Expect Me To Be Your Friend	26	Jambalaya (Acuff-Rose—BMI) .....	32	Peaceful Easy Feeling (Jazzbird/Benchmark	27	What My Baby Needs (Various) .....	57
(Kaiser/Famous—ASCAP) .....	26	Jesus Is Just Alright (York/Alexis—ASCAP) .....	44	—ASCAP) .....	42	Why Can't We Live (Sherlyn—BMI) .....	4
Don't Leave Me Starvin' (Gold Forever—BMI)	71	Jesus Was A Capricorn (Resaca—BMI) .....	86	Pieces Of April (Antiques/Leeds—ASCAP) .....	48	Woman To Woman (Tro/Andover—ASCAP) .....	59
Don't Let Me (Country Road/Blackwood—BMI)	15	Keeper Of The Castle (Tuesdale/Soldier—BMI)	34	Reelin' Rockin (ARC—BMI) .....	34	World It A Ghetto (Far Out—ASCAP) .....	16
Dreidel (Yahweh—BMI) .....	31	Killing Me Softly (Fox-Gimble—BMI) .....	9	Relay (Track—BMI) .....	38	You Ought To Be With Me (Jec/Al Green—BMI)	43
Feel The Need (Bridgeport—BMI) .....	96	Last Song (Eeyor—ASCAP) .....	83	Remember (Blackwood—BMI) .....	41	Your Mama Don't Dance (Wingate/	5
Fever (Jay/cee—BMI) .....	94	Let Us Love (Interior/BMI) .....	35	Rock 'N Pneumonia (Cotillion—BMI) .....	8	Jasperilla—ASCAP) .....	2
Funny Face (Prima-Donna—BMI) .....	19	Little Willy (Chinnichap/Rak—ASCAP) .....	56	Rocky Mountain High (Cherry Lane/ASCAP)	24	You're So Vain (Quackenbush—ASCAP) .....	5
Give Me Your Love (Camad—BMI) .....	68		93	Separate Ways (Press—BMI) .....	18	You've Got To Take It .....	50
Good Morning Heartache (Northern—ASCAP) .....	63						

Photos courtesy of FLN and Rock Magazine



**I'm Just A Singer  
(In A Rock And Roll Band)\***

a single by

**THE MOODY BLUES**

Produced by Tony Clarke



\* From the new LP "THE MOODY BLUES SEVENTH SOJOURN" THS-7

67012

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**Tammi Terrell & Marvin Gaye.**  
"Your Precious Love"/"Ain't No Mountain High Enough"

**Stevie Wonder.**  
"My Cherie Amour"/"Yester Me, Yester You, Yesterday"  
"Fingertips," Parts 1 & 2  
"Blowin' in The Wind"/"Place in The Sun"

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"Please Mr. Postman"/"Twistin' Postman"

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

# Motown Industries Is Formed; Gordy Chief; Abner Label Pres

HOLLYWOOD — In a sweeping restructuring and expansion of the Motown entertainment complex, president Berry Gordy has revealed the creation of Motown Industries as the parent organization embracing the recording-music publishing-motion picture and television conglomerate.



Ewart Abner

Gordy assumes the titles of chairman of the board and president of Motown Industries, effective immediately. He also named Ewart G. Abner II as president of Motown Record Corp.

Gordy said he was stepping aside as president of the record company at this time "because it seems appropriate to turn the reins over to a man who knows every facet of the business and is respected by all of us. There is no better man to carry on the tradition and philosophy of Motown Records."

Abner formerly headed various key areas of Motown for some six years.

Motown has moved forward dramatically in the past decade in multiple areas of the entertainment spectrum. This past month alone Motown claims the #1 grossing motion picture (*Lady Sings The Blues*), the #1 Broadway musical (*Pippin*), the #1 single (*Papa Was a Rolling Stone*), the #1 album (*All Directions*), the hottest soundtrack album (*Lady Sings the Blues*), the #1 music publishing operation, and the #1 TV network animated series (*The Jackson Five Show*).

"With our new executive alignment," Gordy said, "we are better prepared than ever to challenge the new horizons that lie ahead."

## FRONT COVER:



Exactly two years ago, Merrill, Wayne, Alan, Jay and Donny Osmond released their first MGM single, "One Bad Apple." The single went on to become the group's first number one record, and their first to be certified gold by the RIAA. Since that time, the Osmonds seem to have acquired the midas touch, garnering gold awards for each of their albums as well as for their "Yo Yo," and "Down By The Lazy River" singles. When Donny Osmond stepped out as a solo performer, he too added to the group's gold mine with "Sweet And Innocent," "Go Away Little Girl," "Puppy Love," "Hey Girl," and five LP's. The Osmonds' success as a recording and performing group has reached the international level with as many as three singles on the Great Britain top ten charts at once, and a command performance before the Queen.

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## RCA Sets Price For Sub-Dist.; Ups Dealer Tag

NEW YORK—RCA Records said late last week that effective Jan. 15 it is establishing, within price control guidelines, a sub-distributor pricing structure on its product which will be applicable to those who qualify as sub-distributors in those areas where the company has established its own distribution.

At the same time, RCA Records announced it had found it "necessary to effect a slight increase" in the dealer prices for its pop record albums and tapes.

## Col Regionals In Four Cities; Key Execs Tour

NEW YORK — A group of Columbia and Epic Records key execs will travel across the country this week to attend regional sales meetings to be held in four cities. The meetings will take place in New York's Americana Hotel (15-16); Geneva, Wisconsin's Playboy Club, (17-18); Dallas' Fairmont Hotel (22-23) and Los Angeles' Queen Mary (25-26) and are to be attended by Columbia and Epic's entire field sales promo force in each region.

The meetings will feature presentations by a number of execs from the New York office, including addresses by Bruce Lundvall, vice president of marketing; Ron Alexenburg, vice president of Epic and Columbia Custom Labels Sales and Jack Craigo, vice president of sales and distribution. Al Teller will supervise the product presentation and the various seminars will be chaired by Steve Popovich, Stan Montiero, Logan Westbrooks and George Brewer. Pierre Bourdain will speak on the SQ-quad program on Columbia and Logan Westbrooks will offer a seminar on the Columbia R&B product, including

(Cont'd on p. 26)

# Holzman's Far-Reaching Views At Elektra Sales Convention

PHOENIX — After more than 20 years of running a company he formed more than two decades ago as a college student, Jac Holzman has developed a number of wide-ranging philosophies about the music business.

There were publicly expressed at the label's sales convention here (Jan. 4-7) during a rap sessions between Holzman and Joel Friedman, president of the W-E-A distributing company. Holzman fielded a series of questions by Friedman during a session billed as "The Jac & Joel Show."

Here are some of the responses, topic-by-topic:

### Industry Potential

"There are an awful lot more phonographs out there than there are record buyers. I think that's been proven by the tremendous success of certain television packages. Michael Kapp asked me how many polka sets I thought had been sold through television. The answer was far in excess of 1 million

Elektra's New Product, Convention Photos Pg. 26

## RIAA's Gortikov Sees

# 1973 As 'Turning Point' In Battle Vs. Phony Recordings

NEW YORK — 1973 is expected to mark a major turning point in the recording industry's battle against those who pirate and counterfeit records and tape recordings, according to Stan Gortikov, president of the Recording Industry Association of America.

"We feel we have finally wrested the initiative and gone on the offensive," Gortikov adds. "We have far to

go before piracy is effectively curtailed, but we know we are hindering many operations, jeopardizing the pirates' profitability, and increasing their risk of criminal prosecution."

### Solving Returns Problem

The record companies have a couple of things to do. We've got to find new ways to nationally market records... we've got to get off our asses and go out to those stores we don't normally cover and develop new retail outlets; we've all got to think of new ways to reach people because at least 50% of American homes have phonographs... and we're just not reaching them."

"Care. Care on the part of the record companies in issuing what they really believe in... care on your part (branches) on allocating the

(Cont'd on p. 26)

### Factors Cited

Gortikov credits a number of factors as being responsible for the progress made in the industry's anti-piracy drive.

First, says Gortikov, is the industry's "firm resolve" to take all necessary steps to eradicate an illegal business that has been draining more than \$200,000,000 annually from the legitimate industry. This led RIAA to quadruple its anti-piracy budget in 1972 and to establish its anti-piracy intelligence bureau with a full-time staff of attorneys and investigators headed by Jules E. Yarnell in New York. RIAA also joined with the National Association of Record Merchandisers (NARM) in marshaling a nationwide network of shoppers who have been feeding information on pirates' activities to the companies whose products are being illegally duplicated, as well as to Federal, State and local law enforcement agencies.

### More Civil Suits

Gortikov notes that the flow of intelligence has resulted in a sharp increase in the number of civil suits brought by record companies against manufacturers, distributors and retailers of bogus records and tapes throughout the country with an almost perfect record of success. Moreover, acting on information developed by RIAA, law enforcement authorities have become increasingly active in making raids, arresting the owners of pirate operations and impounding huge quantities of pirated or counterfeit merchandise and duplicating equipment.

Another key factor, says Gortikov, is the growing realization among po-

(Cont'd on p. 70)

## Pirate Sellers Hit In Court Royalty Decision

NEW YORK — M. Joseph Blumenfeld, Chief Judge of the United States District Court for the District of Connecticut, entered two judgments on Jan. 3, in an action instituted by a number of Fox Agency publishers against sellers of pirated recordings based upon the increased penalties provided by the enactment of the Federal anti-piracy bill in October, 1971.

On a motion for summary judgment against Tape Center Ltd. and its principal Ramona A. Cortese, the Court awarded statutory damages in the amount of \$8,250 based upon the statutory minimum of \$250 for infringement of each musical work, together with \$3,864.50 as costs of the action and a statutory attorney's fee of \$4,500. On a motion for a default judgment against Matty Ballaro, a distributor of the recordings, the Court entered default in the amount of \$12,250 based upon an award of the statutory minimum of \$250 for infringement of each musical work, together with costs of the action in the amount of \$1,283.17, and a statutory attorney's fee in the amount of \$1,500.

### Berman Statement

Albert Berman, head of The Harry Fox Agency, Inc., hailed the judgments as a "major step in the anti-piracy campaign of his publisher principals." He emphasized that this

(Cont'd on p. 70)

MIDEM Section Begins Pg. 48

**ANOTHER  
"SUPER FLY"  
SMASH!**

**BARBARA  
MASON  
"GIVE ME  
YOUR  
LOVE"**

FROM THE  
MOTION PICTURE  
**SUPER FLY**

PRODUCED BY  
**CURTIS MAYFIELD**

**400,000  
AND EXPLODING**

**68 CASH BOX**

**75 BILLBOARD**

**95 RECORD WORLD**

FROM THE ALBUM



BDS 5117

**ON BUDDAH  
RECORDS**  
FROM THE  
BUDDAH GROUP





# Famous Music Finds Global Success Pattern For Labels

NEW YORK — Famous Music, with its family of nine labels, completed one of its most successful years in 1972 on both the domestic and international levels, according to Tony Martell, president of the company.

The labels are Paramount, Dot, Neighborhood, Tumbleweed, Green Bottle, Family, Blue Thumb, Just Sunshine and Sire.

Martell continued to say that artists such as Melanie, Commander Cody and Donna Fargo have had as much success outside the United States as at home. "Melanie," continued Martell, "has just completed an enormously successful tour of Japan. Her latest album *Stoneground Words* is doing extremely well in Europe, and she is currently one of the top selling vocalists in Germany. In 1972 alone, Melanie was the recipient of the *Cash Box* #1 Top Female Vocalist award, and Germany's *Musik Markt* named her #1 Female Foreign Vocalist. She was awarded the United Kingdom's Silver Disk Award, in Germany, an Otto named her Most Popular Female Singer, and *Schallplatte*, a German publication voted her #1 Top Female Foreign Vocalist. Melanie was also awarded a Gold Album for her UNICEF album which was recorded by artists who made the UNICEF tour with her."

Donna Fargo and Commander Cody have also received their share of recognition and honors in 1972. Donna was awarded the *Cash Box* #1 Most Promising Female Artist in both Country and Pop. Her hit "Happiest Girl in the Whole U.S.A." was awarded #1 Country Record of the Year.

"When talking about whopping sales figures abroad," continued Martell, "mention must be made of the soundtrack recording of *The Godfather*. This album is surpassing even the incredible sales figures of *Love Story*."

"Artists and products such as Melanie, Donna Fargo, Commander Cody and 'Godfather' are enjoying as much success outside the U.S. as they are at home, but in addition," explained

Jack Tessler, manager of Famous' International Operation, "other product makes a great mark internationally, for instance; the soundtrack of *Paint Your Wagon*, originally released in 1969, this year in England alone sold close to 100,000 albums. Though a moderate success here in the U.S., *Paint Your Wagon*, is one of the great sellers of all time outside of this country. Billy Vaughn is a superstar in Japan and in many European countries, and the Mills Brothers are giant sellers in Holland and Scandinavia. The Glen Miller Orchestra under the direction of Buddy De Franco is a favorite abroad. Also, there are artists not currently popular in the U.S. who continue to be enormous sellers in foreign countries."

Pat Boone remains one of the very top artists in Japan where his repertoire is constantly re-coupled and re-packaged to garner sales. This same phenomenon holds true in foreign countries for such artists as The Andrews Sisters, Jimmy Rodgers, Count Basie, and Liberace—all artists with past hits in the Famous catalogue. "Wipe Out," an early 60's single recorded by the Surfariis, the highly programmed single on the

(Cont'd on p. 28)

## Bell's View Of Stax '73: More Moves For Diversity

NEW YORK — Following a landmark year of achievement for The Stax Organization, the company is entering 1973 anticipating the most significant strides in diversification, sales and community activity in the company's 12-year history, reports Al Bell, Stax chairman of the board.

Bell sees the Stax movement in all areas of entertainment, communications and public service as the beginning of a new era for the Memphis based organization.

"The entrance of our company into the Gospel Truth, the Broadway stage, comedy records and the development of the new Ardent label has put us heavier into the entertainment field than ever before," Bell says. He also stresses the company's current emergence into motion pictures, starting with the Academy Award winning score last year of "Shaft" and its success for composer-performer Isaac Hayes and now con-

# WB 50% Sales Increase Gave Label Banner Year In 1972

HOLLYWOOD — Warner Bros. Records chiefs Mo Ostin and Joe Smith report 1972 as the most successful year in the history of the label, pointing to two major areas of growth during the year as indicators: the highest record sales in the history of the company and the resultant expansion in nearly all areas of the company.

The highlight of 1972's success story is an increase of 50% in the sales of Warner Bros. product over the previous year's figure. According to vice president Ed West the increase reflects a dramatic rise in domestic record and tape sales as well as a parallel increase in international sales by Warner Bros. companies in England, Australia, Germany and Canada, joint ventures in Japan and France, and independent licensees in Holland, Scandinavia, South Africa and New Zealand.

The sales figure is due in most part, the execs noted, to the 20 four gold records awarded to Warner Bros. artists by the RIAA during 1972, plus the substantial increase in sales by previously released artists in the Warners roster, soundtrack albums from outstanding motion pictures and the healthy performance of

new artists on the label. Leading the sales in 1972 were gold albums by Warner Bros. artists including the Faces featuring Rod Stewart, the Allman Bros. Band, Deep Purple, Grateful Dead, Seals & Crofts, Duane Allman, Black Sabbath, Jethro Tull, James Taylor, Alice Cooper, Jimi Hendrix and Neil Young whose "Harvest" LP was 1972's best seller. Artists whose sales "dramatically" increased over their previous releases included Randy Newman, Gordon Lightfoot, Arlo Guthrie, Van Morrison, Bonnie Raitt and the Doobie Bros., and original soundtrack recordings which boosted the sales figure included, "A Clockwork Orange," "\$" and "Performance". New artists whose initial efforts contributed heavily to the year of plenty were led by America whose two gold albums "America" and "Homecoming" were both released in 1972. New artists displaying initial success for the company also included Tower of Power, Todd Rundgren, Dionne Warwick, Malo, Foghat and Jesse Winchester.

### Other Factors

Other elements also figured importantly in creating a banner year for Warner Bros.

In 1972, three formidable custom label distribution agreements were made by the record company. Joint ventures were entered into with Capricorn, Bearsville and Chrysalis Records, bringing many more artists of stature under the Warner's umbrella. Sales generated by the Allman Bros. Band for Capricorn Records, Todd Rundgren, Jesse Winchester and Foghat for Bearsville Records and

(Cont'd on p. 26)

## Stones Set Nicaragua Benefit

HOLLYWOOD—The Rolling Stones, through their west coast publicist, Gibson & Stromberg, called a press conference last Friday, (12), to announce that they would play a benefit concert at the Inglewood Forum in California to aid the victims of the Nicaragua earthquake. The concert will be held on January 18, the Stones' only open date, and will be produced by Bill Graham.

According to Graham, "The validity of the cause is obvious, and the financial need of the people of Managua is acute." Tickets will be scaled from \$10 to \$25, and all are tax deductible contributions. The anticipated gross for the performance is estimated to be in excess of \$300,000, with all proceeds to be donated to the Nicaraguan government.

Mick Jagger and his wife, Bianca have just returned from Managua where they searched for and found Bianca's mother. During their stay both Mick and Bianca delivered much needed medical supplies to Nicaraguan authorities.

Two other acts, Santana and Cheech & Chong were being sought to share the billing with the Stones, and there was even some talk that Atlantic might record the entire event.

One of the major problems in arranging the concert date was that the Stones are scheduled to leave for Hawaii on Jan. 20 to begin a tour of the Pacific which includes dates in Australia and Japan, and the only available open date remaining is Jan. 18.

tinued with the association of Stax Films and David L. Wolper on the production of the motion picture, "Wattstax."

"Wattstax", on which Bell and Wolper are co-executive producers, with Stax's Larry Shaw and Wolper's Mel Stuart as producers and Stax's Forest Hamilton as associate producer, has been set as the opening film attraction at the Cannes Film Festival on May 10, marking one of the most important entrances into the motion picture field of any music company in the industry.

### 'Wattstax' Recordings

Out of the "Wattstax" film, which began with the Stax-sponsored "Wattstax" seven-hour concert last Aug. in the Los Angeles Coliseum, will emerge at least four major record albums, featuring such artists as

(Cont'd on p. 28)

## ABC/Dunhill's New Shape: Branches, Product, Graphics

HOLLYWOOD — In a series of promo and sales meetings, ABC/Dunhill Records president Jay Lasker introduced a new logo and outlined a new program of company expansion through the creation of new branches, new creative offices, tentative acquisitions and new product.

In his presentations, Lasker stressed company growth and unity through internal development and acquisition, as well as through improved communications with other ABC companies. Lasker unveiled new product in the ABC, Dunhill, Bluesway, Westminster Gold and Impulse catalogues, much of which is scheduled for release this month.

The new logo, designed by art director Ruhy Mazur, consists of a set of blocks spelling out the company name. It will appear on all new product.

Lasker cited improved efficiency of distribution and the potential for increased profits as the reasons for the establishment of new company operated branches in Boston and Atlanta. The Boston center is already in operation. The Atlanta facility is under construction and will be operational by the end of the month. The

movement away from independent distributors in these areas follows the recent announcements of the creation of creative offices in Atlanta and Nashville.

New artists recently signed to ABC/Dunhill whose first albums for the company will be released in January include country artists Ferlin Husky and Billy "Crash" Craddock, and pop singer Dusty Springfield.

New releases on the ABC label fall into three general categories—pop, country and western and a new "Twofer" series.

The pop product includes "Life and Times," a second album by singer/songwriter Jim Croce. Other pop albums scheduled for release in Jan. include "The Best of B. B. King" and "The Best of The James Gang."

### C&W First

ABC/Dunhill's first release of country and western albums, in conjunction with the creation of a Nashville office and the acquisition of Nashville-based Cartwheel Records, includes three Billy "Crash" Craddock albums and "True True Lovin'."

(Cont'd on p. 18)

## Kirshner Named 'Consultant' To TV's 'In Concert'

NEW YORK — Don Kirshner, president of Kirshner Entertainment Corp., has been named "creative consultant" for the ABC Television network's "In Concert" late night musical specials, according to Michael D. Eisner, vice-president of program development, ABC Entertainment.

The appointment of Kirshner to oversee the creative aspects of the "In Concert" specials is an additional responsibility beyond his personal involvement as the executive producer or producer of individual "In Concert" specials for the network.

Kirshner directly supervised the production of the first four of the "In Concert" 90-minute rock musical specials. The first two, taped at Hofstra University, have already aired. They starred such talent as Alice Cooper, the Allman Brothers, Bo Diddley, Chuck Berry, Curtis Mayfield and others.

The next two programs in the regular bi-weekly series star Grand Funk Railroad and Freddie King, airing Jan. 19, and Jim Croce, WAR, the Edgar Winter Group and the Doobie Brothers, airing Feb. 7. Both shows were taped at Madison Square Garden.

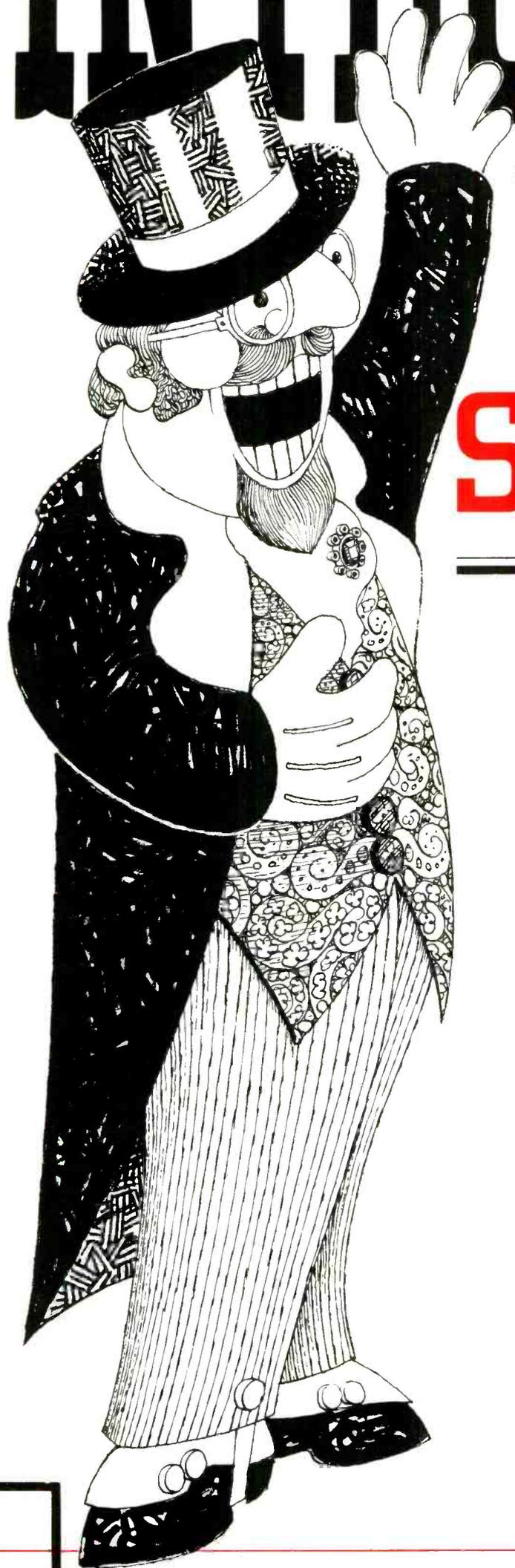
Kirshner is scheduled to executive produce two more 90-minute "In Concert" shows in mid-Feb. with taping at a yet to be selected site.

Kirshner said that besides top name contemporary acts, he will utilize the "In Concert" shows to expose new talent in all areas of the music world.

"The success of the 'In Concert' shows is indeed gratifying," Kirshner said. "We have received excellent cooperation from the managers and/or agents of the talent involved, as well as from many record companies.

"We anticipate an increase in audience," he added, "as the viewing habit pattern of 'In Concert' becomes established."

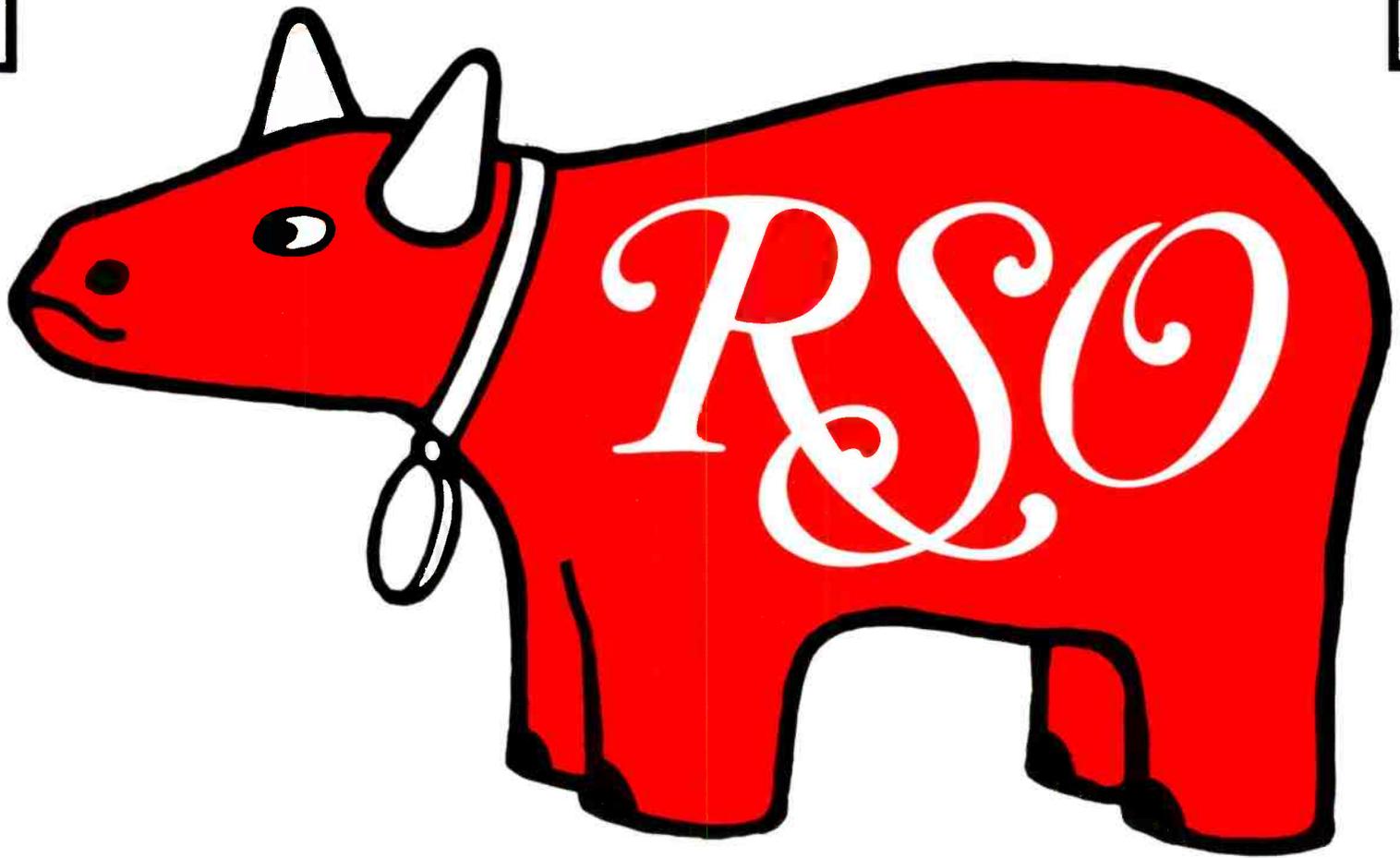
# INTRODUCING



## ROBERT STIGWOOD'S

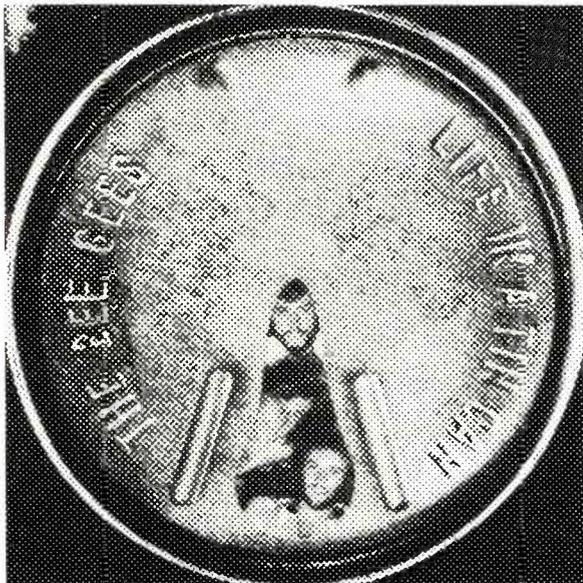
### new pet...





**R. S. O. Records and tapes are launched this week  
in the U. S. A. and in the rest of the World March 1st**

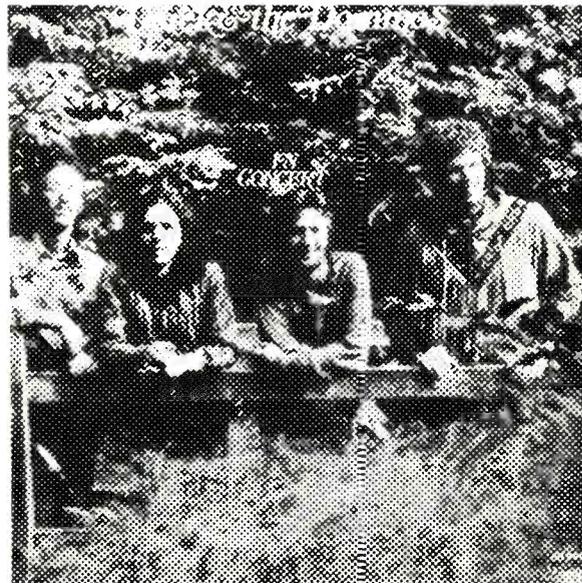
**Initial Album Releases**



**LIFE IN A TIN CAN  
THE BEE GEES**

SO 870

U.K. Releases: Bee Gees "Life in a Tin Can" Derek and The Dominos "In Concert" (Double Album) Tim Rice and Andrew Lloyd Webber's "Joseph and The Amazing Technicolor Dreamcoat."



**IN CONCERT  
DEREK AND THE DOMINOS**

SO 2-8800

Rest of the World: Bee Gees "Life in a Tin Can" Derek and The Dominos "In Concert" (Double Album) Tim Rice & Andrew Lloyd Webber's "Joseph and The Amazing Technicolor Dreamcoat;"

\*West, Bruce & Laing "Why Dontcha"

\*(Except U.S.A.)

Contact: Johnny Bienstock, R.S.O. Records and Tapes, 135 Central Park West, New York, NY 10023. Telephone 212-595-6655  
David English, R.S.O. Records and Tapes, 67 Brook Street, London W1Y 1YD. Telephone 01 629 9121  
R.S.O. Records and Tapes are distributed in the U.S.A. By Atlantic Recording Corporation.

## Scheffer Is Polydor's Exec Veep

NEW YORK — Jerry Schoenbaum, president of Polydor Incorporated, has announced the appointment of Stephen J. Scheffer as exec vice president. Scheffer will be responsible for administrative, financial, planning and legal operations in evaluating and implementing approved company policies and programs, including the initiation of systems to monitor the performance of all Polydor departments and programs.

Scheffer comes to Polydor from Network Cinema Corp. (the Jerry Lewis Cinemas), where he served as vice president and treasurer. Previous posts include director of special affairs at Metro-Goldwyn-Mayer, Inc., and key exec positions at Columbia Pictures. An earlier career as radio and television performer included numerous commercials and a two-year stint with Howard Cosell on ABC's "All League Clubhouse."

Scheffer was graduated from the U.S. Naval Academy in 1960 with a B.S. degree in General and Marine Engineering. He earned the rank of Lieutenant, USNR, having served aboard the cruiser USS Albany and aircraft carrier Wasp. He received an M.B.A. in 1966 from the Harvard Graduate School of Business Administration.



Scheffer

## Settler On Mend

NEW YORK — Gene Settler, vp of marketing at RCA Records, is expected back at his desk early next month following back surgery. Settler is now recuperating at his home in Rye, N.Y.

## Phillips Chief Of CBS/Col Group

NEW YORK—John Phillips has been appointed president of the CBS/Columbia Group and vice president of Columbia Broadcasting System, Inc., reports by CBS president Arthur R. Taylor. Phillips comes to his new post after serving as Vice President and a member of the finance committee of American Home Products Corporation. Previously, he was president of R. J. Reynolds Foods, Inc., a company that he founded in 1966 for R. J. Reynolds Industries. Earlier, he was director of marketing for Armour & Company.

Born in Exeland, Wisconsin, in 1920, Phillips attended the University of Wisconsin and served in the U. S. Army Air Force from 1944 to 1946.

The CBS/Columbia Group is responsible for many of the company's direct marketing activities, and includes the Columbia House Division, the CBS Musical Instruments Division and the Creative Playthings Division.

## Atlantic Bows 11 New Albums

NEW YORK — Atlantic Records presented 11 new albums as its January Release last week, including new product by Doug Sahn, The Bee Gees, Derek and the Dominoes, Wilson Pickett, Vinegar Joe, Margie Joseph, Yusef Lateef, Robin Kenyatta, Roger Powell, Clarence Wheeler, and King Curtis with Champion Jack Dupree.

"Doug Sahn and Band" is the first LP on the Atlantic label by the artist known to many as Sir Douglas. Sahn plays with an all-star team of musical talents including Bob Dylan, Dr. John, David "Fathead" Newman, Wayne Jackson, David Bromberg, Ken Kosek, Martin Fierro, the original Sir Douglas Quintet and a number of other gifted musicians. The 12 songs blend blues, country, Texas Swing, Border Music, and rock and roll—including a new composition by Dylan.

### RSO LP's

"Life In A Tin Can" by The Bee Gees and "Derek and The Dominoes In Concert" are the initial releases of the new Robert Stigwood Organization company—RSO Records. "Life In

## E. B. Marks Print Dist. Via Belwin-Mills

NEW YORK — Edward B. Marks Music Corp. has entered into a long-term agreement with Belwin-Mills Publishing Corp., wherein Marks will utilize the services and facilities of Belwin-Mills for the warehousing, shipping, billing, selling and promo of its printed product, effective April 1.

Joseph Auslander, president of Marks Music, said that the creation and production of Marks publications will remain the sole responsibility of Marks Music as it has been since its founding in 1894. Bernard Kalban, vice president and publications director of Marks, along with his staff, will continue to make their headquarters at its present New York address. Auslander explained.

"We now will be able to concentrate our efforts in expanding the already large printed music catalog of Marks in all areas of the popular, serious and educational fields," Auslander added. "This progressive step will allow our customers and ourselves to take advantage of the new, modern, computerized facilities of Belwin-Mills at Melville, L.I."

Wider adaptation of the catalog will include the area of paperbacks related to music, folios for major record and concert artists in the educational field as well as point-of-purchase counter items. Marks' huge Latin American catalog will be more widely exploited to the total U.S. population with emphasis to the growing Latin American segment.

Martin Winkler, president of Belwin-Mills, expressed "great satisfaction" in adding the sole distribution of the Marks printed product to complement his own domestic and foreign catalogs.

## E. B. Marks DeeJay Promo On 'God Bless'

NEW YORK — E. B. Marks Music is making a special mailing to 1000 deejays of the Diana Ross reading of "God Bless the Child" single on Motown. E. B. Marks, which publishes the Billie Holiday classic sung by the artist in the hit movie, "Lady Sings the Blues," has sent the disk with special packaging. In addition, reps of the music publisher, Carl Deane in the west, Ken Marks in the east and Charles Singleton in soul markets, will promote the disk.

a Tin Can" offers eight new songs by the Gibb Brothers: Barry, Robin and Maurice. "Derek and The Dominoes In Concert," a two-record set, was recorded live at The Fillmore East, and presents nine extended songs performed by Eric Clapton, Bobby Whitlock, Jim Gordon and Carl Radle.

"Wilson Pickett's Greatest Hits" includes 24 of Pickett's top performances. The double LP set will list for a special price of \$6.98.

"Rock 'N Roll Gypsies" presents the English band, Vinegar Joe, highlighted by vocalist Elkie Brooks.

"Margie Joseph" is the title of the album and the name of a new soul stylist, produced by Arif Mardin.

"Hush N' Thunder" is Yusef Lateef's latest jazz adventure, once again calling on a cross-section of influences from classical to the Orient to Gospel in this album produced by Joel Dorn. Playing alto sax and flute, Robin is accompanied by Larry Willis, Billy Cobham, Stan Clarke, David Spinozza and others.

Roger Powell presents six compositions for the ARP Synthesizer in his first Atlantic album, "Cosmic Furnace." In "The New Chicago Blues," tenor sax virtuoso Clarence Wheeler steps out in a jazz album of major solos and enhanced with guest performances by Buddy Guy and Junior Wells. Rounding out the January Release is "Blues at Montreux," containing the live recordings of the late King Curtis and "Champion" Jack Dupree caught live at the Montreux Jazz Festival in Switzerland in June, 1971.

## Sachs Exits Post At GSF

NEW YORK — Len Sachs, citing "major policy differences," has left his post as vp of GSF Records. Sachs, who joined the company last June shortly after its formation by Larry Newton, headed sales, distribution, promotion and product evaluation and acquisition. During his tenure, the label signed Sir Joe Quarterman through a master purchase, Eddie Holman, Limousine, Hans Staymer and the first black rock opera.

A music business vet, Sachs was previously associated with the Commonwealth United label operation and spent nine years in the Atlantic organization, leaving as vp of marketing.

Sachs said he can be reached at (212) 757-3720 or (516) 466-2064.

## FAIRR Awards In Las Vegas

NEW YORK — The Foundation for the Advancement of Inmate Rehabilitation & Recreation (FAIRR), co-chaired by B. B. King and F. Lee Bailey, is making awards this week (15) in Las Vegas for helping the organization fulfill its aims to advance in the penal institutions of the U.S. Among those being honored is Cash Box Magazine. FAIRR is also awarding a certificate to each of its participating contributors, among them ABC/Dunhill Records, MGM Records, 20th Century Records, Neighborhood Records, Atlantic Records.

## Talbert GM Of Hot Wax

NEW YORK—Edward J. Holland, Jr., president of the Hot Wax and Music Merchant labels, distributed through Buddah, has named Hank Talbert as general manager of the labels. He was formerly promo director and previously served as mid-west regional promo director for the Stax labels. He'll be based at the Buddah offices in N.Y.

## Dorn Named Atlantic VP

NEW YORK — Nesuhi Ertegun, exec vice president of Atlantic Records, has announced the appointment of Joel Dorn as a vice president of the company.

Dorn has been one of Atlantic's top producers since he joined the firm in 1967. He has produced recordings by Roberta Flack, Les McCann, Eddie Harris, Yusef Lateef, Gary Burton, Rahsaan Kirk, David "Fathead" Newman, Hank Crawford, Clarence Wheeler, Black Heat, Jimmy Scott, Barbara & Ernie, Joe Zawinul, and Bette Midler. Roberta Flack's gold albums "First Take," "Chapter Two," and "Quiet Fire," were all produced by Dorn; as were "Swiss Movement" by Les McCann and Eddie Harris, and the Roberta Flack-Donny Hathaway album.

Dorn started out in Philadelphia as a disk jockey in 1961 at radio station WHAT at the age of 19. He produced a number of albums independently for Atlantic until 1967 when he joined the label as a staff producer.

Dorn lives in Philadelphia and commutes daily to New York. In his new position, he will report directly to Nesuhi Ertegun.



Joel Dorn

## Forest Starts Talent Agency In Hollywood

HOLLYWOOD — David Forest, who recently resigned his position as vice president, contemporary music division at Creative Management Associates in Los Angeles, has opened The David Forest Agency, Ltd. here effective Jan. 15, in that city.

The company will specialize in contemporary talent bookings in the United States and Canada, and is planning to expand to a New York office by 1974.

The agency is located at 310 N. San Vicente Blvd., Los Angeles, 90048. Phone is: (213) 652-5551.

Forest and his agency will represent the following artists for personal appearances in the United States and Canada: Bloodrock, J. J. Cale, Cold Blood, It's A Beautiful Day, Willis Allen Ramsey, Leon Russell plus Sylvester & the Hot Band.

Forest will handle the promoters themselves; plus all concert and fair dates, as well as television and motion pictures, for his clients.

He has gathered around him a staff to assist in the Los Angeles operation. Handling all colleges and clubs in the United States and Canada are Chris Kalisch, formerly with CMA and Schroeder Music, and Rick Bloom, formerly with Rob Heller Enterprises and Reznick-Bernstein Agency. They will report directly to Forest.

Handling the technical and clerical end of the business are Sue Finn, formerly with Shelter Records, and Shelley Kaufman, formerly with Schiffman-Larson Management.

Forest also announced that he is now negotiating with a major European agency.

JUST AS ALL NEW LIFE STARTS  
THE NEW YEAR BEGINS WITH THE ROOTS

# THE GRASS ROOTS

...OF COURSE

THEIR NEW SINGLE

"LOVE IS

WHAT YOU MAKE IT"

D-4335



Produced by Steve Barri, Rob Grill and Warren Entner



R E C O R D S

# Col Bows 6 SQ's; At CES

NEW YORK — Columbia Records has announced the addition of six new titles to its SQ catalog. Leading the January releases is a special, "The World of SQ Quad Sound" disk. The LP, an informative SQ sampler, combines narration about quadraphonic sound and musical excerpts from the SQ catalog. Featuring such recording artists as Ten Years After, Leonard Bernstein, Barbra Streisand and Santana, the disk will be list priced at \$2.98.

Also included in the January release list are Andy Williams' "You've Got A Friend," the Ramsey Lewis Trio's "Upendo Ni Pamoja," Ray Conniff and the Singers' "Alone Again (Naturally)," Percy Faith's "Black Magic Woman" and "Monster Concert," a musical experience in surround sound featuring ten pianos and sixteen pianists.

Columbia also has announced plans for the future release of Bartok's "Concerto For Orchestra" conducted by Pierre Boulez. The concerto is the first American recording of symphonic music with quadraphonic display as a major artistic goal. Upcoming SQ releases include the special one-record version of "Highlights from Bernstein's Mass" (to be released exclusively in SQ) "Andre Previn's Guitar Concerto with John Williams," "Azteca," "Blue Oyster Cult," "Loggins and Messina," "McLaughlin/Santana" and "Blood, Sweat and Tears' Greatest Hits."

These titles will join almost two hundred other releases in the present SQ catalog. Artists on other labels whose records have been released in SQ include: John Lennon, Joan Baez, Andre Previn, Sir Adrian Boult, Deep Purple, Enoch Light and Stan Kenton.

Columbia has, in addition, created a new inner sleeve jacket designed especially for its SQ line. Beginning with January's releases, all of the label's quad discs will be packaged in a special sleeve containing photos and descriptions of available SQ audio equipment from a variety of prominent hardware brands along with "A

Record Collector's Guide to Quadraphonic Sound". The new sleeve is entitled "SQ . . . The Sound of Things to Come Has Come."

## SQ At CES

The world of the SQ Quadraphonic family will be a featured part of this year's Consumer Electronics Show (CES) to be held mid-January in Chicago. Columbia introduced the SQ system at 1971's CES fete and, at that time, the fledgling SQ concept boasted Sony as their first and only licensee and SQ marketing companion. Since that time, the number of licensees has rapidly climbed to 52 of the world's leading audio equipment manufacturers, with the latest addition being AKAI, the Japanese hardware manufacturer.

In addition, 1973's Consumer Electronics Show heralds the coming of virtual matrix systems standardization achieved through a patent cross-licensing agreement between SQ and Electro-Voice.

Stanley Kavan, Joseph Dash and Pierre Bourdain will act as hosts for the SQ family during the CES proceedings. They will be previewing for the audio trade, the latest SQ logic system innovations which have evolved from CBS Labs' continuing quadraphonic R&D program.

In addition, a comprehensive SQ-Quad handbook will be distributed at the Columbia records' exhibit as part of an SQ information kit. Included in the 10,000 kits to be made available to the audio manufacturing and retailing trade is the new Columbia Records release entitled "The World of SQ Quad Sound." This SQ album is a promotional disc which incorporates both narration and musical excerpts from the SQ catalog.

Columbia's SQ exhibit, combined with the SQ products displayed by other SQ hardware licensees, will underscore the fact that quadraphonic sound is a major audio development.

## RCA Launches '73 With Triple Gold

NEW YORK — RCA Records launched 1973 by having three albums certified as gold by the Recording Industry Assoc. of America in the first week of the New Year.

Artists responsible for the gold albums are Harry Nilsson, John Denver and Jefferson Airplane, the last on the Grunt label.

Nilsson's gold album is "Son of Schmilsson." In 1972, Nilsson had a gold album award for "Nilsson Schmilsson" and a gold single award for "Without You."

John Denver's gold album award is for "Rocky Mountain High," which is his third successive gold album award, the two previous albums having been "Poems, Prayers and Promises" and "Aerie." Denver, too, had a gold single award for "Take Me Home, Country Roads."

The gold album award for "Long John Silver" is Jefferson Airplane's sixth, either on the RCA Victor or Grunt labels. The Airplane's previous awards have come for "Surrealistic Pillow," "Crown of Creation," "Volunteers," "The Worst of Jefferson Airplane" and "Bark."

## 3 Debut LPs on Vanguard

NEW YORK — Vanguard Records has released three pop LP's for the month of January, including Al Anderson, Oregon and Ellen Warshaw.

Al Anderson is an alumnus of the Wildweeds and also performs with NRBQ. This is his first solo album.

Oregon is a group of four musicians whose music is an instrumental blend of classical, Indian and jazz styles. The album is titled, "Music of Another Present Era."

Also included is a debut LP from songstress Ellen Warshaw.



CELEBRATE—Tony Martel, president of Famous Music Corporation, presents the first copy of Paramount's original cast recording of Kurt Weill's "Berlin to Broadway," to Miss Lotte Lenya. The occasion marked the 100th performance of the show at the Theatre DeLys in New York.

## 3 Bonus-Paks From London

NEW YORK — London Records is rush-releasing three major new packages in its deluxe, specially-priced two-LP Bonus-Pak series, according to Herb Goldfarb, the company's vice president for sales and marketing.

The new entries, first of 1973 for the \$7.98 suggested list line-up, include David Bowie, the Britisher who currently owns three chart LP's; swing king, Benny Goodman; and John Mayall, one of the blues leaders on the scene.

The Bowie product, originally issued on London's Deram line, is expected to be shipped soon.

The Mayall entry, "Down the Line," includes Eric Clapton and Peter Green. The album is expected to ship before the end of January.

The first of the newest three from the Bonus-Pak lineup is "On Stage," featuring the memorable Benny Goodman Sextet in a program of old favorites newly recorded in stereo. The tunes include such hits as "I Want to Be Happy," "Stompin' at the Savoy," "I've Found a New Baby" and "The Sheik of Araby."

The Bonus-Pak catalog includes albums by such artists as Cat Stevens; the group, Them, featuring Van Morrison; Stan Kenton; Frank Chacksfield; Ace Cannon; Roland Shaw and Les Reed. Originally inaugurated in mid-1971, the Bonus-Pak concept has met with universal acclaim through the marketing chain from manufacturer to dealer to consumer.

## UA Track on 'Roma' Score

HOLLYWOOD — United Artists Records has scheduled the original motion picture soundtrack album for "Fellini's Roma" for immediate release. Film music score is by famed Italian composer Nino Rota, conducted by Carlo Savino. Also set is the track for the Marlon Brando starrer "Last Tango in Paris."

"Fellini's Roma" is an impressionistic view of modern Rome, as seen through the eyes of Fellini as a youth, a young man, and as a mature observer in the present-day city. The story and screenplay by Fellini and his long-time collaborator Bernardino Zapponi begins in the pre-war of Mussolini's rule down through Rome of the 1970's. The film is an Ultra Film Production for United Artists.

"Last Tango in Paris," in which Maria Schneider co-stars with Brando, has a score by Gato Barbieri. An Alberto Grimaldi Production, it was directed by Bernardo Bertolucci from a screenplay by Bertolucci and Franco Arcalli.

## Convy Album

HOLLYWOOD — Actor Bert Convy has been set to record his first album in 15 years for Triple S Productions. Album, to consist of both contemporary tunes and a special medley of tunes from Broadway shows in which Convy has appeared, will be produced and arranged by Perry Botkin, Jr.



When you care enough

FEBRUARY 16th

## Who is Nedom Carroll Grantham?

Randy Edelman Writes



SUMMER GOLD—"Summer Breeze" became winter gold when Seals and Crofts' Warner Bros. album reached the million dollar market sales. Presenting the gold disk is WB vice-president and director of sales and promotion, Ed Rosenblatt.

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# SILVER SPOTLIGHT SERIES

UNITED ARTISTS RECORDS ALL TIME HIT SINGLES · BACK TO BACK HITS.

