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NARM Confab: A Warning On The Knowledge Gap

The thread of concern that weaved its way throughout last week's NARM convention was that the "challenge of the 70's," the meeting's theme, was "know your music and your market." To those who could not attend the convention — one of NARM's most enlightening gatherings — it must be stressed that the point was not conveyed with conventional convention hoopla, but, more urgently, as a warning. Speaker after speaker, starting with Jac Holzman's keynote address (see last week's issue), and most panel discussions stressed that the business, particularly wholesalers, must be aware that all predictions of industry growth will fall flat on their faces with the failure to identify with the product it is selling in esthetic