TITLES	ARTIST	CATALOG NO.	ORDER	TITLES	ARTIST	CATALOG NO.	ORDER
Ain't That A Shame/Goin' Home	Fats Domino	UA-XW001-A		Never Be Anyone Else But You/That's All	Ricky Nelson	UA-XW076-A	
Blue Monday/I'm Gonna Be A Wheel Someday	Fats Domino	UA-XW002-A		Young World/It's Late	Ricky Nelson	UA-XW077-A	
I'm In Love Again/Whole Lotta Lovin'	Fats Domino	UA-XW003-A		Waitin' In School/Just A Little Too Much	Ricky Nelson	UA-XW078-A	
Blueberry Hill/Bo Weevil	Fats Domino	UA-XW004-A		Hello Mary Lou/Sweeter Than You	Ricky Nelson	UA-XW079-A	
I'm Walkin'/One Night	Fats Domino	UA-XW005-A		A Wonder Like You/Everlovin'	Ricky Nelson	UA-XW080-A	
I Hear You Knocking/My Blue Heaven	Fats Domino	UA-XW006-A		Ooh Poo Pah Doo—Part I/Ooh Poo Pah Doo—Part II	Jessie Hill	UA-XW081-A	
Walkin' To New Orleans/Country Boy	Fats Domino	UA-XW007-A		Teen Beat/Let There Be Drums	Sandy Nelson	UA-XW082-A	
I Want To Walk You Home/It's You I Love	Fats Domino	UA-XW008-A		Hold Me, Thrill Me, Kiss Me/(All Of A Sudden) My Heart Sings	Mel Carter	UA-XW083-A	
I'm Ready/Wait And See	Fats Domino	UA-XW009-A		Raunchy/Indian Love Call	Ernie Freeman	UA-XW084-A	
My Girl Josephine/When My Dreamboat Comes Home	Fats Domino	UA-XW010-A		Drifting Blues/Black Night	Charles Brown	UA-XW085-A	
Three Nights A Week/Let The Four Winds Blow	Fats Domino	UA-XW011-A		I Lost Everything/Lonesome Feeling	Charles Brown	UA-XW086-A	
Tonight You Belong To Me/Gonna Get Along Without You Now	Patience & Prudence	UA-XW012-A		Let The Good Times Roll/Feel So Good	Shirley & Lee	UA-XW087-A	
Cry Me A River/Come On-a My House	Julie London	UA-XW013-A		Wish Someone Would Care/Take A Look	Irma Thomas	UA-XW088-A	
Summertime Blues/Cut Across Shorty	Eddie Cochran	UA-XW014-A		Jennie Lee/Baby Talk	Jan & Dean	UA-XW089-A	
C'Mon Everybody/Twenty Flight Rock	Eddie Cochran	UA-XW015-A		Linda/New Girl In School	Jan & Dean	UA-XW090-A	
Somethin' Else/Sittin' In The Balcony	Eddie Cochran	UA-XW016-A		Surf City/Ride The Wild Surf	Jan & Dean	UA-XW091-A	
Stardust/These Foolish Things	Billy Ward & The Dominoes	UA-XW017-A		Dead Man's Curve/Drag City	Jan & Dean	UA-XW092-A	
Dreamin'/Little Boy Sad	Johnny Burnette	UA-XW018-A		Honolulu Lulu/Sidewalk Surfin'	Jan & Dean	UA-XW093-A	
You're Sixteen/God, Country And My Baby	Johnny Burnette	UA-XW019-A		The Little Old Lady From Pasadena/Popsicle	Jan & Dean	UA-XW094-A	
Devil Or Angel/Stayin' In	Bobby Vee	UA-XW020-A		More/Red Roses For A Blue Lady	Vic Dana	UA-XW095-A	
Rubber Ball/Punish Her	Bobby Vee	UA-XW021-A		Papa-Oom-Mow-Mow/The Bird's The Word	The Rivingtons	UA-XW096-A	
Take Good Care Of My Baby/Please Don't Ask About Barbara	Bobby Vee	UA-XW022-A		It Must Be Him/The Lesson	Vikki Carr	UA-XW097-A	
Run To Him/Sharing You	Bobby Vee	UA-XW023-A		With Pen In Hand/Eternity	Vikki Carr	UA-XW098-A	
The Night Has A Thousand Eyes/Chams	Bobby Vee	UA-XW024-A		Look For A Star/Look For A Star	Garry Mills/Gary Miles	UA-XW099-A	
Come Back When You Grow Up/Beautiful People	Bobby Vee	UA-XW025-A		It Will Stand/I'm A Happy Man	The Showmen/The Jive Five (Featuring Eugene Pitt)	UA-XW100-A	
She Cried/Come A Little Bit Closer	Jay & The Americans	UA-XW026-A		Memphis/Secret Agent Man	Johnny Rivers	UA-XW101-A	
Cara Mia/Let's Lock The Door (And Throw Away The Key)	Jay & The Americans	UA-XW027-A		Mountain Of Love/Maybelline	Johnny Rivers	UA-XW102-A	
This Magic Moment/Walking In The Rain	Jay & The Americans	UA-XW028-A		Seventh Son/Midnight Special	Johnny Rivers	UA-XW103-A	
Tell Him/Do-Wah Ditty	The Exciters	UA-XW029-A		Poor Side Of Town/Baby I Need Your Lovin'	Johnny Rivers	UA-XW104-A	
You've Got What It Takes/I Love The Way You Love	Marv Johnson	UA-XW030-A		Summer Rain/The Tracks Of My Tears	Johnny Rivers	UA-XW105-A	
Move Two Mountains/Come To Me	Marv Johnson	UA-XW031-A		All I Really Want To Do/Where Do You Go	Cher	UA-XW106-A	
Elusive Butterfly/Truly Julie's Blues	Bob Lind	UA-XW032-A		Bang Bang (My Baby Shot Me Down)/You Better Sit Down Kids	Cher	UA-XW107-A	
What The World Needs Now Is Love/Needles And Pins	Jackie DeShannon	UA-XW033-A		You're So Fine/Sometime	The Falcons/Gene Thomas	UA-XW108-A	
Put A Little Love In Your Heart/When You Walk In The Room	Jackie DeShannon	UA-XW034-A		Cry Baby/For Your Precious Love	Garnet Mimms & The Enchanters	UA-XW109-A	
Never On Sunday/Theme From The Unforgiven	Don Costa	UA-XW035-A		A Wonderful Dream/Mother-In-Law	Ernie K. Doe/The Majors	UA-XW110-A	
The Mountain's High/Tell Me	Dick & Dee Dee	UA-XW036-A		Exodus/Tonight	Ferrante & Teicher	UA-XW111-A	
You Can't Sit Down—Part II/You Can't Sit Down	Phil Upchurch	UA-XW037-A		Midnight Cowboy/Theme From The Apartment	Ferrante & Teicher	UA-XW112-A	
Come Softly To Me/Runaround	The Fleetwoods	UA-XW038-A		Rudolph The Red Nosed Reindeer/Silent Night	Ferrante & Teicher	UA-XW113-A	
Mr. Blue/Tragedy	The Fleetwoods	UA-XW039-A		Friday On My Mind/Gonna Have A Good Time	The Easybeats	UA-XW114-A	
Lovey Dovey/Ling-Ting-Tong	Buddy Knox	UA-XW040-A		Gimme Some Lovin'/Keep On Running	The Spencer Davis Group	UA-XW115-A	
San Antonio Rose/Heart To Heart Talk	Bob Wills & Tommy Duncan	UA-XW041-A		I'm A Man/Somebody Help Me	The Spencer Davis Group	UA-XW116-A	
What's A Matter, Baby/Hurt	Timi Yuro	UA-XW042-A		Goin' Out Of My Head/I'm On The Outside (Looking In)	Little Anthony & The Imperials	UA-XW117-A	
Surfer's Stomp/Balboa Blue	The Marketts	UA-XW043-A		Hurt So Bad/Take Me Back	Little Anthony & The Imperials	UA-XW118-A	
See The Funny Little Clown/Little Things	Bobby Goldsboro	UA-XW044-A		A Fool In Love/I Idolize You	Ike & Tina Turner	UA-XW119-A	
It's Too Late/Voodoo Woman	Bobby Goldsboro	UA-XW045-A		It's Gonna Work Out Fine/Poor Fool	Ike & Tina Turner	UA-XW120-A	
Honey/Autumn Of My Life	Bobby Goldsboro	UA-XW046-A		I Want To Take You Higher/Come Together	Ike & Tina Turner	UA-XW121-A	
I'm A Drifter/Watching Scotty Grow	Bobby Goldsboro	UA-XW047-A		Proud Mary/Tra La La La La	Ike & Tina Turner	UA-XW122-A	
Do Wa Diddy Diddy/Sha La La	Manfred Mann	UA-XW048-A		That's The Way I Feel About Cha/Woman's Gotta Have It	Bobby Womack	UA-XW123-A	
Pretty Flamingo/Come Tomorrow	Manfred Mann	UA-XW049-A		Saturday Morning Confusion/Back To Sausalito	Bobby Russell	UA-XW124-A	
Walk—Don't Run/Ram Bunk Shush	The Ventures	UA-XW050-A		Spooky/Stormy	Dennis Yost & The Classics IV	UA-XW125-A	
Telstar/Perfidia	The Ventures	UA-XW051-A		Traces/Everyday With You Girl	Dennis Yost & The Classics IV	UA-XW126-A	
Hawai Five-O/Walk—Don't Run 1964	The Ventures	UA-XW052-A		Don't Just Stand There/Say Something Funny	Patty Duke	UA-XW127-A	
A Hundred Pounds Of Clay/Tower Of Strength	Gene McDaniels	UA-XW053-A		Keem-O-Sabe/Stick Shift	Electric Indian/The Duels	UA-XW128-A	
Point of No Return/Chip, Chip	Gene McDaniels	UA-XW054-A		Paper Sun/Empty Pages	Traffic	UA-XW129-A	
Old Rivers/Mama Sang A Song	Walter Brennan (With the Johnny Mann Singers)	UA-XW055-A		Good Morning Starshine/Jean (Main Theme)	Oliver	UA-XW130-A	
The Chipmunk Song (Christmas Don't Be Late)/Ragtime Cowboy Joe	David Seville & The Chipmunks	UA-XW056-A		Treat Her Like A Lady/Over At My Place	Cornelius Brothers & Sister Rose	UA-XW131-A	
Alvin's Harmonica/Rudolph The Red Nosed Reindeer	David Seville & The Chipmunks	UA-XW057-A		Happy/Back On The Street Again	The Sunshine Company	UA-XW132-A	
On The Road Again/Time Was	Canned Heat	UA-XW058-A		Love Potion #9/Stay A While	The Clovers	UA-XW133-A	
Going Up The Country/Let's Work Together	Canned Heat	UA-XW059-A		Blue Train—Part 1/Blue Train—Part 2	John Coltrane	UA-XW134-A	
The Magnificent Seven/Bonanza	Al Caiola	UA-XW060-A		I Got A Woman—Part I/I Got A Woman—Part II	Jimmy McGriff	UA-XW135-A	
Mr. Bojangles/Buy For Me The Rain	Nitty Gritty Dirt Band	UA-XW061-A		The Sidewinder—Part I/The Sidewinder—Part II	Lee Morgan	UA-XW136-A	
Green Eyed Lady/Tongue In Cheek	Sugarloaf	UA-XW062-A		Jody Grind—Part I/Jody Grind—Part II	Horace Silver	UA-XW137-A	
Witch Doctor/The Bird On My Head	David Seville	UA-XW063-A		Indian Love Call/China Doll	Slim Whitman	UA-XW138-A	
This Diamond Ring/My Heart's Symphony	Gary Lewis & The Playboys	UA-XW064-A		Secret Love/Rose Marie	Slim Whitman	UA-XW139-A	
Count Me In/Save Your Heart For Me	Gary Lewis & The Playboys	UA-XW065-A		The Race Is On/She Thinks I Still Care	George Jones	UA-XW140-A	
Everybody Loves A Clown/Sure Gonna Miss Her	Gary Lewis & The Playboys	UA-XW066-A		Girl On The Billboard/Bar Room Talk	Del Reeves	UA-XW141-A	
She's Just My Style/Green Grass	Gary Lewis & The Playboys	UA-XW067-A		Itchy Twitchy Feeling/Psycho	Bobby Hendricks	UA-XW142-A	
No Matter What Shape (Your Stomach's In)/Sippin' N' Chippin'	The T-Bones	UA-XW068-A		That's How Heartaches Are Made/Leave Me Alone	Baby Washington	UA-XW143-A	
Quiet Village/The Enchanted Sea	Martin Denny	UA-XW069-A		The Green Mosquito/Bust Out	The Tune Rockers/B/W The Busters	UA-XW145-A	
Niki Hoeky/Let The Water Run Down	P. J. Proby	UA-XW070-A		Diamonds Are Forever/This Is My Life	Shirley Bassey	UA-XW146-A	
Be Bop Baby/Stood Up	Ricky Nelson	UA-XW071-A		For The Love Of Him/I Think Of You	Bobbi Martin	UA-XW148-A	
Lonesome Town/It's Up To You	Ricky Nelson	UA-XW072-A		Bewildered/Chicken Shack Boogie	Amos Milburn	UA-XW149-A	
Poor Little Fool/My Bucket's Got A Hole In It	Ricky Nelson	UA-XW073-A		The Glory Of Love/My Saddest Hour	The Five Keys	UA-XW150-A	
Travelin' Man/Believe What You Say	Ricky Nelson	UA-XW074-A		This Is My Story/Ko Ko Mo (I Love You So)	Gene & Eunice	UA-XW151-A	
Teenage Idol/Young Emotions	Ricky Nelson	UA-XW075-A		Little Bitty Pretty One/Over And Over	Thurston Harris	UA-XW152-A	

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## Azteca's 9-Day West Coast Tour

NEW YORK — Columbia recording group Azteca has finished a nine day whirlwind tour of the West Coast performing before crowds of an estimated 75,000 rock devotees. The group, whose first Columbia LP, "Azteca", and single, "Mamita Linda", were released late last month, performed before SRO crowds at San Francisco's Winterland Ballroom. During their two night Winterland stand, the sixteen piece group was co-billed with famed music innovator Tito Puente. On Dec. 28, the Latin-rocking band played to near capacity crowds at San Diego's massive Sports Arena with fellow Columbia artists, Earth, Wind and Fire.

The concert dates were supported by Columbia Records through over four hundred radio spots, T-shirt campaigns, Azteca weekends on local radio stations and advertising in conjunction with Tower Records. Plans for future Azteca appearances are underway.



**THE FIRST OF MANY** — Richard Barrie, (center) executive vice president of Faberge, Inc. prepares a recording agreement with the first artist to be signed by Brut Records, singer Jesse Cutler (right). His single "Rich Man's Son" will be released shortly on the Brut label. Rick Baxter (left) will head up Brut Records, a new division of Faberge's Brut Productions.

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FEBRUARY 16th

Randy Edelman Sings



## Who is Nedom Carroll Grantham?

## BMI Establishes Music Study Grant For CISAC Council

NEW YORK — In order to encourage study of copyright matters dealing with Latin American performing rights societies, BMI (Broadcast Music, Inc.) has established a BMI/CISAC Pan American Council scholarship. An annual grant of \$1,500 will be available to the council immediately. The funds are intended to encourage the study of problems of administrative and legal nature relating to copyright within the realm of the Latin American societies. At the end of a three-year period, BMI will make an additional payment to the council to defray the cost of publishing the results of the studies.

The scholarships were established by BMI president Edward M. Cramer, following the 28th CISAC (International Confederation of Societies of Authors and Composers) Congress in Mexico City in Oct. 1972. At those sessions, Cramer engaged in discussions of the difficulties confronting the Latin American organizations. In a letter offering the scholarships, Cramer wrote to Roberto A. Talice, president of the council: "Discussions relating to Latin American societies during the congress were of particular interest to BMI. The difficulties confronting these organizations will be overcome in due time, just as societies in other parts of the world have eventually been able to solve similar problems. BMI demonstrates its cooperation and friendship by offering these scholarships to the Pan American Council of CISAC."

### CISAC Comments

Council president Talice responded to the proposal, saying: "During its last meeting, the Pan American Council of CISAC discussed the news about the scholarship which BMI offers to encourage the study of problems of administrative and legal nature relating to intellectual property within the area of influence of Latin American societies.

"We advise you that this council has accepted your offer and is now in the process of selecting the person who will receive the scholarship. As soon as we have made the choice, we shall let you know."

## Anthony Quinn Prepping Album

NEW YORK — Motion picture star Anthony Quinn will record an album of songs, for the first time.

The album, to be recorded in mid-February, will include 12 original tunes written by Aris San, the permanent headliner at Sirocco, the Greek-Israeli nightclub, who also will back Quinn's singing with the Aris San Orchestra. Of the 12 songs, Quinn will sing eight in English, two in Spanish, one in Hebrew and one in Greek.



**MOORE TO COME** — Tim Moore pauses amidst singing with Burlington Felsted Music who will represent his songs here and abroad through the world-wide Burlington, Ltd. group of publishing companies. With him are Burlington professional manager Eddie Deane (l), his attorney Johanan Vigoda, his manager Harris Goldberg and (r) managing director of Burlington-Felsted, Mimi Trepel.

As a recording artist Moore's first release for ABC-Dunhill, "A Fool Like You," has been set for this month. An album for subsequent release also is in production.



**ZAPPED**—Reuben and the Jets, to be produced by Frank Zappa, have signed an exclusive recording contract with Phonogram, Inc., to be released on the Mercury label. The group and Zappa will be recording an album this month for release in late February. The eight-man group was brought to the label by Denny Rosencrantz, west coast A&R director (far right, back row). Pictured, in addition to the group and Rosencrantz, are Herb Cohen, head of Bizarre Productions (seated, second from right), and Bob Duffy of Third Story Music publishing company (standing, third from left). Reuben and the Jets are headlining at the Whisky A Go Go Jan. 17-21.

## Swain On Tangerine Promo Trek

HOLLYWOOD — Steve Swain, who heads up Tangerine Record Corp., the Los Angeles-based label owned by Ray Charles, embarked on his first national promotion tour of 1973 on Monday, Jan. 8. Swain will cover 8 cities in his two week tour, visiting Dallas, Houston, New Orleans, Atlanta, Cleveland, Chicago, and New York on behalf of newly-released Tangerine product.

Swain will be met on the road by Theus Braden, TRC's head of national promo, who will cover the Memphis, Nashville, St. Louis, Cincinnati, Detroit, Philadelphia, Washington D.C., Baltimore, Miami, and Ft. Lauderdale areas.

Promotion tour is scheduled as the climax of a concentrated campaign by Tangerine on Ray Charles' new album release on the label, "Through the Eyes of Love." In conjunction with Swain and Braden's cross-country trek, Tangerine Record Corporation is buying 30-second spots for "Through the Eyes of Love" in over a dozen major markets, including New York, Washington, Los Angeles, San Francisco, and Chicago.

Other new Tangerine product Swain and Braden will introduce on their tour includes a new Ray Charles single "Every Saturday Night" b/w "Take Me Home, Country Roads" from Charles' "A Message from the People" LP, new single sides from The Raeletts ("You Must Be Doing Alright" b/w "You Have A Way With Me") and new TRC pactee Bobby Baseman ("Astrological Soul Train" b/w "Everything Shining Ain't Gold.")

## Sherman Works On Social Composition

NEW YORK — Garry Sherman, has begun work on a new composition for chamber orchestra. The new piece, as yet untitled, draws its inspiration from the social state of being of the modern world. Through the work, Sherman will attempt a musical interpretation of the dichotomy he sees between the prevailing intellectual sterility and the spirit of man.

## 'Greatest' Band Plays Carnegie

NEW YORK — The World's Greatest Jazz Band plays Carnegie Hall this Wed. (17) in a concert sponsored by the Visiting Nurses of N.Y. Also on the bill are Maxine Sullivan and Bobby Hackett. Tickets are available at the box-office.

## Average White Signs w/MCA

UNIVERSAL CITY — MCA Records has signed a British act, the Average White Band, to a five-year world-wide recording deal. First album from the six-man Scottish band is expected in March.

Earlier this year the band worked with Bonnie Bramlett, late of Delaney and Bonnie, for two months, recording tracks for her debut solo album.

Members of the band are Roger Ball and Malcolm Duncan—two-thirds of the Dundee Horns, who have worked with such noted acts as Johnny Nash, Stone The Crows and Family—bass player and vocalist Alan Gorrie, guitarist Owen McIntyre—who worked with Chuck Berry on his London live album earlier this year—drummer Robbie McIntosh, and guitarist Hamish Stuart.

The deal was concluded between MCA's UK head of A&R, David Howells, and the band's manager, Robin Turner.

Said Howells, "The Average White Band are called the Average White Band not so much because they are average, which they aren't, but because they're white. We feel they are the only white British band to capture the funky feel traditionally associated with black musicians."

"A number of British music writers have already hailed them as the most exciting thing to happen in Britain for years."

The band has just completed its first nation-wide concert tour of Britain with MCA's Decca label act Wishbone Ash.

## RCA Set With Bellini's 'Norma'

NEW YORK — RCA Records will be releasing the recorded version of Montserrat Caballe's performance of the title role of Bellini's opera, "Norma." On the Red Seal label, this is the first new recording of the opera since the mid-1960s.

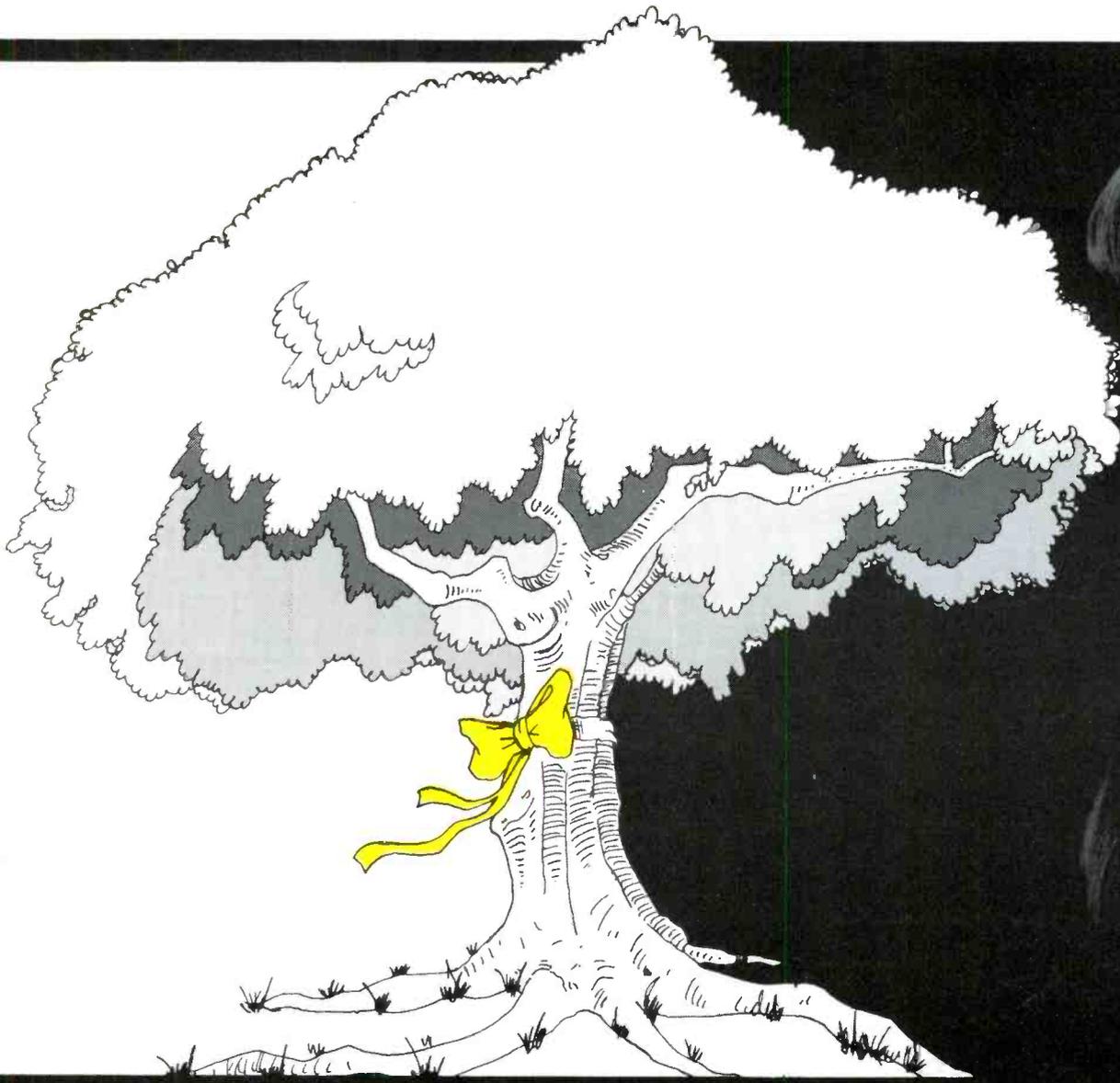
Also in the cast are Fiorenza Cossotto, Placido Domingo and Ruggero Raimondi. Carlo Felice Cillario conducts the London Philharmonic Orchestra and Ambrosian Opera Chorus for the recording which was produced by Richard Mohr.

Peter Munves, director of classical music for RCA Records, said: "Miss Caballe will introduce her 'Norma' to New York at the Metropolitan Opera beginning in February."

As RCA's first opera of 1973, "Norma" will be the object of an extensive advertising, promotion and publicity campaign.



# The First Dawn Of The New Year!..



## “TIE A YELLOW RIBBON 'ROUND THE OLE OAK TREE”

the newest single recorded by

**DAWN** featuring TONY ORLANDO

Produced by HANK MEDRESS,  
DAVE APPELL & THE TOKENS

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## Lorna Luft's Epic Sessions

NEW YORK — Songstress Lorna Luft, recently signed by Epic Records, has completed her debut recording sessions for the label. Produced by Chips Moman, the sessions featured Ms. Luft performing songs by a number of leading contemporary composers including Eric Anderson ("Is It Really Love At All") and Ruby and the Romantics ("Our Day Will Come"). Ms. Luft's initial Epic release is scheduled for early 1973.

Before signing with Epic, Lorna, the daughter of performer Judy Garland, gained national attention through constant TV exposure (The Bill Cosby Show and the Tonight Show) and a series of appearances at clubs throughout the nation, including the Sands in Las Vegas. Ms. Luft is currently taping a CBS-TV special spotlighting the AGVA awards, to be hosted by Ed Sullivan. The young Epic recording artist will appear to receive AGVA's Rising Young Star of the Year Award for 1972.

Following the taping, Ms. Luft will embark on a series of concert dates in key clubs throughout the states.



IN PERSON — When RCA Records arranged for pianist Van Cliburn to go to Korvettes, Fifth Avenue for an autographing session, the crowd was so large the autographing had to be done on a floor other than that containing the record department. In a little over two hours, Cliburn autographed many hundreds of his best-selling Red Seal albums.

## Book Review:

**Buddy Holly . . . A Biography In Words, Photographs and Music** by Elizabeth and Ralph Peer, II

Publishers don't often compile biographies of their songwriters, but then Buddy Holly was more than just another tunesmith. And Elizabeth and Ralph Peer II have obviously done much personal interviewing of friends and relatives close to the late rock pioneer to round out the purely business angle one might expect from authors who dealt with their subject primarily in that regard.

Holly is here verbally characterized in a readable, terse style, as a composer and performer who worked hard to get where his music eventually placed him. But he's also shown clearly through an excellent collection of photos and memorabilia reproductions.

Thirty-six Holly songs form the bulk of the book, including all his self-penned hits as well as the material he made famous for other songwriters. Perhaps the most remarkable section of the book however is a copious discography, listing foreign as well as domestic releases by Holly himself and by others who sought to duplicate his success by recording the material so closely associated with him.

So in one 148 soft-covered edition are all the facts and insights any interested party could ask for. A most important contribution to the preservation of rock history. **r.a.**

## ABC/Dunhill Varied Moves

(Cont'd from page 9)

a first album for the label by country great Ferlin Husky. "Two Sides of 'Crash'" is Craddock's newest album featuring his current country hit "Afraid I'll Want To Love Her One More Time." "Knock Three Times" and "You Better Move On" are rereleases of earlier albums by Craddock that originally appeared on the Cartwheel label but will now be widely available for the first time.

ABC's Two-fer selection encompasses seven double albums tailored to retail for \$5.98. Included in the Two-fer selections are "Mr. Guitar" by Tony Mottola, "Trumpets & Crumpets & Things" by Doc Severinsen, "Moods of Love" by the Ray Charles Singers, "From Broadway to Paris" by Count Basie and Benny Goodman, "Curtis Mayfield: His Early Years With the Impressions," "Ray Charles All Time Great Country & Western Hits," "Mamas and Papas—20 Golden Hits."

New releases on the Dunhill label are spotlighted by "Cameo," a first album for the label by Dusty Springfield, produced by Steve Barri, Dennis Lambert and Brian Potter; and a two-record set recorded live by Three Dog Night entitled "Live in Concert Around the World." Other releases on Dunhill include "Steppenwolf: 16 Greatest Hits" and "Jugger-

## Warners Inks Seatrain

NEW YORK — Warner Bros. Records has announced the signing of Seatrain to an exclusive recording contract. Seatrain includes: Andy Kulberg, bass, flute and vocals; Lloyd Baskin, keyboards, kazoo and lead vocals; Peter Walsh, guitar and lead vocals; Julio Coronado, percussion; Bill Elliott, keyboards, accordion and bass; and Jim Roberts, lyricist.

Seatrain is presently finishing up their debut album for Warner Bros. which is scheduled for a March release with Buell Neidlinger producing.

## Kemp Song As Cooper Single

NEW YORK — "Hello-Hooray," written by Canadian songwriter Rolf Kempf, has been recorded by Alice Cooper and released as the group's new single. The single is an edited version of a cut from the Cooper's soon-to-be released Warner LP "Billion Dollar Babies."

"Hello-Hooray" is published by Warner-Tamerlane Publishing Corp. Worldwide rights to Kempf's catalogue are held and administered by mf Music, publishing affiliate of Herb Gart Management. Kempf's management is under the direction of Alan Miller.



WHITE ON — Russ Regan, president, 20th Century Records, has announced the signing of Barry White to a long term recording contract with the firm.

Writer - singer - producer - arranger, White has been responsible for many hits including, Love Unlimited's "Walkin' In The Rain". His first 20th single will be released shortly, with an album to follow.

Pictured l. to r.: manager, Larry Nunes; Regan and White.

nauts of the Early 70s," a collection of hit songs by top artists of the 70s including Three Dog Night, Jim Croce, the Grass Roots, Steppenwolf and others.

## Reactivate Bluesway

The Bluesway label, inactive for several years, has been reactivated under the direction of producer Ed Michel. The January Bluesway release consists of 15 albums and one sampler. Some of the material is previously unreleased, most of it is in quad. Special boxed sets of the Bluesway product will be sent to radio stations in an extensive promotion campaign.

The Bluesway release includes "Back in the Alley" by B. B. King, "The Best of Jimmy Witherspoon," "Kabuki Wuki" by John Lee Hooker, "Genius Live in Concert" by Ray Charles, "I Ain't From Chicago" by Jimmy Reed, "Farther on Down the Road" by Andrew "Voice" Odom, "Hard Times" by Roy Brown, "Sent For You Yesterday" by Jimmy Rushing, "Dirty Mistreater" by T-Bone Walker, "I Couldn't Believe My Eyes" by Brownie McGhee and Sonny Terry with Earl Hooker, "Roll 'em" by Joe Turner, "Heart Loaded With Trouble" by Otis Spann, "Eighteen Pounds of Unclean Chitlins and Other Greasy Blues Specialties" by Mel Brown, "The Classic Blues" volumes One and Two by various artists and "A Taste of Bluesway," a reduced price sampler.

## Westminster

Also scheduled for Jan. release are 15 albums on the Westminster Gold classical label. They include "Bach: Unfamiliar Masterpieces for Orchestra," featuring the original antique instruments and the Vienna Radio Orchestra conducted by Robert Rudolf with harpsichord solos by Martin Isepp; "Vivaldi: The Four Seasons," the Vienna State Opera Orchestra conducted by Hermann Scherchen with violin solos by Julian Olevsky; "Scarlatti: from the guitar of Barbosa-Lima," featuring Carlos Barbosa-Lima; "Bartok: Three Village Scenes and Music for Strings, Percussion & Celeste," the Budapest Radio Choir & Orchestra conducted by Gyorgy Lehel; "Wagner: Preludes & Overtures," with William Steinberg conducting the Pittsburgh Symphony Orchestra; "A. & E. Gabrieli: A Set of Brass," featuring clarino solos by R. Poeschl and the Brass Ensemble of the Vienna State Opera Orchestra conducted by Sayard Stone; "Music of India," featuring Dr. Gaurang Yodh on sitar and Dinesh Patel on tabla; "Viva Lavirgen: Tenor Arias from Aida," featuring tenor Pedro Lavirgen; "Mussorgsky/Ravel: Pictures at an Exhibition," with Andre Vandernoot conducting l'Orchestra de la Societe des Concerts du Conservatoire; "Music for Voices and Viols in the Time of Shakespeare," by the Elizabethan Consort of Viols and the Golden Age Singers; "Madrigals Across the Centuries" by the Riverside Chamber Singers; "Symphonic Pictures for Orchestra by Robert Russell Bennett: My Fair Lady/The Sound Of Music," featuring William Steinberg conducting the Pittsburgh Symphony Orchestra; "Handel: Rodelinda," with Brian Priestman conducting the Vienna Radio Orchestra, "Best of Chopin (vol. 2)," with soloists Paul Badura-Skoda, Fou Ts'ong, Barbara Hesse-Bukowska and Ryszard Bakst, and "Beethoven: Christ on the Mount of Olives," with Hermann Scherchen conducting the Vienna State Opera Orchestra and the Vienna Academy Chorus.

MORE HONORS — Producer Wes Farrell (l) accepts plaque from ASCAP's west coast executive director Herb Gottlieb for the hit single, of "Daddy Don't You Walk So Fast." Disk was recorded by Wayne Newton on Wes' Chelsea Records label.

## Randy Crawford Teams With Paul

NEW YORK — Columbia songstress Randy Crawford is about to team with Philadelphia International artist Billy Paul for a series of concert dates. Billy, whose "Me and Mrs. Jones" chart-topper has sold over two million copies, will appear with Randy in various clubs across the country and in concert at Carnegie Hall on Feb. 11. As part of Billy's revue, Ms. Crawford will appear as "Mrs. Jones," taking part in a duet interpretation of the hit single.

Ms. Crawford is currently cutting a new single for the Columbia label with hopes of a February release.

## London Of. Cal. Services Denver

NEW YORK — London Records of California, one of London Records' seven factory branches, has commenced service to the Denver market area, according to Herb Goldfarb, vice president for sales and marketing for the company.

Resident sales and promo personnel will operate out of Mile High City headquarters to serve all of Colorado, Utah, Wyoming and New Mexico. The territory includes the major market areas of Denver, Salt Lake City and Albuquerque.

Named to commence the Denver operations are Bob Baker, Denver area rack retail specialist, who will handle sales; and promotion man, Joe Triscari. All product will be warehoused in the London Los Angeles branch in suburban Gardena, Cal. Denver becomes the second satellite wing of London Records of Cal. A sales office is also maintained in San Francisco.

## Talent Wanted

Immediate openings for Management Professionals in the Pre Record Musical Tape/Record Industry.

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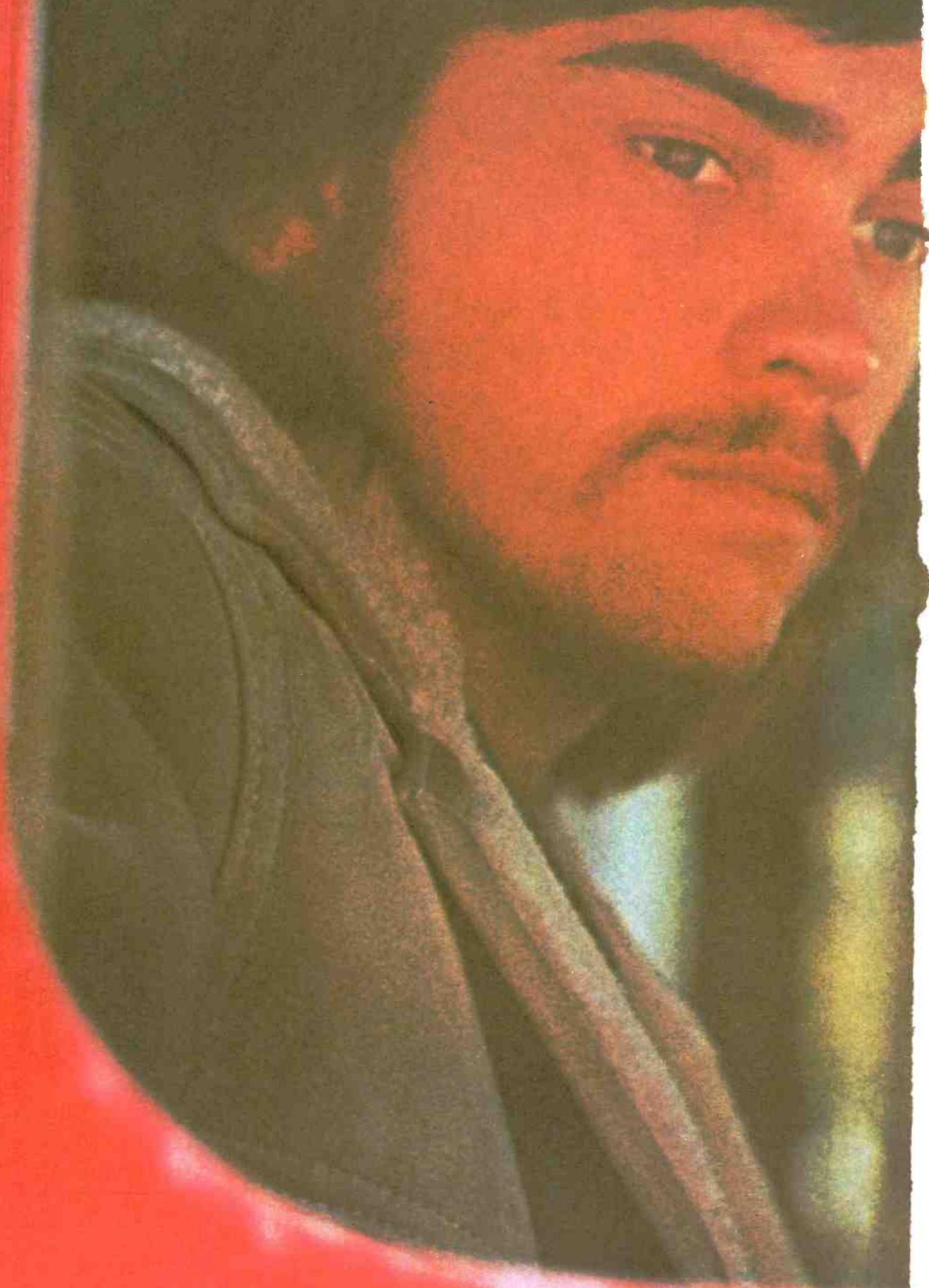
## Randy Edelman Brings Laughter



SMAS-11143



# S A M N E E L



# cashbox/singles reviews

## Picks of the Week

**AMERICA** (Warner Bros. 7670)

**Don't Cross The River** (2:22) (WB Music, ASCAP—Peek)

Following in the footsteps of "Ventura Highway" is a relatively easy task for America when you consider that each and every one of their singles is stronger than the last. This one looks and feels just right and should become a number one record in a matter of weeks. Flip: "To Each His Own" (3:14) (WB Music, ASCAP—Beckley)

**ALICE COOPER** (Warner Bros. 7673)

**Hello, Hurray** (2:54) (Warner/Tamberlane, BMI—Kempt)

Change of pace item from Alice and friends still has great energy and impact and lots of top 20 appeal for teens and outright Cooper freaks. Single brings the supergroup into another musical dimension. A great way to continue a super career. Flip: No info. available.

**THE MOODY BLUES** (Threshold 67012)

**I'm Just A Singer** (4:16) (Leeds, ASCAP—Lodge)

First single culled from the Moodies newest gold album is also likely to turn gold. Single jumped high on charts its first day of release and all indications are that it will head straight for the very top. Another fine performance, this time of a John Lodge song. Flip: No info. available.

**RICK NELSON** (MCA 40001)

**Palace Guard** (4:10) (Matragun, BMI—Nelson)

After listening to "Palace Guard" it became obvious that his million selling "Garden Party" single was just the beginning. With Dylanesque lyrics and the same moody musical accompaniment, Rick and the Stone Canyon Band really get it all together in what could easily become another top 10'er. Flip: No info. available.

**AUSTIN ROBERTS** (Chelsea 78-0110)

**Keep On Singing** (3:40) (Pocket Full Of Tunes, BMI—Janssen, Hart)

Not the least bit satisfied with one hit, Austin Roberts keeps on singing his way right back to the top of the charts all over again. Could very well be another top 10'er for Austin. Immediate sales and programming are a certainty. Flip: No info. available.

**TOMMY JAMES** (Roulette 7140)

**Boo, Boo, Don't 'Cha Be Blue** (3:32) (Big Seven, BMI—James, King)

It isn't often that Tommy James releases a new single, but when he does, there's good reason. This is perhaps his most commercial outing since "Draggin' The Line." Set in an acoustic background, James will have millions singing the chorus before they know what hit them. Deserving of immediate attention in pop market. Could become top 10 charter. Flip: No info. available.

**DAVID BOWIE** (RCA 0876)

**Space Oddity** (3:49) (TRO/Andover, ASCAP—Bowie)

From his album of the same name comes the edited version of the tune that made Bowie an underground hero. Now, with three successful LP'S and numerous singles successes, this is going to be the one to put him over the top. Destined for top 40 impact. Flip: No info. available.

**THE GUESS WHO** (RCA 0880)

**Follow Your Daughter Home** (3:24) (Dunbar/ Cirrus/Expressions, BMI—Cummings, McDougall, Peterson, Wallace, Winter)

From their newly released "Artificial Paradise" album comes this delightfully enchanting calypso tune certain to spark immediate sales. This could be the one to return group to top 10 status. Flip: "Bye Bye Babe" (2:43) (Dunbar/Sunspot/Expressions, BMI—Winter, Wallace)

**STORIES** (Kama Sutra 566)

**Darling** (2:37) (Buddah/Minuet, ASCAP—Brown, Lloyd)

If progressive music is going to continue to dominate the charts in '73, then look for Stories at the top, too. Here, they combine the very best of everything coupling a sparkling melody with some dazzling mellotron and intricate arrangement. Don't pass this one by, it could be one of the biggest of the year! Flip: "Take Cover" (3:01) (same credits)

**THE GRASSROOTS** (Dunhill 4335)

**Love Is What You Make It** (2:50) (Wingate, ASCAP—Walsh, Price)

Great bit of philosophy coupled with a delightfully commercial effort will make for a definite chart contender. Top 40's should jump on this one as soon as they hear it once. Flip: "Someone To Love" (3:22) (TCB, ASCAP—Provisor)

**THE FORTUNES** (Capitol 3514)

**Secret Love** (3:30) (WB Music, ASCAP—Fain, Webster)

Slowly but surely, The Fortunes have been amassing a large string of hit records and this one should add to it. Sounding much like the Bee Gees, they come on strong with a delicate ballad geared right towards both MOR and top 40 formats. Flip: No info. available.

**DIONNE WARWICKE** (Warner Bros. 7669)

**I Think You Need Love** (2:59) (Gold Forever, BMI—Holland, Dozier, Holland)

From her "Just Being Myself" album comes this excellent Holland, Dozier, Holland composition that marks a new direction for the superstar stylist. Single could return Dionne to national prominence and high chart position. Flip: "Don't Let My Teardrops Bother You" (3:32) (Gold Forever, BMI—Holland, Dozier, Holland, Wylie)

**RANDY EDELMAN** (Lion 144)

**Mexico** (3:28) (Hastings, BMI—Edelman)

From his forthcoming album, "The Laughter And The Tears," Randy Edelman delivers a self penned tune that sparkles with pure originality and commercial value. It's going to be difficult to overlook this release in the weeks to come! Flip: No info. available.

**ROY HEAD** (TMI 0113)

**Carol** (3:21) (Arc, BMI—Berry)

Roy Head really tears into this bit of classic Chuck Berry material bringing it right up to date. Great arrangement and superb vocal delivery could spark renewed interest in artist who we remember so well from his "Treat Her Right" days. A definite winner. Flip: No info. available.

**LOU RAWLS** (MGM 14489)

**A Man Of Value** (3:46) (Famous, ASCAP—L. Weiss)

Brief spoken intro to song reminds us of Rawl's "Dead End Street" days, but then comes the surprise via a most impressive commercial offering as new and fresh as the new year. This has the potential to be quite a single. Flip: No info. available.

**CARGOE** (Ardent 2903)

**I Love You Anyway** (3:01) (Koala/Birdees, ASCAP—T. Richard)

Fine vocal harmonies highlights this superb outing geared especially towards pop and MOR audiences. Strange melody takes a while to appreciate, but it's well worth the wait. Should click. Flip: No info. available.

**LEA ROBERTS** (United Artists XW159)

**It's Love** (2:58) (Briggsville Taylortown, ASCAP—J&R Briggs)

Another fine r&b outing from Lea, but this time around with all the determination of a chart topper. Single could cross over into pop markets as well. Flip: No info. available.

**DAKILA** (Epic 10942)

**El Dubi** (2:46) (Mr. Cafed, ???—Dakila)

Group getting lots of FM exposure is certain to broaden their existing scope via this latest offering from the Santana-like rockers. Solid, fiery material could score well in top 40 markets. Flip: No info. available.

## Newcomer Picks

**JERRY HUDSON** (Big Tree 159)

**Gillian Frank** (3:33) (Cognition, BMI—Hudson)

One of the finest records we've heard thus far in the new year, Jerry Hudson takes great care in delivering a very delicate song marked by an incredibly precise arrangement that blends right in with the story line. A must play record that could become a giant with no trouble at all. Flip: No info. available.

**LEROY HUTSON** (Curton 1980)

**So In Love With You** (2:58) (Silent Giant/Aopa, ASCAP—Hutson, Hawkins)

This records strength lies in its subtleties. A smooth, cool r&b item, this tune develops in mood rather than in musical dynamics and lends itself to almost any audience. Could become a giant crossover record in both pop and r&b markets. 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.

**BREWER & SHIPLEY** (Kama, Sutra 567)

**Black Sky** (3:08) (Talking Beaver, BMI—S. Cash)

**MOUTH & MACNEAL** (Philips 40721)

**Hello-A** (3:20) (Day Glow, ASCAP—H. Van Hemert)

**MALO** (Warner Bros. 7668)

**I'm For Real** (3:07) (Canterbury, BMI—Garcia, Santana)

**COMMANDER CODY & HIS LOST PLANET AIRMEN** (Paramount 0193)

**Watch My .38** (2:51) (Ozone, BMI—Farlow, Spelbring)

**THE HEYWOODS** (Family 0917)

**You Don't Own Me** (2:55) (Unichappell/Merjoda, BMI—Madara, White)

**JEFFERSON AIRPLANE** (Grunt 0511)

**Twilight Double Leader** (2:50) (God Tunes, BMI—Kantner)

**TONY DEVON** (Polydor 14134)

**Gotta Find A New Love** (3:13) (Double Diamond, BMI—Madara, Sellers, Barry)

**JACKIE WILSON** (Brunswick 55490)

**Beautiful Day** (2:58) (Hog, ASCAP—D. J. Z&L Perry)

**DUGG, DUGGAN & FAMILY JAM** (Crested Butte 1201)

**Steppin' Out** (2:42) (High Country, ASCAP—Duggan)

**BOBBY GOLDSBORO** (United Artists 51107)

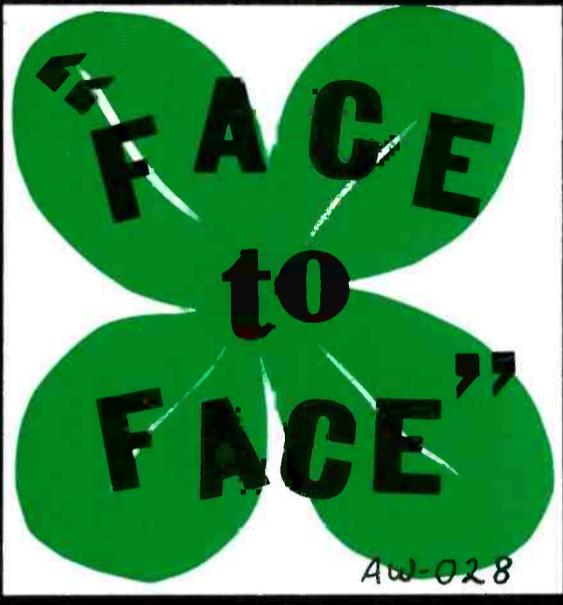
**Brand New Kind Of Love** (3:33) (House Of Gold—O'Dell, Montgomery)

**ANDY WILLIAMS** (Columbia 45757)

**Marmalade, Molasses & Honey** (3:37) (Famous, ASCAP—A&M Bergman, Jarre)

**TONY LORDI** (RCA 0873)

**Sweetwater** (3:21) (Duchess, BMI—Lordi)



**JUDY  
GREEN**



**WATCH  
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## HOLLYWOOD—ALBERT HAMMOND: SINGIN' IN THE RAIN

Life Experience has poured down on **Albert Hammond**, whose Mums Record "It Never Rains in Southern California" recently climbed to number two on **Cashbox** charts. Commenting on his record going only as far as Number Two, he said, "I'm glad because now there's somewhere to go." This is a very reasonable request for a performer who has been practically everywhere and has done everything (except reach Number One).

Albert began entertaining professionally at the age of 13, singing **Dion's** "I'm a Wanderer" for strippers in a burlesque house ensconced on a desert somewhere near Casablanca. This robust setting kindled his first romance with a Moroccan stripper. He was 13 and a half by then. **Jacqueline Susan** and **Harold Robbins** would be envious. His career at this point in his life was "on and off," shuttling from the strip joint to his parents home in Gibraltar and back again to the desert disrobes.

Life Experience continues to rain down on this trouper who started smoking at five years old. He's now 16 in our story, a bit more mature (he can shave now), and he's traveling with his brother in a group called **the Diamond Boys**. This group recorded for RCA in Spain covering American hits like **Elvis'** "Return to Sender."

At 18 Albert left the group and went to England. His ticket to London was paid for by five songs he knocked out and sold to RCA. Life Experience rains still more. Next he becomes a duo act joining forces with **Richard Cartwright** (a former Diamond Boy, it sounds rather like the counterpart to the Zigfield Girls). The two appear on "Thank Your Lucky Stars" and other pop TV shows. Nothing consequential happens.

A little more London rain and Hammond is now found in his early twenties, playing with a group called **Los Cuico Ricardos**. Right about here Hammond is

## NEW YORK—DONNA FARGO: ALL ABOUT A FEELING

There's something special I want to say about **Donna Fargo**. It doesn't have much to do with facts, or even thoughts for that matter. It's all about a feeling that she has the power to tap, within herself and within others. Whether this feeling be called expression, communication, art or charisma is unimportant, because these are only words, not feelings.

After all, the dictionary has plenty of words to tell what things such as love mean, but the dictionary can't tell you how love feels. If I wanted to write down the facts, I could tell about the numerous awards Donna's two million-selling singles have garnered for her, but suffice it to say that she was one of the major new stars of last year's music scene.

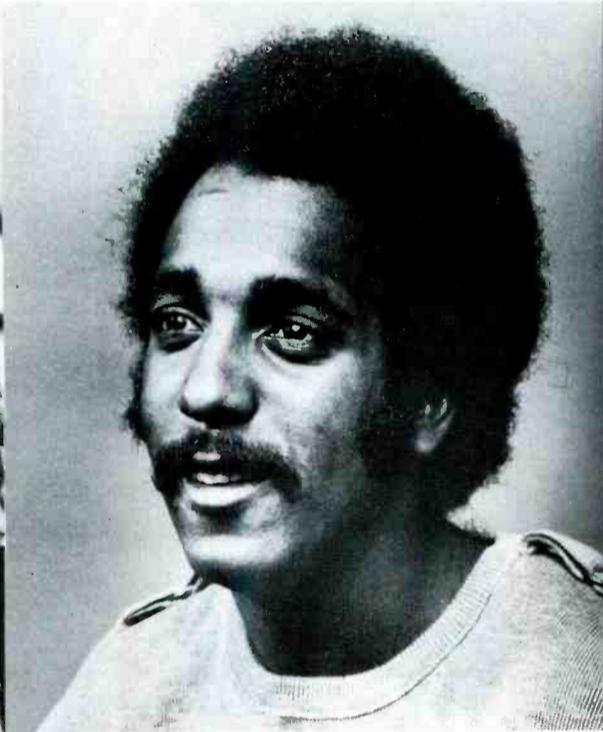
But Donna has a special feeling, and **that's** what this article is all about. When the gold on all of her awards tarnishes and fades, the feeling will still be with her, proving itself as far more enduring than superficial fame and fortune. There's something inside Donna that wants to touch **everybody**, and there's something beaming out of her that **does**.

Because of her firm grip on her desire to communicate, Donna's words, music and voice speak in basic and essential human awareness (otherwise known as getting right down to the heart of the matter). Whether she is singing, or just sitting around and talking, she is always interested in sharing her experiences—with an understanding twinkle in her eye, she is just as willing to listen to a point being made by another as she is to make a point of her own.

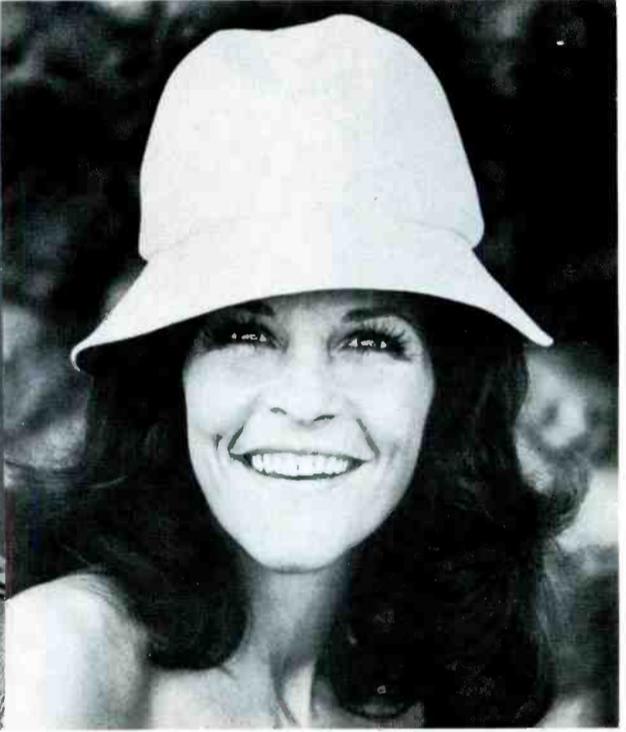
It all adds up to an aura of composed tranquility, with a strong underlying air of confidence, very simply, the qualities of being the happiest girl in the whole U.S.A. Donna radiates the feeling of riding high on a wave of optimism—she's in the middle of a fairy tale about a California schoolteacher who wrote a song and became a superstar. And the fast rise to fame that she has experienced



ALBERT HAMMOND



NOLAN PORTER



DONNA FARGO

introduced to **Mike Hazelwood** at Radio Luxembourg. Albert exits the group and begins writing with Mike, who up to this point hadn't had any hits. But change was written in the skies. Their songwriting partnership soon becomes one to be coveted by publishers. They write some almost-hits—"The Train," recorded by **Colours of Love**, and "Goodmorning Freedom" by **Blue Mink**. Then come the million sellers—"Make Me An Island," "Little Arrows" (four million), and "Gimme Dat Ding." The latter two songs were written for a British Children's show called "Oliver and The Overworld," created and produced by Hammond and Hazelwood. The sprinkle of Life's success is reaped.

The now-affluent team next becomes involved singing in two groups, **the Family Dog** and **Magic Lantern**, and with the latter they score, this time as recording artists with "Shame, Shame."

Some more traditional London rain, and the team splits from the group and decides to go off to a place where it never rains, Southern California. This is the place **Mike Hazelwood** had always heard about via the song "California Dreamin'" and the novel "Grapes of Wrath." Unfortunately, in the beginning, the legendary mecca wasn't able to fulfill expectations, including a guaranteed supply of sunshine. Life Experience continues its cascade even in Southern California.

Hazelwood recalls it as "hard times" and says he would have been even more despondent had it not been for the genuine encouragement of his hyper-optimistic partner. The two writers have very disparate personalities and are aware of their complementing natures. Hazelwood is reserved and methodic while Hammond is the relentless extrovert. It is precisely Hammond's unyielding perseverance that kept him out everyday, knocking on doors of west coast record companies. He went to them all only to be rejected. Hammond recounts how **ABC/Dunhill** showed some interest but finally returned his tape. However **Barry Gross** and **Marty Kupps**, then at ABC, saw something in Hammond and soon convinced **Hal Landers** and **Bobby Roberts'** Mum Records of the performer's potential. That was six months ago. Today Southern Californians can look up at a billboard publicizing **Albert Hammond**, unless of course their umbrellas happen to be hindering the view.

Meanwhile Hammond and Hazelwood continue to write for Albert's second LP.

(Cont'd. on Page 40)

has done anything but unnerve her. Her underlying confidence stems from the fact that she is singing more than a song; Donna is giving a musical narration of her life story and philosophy.

### Self Fulfillment

Did you ever hear of a self-fulfilling prophecy? It's the process a person goes through when he or she decides that something is going to happen in his or her life. The person then works toward making this prediction happen, (both consciously and subconsciously) until it finally does. This is what Donna did with her song. "The Happiest Girl In The Whole U.S.A.;" she wrote about how things should be at their best, and when the song became a hit, it made her feelings come true for her. Since the feelings she set forward in the tune were so basic and universal, people from all walks of life were able to relate to it, and "Happiest Girl" became a number one record in pop markets across the nation, as well as in the country markets where it started. The same concept held true for "Funny Face," which quickly sold over a million copies to both country and pop fans, since it touched on romantic feelings that have no country and pop borders.

### Categories Are Confining

For this reason, **Stan Silver** (Donna's husband and manager) has been having difficulty in deciding what to call Donna when a TV emcee or deejay asks him for a short phrase that summarizes her musical style and appeal. "You know what kind of phrases I mean," Stan mused as he tugged on his beard in deep thought, "things like 'the First Lady of Country,' 'the Queen of Soul' and 'Pop Superstar,' but something that really says what Donna is doing." Although we discussed just about every conceivable phrase, none of them had the proper descriptive powers—they were all too confining and only began to describe portions of Donna's artistic latitude. Perhaps there is no all-encompassing phrase for her, since she serves as a link between many different factions of American music. Perhaps as Donna continues to follow through on her hitmaking instincts, giving us more musical vignettes with universal appeal, we will be able to see her music on a broad enough basis to be able to invent a category that will actually describe all of her talents. But until that time, we must describe her simply as **Donna Fargo**, since words fall short of description. She's all about a feeling. m.p.

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# “THE MORNING AFTER”

THE SONG FROM

TC-2010



BY

## MAUREEN McGOVERN

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



# cashbox/talent on stage

## The Spinners The O'Jays

APOLLO THEATRE, NYC—Opening Jan. 10, The Spinners and the O'Jays drew an overflow audience for the last two shows of the night. And, to accurately describe what happened could fill a book. The O'Jays, super soul personalities all the way, absolutely destroyed the place with a fantastic rendition of, "Listen To The Clock On The Wall," and believe me, there was barely a soul who wasn't listening with all their hearts. "Back Stabbers" was another selection that had everyone clapping and singing to this rhythmic fantastic tune. Another outstanding selection was, "You Are My Sunshine," a very beautiful number on the order of, "Peace In The Valley Of Love," "You Are My Sunshine" is a heartstopper in every way. And, as if that wasn't enough, one of the biggest reactions to a song that this reviewer has seen, when the group went into, "Love Train" everyone was aboard. The Apollo was ringing with the music and lyric of the tune. It was super. The Spinners are a group that could melt an iceberg, and coming on after them, you had better be with it. There isn't

much lacking in the way of dance routines. Their individual talents, their all around performance capability, their experience and professionalism really makes them one of the outstanding performing groups. The Spinners are together and more than proved it with this Apollo performance. "It's A Shame" was one of their opening selections. Also, their new single release, "I'll Be Around" came across with zip and fire. The group also does fantastic impressions of other groups and artists and they do it with class. Phillippe Wynne, newest member of the group, is one helluva tenor lead singer. He really gets down. The other 4 members are original members and they go back some 17 years. Their repertoire consists of soul ballads, grooving songs such as "I Need Somebody Soon" and also the flip side of "I'll Be Around", "How Could I Let You Get Away" even had this reviewer as well as everyone yelling for more. They are indeed a family and this was one of the best shows of '73 and there are more to come.

d.d.

## Harold Melvin & The Blue Notes Luther Ingram Tommy Tate

APOLLO THEATRE, NYC—Koko recording stars Luther and Tommy and those vet performers Harold Melvin & The Blue Notes completed a successful stint at the Apollo, Jan. 3-9. Luther, backed by 12 pieces, including 6 horns, saying it with song opened with, "It's All Here In My Song" and although Luther comes across beautifully on record, it would have to be said, especially with this performance, that Luther performs rather low-key. But, the audience was with him all the way and his offerings of, "I Love You," and "I'll See It Through" were exemplary of his singing talent. Of course, the top offering was "If Loving You Is Wrong, I Don't Want To Be Right" and with material of this nature, Luther will grow in stature. Harold Melvin & The Blue Notes, second on the bill, are a together group and they wowed the audience with, "What's Happening Brother," "Just Be For Real" and "Whatcha Doin To Me". Their dance routines and deliveries are par excellence. "Mercy, Mercy Me" was given a super cool delivery. The group just seems to explode at the audience and the reaction to, "If You Don't Know Me By Now" had the Apollo rocking from stem to stern. And, "I

Miss You" continued the reaction to a total screaming and screeching affair. The gals rushed to the front of the stage. This is the kind of response they got, and deservedly so. Tommy Tate, first on the bill, opened with "Let's Stay Together" and "School Of Life" the latter number was delivered beautifully. "More Power To You" and the big Chicago hit, "Does Anybody Know What Time It Is" were also included in his set. Aquarius, an 8 piece band, percussion, horns and conga, supplied plenty of super back up power. And, this opening night had another big surprise for the audience when soul brother number one arrived at the Apollo. James Brown was given a rousing ovation when he was brought on stage for a brief introduction. Through the years and week after week the Apollo has been instrumental as a spawning ground for the launching of talent both amateur and professional. Wednesday, the opening night is also amateur night and often an act will show the necessary ingredients to become a star of tomorrow. The Apollo is a right-on institution, and the above show was another example.

d.d.

## Four Tops Barbara Mason

COCONUT GROVE, L.A. — The Four Tops, who have been spinning gold records for over a decade, satiated their opening-night audience. They opened their rousing, precisioned act with their brand new ABC/Dunhill single "Ain't No Woman," and it was plain to see that there was no woman or man in the capacity crowd who could resist the infectious beat.

It would take an applause meter to discern which one of their string of hits is most outstanding. In fact it's their long list of hits that make an audience anticipate a great show even before the curtain goes up. The Four Tops, one of the best quartets around, fulfill every expectation. Included in their flawless performance was "Baby I Need Your Loving" (their first hit, circa '61), which if rereleased today, unaltered, would probably become a hit all over again. That's been the secret of their success—production, cosmopolitan material, and exceptional vocals. The unmistakable lead voice of Levi Stubbs can make practically anything sound good.

The group was adept on "Still Waters," a superb Jobete copyright which should be covered by other artists. They also sang the title tune from their last Motown album, "That's the Way Nature Planned It," but then devoted too much time to other less significant songs from the same album. Their hit ABC/Dunhill single, "Keeper Of The Castle," didn't quite keep the pace associated with the record. It seemed a little slow. Nevertheless the Four Tops remain 'keeper of hits.'

Also on the bill was Buddah Records' Barbara Mason. She has a unique voice which is also very sexy. Unfortunately she's just a bit too emphatic about the latter quality. A sex kitten doesn't have to growl.

Miss Mason succeeds with her hits "Bed and Board" and of course "Yes I'm Ready." Also strong was her offering of "Me and Mr. Jones" (which brought to mind why no one has written an answer song to "Me and Mrs. Jones") and her new single "Gimme Your Love." This tune can make Barbara Mason a household name again.

r.b.

## Orphan Jay Hersh Keith Sykes

BITTER END, N.Y.—A show featuring London recording artists, Orphan and two yet well polished but undiscovered folkies, proved to be a bill well worth attending.

The show opened up with Jay Hersh, who at one time had an album out on Ato Records. He was booked for the evening at the last minute but yet by his performance I could not understand why. His set had two outstanding numbers, "Foggy Night On The Road" and an appropriate song entitled "New York City." He is presently at work on another album which should prove stimulating.

Keith Sykes followed, and he really kept the audience captivated. He has vocal characteristics of Arlo Guthrie and Bob Dylan and he also has the humor of the Smothers Brothers. He stood out on a song called "Stay With Me" and combined some dazzling vocals with a touch of witty humor.

Orphan, a country-rock group, proved to be well polished. They played some songs from their first album, "Everybody Lives To Sing" and some new cuts from their forthcoming London album, still untitled and to be released in mid-February. Two very interesting offerings were, "Places I've Been" and "Everybody Lives To Sing". Eric Lilljequist and Dean Adrein share the guitarist and vocalist chores and they are backed by Steve Abdu on bass, and Rich Adelman on drums. Eric seems to have a strong career ahead as a songwriter.

It should be noted that J. Geils and his band and also the likes of Don McClean first played small clubs such as these but they are now packing them in, all over the country in much bigger places than these. Orphan, a country rock band with a Boston sound is surely destined for greater recognition than they are now receiving, and with the release of their new album it should clearly happen. The next time I see them, I hope it will be at Carnegie Hall.

b.e.

## Al Anderson

FOLK CITY, NYC—The relationship between Vanguard's Al Anderson and Kama Sutra's NRBQ is a variation on the Rod Stewart and Faces theme. Anderson is a part of the group, but they change character when Al gets the booking, or makes a solo record. Lots of folks remember Al as the lead force in Vanguard's Wildweeds, perhaps the finest cult country-rockers in the history of the form.

While there's still the blue sky and open spaces in his presentation, by far the biggest influence now is a kind of independently-styled blues, previously best exemplified by Little Milton. That's in the vocal department. His guitar technique is a devilishly clever amalgam of everything from Berry to country, and the ultimate result is a tight and commercially electric presentation (on record as well as live). It got a New York press crowd to scream "encore" with the fervor normally reserved for the word "fire!"

Also in the audience was British singer-songwriter Ian Matthews who has recorded a number of Anderson songs. One of them was "Mare, Take Me Home"—and when Al broke into it, Ian went all smiles. But then so did everyone else. It's obvious that the Wildweeds LP reached a lot of people in a very personal way, and Al's new LP will do likewise.

Some of the highlights of his set from his new LP included a blues shuffle called "We'll Make Love" and a funky "Be My Woman Tonight." NRBQ performed with generous talent, uniformed in identical plaid flannel shirts and masks. (Jeans too, lest you think this a new kind of theatrical adventure.)

The music is not masked—it's out-in-the-open excitement. So what you get is more than what you see. And what you hear is dynamite.

r.a.

## B. W. Stevenson

FOLK CITY, NYC—New York a trendy city? Not on your life, at least when it comes to turning on to what's happening in the Texas singer-songwriter scene. But those press folks who did turn up for B. W.'s set and party got a good, and probably unexpected time for their modicum of trouble in challenging the current cold wave. B. W. stands for Buckwheat. His music stands for itself.

Although the room seemed to be wired to duplicate the acoustical facilities of a toilet bowl, B. W.'s act came off as strongly as we seem to feel we all sound in a shower. Like fellow Texan Michael Murphey, Stevenson has a pleasingly and correctly invoked falsetto, so that the melodic range of his songwriting skills can be fully appreciated. When rapping, he's a bit like Arlo Guthrie, but never quite enough to be blatant about it.

His songs about Texas, highways and a freer state of mind don't sound at all misplaced on his first visit to the Big Apple. If the city has any sense (and B. W. the desire), he'll be back. The RCA artist already has a band that understands. The audience is sure to follow.

r.a.

## Nitzinger

WHISKEY, L.A. — Nitzinger is a fast-rising Capitol act with a great deal of potential for establishing themselves as one of the top hard-rock groups in the U.S. Their style centers around the lead guitars of John Nitzinger and Bugs Henderson, who incorporate each other's work smoothly into sections that focus either on soloing or a weaving of both guitars together. The percussion of Linda Waring and bass of Curly Benton nicely added the needed depth, giving the group a very complete sound. At times Nitzinger ventured away from their hard rock format, and seemed to lack some of the "Original" luster that is their forte. Yet when they returned to rock, the momentum that had been lost was immediately regained.

c.c.



# After three weeks as No.1 on the country charts, Ray Price's "She's Got to Be a Saint" is going even further.

4-45724

Top 40. It's breaking out on major stations in Baltimore, Dallas, Fort Worth, Memphis and Oklahoma City. When you're Ray Price and you've made it to the top of the country charts, where else is there to go?

On Columbia Records 

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# Holzman Views The Industry

(Cont'd from p. 7)

proper number of albums . . . not overselling. Don't hype us (the label), give us the straight facts because if you suddenly come in with an order for 10,000, you've got to have them right away, you've got to manufacture 20,000 and at the end of the record we've sitting with a lot of records on our hands. It's led to the practice by a lot of companies which we would like to see eventually eliminated, the dumping of records. It destroys artists, it destroys label credibility. We've been guilty of it, we won't be guilty again except in the case of legitimate cut-outs. (Part of the answer) is communications, being realistic and taking care. It might not be a bad idea to try a fixed return percentage again on an experimental basis. This return thing has got to stop. It erodes the bottom line so terribly, public confidence in the artist and dealer confidence in the company. It's a very dangerous situation . . ."

## Classical Records

"In 1963, when Nonesuch was formed, classical records were selling for \$4.98. I decided to take a paperback book approach, and I remembered my taste as a student . . . and so I conceived of Nonesuch almost backwards. Records were going to be \$2.50, not \$2.98, not \$1.98, which sounded cheap. \$2.50 is a good, solid honest price, fair-value. Unfortunately, we did not have any well-known artists, so we would put this unusual repertoire (baroque, avant-garde, which are Holzman's classical musical tastes) in attractively-designed jackets with liner-notes that would explain the music and the social milieu in which it was written. It was nine months before anyone started chasing us, and by that time we were unstoppable . . . Price is very much a factor in the Nonesuch success. Labels that can have success in the full-price category are those that have the Bernsteins, the important operatic names. We don't have those; we're working in another area, an area that Nonesuch has invented. I just don't think that coming out with a full-price line is right for us."



Friedman, Holzman

## Pricing

"I think \$6.98 is going to be the top price. If you look at the price of books over the years, they've just escalated. \$5.98 or \$6.98, especially when you consider that these prices are discounted more often than not, is a very realistic price for what the public gets. There's not a hell of a lot we can do about that. I really don't see a price much in excess of \$6.98 in next three or four years, and I think the price rise has not been a forced one, but an evolutionary one. I remember the ad Columbia took out when RCA dropped its price in 1964 from \$5.98 to \$3.98 overnight, and I saw visions of Elektra going under. The ad said, 'Records are Not Beans.'"

And records are not beans, they're not commodities, they're potent musical art. With stereo there was a natural two-tier system, and then we did have to have a price rise. Everybody was chasing after us; the artist was demanding far more money; 16-track recording doubled the cost of recordings. It has to be paid for someplace.

We have a responsibility to you to give you profitable product. \$5.98 is not too much to pay for what you get, and \$6.98 is not too much to pay, since the consumer is paying \$6.98 for 30% of the product released anyway.

## Elektra's Deal With Warners

We made up a list of all the reasons you would like to be with somebody, and you made a list of what you were scared about. It always reduced itself to one item: the freedom to do your job the way you viewed it. The opportunity to go to our own distribution setup, the opportunity to begin to have some kind of marketing control with product that you had creative control. Besides, who could resist playing in the same band with Mo Ostin, Joe Smith, Ahmet Ertegun, Jerry Wexler and Nesuhi Ertegun? Perhaps I'm the only man who has been merged who feels two and half years later that if he had to make the decision over again, he would do exactly the same thing.

## Quadraphonic Sound

About two years ago, it became obvious that quadraphonic sound would be legitimate creative force, and although the W-E-A labels have total autonomy, there are areas in which we work closely together. Being the most engineering qualified among the three record company presidents, I undertook to form the Warner, Elektra, Atlantic Joint Engineering Committee. Our job has been to investigate anything that might affect your futures and our futures. Quad was on the horizon and a whole bunch of Japanese hardware manufacturers were interested in getting us to adopt a system. And we resisted all these blandishments to make sure we would have a system that would guarantee you growth in the years to come. Quad is inevitable, quad is coming. Already quad has developed far more satisfactorily than stereo was when stereo was introduced in 1958, prematurely I think. Very shortly, we will begin to announce a series of quad releases which will be issued in April or May of this year. We feel it is very important for Warners, Elektra, Atlantic and W-E-A to take a lead. We don't want to be forced by somebody else to adopt a system we might not want, or to issue records according to engineering standards that do not meet marketing, artistic, technical standards for us. You will have an announcement from us in about 30 days. Unless we get into quad soon, we will not be able to encourage our artists and producers to begin to work with this important new medium. Quad is an exciting aural experience . . ."

## Col. Regionals

(Cont'd from p. 7)

the consistently chart-climbing Philadelphia International and Stax output.

In addition, a special slide presentation on Stax will be offered as well as a combination cassette/film program on the Columbia-Epic popular \$4.98 LP product.

The meetings will be highlighted by several films showcasing new products by both established stars and new artists that will be released in the first quarter of 1973. A number of new Columbia artists will introduce themselves to the sales and promo field via live performances at the four locations. They include Robey Falk & Bod, Diane Colby, Emotions, Bill Quateman, Full Moon, Tracy Nelson, David Buskin, Flash Cadillac, Pan, Barbara Mauritz and the Batteaux Brothers.

Each of the 4 regional meetings will be chaired by the area's regional director: east, Paul Smith; mid-west, Don Van Gorp; west, Del Costello and south, Armand Ziegler.

# Elektra Bows 9 New Albums At Sales Meet

PHOENIX — Keyed with a "movie premiere" approach, Elektra Records bowed its initial LP product for 1973 at a 4-day gathering here at the Wigwam Hotel.

As reported in last week's issue, they moved into the New Year with word that its sales had jumped 42% in 1972. The company's product presentation—seen by more than 400 Elektra personnel, W-E-A branch managers and reps and their wives—was through an animated/live film, "Something Out of the Ordinary," also the theme of the company's kick-off product line for 1973. A standing marquee (see photo) stood at the entrance of the auditorium, and special "Playbills" were handed out.

Artists in the nine new LP's include Carly Simon, Bread, Judy Collins, the New Seekers, Billy Merit, Veronique Sanson, Dana Cooper, Curt Boettcher and Mickey Newbury.

Mike Nesmith also unveiled the first two singles from his new country label, Countryside, which will seek pure country talent from the west coast area (see Country news for further details).

Among the acts who entertained during the course of the convention were Bread, Mickey Newbury, Sweet Salvation, Casey Kelly and Azteca Two-Step.

Special meetings were also conducted by W-E-A branch managers, sales managers and promo men.

During the course of the convention, various drawings were held for prizes to regional personnel, including a Sony videotape recorder and camera. In addition, the label displayed its original Nonesuch cover artwork, one of which was given away as part of a drawing. Convention details were handled by Stan and Harlene Marshall.



Convention Marquee



Nonesuch Gallery

# WB Banner Year

(Cont'd from p. 9)

Jethro Tull and Steeleye Span for Chrysalis Records contributed to the healthy 1972 sales figures.

## Tape Strides

In a year when 8-track and cassette tape products played a growing role in the sales figures of record companies, Warner Bros. reacquired the distribution rights for their tape products previously held by the Ampex Corp. Tape sales in 1972 reflected a large percentage of the total sales picture, accounting for up to 30% of the unit sales.

In 1972 Ostin was appointed chairman of the board and chief executive officer, and Joe Smith was named president of Warner Bros. Records. Warners also added two new vice-presidents—Ed Rosenblatt in national sales and promo and Murray Gitlin as controller and assistant treasurer.

Two departments underwent major expansions to accommodate the widespread national attention generated by Warners' artists and product—Rosenblatt's national sales and promo department added regional marketing managers to coordinate Warner Bros. product on the local branch distribution level, and the artists relations and development branch of creative services, headed by Bob Regehr, added regional representatives to more closely coordinate national and local efforts in conjunction with artists' tours and merchandising. Other departments experiencing a growth in relation to the sales boom included the advertising, merchandising and publicity arms of the creative services department, headed by vice president Stan Cornyn.

## New Homes

The most visible illustration of Warner Bros. expansion in 1972 was the completion of one and the beginning of another construction project. The Warner Bros. New York townhouse opened in late 1971 and houses publicity, artists relations, sales, promotion and newly expanded A & R department there. Construction was begun in Burbank last Aug. on a three story structure designed by A. Quincy Jones, Architect, and coordinated by Warner Bros. Art Director Ed Thrasher. The new building, which surrounds indoor and outdoor gardens, will house the new offices and recording studios and is scheduled for completion in early 1974.

# Hansen Rights To 3 Pub Firms

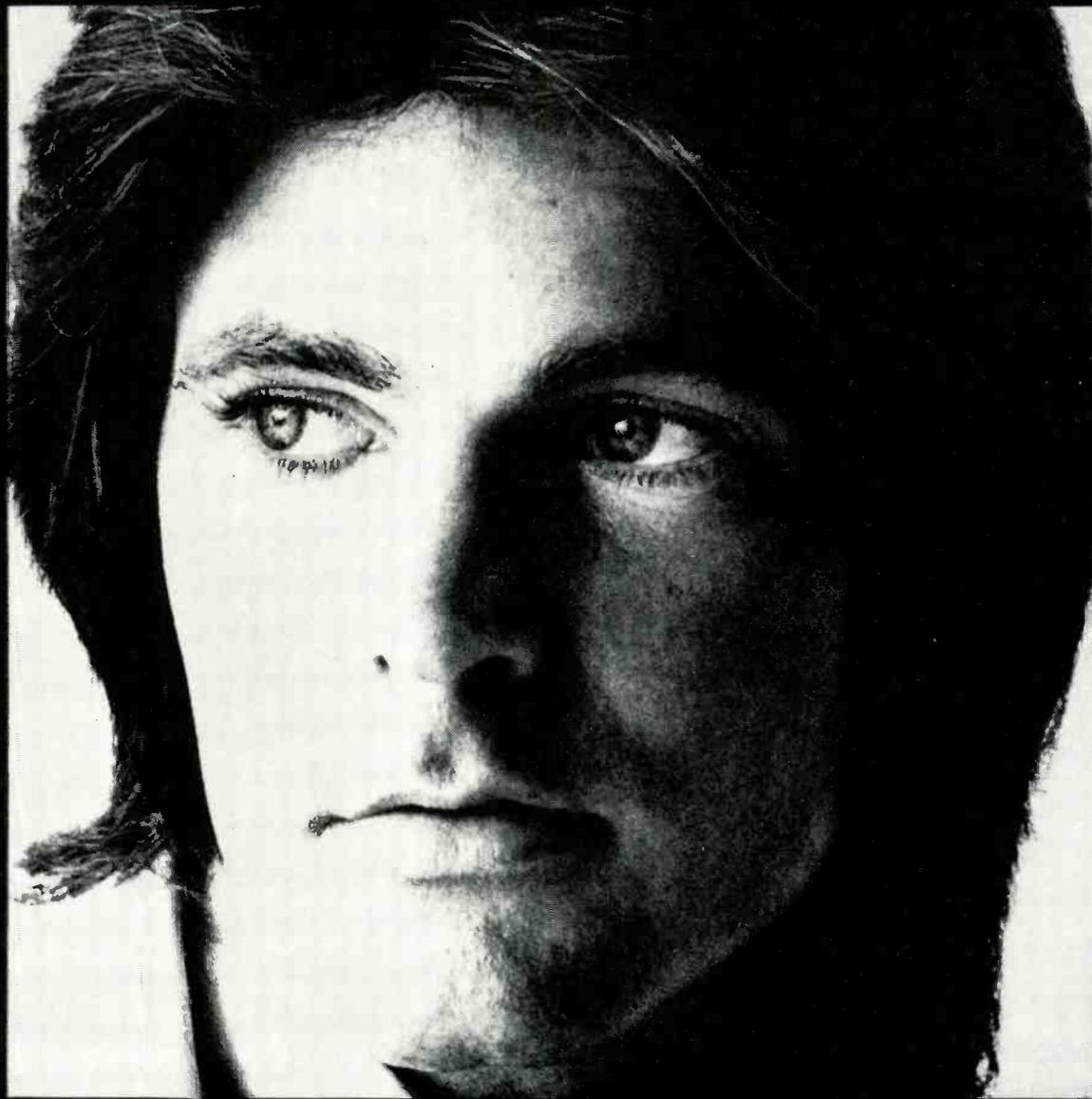
NEW YORK — Hansen Publications has made exclusive, 2-year print deals for the U.S., Canada and United Kingdom with the following companies: Harryson Music, featuring the songs of George Harrison; Startling Music, Ringo Starr's catalog; Apple Music; and Yoko Ono's catalog. Deal runs through Jan. of 1975.

# Chelsea/Thom Bell Production Deal

NEW YORK — Thom Bell, who has produced 44 consecutive chart records in the past two years, has finalized a deal to produce New York City, a new act on Chelsea Records, it was announced by Wes Farrell, president of the label.

Farrell disclosed that Bell has completed recording New York City. The product will be released in mid-January. Bell has been the man behind the sound of such groups as the Delphonics, Stylistics, Little Anthony and the Imperials, the Spinners and the Odds and Ends.

**NEW SINGLE**  
**RICK NELSON**  
**PALACE GUARD**



**Rick and The Stone Canyon Band proudly  
present this fine cut out of "Garden  
Party" B/W A Flower Opens Gently By.**

**Produced by Rick Nelson**  
**MCA 40001**

**MCA RECORDS**

# U. S. Song Fest Sets 4 Concerts Famous Music Global Success

SARATOGA SPRINGS, N.Y. — The premiere American Song Festival, the first of its kind in this country, will be presented in four evening concert programs, Aug. 30-31 and Sept. 1-2, 1973, at the Saratoga Performing Arts Center, Saratoga Springs, N.Y., it was announced by Lawrence W. Goldblatt, chairman of the board and president of the American Song Festival Corp., and Craig Hankenson, general manager of the Saratoga Performing Arts Center.

Budget for the Festival is \$1,150,000. The festival will be the first in a series of annual Labor Day competitions among songs written by American composers-authors, amateur and professional. The final evening's concert will be internationally televised and a souvenir album containing performances of all songs competing in the Festival's finals will be released following the event, expected to be attended by over 100,000 persons.

Open to all U.S. composers, the Festival is a competition wherein 36 semi-finalists songs will be judged by a selected panel of experts from all aspects of the music/entertainment worlds. Hundreds of thousands of entries are anticipated by the Festival's producers prior to the June 15 submission deadline.

## Grand Prize

A grand prize of \$25,000, plus a concert grand piano affixed with a gold medallion commemorative of the Festival, will be awarded to the composer whose song is judged best overall. With three songs to be chosen on each of the first three nights, the nine finalists will receive prizes of \$5,000 each.

From the expected thousands of entries, 36 songs will be selected by the Festival's board of directors to compete as semi-finalists in the competition. The 36 semi-finalist composers will each receive \$1,000 round-trip travel to the Saratoga Springs site for two, and first-class accommodations for the duration of the Festival as its guests.

The 36 semi-finalist songs will be performed in preliminary concerts the first three nights of the Festival. Three winners will be chosen on each of the three nights, and the nine winning songs will be performed and judged in the final, internationally televised concert on Sunday, Sept. 2.

Composers may perform their own semi-finalist songs, or they may designate appropriate singers to interpret their songs for the competition. The Festival's producers will assist non-performing composers in the selection and contracting of singers.

Each of the three preliminary concerts will be hosted by a top-ranked

## Coleman To Manage Steve Allen Career

NEW YORK — Larry Coleman has signed television star Steve Allen to an exclusive personal management pact. Allen, currently hosting the CBS-TV show, "I've Got A Secret," has a play, "The Wake," under option. His fourteenth published book, "What To Say When It Rains," is due out shortly. A concert tour is being planned for Allen, who is also scoring a new musical, "Rondal."

In addition to managing Allen, Coleman is moving into theatrical activity, having optioned two musical properties for production in 1973. Coleman started as author-composer-pianist and wrote for the Kraft Theatre, U. S. Steel Hour and Universal pictures. He was a co-founder of the Kingston Trio publishing firms and headed the theatre division of the Richmond Organization for many years. Coleman was associate producer of the Alan Jay Lerner/John Barry musical, "Lolita, My Love," and most recently served as vice president and general manager of Metromedia Music, a division of Metromedia, Inc.

A New York office will be opened in January.

American composer/performer, who will present a mini-concert of his or her most recent compositions prior to the evening's semi-final showcase and judging. All three artists will co-host the final concert of the Festival.

These artist/hosts will be announced by the Festival's producers later.

Entry forms for composers who wish to submit songs to compete in the Festival are currently being prepared. Negotiations are expected to be completed soon with a major manufacturer of blank tape cassettes for distribution of any entry kit, which will include the entry form, a tape cassette, and a composers handbook designed to assist novice composers in the preparation of their entries.

## Takayoshi Playboy's Mktg Dir.

HOLLYWOOD — Larry Cohn, executive vice president of Playboy Records, has named Tom Takayoshi, national sales manager for Apple and ABKCO Records in Los Angeles the past two years, as director of marketing.

Takayoshi will direct all sales and promo for Playboy, reporting to Cohn.

Prior to his association with Apple and ABKCO, Takayoshi was national promo manager for all Capitol Records' indie labels.

## Dist. Meets

Meanwhile, Cohn heads a cross-country team of Playboy executives set to host a series of regional distributor meetings the week of Jan. 22-26 on behalf of Playboy's forthcoming January release.

Along with Cohn will be Takayoshi, Rocco Catena, director of merchandising, Joe Ruffino, product director and director of publicity Ed Ochs. Each of Playboy's 26 indie distributors will be represented by sales and promo personnel. Talent from Playboy's current roster of 15 artists will entertain at each point.

The meetings are scheduled as follows: Jan. 22, Miami; Jan. 23, Great Gorge, N.J.; Jan. 24, Chicago, Jan. 26, Los Angeles.

## Stax Diversity In '73

(Cont'd from p. 9)

Isaac Hayes, Billy Ekstine, Rufus and Carla Thomas, Albert King, the Bar-Kays, the Emotions, Luther Ingram, the Staple Singers and some 30-plus Stax artists. Portions of the proceeds of the albums, as well as Stax's profits from the film, will be turned over to the Black community organizations, as was the approximately \$70,000 realized in profits from the Coliseum concert.

## TV, Concerts

Bell also notes the Stax Organization is moving heavily into the television musical variety field, which it began with a new concept of special Merv Griffin shows, the first one taped in Dec. in Las Vegas and now in preparation for national syndication. Special was completely conceptualized by Stax and featured Stax artists entirely, headed by Isaac Hayes. Similar shows are now in the process of development, as are a number of hour-long radio specials featuring Stax artists in their entirety.

Primarily involved in soul and rhythm and blues in the past, Stax in the past years has diversified into all areas of music, hitting strongly in 1972 in the country and western field, out of which O. B. McClinton grew into stardom. Similarly, a new deal with Moms Mabley for comedy albums puts the organization firmly into the comedy arena, as does Dave Clark's development of the Gospel Truth division.

Stax artists presently are appearing in almost every state in the

(Cont'd from p. 9)

"oldies" stations in the U.S., is also an international sales smash.

## Selective Process

"The Famous Music labels," according to Tessler, "have been very selective with their foreign distributors. The distribution needs are specialized with each label, and the labels have been licensed according to their individual needs." EMI is the major distributor for Paramount, Dot, Neighborhood, Tumbleweed and Green Bottle. In some areas, however, Paramount and Dot are serviced by licensees other than EMI: Hispavox in Spain, Gamma in Mexico, Negram in Holland, Festival in Australia and New Zealand, Sicamericana in Argentina, Fermata do Brasil in Brazil, Mareco in the Philippines, Record Specialists in Jamaica and Trutone in South Africa to name some.

In Japan: Paramount and Dot are handled by Victor of Japan. Blue Thumb is distributed by King Records, and the Neighborhood, Green Bottle and Tumbleweed labels are serviced by EMI's Toshiba.

Blue Thumb is distributed in England and Scandinavia by Island Records, in France and Belgium by Disques Vogue, in Germany, Austria and Switzerland by Ariola, in Australia and New Zealand by Festival Records, in Singapore and Hong Kong by Cosdel, Mexico by Gamma, Spain by Hispavox, South Africa by EMI, Argentina by Sicamericana, and Brazil by Fermata do Brasil.

In Canada, Quality Records is the distributor for all of the Famous labels with the exception of Sire.

## Future Plans

EMI is about to launch the Tumbleweed and Green Bottle labels throughout the world; Commander Cody is planning a major European tour. "Donna Fargo is being launched country by country," continued Tessler.

The classic children's story, "Charlotte's Web," has been made into a full-length animated feature and will be released abroad even before its scheduled U.S. Easter release. Paramount is releasing the soundtrack album and expects it to be a giant seller.

The original cast album, "Berlin to Broadway with Kurt Weill", the successful Off-Broadway musical, has just been released by Paramount.

Plans are being made for an English production of new rock-opera, "Virgin."

The TV show, "The Brady Bunch," will gain wider audiences as it gains TV markets internationally. The group's albums on Paramount, big sellers in the U.S., will enjoy increased success as their audiences grow throughout the world.

In April, at the Country Music Show in Wembley, England, Dot country stars Hank Thompson and Tommy Overstreet are scheduled to appear. This should serve to expand their popularity and further popularize country music in England and throughout Europe.

In the immediate future Famous plans to release new product by Donna Fargo, Commander Cody, Billy Vaughn, Hank Thompson and an album of Andy Kim's Greatest Hits.

Plans are being made to launch a group of new artists on the various labels. These artists include Lee Holdridge, Sam Signaoff, John Herald, Facedancers, Bad Bascomb, Augie Meyers, All of the Above, and Baxter all on the Paramount label. B. J. Thomas will make his debut on Paramount next month.

Sire Records, distributed by Famous in the U.S. has had action with an initial LP by the Dutch group, Focus. Focus, one of the top groups in England and on the Continent recently captured The Best New Group Awards in separate polls conducted by England's 'Melody Maker' and 'New Musical Express'. Sire is also currently hot with "Why Do Fools Fall in Love" by the English group Summer Wine. This month Famous will be releasing a Sire LP by their smash group, Climax Blues Band, "Rich Man." Also in the release is a new album, "Second Opinion," by the highly rated English group Marvin, Welsh & Farrar.

The Just Sunshine label, currently realizing initial success with the release of "White Elephant," plans to release other artists: Nick Holmes, Fred McDowell and Bette Davis. The Fabulous Rhinestones, who established themselves with their first record, are currently recording their second album for the label.

Family Records, distributed outside the U.S. by Phonogram, has a successful album with The Heywoods, a group of teenagers currently on tour with The Osmond Brothers. Family's upcoming releases include an album by a group called Sleepy Hollow, and an album by a reggae group, The Tidbits.

"With all of these plans for strong market-oriented product for the various labels and artists, I foresee an extremely bright picture for Famous in '73," concluded Martell.

## Goermann A. A.'s National Sales Dir.

NEW YORK — Bob Goermann has been named national sales manager of A.A. Records, producers of the Golden line of kiddie disks.

Goermann, previously vp of Music Man Corp., will supervise all sales to A.A.'s present accounts plus expanding this base to include mail-order and military outlets. He will also assist in developing point-of-sale merchandising aids, co-ordinate ad plans.

Based in New York, he will attend the upcoming NARM convention, at which time the company will introduce a series of new LP's and tapes.

Prior to Music Man, which leased various retail outlets in N.Y. and N.J., Goermann was administrator of merchandising for the RCA Record Club. He started his music business career as a dept. manager with Korvettes and rose to senior buyer for the chain, reporting to vp Dave Rothfeld.

## Belkin Exits Capitol Post

HOLLYWOOD — Herb Belkin has resigned as general manager of A&R at Capitol Records after three years with the organization, over "directional differences of opinion regarding support for artists."

Belkin, who has been at the label's headquarters offices in Hollywood for the past 14 months, will remain on the west coast.

"I had one concept for the support of artists on the roster and Capitol had another," Belkin said last week. "The differences were irreconcilable. I wish them well."

# "Control of Me"

by

LION L41

## Les Emerson

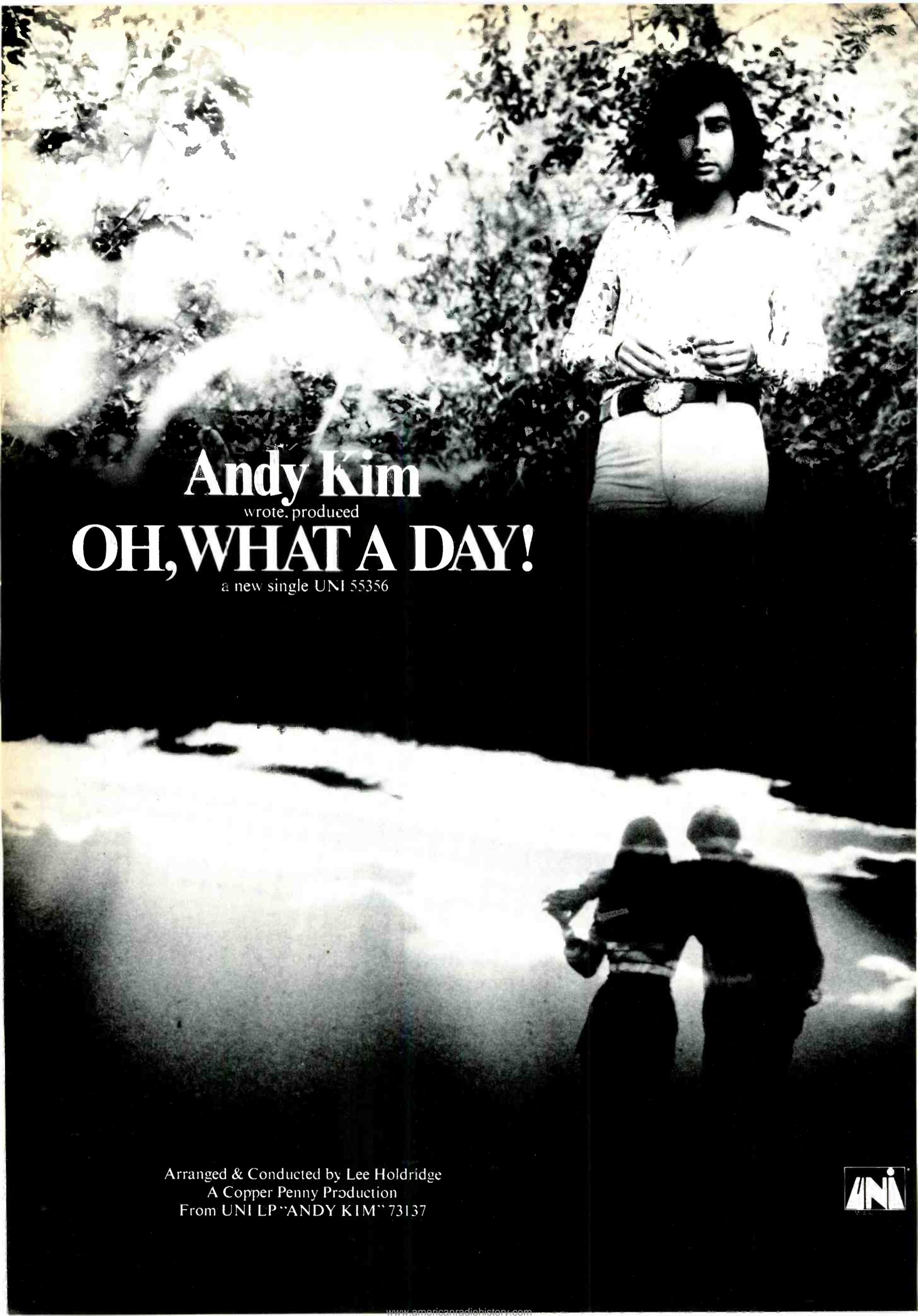


**Lead singer of  
The Five Man Electrical Band  
taking control  
of the singles charts  
everywhere!**

**LION** 

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**Andy Kim**

wrote, produced

**OH, WHAT A DAY!**

a new single UNI 55356

Arranged & Conducted by Lee Holdridge  
A Copper Penny Production  
From UNI LP "ANDY KIM" 73137



# CashBox Top 100 Albums

1	<b>NO SECRETS</b> CARLY SIMON (Elektra EKS 75049)	1	36	<b>THE PARTRIDGE FAMILY NOTEBOOK</b> (Bell 1111)	43	69	<b>CRAZY HORSES</b> THE OSMONDS (MGM/Kolob SE 4581)	61
2	<b>SEVENTH SOJOURN</b> MOODY BLUES (Threshold THS 7) (Dist: London)	2	37	<b>AN ANTHOLOGY</b> DUANE ALLMAN (Capricorn 2LP 0108) (Dist: W.B.)	42	70	<b>TAPESTRY</b> CAROLE KING (Ode 77009)	75
3	<b>RHYMES &amp; REASONS</b> CAROLE KING (Ode SP 77016) (8T/CS 77016) (Dist: A&M)	3	38	<b>PHOENIX</b> GRAND FUNK (Capitol SMAS 11099)	40	71	<b>A SONG FOR YOU</b> CARPENTERS (A&M SP 3511) (8T/CS 3511)	73
4	<b>LIVING IN THE PAST</b> JETHRO TULL (Chrysalis 2CH 1035) (M8/M5 1035) (Dist: W.B.)	4	39	<b>STONEGROUND WORDS</b> MELANIE (Neighborhood NRS 47009) (Dist: Famous)	39	72	<b>HAPPIEST GIRL IN THE WHOLE U.S.A.</b> DONNA FARGO (Dot DOS 26000) (Dist: Famous)	83
5	<b>THE WORLD IS A GHETTO</b> WAR (United Artists UAS 5652)	5	40	<b>I CAN SEE CLEARLY NOW</b> JOHNNY NASH (Epic 31607)	36	73	<b>CLASS CLOWN</b> GEORGE CARLIN (Little David LD 1104) (TP/CS 1104) (Dist: Atlantic)	72
6	<b>SUMMER BREEZE</b> SEALS & CROFTS (W.B. BS 2629) (M8/5 2629)	7	41	<b>GOOD FOOT</b> JAMES BROWN (Polydor PD 2-3004)	44	74	<b>SITTIN' IN</b> LOGGINS & MESSINA (Columbia 31044)	84
7	<b>CATCH BULL AT FOUR</b> CAT STEVENS (A&M 4365) (8T/CS 4365)	8	42	<b>FRESH</b> RASPBERRIES (Capitol ST 11123)	50	75	<b>GYPSY COWBOY</b> NEW RIDERS OF THE PURPLE SAGE (Columbia KC 31930)	82
8	<b>I'M STILL IN LOVE WITH YOU</b> AL GREEN (Hi ZSHL 32074) (Dist: London)	6	43	<b>OF A SIMPLE MAN</b> LOBO (Big Tree 2013) (M8/M5 2013) (Dist: Bell)	41	76	<b>A GOOD FEELIN' TO KNOW</b> POCO (Epic KE 31601) (ET/ST 31601)	80
9	<b>TOMMY</b> THE LONDON SYMPHONY ORCHESTRA & CHAMBER CHOIR WITH GUEST SOLOISTS (Ode SP 99001) (Dist: A&M)	10	44	<b>WHO CAME FIRST</b> PETER TOWNSHEND (Decca/Track DL7-9189)	49	77	<b>JESUS WAS A CAPRICORN</b> KRIS KRISTOFFERSON (Monument 31909) (Dist: Columbia)	79
10	<b>ONE MAN DOG</b> JAMES TAYLOR (Warner Bros. BS 2660) (M8/M5 2660)	11	45	<b>ROCK AND ROLL MUSIC TO THE WORLD</b> TEN YEARS AFTER (Columbia KC 31779) (C8/CT 31779)	46	78	<b>L. A. REGGAE</b> JOHNNY RIVERS (United Artists UAS 6550) (U 8460) (K 0460)	81
11	<b>LOGGINS &amp; MESSINA</b> (Columbia KC 31748) (OT/CA 31748)	12	46	<b>MY BEST TO YOU</b> DONNY OSMOND (MGM SF 4872)	56	79	<b>CAN'T BUY A THRILL</b> STEELY DAN (ABC ABCX 758) (8/5 758)	91
12	<b>HOMECOMING</b> AMERICA (Warner Bros. GS 2655) (M8/M5 2655)	17	47	<b>CHICAGO V</b> (Columbia KC 31102) (CT/CS 31102)	53	80	<b>THE INCOMPARABLE CHARLEY PRIDE</b> (Camden CAS 2584) (CBS 1208) (Dist: RCA)	87
13	<b>FOR THE ROSES</b> JONI MITCHELL (Asylum SD 5057) (CT/CA 5057) (Dist: Atlantic)	14	48	<b>GARDEN PARTY</b> RICK NELSON & THE STONE CANYON BAND (Decca DL 7-5391)	51	81	<b>THEY ONLY COME OUT AT NIGHT</b> EDGAR WINTER (Epic KF 31584)	90
14	<b>HOT AUGUST NIGHT</b> NEIL DIAMOND (MCA 28000)	18	49	<b>JOURNEY THROUGH THE PAST</b> NEIL YOUNG/SOUNDTRACK (Reprise 2XS 6480)	45	82	<b>ALL IN THE FAMILY 2nd ALBUM</b> ORIGINAL TV CAST (Atlantic SD 7232) (TP/CA 7232)	85
15	<b>ROCKY MOUNTAIN HIGH</b> JOHN DENVER (RCA LSP 4731) (P8S/PK 1972)	15	50	<b>WAR HEROES</b> JIMI HENDRIX (Reprise MS 21030) (M8/M5 21030)	52	83	<b>ANTHOLOGY</b> STEVE MILLER BAND (Capitol SVBB 1144)	86
16	<b>LADY SINGS THE BLUES</b> DIANA ROSS/SOUNDTRACK (Motown M 758 D)	20	51	<b>DON McLEAN</b> (United Artists UAS 5651)	60	84	<b>MUSIC IS MY LIFE</b> BILLY PRESTON (A&M SP 3516)	92
17	<b>BURNING LOVE</b> ELVIS PRESLEY (CAS 2595) (C8S/CK 1216)	16	52	<b>FACES</b> SHAWN PHILLIPS (A&M 4363) (8T/CS 4363)	59	85	<b>TRANSFORMER</b> LOU REED (RCA LSP 4807) (P8S 2095)	93
18	<b>360° OF BILLY PAUL</b> (Phila. Int'l 31793) (Dist: Columbia)	19	53	<b>THE LADY'S NOT FOR SALE</b> RITA COOLIDGE (A&M SP 4370) (8T/CS 4370)	55	86	<b>NEVER A DULL MOMENT</b> ROD STEWART (Mercury SRM-1-646) (MC-8-646) (MCR-4-646)	88
19	<b>SUPER FLY</b> CURTIS MAYFIELD—Original Motion Picture Soundtrack (Curtom CR8 8014)	9	54	<b>NEW BLOOD</b> BLOOD, SWEAT & TEARS (Columbia KC 31780) (CA/CT 31780)	26	87	<b>WHO DO WE THINK WE ARE!</b> DEEP PURPLE (Warner Bros. 2678)	—
20	<b>TALKING BOOK</b> STEVIE WONDER (Tamla 319)	28	55	<b>BACK TO FRONT</b> GILBERT O'SULLIVAN (Mam 5) (Dist: London)	63	88	<b>THE RISE &amp; FALL OF ZIGGY STAR-DUST &amp; THE SPIDERS FROM MARS</b> DAVID BOWIE (RCA LSP 4702) (P8S/PK 1932)	89
21	<b>CARAVANSERA!</b> SANTANA (Columbia KC 31610) (CT/CA 31610)	13	56	<b>SPACE ODDITY</b> DAVID BOWIE (RCA LSP 4813)	57	89	<b>HURRICANE SMITH</b> (Capitol ST 11139)	102
22	<b>BARBRA STREISAND LIVE CONCERT AT THE FORUM</b> (Columbia KC 31760) (CT/CA 31760)	22	57	<b>IT NEVER RAINS IN SOUTHERN CALIFORNIA</b> ALBERT HAMMOND (Mums KZ 31905) (Dist: Columbia)	64	90	<b>THE 5th DIMENSION GREATEST HITS</b> (Bell 1106) (8/5 1106)	94
23	<b>THE GUITAR MAN</b> BREAD (Elektra EKS 75047) (ET 85047) (TC 55047)	21	58	<b>WHY DON'T CHA</b> WEST, BRUCE & LAING (Columbia KC 31919) (CT/CA 31929)	27	91	<b>SEVEN SEPARATE FOOLS</b> 3 DOG NIGHT (Dunhill DSD 501-18) (8/5 50119) (Dist: ABC)	67
24	<b>EUROPE '72</b> GRATEFUL DEAD (Warner Bros. 3 WX 2668)	25	59	<b>BIG BAMBU</b> CHEECH & CHONG (Ode SP 77014) (8T/CS 77014)	62	92	<b>CYMANDE</b> (Janus JLS 3044)	103
25	<b>ALL DIRECTIONS</b> TEMPTATIONS (Gordy G962)	23	60	<b>MAN OF LA MANCHA</b> MOVIE SOUNDTRACK (United Artists UAS 9906)	68	93	<b>BEN</b> MICHAEL JACKSON (Motown M 755)	65
26	<b>THE MAGICIAN'S BIRTHDAY</b> URIAH HEPP (Mercury SRM 1-652)	29	61	<b>I MISS YOU</b> HAROLD MELVIN & BLUE NOTES (Phila. Int'l KZ 31648) (Dist: Columbia)	47	94	<b>TO WHOM IT MAY CONCERN</b> BEE GEES (Atco 7012) (TP/CS 7012) (Dist: Atlantic)	69
27	<b>I AM WOMAN</b> HELEN REDDY (Capitol ST 11068)	32	62	<b>(IF LOVING YOU IS WRONG) I DON'T WANT TO BE RIGHT</b> LUTHER INGRAM (Koko KDS 2202) (Dist: Col.)	48	95	<b>MOODS</b> NEIL DIAMOND (Uni 93136)	76
28	<b>CREEDENCE GOLD</b> CREEDENCE CLEARWATER (Fantasy 9418)	31	63	<b>ROCK ME BABY</b> DAVID CASSIDY (Bell 1109) (M8/M5 1109)	35	96	<b>ROCK OF AGES</b> BAND (Capitol SABB 11045) (8XBB/4XBB 11045)	77
29	<b>THE DIVINE MISS M</b> BETTE MIDLER (Atlantic SD 7238) (TP/CA 7238)	34	64	<b>CLOSE TO THE EDGE</b> YES (Atlantic 7244) (TP/CS 7244)	38	97	<b>CARNEY</b> LEON RUSSELL (Shelter SW 8911) (8XW/4XW 8911) (Dist: Capitol)	96
30	<b>KEEPER OF THE CASTLE</b> FOUR TOPS (Dunhill DS 50129)	30	65	<b>GREEN IS BLUE</b> AL GREEN (Hi SHL 32055) (Dist: London)	74	98	<b>LIZA WITH A 'Z'</b> LIZA MINNELLI (Columbia KC 31762) (CT/CS 31762)	95
31	<b>JOE COCKER</b> (A&M 4368) (8T/CS 4368)	33	66	<b>FULL HOUSE</b> J. GEILS BAND (Atlantic 7241) (TP/CS 7241)	71	99	<b>HONKY CHATEAU</b> ELTON JOHN (Uni 93135)	97
32	<b>MORE HOT ROCKS (BIG HITS &amp; FAZED COOKIES)</b> ROLLING STONES (London 2PS 626/7)	54	67	<b>DAYS OF FUTURE PASSED</b> MOODY BLUES (Deram WES 18012) (Dist: London)	68	100	<b>SIMON &amp; GARFUNKEL'S GREATEST HITS</b> (Columbia KC 31350) (CT/CS 31350)	99
33	<b>ROUND 2</b> STYLISTICS (Avco AV 11006)	37	68	<b>WILLIE REMEMBERS</b> RARE EARTH (Rare Earth R5431) (Dist: Motown)	70			



# TOP 100 Albums

101 TO 170

- |     |   |     |   |     |   |
|-----|---|-----|---|-----|---|
| 101 | <b>MAN WHO SOLD THE WORLD</b><br>DAVID BOWIE (RCA LSP 4816) (P8S/PK 2103) 101                 | 124 | <b>CHARLIE McCOY</b><br>(Monument KZ 31910) (Dist: Columbia) 131  | 148 | <b>HONKY-TONK STARDUST COWBOY</b><br>JONATHAN EDWARDS (Atlantic SD 862) 149                 |
| 102 | <b>WHISTLE RYMES</b><br>JOHN ENTWISTLE (Decca DL-9190) 104                                    | 125 | <b>SLIDES</b><br>RICHARD HARRIS (Dunhill 50133) 125   | 149 | <b>PRELUDE DEODATO</b><br>DEODATO (CTI 6021) —  |
| 103 | <b>REALLY</b><br>J. J. CALE (Shelter SW 8912) (Dist: Capitol) 130                             | 126 | <b>ALL TIME GREATEST HITS</b><br>BOBBY VINTON (Epic KC 31487) 140   | 150 | <b>BULLDOG</b><br>(Decca DL 7-5370) 163   |
| 104 | <b>LAST DAYS &amp; TIME</b><br>EARTH, WIND & FIRE (Columbia 31622) (CT/CA 31622) 129          | 127 | <b>WHY CAN'T WE LIVE TOGETHER</b><br>TIMMY THOMAS (Glades 33-6501) —  | 151 | <b>LIFE GOES ON</b><br>PAUL WILLIAMS (A&M SP 4367) 134                                      |
| 105 | <b>BABY DON'T GET HOOKED ON ME</b><br>MAC DAVIS (Columbia KC 31770) (CT/CS 41770) 78          | 128 | <b>SONG SUNG BLUE</b><br>JOHNNY MATHIS (Columbia KC 31626) (ST/CA 31626) 111  | 152 | <b>CAN'T YOU HEAR THE SONG?</b><br>WAYNE NEWTON (Chelsea CHE 1103) (P8/PK CE 1103) 135      |
| 106 | <b>GODSPELL</b><br>ORIGINAL CAST (Bell 1102) (8/5 1102) 112                                   | 129 | <b>FREE TO BE . . . YOU AND ME</b><br>MARLO THOMAS & FRIENDS (Bell 1110) 132  | 153 | <b>THICK AS A BRICK</b><br>JETHRO TULL (Reprise MS 2072) 156                                |
| 107 | <b>1957 1972</b><br>SMOKEY ROBINSON & THE MIRACLES (Tamla 320) (Dist: Motown) 161             | 130 | <b>WILL THE CIRCLE BE UNBROKEN</b><br>NITTY GRITTY DIRT BAND (United Artists 9801) 144                                      | 154 | <b>DEMONS &amp; WIZARDS</b><br>URIAH HEEP (Mercury SRM 1-630) 136                           |
| 108 | <b>HOT ROCKS 1964-1971</b><br>ROLLING STONES (London 2PS 606/7) 105                           | 131 | <b>LYNN ANDERSON'S GREATEST HITS</b><br>(Columbia KC 31641) (CA/CT 31641) 119   | 155 | <b>SLOPPY SECONDS</b><br>DR. HOOK & THE MEDICINE SHOW (Columbia KC 31702) (CT/CA 31702) 160 |
| 109 | <b>THE BEST OF THE BYRDS GREATEST HITS VOLUME II</b><br>(Columbia KC 31795) (CT/CS 31795) 110 | 132 | <b>THE SLIDER</b><br>T. REX (Reprise 2095) 116  | 156 | <b>RURAL SPACE</b><br>BREWER & SHIPLEY (Kama Sutra 2058) (Dist: Buddah) 159                 |
| 110 | <b>THE LONDON CHUCK BERRY SESSIONS</b><br>(Chess CH 60020) 115                                | 133 | <b>THE PARTRIDGE FAMILY AT HOME WITH THEIR GREATEST HITS</b><br>(Bell 1107) (8/5 1107) 120                                  | 157 | <b>CHUBBY CHECKER GREATEST HITS</b><br>(ABKCO 4219) 149                                     |
| 111 | <b>BACK STABBERS</b><br>O'JAYS (Phila. Int'l 31712) (Dist: Columbia) 117                      | 134 | <b>HOLLAND</b><br>BEACH BOYS (Brother/Reprise MS 2118) —  | 158 | <b>NEWPORT IN N.Y. '72 SOUL SESSIONS VOL. 6</b><br>(Cobblestone CST 9028) 164               |
| 112 | <b>IN THE CAN</b><br>FLASH (Capitol CPAL 11115) 109   | 135 | <b>ACROSS 110th STREET</b><br>BOBBY WOMACK & PEACE, J. J. JOHNSON, ORIGINAL MOTION PICTURE SCORE (United Artist USA-5525) — | 159 | <b>UNDERSTANDING</b><br>BOBBY WOMACK (United Artists UAS 5577) 151                          |
| 113 | <b>KILLER JOE</b><br>LITTLE JIMMY OSMOND (MGM SE 4855) 114                                    | 136 | <b>THROUGH THE EYES OF LOVE</b><br>RAY CHARLES (ABC 765) 141  | 160 | <b>REMINISCING</b><br>LAWRENCE WELK (Ranwood 5001) 165                                      |
| 114 | <b>DOUBLE GOLD</b><br>NEIL DIAMOND (Bang BSD2-227) —  | 137 | <b>AZTECA</b><br>(Columbia KC 31776) (CA/CT 31776) 148  | 161 | <b>BALLADBOOK</b><br>JOAN BAEZ (Vanguard VSD 41/42) 166                                     |
| 115 | <b>TRILOGY</b><br>EMERSON, LAKE & PALMER (Cotillion SD 9903) (TP/CS 9903) 98                  | 138 | <b>FIDDLER ON THE ROOF</b><br>SOUNDTRACK (United Artists 10900) 157   | 162 | <b>LED ZEPPELIN</b><br>(Atlantic 7208) 168  |
| 116 | <b>GOLDEN DECADE</b><br>CHUCK BERRY (Chess 2CH 1514) 106                                      | 139 | <b>MOVING WAVES</b><br>FOCUS (Sire SAS-7401) (Dist: Paramount) —  | 163 | <b>HIMSELF</b><br>GILBERT O'SULLIVAN (Mam 4) (Dist: London) 139                             |
| 117 | <b>ALL THE KINGS HORSES</b><br>GROVER WASHINGTON JR. (Kudu KU 07) (Dist: CTI) 122             | 140 | <b>STILL BILL</b><br>BILL WITHERS (Sussex SXBS 7014) (Dist: Buddah) 125   | 164 | <b>GIVE IT UP</b><br>BONNIE RAITT (W.B. 2643) 155   |
| 118 | <b>THE SUPREMÈS</b><br>(Motown M756L) 107   | 141 | <b>FROM BEYOND THE GRAVE</b><br>THE AMAZING SPIDER MAN (Buddah 5119) 142  | 165 | <b>AUSTIN ROBERTS</b><br>(Chelsea CH 1004) (P8CE 1004) (Dist: RCA) 158                      |
| 119 | <b>TOULOUSE STREET</b><br>DOOBIE BROS. (Warner Bros. BS 2634) 100                             | 142 | <b>DANCING IN THE MOONLIGHT</b><br>KING HARVEST (Perception PLP-36) —   | 166 | <b>STRANGE FRUIT</b><br>BILLIE HOLIDAY (Atlantic SD 1614) —                                 |
| 120 | <b>RIGHT-OFF!</b><br>HUDSON & LANDRY (Dore LP 329) 123  | 143 | <b>ALONE AGAIN, NATURALLY</b><br>ESTHER PHILLIPS (Kudu KU-09) (Dist: CTI) 146   | 167 | <b>BILLIE HOLIDAY STORY</b><br>(Decca DSX 7161) —   |
| 121 | <b>THE CHI-LITES GREATEST HITS</b><br>(Brunswick 754184) 113                                  | 144 | <b>GLEN TRAVIS CAMPBELL</b><br>(Capitol 11117) 147  | 168 | <b>1776</b><br>ORIGINAL FILM CAST (Columbia 31741) —  |
| 122 | <b>ARTIFICIAL PARADISE</b><br>GUESS WHO (RCA LSP 4830) —                                      | 145 | <b>STARTING ALL OVER AGAIN</b><br>MEL & TIM (Stax STS-3007) (Dist: Columbia) —  | 169 | <b>SUNNY DAYS</b><br>LIGHTHOUSE (Evolution 3016) —  |
| 123 | <b>DOS</b><br>MALO (Warner Bros. BS 2652) (M8/M5 2652) 108                                    | 146 | <b>EAGLES</b><br>(Asylum SD 5054) (TP/CS 5054) 127  | 170 | <b>ELVIS AT MADISON SQUARE GARDEN</b><br>(RCA LSP 4776) 167                                 |
|     |   | 147 | <b>PIPPIN</b><br>ORIGINAL CAST (Motown M 760L) —  |     |   |



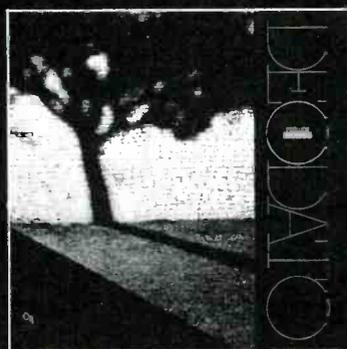
## R & B TOP 60

- |    |   |    |   |    |   |    |  |
|----|---|----|---|----|---|----|--|
| 1  | <b>LOVE JONES</b><br>Brighter Side of Darkness (20th Century Fox 2002) 2        | 17 | <b>I MISS YOU BABY</b><br>Millie Jackson (Spring 131) (Dist: Polydor) 22  | 31 | <b>WE DID IT</b><br>Syl Johnson (Hi 2229) (Dist: London) 34   | 45 | <b>I GOT ANTS IN MY PANTS (PART 1)</b><br>James Brown (Polydor 14162) —          |
| 2  | <b>SUPERSTITION</b><br>Stevie Wonder (Tamla 54226) 3                            | 18 | <b>CORNER OF THE SKY</b><br>J Papa Five (Motown 1214) 13  | 32 | <b>SILLY WASN'T I</b><br>Valerie Simpson (Tamla 54624) 32   | 46 | <b>OVERTIME MAN</b><br>Don Covay (Dial 73311) (Dist: Mercury) 47                 |
| 3  | <b>WHY CAN'T WE LIVE TOGETHER</b><br>Timmy Thomas (Glades 1703) 1               | 19 | <b>PAPA WAS A ROLLING STONE</b><br>Temptations (Gordy 7121F) 15   | 33 | <b>THE MESSAGE</b><br>Cymande (Janus 203) 39  | 47 | <b>KILLING ME SOFTLY WITH HIS SONG</b><br>Roberta Flack (Atlantic 2940) —        |
| 4  | <b>SUPERFLY</b><br>Curtis Mayfield (Curton 1978) (Dist: Buddah) 5               | 20 | <b>COULD IT BE I'M FALLING IN LOVE</b><br>Spinners (Atlantic 2927) 36   | 34 | <b>(DON'T LEAVE ME) STARVIN' FOR YOUR LOVE</b><br>Holland Dozier & Holland (Invictus 9133) (Dist: Capitol) 40 | 48 | <b>WOMAN STEALER</b><br>Joe Tex (Dial 1008) —                                    |
| 5  | <b>THE WORLD IS A GHETTO</b><br>War (United Artists 50975) 6                    | 21 | <b>OH NO, NOT MY BABY</b><br>Merry Clayton (Ode 66030) (Dist: A&M) 23   | 35 | <b>LET US LOVE</b><br>Bill Withers (Sussex 247) (Dist: Buddah) 35   | 49 | <b>BACK UP</b><br>Manhattans (De Luxe 45-144) —                                  |
| 6  | <b>TROUBLE MAN</b><br>Marvin Gaye (Tamla 54229) (Dist: Motown) 10               | 22 | <b>I'M STONE IN LOVE WITH YOU</b><br>Stylistics (Avco 4603) 20  | 36 | <b>GRAND CENTRAL SHUTTLE</b><br>Johnny Griffith (RCA 0805) 38   | 50 | <b>THINK IT OVER</b><br>Delfonics (Philly Groove 174) —                          |
| 7  | <b>ME &amp; MRS. JONES</b><br>Billy Paul (Phila. Int'l 3521) (Dist: Columbia) 4 | 23 | <b>WE NEED ORDER</b><br>Chi-Lites (Brunswick 55489) 24  | 37 | <b>LOVE TRAIN</b><br>O'Jays (Phila. Int'l 3524) (Dist: Columbia) 44   | 51 | <b>I WON'T LET THE CHUMP BREAK YOUR HEART</b><br>Carl Carlton (Back Beat 627) 51 |
| 8  | <b>I GOT A BAG OF MY OWN</b><br>James Brown (Polydor 14153) 7                   | 24 | <b>YOU'VE GOT TO TAKE IT (IF YOU WANT IT)</b><br>The Main Ingredient (RCA 0856) 33                                    | 38 | <b>IT AIN'T WHO YOU KNOW</b><br>Jackie Moore (Atlantic 2902) 42   | 52 | <b>I'M SORRY</b><br>Barbara Jean English (Lithia 6042) 53                        |
| 9  | <b>I'LL BE YOUR SHELTER</b><br>Luther Ingram (Koko 2113) (Dist: Columbia) 9     | 25 | <b>BREAKING UP SOMEBODY'S HOME</b><br>Albert King (Stax 0147) 29  | 39 | <b>I CAN'T STAND TO SEE YOU CRY</b><br>Smokey Robinson & Miracles (Tamla 54255) (Dist: Motown) 46             | 53 | <b>LET ME DO MY THING</b><br>People's Choice (Phil A. Of Soul 358) —             |
| 10 | <b>HARRY HIPPIE</b><br>Bobby Womack & Peace (United Artists 50988) 16           | 26 | <b>WHAT MY BABY NEEDS NOW IS A LITTLE MORE LOVING</b><br>James Brown & Lynn Collins (People 14157) (Dist: Polydor) 27 | 40 | <b>GIVE ME YOUR LOVE</b><br>Barbara Mason (Buddah 331) 48   | 54 | <b>TIME IS LOVE</b><br>Black Ivory (Today 1516) (Dist: Perception) 60            |
| 11 | <b>YOU OUGHT TO BE WITH ME</b><br>Al Green (Hi 2227) (Dist: London) 8           | 27 | <b>FIRST TIME EVER I SAW HER FACE</b><br>Jimmy Castor (RCA 0836) 26   | 41 | <b>(I GOT) SO MUCH TROUBLE IN MY MIND</b><br>Joe Quarterman & Free Soul (GFS 6879) 41                         | 55 | <b>HOT WIRE</b><br>Al Green (Bell 45305) 56                                      |
| 12 | <b>TRYING TO LIVE MY LIFE</b><br>Otis Clay (Hi 2226) (Dist: London) 14          | 28 | <b>WISH THAT I COULD TALK TO YOU</b><br>Sylvers (Pride 1019) (Dist: MGM) 37   | 42 | <b>THE TRUTH SHALL MAKE YOU FREE</b><br>King Hannibal (Aware) 43  | 56 | <b>ONE NIGHT AFFAIR</b><br>Jerry Butler (Mercury 362) 21                         |
| 13 | <b>DADDY'S HOME</b><br>Jermaine Jackson (Motown 1201) 17                        | 29 | <b>TODAY I STARTED LOVING YOU AGAIN</b><br>Bettye Swann (Atlantic 2921) 31  | 43 | <b>AFTER HOURS</b><br>J. R. Bailey (Toy PR 3805) 45   | 57 | <b>DO IT IN THE NAME OF LOVE</b><br>Candi Staton (Fame 91009) (Dist: UDC) 59     |
| 14 | <b>TROUBLE IN MY HOME</b><br>Joe Simon (Spring 130) (Dist: Polydor) 11          | 30 | <b>REELIN' &amp; ROCKIN'</b><br>Chuck Berry (Chess 2136) 19   | 44 | <b>GOOD MORNING HEARTACHE</b><br>Diana Ross (Motown 1211) 50  | 58 | <b>BRAND NEW KEY</b><br>Four Of A Kind (Toy 3804) (Dist: Paramount) 58           |
| 15 | <b>KEEPER OF THE CASTLE</b><br>The Four Tops (Dunhill 4330) 12                  |    |   |    |   | 59 | <b>FEEL THE NEED</b><br>Detroit Emeralds (Westbound 209) 25                      |
| 16 | <b>I NEVER FOUND A MAN</b><br>Esther Phillips (Kudu 910) (Dist: CTI) 18         |    |   |    |   | 60 | <b>SOMEBODY LOVES YOU</b><br>Whispers (Janus 200) —                              |



# DEODATO (2001)

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# Pickett Pacts With RCA

NEW YORK — Wilson Pickett has signed a long-term exclusive recording contract with RCA Records.

The announcement was made by Rocco M. Laginestra, president, RCA Records, who said: "Wilson Pickett is a name without peer in the R&B music field, but his talent transcends mere type casting, making him one of the giants of the music world. His decision to sign an exclusive contract with RCA Records is a strong compliment to us as a company and is an affirmation that our deep commitment to R&B music is being recognized in a most positive way."

Laginestra continued: "We take great pleasure in announcing this signing and look forward to a long and successful association with Wilson."



Wilson Pickett (seated left), one of the biggest names in recording, is shown immediately after signing a new, exclusive recording contract with RCA Records. At his immediate right are RCA mascot Nipper and RCA Records' president, Rocco Laginestra. In the back row, from left, are: Brad Shapiro, Pickett's producer; Don Heckman, RCA division vice president, East Coast A&R; Buzz Willis, RCA Director of R&B Music; and Mort Hoffman, RCA division vice president, Commercial Operations.

Pickett's first single for RCA will be released within the next few weeks. This will be followed soon thereafter with his debut RCA album.

Pickett first scored heavily with his recording of "In The Midnight Hour." He followed this with, "Funky Broadway," "Mustang Sally," "Don't Let The Green Grass Fool You," and "Don't Knock My Love." He also has received a Grammy award for his recording of "Engine 9."

## RCA Produces Martin L. King, Jr. Benefit In Atlanta

NEW YORK — RCA Records is producing the second annual Martin Luther King, Jr., Birthday Benefit in Atlanta, on Monday night, January 15, at The OMNI Convention Center. Proceeds from the concert and a royalty from the sale of the proposed record to be made from it will go to the Center For Social Change, the organization started by the late Dr. King. The concert is to be held on the slain civil rights leader's forty-fourth birthday anniversary.

An array of top talent has been assembled for the event, including comedian Flip Wilson, and the following recording acts: The Jimmy Castor Bunch, Jose Feliciano, The Friends of Distinction, Linda Hopkins, The Main Ingredient, Mother's Finest, and Wilson Pickett. All the acts on the program, with the exception of Flip Wilson, are exclusive RCA recording artists, and will be the basis of the proposed recording to be made from the concert. RCA has announced that royalties from the recording will be paid to the Martin Luther King, Jr., Center For Social Change.

At a press conference announcing the event, Mrs. Coretta King praised RCA Records for "their meaningful participation in promoting the work of Dr. King."

## Stereo Dimension's 'Roadshow'



Stereo Dimension's first release on their new R&B label, Roadshow, has been listed as a breakout in six major markets. "Love Walked Out" by Don Downing and produced by Tony Camello is charted on a number of stations including WWIN, Baltimore; WMBN, Miami; WJMO, Cleveland; WYOK, Houston; WDIA, Memphis; and WAOK, Atlanta. Roadshow president Fred Frank (second from left) gives an approving glance at Cash Box charts with (left to right) Stereo Dimension national sales and promotion director Fred Edwards, recording artist Don Downing and Stereo Dimension president Loren Becker.

## New Year's Party



(L to R) Don Covay (Mercury) and Yvonne (Mrs. Covay), Lois Purdie (Mrs. Purdie), Bernard Purdie, Leila Bennett and Don Drossell, at Purdie's home for a rare Purdie New Year's party.

## Stax Anticipates Top 1973 Bookings Hayes Sets Pace

MEMPHIS — Stax Records, Inc., following a banner year of bookings throughout the country for all the company's artists, has begun top level dates on artists for 1973, breaking heavily into the European market with forthcoming tour abroad for Isaac Hayes.

Hayes, who begins European trek January 17 with appearance at Rome's Paleis Theater, followed by a major gig at the Midem conference in Cannes and continuing to Paris, Frankfurt, Amsterdam and London, leads the Stax booking register.

Billy Eckstine, who played the Valley Music Theatre, Los Angeles, January 8-14, backed by special guesting on the Tandem Productions special, "Duke Ellington . . . We Love You Madly", is continuing with Feb. 27-March 4 booking at Flamboyant Hotel, San Juan, Puerto Rico.

Other Stax artists now booked for upcoming dates include: Ben Atkins, open end at Cotton Club, Huntsville, Ala.; The Dramatics, dates at Akron, Ohio, New York; Lou Johnson, numerous dates in Dallas; Little Milton, dates in Mason, Tenn.; Luther Ingram and Tommy Tate recently completed stints at the Apollo in New York City.

New Stax country and western artist O. B. McClinton is anticipating one of the heaviest schedules of his career beginning this month, with bookings at Frankfort, Ky.; Alexandria, La.; Jackson, Miss.; Memphis, Tenn.; Meridian, Miss.; Marceline, Mo., and Chattanooga, Tenn. Continuing into February, McClinton is booked at Randy's Rodeo Club, San Antonio, Texas, Feb. 3, followed by The Raven, Laurel, Miss., Feb. 31, and Shrine Mosque, May. 20.

## The Z. Z. Hill

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## Randy Edelman Brings Tears



## Who is Needom Carroll Grantham?

BRING OUT



AND BRING OUT THE BEST

FEBRUARY 16th

**POSITIVELY SOUL**—Raeford Gerald, who produces Millie Jackson, has produced a new group, Act I who are signed to Spring Records and the single, "Friends Or Lovers", should launch this group in flying fashion . . . Big Birthday bash for Johannan Vigoda, at Woodstock, on a recent weekend was a swinging in-thing—some of the heavies that showed included, Stevie Wonder and Tim Moore (ABC Dunhill)—with lots of jamming. Harris Goldberg (concert booker) minus some hair, says the session would have made a helluva album . . . Grassroots Records seems to be getting off on the goodfoot for '73 with the 'Females Answer To Ding-A-Ling' "My Pussycat" by Miss Chuckle Cherry. The single is getting heavy airplay and sales in several key markets on the eastern seaboard . . . The week of Feb. 11th is shaping up as a very heavy week in the New York City area, Mandrill and the Symphony of the New World are scheduled for Philharmonic Hall at 8 p.m., Feb. 11th, and Billy Paul will be appearing with Les McCann at Carnegie Hall, also on Feb. 11th. It is also the week for Celebration of Black History Week . . . Patti Jo, who was absolutely sensational in her role as Lutiebelle in Purlie, has a single produced by Curtis Mayfield, "Ain't No Love Lost", on Scepter and the single has all the ingredients to make it.

**THE JAZZ SCENE**—Greg Hall, formerly with CTI, has joined Atlantic and will be handling national promotion for the jazz product . . . Lloyd Price and Bernard Purdie are readying product and release dates for the initial offerings for their new Encore jazz label . . . Dakota Staton, opening at the Half Note Club in Manhattan, Jan. 8th is doing her thing with some heady jazz material including, "A House Is Not A Home", "Foggy Day" and "Hey, Lordy Lord" and she can go into an Ella Fitzgerald bag with such tunes as "Foggy Day" and "Broadway", she'll be there through Jan. 20th. James Moody, sax and flute, and his quartet are headlining, also through the 20th. On Jan. 22nd, the renowned Dizzy Gillespie Quintet will return for its second engagement at the Half Note since its opening in mid-town Manhattan in October.

Mystery Photos which appeared last week in CB in R&B Ingredients (photo left) is Stephanie Mills, a 15 year old singer, from NYC (dynamite ready to explode) has been signed to Burlington Productions, a division of Burlington Music Corp., a single and an album is currently being readied for a session, so if you have any great material please contact Eddie V. Deane at Burlington . . . Connie Thomas, who was the left photo, has been signed to Ro-Deen Enterprises and she may be described as a talent to explode on the recording scene. To uncork the confusion, Connie Thomas as pictured last week is not the same Connie Thomas, who was with WLIB as program director and a great on-the-air personality, and who is currently with GSF Records. Her many fans and friends will be happy to learn that her photo will run in a forthcoming issue of CB. Connie Thomas of WLIB and now with GSF is still soul sister number one.

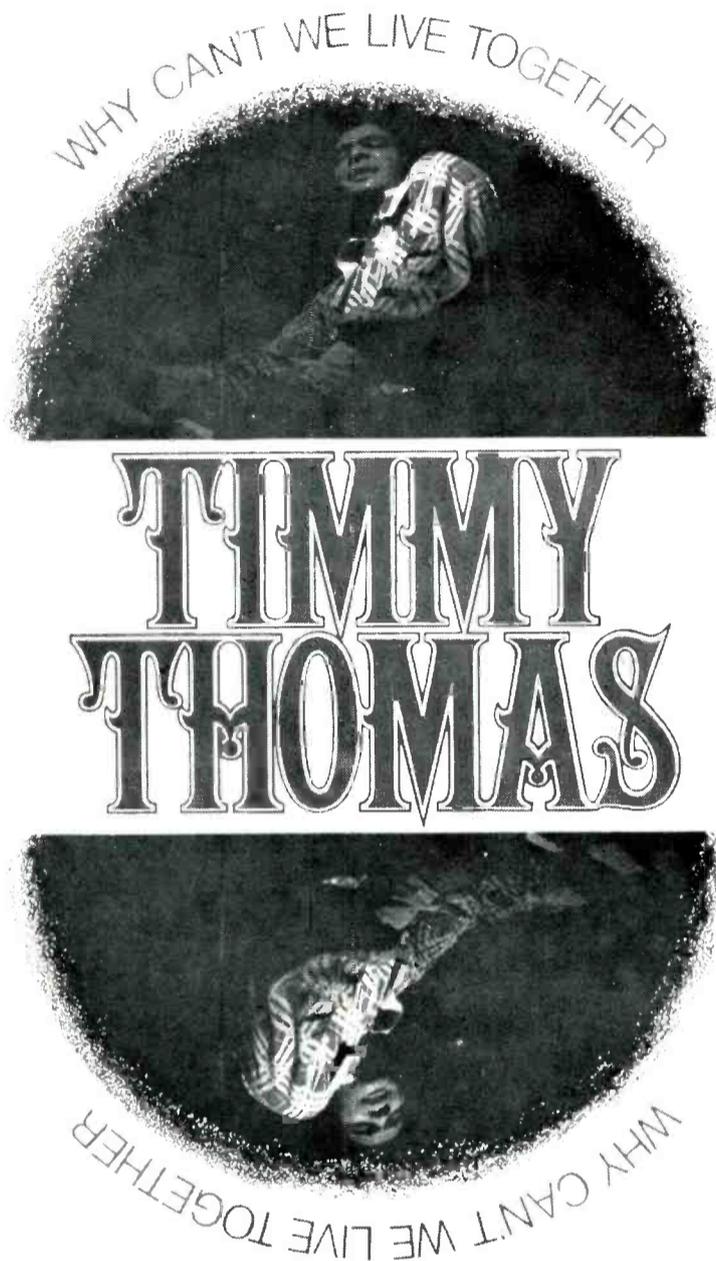
**Recent Happenings**—The Jerry Washington single on Nashboro, "Right Here Is Where You Belong" is beginning to look like a national hit, Nashboro reports that sales are in excess of 75,000, for this Jerry Washington release . . . "My Everything You Are", by Mark IV on Mercury is also shaping up as a top hit for the group . . . Also keep an eye out for the Baby Washington single on Master Five, "Baby Let Me Get Close To You".

don drossell

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## Elektra Goes Dolby B on Cassettes

HOLLYWOOD — Keith Holzman, vice president in charge of production marketing and the studios for Elektra Records, informed the promotion and sales personnel and executives of Elektra and the Warner-Elektra-Atlantic Distributing Corp. convened in Phoenix, that all cassette-type releases by Elektra and its classical label Nonesuch will be manufactured employing the Dolby B system, starting with the January and February releases previewed at the convention. The Dolby system reduces the hiss level inherent in tape production. The B system, which was developed two years ago for the mass manufacture of cassettes, has been in general consumer use for approximately a year

but according to Holzman, Elektra held back from employing the system until the company could satisfy itself that the process was of definite advantage to the consumer.

Holzman told the assembled W-E-A's, "As a result of extensive field testing, and now that we are satisfied that the consumer hardware and manufacturing capability meet our stringent quality control standards, we have concluded that the system constitutes a viable significant advance in providing recordings of the highest possible quality to the public."

Six years ago Elektra was the first user of the Dolby A system for master tapes.

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## Ampex & Project 3 Renew Tape Ties

ELK GROVE, ILL. — Ampex Stereo Tapes (AST) and Project 3 have announced the renewal of their long-term tape licensing agreement for manufacturing and marketing rights in the U.S. and Canada, it was announced by William Slover, Ampex vice-president and general manager of AST.

Project 3 president Enoch Light is a pioneer in sound recordings and his "Enoch Light & The Light Brigade" albums of Broadway scores and film soundtracks have been popular sellers since the early days of stereo recording.

The label has many big name recording artists that have been consistent sales performers. In addition to The Light Brigade are Tony Mottola, Bobby Hackett, Dick Hyman, Urbie Green, and the Enoch Light Singers. AST recently released six quadraphonic 8-track recordings from Project 3 that include samplings from Urbie Green and Tony Mottola, a new sampler tape and movie soundtracks by the Light Brigade.

"Over the years, Project 3 has been a popular label with listeners who appreciate a good variety of easy listening music," Slover said. "Our continued relationship with Project 3 means AST will be able to further develop this portion of our catalog for this large music audience."

Ampex Stereo Tapes is one of the largest manufacturers of recorded music on tape with over 100 labels and 6,500 selections in its catalog.

## Marantz Quad Amp

SUN VALLEY, CALIF.—The introduction of the Marantz Model 2440 Quadradiad Adaptor Amplifier has been announced by Fred C. Tushinsky, vice president, marketing and sales, for the Marantz Company, subsidiary of Superscope, Inc.

The Model 2440 (plus two speakers) turns any stereo system with tape/source monitoring into a full-featured 4-channel system. Total full range RMS power rating of the Model 2440 is 40 Watts (20 Watts per channel X2), typically 50 Watts, with distortion less than 0.3% at or below rated power.

Featuring Marantz' exclusive Vari-Matrix and underchassis pocket for optional plug-in decoder module, the new Model 2440 is designed to synthesize 4-channel sound from any stereo source, to decode SQ and other matrix-encoded discs or FM broadcasts, and to accommodate future 4-channel developments.

The Model 2440's full complement of features and controls include: Variable Dimension Control to optimize 4-channel effect; Slide Type 4-channel Balance Controls; Switching for two rear channel speaker pairs; Headphone Jack; Tape Monitor Switch for use with stereo or 4-channel 3-head tape deck; separate Bass and Treble controls and four illuminated Level Meters; plus inputs for discrete 4-channel sources.

The Marantz Model 2440 Quadradiad Adaptor Amplifier is priced at \$299.95.



Marantz Model 2440

## Certron Unveils New Products At Winter CES

ANAHEIM, CALIF.—Five new products, including a revolutionary new floor display, will be introduced at the Winter Consumer Electronic Show in Chicago (Jan. 12-16) by Certron Corporation, a major manufacturer of magnetic recording tape products.

The new floor display is designed to expand tape sales in a wide variety of retail outlets not presently handling tape, as well as expand tape operations where currently sold, according to Certron vice-president/marketing Ray Allen.

The pre-pack display will be offered with Certron's fastest selling products including multiple packaged cassette and 8-track product, added Allen. "All a retailer will have to do is open the package, erect the point of purchase materials supplied and start selling."

"We've test marketed the concept at retailers ranging from audio shops to jewelry stores and have proven that it works. Impulse sales generated by the displays, which work best near check out stands or cash registers, according to Allen have been spectacular in the test situations.

"Even more important to the retailer is that the display is disposable, which not only eliminates reorder problems but also allows us to include the display and point of purchase materials on a self-liquidating basis that doesn't cost the retailer anything," Allen explained.

Other new additions to the Certron line reflect the growing influence of what Allen calls "The mass merchandising philosophy." Multi-pack cassettes and 8-tracks have been increased with additional promotional support to spur their already burgeoning sales, reports Allen.

A new four pack premium "Pro" C-60 item, which comes complete with a compact storage case, is one of the new products Allen believes will cause great consumer interest.

A C-40 cassette is another new product being introduced at the show with Certron's 8-track cartridge line broadened to include "four-packs."

"The new additions to our line continue our commitment to the mass merchandising of tape products which we believe will eventually become as common as film in retail outlets," Allen concluded.

In addition to the new products, Certron will also unveil its dealer promotion programs for 1973.

## Grundig by Amerex Europe & Far East For '73 Products

CARLSTADT, N.J. — New Grundig By Amerex products for 1973 will be manufactured in both Europe and the Far East.

Included in the group are pocket and portable radios; cassette, reel-to-reel and cartridge tape equipment; and quality hi fi components and units—including 4-dimensional sound.

The new line is priced competitively for the U.S. market, and aimed at that market's particular home entertainment needs.

All products in the line are available immediately for Spring selling and can be seen at the Grundig By Amerex display at the Winter CES.

For both business and entertainment use, Grundig is also featuring a compact cassette recorder with an integrated high-capacity built-in condenser microphone which has a 15-foot conference table range. The C-410 has auto recording level control, integrated powerpack, monitoring control via earphone and an auto end-of-tape stop among its features. Recommended retail list, \$119.95.



# Longest-Running Telethon Sets 22nd Shot For Cerebral Palsy

NEW YORK — An eight-city hook-up is set for this year's issue of the longest-running fund-raiser in broadcast history, "The 22nd Annual Greater New York United Cerebral Palsy Telethon," to be aired beginning at 10 pm, January 27th.

Buddah's Paul Anka will once again serve as the talent co-ordinator for the event, with Dennis James the mc, a position he has filled for each of the 21 previous telecasts. The show will emanate from WOR-TV (NYC) and will also be carried by WNAC (Boston), WTTG (Washington), WBAL (Baltimore), WFLD (Chicago), WHNB (Hartford), WMTW (Portland) and WEMT (Bangor). The east coast coverage will be supplemented by a two-hour remote from the Hollywood Palace, hosted by MGM Records' Steve Lawrence and Eydie Gorme.

Buddy Howe, chairman of Creative Management Associates will serve as exec producer. Tony Cabot will conduct the orchestra; Jane Pickens Langley, one of the founders of the charitable organization, and comic Morty Gunty will also host segments of the telethon.

Last year's broadcast realized \$1.8 million, representing 93% of all pledges. Costs for the telethon amount to about 12% every year with the balance aiding educational, rehabilitation and research programs conducted by United Cerebral Palsy.

## Helen Reddy For Net TV

NEW YORK — Capitol's Helen Reddy has been set to tape four network television variety shows within the next two weeks coinciding with the release of her new single, "Peaceful", from her current best-selling "I Am Woman" album.

The shows include "Bill Cosby" (taping Jan. 9-10 for airing Feb. 26 on CBS), "Flip Wilson" (taping Jan. 12 for airing Feb. 8 on NBC); "Bobby Darin" (taping Jan. 16 for airing Jan. 26 on NBC); and "The Midnight Special", new late night contemporary rock series (taping Jan. 23 for airing Feb. 2 on NBC) for which Ms. Reddy will serve as guest hostess on the premiere segment. She is also set for local KABC-TV "Eyewitness" Sunday news show in Los Angeles.

## Al Green At PBA Awards

NEW YORK — Al Green will be appearing at the first annual Professional Black Announcers of New York (PBA) Radio, Television and Music Awards Dinner in the Rochdale Village Ballroom on Friday, Feb. 23.

Funds raised from the event will be used to begin a broadcasting school for young people. The PBA, headed by Al Gee, includes every major black announcer in the New York City area and will comprise the nucleus of the instruction staff.

## GFR Headlines 'In Concert'

NEW YORK — WPLJ-FM and WABC-TV will simulcast the Jan. 19 edition of "In Concert" which will be headlined by Grand Funk Railroad. Taped at their Madison Square Garden concert in late December, the show will also feature bluesman Freddie King.

Grand Funk is scheduled to perform "Phoenix," "Closer To Home," and other selections from their Capitol LPs.



**BOSTON GLEE PARTY** — Robin Mitchell (center), music director of WRKO, Boston, and his wife, Pam, at a party honoring Bell Records artists Hod (right) and Marc (left) after duo's opening at Passims.



**LIVE MANDRILL**—Polydor Records' Mandrill performed recently at Ultra-Sonic Recording Studios to the studio and radio audience of WLIR (FM), 92.7 mHz as part of the live weekly stereo concert series sponsored by the Dr Pepper Company. Ultra-Sonic's Mike Colchamiro is director of the series, and radio station personnel produce the concerts.

## STATION BREAKS:

**Imus On The Stage Department:** WNBC's famed and fabled foamer is readying a stage act for February opening at the Bitter End, something along the lines of a visual parallel to his new RCA LP, "One Sacred Chicken To Go." His Holyland U. S. A. Choir will be with him, and plans are also afoot to get the show booked into Carnegie or some such equally (and previously) dignified large hall. There's also rumored to be something brewing with NBC-TV News and our own Imus. Maybe he'll be robbing a bank and wants to be sure he gets complete coverage. Whatever, he's bound to do it to it on all fronts. In style.

Prompted by the KAAV audience reaction to Loudon Wainwright's "Dead Skunk" single, the city of Little Rock through the cooperation of station manager Pat Walsh and md Sonny Martin will be hosting International Skunk Festival Day on Sunday, Jan. 21st. The mayor will officiate the events which will include skunk races, skunk beauty contests and skunk giveaways. Wainwright will top the festivities with a free concert; denaturing procedures (for the skunks) are now underway. George Brewer at Columbia will consider requests from other stations in other cities to have their own Skunkstock Festivals — but you gotta ask nice (and hold your nose while making the request) . . . John Gehron, pd of the highly successful solid-gold CBS-FM operation in NY has promoted Candy Henry to the post of music director. Ann Martin is over from XLO as new music librarian. The station is a constant source of talk, especially since the last book.

If you lost out on a new jock gig 'cause you were too short, don't believe it. Mike Miller of KLEO has made it all the way to Playboy in their article on little folks (he's five feet four, but sounds a whole lot taller) . . . Classical music has once again challenged its undeserved midget status as an audience attention-getter. When WGN offered complete sets of London's new Orphic Egg series, almost 3000 post card entries were received . . . And while we're on such lofty subjects, we hear WFIL is doing well with its chess set giveaway. Who says there's no class in radio?

While there isn't yet a runaway trend towards two-man jock teams, mornings are becoming a particular fertile ground for them. Latest to bring together two airmen is WCFL where Tom Murphy (who has a cat named Leon Rus-

sell) joins Bob Dearborn (who allegedly welcomed him to the shift with a tray of antipasto and garlic bread) . . . Steve Skelton from Buffalo is the new pd at WIFI in Philly after the walk-out of Jerry Del Colliano and staff . . . Bob Collins has joined Miami's WMYQ-FM from WRIT.

Top 40 is back to Top 40, at least in Cleveland. WIXY has expanded its list to that goodly number, plus LP cuts. Maybe a trend here? The heavy gold-thrust might tend to nip the more open play policy in the bud, however—by the sheer fact of less time being available for current product overall . . . A number of stations are also going back to real gold radio in the form of re-airing old dramas. Miami's WIOD is carrying "The Adventures Of The Lone Ranger" with Brace Breemer, Jay Silverheels and narrator Fred Foy, Sunday nights at 6:30.

WLW creative services director Dave Milberg and production director Bob Linville worked with the Police Media Advisory Committee to come up with a series of psa's telling it like it is on the matter of shoplifting. Almost all Cincinnati area stations ran them during the Xmas season and many department stores inserted them in regularly through their music systems . . . David Klemm is the new marketing and operations vp for Blair Radio . . . Richard Jansen who has been acting gm at WGAR is now officially running the ship . . . Frankie Crocker, Alison Steele, Al Gee and Skitch Henderson are all hosting talent interview programs for Narwood Productions on a syndicated basis.

Some airmen take the very special nature of their shows with them. Bluegrass, which isn't broadcast much even on country stations these days has always been the bag of Bill Knowlton. He started his "Bluegrass Ramble" show on Fordham U.'s WFUV and later moved with it to WBZY (Torrington, Conn.). The program is now carried on WCNY (Syracuse) at 10:30 pm, Sunday nights . . . Toronto's CKFH has been distributing ski maps of the Ontario area through participating merchants and at the station itself . . . WPLJ is planning a Beatles/Stones weekend beginning Jan. 20. The 40 hour special is tied in with a contest: first prize is a week for two in London . . .

**Aircheck:** Roger Ashby, CHUM: "Sometimes I feel like I'm really getting old. I heard some kids yesterday refer to Elvis Presley as Uncle Wiggly." robert adels



**CHARITY BALL** — Jane Pickens Langley, Morty Gunty, Dennis James and Paul Anka will repeat their roles as hosts of the 22nd Annual Greater New York United Cerebral Palsy Telethon.

## Murray the 'K' Completes His NYC Renaissance

NEW YORK — "New York City Salutes And Welcomes Back Murray The 'K'" is the theme for a number of simultaneous activities tied to the disk jockey's hosting live entertainment in the city for the first time since his Brooklyn Fox shows in the 60's.

Murray has already brought his on-the-air self back into prominence on WNBC. His return to the live show set-up will take place February 16-17 at the Academy of Music where he will be presenting The Miracles, Sam & Dave, The Impressions, The Fleetwoods and The Shangrilas among others.

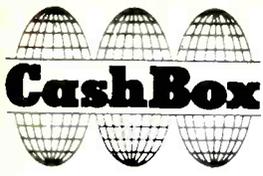
### Mayor Lindsay

According to promoter Ray Renner, New York's Mayor Lindsay is expected to present a special award to Murray for his "dedication and services to the music industry and general public." The concert will be recorded both for a projected live album and TV special.

Murray also hopes to regain his world-wide status through reactivation of his Submarine Race Watcher's Club.

## Tony Bennett's Hawaii TV Spec

NEW YORK — MGM Records' Tony Bennett will host a Monsanto-sponsored TV special set for March, just taped in Hawaii. The all-MGM musical guest list for the program includes Joey Heatherton, The Mike Curb Congregation, The Ruby Brass International Jazz Quartet and the Don Costa Orchestra.



# CashBox Radio Active

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

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. Love Train—O'Jays—Phila. Int'l			34%	46%
2. Could It Be I'm Falling In Love—Spinners—Atlantic			33%	89%
3. Daddy's Home—Jermaine Jackson—Motown			31%	81%
4. Last Song—Edward Bear—Capitol			28%	95%
5. The World Is A Ghetto—War—U.A.			26%	99%
6. Killing Me Softly With His Song—Roberta Flack—Atlantic			25%	25%
7. Living Together, Growing Together—5th Dimension—Bell			25%	46%
8. Looking Through The Eyes Of Love—Partridge Family—Bell			22%	35%
9. Dreidel—Don McLean—United Artists			22%	79%
10. Jambalaya—Blue Ridge Rangers—Fantasy			19%	93%
11. The Cover Of Rolling Stone—Dr. Hook & Medicine Show—Columbia			18%	34%
12. Jesus Is Just Alright—Doobie Bros.—W.B.			18%	32%
13. Trouble Man—Marvin Gaye—Tamla			15%	96%
14. Rocky Mountain High—John Denver—RCA			15%	93%
15. Hummingbird—Seals & Crofts—W.B.			13%	13%
16. I'M Never Gonna Be Alone Anymore—Corneilius Bros. & Sister Rose—U.A.			13%	41%
17. Keep On Singing—Austin Roberts—Chelsea			13%	13%
18. Do You Wanna Dance—Bette Midler—Atlantic			12%	88%
19. Love Jones—Brighter Side Of Darkness—20th Century			12%	34%
20. Turn Me On, I'm A Radio—Joni Mitchell—Asylum			12%	78%
21. Big City Miss Ruth Ann—Gallery—Sussex			12%	21%
22. Dueling Banjos—Deliverance—W.B.			10%	19%
23. Don't Cross The River—America—W.B.			10%	10%
24. Soul Song—Joe Stampley—Dot			9%	9%
25. Peaceful Easy Feeling—Eagles—Asylum			8%	43%

## LOOKING AHEAD

- |   |  |
|---|--|
| <p><b>101 KEEP ON SINGING</b><br/>(Pocket Full Of Tunes—BMI)<br/>Austin Roberts (Chelsea 0110)<br/>(Dist: RCA)</p> <p><b>102 WISH THAT I COULD TALK TO YOU</b><br/>(Dotted Lion—ASCAP)<br/>Sylvers (Pride 1019) (Dist: MGM)</p> <p><b>103 COME GO WITH ME</b><br/>(Gil/Feebee—BMI)<br/>Del Vikings (Scepter 12367)</p> <p><b>104 BETTER PLACE TO BE</b><br/>(Story—ASCAP)<br/>Harry Chapin (Elektra 45828)</p> <p><b>105 PEACE IN THE VALLEY</b><br/>(Cotillion—BMI)<br/>Persuaders (Win Or Lose 225)<br/>(Dist: Atlantic)</p> <p><b>106 HOT WIRE</b><br/>(Palmerton—BMI)<br/>Al Green (Bell 45-305)</p> <p><b>107 DON'T MISUNDERSTAND</b><br/>(Leo Feist—ASCAP)<br/>O. C. Smith (Columbia 45655)</p> <p><b>108 DO YOU BELIEVE</b><br/>(Neighborhood—ASCAP)<br/>Melanie (Neighborhood 4209)</p> <p><b>109 THE NIGHT THE LIGHTS WENT OUT IN GEORGIA</b><br/>(Russ—ASCAP)<br/>Vicki Lawrence (Bell 45-303)</p> <p><b>110 I'M GONNA LOVE YOU TOO</b><br/>(Nor Va Jak/Melody Lane—BMI)<br/>Terry Jacks (London 45-188)</p> <p><b>111 DO IT IN THE NAME OF LOVE</b><br/>(Heiress/Famous—BMI)<br/>Candi Staton (Fame 91005)<br/>(Dist: U.A.)</p> <p><b>112 ROBOT MAN</b><br/>(Stone Diamond Legacy, Abdt—BMI)<br/>(Jay &amp; The Techniques (Gordy 7123)<br/>(Dist: Motown)</p> | <p><b>113 I'VE BEEN IN LOVE</b><br/>(Gold Forever—BMI)<br/>Smith Connection (Music Merchant 1012) (Dist: Buddah)</p> <p><b>114 HUMMINGBIRD</b><br/>(Dawnbreaker—BMI)<br/>Seals &amp; Crofts (Warner Bros. 7671)</p> <p><b>115 ROSALIE</b><br/>(Seven Iron—BMI)<br/>Sam Neely (Capitol 3510)</p> <p><b>116 WE DID IT</b><br/>(Jec—BMI)<br/>Syl Johnson (Hi 2229) (Dist: London)</p> <p><b>117 BACK IN YOUR ARMS</b><br/>(Fame/Saico—BMI)<br/>Clarence Carter (U.A. 91006)</p> <p><b>118 MARIETTA STATION</b><br/>(Trousdales—BMI)<br/>Gladstone (ABC 11340)</p> <p><b>119 BREAKING UP SOMEONE'S HOME</b><br/>Albert King (Stax 0147)<br/>(Dist: Columbia)</p> <p><b>120 CRAZY LEGS</b><br/>(Bridgeport—BMI)<br/>Donald Austin (Chess E 603)</p> <p><b>121 STOP, WAIT &amp; LISTEN</b><br/>(Nitty Gritty—BMI)<br/>Circus (Metromedia 265)</p> <p><b>122 PLAYGROUND IN MY MIND</b><br/>(Vanlee/Emily—ASCAP)<br/>Clint Holmes (Epic 10891)</p> <p><b>123 SOMEBODY LOVES YOU</b><br/>(Baby Ronda—ASCAP)<br/>Whispers (Janus 200)</p> <p><b>124 TILL I GET IT RIGHT</b><br/>(Tree—BMI)<br/>Tammy Wynette (Epic 10940)</p> <p><b>125 DON'T BURN ME</b><br/>(Tree—BMI)<br/>Paul Kelly (Warner Bros. 7657)</p> <p><b>126 THE ROAD</b><br/>(Cotillion/Road Cannon—BMI)<br/>Danny O'Keefe (Signpost 70012)<br/>(Dist: Atlantic)</p> |
|---|--|

## Vital Statistics

- #47  
I Got Ants In My Pants—Part I (3:02)  
James Brown—Polydor—14162  
1700 B'way, NYC 10019  
PROD: James Brown  
1700 B'way, NYC  
PUB: Dynatone Publ. Co./Belinda Music, Inc.—Unichappell & Co. Sole Agent—BMI  
609 Fifth Ave. NYC 10017  
WRITER: James Brown  
ARR: James Brown  
FLIP: Part 15 & 16
- #69  
I'm Just A Singer In A Rock & Roll Band (4:16)  
Moody Blues—Threshold—67012 (Dist: London)  
539 W. 25th, NYC  
PROD: Tony Clarke  
PUB: Leeds Music Corp.—ASCAP  
c/o MCA, 445 Park Ave., NYC 10022  
WRITER: John Lodge  
FLIP: For My Lady
- #83  
Killing Me Softly With His Song (4:46)  
Roberta Flack—Atlantic—2940  
1841 B'way, NYC  
PROD: Joel Dorn  
c/o Atlantic  
PUB: Fox-Gimble Productions—BMI  
WRITERS: Norman Gimble & Charles Fox  
ARR: Roberta Flack  
FLIP: Just Like A Woman
- #84  
Today I Started Loving You Again (2:45)  
Bettye Swann—Atlantic—2921  
1841 B'way, NYC  
PROD: Rick Hall & Mickey Buckins  
PUB: Blue Book Music—BMI  
1225 N. Chester Ave., Bakersfield, Calif. 93308  
WRITERS: Merle Haggard & Bonnie Owens  
ARR: Horn Arr.—Muscle Shoals Brass Strings Arr. by Jimmie Haskell  
FLIP: I'd Rather Go Blind
- #91  
She's Got To Be A Saint (3:55)  
Ray Price—Columbia—45724  
51 W. 52nd, NYC  
Don Law Productions  
PUB: Galleon Music, Inc./Norlow Music—ASCAP  
WRITERS: J. Paulini & M. DiNapoli  
ARR: Cam Mullins  
FLIP: Oh Lonesome Me
- #93  
Little Willy (3:13)  
The Sweet—Bell—45724  
1776 B'way, NYC 10019  
PROD: Phil Wainman for New Dawn Pdtns., Ltd.
- 162 W. 56th St., NYC  
PUB: Chinnichap/Rak—ASCAP  
162 W. 56th St., NYC  
WRITERS: N. Chinn & M. Chapman  
FLIP: Man from Mecca
- #94  
Fever (3:28)  
Rita Coolidge—A&M—1398-F  
1416 N. LaBrea, LA 90028  
PROD: David Anderle  
PUB: Jay & Cee Music Corp.—BMI  
1619 B'way, NYC 10019  
WRITERS: Johnny Davenport & Eddie Cooley  
FLIP: My Crew
- #95  
Dead Skunk (3:08)  
Loudon Wainwright III—Columbia—45626  
51 W. 52nd St., NYC  
PROD: Thomas Jefferson Kaye, Exec. Prod. by Milton Kramer  
PUB: Frank Music Corp.—ASCAP  
119 W. 57th, NYC  
WRITER: Loudon Wainwright III  
ARR: Thomas Jefferson Kaye  
FLIP: Needless To Say
- #96  
Feel The Need In Me (3:21)  
Detroit Emeralds—Westbound—W209  
(Dist: Chess/Janus)  
1301 Ave. of Amer., NYC  
PROD: A. Katouzzion Production  
PUB: Bridgeport Music, Inc.  
1301 Ave. of Amer., NYC 10019  
WRITER: A. Tilmon  
ARR: A. Tilmon & J. Allen  
FLIP: There's A Love For Me Somewhere
- #98  
Sweet Lorraine (3:10)  
Uriah Heep—Mercury—73349  
35 E. Wacker Dr., Chicago  
PROD: Gerry Bron for Hit Record Patns.  
PUB: W. B. Music Inc.—ASCAP  
WRITERS: Box Byron & Thain  
FLIP: Blind Eye
- #99  
Neither One Of Us (4:15)  
Gladys Knight & The Pips—Soul—35098  
(Dist: Motown)  
6464 Sunset Blvd., LA 90028  
PROD: Joe Porter  
PUB: Keca Music, Inc.—ASCAP  
7033 Sunset Blvd., Hollywood 90028  
WRITER: J. Weatherly  
ARR: Artie Butler, Michael O'Martian  
FLIP: Can't Give it Up No More
- #100  
Come Softly To Me (2:15)  
New Seekers—Verve—10698 (Dist: MGM)  
7165 Sunset Blvd., LA 90046  
PROD: Michael Lloyd  
PUB: Cornerstone Publ. Co.—BMI  
729 Seventh Ave., NYC 10019  
WRITERS: Troxel/Ellis & Christopher  
ARR: Tommy Oliver  
FLIP: Unwithered Rose

## CASH BOX TOP TEN HITS—January 20, 1962

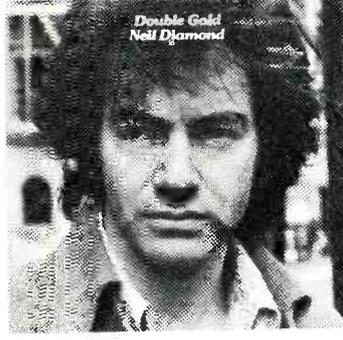
1. THE TWIST—CHUBBY CHECKER—PARKWAY
2. THE LION SLEEPS TONIGHT—TOKENS—RCA
3. THE PEPPERMINT TWIST—JOEY DEE & STARLITERS—ROULETTE
4. I KNOW—BARBARA GEORGE—A.F.O.
5. CAN'T HELP FALLING IN LOVE—ELVIS PRESLEY—RCA
6. NORMAN—SUE THOMPSON—HICKORY
7. A LITTLE BITTY TEAR—BURL IVES—DECCA
8. THE WANDERER—DION—LAURIE
9. UNCHAIN MY HEART—RAY CHARLES—ABC
10. BABY IT'S YOU—SHIRELLES—SCEPTER

# cash box / album reviews

## POP PICKS

### LIFE IN A TIN CAN—The Bee Gees—RSO SO 870

First release under the new Atlantic-distributed Robert Stigwood Organization label is bound to go gold before long. The long-popular group (the pioneer pop artsong act) is still coming up with originals that are utterly enjoyable on all levels. Highlights include the opening track, "Saw A New Morning" and the closing "Method To My Madness." But everything in between is strong too. Rik Grech and Sneaky Pete are among the guest musicians.



### DOUBLE GOLD—Neil Diamond—Bang BSD2-227

Neil Diamond is now a legendary pop musician. His first successes came to the fore on Bang Records, and the label has released a two-disk, 21-tune set of his biggest from his early period. His own hits from "Solitary Man" ('66) to "Red Red Wine" ('68) are here along with songs he wrote that were famous by others: "I'm A Believer" (The Monkees) and "The Boat That I Row" (Lulu). Especially nice packaging on this set is another sales plus.

### SEPARATE WAYS—Elvis Presley—RCA Camden CAS-2611

His "Burning Love" LP set a precedent for a budget album selling like wildfire. This is the successor to that trendsetter; it's titled after Elvis' current charter, and also contains its flip, "Always On My Mind." They set the tone for a generally ballad-oriented pop/country outing. The oldies included are capped by the original recording of his great version of "Old Shep." "I Slipped, I Stumbled, I Fell" is the set's one rocker. Bound to be another big one for The Big One.

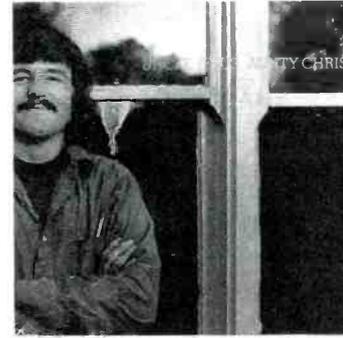


### THE FIRST SONGS—Laura Nyro—Columbia KC 31410

At long last, the reissue of Laura's first headturning LP. Almost all the cuts have since gone on to become standards—"And When I Die" as famous by Blood, Sweat & Tears, "Stoney End" as interpreted by Strands and the 5th Dimension's "Wedding Bell Blues" rendition, to name a few. But Laura's own '66 originals sound, if anything, stronger today than ever. Not only is there a substantial audience who have heard these tracks but have up until now been unable to purchase them—there's the new following she's destined to command as well. Giant! Her (mental) state flower is a most fitting cover, too.

### JUST BEING MYSELF—Dionne Warwick—Warner Bros. BS 2658

Dionne is here handled by none other than the impressive production contingent of Holland-Dozier-Holland. The result is not unlike a bit of early Diana Ross excitement being grafted onto her already pleasing vocal capabilities. The up-tempo tunes are the most trail-blazing for her, especially the single, "I Think You Need Love." All the eight songs come from the HDH Gold Forever stable, and enable Ms. Warwick to find herself in any number of moods and moments. Should be her biggest in many LPs.



### UNCLE JESUS, AUNTY CHRIST—Biff Rose—United Artists UA-LA009-F

There's a little bit of Biff Rose in each of us, but only one individual on earth who lives the life of cosmic prankster 24 hours a day without trying. He is a whimsical poet who tickles a keyboard and makes everyone, including the 88's feel all the better for it. He's been out of the public eye a bit of late, but you know what they say about making the heart grow fonder. If he can twist the record buying public around his little finger with the same ease with which he tweaks the English language and hypnotizes a crowd, he's got the charts in his hip pocket. (His puns are better!)

### ONE SACRED CHICKEN TO GO—Imus In The Morning—RCA LSP 4819

WNBC's (and New York's) #1 morning man suggests a menu to follow up "1200 Hamburgers To Go." Side One is a revival radio show complete with sales pitches and The Holyland U.S.A. Choir and Chorus, four soul-shoutin' women. The character of The Right Reverend Doctor Billy Sol Hargis also shows up on Side Two in a more off-the-cuff (and maybe off-the-air?) version, as recorded live at St. John's University. His other characters (Imus In Washington, Judge Hanging and his typical sex-crazed foam-in-mouth bad self) round out the cast. Hold the fries, the slaw and the Holy Cola—but pass the humor 'round, brethren!



### NOT TIL TOMORROW—Ralph McTell—Reprise MS 2121

Do nice guys finish last? Critical acclaim is no big thing to Ralph, except on a personal level which is just where he performs what he has written. In England, he is bigger than legend, the folkie standard to which others are compared. Glowing eyes and solemn respect greet the dropper of his name here, when one comes across an initiate. With his first for Reprise, Ralph should be able to get the wider public attention he so righteously deserves as a guitarist/balladeer of the highest order. Do nice-guys finish last? Not this time. FM radio reaction on this beautifully subtle album already bear us out.

### MARGIE JOSEPH—Atlantic SD 7248

Sure, the cover's a showstopper in and of itself, but so's the talent in this little Margie. After an auspicious debut from Memphis, she moves to the label and is expertly produced and arranged by Arif Mardin. Many of her tunes are country copyrights done on a 180 degree soulful turn. The best example of her talent here is her current single, Dolly Parton's "Touch Your Woman." There's a foxy soul Memphis style in "How Do You Spell Love." And Chicago blues in "I'd Rather Go Blind." Bound to be one of the broadest and brightest talents of the year.



### SPECIAL SOMEONE—Bo Donaldson & The Heywoods—Family FPS 2711

John Madara, writer of a number of previous hits himself, now turns to producing a group that's been making inroads into the pre-teen rock scene. The Heywoods have been opening shows for the Osmonds and now with their own LP could conceivably rival that group in showmanship, for they are commercially potent. Oldies like "Da Doo Ron Ron" and "One Fine Day" might be just the 45 to follow-up the title song on the singles charts. Also impressive, "There Ought To Be A Law."

## NEWCOMER PICKS

### GREETINGS FROM ASBURY PARK, N.J.—Bruce Springsteen—Columbia KC 31903

Though the kid's from the postcard-famed resort, there's not a pinball or seaside tune on the album. Bruce is into headier things, and his lyrics rumble loudly with insight as they ramble on. There's a common ground between his music and that of Van Morrison, Jackson Browne and a side of Dylan. If words can make a singer-songwriter's reputation, Springsteen will have them screaming "author" in no time! "For You" shows a particular strength.



### PHE!—Claudia Lennear—Warner Bros. BS 2654

In four years, she's been an Ikette, a member of Mad Dogs & Englishmen and Leon Russell's Shelter People, the inspiration for the Stones' "Brown Sugar" and one of the most noted back-up singers in the biz. Now she puts out her first solo album; as the title indicates, there's a lot of effort in there with the talent. Side 1 is more rock-oriented, with Side 2 having been arranged by Allen Toussaint. Best are Ron Davies' "It Ain't Easy," and a tune she co-wrote with producer Ian Samwell, "Not At All." Powerhouse solo debut for a woman already much in the spotlight.

# JOE STAMPLEY'S "SOUL SONG" IS A CROSS COUNTRY HIT!



Joe Stampley's "Soul Song" has crossed over from a number one country record to all three POP charts.

It's got it! For everyone!

It's Joe Stampley at his best — rich and soulful.

There's just no stopping Dot Records from crossing country to Pop.

## "Soul Song"

DOA-17442



Distributed by Famous Music Corporation  
A Gulf + Western Company

## insight&sound continued

HOLLYWOOD: ALBERT HAMMOND (from page 20)

They share the honors when it comes to both writing melodies and lyrics. The two of them will write the title tune to the cinematic sequel to "Hot Rock." They also express the desire to develop a new children's TV show similar to the one they wrote and produced in England. Albert's next single, culled from his first Mums album, will probably be "If You Gotta Break Another Heart." Albert has also been booked into Southern California's Troubadour the week of January 23.

For Albert Hammond, "it never rains in Southern California"—and should anyone try to convince him otherwise he'd probably say, "Who are you going to believe: the weather man or my gold record?" ron baron

HOLLYWOOD—NOLAN PORTER: THE VOICE FROM THE BACK SEAT—

The cab pulled up in front of The Smugglers Inn. A woman got in and instructed the driver that he take her to the airport. All of a sudden the passenger announced, "I can read your past, present, and future."

Now cab drivers are use to picking up kooks and vice versa so this particular one, ABC Recording artist Nolan Porter, took the whole thing pretty much in stride—until she proceeded to tell him that there was something wrong with his ear. Nolan has partial hearing in one ear, and since it's not detectable, this divulgence made him think twice about the lady in the back seat.

She continued to startle him with, "Your present record album will launch you, but it will be the next one that will make you prominent." Nolan was really astounded by this discourse, which he claims was being delivered by a very straight, well-groomed woman.

At the destination, she got out of the taxi, and replied, "My third eye to yours," and handed him a commendable tip. Nolan swears, it's all true, and the only way to document it would be to locate this woman who resides in San Francisco and drives a car with a license plate that spells out Tarot. Ironically Nolan's new ABC single is called, "If I Could Only Be Sure." It has nothing to do with the foregoing although most of the lyrics he writes are in essence autobiographical. He says his music is "an expression of experience" and is therefore able to relate his life to music.

This writer first became acquainted with Nolan Porter when we were both in college. Nolan sought some musical career counseling and when he heard that this interviewer, a fellow student, had some knowledge of the music business (even in his green years) an audition was arranged. The operatic voice that came out was nothing like the funky driving one that accounted for his hit recording of "Keep on Keepin' On."

Gabriel Mekler, Nolan's record producer, had something to do with the latter's transition in vocal style. It was thru Gabriel's sister, one of Nolan's college singing friends, that he was introduced to the man who produced Three Dog Night and Steppenwolf. Manni Mekler is now a young opera singer in Europe. Nolan recalls how Gabriel first asked him to sing "Sunshine Superman," and he did it in his super-well trained voice. It was probably the first time "Sunshine Superman" ever came out sounding like Rouvaun. However Mekler had enough acumen to see that Nolan Porter, good voice and all could go from classical to contemporary. They worked together everyday for months, and finally Nolan was signed to Gabriel's Lizard Records. Recording under various pseudonyms he had some hits with "Groovin' Out on Life" and "Keep on Keepin' On".

Now Nolan is on ABC/Dunhill Records, using his surname and doing the thing he loves most—singing. He's currently developing his live act and will soon record his second ABC album, you know the one that mystic said would bring him prominence. It's well worth keeping our third eye out for this album, to watch Nolan grow even more as a performer and of course just to see if the old gal knew what she was talking about. ron baron

PASSING REMARKS—

Columbia Records has announced plans for a nationwide David Bromberg Look-alike Contest. The contest is to be run at all colleges throughout the country covered by Columbia's able college rep. team, and is designed to promote both David's new Demon In Disguise LP and his latest single, "Sharon".

The contest, slated to begin in late January is open to both male and female students with the grand prize being a free concert by David on the winner's campus. Full page ads will be run in college papers publicizing the affair and thousands of Bromberg T-shirts will be distributed on the selected campuses. For those not naturally endowed with David's rather unique features, Columbia will distribute false glasses and nose-sets to anyone who wishes to participate in the fest. In addition, college radio stations will be serviced with David's "In Concert" intercollegiate broadcasting system recording taped "live" last March.

Photos of contest entrants will be judged by Columbia executives in New York with first, second and third prizes of 50, 30 and 20 assorted Columbia LPs being awarded in addition to the free Bromberg appearance. The lucky first prize winner will also be the recipient of a Columbia Masterworks giant portable AM-FM radio.

David Bowie will kick off an extensive tour of the US with a headline appearance at New York's Radio City Music Hall on Feb. 14 . . . Canned Heat currently touring with Rare Earth are set to appear on the ABC-TV "In Concert" series. Taping will be some time in January for projected aid date in Feb. . . . The trend of revising old material still continues strong with Roy Head doing Chuck Berry's "Carol," Jermaine Jackson on the charts with "Daddy's Home," Blue Haze, "Smoke Gets In Your Eyes," Partridge Family's "Looking Through The Eyes Of Love," Blue Ridge Rangers' "Jambalya," Bette Midler's "Do You Wanna Dance," Bobby Vinton with "But I Do," Little Jimmy Osmond's "Tweedlee Dee," and Merry Clayton's "Oh No Not My Baby."

Looks as though both Elton John and Wings may come up with number one records with "Crocodile Rock" and "Hi, Hi, Hi", respectively. Expecting new product from all individual members of Beatles very soon. Wings album and new George Harrison album are due in late Jan. or early February. Lennon still recording, and it's been some time since we've heard anything from Ringo!

The December 2nd Insights & Sounds dealt with Danny Doherty, formerly of the Mamas & Papas, and his return to the studio for Columbia Records with Jack Gold producing. The first piece of product to come from this experienced duo is "Indian Girl," a single that sounds like it's back to the top for Denny.



## 'Lyrics & Lyricists' At 92nd St. YMCA

NEW YORK — The music dept. of the 92nd St. "Y" in cooperation with the Billy Rose Foundation has announced the third season of "Lyrics And Lyricists."

This series, is devoted to evenings with leading lyricists of the theatre, motion picture and recording world. The Lyrics and Lyricists Series is the outgrowth of an idea by Arthur Cantor of the Billy Rose Foundation. Maurice Levine is the artistic director and host of the series.

Opening the season at 8:00 p.m. on Sunday, Jan. 14, at the 92nd Street "Y's" Kaufmann Concert Hall, was "An Evening With Stephen Schwartz." Schwartz's evening will be repeated on Tuesday, Jan. 16.

The second event of the series will be "An Evening With Hal David" on Sunday, Feb. 11 (with a repeat on Tuesday, Feb. 13).

"An Evening With Harold Rome" will be the third program of the Series on Sunday, March 11 (with a repeat on Tuesday, March 13).

"An Evening With Fred Ebb And John Kander" on Sunday, April 8 and Tuesday, April 10, will mark the first appearance on the series of a song-writing team.

Completing the third season of Lyrics and Lyricists on Sunday, May 13, and Tuesday, May 15, will be "An Evening With Carolyn Leigh."

For ticket information, write to YM-YWHA, 1395 Lexington Ave., N. Y. C., 10028, or call (212) 427-6000, Ext. 720.

**Randy Edelman**

**"The Laughter And The Tears"**

A new album on



LN-1013

Distributed by MGM Records, Inc.



**Welcome To Manhattans**—Columbia Records' Kip Cohen (right) and Mickey Eichner (left) welcome the Manhattans to the Columbia roster of artists following the quintet's signing of an exclusive recording contract with the label. The Manhattans (l. to r.) Richard Taylor, Jerry Alston, Sonny Bivins, Blue Lovett, and Kenny Kelly.

Over the past nine years they have had hits with: "Searchin' For My Baby," "I Betcha," "I Wish I Could Sleep" and their latest top tenner, "One Life To Live." The group's first recording sessions for Columbia are currently underway.

## Lucas Produces A T & T Campaign

NEW YORK — The production of music for an A.T.&T. radio/television campaign has been awarded to David Lucas Associates. A.T.&T. has obtained the exclusive commercial rights for 1973 to the Tony Hatch standard, "Call Me," (Duchess Music Inc. BMI), which will be used to promote A.T.&T.'s Longline Division. The theme of the campaign, that long distance calling is the next best thing to being there, will be highlighted by seven musical interpretations of the Hatch composition plus voiceovers by the artists.

Endeavoring to record the artists in familiar environments, David Lucas of D.L.A. produced the commercials in Nashville, Los Angeles and New York studios. Lucas produced the sessions with such performers as Peggy Lee (Capitol), The Mills Brothers (Dot), B. J. Thomas (Scepter), Roberta Flack (Atlantic), Max Morath (Vanguard), Sammi Smith (Mega) and O. C. Smith (Columbia). N. W. Ayer & Son, Inc. agency producer and writer was Don Wood.

## Hunza's First Single Release

NEW YORK — Hunza Records, newly formed Toledo based record label, will make its recording debut with the release of Don Malin's single "Maybe Someday," it was announced by Hunza president, Carl Siegler.

Set for mid-Jan. release, the song was written by Don Malin and Gene Ingram and recorded at Pampa Studios in Detroit (Warren), Michigan. A Don Malin LP is currently in preparation.

## Phase Two For Lincoln Center's Performer Series

NEW YORK — The great performer series of pop and contemporary music presentations at New York's Lincoln Center opens phase two of its 1972-73 concert schedule, with two advance sell-outs, according to Bill Lockwood, director of programming for the series.

A concert in Alice Tully Hall by Eric Anderson, of Columbia Records, Saturday, Jan. 6, was sold out well in advance of the date, while a performance, Jan. 21, at Philharmonic Hall by the Mahavishnu Orchestra with John McLaughlin, also of Columbia, was sold out virtually a month in advance. The fall series, which closed with the Alice Tully Hall concert by Harry Chapin last Dec. 10, was a marked success bringing eight sell-out concerts of 12 scheduled.

Meanwhile, Lockwood said, an additional concert had been set to feature the prominent and successful young songwriter-singer, Paul Williams, who is on A & M Records. Williams appears Sunday, March 25 in Tully Hall.

Immediately upcoming after the Mahavishnu date will be the Philharmonic Hall production, "Two Generations of Brubeck," with Dave Brubeck and his Quartet and guests, Gerry Mulligan and Paul Desmond. This concert also features the Darius Brubeck Ensemble and Chris Brubeck & the New Heavenly Blue. The Brubecks will appear Friday, Feb. 16. Next up, Bobby Short will present "An Evening of Cole Porter and Other Favorites," at Tully Hall, on Saturday, Feb. 24, followed by a performance at Philharmonic Hall by the Preservation Hall Jazz Band from New Orleans with Billy and Dede Pierce, Friday, March 16.

## Musical Isle's Market Tests

NEW YORK — Promotional merchandise is taking on an increasingly important "plus" status in the overall disc and tape scene, according to a series of market tests just concluded by Musical Isle of America, which is a part of the United Artists mass merchandising division. The result of the studies point to a more prominent slotting for the lower-priced product in the Musical Isle racks as an adjunct to the normal, full-price line business.

The developments have been steadily building since MIA opened its own promotional division last June in St. Louis under veteran Mound City disc man, J. A. (Jim) White. Previously, White had operated his own budget and disc promo firm, J. A. White Sales.

The special promotions were carried out by MIA in a series of discount, department and individual (non chain) stores in Missouri, Illinois and Kansas. In one of the most successful merchandising tests, a series of tapes carrying a \$2.99 list price were sold at two for \$5, with two loss leaders, Cat Stevens' "Catch Bull at Four" and Neil Diamond's "Moods," used to sweeten the pot.

### MOR Product

Items in the 99 cent category in the middle-of-the-road field, by such artists as Pete Fountain, Lawrence Welk, Guy Lombardo and Roger Williams, also were found to be big movers. Many of the smaller individual (non chain) stores found the going particularly good with \$1.00 classical product with unusually good business being done by the famed Mercury "1812 Overture" by Antol Dorati and the Minneapolis Orchestra.

In all the Musical Isle promotions, special display tables were set up in such a way as to not detract in any manner from regular album and tape merchandising. The displays, in general, were spotted in high traffic areas with in-store signs and newspaper advertising to back up sales efforts.

In an interesting but not directly related finding, it was learned that college stores tended to move more album product as opposed to tapes than the average non-college location. On the theory that tapes are more likely to be bought by the mobile (auto) market, this could reflect the fact that students are likely to have less time behind the wheel than the average non-collegiate customer, in the view of one MIA exec involved in the study.

## Record Plant H'wood Builds

HOLLYWOOD — Chris Stone, co-president of the Record Plants, has announced that Studio B at the Los Angeles recording facility will be turned into a "total electronic music center." The center will cost \$250,000 and is being designed and developed for exclusive use of Robert Margouleff and Malcom Cecil.

**Wanted:**

## VICE PRESIDENT MANUFACTURING

to head up one of America's largest recording firm's manufacturing division. Must have long & distinguished industry experience in record, tape & graphic manufacturing. Highest salary with potential for stock options & advancement. All replies will be held in strictest confidence.

**BOX 930**

**Cash Box, 119 W. 57th St., N.Y.C. 10019**



**Ice In Winter**—Mercury recording artist Jerry (Iceman) Butler, currently making his first appearance at the Copa in New York, was greeted backstage opening night by executives from Chappell Music, publishers of the Butler catalogue and co-sponsor of his Chicago writers workshop. Shown from left are: Marvin Wofberg, vice president, Norman Weiser, vice president and general manager, Jerry Butler, Buddy Robbins, director of professional activities and Bill Cureton, New York writers workshop.

# Additions To Radio Playlists

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

**WABC—NEW YORK**  
Why Can't We Live Together—Timmy Thomas—Glades  
Love Train—O'Jays—Phila. Int'l.

**KXOK—ST. LOUIS**  
Do You Wanna Dance—Bette Midler—Atlantic  
Big City Miss Ruth Ann—Gallery—Sussex  
Looking Through The Eyes Of Love—The Partridge Family—Bell

**WSGN—BIRMINGHAM**  
Love Jones—Brighter Side Of Darkness—20th Century  
Harry Hippie—Bobby Womack & Peace—U.A.  
I'm Never Gonna Be Alone Anymore—Cornelius Brothers & Sister Rose—U.A.  
Peaceful Easy Feeling—Eagles—Asylum  
Keep On Singing—Austin Roberts—Chelsea  
Leftover Love—C. L. Blast

**WCOL—COLUMBUS**  
I'm Just A Singer—Moody Blues—Threshold  
Deliverance—Dueling Banjos—W.B.  
Good Morning—Michael Redway—Philips  
Killing Me Softly With His Song—Roberta Flack—Atlantic  
Go Like Elijah—Chi Coltrane—Columbia  
You Are What I Am—Gordon Lightfoot—Reprise  
Keep On Singing—Austin Roberts—Chelsea

**WING—DAYTON**  
Don't Expect Me To Be Your Friend—Lobo—Big Tree  
Daddy's Home—Jermaine Jackson—Motown  
I'm Never Gonna Be Alone Anymore—Cornelius Brothers & Sister Rose—U.A.  
Anthem—Wayne Newton—Chelsea  
But I Do—Bobby Vinton—Epic

**KLEO—WICHITA**  
Daddy's Home—Jermaine Jackson—Motown  
Jambalaya—Blue Ridge Rangers—Fantasy  
Mobile Blues—David Wagner & Crow—Amaret  
Salty Tears—Mara Lynn Brown—Laurie  
Pieces Of April—3 Dog Night—Dunhill  
Don't Expect Me To Be Your Friend—Lobo—Big Tree  
Hummingbird—Seals & Crofts—W.B.  
Reelin' & Rockin'—Chuck Berry—Chess

**WSAI—CINCINNATI**  
Jambalaya—Blue Ridge Rangers—Fantasy  
The World Is A Ghetto—War—U.A.

**WIFE—INDIANAPOLIS**  
Could It Be I'm Falling In Love—The Spinners—Atlantic  
Dreidel—Don McLean—U.A.  
Living Together, Growing Together—5th Dimension—Bell

**WLEE—RICHMOND**  
Love Train—O'Jays—Phila. Int'l.  
Last Song—Edward Bear—Capitol  
Salty Tears—Mara Lynn Brown—Laurie  
I'll Be Your Shelter—Luther Ingram—Koko

**WIXY—CLEVELAND**  
Space Odyssey—David Bowie—RCA  
Night Owl—Carly Simon—Elektra  
Killing Me Softly With His Song—Roberta Flack—Atlantic  
Stop, Wait & Listen—Circus—Metromedia  
Living Together, Growing Together—5th Dimension—Bell

**KILT—HOUSTON**  
Killing Me Softly With His Song—Roberta Flack—Atlantic  
Don't Cross The River—America—W.B.  
Last Song—Edward Bear—Capitol  
You Are What I Am—Gordon Lightfoot—Reprise

**WIBG—PHILADELPHIA**  
Killing Me Softly With His Song—Roberta Flack—Atlantic  
Neither One Of Us—Gladys Knight & The Pips—Soul  
Mom—Earth, Wind & Fire—W.B.

**WMEX—BOSTON**  
Last Song—Edward Bear—Capitol  
Love Train—O'Jays—Phila. Int'l.  
Daddy's Home—Jermaine Jackson—Motown  
The Cover Of Rolling Stone—Dr. Hook & Medicine Show—Columbia  
Space Odyssey—David Bowie—RCA  
Will It Go Round In Circles—Billy Preston—A&M  
Sail On Sailors—The Beach Boys—Brother/Reprise  
The World Is A Ghetto—War—U.A.  
Rocky Mountain High—John Denver—RCA

**WMPS—MEMPHIS**  
Control Of Me—Les Emmerson—Lion  
Big City Miss Ruth Ann—Gallery—Sussex  
Could It Be I'm Falling In Love—The Spinners—Atlantic  
I'll Be Your Shelter—Luther Ingram—Koko  
Looking Through The Eyes Of Love—The Partridge Family—Bell

**WQAM—MIAMI**  
Trouble Man—Marvin Gaye—Tamla  
Daddy's Home—Jermaine Jackson—Motown  
Dreidel—Don McLean—U.A.  
Could It Be I'm Falling In Love—The Spinners—Atlantic  
Don't Expect Me To Be Your Friend—Lobo—Big Tree  
Oh Babe What Would You Say—Hurricane Smith—Capitol  
Keeper Of The Castle—Four Tops—Dunhill  
Love Jones—Brighter Side Of Darkness—20th Century  
Do It Again—Steely Dan—ABC

**CKLW—DETROIT**  
I Only Meant To Wet My Feet—The Whispers—Fantasy  
Wild Flower—Skylark—Capitol  
Good Morning Heartache—Diana Ross—Motown  
Control Of Me—Les Emmerson—Lion  
Don't Expect Me To Be Your Friend—Lobo—Big Tree  
Jambalaya—Blue Ridge Rangers—Fantasy  
Separate Ways—Elvis Presley—RCA  
Dreidel—Don McLean—U.A.

**WPOP—HARTFORD**  
Jambalaya—Blue Ridge Rangers—Fantasy  
Daddy's Home—Jermaine Jackson—Motown  
Looking Through The Eyes Of Love—The Partridge Family—Bell  
Last Song—Edward Bear—Capitol  
I'm Never Gonna Be Alone Anymore—Cornelius Brothers & Sister Rose—U.A.  
The Cover Of Rolling Stone—Dr. Hook & Medicine Show—Columbia  
Killing Me Softly With His Song—Roberta Flack—Atlantic

**WLOF—ORLANDO**  
Last Song—Edward Bear—Capitol  
Dead Skunk—Loudon Wainright III—Columbia  
Don't Cross The River—America—W.B.

**WHB—KANSAS CITY**  
Songman—Cashman & West—Dunhill  
Trouble Man—Marvin Gaye—Tamla  
Living Together, Growing Together—5th Dimension—Bell  
The Relay—The Who—Decca  
Looking Through The Eyes Of Love—The Partridge Family—Bell  
Do It Again—Steely Dan—ABC  
Last Song—Edward Bear—Capitol  
Big City Miss Ruth Ann—Gallery—Sussex

**WOKY—MILWAUKEE**  
Soul Song—Joe Stampley—Dot  
Could It Be I'm Falling In Love—The Spinners—Atlantic  
Daddy's Home—Jermaine Jackson—Motown  
The World Is A Ghetto—War—U.A.  
Killing Me Softly With His Song—Roberta Flack—Atlantic  
How Can I Tell Her—Travis Wommack—Fame  
Mother America—Ides Of March—RCA

**WDRC—HARTFORD**  
Could It Be I'm Falling In Love—The Spinners—Atlantic  
Separate Ways—Elvis Presley—RCA  
Peaceful Easy Feeling—Eagles—Asylum  
Last Song—Edward Bear—Capitol  
The Cover Of Rolling Stone—Dr. Hook & Medicine Show—Columbia

**KISN—PORTLAND**  
Rocky Mountain High—John Denver—RCA  
I'm Never Gonna Be Alone Anymore—Cornelius Brothers & Sister Rose—U.A.  
Smoke Gets In Your Eyes—Blue Haze—A&M  
Daddy's Home—Jermaine Jackson—Motown

**KHJ—LOS ANGELES**  
Love Jones—Brighter Side Of Darkness—20th Century  
Could It Be I'm Falling In Love—The Spinners—Atlantic  
Dreidel—Don McLean—U.A.

**WEAM—WASHINGTON**  
Killing Me Softly With His Song—Roberta Flack—Atlantic  
Peaceful Easy Feeling—Eagles—Asylum  
Dig A Hole—Hans Staymer Band—G.S.F.  
Keep On Singing—Austin Roberts—Chelsea  
Bell Bottom Blues—Eric Clapton—Polydor

**WLAV—GRAND RAPIDS**  
Dreidel—Don McLean—U.A.  
Love Train—O'Jays—Phila. Int'l.  
Keep On Singing—Austin Roberts—Chelsea  
A Man Of Value—Lou Rawls—MGM

**WTIX—NEW ORLEANS**  
Don't Let My Tardrops Bother You—Dionne Warwick—W.B.

**WCAO—BALTIMORE**  
Jesus Is Just Alright—Doobie Brothers—W.B.  
Love Train—O'Jays—Phila. Int'l.  
Soul Song—Joe Stampley—Dot  
Lucky Man—Emerson, Lake & Palmer—Cotillion  
Daytime, Night Time—Keith Hampshire—A&M

**WAPE—JACKSONVILLE**  
Trouble Man—Marvin Gaye—Tamla  
Love Train—O'Jays—Phila. Int'l.  
Hummingbird—Seals & Crofts—W.B.  
Jesus Is Just Alright—Doobie Brothers—W.B.  
Hi Hi Hi—Wings—Apple

**WFEC—HARRISBURG**  
Do You Want To Dance—Bette Midler—Atlantic  
Jesus Is Just Alright—Doobie Brothers—W.B.  
I'm Gonna Love You Too—Terry Jacks—London  
Daddy's Home—Jermaine Jackson—Motown  
Stop And Start It All Again—Jonathan Edwards—Atlantic  
Separate Ways—Elvis Presley—RCA  
The Cover Of Rolling Stone—Dr. Hook—Columbia

## R&B Additions

**KGFJ—LOS ANGELES**  
Oh No Not My Baby—Merry Clayton—Ode  
The Truth Shall Make You Free—King Hannibal—Aware  
Neither One Of Us—Gladys Knight & The Pips—Soul  
The Message—Cymande—Janus  
Don't Burn Me—Paul Kelly—W.B.  
Overtime Man—Don Covay—Mercury  
I Won't Let That Chump Break Your Heart—Carl Carlton—Back Heat  
Wrap Up Tight—Delilah Moore—Money Records  
Killing Me Softly With His Song—Roberta Flack—Atlantic

**WVON—CHICAGO**  
Everybody's Got A Little Devil In Their Soul—Tammy Yoon—Soul Power  
The Message—Cymande—Janus  
I'm Back To Collect—Bill Coday—Fantasy  
Silly, Wasn't I—Valerie Simpson—Tamla  
Today I Started Loving You—Bettey Swann—Atlantic  
Mom—Earth, Wind & Fire—W.B.

**KATZ—ST. LOUIS**  
Neither One Of Us—Gladys Knight & The Pips—Soul  
Crazy Legs—Donald Austin—Eastbound  
Killing Me Softly With His Song—Roberta Flack—Atlantic  
Can I—Vee Allen—Lion  
Your Wish Is My Command—Clyde Brown—Atlantic

**WWRL—NEW YORK**  
Funky Granny—Kool & The Gang—Delight  
Today I Started Loving You—Bettey Swann—Atlantic  
Every Saturday Night—Ray Charles—ABC  
Unaddressed Letter—Dave Cortez—All Platinum  
Crazy Legs—Donald Austin—Eastbound

**WJMO—CLEVELAND**  
Neither One Of Us—Gladys Knight & The Pips—Soul  
Give Me A Little Sign—Timmy Willis—Phila. Int'l.  
Can I—Vee Allen—Lion  
Just Got To Take My Love—Main Ingredient—RCA  
Tossin' & Turnin'—Bunny Sigler—Phila. Int'l.  
Do You Wanna Dance—Bette Midler—Atlantic

**WCHB—DETROIT**  
Man Of Value—Lou Rawls—MGM  
What My Baby Needs Now Is A Little More Loving—James Brown & Lyn Collins—People  
Crumbs Off The Table—Laura Lee—Hot Wax  
Neither One Of Us—Gladys Knight & The Pips—Soul  
Killing Me Softly With His Song—Roberta Flack—Atlantic  
Little Mama—Monk Higgins—U.A.  
God Bless The Children—Congress Alley—Avco

## THE BIG THREE

1. LOVE TRAIN—O'JAYS—PHILA. INT'L
2. COULD IT BE I'M FALLING IN LOVE—SPINNERS—ATLANTIC
3. DADDY'S HOME—JERMAINE JACKSON—MOTOWN

**WKBW—BUFFALO**  
Stella's Candy Store—Sweet Marie  
Daddy's Home—Jermaine Jackson—Motown  
Could It Be I'm Falling In Love—The Spinners—Atlantic  
Last Song—Edward Bear—Capitol  
Rocky Mountain High—John Denver—RCA  
I'm Just A Singer—Moody Blues—Threshold  
Peaceful Easy Feeling—Eagles—Asylum

**WKWK—WHEELING**  
Daytime, Night Time—Keith Hampshire—A&M  
Love Train—O'Jays—Phila. Int'l.  
Last Song—Edward Bear—Capitol  
Dreidel—Don McLean—U.A.

**WJET—ERIE**  
Rocky Mountain High—John Denver—RCA  
The World Is A Ghetto—War—U.A.  
I'll Be Your Shelter—Luther Ingram—Koko  
Big City Miss Ruth Ann—Gallery—Sussex  
Harry Hippie—Bobby Womack & Peace—U.A.  
Living Together, Growing Together—5th Dimension—Bell

**WLS—CHICAGO**  
The World Is A Ghetto—War—U.A.  
Do It Again—Steely Dan—ABC  
Rocky Mountain High—John Denver—RCA

**WBBO—AUGUSTA**  
Soul Song—Joe Stampley—Dot

**WDGY—MINN.**  
Deliverance—Dueling Banjos—W.B.  
Daddy's Home—Jermaine Jackson—Motown  
The Cover Of Rolling Stone—Dr. Hook & Medicine Show—Columbia  
Living Together, Growing Together—5th Dimension—Bell  
Dead Skunk—Loudon Wainright III—Columbia

**WPRO—PROVIDENCE**  
Control Of Me—Les Emmerson—Lion  
Been To Canaan—Carole King—Ode  
But I Do—Bobby Vinton—Epic  
Better Place To Be—Harry Chapin—Elektra  
Do You Wanna Dance—Bette Midler—Atlantic

**KIOA—DES MOINES**  
Rocky Mountain High—John Denver—RCA

**WFIL—PHILADELPHIA**  
Trouble Man—Marvin Gaye—Tamla  
Rocky Mountain High—John Denver—RCA  
Jambalaya—Blue Ridge Rangers—Fantasy  
The World Is A Ghetto—War—U.A.

**WKLO—LOUISVILLE**  
Love Train—O'Jays—Phila. Int'l.  
Your Mama Don't Dance—Loggins & Messina—Columbia  
Could It Be I'm Falling In Love—The Spinners—Atlantic

**KQV—PITTSBURGH**  
Separate Ways—Elvis Presley—RCA  
Turn Me On, I'm A Radio—Joni Mitchell—Asylum  
Love Jones—Brighter Side Of Darkness—20th Century

**WAYS—CHARLOTTE**  
Love Train—O'Jays—Phila. Int'l.  
Dancing In The Moonlight—King Harvest—Perception  
Do It Again—Steely Dan—ABC  
Don't Expect Me To Be Your Friend—Lobo—Big Tree  
The World Is A Ghetto—War—U.A.  
Don't Let Me Be Lonely Tonight—James Taylor—W.B.

**KLIF—DALLAS**  
Could It Be I'm Falling In Love—Spinners—Atlantic  
Love Train—O'Jays—Phila. Int'l.  
Dueling Banjos—Deliverance Sound Track—W.B.  
She's Got To Be A Saint—Ray Price—Columbia  
Looking Through The Eyes Of Love—The Partridge Family—Bell

**WIRL—PEORIA**  
I'll Be Your Shelter—Luther Ingram—Koko  
I'm Just A Singer In A Rock & Roll Band—Moody Blues—Threshold  
Hummingbird—Seals & Crofts—W.B.  
Don't Cross The River—America—W.B.  
Could It Be I'm Falling In Love—The Spinners—Atlantic

**KNOE—MONROE**  
Dreidel—Don McLean—U.A.  
The World Is A Ghetto—War—U.A.  
Turn Me On, I'm A Radio—Joni Mitchell—Asylum  
Last Song—Edward Bear—Capitol  
Could It Be I'm Falling In Love—The Spinners—Atlantic  
Jesus Is Just Alright—Doobie Brothers—W.B.  
Come Go With Me—Del Vikings—Scepter  
Do It Again—Steely Dan—ABC

**WHLO—AKRON**  
Could It Be I'm Falling In Love—The Spinners—Atlantic  
Stop Wait & Listen—Circus—Metromedia  
Remember—Nilsson—RCA  
Jesus Is Just Alright—Doobie Brothers—W.B.

**WGII—BABYLON**  
Looking Through The Eyes Of Love—The Partridge Family—Bell  
Daddy's Home—Jermaine Jackson—Motown  
Last Song—Edward Bear—Capitol  
Living Together, Growing Together—5th Dimension—Bell

**KCBQ—SAN DIEGO**  
The Cover Of Rolling Stone—Dr. Hook & Medicine Show—Columbia  
Dancing In The Moonlight—King Harvest—Perception

**Do It Again—Steely Dan—ABC**  
Trouble Man—Marvin Gaye—Tamla  
Oh Babe What Would You Say—Hurricane Smith—Capitol  
Pieces Of April—Three Dog Night—Dunhill  
Could It Be I'm Falling In Love—The Spinners—Atlantic  
I Am Woman—Helen Reddy—Capitol  
Keeper Of The Castle—Four Tops—Dunhill  
Don't Let Me Be Lonely—James Taylor—W.B.  
Dreidel—Don McLean—U.A.

**KYA—SAN FRANCISCO**  
Do You Wanna Dance—Bette Midler—Atlantic  
Daddy's Home—Jermaine Jackson—Motown  
Turn Me On, I'm A Radio—Joni Mitchell—Asylum

**KJR—SEATTLE**  
Love Jones—Brighter Side Of Darkness—20th Century  
Love Music—Raiders—Columbia  
Goodmornin'—Michael Redway—Philips  
Lucky Man—Emerson, Lake & Palmer—Atlantic  
Harry Hippie—Bobby Womack & Peace—U.A.  
Salty Tears—Mara Lynn Brown—Laurie  
Living Together, Growing Together—5th Dimension—Bell  
Playground In My Mind—Clint Holmes

## CMA Board Meets In Arizona; Past, Future Projects Discussed

NASHVILLE — The officers and board of directors of the Country Music Assoc. concluded their quarterly board meeting in Scottsdale, Arizona, Jan. 5, following three days of committee meetings and reports from board members on various projects. The agenda was packed with over 30 subcommittee reports on subjects ranging from an anti-piracy stand to the 2nd Annual International Fan Fair. Ted Harris, chairman of the CMA membership committee reported the CMA individual memberships have

shown a steady increase and now stands at 3181 with 240 organizational members. In addition, Rex Allen, the CMA's west coast membership chairman reported on his committee's activities.

Frank Jones, chairman of the board of trustees of the Country Music Foundation, reported on activities at the Country Music Hall of Fame which had a record attendance.

Jo Walker, executive director for the CMA, reported on CMA's 1973 Awards Show and the Country Music Hit Parade sponsored by the American Gas Assoc. for viewing on the NBC Network on Feb. 25. CMA is assisting Phillips Productions, producers for the show.

Reports were also heard on: (1) The International Fan Fair, co-sponsored by the CMA and the Grand Ole Opry. The Fan Fair will be held June 6-10, 1973 in Nashville; (2) The Fair Manager's seminar planned for this year's convention; (3) and a report from Dan McKinnon on a new national campaign aimed at advertisers to boost time buys of country music radio stations. While plans are not complete, McKinnon said that the materials would be made available as they are created in quantity to CMA organizational radio stations for their local use. Reports were also heard on the annual CMA banquet, Music City Pro-Celebrity Golf Tourney and CMA's International Country Music Show.

Harold Hitt reported on country music's participation during Inauguration activities. Tennessee's Country Music float in the parade will feature Lynn Anderson. Other Country Music artists will also be involved in the Inauguration.

Rex Allen was elected by acclamation to serve the unexpired term of Bettie Azevedo as assistant secretary of the CMA for the next year.

A special luncheon was held at the Camelback Inn during the CMA board meeting on Jan. 4. CMA members and prospective members in the Arizona area were addressed by CMA president, Frances Preston, and board members, LeRoy Van Dyke, Tex Ritter and Rex Allen. Several new members were added to the CMA roster as a result of the luncheon.

The next quarterly Board Meeting of the CMA has been set in New York City for April 12 and 13.

## Jeannie C. Joins Chamber Of Commerce

NASHVILLE — Singer Jeannie C. Riley has become the first female entertainer from Nashville's music industry community to become a member of the Nashville Chamber of Commerce.

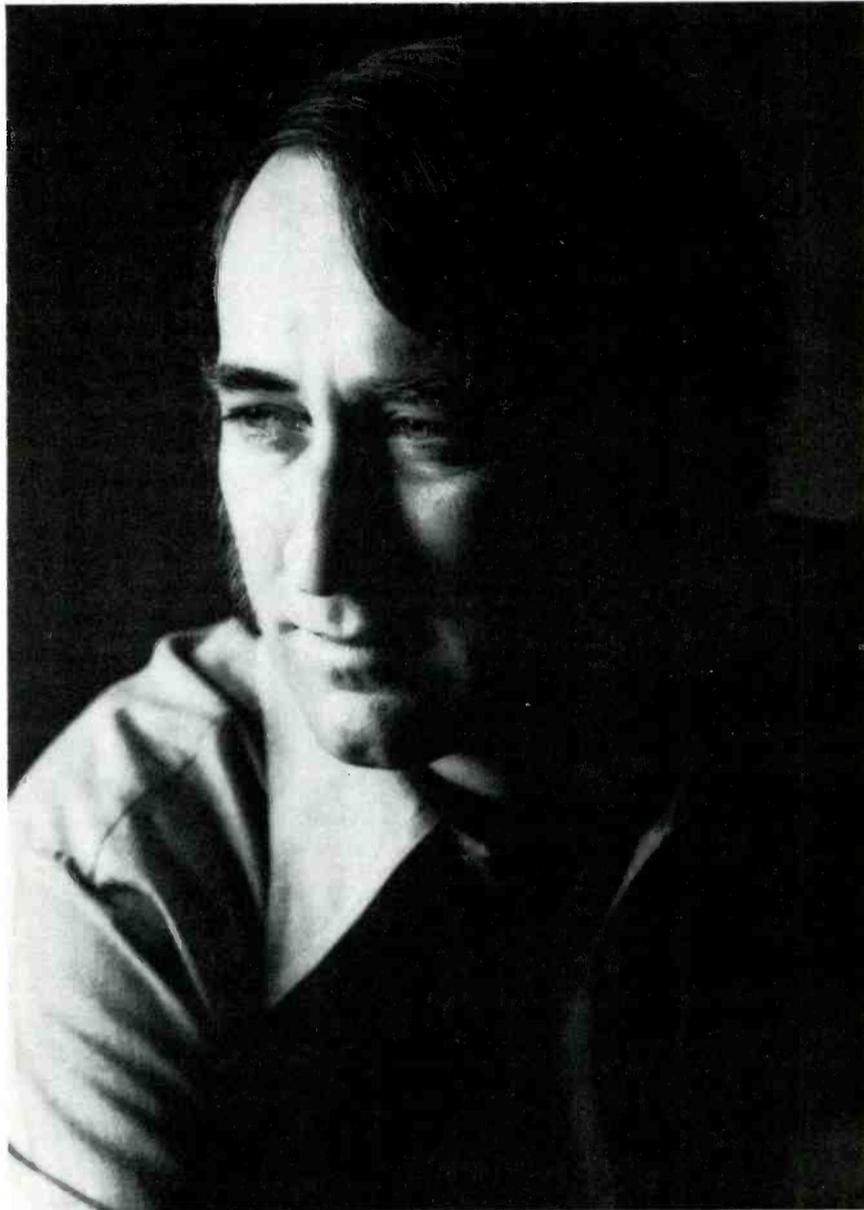
In welcoming Miss Riley as a member of the 125-year-old organization, Edward F. Jones, executive vice-president of the Chamber, noted:

"We are observing Jeannie's Chamber affiliation with fanfare because it marks a first for us. Although our membership has been open to women for many years and we have had two distinguished ladies on our board of governors, Jeannie is the first from Nashville's music industry. It is with a great deal of pleasure that we welcome her to our ranks, as the Chamber of Commerce of Nashville has long recognized and appreciated the importance of the music industry to this community."

A native of Anson, Texas, Miss Riley has made her home in Nashville for the last six years.

## Country Artist of the Week:

### DON WILLIAMS



TEXAS ELECTRICIAN—Don Williams was employed as an apprentice in Corpus Christi, Texas when he, Loftin Kline, and Susan Taylor (working as the Pozo Seco Singers) performed on a local telethon. Small town publisher Ed Evey saw the act and told them he wanted "To make them stárs". He cut group had a hit and a contract with Columbia. When live performances began a tune called "Time" on the Pozo Seco Singers and a year and a half later the looking better than electrical work financially, Don split and became a full time performer in 1966.

After three hit records and six years of traveling, Don retired from the Pozos and began his new career as a country singer. Don's first release on Jack Clement's JMI Records got enough airplay to interest jocks in a follow up, and a follow up he did with his second record "Shelter Of Your Eyes". Not only did Don hit as an artist, but he has also penned songs for country acts like Lefty Frizzell, Charley Pride, Pat Daisy, and Dickey Lee's hit "Baby Bye Bye".

Don Williams' records are produced for JMI Records by Allen Reynolds.

## Countryside Records Expands Roster; Develops San Fernando Studio Scene

SAN FERNANDO, CAL. — Countryside Records, an Elektra-distributed label which opened studios and offices on a San Fernando ranch last September, has signed three new artists and is currently mapping plans for their individual and collective careers. Run by former Monkee, Michael Nesmith, the label is concentrating on a "homegrown" approach in creating genuine country product for Garland Frady, Tommy Brooks and JG O'Rafferty.

Nesmith discovered Garland Frady at the Palomino Bar, Los Angeles' center for country and western music. Frady was a honky-tonk cowboy singer who had won talent night at the Palomino 169 times in two years. Nesmith also discovered Tommy

Brooks, a bassist from Oklahoma who also sings. Brooks has backed up a number of country singers on bass and was once signed to a movie contract with Warner Brothers. JG O'Rafferty is a Nesmith discovery as well. The singer-steel guitarist was a former Navy submariner who flies planes and practices karate for hobbies. All three of the newly signed artists will use their talents to back up other Countryside artists as well as for their own recordings.

Countryside will use its backup band, which includes Trolley Seats and Groceries, to back up its three new artists. Skip Van Leeuwen will handle promotion on all record product and Phyllis Nesmith will be in charge of secretarial.

## Andersons Invited To Inauguration

NASHVILLE—Epic artist Liz Anderson and her husband, Casey, have accepted the President's invitation to his inaugural on Jan. 20 in Washington, D.C. They will also be present for the Private Ceremony to be held at the White House preceding the inauguration.

Box seats have been reserved for the Anderson's to review the parade, in which their daughter, songstress Lynn Anderson, will represent the State of Tennessee. Liz and Casey plan to attend as many functions as can be scheduled during their brief stay in the Nation's Capital, including the inauguration ball.

## Atlantic Country Appoints Hunter

NASHVILLE—Rick Sanjek, general manager of the Nashville office of Atlantic Records has announced the appointment of Nick Hunter as the national director of sales and promotion for the label's country division. "Nick Hunter brings the experience, knowledge and energy that has always been an integral part of the Atlantic spirit" said Sanjek. "He also has established a warm and personal relationship with his artists. This quality is most necessary in the field of country music."

Prior to his appointment, Hunter spent five years in sales and promotion with Columbia Records in the Denver area. Prior to that, he was a professional baseball player with the Baltimore Orioles organization.

Hunter's appointment was effective Dec. 26, 1972. He has already assumed his duties at the new Atlantic office at 1201 16th Avenue South.

## Jennings As Four-Star VP

NASHVILLE — Joe Johnson, president of Four Star Music, Inc., announced that effective Jan. 1, 1973, Bob Jennings will assume the position of vice-president of the corporation.

Jennings has successfully managed the Nashville branch of Four Star for eleven years and is associated with hits such as "In The Misty Moonlight," "Lonely Street," "Send Me The Pillow You Dream On," and "Release Me." He was, until this past July, the host of the oldest country music disc jockey show in the world over WLAC radio, but resigned his post to take a more demanding role in the publishing company. He is also recognized throughout the South as one of the most sought after emcee personalities in the horse-show world.

Johnson added that more of the company's activities will be shifted this coming year to Nashville from the home office in Los Angeles.

# CashBox/CountryTop75

# You better believe it.

Cash Box 45\*  
Billboard 40\*  
Record World 37

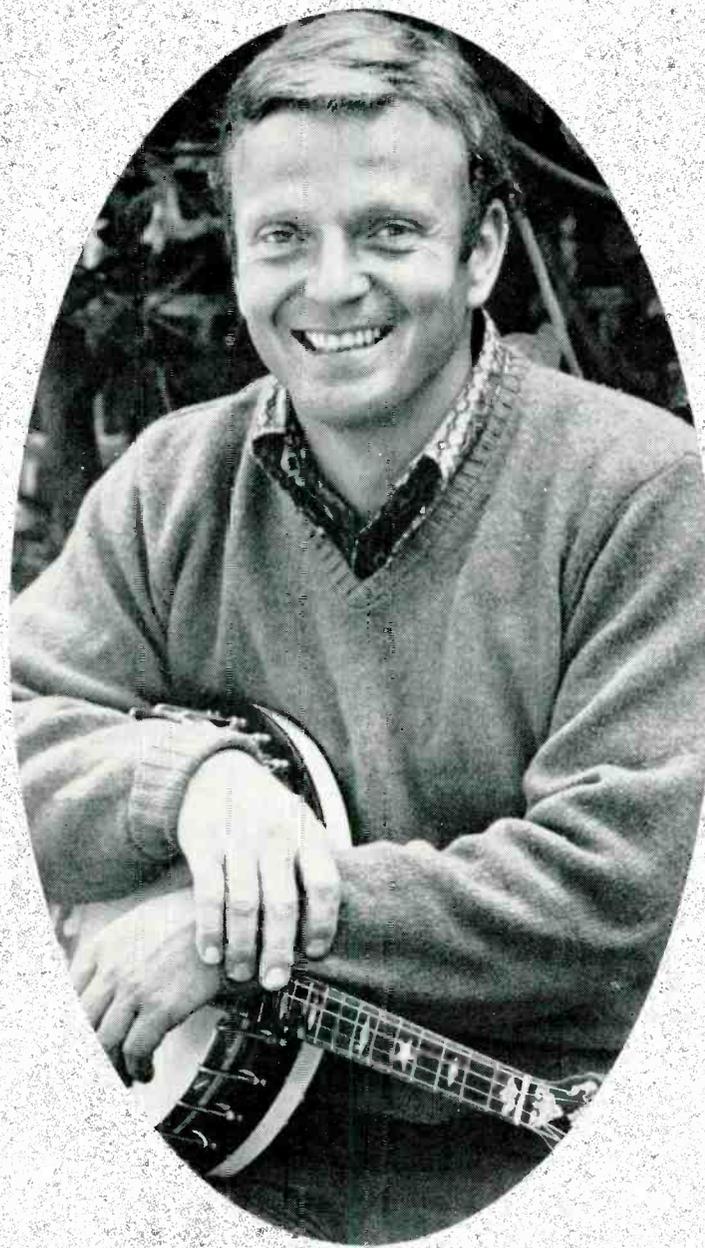
Jim Ed Brown  
"Unbelievable Love"  
74-0846

RCA Records and Tapes



- |    |  |    |  |    |
|----|--|----|--|----|
| 1  | <b>SOUL SONG</b><br>Joe Stampley (Dot 17442)<br>(Al Gallico/Algee—BMI)   | 2  | <b>38 SHELTER OF YOUR EYES</b><br>Don Williams (JMI 12)<br>(Jack—BMI)  | 39 |
| 2  | <b>LOVIN' ON BACK STREETS</b><br>Mel Street (Metromedia Country 901)<br>(Contention—SESAC)                               | 4  | <b>39 DOWNFALL OF ME</b><br>Sonny James (Capitol 3475)<br>(Marson—BMI)                                       | 40 |
| 3  | <b>OLD DOGS, CHILDREN AND WATERMELON WINE</b><br>Tom T. Hall (Mercury 73346)<br>(Hallnote—BMI)                           | 5  | <b>40 YOU LAY SO EASY ON MY MIND</b><br>Bobby Rice (Metromedia MC 902-A)<br>(Americus—ASCAP)                 | 51 |
| 4  | <b>SHE'S GOT TO BE A SAINTE</b><br>Ray Price (Columbia 45724)<br>(Galleon—ASCAP)   | 1  | <b>41 HEAVEN IS MY WOMAN'S LOVE</b><br>Tommy Overstreet (Dot 17428)<br>(Famous Ironside—ASCAP)               | 18 |
| 5  | <b>SHE NEEDS SOMEONE TO HOLD HER</b><br>Conway Twitty (Decca 33033)<br>(Hello Darlin' Music—SESAC)                       | 10 | <b>42 EVERYBODY NEEDS LOVIN'</b><br>Norro Wilson (RCA 0824)<br>(Al Gallico Music/Algee Music—BMI)            | 43 |
| 6  | <b>CATFISH JOHN</b><br>Johnny Russell (RCA 9810)<br>(Jack—BMI)   | 8  | <b>43 GOOD THINGS</b><br>David Houston (Epic 10939)<br>(Algee—BMI)   | 49 |
| 7  | <b>LOVE'S THE ANSWER JAMESTOWN FERRY</b><br>Tanya Tucker (Columbia 45721)<br>(Tree—BMI) (Algee—BMI)                      | 7  | <b>44 HOPPY'S GONE</b><br>Roger Miller (Mercury 73354)<br>(Tree—BMI)   | 47 |
| 8  | <b>PASS ME BY</b><br>Johnny Rodriguez (Mercury 73334)<br>(Hallnote Music—BMI)  | 9  | <b>45 UNBELIEVABLE LOVE</b><br>Jim Ed Brown (RCA 0846)<br>(Green Grass—BMI)                                  | 54 |
| 9  | <b>I WONDER IF THEY EVER THINK OF ME</b><br>Merle Haggard (Capitol)<br>(Blue Book—BMI)                                   | 11 | <b>46 THE TEDDY BEAR SONG</b><br>Barbara Fairchild (Columbia 45743)<br>(Duchess—BMI)                         | 50 |
| 10 | <b>RATED X</b><br>Loretta Lynn (Decca 33039)<br>(Sure Fire—BMI)  | 17 | <b>47 I MUST BE DOING SOMETHING RIGHT</b><br>Roy Drusky (Mercury 73356)<br>(Ben Peters—BMI)                  | 56 |
| 11 | <b>DO YOU KNOW WHAT IT'S LIKE TO BE LONESOME</b><br>Jerry Wallace (Decca 33036)<br>(TAJ—ASCAP)                           | 13 | <b>48 MY TENNESSEE MOUNTAIN HOME</b><br>Dolly Parton (RCA 0868)<br>(Owepar—BMI)                              | 62 |
| 12 | <b>A PICTURE OF ME WITHOUT YOU</b><br>George Jones (Epic 10917)<br>(Al Gallico Music—BMI)                                | 3  | <b>49 IS THIS THE BEST I'M GONNA FEEL</b><br>Don Gibson (Hickory 1651)<br>(Acuff/Rose—BMI)                   | 22 |
| 13 | <b>SHE LOVES ME (RIGHT OUT OF MY MIND)</b><br>Freddy Weller (Columbia 45714)<br>(Young World/Center Star—BMI)            | 16 | <b>50 THERE STANDS THE GLASS</b><br>Johnny Bush (RCA 9867)<br>(Hill & Range—BMI)                             | 59 |
| 14 | <b>AFRAID I'LL WANT TO LOVE HER ONE MORE TIME</b><br>Billy "Crash" Craddock (ABC)<br>(Cartwheel A-22) (Little David—BMI) | 15 | <b>51 DANNY'S SONG</b><br>Ann Murry (Capitol 3481)   | 64 |
| 15 | <b>NEON ROSE</b><br>Mel Tillis (MGM 14454)<br>(Tomake—ASCAP) (Brougham Hall—BMI)   | 24 | <b>52 SHE'S TOO GOOD TO BE TRUE</b><br>Charley Pride (RCA 0802)<br>(Pi-Gem—BMI)                              | 26 |
| 16 | <b>KATY DID</b><br>Porter Wagoner (RCA 0820)<br>(Owepar—BMI)   | 12 | <b>53 GOODBYES COME HARD FOR ME</b><br>Kenny Serratt (MGM 14435)<br>(Shade Tree—BMI)                         | 48 |
| 17 | <b>ANY OLD WIND THAT BLOWS</b><br>Johnny Cash (Columbia 45740)<br>(House Of Cash—BMI)                                    | 25 | <b>54 SING ME A LOVE SONG FOR BABY</b><br>Billy Walker (MGM K 14422)<br>(Venomous Music—ASCAP)               | 34 |
| 18 | <b>SHE'S MY ROCK</b><br>Stoney Edwards (Capitol 3462)<br>(Ironside—ASCAP)  | 19 | <b>55 ALL HEAVEN BREAKS LOOSE</b><br>David Rogers (Columbia 45714)<br>(Unichappell—BMI)                      | 37 |
| 19 | <b>PRETEND I NEVER HAPPENED</b><br>Waylon Jennings (RCA 74-0808)<br>(Willie Nelson—BMI)                                  | 13 | <b>56 JAMBALAYA</b><br>Blue Ridge Rangers (Fantasy 689)<br>(Acuff/Rose—BMI)                                  | 60 |
| 20 | <b>SATISFACTION</b><br>Jack Greene (Decca 33008)<br>(Tree—BMI)   | 27 | <b>57 I AM WOMAN</b><br>Bobby Roy (Capitol 3513)<br>(Buggerlugs—BMI)   | 67 |
| 21 | <b>SOMEWHERE, MY LOVE</b><br>Red Steagall (Capitol 3461)<br>(Robbins—ASCAP)  | 29 | <b>58 OLD FASHIONED SINGING</b><br>George Jones & Tammy Wynette<br>(Epic 10923) (Altam—BMI)                  | 42 |
| 22 | <b>YOU TOOK ALL THE RAMBLIN' OUT OF ME</b><br>Jerry Reed (RCA 0857)<br>(Vector—BMI)                                      | 28 | <b>59 BLUE TRAIN</b><br>George Hamilton IV (RCA 0854)<br>(Acuff/Rose—BMI)                                    | 61 |
| 23 | <b>THE LORD KNOWS I'M DRINKING</b><br>Cal Smith (Decca 33040)<br>(Stallion—BMI)  | 30 | <b>60 I HATE GOODBYES</b><br>Bobby Bare (RCA 0866)<br>(Jack & Bill—ASCAP)                                    | 65 |
| 24 | <b>HELLO WE'RE LONELY</b><br>Tom T. Hall & Patti Page<br>(Mercury 73347) (Hallnote—BMI)                                  | 31 | <b>61 THE TOAST OF '45</b><br>Sammi Smith (Mega 0097)<br>(Jack—BMI)  | 71 |
| 25 | <b>FOOL ME</b><br>Lynn Anderson (Columbia 4592)<br>(Lowery Music—BMI)  | 6  | <b>62 CAUSE I LOVE YOU</b><br>Don Gibson & Sue Thompson<br>(Hickory 1654) (Acuff/Rose—BMI)                   | 63 |
| 26 | <b>WHITE SILVER SANDS</b><br>Sonny James (Columbia 45706)<br>(Sharina Music—BMI)   | 20 | <b>63 THE LOVING GIFT</b><br>Johnny Cash & June Carter<br>(Columbia 45758) (Combine—BMI)                     | —  |
| 27 | <b>IF IT'S ALRIGHT WITH YOU</b><br>Dottie West (RCA 74-0828)<br>(House Of Gold—BMI)                                      | —  | <b>64 MARGIE, WHO'S WATCHING THE BABY</b><br>Earl Richards (Ace Of Heart 0461)<br>(Bealin—ASCAP)             | 65 |
| 28 | <b>WHOLE LOTTA LOVING</b><br>Hank Williams Jr. & Lois Johnson<br>(MGM 14443) (Travis—BMI)                                | 21 | <b>65 WHEN A MAN LOVES A WOMAN</b><br>Tony Booth (Capitol P 3515)<br>(Blue Book—BMI)                         | —  |
| 29 | <b>GOT THE ALL OVERS FOR YOU</b><br>Freddie Hart (Capitol P3453)<br>(Blue Book—BMI)                                      | 23 | <b>66 MOVE IT ON OVER</b><br>Buddy Alan (Capitol 3485)<br>(Fred Rose—BMI)                                    | 53 |
| 30 | <b>IN THE PALM OF YOUR HAND</b><br>Buck Owens (Capitol 3504)<br>(Blue Book—BMI)  | 33 | <b>67 TRUE TRUE LOVIN'</b><br>Ferlin Husky (ABC 11345)<br>(Ronbre Coach Four—BMI)                            | 70 |
| 31 | <b>LOVE IS THE LOOK YOU'RE LOOKING FOR</b><br>Connie Smith (RCA 0860)<br>(Neely's Bend—BMI)                              | 41 | <b>68 SHE CALLED ME BABY</b><br>Dick Curless (Capitol 3470)<br>(Central—BMI)                                 | 55 |
| 32 | <b>DON'T LET THE GREEN GRASS FOOL YOU</b><br>O. B. McClinton (Enterprise 9059)<br>(Stax/Voit) (Assorted—BMI)             | 32 | <b>69 A GIRL LIKE YOU</b><br>Tommy & Glaser Brothers (MGM 14462) (Glaser Bros.—BMI)                          | 72 |
| 33 | <b>LOVE SURE FEELS GOOD IN MY HEART</b><br>Susan Raye (Capitol 3499)<br>(Blue Book—BMI)                                  | 35 | <b>70 THANK YOU FOR TOUCHING MY LIFE</b><br>Tony Douglas (Dot DOA 17443)<br>(Cochise—BMI)                    | 57 |
| 34 | <b>ONE LAST TIME</b><br>Glen Campbell (Capitol 3483)<br>(Blackwood Music—BMI)  | 44 | <b>71 PROUD MARY</b><br>Brush Arbor (Capitol 3468)<br>(Jordora—BMI)  | 73 |
| 35 | <b>WE KNOW IT'S OVER</b><br>Dave Dudley & Kare O'Donnal<br>(Mercury 73309) (Newkey—BMI)                                  | 36 | <b>72 FEEL SO FINE</b><br>Kenny Vernon (Capitol P 3506)<br>(Travis/Big Bopper—BMI)                           | —  |
| 36 | <b>TILL I GET IT RIGHT</b><br>Tammy Wynette (Epic 10940)<br>(Tree—BMI)   | 45 | <b>73 A MAN LIKES THINGS LIKE THAT</b><br>Charlie Lovin' & Melba Montgomery<br>(U.A. 3508) (Copper Asin—BMI) | 75 |
| 37 | <b>SEPARATE WAYS ALWAYS ON MY MIND</b><br>Elvis Presley (RCA 0815)<br>(Press—BMI)  | 38 | <b>74 DON'T TELL ME YOUR TROUBLES</b><br>Kenny Price (RCA 0872)<br>(Acuff-Rose—BMI)                          | —  |
|    |  |    | <b>75 YES MA'AM</b><br>Glenn Barber (Hickory 1653)<br>(Acuff/Rose—BMI)                                       | 58 |

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 KVEC San Luiz  
 WEMP Milwaukee  
 WSB Atlanta

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## Picks of the Week

### FREDDIE HART (Capitol P-3524)

Super Kind Of Woman (2:36) (Blue Book, BMI—J. Lebsack)

Freddie Hart has a super kind of hit with this new, moving ballad sound. Sure to garner many spins in both country and pop markets, due to sensitive vocals and smooth arrangement. Flip: "Mother Nature Made A Believer Out Of Me" (1:54) (Blue Book, BMI; Gold Book, ASCAP—Hart, Adams).

### FARON YOUNG (Mercury 73359)

She Fights That Lovin' Feeling (2:51) (Ramblin' Rose, ASCAP—J. Adams)

The new year should be just as successful as 1972 to Faron Young, who has started off on the right foot with his well-known ballad style applied to a captivating piece of material. Flip: "I'm In Love With Everything" (2:05) (Court Of Kings, BMI—B. Deaton, C. Pitts, J. King).

### THE STATLER BROTHERS (Mercury 73360)

Monday Morning Secretary (2:43) (American Cowboy, BMI—D. Reid)

Using their superfine vocal blend as a valuable commercial vehicle, the Statlers tell a tale that should command listener attention amongst both white and blue collar workers, and all others who need something to cheer up their Monday mornings. Flip: "A Special Song For Wanda" (2:44) (American Cowboy, BMI—H. & D. Reid).

### BOB LUMAN (Epic 5-10943)

Neither One Of Us (3:30) (Keca, ASCAP—J. Weatherly)

Delivering an emotional rendition of this slow Jim Weatherly ballad, Bob Luman creates the kind of magnetic aura that he has so successfully used to score with his past ballad hits. Should be big. Flip: no info available.

### RONNIE DOVE (Decca 33038)

Lilacs In Winter (2:34) (Maple, AS—J. D. Brock)

Ronnie Dove has a happy sound that ties in hand-in-hand with the optimism of the song lyrics. The fluid arrangement can command substantial MOR airplay as well as country. Flip: no info available.

## Best Bets

### GARLAND FRADY (Countryside CS-45836)

A Good Love Is Like A Good Song (2:40) (Portofino/Avoyelles, ASCAP—Casey Kelly) One of the first releases on Mike Nesmith's Elektra-distributed Countryside label, this tune by Garland Frady comes right out of the grooves and grabs the listener with its California warmth. Should be huge if handled properly. Flip: "You Be You" (3:07) (Window, BMI—B. Rabin).

### RICK JOHNSON (Rice 5055)

I've Heard These Very Lines Before (2:50) (Six-Keys, ASCAP—R. Johnson) Rick Johnson has a very interesting way of singing, coupled with an awareness of good lyrics. This song can either go unnoticed or create enough of a stir to become a major hit, all depending on how it is marketed. A different sound. Flip: "Please Don't Love Me" (2:10) (same credits).

### ACE CANNON (Hi 2231)

Tuffer Than Tuff (2:56) (Jec, BMI—A. Cannon) "Tuff" was quite a suave instrumental, but now top saxophone player Ace Cannon claims he's got something even tuffer. Fine steel guitar and instrument coordination for a hit sound. Flip: "Green Door" (2:10) (Travis, ?—Davie, Moore).

### DORSEY BURNETTE (Capitol P-3529)

I Let Another Good One Get Away (2:43) (Mandina/Brother Karl's—BMI, S. Stone, D. Burnette) Dorsey Burnette sings about a girl that he let slip by, but the bright energy of this single won't let it get away from stirring up a good deal of activity, both country and pop. Flip: "Take Your Weapons, Lay 'Em Down" (2:03) (Brother Karl, BMI—D. Burnette).

### DON JARRELLS (Jemkl 3279)

Everything But Mine (2:37) (PFS ASCAP—C. Rogers) Don Jarrells comes across with a well-paced Jim Reeves-style ballad that has a clever lyrical hook. Could cause considerable attention. Flip: "What The World Needs Now Is Love" (2:35) (Blue Seas/Jac, ASCAP—H. David, B. Bacharach).

### GEORGE KENT (Rice 5054)

Hardscuffle Road (2:45) (Newkeys, BMI—R. Baham) George Kent retells his early life which took place on Hardscuffle Road. Seems as though his upbringing has given George Kent the energy and determination to fight his way up the charts. Flip: "Doogie Ray" (2:58) (Newkeys, BMI—R. & J. Key).

# What A Super Way To Start The New Year!

## CashBox/Country Top 75

- 1 SHE'S GOT TO BE A SAINT  
Ray Price (Columbia 45724)  
(Galleon Music—ASCAP)
- 2 SOUL SONG  
Joe Stampley (Dot 17442)  
(Al Gallico/Algee—BMI)
- 3 A PICTURE OF ME  
WITHOUT YOU  
George Jones (Epic 10917)  
(Al Gallico/Algee—BMI)
- 7 LOVE'S THE ANSWER  
Tanya Tucker (Columbia 45721)  
(Algee—BMI)

- 37 GALLICO  
Al Gallico  
(Al Gallico)
- 38 MUSIC  
Hughes Pr  
(Gallico/)
- 39 COR  
A'



Thank you, Ray... Thank you, Joe... Thank you, George... Thank you, Tanya,

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# Country Roundup

Susan Raye says "Love Sure Feels Good In My Heart" . . . U. S. artist Del Reeves set for a week of personal appearances and television guest shots in England beginning April 17. Tour is the second in a six month period for Reeves who made considerable impact in Great Britain in mid-1972. Reeves' current U. A. single is "Truckers' Paradise" which the company expects will be his biggest selling disc since his memorable "Girl On The Billboard" . . . Pat Roberts, Dot's promising young artist, will appear with Merle Haggard in concert Feb. 1-4 in Salt Lake City, Albuquerque, Denver and Amarillo . . . Mac Wiseman, long-time country music favorite among Canadians, is set to tape a guest appearance on Ian Tyson's CBC-TV series in February, with a "to be announced air date." Wiseman will be appearing with the Shenandoah Valley Cut-Ups, a group which frequently works shows with the RCA Records artist.

The Blackwood Brothers will receive their Christmas present in February, according to road manager, Cecil Blackwood. The Christmas present is a new bus which was shipped from Belgium the first week in December, with an arrival date in Memphis of Jan. 27. It will then be driven to Nashville for a complete interior modeling . . . Little Richie Johnson reports that January is Faron Young month all over the world as proclaimed by Mercury Records. Since the month of February is Faron's birthday, the new year should be a big one for the Singing Sheriff.

The northwest Steel Guitar Society has elected new officers for the coming year at a meeting held in Renton, Washington. President is Larry DeRocher, with Wally Giffin serving as vice-president and Paula Wolfe as secretary-treasurer. Membership in the organization is open to all interested steel guitar players in the northwest.

Charlie Wright died in Dallas on Dec. 29. Wright, a well-known manager during the '60's helped shape the careers of such artists as Sonny James, Ray Price, Lefty Frizzell and Al Dexter . . . Tommy Cash, Epic artist, is sporting what he calls his "hotel on wheels." The "hotel" is a 1973 Silver Eagle custom built bus, fully equipped . . . Colonel Buck Cody, owner of a country music hall called the Frontier Jamboree, has been elected chairman of the board of the new Heritage Trails Association which has been formed in northern Missouri . . . Bob Langston, known in Louisiana as "Swamp Bottom" Bob, has just been signed to Triune Records. His first single for the label will be "Hello Linda" . . . Contemporary bluegrass group "II Generation" is temporarily sidelined while bass-man Randy Stockwell recoups from surgery. The popular campus/bluegrass entertainers are taking the time out to work up new material and routines and will be back on stage as of the first of February.

A 65 page booklet on Commander Cody and His Lost Planet Airmen has been produced by John L. Haag, and shipped out by West Coast Publications, Inc. of Los Angeles. The book contains music and lyrics to eleven of the group's songs, including the popular "Lost in the Ozone; plus pictures of the band . . . Wonderland Recording, Inc. is the name of the new recording studio opened in Flint, Michigan . . . The Atlanta James and Elmer Fudpucker show is off on an overseas tour where they will appear in Germany, England and Italy during a ten day period with thirty performances . . . George Washington has nothing on Billy Walker these days. Seems when the Tall Texan stayed at the Park Bridge Motel in Rockville, Indiana, its owners were so impressed with the Walker way they now have a sign in their lobby reading "Billy Walker Slept Here."

Redd Stewart has a new Hickory record titled "Bonaparte's Retreat."

This old "goodie" was written by Redd's long-time friend Pee Wee King, who also co-penned the famous "Tennessee Waltz" . . . RCA has re-serviced the Everly Brothers' "Lay It Down" due to popular demand . . . Roy Orbison is back in Nashville after his holiday date at the Garden in New York City. Roy closed the show to a standing ovation from 20,000 fans. His neighbor, Johnny Cash, who was on hand for the performance, introduced Roy . . . The Bob Taylors have a new 8-pound, six-ounce girl, Christy Lynn. Bob is an associate booker for the Jim Halsey Talent Agency in Tulsa, Oklahoma.

Bill Kilian has closed out Ole' Dad's Theatrical Attractions and is now operating in Morristown, Tennessee as Allied Productions . . . Mercury Records has set January, 1973 as "Faron Young Month." According to Billy Deaton, Young's personal manager, Mercury is planning an all-out campaign to promote Faron's new single and album of the same title, "This Time The Hurtin's On Me," which was released Jan. 1 along with his two recent albums "This Little Girl Of Mine" and "Four In The Morning" . . .

Jim Foglesong, Dot Records vice president, has produced his first session on Roy Clark with the new release penned by Boudleux and Felice Bryant, titled "Come Alive With Me" . . . Dot artist Diana Trask, returned to her home country of Australia for the month of January where she's doing a tour for the McCrory Network . . . Monument's Charlie McCoy is one of the finalists for a grammy award as instrumentalist of the year so he's dusting off his tux . . . again. Also, he's been booked to do two shows with the Masters Festival in January in Texas, on the 26 in San Antonio and the 27 in Houston which could be the first of many more with Boots and Floyd this year. Charlie is set for a National TV shot on Feb. 18 on NBC with Eddy Arnold, Loretta Lynn, and Lynn Anderson as headliners with him . . . Joe Stampley, whose Dot record of "Soul Song" is a hot country single has taped the syndicated "Sound Country" program with the shows originator and producer—Doug Davis. "Sound Country" is syndicated by programmers of New York City. Davis has also produced a 30 minute special on Stampley which traces the Dot artist career from rock music up through his current success with country music. The special will be free to stations airing the weekly syndicated show. Davis is also music programmer for KCMC radio, Texarkana, Texas . . . "The Nashville Coyote" a segment of this season's "Wonderful World Of Disney" TV series, was honored by the Country Music Assoc., Inc. for its outstanding contribution to country music. Award went to Winston Hibler, the shows producer-director, writer Jack Spiers and to Buddy Baker and Spiers for the songs and background music. The story, about a misplaced California coyote and his adventures with a hardluck songwriter in country music's capital city, was originally telecast on Oct. 1, 1972.

Capitol's Stoney Edwards, with a hot chart record climbing the charts called "She's My Rock," has been booked to appear at the recently revived Big D Jamboree in Dallas, Texas. The date is Saturday Feb. 3 which includes one show at Dewey Groom's Long Horn Ballroom later in the evening . . . Billy Deaton, who manages Faron Young's career, just returned to Nashville from a Texas and Acapulco vacation with a commission for Faron to perform at the inauguration of the newly elected Governor of Texas, Dolph Briscoe.



## ANY OLD WIND THAT BLOWS—Johnny Cash—Columbia KC 32091

Johnny Cash is a tall, towering man, both physically and spiritually. But he is not an immovable object, and is quite capable of change. After playing for many years with the Carter Family, Statler Brothers and Carl Perkins, Cash decided this year to perform concerts as a soloist. This album represents that mood to a tee, presenting a more intimate, personal and philosophic side of John. Includes "The Ballad Of Annie Palmer," "The Good Earth," "Kentucky Straight," "Best Friend" and the title tune.

## IN THE PALM OF YOUR HAND—Buck Owens—Capitol ST-11136

Buck Owens holds his music in the palm of his hand—he lives, eats, breathes and sleeps his music, not only achieving personal success over the years, but also forging careers for many of his playing partners, such as Buddy Alan, Susan Raye and Freddie Hart. Some albums are assembled as concepts, and some as an anthology of hit singles. This is the latter and includes recent material such as "Made In Japan," "A Whole Lot Of Somethin'," "Arms Full Of Empty" and the title cut.

## PAT BOONE AND THE FIRST NATIONAL JESUS BAND—MGM Lamb & Lion—SE-4877

Although he made his initial claim to fame as a pop star with tunes such as "Love Letters In The Sand" and "Bernadine," Pat Boone has every right to sing and pick country music. Believe it or not, Pat is a native son, being born and raised in Nashville. Having recorded this album at Jack and Billy Linneman's Hilltop Recording Studio with the First National Jesus Band, Pat devotes the 12-song set to faith and inspiration, featuring tunes such as Hank Williams' "I Saw The Light," Tom T. Hall's "Me And Jesus," Fred Rose's "Wait For The Light To Shine" and the traditional classic, "The Great Speckled Bird." This is an album of sincerity, emotion, and most of all, good music. As Pat says, "It was a homecoming."

## Top Country Albums

1	MY MAN Tammy Wynette (Epic 31717)	2	LONESOME 7-7203 Tony Both (Capitol 3441)	31
2	GOT THE ALL OVERS FOR YOU Freddie Hart (Capitol ST 1001107)	1	ROY CLARK LIVE (Dot DOS 26005)	28
3	LYNN ANDERSON'S GREAT HITS (Columbia KC 31641)	3	I CAN'T STOP LOVING YOU/ (LOST HER LOVE) ON OUR LAST DATE Conway Twitty (Decca DL 7-5361) (MCA)	16
4	BURNING LOVE Elvis Presley (RCA 2595)	4	SOMEBODY LOVES ME Johnny Paycheck (Epic KE 31707)	20
5	IT'S NOT LOVE (BUT IT'S NOT BAD) Merle Haggard (Capitol S-11127)	5	LADIES LOVE OUTLAWS Waylon Jennings (RCA LSP 4751)	25
6	LONELY WOMEN MAKE GOOD LOVERS Bob Luman (Epic 31746)	6	TOGETHER ALWAYS Porter Wagoner & Dolly Parton (RCA LSP 4761)	21
7	GLEN TRAVIS CAMPBELL (Capitol SW 11117)	10	EXPERIENCE Porter Wagoner (RCA 4810)	29
8	THIS MUCH A MAN Marty Robbins (Decca DL 75389)	13	EARL SCRUGGS LIVE AT KANSAS STATE (Columbia KC 31758)	38
9	HERE I AM AGAIN Loretta Lynn (Decca 74381)	7	DELTA DAWN Tanya Tucker (Columbia KC 31742)	26
10	BORROWED ANGEL Mel Street (Metromedia MCS 5001)	12	THE BEST OF TOMMY CASH (Epic AL 31995)	39
11	THE BEST OF THE BEST OF MERLE HAGGARD (Capitol ST 11082)	8	IF YOU TOUCH ME Joe Stampley (Dot DOS 26002)	27
12	THE HAPPIEST GIRL IN THE WHOLE U.S.A. Donna Fargo (Dot DOS 26000)	11	I'VE FOUND SOMEONE OF MY OWN Cal Smith (Decca DL 7 5369)	44
13	INCOMPARABLE Charley Pride (RCA CAS 2584)	17	BEST OF SAMMI SMITH (Mega M-31-1019)	40
14	HEAVEN IS MY WOMAN'S LOVE Tommy Overstreet (Dot 26003)	14	GARDEN PARTY Rick Nelson—Decca	—
15	CHARLIE MCCOY (Monument 31910)	9	ALL TIME GREATEST HITS Ray Price (Columbia 31364)	41
16	PICTURE OF ME WITHOUT YOU George Jones (Epic KE 31718)	30	NASHVILLE PACKAGE (Mercury SR 61375)	43
17	DON'T SHE LOOK GOOD Bill Anderson (Decca DL 5383)	37	DOLLY PARTON SINGS (MY FAVORITE SONGWRITER PORTER WAGONER) (RCA LSP 4752)	33
18	JESUS WAS A CAPRICORN Kris Kristofferson (Monument KZ 31909)	18	SONNY JAMES SINGS THE GREATEST COUNTRY HITS OF 1972 (Columbia 32028)	—
19	I AIN'T NEVER Mel Tillis (MGM SE 4870)	19	TURN ON SOME HAPPY Danny Davis (RCA LSP 4803)	36
20	A SUNSHINY DAY WITH CHARLEY PRIDE (RCA LSP 4742)	23	WILL THE CIRCLE BE UNBROKEN Nitty Gritty Dirt Band— United Artists 9801	—
21	I'VE GOT A WOMAN'S LOVE Marty Robbins (Columbia KC 31628)	22	BEST OF DOTTIE WEST (RCA LSP 4811)	34
22	WHEEL OF FORTUNE Susan Raye (Capitol ST 11106)	15	THE ROADMASTER Freddy Weller (Columbia KC 31769)	35
23	BEST OF CHARLEY RICH (Epic KE 31933)	24		

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**RECORDS**



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# MIDEM

1973

7<sup>th</sup> international record and music publishing market  
january 20/26.73  
Palais des Festivals. CANNES. France

## Chappell, Via Nichion, Forms Co. Devoted To Japanese Music

NEW YORK — Chappell Music and Nichion Inc., a subsid of the Tokyo Broadcasting System, have entered into a major agreement involving the establishment of Chappell K.K., the first company ever set up by the international publisher for the exclusive development of Japanese product.

The announcement, made jointly by Nichion president Shigeru Akimoto and Jacques R. Chabrier, chairman of Chappell & Co. Ltd., also stated that Nichion, one of Japan's leading publishers, will exclusively manage Chappell's catalogue for the Japanese market.

The long-term dual agreement marks Chappell's most aggressive entry into the Japanese music scene culminating months of international negotiations between Chabrier, Akimoto and Kei Takahashi, exec director of Nichion.

### Chabrier Comment

In making the announcement, Chabrier said: "We have long wanted to enter this dynamic music market, which I personally had the pleasure to observe on my trip to Japan last year. We finally found the appropriate partner company in Nichion. Through this new association we look to 1973 as the start of Chappell's full participation in the fastest growing record market in the world, while simultaneously contributing to greater international exposure for Japanese music."

Chappell K.K., to be owned by the Chappell group and administered by

## Songs To Compete In Japan 'Love Sounds' Contest

TOKYO — The total number of entries for the "Love Sounds Theme Song Competition" is 468. The selection of the winning six compositions were decided by the following judges:

USA: Herb Alpert, Burt Bacharach, Carpenters, Henry Mancini, Sergio Mendes, Ventures, Andy Williams, Roger Williams.

England: John Barry, Don Black.  
France: Francies Lai, Raymond LeFevre, Paul Mauriat.

Japan: Kuranosuke Hamaguchi, Yu Aku, Masaaki Hirao, Kazumi Yasui, Hajime Fuji.

While all the votes have not yet arrived, the first prize will be from one of the following six entries:

TITLE	Composer	Lyricist
WHAT IS LOVE	Masako Ishii	Haroko Ami
LOVER COME FLYING TO ME	Akihiko Saito	Masako Tani
GOODBYE LOVE	Ken Takeda	Ken Takeda
THANK YOU	Kumihiko Murai	Michio Yamagami
DON'T WEEP, MY LOVE	Satoshi Abe	—
SYLVIA'S THEME	Noboru Kamiyama	—

The final announcement of the award receiving composition will be made soon and will be announced through Heibon Publishing Co.

### King Gram-Rock

TOKYO — King Records has decided to take part in the Gram-Rock boom in Japan by releasing "Rock Music" (LP).

T. Rex and David Bowie are very popular in Japan now.

Nichion in Japan, will be solely aimed at the major development and promotion of Japanese copyrights. Chappell will retain sub-publishing to all compositions throughout the world. Plans are already underway for the launching of a "vast" promo campaign involving the entire network of Chappell offices.

As manager of the international Chappell catalog, Nichion will perform a full range of activities including the promo of Chappell material in the burgeoning Japanese market, acting as liaison with licensing organizations, plus the handling for the first time in Japan of the Chappell Background Library, one of the most extensive in the world.

George T. Folster and Associates, who have acted as Chappell's collection agent for record royalties, will continue in that capacity.

## Chappell Plans Int'l Huddles

NEW YORK — Preceding Chappell's full-strength participation at MIDEM, vice president and general manager Norman Weiser and Nick Firth, head of the publisher's international department and general manager of Intersong, U.S.A., will attend Chappell's own international meetings in London, Paris and Cannes.

In London, Weiser and Firth will confer with Chappell Ltd. directors Bob Montgomery and Frank Coachworth. In America, Chappell is currently high on the charts with "Oh, Babe, What Would You Say" by Hurricane Smith (Capitol), previously a #1 hit in the United Kingdom and published by Chappell there. Also prior to MIDEM, they will attend the annual Intersong creative meeting which will convene in Cannes for the second consecutive year.

At MIDEM itself, Chappell execs from such diverse countries as England, France, Italy, Germany and New Zealand will also gather.

Weiser and Firth will later fly to Paris to work with writers Michel Legrand and Charles Aznavour whose catalogs are represented in the United States by Chappell.

## 1st Euro Tour For Isaac Hayes

HOLLYWOOD — Academy Award winning artist/composer Isaac Hayes has been set for his first European tour this month.

Hayes is scheduled to arrive in Rome, Italy, Jan. 16 with "The Movement." Hot, Buttered & Soul is a troupe of six dancers. Following his appearance at The Palais Sport Theatre Jan. 17, he will travel to Cannes to headline as top American act at the 1973 Midem Music Festival Jan. 21. Other dates on the tour include Paris Olympia Theatre, Jan. 22, Frankfurt, Jahrhunderthalle, Jan. 24, Amsterdam, Concertgebouw Jan. 26, and London Rainbow Theatre, Jan. 28.

## Home For World Music Trade Is MIDEM 7; Top Turnout Yet

NEW YORK — Music's international face is ready to face the industry's biggest international event, MIDEM, this week (20-27).

The site of Bernard Chevry's annual let's-make-a-deal spectacular is Cannes, but the showcase is really the world market. And more than in previous successes over the past six years, this is the case for MIDEM 7. Attendance will pass the 4000 mark, more exhibitors—an increase of 36% over last year from the U.S. alone—will be on hand to tell their story in music, which most will hope will get a greater international airing as a result of MIDEM. Even on the eve of MIDEM, there could not be made a final count on the totals, for as one MIDEM spokesman put it, "the tide just keeps coming." Chevry, in fact, was forced to greatly expand the exhibit space as a result of the interest in exposing one's wares at MIDEM this year.

### Stellar Acts

While MIDEM's basic thrust is the exchange of songs and catalogs, manufacturers, producers and managers are traditional MIDEM guests. And as far as this year's live performance Galas are concerned, both established and new acts are coming to MIDEM in particular strength this year. Additionally, the Opening Gala (21) is being taped by the German TV network, CDF, for airing starting the following Saturday over Eurovision. This and other European and, possibly Eastern Europe exposure, could mean an audience of 80 million.

The Opening Gala will feature Isaac Hayes, Michel Legrand, Bill Withers, Tony Christie, Udo Jurgens and Daliah Alvi.

A New International Artist Night (24) will star John Prine, Peter Skellern, Hurricane Smith and Demis Roussos.

At the Electric Band Night (25), featured will be Exuma and Crazy Horse.

The Closing Gala (26) will star

Anne Murray, Roberta Flack and other acts who are expected to be last-minute additions.

The Opening Gala and New International Artist Night will feature the orchestra of Frank Pourcel, while the orchestra of Caravelli will be featured at the closing Gala. Both Galas and the New International Artist Night will be held at the Palais de Festival, while the Electric Band Night will be held outdoors.

## Raspberries Live At MIDEM

NEW YORK — Top Capitol recording group Raspberries, gold record winners for "Go All The Way" and currently riding national Top Ten charts with their new single, "I Wanna Be With You," have been invited to perform at a MIDEM Gala in Cannes. Accompanying the group to Cannes will be C.A.M.-U.S.A. Principal Vittorio Benedetto. C.A.M. producer Jimmy Jenner remains in New York with studio chores. C.A.M. publishes all Raspberries material.

Following their appearance at MIDEM, Raspberries will appear on two TV programs in London. The group is currently planning a European tour for the spring.

## Japan Deal For Kluger

TOKYO — Victor Ongaku Sangyo Inc. has made an exclusive agreement with Roland Kluger Productions of Belgium. It brings the company the right to sell latter's label in Japan.

The label has many artists, of which Les Nanas, Lylac Street Band and Chacachas, are included.

The company is expected to release "Marie Santa" (Les Nanas) soon, and a Chacachas's LP to follow.

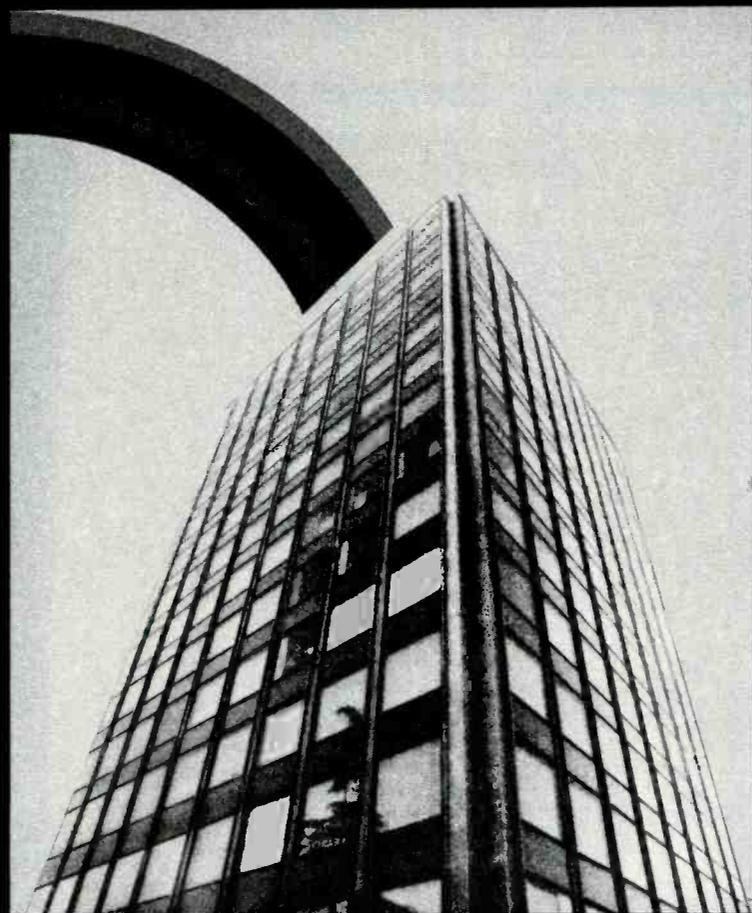


BERNARD CHEVRY—GENERAL MANAGER—MIDEM

MCA

*Notre arc-en-ciel commence ici*

MIDEM '73



---

MCA. The rainbow company.  
Where all that is gold does  
glitter—with the shining new  
sounds of '73. Celebrate with  
us—at the end of the rainbow.

---

**MCA RECORDS**

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R.C.A. Saic  
PAGODA RECORDS

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COL JOYE ENTERPRISES PTY LTD  
THE DOROTHY DODD AGENCY  
E.M.I. (Australia) LTD  
FABLE RECORDS CO. PTY LTD  
FESTIVAL RECORDS PTY  
HALFORD MUSIC ENTERPRISES  
IMAGE RECORDS  
LEEDS MUSIC  
LEWIS YOUNG PRODUCTIONS PTY  
LTD  
M7 RECORDS PTY LTD  
PENJANE MUSIC (Australia) PTY LTD  
PHONOGRAM PTY LTD  
R.C.A. LTD  
TEMPO RECORDS SALES PTY LTD

## AUSTRIA

HELP INTERNATIONAL RECORDS  
WELTMUSIK

## BELGIUM

ACUFF ROSE BENELUX  
ARDMORE & BEECHWOOD S.A.  
SPRL BRAUER HEBRA RECORDS  
CARDINAL RECORD INTERNATIONAL

## CHAPSKA

S. A. DISCOBEL  
EMI BELGIUM S.A.  
EUROVOX MUSIC  
INELCO BELGIUM S.A.  
OLYMPIA MUSIC PUBLISHING  
PETER PLUM PUBLICATIONS  
PHONOGRAM  
RADIO TELE MUSIC Belgique-  
Hollande/APOLLO MUSIC  
R. K. M.  
S. A. B. A. M.  
SANSUI AUDIO EUROPE  
UNIVERSAL SONGS

## BRAZIL

FERMATA DO BRASIL  
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SIGEM/TV GLOBO  
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EDITORA MUSICAL VICTOR LTDA

## BULGARIA

BALKANTON RECORD

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## I.T.T. MUSIC

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MORNING MUSIC  
R. C. A. S.A. CANADA-MONTREAL  
R. C. A. LIMITED—TORONTO  
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LES PRODUCTIONS S.M.C.L. INC  
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WILHELM HANSEN, MUSIK FORLAG

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AGFA-GEVAERT  
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EDITIONS BABOO  
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DISQUES BARCLAY  
EDITIONS BARCLAY (Ste des  
Nouvelles)  
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BIRAM S.A.  
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CARABINE MUSIC/ED. SYRINX  
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documentation du disque  
CONTEXT/EXPERIENCE  
DISC'AZ  
DANY MUSIC  
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EDITIONS 23  
EMILHENCO MUSIC COMPANY  
E. P. O. C.  
ESPIEGLE MUSIC  
EUROPA SONAR  
DISQUES CARLO FERRARI  
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FRANCIS DAY MUSIC  
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I. M. A. C. O. S.A. (B.A.S.F.)  
INTERSONG/ED. TUTTI  
ISABELLE MUSIQUE  
EDITIONS LABRADOR  
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Jacques LEBATTEUX (Producteur  
Independant)  
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LES EDITIONS MAROUANI/SCREEN  
GEMS COLUMBIA MUSIC  
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P.E.S.—MASQ  
3M FRANCE  
ED. MUSALES LE MINOTAURE  
MONDIDIS (Disques Celini, Charlin  
Intercord Pueblo)/MONTPARNASSE  
2000  
MOOD MUSIC  
MULTICANAUX RADIO  
MUSIDISC EUROPE  
NIVICO—DICOROP—NVC  
NUMERA  
NAUTILUS  
EDITIONS CLAUDE PASCAL  
PATHE-MARCONI—EMI  
PEMA MUSIC  
PHONOGRAM  
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S.E.E.D./Sté Européenne d'Enregi-  
strement et de diffusion  
DISQUES S.M.  
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S.N.I.C.O.P.  
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SONOPRESSE  
STUDER FRANCE  
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ED. & PRODUCTION MUSALES  
GERARD TOURNIER  
EDITIONS TREMPIN  
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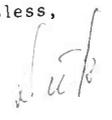
106 NORMA ROAD  
HARRINGTON PARK N J 07640  
201 768 8023

January 1973

TO ALL OUR FRIENDS:

It's been a very good year for TARA International. On behalf of all of us - Frank Swenson, Mark Cosmedy, Harry Palmer, Larry Brezner - and the rest of our staff - our thanks to Jack Wiedenmann at Metromedia; Tony Martell at Famous Music; Brad McCuen at Mega; Jerry Purcell at GWP; Miki Dallon at Young Blood; Hubert Terheggen at Radio Luxembourg; Jeff Kruger at Ember; Russ Regan at Twentieth Century; Chet Gierlach of MusicMusicMusic; Atsutaka Torio at Victor Publishing Japan; Jack Friedman and Allan Gross of Longines Symphonette Society; Kaneko at Victor Musical Industries; Dick Walsh of Tara Productions; Bob Austin of RECORD WORLD; George Albert of CASH BOX; Herm Schoenfeld at VARIETY; Hal Cook at BILLBOARD; Jay Lasker of ABC/Dunhill; Rocco Laginestra and Don Burkheimer at RCA; Jack Richbourg of Seventy 7 Records; Sam Kline of NMC; Dick Stone of E.B. Marks; Gerry Teifer of Metromedia Publishing - and - such friends as Jack Loetz, Al Ham, Bill Gallagher, Bill Levy, Ellis Nassour, Don Johnson, Clyde Otis, Terry Oates, Henry Shaffer, Ken Clancy, Jac Holtzman, Alan Stein, Sid Bernstein, Al Dauray, Seymour Stein, Scott Muni, Tim Rice, Shay Duffin, Fred Montilla, Kal Rudman, Les Weinstein, Pat Campbell, Jo Walker, Harry Jenkins, Bill Gavin, Sir Edward Lewis, Bhaskar Menon, Mimi Trepel, Carl-Eric Hjelm, David Matalon, Wim Schipper and the many others, whose anger I risk because I've forgotten to list them, but whose help - faith - trust and confidence was so important to our successful beginning.

God Bless,

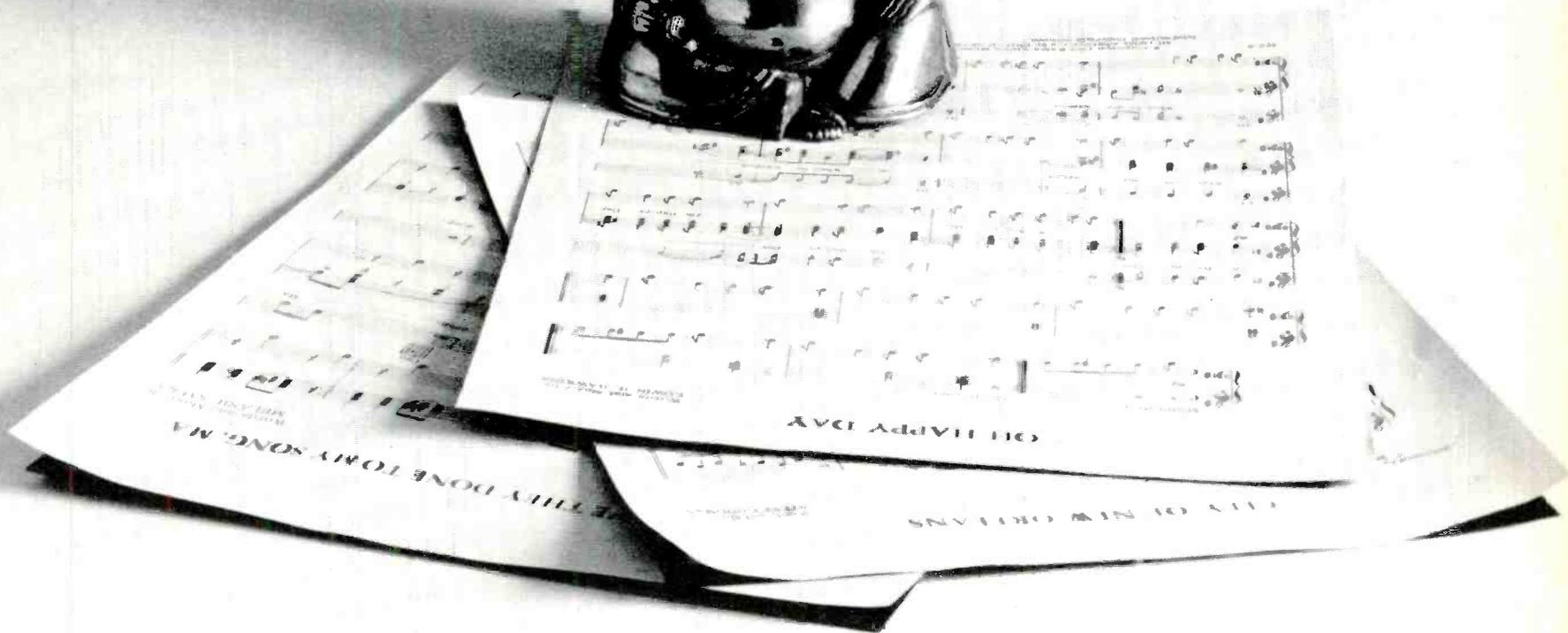
  
Richard L. Broderick

ek

P.S. Next year, I hope that we'll need a four page spread to list all.

(Cont'd on page 54)

**HAPPENING...  
...EVERYWHERE**



**THE BUDDAH  
KAMA SUTRA  
MUSIC PUBLISHING  
GROUP**

BUDDAH MUSIC  
KAMA SUTRA MUSIC  
KAMA RIPPA MUSIC  
TENDER TUNES MUSIC

**MEET US AT MIDEM**

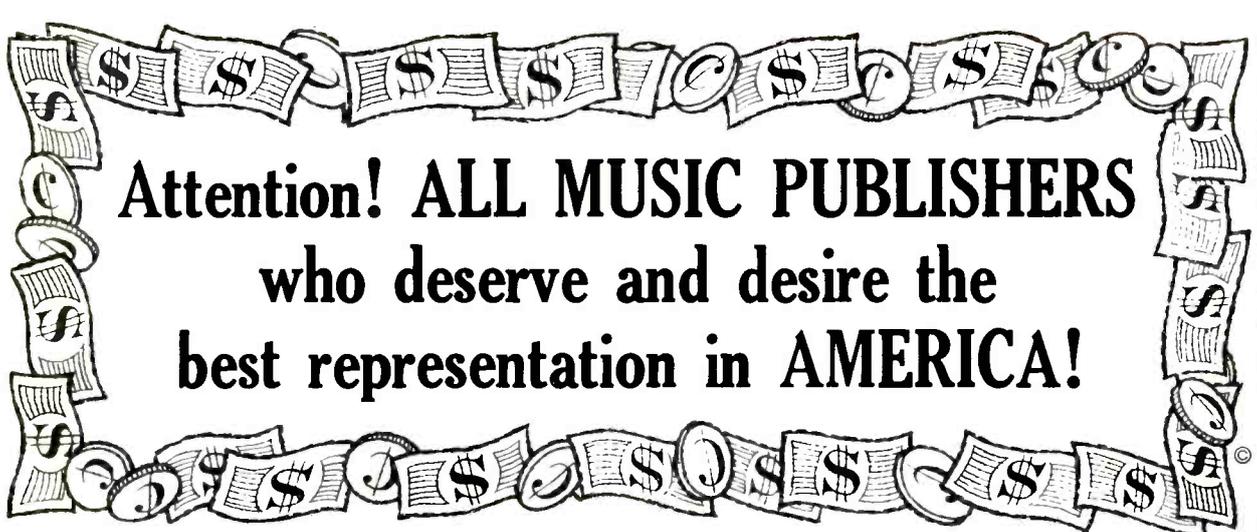
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CARLTON HOTEL    CANNES PALACE HOTEL

## MIDEM EXHIBITORS

(Cont'd from page 52)

### GREAT BRITAIN (Cont'd)

B & C MUSIC  
BEE BEE MUSIC  
BELL RECORDS  
BELSIZE MUSIC PUBLISHING  
BIG SECRET MUSIC  
BOOSEY & HAWKES MUSIC  
PUBLISHERS  
BOURNE MUSIC LTD  
BELWIN MILLS MUSIC  
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FELDON AUDIO  
FESTIVAL RECORDS INTERNATIONAL  
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HENSLEY MUSIC PUBLISHING  
COMPANY  
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PICKWICK INTERNATIONAL  
PHONOGRAM  
PHOTOPLAY  
POLYDOR LIMITED  
PRECISION TAPES  
PURPLE MUSIC  
PYE RECORDS  
RADIO LUXEMBOURG (LONDON) LTD  
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RED BUS MUSIC INTERNATIONAL  
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ROSETTI & CO. LTD  
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SATRIL RECORDS  
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SOUTHERN MUSIC  
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## Great Britain

Following the resignation of Don Wardell, to head up the American office of Jonathan King's U.K. Records, David Rickerby, previously music controller BASF, joins Decca as promotion manager. Wardell will stay on at Decca in an advisory capacity until he takes up his U.S. appointment on January 31st. Other changes within the Decca Group is that Gerry Halliday, formerly assistant press officer becomes press officer replacing David English who is now label manager with the Robert Stigwood Organisation. Richard Evans will transfer to European promotions under Marcel Stellman and his place will be taken by Christopher Worral formerly with Transatlantic Records.

Jan Olofsson of Youngblood International in Stockholm recently renewed with Polydor their contract for distribution of Youngblood product in the Scandinavian countries. It was also agreed that the Youngblood label would be launched throughout Scandinavia in 1973. Olofsson also finalised a deal with Intersong Music for the representation of Miki Dallon Music in Scandinavia and a further publishing deal was negotiated with Air Music Scandinavia for the representation of Youngblood's newly formed publishing company, Birth.

1972 was a good year for Sparta Florida Music with hits such as "Simple Game" by The Four Tops (Tamla Motown); "How Can I Be Sure" by David Cassidy (Bell) and "Why" by Donny Osmond (MGM). They also hit with "Bix Six" by Judge Dread and are currently scoring with "Shotgun Wedding" by Roy C on the U.K. label. Doris Troy, who recently formed her publishing company with Sparta, this month has her first Polydor album released "The Rainbow Testament" and Sam Parry, recently signed as a writer, makes his debut on Argo with a self-penned album "If Sadness Could Sing". Company chief Hal Shaper together with general manager Vivienne Thumpson will be at MIDEM where they will be placing John Holt and Martin Reilly tapes and liaising with the group's overseas

affiliates. A new company policy is about to be put into operation and Sparta will be looking for international collaboration particularly in Japan and South America. A new company headed by Jean Meeuson is being formed for Belgium and Luxembourg whilst Joop Portengen continues to look after the Dutch operation.

Lynda Carter (Miss America in the 1972 Miss World Contest) has been signed to EMI and will be among the first artistes to appear on the new EMI world wide label this month. It is not generally known that Lynda has been singing professionally for some four years before entering the beauty business and she makes her EMI debut with an American song "It Might As Well Stay Monday". Deal was negotiated between manager Rod Horrod and Joop Visser of EMI and the contract is for three years.

Stephen James has inked Sam Apple Pie to DJM for a three year world wide recording deal calling for two albums a year. First album "East 17" and single "Call Me Boss" issued this month.

Peter Gallen, for the last six years, engineer at Lansdowne Studios, is joining the Bron Organisation as full time engineer/producer for the Bronze label. Said Gerry Bron "I am delighted that Peter is joining us because he and I have worked closely together and he knows how I work. I am looking forward to Peter producing the new acts that he signs himself". Bron also take on a full time press officer is Adrian Matthews.

Amplex general manager Stan West advises us that Mike Batroy has been appointed manager, product development Europe and will be responsible for programming releases from existing agreements with licensors and will also acquire new material for release.

After a recording lapse of some eighteen months Don Fardon returns to the scene with a new single "Delta Queen" on the Youngblood International label produced by Miki Dallon and published by Birth.

## Great Britain's Best Sellers

TW	LW	
1	3	Long Haired Lover From Liverpool—Jimmy Osmond—MGM—Kolob
2	6	Solid Gold Easy Action—T. Rex—T. Rex—Wizard
3	1	Gudbuy T'Jane—Slade—Polydor—Barn/Schroeder
4	4	Crazy Horses—Osmonds—MGM—Kolob
5	11	Happy Xmas War Is Over—John & Yoko—Apple—Ono Northern
6	9	Shotgun Wedding—Roy C.—U.K.—Sparta Florida
7	2	My Ding-A-Ling—Chuck Berry—Chess—Carlin
8	—	The Jean Genie—David Bowie—RCA—Titanic/Chrysalis
9	5	Ben—Michael Jackson—Tamla Motown—Jobete/Carlin
10	12	Nights In White Satin—Moody Blues—Deram—Tyler
11	7	Crocodile Rock—Elton John—DJM—Dick James
12	8	Why—Donnie Osmond—MGM—Debmarr
13	16	Hi Hi Hi—Wings—Apple—Northern Songs
14	19	Help Me Make It Through The Night—Gladys Knight & Pips—Tamla Motown—KPM
15	—	Ball Park Incident—Wizard—Harvest—Wood/Carlin
16	10	What Made Milwaukee Famous—Rod Stewart—Mercury—KPM/Schroeder
17	13	Stay With Me—Blue Mink—Regal Zonophone—Cauliflower
18	20	Big Seven—Judge Dread—Bigshot—Bush
19	—	Always On My Mind—Elvis Presley—RCA—London Tree
20	14	Little Drummer Boy—Royal Scots Dragoon Guards—RCA—Bregman Vocco Conn

## TOP TWENTY LP'S

1	Slayed—Slade—Polydor
2	20 All Time Greats Of The 50s—Various Artists—K-Tel
3	Back To Front—Gilbert O'Sullivan—MAM
4	25 Rockin' 'N' Rollin' Greats—Various Artists—K-Tel
5	Portrait Of Donny—Donny Osmond—MGM
6	Greatest Hits—Simon & Garfunkel—CBS
7	22 Dynamic Hits Vol. 2—Various Artists—K-Tel
8	Crazy Horses—The Osmonds—MGM
9	Too Young—Donny Osmond—MGM
10	20 Fantastic Hits Vol. 2—Various Artists—Arcade
11	Never A Dull Moment—Rod Stewart—Mercury
12	Sing Along With Max—Max Bygraves—Pye
13	Catch Bull At Four—Cat Stevens—Island
14	Seventh Sojourn—Moody Blues—Threshold
15	Cherish—David Cassidy—Bell
16	Sing Along With Max Vol. 2—Max Bygraves—Pye
17	Made In Japan—Deep Purple—Purple
18	The Strauss Family—Cyril Ornadel L.S.O.—Polydor
19	20 Star Tracks—Various Artists—Ronco
20	Motown Chartbusters Vol. 7—Various Artists—Tamla Motown



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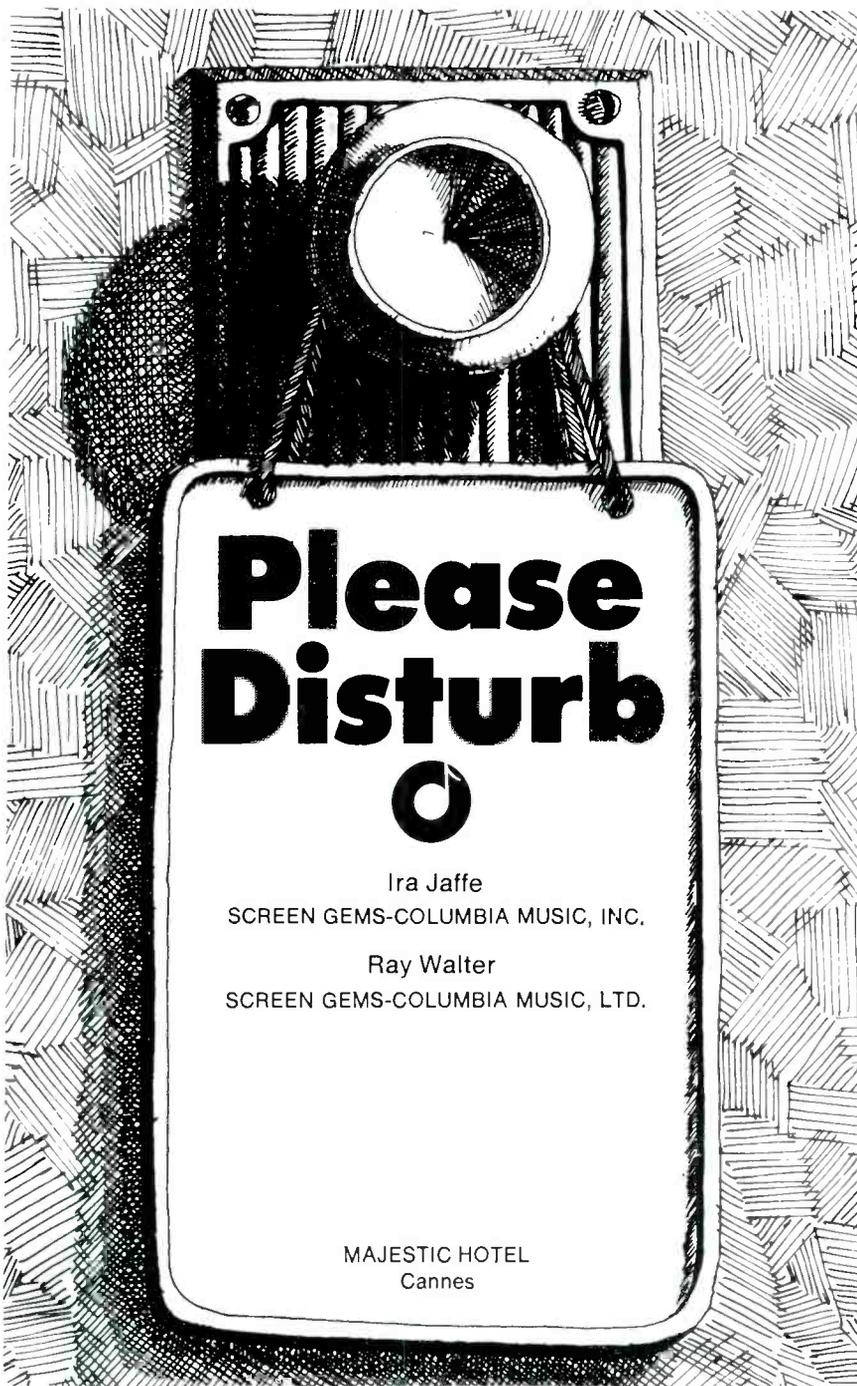
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## Tara's Theme Is Major Ties With International Music Mkt

NEW YORK — For Tara International, 1972 was a very good year. All facets of the diversified music operation reported success stories, beginning with the placement of Young Blood Records' of England smash hit "Joy" by Apollo 100 on the Mega label in the United States.

At the present time, Tara acts as the international rep and office for Mega Records, Metromedia Records, The Longines Symphonette Society, Golden Records, GWP Records and several other U.S. labels ranging from R&B to country and contemporary to jazz.

### Int'l Ties

During 1972, license agreements were concluded for Mega in Australia, New Zealand, England, Japan, Scandinavia, South Africa, Benelux, France, Venezuela and Argentina. Mega's award winning artist, Sammi Smith, made her first overseas appearance in England late in the year. Contracts for other world markets are now in negotiation and by mid-1973 Mega will be represented in 90% of the world music market-place.

Also, during the past year, a deal was concluded between Metromedia Records chief Jack Wiedenmann and Dick Broderick, president of Tara International, whereby Tara became the international arm of Metromedia Records. Since that time, new licenses have been negotiated for Metromedia with GRT of Canada, RCA of Australia, Carosello of Italy, SAMI of Venezuela and Global Music in Germany. In addition, the license agreement in Japan with Nippon Columbia was re-negotiated and extended. Tours of overseas areas are being prepared for such Metromedia artists as Bobby Sherman and The Hillside Singers and agreements for other world markets are presently in the process of negotiation.

Contracts have been concluded for the Longines Symphonette Society to introduce their mail order packages in the New Zealand market with Allied International. This makes the first appearance in the Far East area of the Longines mail order packages. In addition, negotiations are being finalized to introduce Longines product into Japan, Mexico, Portugal, France, Scandinavia, Benelux, Germany and Australia. Other markets are still open and will be covered during the

coming year.

### Other Deals

Some of the other license contracts consummated during the past year include Vee Jay in Australia with RCA; Royal American in Canada with GRT; Young Blood Records of England in Australia with RCA; Japan with Victor Musical Industries, Mexico with Orfeon and GWP Records in Australia with M7.

In the United States, Tara International was represented on the charts with Mac and Katie Kissoon's version of "Chirpy Chirpy Cheep Cheep" on ABC/Dunhill and Apollo 100's "Joy" on the Mega label. Current product includes the Tomas Ledin record of "Lay Me Your Body Down", from Scandinavia, on Mega and "Ela Ela" by Team, from Germany, on the Metromedia label.

Tara's production arm, Quest Productions, produced the critically acclaimed Peter Thom album, released on the United Artists label in the United States and Canada, and on Phonogram in the rest of the world. Thom's second album is currently in production along with some new material by Orville Stoeber.

Tara International also represents Radio Tele-Music, the record production arm of Radio Luxembourg and—in particular—the new hit group from Holland, "Focus," released in the U.S. on the Sire label distributed by Famous Music Corp. An extended tour will be coming up early in 1973. Tara also produced the English language version of Art Sullivan's French smash, "Ensemble." Entitled, "Don't Go," it will be released early this year in the U.S.

The year ended with Tara being appointed exclusive agents for the Expodisc 73 and the Miami Beach International Song Festival which will convene May 9-16 at the Convention Hall in Miami Beach, Florida. The Expodisc 73 is the first planned annual music business trade show and song festival.

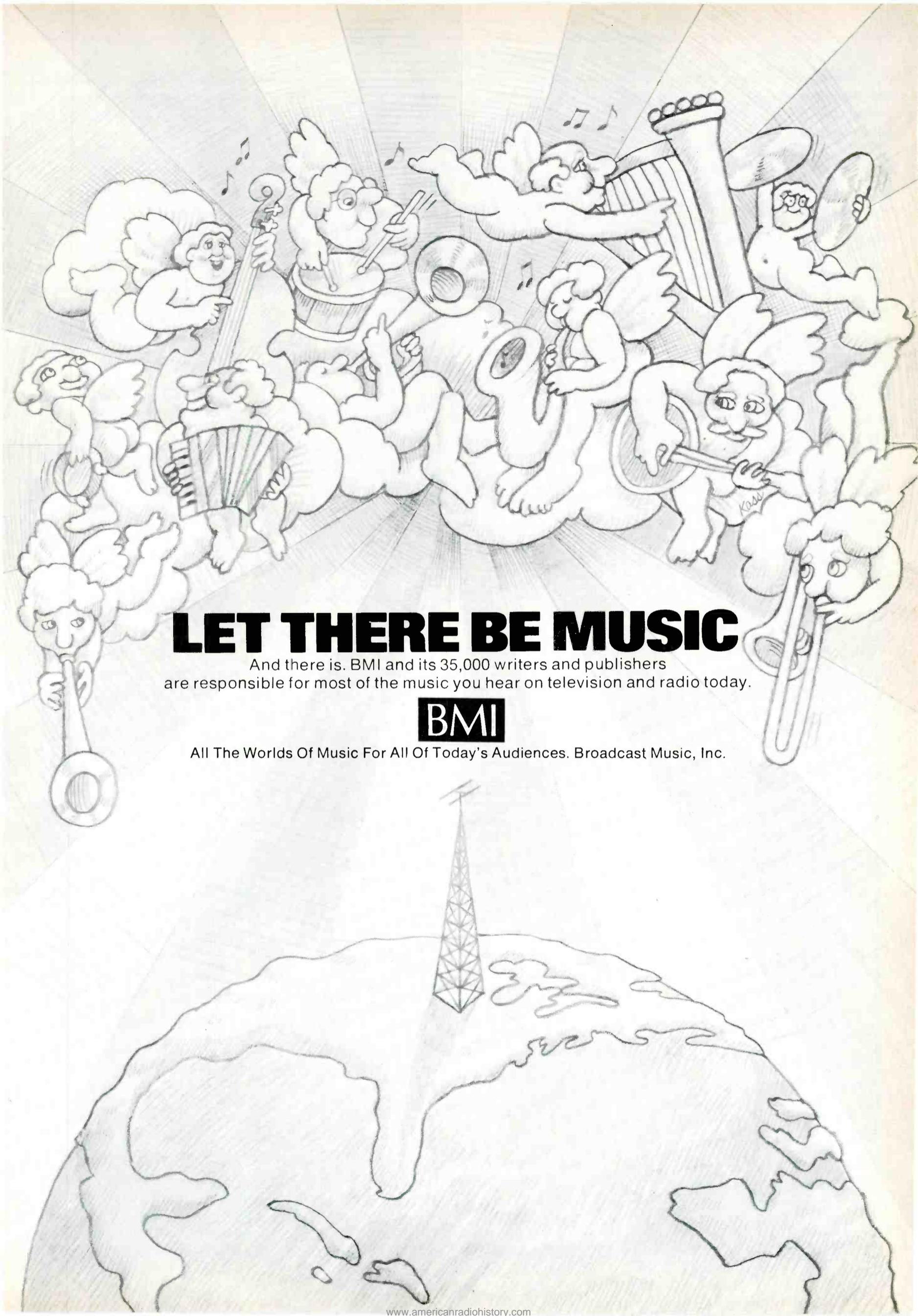
According to Aldo Legui, President of the Festival, the decision to utilize Tara was made because of the company's expertise in the International music market. Broderick announced that Frank Swenson, marketing director of Tara International, will personally take charge of the Expodisc 73 campaign.

### Belgium's Best Sellers

TW	LW	
1	1	Crazy Horses (The Osmonds—MGM).
2	2	Crocodile Rock (Elton John—Supreme—Editions Tournier).
3	3	Ich Habe Die Liebe Geseh'n (Vicky Leandros—Philips—Apollo).
4	4	Gudbuy T'Jane (Slade—Polydor—Hans Kusters Music).
5	5	Clair (Gilbert O'Sullivan—MAM—Editions Vedette).
6	6	I Think I Love You (The Partridge Family—Bell—Screen Gems Music Benelux).
7	7	Fais-Do (Redbone—Epic).
8	8	You-Kou-La-Le-Loupi (Mouth & MacNeal—Decca—Hans Kusters Music).
9	9	Burning Love (Elvis Presley—RCA).
10	10	Uberall Auf Der Welt (Freddy Breck—BASF—Hans Kusters Music).

### Australia's Best Sellers

TW	LW	
1	1	Ben—Michael Jackson—Castle—Tamlam Motown.
2	6	You're A Lady—Peter Skellern—Warner Bros.—Decca.
3	2	Popcorn—Hot Butter—B & H—Interfusion.
4	5	I Can See Clearly Now—Johnny Nash—Con—CBS.
5	3	Baby Don't Get Hooked On Me—Mac Davis—Screen Gems—CBS.
6	8	Happiest Girl In The USA—Donna Fargo—Castle—Dot.
7	9	Go All The Way—Raspberries—Albert—Capitol.
8	4	Burning Love—Elvis Presley—Albert—RCA.
9	—	Wings Of An Eagle—Russell Morris—Morris Melodies—HMV.
10	7	Sugar Me—Lynsey De Paul—Castle—MAM.



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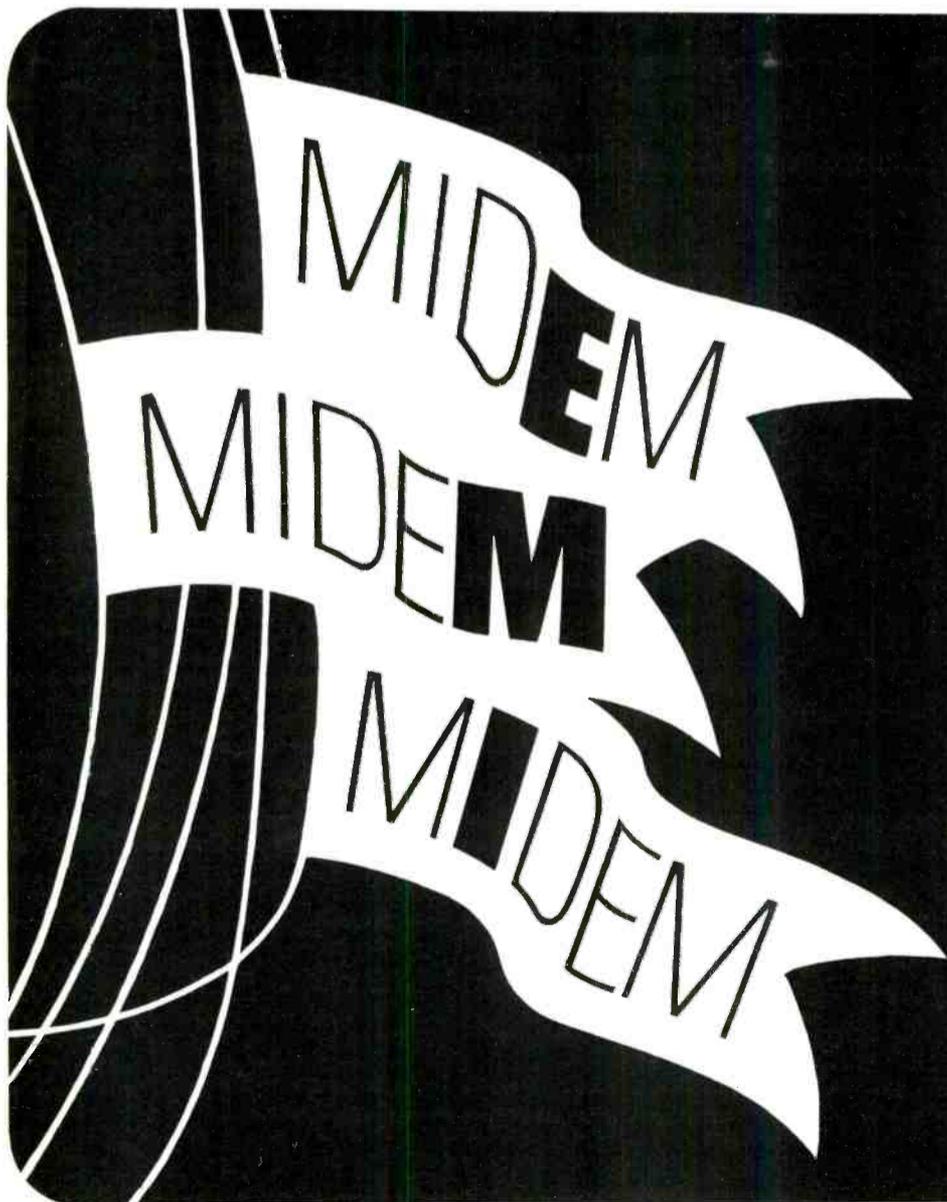
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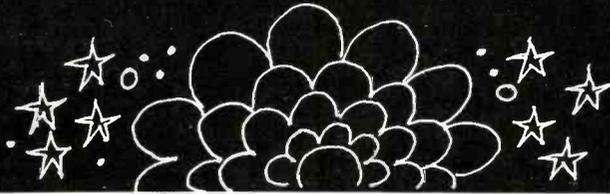
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# Oh, Babe, What a Year Chappell had in 1972!

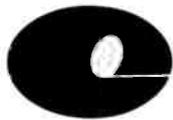
## 25 Singles in the Top 100

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- AIN'T UNDERSTANDING MELLOW • Jerry Butler and Brenda Lee Eager  
Unichappell/Ice Man Music • Mercury
- ASK ME WHAT YOU WANT • Millie Jackson  
Gaucho Music/Belinda • Spring
- BRANDY • Looking Glass  
Chappell/Evie/Spruce Run • Epic
- GIMME SOMEMORE • The JB's  
Dynatone/Belinda • People
- GOLDEN RAINBOW • Looking Glass  
Chappell/Evie/Spruce Run • Epic
- GOOD FOOT PART 1 • James Brown  
Dynatone/Belinda • Polydor
- I GOT A BAG OF MY OWN • James Brown  
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- I MISS YOU BABY • Millie Jackson  
Gaucho Music/Belinda • Spring
- I REFUSE TO SMILE • Mandrill  
Intersong-USA/Mandrill • Polydor
- IT'S ALL UP TO YOU • The Dells  
Chappell/Butler Music • Cadet
- JUNGLE FEVER • Chakachas  
Intersong-USA • Polydor
- JUST AS LONG AS YOU NEED ME • The Independents  
Chappell/Butler Music • Wand
- KEEP ON DOIN' WHAT YOU'RE DOIN' • Bobby Byrd  
Dynatone/Belinda • Brownstone
- KING HEROIN • James Brown  
Dynatone/Belinda • Polydor
- MY MAN, A SWEET MAN • Millie Jackson  
Gaucho Music/Belinda • Spring
- OH, BABE, WHAT WOULD YOU SAY • Hurricane Smith  
Chappell • Capitol
- PASS THE PEAS • JB's  
Dynatone/Belinda • People
- TALKIN' LOUD AND SAYIN' NOTHING • James Brown  
Dynatone/Belinda • Polydor
- THERE IT IS PART 1 • James Brown  
Dynatone/Belinda • Polydor
- THINK (ABOUT IT) • Lynn Collins  
Dynatone/Belinda • People
- TROUBLE IN MY HOME • Joe Simon  
Gaucho Music/Belinda • Spring
- WAY OF LOVE • Cher  
Chappell • Kapp
- WHAT MY BABY NEED NOW IS A LITTLE MORE LOVIN' • James Brown and Lynn Collins  
Dynatone/Belinda • Polydor
- WILLPOWER WEAK, TEMPTATION STRONG • Bullet  
M.R.C. Music • Big Tree
- YOU WEAR IT WELL • Rod Stewart  
3 Bridges Music • Mercury

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Ice Man Music • Intersong-USA • MRC Music • Three Bridges Music • Unichappell



# chappell

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Belinda Music • Butler Music • Dynatone Publishing  
Ice Man Music • Intersong-USA • MRC Music • Three Bridges Music • Unichappell

## MIDEM EXHIBITORS

(Cont'd on page 60)

### U.S.A. (Con'td)

CUTLASS RECORDS  
EAST/MEMPHIS MUSIC  
ESP-DISK  
EDWARD B. MARKS CORPORATION  
FAMOUS MUSIC  
FANIA RECORDS  
FANTASY  
AL GALLICO MUSIC CORPORATION  
HARRISON  
THE DICK JAMES ORGANIZATION  
JUST SUNSHINE RECORDS  
KAPLAN, LIVINGSTON, GOODWYN,  
etc.  
LONDON RECORDS/BURLINGTON  
MUSIC CORP.  
MAINSTREAM RECORD  
MARSHALL MORRIS  
M. C. A.  
MERCURY RECORDS/PHONOGRAM  
METROMEDIA MUSIC  
JIMMY MILLER PRODUCTIONS  
EDWIN H. MORRIS & CO. INC.  
MOTOWN RECORDS CORPORATION  
MUSICOR RECORDS  
OVERSEAS MUSIC SERVICES  
PEER SOUTHERN ORGANIZATION  
PETERS INTERNATIONALS  
PI-GEM PUBLISHING COMPANY  
PLAY BOY MUSIC PUBLISHING  
PPX ENTERPRISES  
RANWOOD RECORDS  
RECOTON CORPORATION  
RCA RECORDS  
JIM REEVES ENTERPRISES  
REQUEST RECORDS  
ROYAL SOUND  
SCHEKERYK ENTERPRISES/  
NEIGHBORHOOD RECORDS  
A. SCHROEDER INTERNATIONAL  
SCREEN GEMS  
SEPTEMBER MUSIC CORP.  
SKYHILL PUBLISHING  
SPRINGBOARD INTERNATIONAL  
RECORDS  
STEREO DIMENSION RECORDS  
SUNBURY/DUNBAR MUSIC  
SUSSEX RECORDS  
INTERNATIONAL THEMES &  
TELEPLAY  
TARA INT'L INC.  
TRANSACTION MUSIC  
TUMBLEWEED RECORDS  
UNIVERSAL MUSIC SERVICES  
VANGUARD RECORDS  
WINDFALL  
WES FARRELL ORG.  
DAMONT CORP  
RANWOOD  
BLUE ROCK STUDIOS  
THE NEXT CITY CORP.  
ELLIOT CHAUM  
FRED PERRY FOR BISHOP  
MASTERS RELEASING INC  
CRESTED BUTTE RECORDS  
ASYLUM RECORDS  
GREENE BOTTLE RFC.  
TASH MUSIC CO.

TRUST MUSIC MGMT.  
WALLMAN, KRAMER, PALEY,  
ROEMER & DUBAN  
BINDER PORTER  
SEGEL, RUBINSTEIN & GORDON

### WEST GERMANY

ABERBACH GmbH  
EDITION ACCORD GmbH  
ACUFF-ROSE  
PAUL ARENDS VERLAG  
ARIOLA EURODISC GmbH  
B. A. S. F. AG  
BELLAPHON  
ROLF BUDDÉ MUSIKVERLAGE  
CHAPPEL GmbH  
MUSIK EDITION DISCOTON  
EMI ELECTROLA GmbH  
E.M.I. EUROPA GmbH  
EUROCASSETTA Bild-und Tontrager  
GmbH  
FRANCIS, DAY & HUNTER  
HANS GERIG MUSIKVERLAGE  
GLOBAL MUSIK  
INTER MUSIK  
INTERSONG INT. MUSIC PUBL. BV  
INTERCORD GmbH  
EDITION INTRO  
I.T.P. TONBAND PRODUKTION  
MAGAZINE MUSIC  
MELODIE DER WELT  
METRONOME RECORDS GmbH  
EDITION MONTANA  
MUSIC LAND  
MUSIKVERLAGE JOHAN MICHEL  
PHONOGRAM  
R.C.A. MUSIK GmbH  
RING MUSIC  
SCHOTT'S SOHNE WERGO  
SIEGEL MUSIC COMPANIES  
INTERNATIONAL MUSIKVERLAGE  
Hans SIKORSKI  
RUDOLF SLEZAK MUSIKVERLAGE  
GmbH  
SONOPRESS REINHARD MOHN OHG  
SOUTHERN PEER  
STEREO 8  
JOSEPH WEINBERGER  
WERGO MUSIC FACTORY

### YUGOSLAVIA

R. T. B. RECORD PRODUCTION

## GSF In Italy

NEW YORK — Michael S. Gusick, director of international operations for GSF Records, has disclosed that a licensing agreement has been finalized with Fonit-Cetra S.P.A., for representation of the GSF catalog in Italy. The deal became effective on Jan. 1.

Execs of both companies are planning to discuss the launching of the GSF label in Italy at the forthcoming MIDEM convention. The initial GSF product release is planned for mid-  
Feb.

# W-E-A Int'l Sales Showed 60% Volume Increase In '72

NEW YORK — Nesuhi Ertegun, president of WEA International, reports that the company increased its business in 1972 more than 60% over 1971. This was accomplished, noted Ertegun, by strong sales of top American artists on the Warner Bros., Elektra and Atlantic labels, aided by overseas tours of these artists, as well as the development by the company of important national artists.

WEA International consists of six subsidiary companies, located in England, France (WEA Filipachi), Germany, Japan (Warner-Pioneer), Australia and Canada, and has licensing arrangements in scores of other countries. All WEA International firms distribute Warner Bros., Elektra and Atlantic and their subsidiary labels. Phil Rose is exec vice president of WEA International.

The first WEA International product meeting was held in Cannes, France in January, and included product presentations from all three firms. Among the new artists introduced were America, Malo, Harry Chapin and Roberta Flack. All of them subsequently broke Top Ten abroad.

The importance of overseas tours for American artists was strengthened by the sales surge that followed the appearance of Roberta Flack, Bread and Alice Cooper in Europe. A similar sales increase was apparent after the appearances of Jethro Tull and Led Zeppelin in Japan.

### In England

WEA International in England took over distribution of the Atlantic label in March and immediately started chart activity with the Drifters, Archie Bell and the Drells, Aretha Franklin, Roberta Flack, the Rolling Stones, Yes, Led Zeppelin and many more. 1972 also saw the first artist owned by the United Kingdom firm to break on an international basis—America. Their single, "A Horse With No Name," and album, "America," went to No. 1 on the U.S. as well as on the British charts.

### In France

WEA Filipachi, the French company, established its first star in 1972, Veronique Sanson. Her first American recording will be released in the United States by Elektra this month. The Japanese firm, Warner-Pioneer,

had several No. 1 records with Rumi-ko Koyanagi, who is the leading girl singer of her country, and Pedro & The Capricious.

### In Australia

Australia inaugurated its own sales and distribution operation on October 1. This resulted in maximum market penetration for artists on the WEA group of labels in that country. The WEA German subsidiary solidified its position in West Germany preparatory to opening its own sales-distribution operation this month. The firm expanded its operations during the year and opened a new warehouse facility outside Hamburg.

Hans Officier, former foreign repertoire manager at Negram Records in Amsterdam, was named European coordinator for WEA International. Officier coordinates the activities of the WEA International offices in London, Paris and Hamburg, and activities of the WEA licensees in other European countries. He makes his office in Amsterdam. Succeeding Officier as label manager for the Warner Bros.-Reprise, Elektra and Atlantic labels at Negram was Giovanni Tonino, who came to Negram from Polydor-Holland.

Nesuhi Ertegun and Phil Rose made extended trips to Latin America, Japan and Europe last year, setting new licensees for the Warner/Reprise, Elektra and Atlantic labels in Mexico, Brazil, Argentina, Venezuela, Holland and Switzerland.

In Mexico, Gamma, S.A. was named the new licensee for Atlantic Records; Warner and Elektra were already handled by the firm.

In Brazil, a new deal was made with Gravacoes Electricas.

A new arrangement was made in Argentina with Sicamericana to handle Atlantic in addition to Warner/Elektra.

In Venezuela, Nesuhi Ertegun made a new contract with Polydor, S. A. as licensee for Warner/Elektra in addition to Atlantic.

An agreement was made with Negram to market the Warner/Elektra/Atlantic lines in Holland.

A new contract was concluded in Switzerland for Musikvertrieb AG to handle the three firms in that country.

A deal was also reached with Les Fils de Georges Haddad & Cie. in Lebanon to handle all the WEA lines in that country.



One of the pillars of the Belgian record business, Paul Lebbink, managing director of Phonogram, Brussels has retired. He was the man behind the discovery of many famous talents including the Singing Nun, Los Paragayos and Jacques Brel. Lebbink's successor has been named as Hans Gout. To most people in the business Lebbink had become known as the Grand Old Man of the Belgian record scene. For example, he has been vice president of the Syndical Chamber and for his general service to the business he was recently awarded a Royal Decoration which was presented to him by Pierre Jean-Goemaere, managing director of Inelco-RCA and president of the Syndical Chamber. Photograph shows Goemaere (left) presenting the award to Lebbink with Stanley Robins, president of EMI Belgium in the background.



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ORGANIZATION



# Emilio Vitale Is Dead At 60; Leading Brazil Music Figure

BRAZIL — Emilio M. Vitale, a major figure on the Brazilian music scene, died in Sao Paulo, on Sat., Jan. 6, at the age of 60.

In the record business, he was president of SOM Industria E Comercio S.A., owner of the "Copacabana" and other labels, which has become in recent years a leading independent record company in Brazil. He was a director of the recording studio company, Estudios Reunidos.

In the music publishing business, he was a director and had been for many years previously in active charge of Irmaos Vitale S.A.-Industria E Comercio, the oldest and largest Brazilian music publishing company, which achieved early renown as the original publisher of such worldwide hit songs as "Brazil," "Tico Tico" and "Come To The Mardi Gras." In addition to its music publishing, the Irmaos Vitale S.A. organization includes divisions engaged in the manufacture of record players and appliances, operating retail shops, large scale commercial printing, and a publishing division, LEX, which reprints exclusive editions of official Brazilian Federal and State laws.

Vitale, with his brothers, was the moving factor in the original establishment and in the stabilizing of the administration of music performing rights organizations and the collection of performing fees in Brazil. His interest and participation in performing rights activities had continued uninterruptedly until his death. He was a special delegate designated by the Government of Brazil to the 1972 CISAC Congress held in Mexico. During the meetings of the Pan-American Council at the Congress, Vitale was one of three members, selected from different countries, as a permanent commission to orient new performing rights societies and to assist in the forming of societies in countries in which such societies do not yet exist.

In addition to his recording and music publishing interests, Vitale was a director of a construction and real estate company, Vitale Engenharia E Projetos Ltda.

Vitale management of the music publishing company Irmaos Vitale S.A.-Industria E Comercio and of the record company SOM Industria E Comercio S.A.—will continue. In ad-

dition to Vitale's brothers Afonso and Jose who are senior directors, four sons and nephews, constituting the next generation, are active in the businesses.

Vitale is survived by his widow Carmen, his sons Sergio, Luiz, Rubens and Fernando, grandchildren, brothers and a sister.

## Nitty Gritty Canada Tour

NEW YORK — The Nitty Gritty Dirt Band will open their first major Canadian tour early in Feb. The tour coincides with the release in Canada of the "Circle" album.

The new tour comes on the heels of a successful recent invasion of the east with sell-out dates at the Cellar Door in Washington and Max's Kansas City in New York, followed by their traditional Christmas and New Years holiday appearance at the Aspen Inn, in the heart of the Colorado ski country.

Just prior to the opening of the Dominion junket, the Dirt Band will also share the stage with a host of other major acts at the Celebration for Earl Scruggs, a six-hour marathon of music at Kansas State University, Manhattan, Kansas, Saturday (20). Others appearing on this line-up include (in addition to Scruggs and Company), David Bromberg, Ramblin' Jack Elloit, Doc Watson, Tracy Nelson and Mother Earth, the Byrds and Joan Baez.

In Canada, the Dirt Band will open in the Maritimes with a two-day gig in St. Johns, Newfoundland, February 2 and 3, and an outing in Fredericton, N.B., Feb. 4. Next up, in order, are Toronto (5 to 10); and a group of five Ontario dates in Thunder Bay (12); Timmons (13); Kirkland Lake (14); North Bay (15) and Sudbury (16).

Following this, the group will swing back to Sydney, Nova Scotia (19); Halifax, N.S. (20); Moncton, N.B. (21); St. John, N.B. (22); Quebec City (23); Montreal (24) and Kingston, Ont. (25). An Ottawa date is also being set.

# CBS Disques 10-LP Release Of Top Names

PARIS — A mammoth release schedule by CBS Disques meant a total of no less than 10 LP's during Christmas week including such top names as Line Renaud, Joe Dassin, Catherine Lara, Mike Brant, Marcel Amont and Los Compagnons de la Chanson together with an album entitled "Vedetts Success." This was said to be the biggest release schedule ever undertaken by a major company here.



## Canada

The power of Eastern Canada will finally be felt in Vancouver. Allan Watters' bid to take over the failing CKVN was approved by the CRTC, which now gives CHUM Ltd. outlets on each of Canada's coasts (Atlantic and Pacific) as well as throughout Upper Canada. Chuck McCoy takes over the music programming duties for the new station.

Also from the west coast comes Chief Dan George's new album, "In Circle", produced at Vancouver's Can-Base Studios and released on the Can-Base label, distributed by Columbia. Supplying backup for the album is local group, Fireweed.

Neil Young returns to Toronto and what is already showing signs of a sold out concert for the Jan. 15th date.

Bobby G. Griffith scored a first for a Canadian recording artist. The Jan. 6th (in Canada) show of Lawrence Welk was a tribute to Canada and Welk picked Griffith to star. The popular syndicated show was seen across the U.S. the following evening. Griffith has released "The Sound of Peace" on the Ranwood label in the U.S. and Canada and is now seeing action in both countries on Adult

Contemporary and Top 40 radio. Quality distribute Ranwood in Canada.

Debbie Lori Kaye is back on the disk scene once again. This time her new label, Polydor, is laying on a heavy national promotion for her single release, "God Bless The Child", a Herzog-Holiday penning produced by Eric (Mouse) Johnson. Allan Katz, Polydor's national ad and promo chief is taking personal charge of Ms Kaye's release. With the takeover of Mercury Records in Canada, Polydor have moved this top country label into the forefront with a national promotion campaign on the label's "20 Original Country Classics". They've already set up coast-to-coast television ads, free merchandiser kits, giant colour posters, streamers, browser backers, free rack-browsers with colour toppers, national radio advertising, extra discounts on the full Mercury catalogue as well as co-op advertising through local Polydor representatives.

Vancouver, looking ever eastward, has spawned yet another label. Stamp Records, into the record fold with a distribution and manufacturing agreement with Quality Records. Initial single releases are John Laughlin's "Changes In The Weather" and "Sweet Suzie" by the Northwest Company. Both sessions were produced at Studio 3 Productions in Vancouver.

Avenue Of America have done it again. Abraham's Children are happening with their second release, "Gypsy", a strong follow-up to their successful "Goodbye, Farewell". Gary Salter who heads up the Avenue of America complex, is concentrating on breaking Canadian records in Canada first and would appear to be making his point. He is also confident in breaking non-Canadian productions in Canada first. He recently picked up Robbie Rae's British release, "Natalie" and issued it on his G.A.S. label. Reaction to the single has been strong and steady with listings on both Adult Contemporary and Top 40 radio. U.S. border stations have also requested copies of the single.

The Canadian Broadcasting Corporation has come under heavy fire from the Canadian record industry over their decision to slice thirty-minutes off their intended 90 minute Maple Music Junket Special. The sixty minutes will give only a small sampling of the Canadian talent that took part and which starred Anne Murray, The Stampedeers, Bruce Cockburn, Murray McLauchlan, and many others, most of whom will not be seen on the Jan. 13 outing.

Anne Murray is doing it once again. This time with "Danny's Song", now an established hit in Canada and showing good gains in the U.S. Ms Murray and her Richard group will be showcased at MIDEM and then will tour Canada and the U.S. Richard went solo with their Capitol release, "Dracula's Coming To Town", intended as a Christmas novelty but programmers have picked up on the flip, "So Long My Friend" which could happen for them.

## Yes To U.S., Then Global

HOLLYWOOD — Yes, English rock group, will make their seventh tour of the United States in April, then will embark on a round-the-world tour to include Brazil, Japan and Australia.

"We play so much in America," said keyboard man Rick Wakeman, "because there just aren't the places to play in Britain. Also, playing in the States makes it financially possible for us to do British dates."

"If we worked all the time in England, we wouldn't be able to plough money into the band as we do. American tours also help musically, because we're playing to more and more people who can offer criticism, and we take comment very seriously."

The Atlantic Records group currently is in England cutting material for a follow-up album to their gold record "Close to the Edge."

## Redfern Again w/Liberace P.A.

MELBOURNE—Young singer Jamie Redfern has signed a contract for another year's appearance in the Liberace Show.

The young star first went to America last year at Liberace's invitation, and despite the entertainers' inflexible rule that his supporting artists must be changed each season, Jamie will again tour throughout the US and Canada. The performer will also appear with Liberace when he appears this April in concerts Down Under. Jamie Redfern is a consistent best seller on the singles and album charts in Australia.

## Japan's Best Sellers

TW	LW	Artist/Album/Label
1	1	Onna No Michi—Shiro Miya & Pinkara Trio (Columbia) Pub: Nichion
2	2	Kassai—Naomi Chiaki (Columbia) Pub: Kaiantai Music
3	5	Futari No Nichiyobi—Mari Amachi (CBS-Sony) Pub: Watanabe Music
4	3	Isaribi Koiuta—Rumiko Koyanagi (Reprise/Warner-Pioneer) Pub: Watanabe
5	4	Chiisana Taiken—Hiromi Goh (CBS-Sony) Pub: Nichion
6	7	Anata Ga Kaerutoki—Eiji Miyoshi (Victor) Pub: Shinko Gakufu Music
7	8	Holiday—Michel Polnareff (Epic/CBS-Sony) Sub Pub: April Music
8	6	Soshite Kobe—Cool Five (RCA/Victor) Pub: Uchiyamada Music
9	10	Dookyusei—Masako Mori (Minoruphone/Tokuma) Pub: Tokyo Music
10	18	Anata No Hi—Hiroshi Itsuki (Teichiku) Pub: Watanabe Music
11	11	Jinjin Sasete—Rinda Yamamoto (Canyon) Pub: Fuji Music
12	15	Ameni Kieta Koi—Goro Noguchi (Polydor) Pub: Fuji Ongaku Music
13	9	Ame—Eiji Miyoshi (Victor) Pub: Shinko Music
14	13	Bus Stop—Kooji Taira (Teichiku) Pub: Nichion
15	12	Orizuru—Hiroko Chiba (King) Pub: Watanabe
16	—	Okizari Ni Shita Kanashimiwa—Takuro Yoshida (Canyon) Pub: P M P Music
17	—	Top Of The World—Carpenters (King) Sub Pub: Undecided
18	—	Onna No Negai—Shiro Miya & Pinkara Trio (Columbia) Pub: Daiichi Music
19	14	Sensei—Masako Mori (Minoruphone/Tokuma) Pub: Tokyo Music
20	16	Rengeso—Villy Banban (Kit/Columbia) Pub: P M P Music

### TOP FIVE LP'S

TW	LW	Artist/Album/Label
1	1	Genkidesu/Takuro Yoshida (CBS-Sony)
2	2	Simon & Garfunkel—Gift Pack (CBS-Sony)
3	3	Rumiko Koyanagi No Subete (Warner-Pioneer)
4	5	Masako Mori First Album (Tokuma)
5	—	Onna No Michi/Pinkara Trio (Columbia)

THE  
**BLUE RIDGE  
RANGERS**

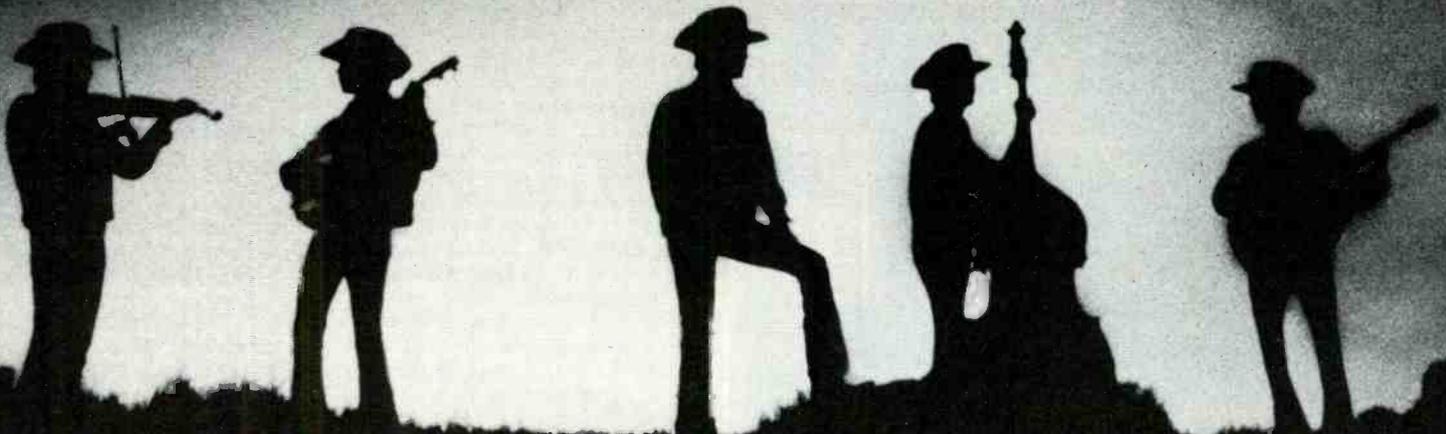
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(Fantasy 689)

**Arranged and Produced by John Fogerty**

**from the forthcoming LP The Blue Ridge Rangers**

(Fantasy 9415)



**Thanks  
for a world wide hit.**



**Fantasy**

## Tokyo Fest To No. America Next Fall

HOLLYWOOD — "The Tokyo Music Festival," termed the "most important showcase of Japanese talent to appear outside of Japan in over a decade," is now being booked for Fall of '73 North American dates. Producer and creator of the show is Jerden Industries, Inc., Seattle-based entertainment company. Tour manager for the 30-plus dates the Festival will play is Northwest Releasing Corporation.

"The Tokyo Music Festival" will feature a cast of 25, performing the music of Japan in song and dance. The show is being produced in Tokyo and will tour Japan prior to its being exported to the States.

Northwest Releasing will promote dates on the "Festival" in Seattle, Portland, Vancouver, Honolulu, Regina, Winnipeg, Edmonton, Calgary, Spokane and Denver. Additional cities on the tour, including Los Angeles, San Francisco, Minneapolis, Milwaukee, Chicago, etc., will be handled by other promoters.

## "Friends" To Fest

CARACAS, VENEZUELA — The Friends of Distinction have been invited to attend and will entertain at the third annual "Onda Nueva" (New Wave) World Music Festival here Feb. 14-17, announces exec producer Aldemaro Romero. Two hundred and fifty entertainment artists from four continents will participate. The festival will be televised in color via the Comsat satellite and also broadcast over 500 radio stations around the globe.

## Ella Gig In Canada

HOLLYWOOD — Ella Fitzgerald opens at the Royal York Hotel, Toronto, Canada for a thirteen day engagement—Monday, Jan. 22 through Sat., Feb. 3.

## Toshiba Promotes Rock Series

TOKYO — Toshiba Onko Co., will release an "Original Rock 'n Roll Series" from Feb. 20 to Aug. 20. In this series, many labels, Capitol, Liberty, Imperial, Odeon, Probe and ABC are included. The slogan to promote it is "You Are Now Living in the Rock Age."

The reasons which the company has decided to release this series is the recent dominant trend of rock in western countries.

## Trepel Leads Burlington Brass To MIDEM

NEW YORK—A delegation of key execs from Burlington-Felsted Music will attend the MIDEM music conference in Cannes.

Managing director Mimi Trepel and professional manager Eddie Deane will be joined by Diana Weller, assistant manager of London Records' foreign distribution and Declon divisions. Ms. Weller plans meeting with execs of British Decca and colleagues from many of the parent Burlington Group's record affiliates from other countries.

Deane and Ms. Trepel will familiarize other members of the Burlington Group companies with new material from several recently signed U.S. writers including Stephanie Mills, Delsey McKay and Tim Moore.

## Pincus To Europe

NEW YORK — George Pincus, the publisher, has left for a 2½ week stay abroad. He'll visit London early this week, then attend the MIDEM meeting in Cannes. After this, he goes to Berlin and then back to London. He'll be looking to acquire material and masters.

## "Superfly" Euro Premiere At Two Showings At MIDEM

NEW YORK — One of America's biggest film box office successes this year, "Superfly," will have its international preview-premiere at this year's MIDEM. There will be two showings the evening of Tuesday, Jan. 23 at the Olympia Theater in Cannes. Attendance will be by invitation only and unlike most Galas it will be "come informal."

Not only has "Superfly" been a tremendous film success but it has also been a 1½ million seller LP for the Curtom label distributed by Buddah Records. From the LP have come two big hit singles, currently "Superfly," and previously "Freddie's Dead." The complete musical score—words and music, were written by Curtis Mayfield, who also performed in the soundtrack and film, which is distributed worldwide by Warner Brothers. Mayfield appeared at the last MIDEM, but will not be able to attend the premiere due to prior concert commitments. However, Curtis'

personal manager and vice president of Curtom Records, Marvin Stewart, will appear in the absence of Curtis.

A special non-commercial recording of the two million seller hits, "Superfly" and "Freddie's Dead," will be coupled together and given away with the compliments of Barclay Records, which represents Curtom in France. Ivan Mogull, who has most of the foreign music publishing rights, conceived and coordinated this presentation with the cooperation of Art Kass, co-president of Buddah Records, Eddie Barclay, president of Barclay Records, and Jean Fernandez, representative of Barclay Records, Paris, Bernard Chevry, MIDEM impresario, John Howser of Buddah-Polydor Records, London, and Warner Brothers Pictures.

Expected at the premiere will be press reps from around the world as well as Barclay Records, Polydor Records, Ivan Mogull Music Associates, and guests of Bernard Chevry.



## Holland

Recently a Jimi Hendrix LP was released on the Enterprice-label (BASF). This LP features known-and unknown songs of Hendrix. Enterprice-label also released a double LP with 24 evergreens of rock and roll. Title of LP: "Solid Gold Rocking Music". A.o. songs like "Rock Around The Clock", "Blue Suede Shoes" and "Jailhouse Rock". BASF released 3 LP's of Dionne Warwick. Title: "Greatest Years". Most of the songs are composed by the duo Bacharach/David. Freddy Breck's first LP was released by BASF. Breck's high in the charts now with his hit: "Ueberall Auf Der Welt".

Dutch-Swedish singer Cornelis Vreeswijk has just completed his first Dutch tour which proved to be very successful. During his tour record sales of Vreeswijk's Dutch album, which was released last September, hit the gold figures. Unicef, the United Nations Organisation, held an international show in Holland on December 22 which was televised by TROS-television. Among the artists appearing were Frida Boccara, Lynsey de Paul, Demis Roussos, Liesbeth List, Magna Carta, Alex Harvey, Labi Siffre, The Real Thing, Martine Jijl, The Little Angels Of Chorea, and the Dutch Swing College Band. British group Lieutenant Pigeon which has already their hit "Mouldy Old Dough" for several weeks in the Dutch charts, will release their strong follow-up called "Desperate Dan". Phonogram is expecting impressive sales for this record.

Phonogram is planning a strong promotion campaign for British singer Dusty Springfield who is still very popular in Holland. Dusty visited Holland on January 6th to appear on the well-known television programme "Sterallures". To tie in with this show label manager Jaap Hoitingh is rush-releasing Dusty's latest album called "See All Her Faces". Phonogram's new top-act Tony Bennett will have his first Philips-album called "The Good Things In Life" out in Holland this week. Dutch singer Liesbeth List has completed another television-show, a German-Dutch coproduction, which was taped in Paris, London, Hamburg and Amsterdam. Songs in this show are later-nated by sketches featuring Liesbeth not only as a singer but also as an actress. Other artists appearing in this show are a.o. Jacques Brel and famous Monty Python Flying Circus.

Vertigo-act Jackson Heights will be touring Holland very soon. Coinciding with these tours, Vertigolabel-

manager Anton Witkamp will rush-release the groups latest album "Ragamuffin's Fool". Shelter-artist Leon Russell is celebrating his own special Christmas in Holland with his tremendous single called "Slipping into Christmas".

The group Long Tall Ernie & The Shakers on Negram Records is really going strong in Holland now. Their first album "Put On Your Rockin' Shoes" was received very well. The group is somewhat similar to Shanana. The main difference is that they write their own material. Everybody in Holland is enthusiastic about the third single of the famous Bolland & Bolland. The release was mid November, one week before their first lp. Their first two singles were released in England as well as the States on the Elektra label. The first album of Ian Matthews new group Plainsong was received very well. After two tours in Holland they appeared to have the disposal of a considerable amount of followers. Negram released a series of ten double albums titled "The Most Beautiful Songs Of". With artists such as Frank Sinatra, Dean Martin, Sammy Davis, Aretha Franklin, Judy Collins, The Everly Bros and more WEA biggies.

Stone The Crows were in Holland recently with manager Mark London. They made a fantastic TV-show which is going to break them as soon as it goes out. Their new album release is "Ontinuous Performance". Immediately after their return, singer Maggie Bell went back to the studio to record for her solo-album together with Led Zeppelin's John Bonham. Earth & Fire are in the studio completing their new album and single. The single should be out here in January with the album in early February. The album "Song Of the Marching Children" will be gold very soon. Perhaps the new album is going to be called "Atlantis". The Pearls have become very successful in Holland during the last few weeks. Their Bell single "You came you saw you conquered" has entered the top 40 after they came over to appear on television. While in Holland, The Pearls told us they do a lot of sessionwork on James Last albums, including several "Beach Parties".

Super Sister is having more and more success, not only in Holland but also abroad. At the moment they are touring Italy and for next year they are planning to do England again and France. Antonio Coco is releasing the "Padding & Yesterday" album.



THE SMILES come from the directors of Polygram. Polygram was formed on Jan. 1, as the holding company of Phonogram International B. V. and Polydor International GmbH. Recently the four top men gathered in Baarn to discuss the encouraging developments of the initial 12 months and the scope for the future. Pictured are from left to right: exec vice-presidents Dr. Diederik van Amstel, and Drs. Joop van der Velden, Coen Solleveld, president, and Kurt Kinkele, exec vice-president.

## Italy's Best Sellers

TW	LW	Artist/Label
1	1	Questo Piccolo Grande Amore—Claudio Baglioni (RCA) RCA
2	3	Vieni Via Con Me—L. Goggi (Durium) Durium
3	2	Il Padrino—Santo & Johnny (Prod. Assn') Chappell
4	—	Il Mio Canto Libero—Lucio Battisti (Numero 1) Acqua Azzurra
5	4	Gioco Di Bimba—Le Orme (Phonogram) Esedra
6	5	Donna Sola—Mia Martini (Ricordi) Ricordi
7	6	Il Gabbiano Infelice—Il Guardiano del Faro (Ricordi) Iller/Puccio
8	9	Cosa Si Puo' Dire Di Te—Pooh (CBS) Sugarmusic
9	10	Ti Ruberei—M. Ranieri (CGD) Suvini-Zerboni
10	—	Eccomi—Mina (PDU) PDU

HAVE A HAPPY  
1973

With the Hottest New Record Company  
in America

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**“LOVE JONES”**  
by the  
**Brighter Side of Darkness**

**No. 1 with bullet, R&B top 60 chart**

**No. 14 with bullet, top 100 singles chart**

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**SEE YOU AT MIDEM**

RUSS REGAN, PRESIDENT

CARLTON HOTEL

CANNES/FRANCE

# '73 Piracy Turning Point

(Cont'd from page 7)

lice and the courts that piracy is not an innocent prank engaged in by small fry for a couple of bucks. "It is big business that yields fantastic profits to large, well-financed pirate operations, many of which are linked to organized crime." This growing awareness has led to stiffer penalties being meted out to offenders.

Gortikov points out that one man, convicted of piracy and counterfeiting as well as mail fraud in Memphis, Tenn., was sentenced to three years in prison. He cites a 20-day jail term imposed on a pirate in North Carolina for contempt of a previously issued injunction barring him from illegally duplicating the recordings of a number of legitimate companies. The pirate, says Gortikov, was able to shorten his stay in jail only by purging himself of the contempt citation by destroying hundreds of thousands of bogus tapes.

"This type of punishment is exactly what is required to drive these leeches out of business," says the RIAA president. "An injunction or a small fine serves neither to put the pirate out of business nor to deter others engaged in similar illicit activities. It's a license to steal. But send a pirate to jail, confiscate his illicit merchandise and equipment, and you've not only put one pirate out of business but you've also created a domino impact on others."

This is why Gortikov says he favors stiffer penalties in national and state anti-piracy legislation and attainment of such greater penalties has been adopted as an RIAA objective.

Among the other highlights of RIAA's battle against piracy in 1972, Gortikov listed:

Six major pirate manufacturers were shut down, with nearly two and one-half million bogus tapes confiscated, along with reproduction equipment. Total loss to the pirates was more than \$14 million.

A major pirate distribution center in New York, which supplied pirate tapes throughout the country, was raided and put out of business. More than 50,000 bogus tapes, valued at more than \$300,000, were seized.

Intrastate wholesale and retail operations were closed down in a number of states, including Minnesota, Illinois, Oregon, New York, Utah and Wisconsin and their operators hauled into court. In each case, the retailers were prohibited from selling their supplies of bogus tapes. The loss to the retailers involved thousands of dollars.

Police raids on individual retail stores served notice on small retailers that they are not immune from arrest and prosecution. One raid in New York State resulted in the technical arrest of 50 small retailers. Police confiscated the retailers' supply of bogus tapes.

Gortikov also credits the enactment of the new copyright law protecting recordings from illegal duplication with having further limited the pirates' ability to run rampant. Noting that this is Federal legislation with equal applicability throughout the country, Gortikov said that pirates could no longer move their operations with impunity to another state after being enjoined via a civil suit or prosecuted under a state anti-piracy statute.

"The proof is that although we uncover evidence of piracy daily, the bulk of it is confined to recordings made and released before Feb. 15, 1972, the effective date of the Copyright Law. The pirates obviously will risk civil action in state courts or prosecution under state laws rather than be caught violating the Federal law. Since the bulk of pirated product had been concentrated on duplicating current legitimate pop hits, it means that they are using material which is becoming increasingly dated with the passage of time. The constitutionality of the California State anti-piracy statute is now being reviewed by the U. S. Supreme Court and its 1973 decision will clarify the future cause of actions under state laws."

Explaining follow-up action on piracy intelligence received by the RIAA, Gortikov noted that all information and evidence is turned over to the U. S. Department of Justice in Washington for investigation and prosecution by the FBI and U. S. Attorneys. Definitive action by these agencies is accelerating, and ever-expanding investigations and prosecutions are anticipated. Gortikov also reported increasing interest in piracy offenses by other government agencies, such as the Senate Commerce Committee, Internal Revenue Service, and Postal Service.

Citing the close liaison achieved by RIAA with other industry groups, such as the music publishers' Harry Fox Agency and the National Association of Record Merchandisers, Gortikov says this has resulted in an even greater flow of intelligence and information interchange.

"When we find a pirate operating, we notify the Harry Fox Agency. Chances are the pirate is not paying royalties, and the music publishers have a cause of action. In turn, they feed us information on the illegitimate use of recordings. Similarly, NARM has arranged for its members to notify us when they run across someone making or selling illegal duplicates. They have also intensified their efforts at securing state anti-piracy laws.

"This," Gortikov added, "is exactly what everyone in the legitimate recording industry should be doing—sharing a common interest in working to put these pirates out of business and insuring the survival and growth of our industry."

He cautioned those who supply information on piracy activities against "despairing or abandoning" their efforts when no immediate counteraction is visible or taken. "It takes time to build up a case for civil or criminal action. All of these things cannot be done simultaneously overnight," Gortikov explained. "But this information is extremely valuable. Some of these tips have not only exposed the retailer selling pirated recordings, but have in many cases led us to the pirate manufacturers.

"But rest assured, he continued, "that sooner or later we'll hit them all—manufacturer, distributor and retailer. We want everyone to know that no one is immune. We must eradicate this evil wherever it exists."

## Griggs As SG-Col's Financial Director

NEW YORK — Irwin Griggs has been appointed director of financial administration of Screen Gems-Columbia Music, Inc., the music division of Columbia Pictures Industries, Inc., it was announced by Irwin Z. Robinson, vice president and general manager of the division. Griggs had been controller.

"In addition to having the responsibility for budgeting and preparing management reports," Robinson said, "Griggs will develop a new, more sophisticated data processing royalty system for the division. It is an area in which he has considerable expertise," Robinson added.

Before joining Screen Gems-Columbia Music as controller in 1969, Griggs was assistant controller of Peer-Southern Music Corp. for three years, during which time he developed that company's data processing royalty system. Prior to that, Griggs was a public accountant for seven years.

## Levinson Names Butterfield

NEW YORK — Marni Butterfield has joined Peter Levinson Communications as account executive.

Ms. Butterfield was formerly associate editor and contributing editor for Show Magazine, and also was an assistant television scriptwriter with Dan Leeds Productions. She has been a free-lance writer, specializing in music and films, and was most recently a publicist with Ren Grevatt Associates.

## Police Seize 1000 Tapes In Arrest

PASADENA, CALIF. — Close to 1,000 pirated 8-track tapes, several hundred master tapes, catalogs, labels, sleeves and a shrink wrap machine were seized by police here when they arrested a man and a woman on a warrant from Clark County, Nevada, charging them with obtaining property under false pretenses.

Those arrested were identified as Gary Edward Stokes, 29, and Sandra Kay Jones, 23, both of 141 No. Grand Avenue, here.

The owners of the premises, a 3-story mansion known as the Silver Queens' Home, obtained a Superior Court Order to oust the tenants who, they said, were using the property as a base for a tape piracy operation.

The owners charged that they had rented the 20-room residence to Mr. Stokes in June when he told them he was an architect interested in restoring the landmark. The owners alleged, however, that they found Stokes and his associates were using the garage of the home to make pirated tapes.

Superior Court Judge Jose Sprankle, Jr., ordered Stokes and twenty John Does, also named as defendants, to post \$100 in cash and \$50,000 in bond, pending the inventory of the property. Moreover, he awarded the owners of the mansion \$8,898, trouble damages for money owed in back rent.

## Royalty Decision

(Cont'd from page 7)

is the first time a court has dealt with the numerous issues involving application of the increased infringement penalties made available by the amendment to the Copyright Law contained in the 1971 Federal anti-piracy bill.

"Under the old law, our publishers were often frustrated in their attempts to obtain substantial damage awards by the lack of adequate records kept by sellers with respect to their sales of bootleg recordings. Under the old copyright law, recovery of damages was limited to an award of the statutory royalty of \$.02 for each copyrighted musical work reproduced on each recording sold. In this case, the total number of recordings sold by the defendants were small, and an award computed on the old basis would have been minimal. By applying the increased penalties, the Court has made clear that the sale of even one bootleg recording subjects the seller to a liability of the statutory minimum of \$250 for each copyrighted musical work recorded thereon," Berman said.

"Another significant aspect of the judgments is that all infringing sales occurred prior to the amendment. Our attorneys, Abeles, Clark and Osterberg, argued that the intention of Congress in providing for increased remedies was to make the award applicable to all past infringements. As a result, the Agency publishers have claimed in all pending infringement actions that an award of damages should be based upon the increased penalty provisions and not the old royalty formula. Judge Blumenfeld is the first judge to consider the argument and his favorable interpretation should have widespread application in numerous pending actions," Berman added.

Berman explained that the judgments highlight the substantial liability to which sellers of bootleg recordings expose themselves under the present law. In addition to statutory damages, the Agency publishers' claim the right to recover any profits from the infringing sales, the destruction of inventory, an award of costs and an attorney's fee. Berman predicts that substantial infringement awards will cause retailers to appreciate the financial consequences of dealing in bootleg recordings and avoid exploiting them.

## Class Action Piracy Suit In New Jersey

NEW YORK — A class action suit charging eight companies and a number of individuals with the piracy of tape recordings was filed in the Chancery Division of Essex County Superior Court, New Jersey by CBS, Inc. A hearing on a motion for a preliminary injunction was scheduled for January 26.

The suit was brought against the following defendants:

Melody Recordings, Inc., and Al Cecci, also known as Al Cohen; American Copyright Research, Inc., and Joseph Barone; U. S. Tape, Inc., and George Tucker; National Cinematape Inc., and American Cartridge Recordings, a division of National Communications Arts, Inc., and Alexander Magosci, Jr.; Telecor Industries, and Charles Gellert and Harold Davidow; Audiotape Inc. and Elias Saka, also known as Lou Saka; and Diamond Sounds, Inc.

## Heyman Named Monarch VP

NEW YORK — Allan Heyman has been named vice president of Monarch Entertainment Bureau, Inc., New Jersey promoter of rock and contemporary music shows at the Capitol Theatre, Passaic, N.J., and at Roosevelt Stadium, Jersey City.

Heyman, who has been with Monarch for one and one-half years, has been in charge, until now, of the firm's college and out-of-town booking activities, exclusive of the Capitol Theatre itself. In his new post, in which he replaces the recently departed Al Hayward, Heyman will become involved in the overall company operations.

Meanwhile, Amy Polan and Barry Katcher, who have been with the company for some time, will be taking on expanded responsibilities as a part of the restructuring of the company.

## Beegee Records Reorganizes

HOLLYWOOD, CAL. — Beegee Records, Inc., the Hollywood based label, headed by Byron Spears, has gone through an extensive reorganization program. Spears announced recently that he has purchased all outstanding stock from all stock holders and the labels direction will be towards MOR and gospel music.

Spears also announced the following appointments effective immediately: Lionel Abraham, national sales director; Patrick Boyle, head international division; Jim Bryan rejoins Beejee to head promotion and p.r. The first product release under the label's reorganization will be a gospel-jazz LP, "Yield Not", by Shelton Kilby. The LP was produced by Byron Spears and marks the return of Kilby to the label. A mid-January release has been set.

## Bob Schwartz Bows PR Firm

NEW YORK — Bob Schwartz, formerly a publicist with Morton D. Wax & Associates, has announced the formation of Bob Schwartz/Associates, a New York based public relations/promotion firm.

Bob Schwartz/Associates will offer independent labels complete pr/promo packages, tailored individually to label and talent needs.

Associates include Niles Cone, formerly a Los Angeles based publicist for Country Joe & The Fish, Big Brother & The Holding Company, and David Jones; and Ken McHugh, formerly an independent promotion consultant in New York.

Bob Schwartz/Associates is located at 7 E. 14 St., Suite 1502, New York City, N.Y. 10003, or may be reached at (212) 691-0489.

### Bilotta Back To Full Time Status In Coin Business

NEWARK, N.Y.—John Bilotta, president of Bilotta Enterprises and veteran trade distributor/operator, is returning to full time status in the music and games business after over one year devoted essentially to developing and establishing his private dream—bringing the sport of soccer to recognized major league status.

Bilotta, who sold his distribution business to Rowe International about a year and a half back (but maintained his operations), had purchased the Washington Darts soccer team at about that time. He subsequently moved the team franchise to Miami and renamed the team the Miami "Gatos." After one full season of play, Bilotta, on Nov. 28, 1972, signed a sales deal with 24 partners whereby the Gatos are now owned jointly by a group of 25 (himself included) sports figures. (Five of the group are part owners of the Miami (football) Dolphins).

Although Bilotta never lost touch with the coin machine business during his tenure as president and prime mover of the Gatos, he told Cash Box he was anxious to get back full time into the coin machine sales market (and revealed that a number of deals concerning factory equipment sales have been offered).

"I'm talking about the 80,000 square feet of bonded warehouse space we have here as a depot for moving equipment into the Northeast United States," Bilotta declared. "My experience in the sales and promotion of coin-operated equipment, in conjunction with the warehouse facilities, should provide an attractive arrangement for machine factories. I've been mulling over a number of different avenues we could take, and I'll probably be announcing the start of something this week or next," he added.

### Freeman to Wurl's Credit/Coll. Dept.



THOMAS FREEMAN

NORTH TONAWANDA — Ronald P. Pyszynski, credit manager of Wurlitzer's North Tonawanda division, announced the promotion of Thomas C. Freeman to the position of assistant credit & collection manager. In his new position, Freeman will assist in overall business of the credit department while maintaining his usual auditing assignments for the company.

Freeman joined Wurlitzer January 1, 1972 as an outside auditor. Previous to that responsibility, he was chief accountant and office manager for Iroquois Breweries.

## EDITORIAL: Merchandizing Play

The subject of "merchandizing", or more simply, promoting extra play on the jukebox, game and table, hasn't been discussed in print for a dog's age. Reason being, most of the country's operators and their route people are just too darned busy with the hectic route routine (and all its annoying problems) to give sufficient thought (much less time) to actually start merchandising programs at their locations.

About as far as any operator goes in this area is to give his locations promotion money (marked or otherwise). The idea of staging little contests or big tournaments on pins, shuffles or pool tables is a bit too much to consider. After all, it takes a clear mind . . . a mind not beset with who gets how much in the loan/bonus basket, which new machine has to get installed, which old machine has to be fixed again, and the rest, to do it right. Now, here's an idea! What about all those full time record programmers out there getting their feet wet in play merchandising?

May be a wild thought but merchandising is just a logical extension of record buying . . . that is, buying the right records for the right location, which is the art of record programming in the first place. Programmers, possibly more than anyone, know the peculiar tastes of the locations on their routes. They know, or should, which of the stops would like a Saturday night contest on the shuffle (with a bottle of booze for the winning team), or a weekend tourney on the pool table (for a pro cue stick). They also have the time and the ability to show the location how to do it properly.

We think this is a sound, sensible idea. Any operator who's ever tried full scale merchandising knows he's earned extra coinage. So why not turn your record buyers/programmers into route "play-merchandisers". Makes great sense and could earn fine surplus—income if done properly.

### Strike/Spare Bonus Bows On United S/A



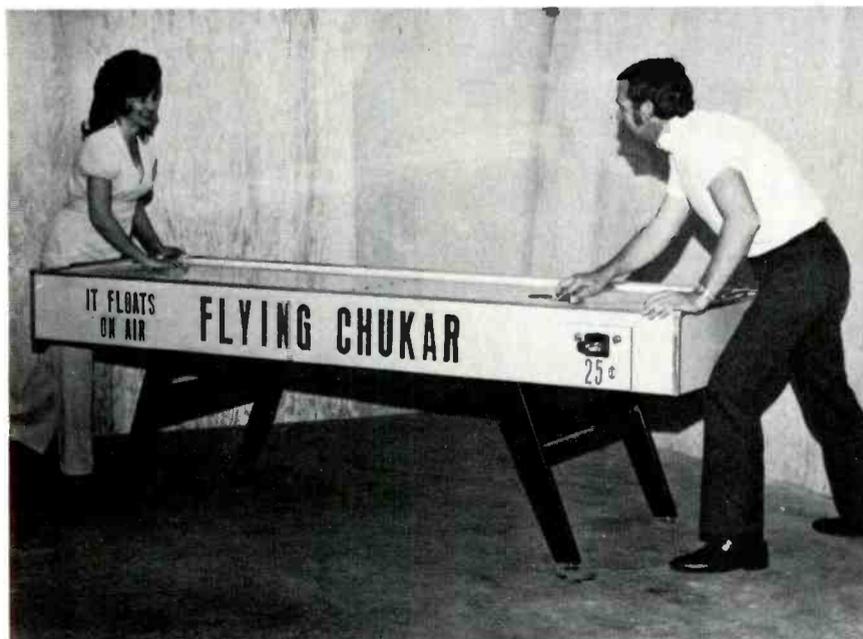
CHICAGO — Williams Electronics has shuffled into the new year with its first 6-player shuffle alley of 1973. Dubbed 'Cape Cod', the new alley is certain to fish out many a quarter from the folks on location, according to Williams-United sales manager Bill DeSelm.

'Cape Cod' offers five different ways to play shuffle: standard regulation, Flash, Strike 90, Roto and Strike Spare bonus.

The latter game, Strike Spare Bonus, plays just like regulation bowling, except that the player can get 200 extra bonus points for a strike or 100 for a spare if he's skillful enough to stop the flashing lite on the red when shooting the puck.

The colorful machine features panoramic artwork of a Cape Cod setting in the back box. Cape Cod comes set at 2-25c play, but other pricing combinations are available.

DeSelm invites the nation's games operators to drop by their local Williams-United distributor first thing and take a spin on Cape Cod. "The game's a pleasure seeker's paradise," DeSelm declared "And not to strike a pun, but whoever plays the new game is 'sure to fall in love with Cape Cod'," he added.



OMAHA—Pioneers of America, Inc., manufacturers of the 'Hoss Shoes' shuffle game, are now marketing a new item called 'Flying Chukar' (shown above). The game, which lists for under \$1,000, is a two player competition puck game which features air-cushion gliding. Game comes set at 25¢ per game play.



The North German Coin Trade Association recently held a festive night. During its course, president Carl-Heinz Wende (standing), who also is president of the ZOA (German Operators' Central Organization comprising some 3000 members) came to greet Germany's Coin Pioneer Franz Treuten, Honorary President of the Association and operator since 1921. Photo above shows this remarkable meeting between past and present, with Arcade Owners' President Lars K. Skriver (left).

## Sport/Vacation Trips for Coinbiz Service Mechanics Thru Wurlitzer Jukebox Service Seminar Sweeps

NORTH TONAWANDA — Wurlitzer's North Tonawanda Division is sponsoring a Serviceman's Sweepstakes for jukebox servicemen attending official two-day Wurlitzer service seminars. The drawing accords these most important members of the jukebox industry the rare chance to benefit from a major phonograph manufacturer's promotion. Sweepstakes entry blanks are available at two-day service seminars conducted

by the Wurlitzer field service engineers in conjunction with Wurlitzer distributors throughout the United States and Canada.

Grand prize in Wurlitzer's sweepstakes is an all expense paid weekend for two to one of nine vacation spots. The winning serviceman will have his choice of three fishing, golfing and sightseeing holidays in three specific geographic areas. Air transportation for two to and from the prize site, first-class hotel accommodations for the weekend, meals and travel expenses are included in Wurlitzer's bonanza. The Wurlitzer field service engineer who conducts the service seminar from which the eventual winner is chosen will also participate in the prize.

The Wurlitzer field service engineer will select one finalist to draw at each service seminar he conducts from January 8, 1973 to May 25, 1973. The entry blanks of the finalists will then be placed in a pool from which the Grand Prize winner will be drawn June 1, 1973 at Wurlitzer, North Tonawanda. The winner will be notified personally by registered mail and, upon acceptance of the prize, be announced publicly in Cash Box.

"The contest rules require no special skills or purchases. Every jukebox serviceman who attends a two-day service seminar can fill out an entry blank. The Sweepstakes is actually a second opportunity for the serviceman to benefit," says Wurlitzer service manager C. B. Ross. "We know the music operator benefits tremendously by sending his service personnel to our schools," adds Amile Addy, Wurlitzer vice-president and manager. "This year, we're going to give the serviceman a chance at something a little extra, too."

Possible prize sites for the winner should he be a fishing enthusiast include a white water ride down the Snake River in Jackson Hole, Wyoming, an inland lakes exploration of Eagle River, Wisconsin with seasoned guide and the annual Striped Bass and Bluefish Derby in Martha's Vineyard.

Golfers have the possibility of teeing up at Torrey Pines Golf Club in La Jolla, California where the Andy Williams San Diego Open is played, the Lake Geneva, Wisconsin Playboy Club or Sea Pines Plantation on Hilton Head Island, home of the Heritage Golf Classic.

Less athletic winners may select weekend vacations in Montreal, New

## Shaffer and J&J Treat Customers to Festive Acapulco Junket



Shaffer and J&J customers and wives arriving in Acapulco.

COLUMBUS — On November 26, 1972, 138 music and vending operators from Ohio, Indiana, Kentucky and West Virginia were guests of Shaffer Distributing Company and J & J Distributors for a trip to Acapulco, Mexico.

The husband and wife trip was the result of the purchasing of Rowe phonograph and vending equipment. The 4 days in Mexico included night club tours, sail fishing, kite flying, watching cliff divers, a moonlight cruise around Acapulco Bay and a

Mexican fiesta cocktail party.

A business meeting was also held emphasizing Rowe equipment in the future to come as well as operator and distributor problems facing the industry today.

The trip, sponsored by Shaffer Distributing Company, (Columbus and Cleveland) and by J & J Distributors, was one of various trips sponsored by both distributing companies for Ohio, Indiana, Kentucky and West Virginia, to Freeport, Bahamas and Las Vegas.

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## Virginia's Gil Bailey Lauded In Superb Profile Feature Article

CHICAGO — Veteran operator Gilbert Bailey was the subject of a feature article in a recent edition of one of Gloucester, Virginia's leading

publications "Glo-Quips".

Captioned "Gilbert Bailey Is A Credit To Gloucester County", the item traced Bailey's career in the coin machine industry, which he began in the early forties with the formation of B & C Amusement Company.

Prior to this period he operated on a very small scale, handling a few pieces of equipment (which, for lack of a truck, were transported by car) and ultimately purchasing a juke box or two.

When World War II broke out Bailey sold his equipment and served in the army from 1943 to 1946. In 1950 he founded Bailey Amusement Company.

The article went on to say that Bailey serves as a director of the board of Music Operators of America and is secretary-treasurer of the state organization Music Operators of Virginia.

"His business rapport is reflected in his employees," the article states. "The record shows that since incorporating the company, with the exception of summer help, he has not had a man to leave the company." Each summer Bailey Amusement hires at least one student and among the firm's illustrious alumni are the current principal of Gloucester High; a district manager of a life insurance company; and an executive with Texaco in Richmond.

Bailey's numerous civic activities were also emphasized. He was one of the founders and directors of the Gloucester Youth Baseball Inc.; was named Director of the Gloucester Chamber of Commerce in 1969; and served on the Board of Deacons of the First Presbyterian Church of Gloucester.

In conclusion the article said "as a businessman he (Bailey) has contributed quietly; as a citizen, loyally; and as a friend, generously."

Such an article, while being a fine tribute to Gilbert Bailey, also serves a valuable public relations purpose for the entire coin machine industry.

## A.T.E. Set to Go

LONDON — The 1973 Amusement Trades Exhibition, Europe's summit meeting of coin machine manufacturers, distributors and operators, will be held Jan. 30, 31 and Feb. 1st at Alexandra Palace here in London. Representatives of the Amusement Trades Assn. predict record attendance by tradesmen from Europe and around the world.

Orleans or San Francisco. All the prize sites have a large variety of attractions for the winner, regardless of his special interest. Wurlitzer contends that even though the winner may not be a golfer or fisherman, he can enjoy facilities in any of the prize sites selected.

"We've tried to select prize sites in all areas of the United States and even in Canada so that the eventual winner will have the opportunity to travel. Although the special interest trips will intrigue golfers and fishing enthusiasts, one need not be a sports specialist to enjoy himself at the sites selected," notes Vic Zast, Wurlitzer assistant advertising manager-public relations.

In support of the sweepstakes program, Wurlitzer has requested operators to allow their servicemen to participate at the service seminars. Details and folders of some of the prize sites are being forwarded to Wurlitzer distributors. A colorful, giant-sized poster is being prepared for distributors' showrooms and serviceman's areas. Weekly finalists will be announced in the trade press.

Says A. D. Palmer, Jr., Wurlitzer advertising and sales promotion manager, "A man's chance of winning the grand prize is really very good. Every entrant knows immediately whether he has a shot at the trips. Why not attend a Wurlitzer service seminar and give it a go?"

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THE "MIGHTY MITE"



### ALL-STAR FOOTBALL

THE COMPETITION WALL GAME

### BIG TOP

THE TWIN RIFLE COMPETITION GUN



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6-PLAYER PUCK BOWLER



### HOLIDAY

6-PLAYER BALL BOWLER

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## EASTERN FLASHES

**AROUND TOWN**—Ron Braswell, Columbia's jukebox product coordinator, has issued a sample mailing of their new 'Mamita Linda' single by Azteca to programmers at the nation's juke operations. "Bras" feels the disk is not only bound for top 10 but is a natural for machines. He'd like ops to get on it right away and scoop the charts. Braswell also info'd that Columbia will be releasing an Azteca little LP within the next four weeks. . . . About records, Motown's come up with its "Yesterday Series"—back to back gold hits by such artists as Marvin Gaye, the Supremes and the Temptations. The collection, super suited for phono ops, contains a total of 83 disks in all. . . . An item in Charlie McHarry's Daily News column last Wednesday said that a song called "Liverpool Lou" was getting about 25 spins per day on the jukebox at O'Lunney's East Irish bar. Never heard of the tune but might be a good idea for ops to check it out at the one stop.

Got a nice note from Tom Dougherty of American Soccer, Inc., Chester, Pa., who offers that his "Fast Action" coin-op table soccer unit enjoyed super sales during the end of 1972, and he's very optimistic about the future of the machine. Meantime, Tom's adding a home model to the line this month. . . . Chatted with Fred Pliner of Amutronics, Inc. in Cherry Hill and learned he's popping with his first remote control wall game next couple of weeks. Visitor to the Amutronics plant last Tuesday was S&S Amusement's Pat Storino. At press time, we learned Pat presided over a meeting of the newly-formed Jersey juke and games association in Union City. Details next week. Pat, by the way, is a member of the seven man MOA 25th Anniversary Committee this year, and the only guy aside from Florida's Jim Mullins not an MOA past president on that committee.

Dick Murphy at Magic Fingers, Inc. (Florida Manufacturers of the coin-op bed massage units) has been receiving dozens of calls from his distributors ever since the machine was prominently featured in the 'Maude' TV'er week before last. The show, which involved Maude and her husband Walter on a sales convention, took place entirely in a motel room. Midway thru the show, Maude tried out the Magic Fingers unit on the bed and went wild for it. Not only did the idea of the machine get a terrific nation-wide plug, but the brand name was shown and mentioned by the actress. No doubt, lots more folks will be hitting the machine next time they're at the motel; and doubtless, lots more operators will be installing them. Dick says there are still 270,000 or so hotel and motel rooms around the land that could use Magic Fingers, so he expects super business in the months and years ahead. Dick further info's that the producers of 'Ironside' will soon be featuring the unit on that show.

**HEADING NORTH**—Wurlitzer's got a terrific sweepstakes promotion on for jukebox servicemen right now, going until June. Fishing, golfing and just plain sightseeing trips are to be given out to lucky winners. All servicemen attending Wurlitzer Americana seminars will be eligible. See details elsewhere this issue. . . . Wurlitzer's Canadian super-distrib Dale Dist. has opened a Montreal branch office located at 3930 Griffiths St. in nearby St. Laurent. . . . A publishing company called Vending Industries Research Bureau, Inc. out of Newton Highlands, Mass., has issued a mailing to hundreds of US music and games operators asking that the latter supply them with single, blank copies of the following documents: collection/route receipt forms, cigarette inventory/collection forms and any and all vending related forms and location contracts whether standard or designed by the individual operating company. The material will be used to compile a vending industry handbook covering all areas of the coin business, including jukes and games.

## HOUSTON HAPPENINGS

Texas Finals Rodeo, approved by Texas Rodeo Association, held its initial Annual performance in San Houston Coliseum, Houston, Dec. 28-29-30, 1972. Song writer and recording artist, Tom T. Hall and the Story Tellers with Johnny Rodriques were featured entertainers. Total net proceeds were donated to Muscular Dystrophy Association of America. Plans are to make this Rodeo second only to Houston Live Stock Show Rodeo and Texas Prison Rodeo. Hazel Turner, major share holder in Coin Machine Sales Co. (Texas oldest c.m. firm) naturally was appointed Arena Secretary. Hazel has officiated in practically every Texas Rodeo, including the two Big Fellows, for past 28 years. Incidentally, despite their youthful ages (21 down to 14), The McCauley Sisters, Lynn, Karen, and Cathy, have performed in most Texas rodeos of past several years. 'Course the Gals don't always win in the barrel races but they have filled a huge trophy room with saddles, bridles, larits and all sorts of beautiful trophies.

Younger than middle-aged Paul Peterson, with ABC Music Co., 2633 Bissonnet, who underwent major surgery last July, recently said he felt healthier than in a long, long, time. Went on to say he did realize how poor was his physical condition before the incisions in right leg and stomach. . . . K. T. Park, owner Bluebonnet Music and Cigarette Service Inc., Houston, home for the day nursing slight illness. Chatted brievely with cute secretary, Ruth Leggia. . . .

The L & H Music Co., headed by Billy Lemon, is located at 3445 Leeland Ave., Houston. That address was for many years headquarters of Gardener Sales Corp. The firm dissolved after death of owner, L. R. Gardener some two years ago. . . . Stopped by in passing for short visit with long time friends, Jesse Herrera, owner of Jesse Herrera's Amusement Co., major long established operating firm at 1719 Gentry, Houston. A visit with Jesse always is a pleasant occasion.

Guy Barnett, owner B & B Music Co., Angleton Texas; Charles Batson, owner Angleton Amusement Co., Angleton, Texas; Clyde Harris, owner Lake Jackson Vending Co., Freeport, Texas; together with other coinmen and all loyal citizens in Angleton-Freeport area, justly proud that Angleton High School Band was Grand Sweepstakes Winner in Tournament of Roses parade in Pasadena, Calif. One of the eight chartered buses hauling the 360 students and their chaperones turned over on an ice covered highway during return trip but no serious injuries resulted. \$40,000.00 expense money for the trip was raised by local contributions, car washing, football concessions and other student activities. Angleton, population 10,000, is County Seat of Brazoria County. Among earlier established Texas towns it has a famed historical background. Prosperous from serving an area in minerals, rice farming and livestock, and numerous other sources of income.

Personal thanks to Texas distributors and operators for their splendid cooperation during past year. Thanks too for numerous Holiday greeting cards and a varied assortment of useful advertising items. Speaking for Yours Truly and CASH BOX: We wish all of you and yours a HAPPY AND HEALTHFUL 1973.

# OUR RECORDS PLAY (AND PAY).

A buyer's guide to the  
singles slotted to be hits;  
the singles that make those  
coins hit the slot.

Joe Tex / "Woman Stealer" / Dial  
D-1020

Just released—appears already to be a powerhouse single.

Uriah Heep / "Blind Eye"  
"Sweet Lorraine" / Mercury  
73349

Looks like their second straight top 40 hit. From their current super album, "The Magician's Birthday"

Mark IV / "My Everything You Are" / Mercury  
73353

R&B hit breaking now into very big numbers—New York, Philadelphia, Washington, Atlanta, Charlotte, and now spreading coast to coast.

Faron Young / "She Fights That  
Lovin' Feeling" / Mercury  
73359

Statler Brothers / "Monday Morning  
Secretary" / Mercury  
73360

These super top 10 country artists are coming again now with new biggies from their just released albums.

Johnny Rodriguez / "Pass Me By  
(If You're Only  
Passing Through)" / Mercury  
73334  
"Jealous Heart"

Country music's startling new artist—first release already #29 bullet in Billboard, #13 bullet in Cash Box, and #8 bullet in Record World. Now getting pop action in many areas.

Tom T. Hall / "Old Dogs, Children,  
and Watermelon Wine" / Mercury  
73346

Super hit by the quality artist, Tom T. Hall—top 10 with bullets in country, and now getting heavy play in college oriented locations. If you're not into Tom T., you're not into money.



products of phonogram inc\*, 35 e. wacker drive, chicago, ill.  
\*formerly Mercury Record Productions, Inc.

## CHICAGO CHATTER

**CHICAGO DYNAMIC INDUSTRIES** export manager **Bob Sherwood** heads for London on Jan. 26th to participate in the big A.T.E. convention which begins Jan. 30th at Alexandra Palace and runs thru Feb. 1st. Bob will be making arrangements for the ChiCoin exhibit booth which will be a big one this year, featuring a lineup of many of the firm's current games, and, possibly, a surprise or two! Bob's overseas trip will not end when the show does, however, since he'll be away for about three weeks, visiting the various ChiCoin distributors, and representatives throughout Europe.

**BILL DeSELM** ANNOUNCED the official release this week by Williams Electronics, Inc. of United's brand new 6-player shuffle alley called 'Cape Cod'. Operators can see it at their local Williams distributor showrooms.

**RECEIVED OUR COPY** of the 1973 MOA Membership Directory, which is beautifully done up this year in silver with green lettering, in commemoration of the association's 25th anniversary!

**'TABLE TENNIS' CONTINUES TO BE** the hottest item of the day at Midway Mfg. Co.—in both versions, the remote control and the newly released model mounted on a pinball type cabinet. The latter, as a matter of fact, is already in its second run. **Larry Berke** tells us Midway will very shortly release a new "ray type" gun called 'Duck Hunt!' Sample shipments to distributors will be in progress, very soon so watch for it.

**DATES OF THE UPCOMING** National Sporting Goods Show are Feb. 4-8. The trade show, which frequently convenes here in Chicago, will be held in Houston, Tex. this year at the Astra Hall-Astrodome. Some 1200 exhibitors are expected to participate. Show returns to Chicago in 1974.

**THE D. GOTTLIEB & CO.** factory is currently concentrating, for the most part, on exports. However, **Alvin Gottlieb** says they're just about ready to release a new game, 'Pro Football'. Sample shipments will commence later this week . . . By the time this column goes to press, Alvin and his wife will be basking in the sun in Tahiti, their first real vacation in seven years. We wish them a happy time!

**LOTS OF ACTIVITY** at Chicago Dynamic Industries! Factory commenced sample shipping the new 'Las Vegas' shuffle type location piece on January 12, prior to which samples of 'Flying Tiger', another ChiCoin newbie, were delivered. **Chuck Arnold** hastened to add that 'All Star Football' and 'Holiday' bowler continue to be strong sellers out there.

**MOA'S FRED GRANGER** departs for Oregon at the end of this week to join association prexy **Harlan Wingrave** in attending the Oregon Amusement and Music Operators Assn. annual meeting Jan. 19-20 at the Salishan Lodge in Glenden.

**RECEIVED WORD AT PRESS TIME** that Williams Electronics is in the process of sample shipping 'Ambush', its new gun game. "It has exciting machine gun action," **Bill DeSelm** tells us, and will very shortly be on display in distributor showrooms across the country.

## MILWAUKEE MENTIONS

1973 is off to a flying start at Hastings Dist. Inc. with sales activity centered, for the most part, on Rock-Ola phonographs and Valley pool tables! **Jask Hastings** spelled out the fact that '72 was quite a banner year for the firm and he anticipates an equally successful '73—if not more so! Incidentally, they ran a special December sale out there on units for home use, particularly older model juke boxes and pool tables, and this, too, was successful enough, Jack said, to just about clean up their stock!

**CHATTED WITH MARIE PIERCE** of Pierce Music in Broadhead—on a cold and icy day last week! She said the weather has really been something else out there, not so much snow as just plain old frigid temperatures and ice streets! Brrr! Marie and Clint both plan to be in attendance at the Wisconsin Music Merchants Association meeting in Oshkosh on the 28th. As for business—it's excellent, Marie said. She noted a slight decline in cigarette sales, attributable to "an increasing number of non-smokers"! How about that! Marie also mentioned that they've really been doing very well with foosballs. She and Clint are presently concentrating on the usual post-holiday shifting of equipment.

**ON THE SINGLES SCENE:** **Gordon Pelzek** of Record City tops his list of hot operator singles in the area with the **Carly Simon** hit "You're So Vain" (Elektra). Also "Jambalaya" by **The Blue Ridge Rangers** (Fantasy), "Oh Babe What Would You Say" by **Hurricane Smith** (Capitol), "Danny's Song" by **Ann Murray** (Capitol) and "Do You Know What It's Like To Be Lonesome" by **Jerry Wallace** (Decca).

## JUKEBOX PROGRAMMING GUIDE

### POP

- AMERICA**  
DON'T CROSS THE RIVER (2:22)  
b/w To Each His Own (3:14) Warner Bros. 7670
- ALICE COOPER**  
HELLO, HURRAY (2:54)  
No Flip Info. Warner Bros. 7673
- RICK NELSON**  
PALACE GUARD (4:10)  
No Flip Info. MCA 40001
- AUSTIN ROBERTS**  
KEEP ON SINGING (3:40)  
No Flip Info. Chelsea 78-0110
- TOMMY JAMES**  
BOO, BOO, DON'T 'CHA BE BLUE (3:32)  
No Flip Info. Roulette 7140
- THE GUESS WHO**  
FOLLOW YOUR DAUGHTER HOME (3:24)  
b/w Bye Bye Baba (2:43) RCA 0880
- STORIES**  
DARLING (2:37)  
b/w Take Cover (3:01) Kama Sutra 566

### R & B

- LOU RAWLS**  
A MAN OF VALUE (3:46)  
No Flip Info. MGM 14489
- LEA ROBERTS**  
IT'S LOVE (2:58)  
No Flip Info. United Artists W159
- LEROY HUTSON**  
SO IN LOVE WITH YOU (2:58)  
No Flip Info. Curtom 1980
- C & W**
- FREDDIE HART**  
SUPER KIND OF WOMAN (2:36)  
b/w Mother Nature Made A Believer Out Of Me (1:54) Capitol P-3524
- FARON YOUNG**  
SHE FIGHTS THAT LOVIN' FEELING (2:51)  
b/w I'm In Love With Everything (2:05) Mercury 73359
- THE STATLER BROTHERS**  
MONDAY MORNING SECRETARY (2:43)  
b/w A Special Song For Wanda (2:44)

**Williams ELECTRONICS, INC.**  
3401 North California Ave., Chicago, Ill. 60618  
Cable Address: WILCOIN, CHICAGO

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- VENDING MACHINES
- OTHER

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# CLASSIFIED ADVERTISING SECTION

## COIN MACHINES WANTED

WANTED ALL TYPES OF NEW AND OLD SLOT MACHINES FOR IMPORTING TO JAPAN. JATRE INC., Diamond Bldg., 2nd floor, 2-9-2, Minami-Ohi, Shinagawa-Ku, Tokyo, Japan. Cable: Amusejapo Tokyo, SAN FRANCISCO OFFICE, 2311 CABRILLO STREET, SUITE #2, SAN FRANCISCO, CALIF. 94121. Tel: (415) 387-6227.

ROUTE WANTED—Will buy small or medium sized route located in the following Maryland counties: Washington, Frederick, Carroll, Baltimore or Cecil. Will also consider buying into a route if arrangement is desirable. Reply Box 926, Cash Box, 119 W. 57th St., NYC 10019.

SCOPITONE OPERATORS! \*\*\*\*\* ATTENTION. If you have 5 or more American Machines in storage or on poor locations, and would be interested in a guaranteed income plan, please contact Scopitone West, 504 Van Ness, San Francisco, 94102. (415) 431-2266.

WANTED—BUYING ALL 1950's and EARLIER TABLE MODEL SKILL AND GAMBLING MACHINES: Bubblegum, Peanut, Slot Machines, Mutoscope Viewers and Cranes. (No Crating) We pickup anywhere. SACKIN, 318 East 70th St., NYC, NY. 10021 Phone (212) 628-0413.

WANTED TO BUY OUT SELLING STOCKS ONE OR TWO years old Jennings slot machines, Wurlitzer juke boxes and Pinball games two or four players, make an offer to AUTOMATTJANST N STORGATAN 19 BIUV, SWEDEN.

WE ARE ALWAYS INTERESTED IN USED AND BRAND NEW phonographs, pinballs, bingos, guns, arcade, kiddie rides, slot machines, etc. all makes all models. QUOTE FOB SEA VESSEL TO HOLLAND BELGIE EUROPE, SPRL, 276 AVENUE, LOUIS, BRUSSELS.

"WANT"—ALL WURLITZER AND ROCK-OLA PHONOS 1965 and newer. All arcade equipment. Flippers to three years old. Uprights. We are interested in distribution of allied equipment. BERT AMUSEMENTS LTD., 3728 East Hastings Street, North Burnaby, B.C. Canada. Phone 298-5578.

WANT—Electronic Games, Darts, Golf, etc. Seeburg Consolelets and Hiway units. Harvac Metal Typers. Also interested in distribution of new equipment. St. Thomas Coin Sales, 669 Talbot St., St. Thomas, Ontario, Canada. (519) 631-9550.

WANT: Bingos for resale for Maryland use, and for export. Any quantity. For export only Winter Books with new heads \$550.00. Winter Books Converted like new \$750.00. Pins and amusement machines available at all times. Phone 717-848-1846. D. & P. Music, York, Pa.

## COIN MACHINES FOR SALE

American Shuffleboard Scoring Unit \$135, 2 Side Lights \$75, Combination \$195. Budge Wright's Western Distributors, 1226 SW 16th, Portland, Oregon 228-7565.

SLOT MACHINES for EXPORT/SALE—Bally, Mills, Pace, Jennings, Uprights, Consoles, Bally Bingo Pinballs, Automatic Horse Race, Automatic Poker, Keno, Bingos. SI REDD'S BALLY DISTRIBUTING CO., 390 E. 6th St., P.O. Box 7457, Reno, Nevada 89502 (702) 323-6157. (Las Vegas Office) 2611 S. Highland Ave., Las Vegas, Nev. (702) 735-3767.

FOR SALE—RECONDITIONED-LIKE NEW: Hollywood Driving Range, \$295. FOB Cleveland (15 Ball golf game) SEGA Jet Rocket, \$795. FOB Cleveland; Williams Flotilla \$795. FOB Cleveland; SEGA Missile, \$425. FOB Cleveland; Allied Wild Cycle, \$445. FOB Cleveland. CLEVELAND COIN INTERNATIONAL, 2025 Prospect Ave., Cleveland, Ohio 44115. Phone (216) 861-6715.

FOR SALE—Export Market Only: Silver Sails, Cans, Roller Derbys, Country Fairs, Sea Islands, Carnival Queens, Miss Americas, Cypress Gardens, Touchdowns, Show Times, Key Wests, Big Shows, Mami Beaches, Night Clubs, Broadways, Big Times, others. Lexingtons, Turf Kings with automatic pay-out drawers. MUSIC-VEND DISTRIBUTING CO., 100 Elliott Ave. W., Seattle, WA 98119. Cable MUSIVEND.

FOR SALE—EXPORT ONLY—Bally, Bingos, slots, uprights Games, Inc., Big Ben, etc., Keeney Mt. Climber, etc., Evans Winterbrook. All models rotamint & rtamat. Write for complete list phonos, phono-vues, pin balls, arcade, etc. ROBERT JONES INTERNATIONAL, 880 Providence Highway, Dedham, Mass. 02026 (617) 329-4880.

## CLASSIFIED AD RATE 25 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$6.25 CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is NOT enclosed with order your classified ad will be held for following issue pending receipt of your check or cash. NOTICE—\$113 Classified Advertisers (Outside USA add \$78 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of One Full Year, 52 consecutive weeks. You are allowed to change your Classified Ad each week if you so desire. All words over 40 will be billed at the rate of 25¢ per word. Please count words carefully. Be sure your Classified Ad is sent to reach New York publication office by Wednesday, 12 noon, of preceding week to appear in the following week's issue.

### Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 119 West 57th St., N.Y., N.Y. 10019

FOR SALE: 3 SPEED QUEEN B BALLY—BOATS. \$275 each. 3 Elephants by Tusko—\$275 each. CENTRAL MUSIC CO., P.O. Box 284, 407 E. Ave. D, Killeen, Texas 76541.

FOR SALE: Seeburg, Wurlitzer, Rockola, AMI Phonographs, Williams, Gottlieb, Bally, Chicago Coin, Flippers, guns, baseballs, United, Chicago Coin, Midway shuffles, Valley, Fischer, United, American, used pool tables. As is or shopped. Domestic or export shipments. Call or write Operators Sales, Inc., 4122 Washington Ave., New Orleans, Louisiana, 70125. (504) 822-2370.

ATTENTION: WHOLESALERS, EXPORTERS, AND IMPORTERS: Have WURLITZER 3400, 3500, and Super Star Model 3600, 200 selection phonographs. Write for prices, UNITED DISTRIBUTORS, INC., 420 S. Seneca, Wichita, Kansas. Phone (316) 263-6181.

FOR SALE—Off Location, As Is Condition—Complete—No Breakins; 50 Rowe 20/7CO, \$40. The MACKIE COMPANY OF CENTRAL PENNSYLVANIA, 1201 South 20th St., Harrisburg, Pa. 17104. (717) 238-1768. Mannie Silvia.

FOR SALE: PANORAMS—NEW—WITH OR WITHOUT Sound. Write or call URBAN INDUSTRIES, INC., P.O. Box 31, Louisville, Kentucky 40201. (502) 969-3227.

"MARMATIC", Exclusive World-Wide Reps. for the Newest JENNING'S Electronic Slots, KEENEY'S MOUNTAIN CLIMBER & 7 coin multiple FLAMING ARROW UPRIGHTS. Available in Free Play or Cash Payout. We also carry a complete line of A-1 USED—JENNING'S, KEENEY'S MILLS Slots, BALLY Slots & Bingos, MARMATIC SALES CO., INC., 1140 E. Cold Spring Lane, Baito, Md. 21239. (301) 435-1477.

ALL TYPES OF COIN OPERATED ARCADE EQUIPMENT for sale—guns, Helicopters, pinballs, etc. Auto Photo machines. Write for equipment list and prices. ROCK CITY DISTRIBUTING CO., INC., 615 Murfreesboro Road, Nashville, Tenn. 37210.

ALL TYPES OF COIN-OPERATED EQUIPMENT: ADD-A-Balls, shuffles, guns, computers, etc. All types of phonographs, large selection on hand. Vending machines, from cigarette to candy to can drink, etc. . . . all kinds, shopped to perfection. Also Cineboxes loaded with film (sizable quantity available)—make offer. Notice to distributors: If you're overstocked with equipment in original crates or have good used equipment, call us or send your list. Write or call FLOWER CITY DIST. CO., 389 Webster Ave., Rochester, N.Y. 14609. Tel. (716) 654-8020 and ask for JOE GRILLO.

FOR SALE: Workhorses, Video Viewers, 25¢ play, Sound \$795; Silent, \$695; Two minute timer, Coin Counter, Slug Proof. Color Film Cartridges Rewind automatically. Bulbs last 1000 hours. TIMES SQUARE VENDING CORP., 432 W. 42nd St., New York City, N.Y. 10036. (212) 279-1095.

STEREO PICK-UPS: "SMC" FOR SEEBURGS "B" through "201"; "202"; "WMC" for Wurlitzer Cobra, \$10. SOUND & SIGNAL SERVICE, Box 10052, Albuquerque, N. Mex. 87114.

FOR SALE—Stock of SPACE LASER and CHICK 'N PLUCK 'R parts available. LASER Access Doors (normally \$18.00 each) while they last special—four for \$20.00. Inquire for special bargain prices on New SPACE LASER or CHICK 'N PLUCK 'R Machines for sale or lease. All orders C.O.D. only. Write or call TARGET INTERNATIONAL COIN, 15219 Michigan Ave., Dearborn, Michigan 48126. (313) 846-0160.

FOR SALE: Hi Score Pool, \$595; Invaders, \$375; Sea Raider, \$275; Write for complete list: CENTRAL DISTRIBUTORS, INC., 2315 Olive St., St. Louis, Mo. 63103.

POOL TABLES—Large selection of all makes and models available. Completely reconditioned or in "as is" condition for immediate shipment at very attractive prices. Also large selections of pin games, shuffles, guns and music—Phone or write EASTERN NOVELTY DISTRIBUTORS, INC., 3726 Tonnelle Avenue, North Bergen, New Jersey 07047—(201) 864-2424.

CONVERSION CARTRIDGES—PLAY STEREO RECORDS ON Seeburg Monaural Phonos B thru 201—NO ADJUSTMENTS REQUIRED—JUST PLUG IN—eliminate sound distortion, needle skipping, excessive record wear. \$24.95 postpaid. Satisfaction guaranteed. Quantity discounts. C. A. THORP SERVICE, 1520 Missouri, Oceanside, Ca. 92054.

SUBJECT TO PRIOR SALE: Bahama Beaches, Beauty Beaches, Big Wheels, Border Beauty's, Follies Bergere, Londons, Magic Rings, Orients, Safari's, Super 7, Venice—Some OK games. LOWELL ASSOCIATES, PO Box 386, Glen Burnie, Md. 21061. (301) 768-3400.

FOR SALE/EXPORT—USED SLOTS, BALLY STANDARD, 3-LINE PLAY, MULTIPLIERS, QUICK DRAWS, AND COMPLETELY SHOPPED AMUSEMENT EQUIPMENT. Write for particulars, THOMAS TRADING CO., INC., 2614 Westwood Drive, Box 15391, Las Vegas, Nevada, U.S.A., 702-734-8818. Cable: VEGAS.

FOR SALE—Bingos, Funways, Lotta Funs and Shoot-A-Lines Available. Also Keeney Red Arrows and Sweet Shawnees. These games are completely shopped. Call WASSICK NOVELTY (304) 292-3791. Morgantown, W. Va.

WALL HUNG GAMES: Darts, Golf & Football. Remote Radio Controlled. Buy the Highest Quality Game in the World Direct From the Factory. PERFORMANCE ENTERPRISES, INC., 4712 N.E. 12th Ave., Ft. Lauderdale, Fla. 33308. Call (305) 771-3110. N.E. United States, Call (413) 739-3841.

FOR SALE—EXPORT Bally 742a \$650.00 each, 831za 3 line play \$1095.00, 873a \$1295.00. All Conversions. Bally, Mills, Jennings and Pace Parts, 4 front Opening Mills with Automatic Jackpot. Other Bally 5 coin Multipliers on request. Nevada Fruit (Slot) Mach. Co., Box 5734, Reno, Nevada 702-825-3233.

FOR SALE: Gott: 5 Balls; Baseball, Playball, Spin A Card, Wms: 4 Aces, Seven Up, Bally Joust. Seeburg LPC 1-480. Photomatic 60. Midway Whirley Bird. HALGAME DART BOARD. D & L DISTR. CO. INC., 6691 ALLENTOWN BLVD., HARRISBURG, PA. 717-545-4265.

FOR SALE: 2 complete penny arcades, guns, baseballs, fortune, misc. arcade pieces, (no pins). Lost leases. Mike Munves Corp., 577 10 Avenue, NYC, NY 10036. Phone 212 279-6677.

FOR SALE: United Palos Verde S/A \$650. Seeburg SC-1 Consolelet Wall Boxes \$85. Mohawk Skill Games Co., Ogden Whitbeck, Prop., 67 Swagertown Road, Scotia, N.Y. 12302.

FOR SALE: Grand Slams \$475, King Rocks \$735, Orbit, \$635, Sheriff \$625, Honey \$610, Stardust \$575, Super Star \$465, Line Drive \$625, Desert Fox \$610, Red Baron \$575, Haunted House \$635, Computer Space \$875, Spooksville \$475, Bimbo Clown \$425, U.S. Marshall Gun \$145, C. C. Motorcycle \$295, Dancing Lady, \$155, Sing Along \$140, Hi Dolly \$85, Buckaroo \$95, Hot Line \$85, A Go Go \$145, Teacher's Pet \$90. New Orleans Novelty Company, 1055 Dryades Street, New Orleans, Louisiana 70113 Tel. (504) 529-7321 CABLE: NONOVCO.

FOR SALE: "CLOSEOUTS", COMPLETELY RECONDITIONED: Williams Hit & Run (2 pl) (Baseball) \$345.00; Midway Target Gallery \$145.00; Gottlieb Mini Cycle (2 pl) \$395.00; Bally Space Flight (late model) \$195.00; Wurlitzer 3200-4A (200 sel., w/LP's) & Dollar Bill Acceptor) \$645.00. Mickey Anderson Amusement Co., 314 E. 11th St., Erie, Pa. Phone (814) 452-3207.

FOR EXPORT: 60 Bingos (Showtime to Super 7, 12 Winterbook @ \$450, 5 Buckley Trach Odds @ \$425, 3 Keeney Twin DeLuxe Big Tent @ \$525, 1 Jumbo \$550, 2 Bally Skill Parade @ \$300, Mills Mint Vendors \$275, Bally 4 Million BC \$585, Seeburg Phonos, Consolelets, AMI MM3 \$625. Write, wire or call D. Joyce, 141 Meadowbrook, Gretna, La. 70053, Tel 367-4365.

## EMPLOYMENT SERVICE

BINGO MECHANICS WANTED: Legal territory of Nevada. 5 day, 40 hour work week. MUST have past Bingo experience. State age, references, past experience. Send photo if possible. Write or phone UNITED COIN MACHINE CO., 2621 South Highland, Las Vegas, Nevada. Phone (702) 735-5000.

SHOP AND ROUTE MECHANICS WANTED—JUKES, BINGOS, UPRIGHTS, Slots, Flippers: Good Pay; Raises according to results; Apartment furnished if desired and air fare furnished. SHELTON MUSIC CO., PO Box 803, Agana, Guam 96910. Phone 7726244.

SCHOOL FOR GAMES & MUSIC, ONE TO FOUR WEEK COURSES. Phonos, Flippers, and Bingos. By schematic CAL'S COIN COLLEGE, P.O. Box 810.

Arcade Managers and Arcade Mechanics for various East Coast locations. Full time or Seasonal. Good Pay and Benefits. Amusement Consultants Ltd., 60 Morrow Ave., Scarsdale, N.Y. 10583. 914-793-4100.

## HUMOR

MOO RECORD. Send \$1.00 to CAT, Suite 224, 2801 E. Oakland Park, Ft. Lauderdale, Fla. 33306.

ORBEN'S CURRENT COMEDY. The Orben Comedy Letter, Orben's Comedy Fillers Send \$5 for two month trial subscription to Orben's Current Comedy plus sample copy of Comedy Letter and Comedy Fillers. Comedy Center, 1529-GB East 19th Street, Brooklyn, New York 11230.

## RECORDS-MUSIC

IF YOU PROGRAM M-O-R we'll improve your record service. For as little as \$2.00 a week you can receive our PLAYLIST of 45's and LP's. For FREE SAMPLE and INFORMATION write: THE MUSIC DIRECTOR, Box 177, Chestnut Hill, Massachusetts 02167.

HOUSE OF OLDIES—We are the World Headquarters for out of print LP's and 45's. Also, the largest selection of Old Rock 'n Roll and Rhythm and Blues albums. Compare our prices for oldie albums before shopping elsewhere. Send for our famous catalog, \$1.25. HOUSE OF OLDIES, 267 Blecker St., N.Y., N.Y. 10014. Phone (212) 243-0500. "No Foreign."

\* MUSIC LOVERS \* 45 R.P.M. OLDIE RECORDS. Catalogue \$1.00 refundable on 1st order. For your convenience use: ChargeX, Bank-america, Barclaycard. Dealers welcome. KWIK KOPIES LTD., 1713 Scarth St., Regina, Saskatchewan, Canada.

DJ'S. Thanks for Spinning: "FROM DUST TO DUST" & "WARM UP" by Jim Dandy & the Sugar Beats. For free copy write on your stationery to: DADJO RECORDS, 3118 S. Jefferson, Saginaw, Michigan 48601. Available—distributorships.

WANT RECORDS: 45's AND LP's SURPLUS RETURNS, overstock cut-outs, etc. Call or write HARRY WARRINER at KNICKBOCKER MUSIC CO., 453 McLean Ave., Yonkers, New York 10705 (914) GR 6-7778.

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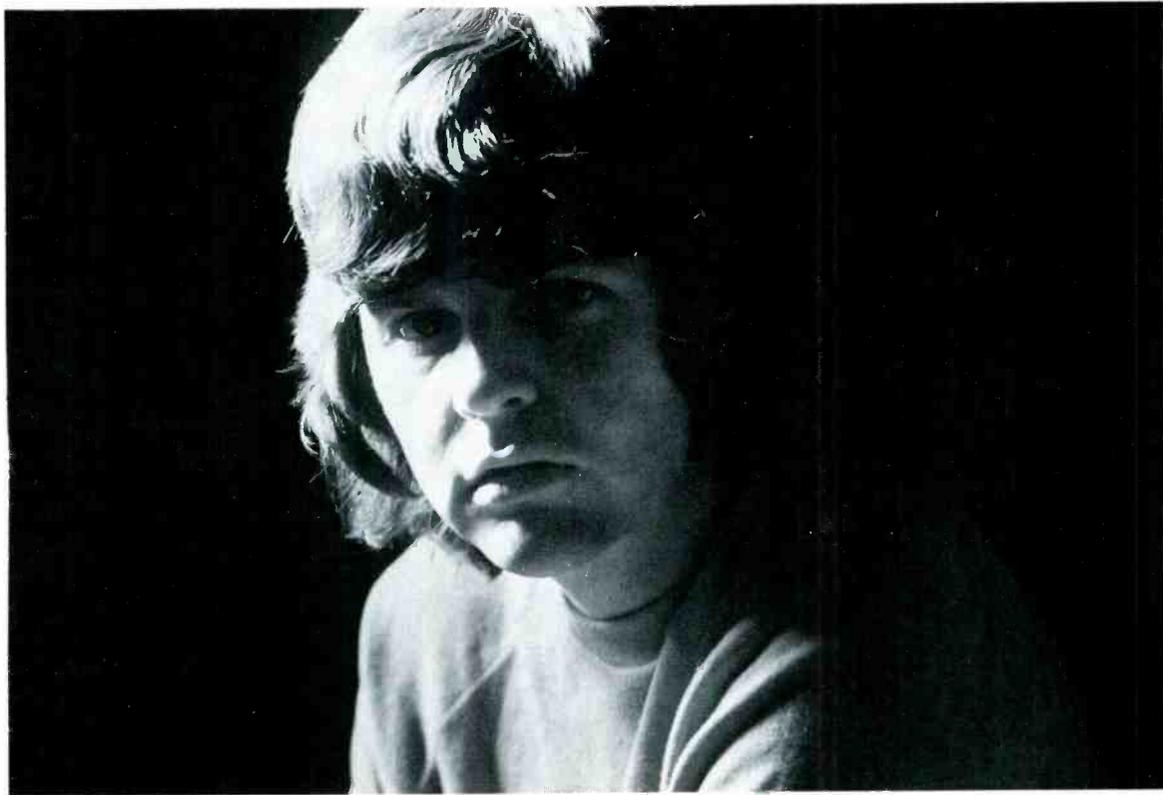
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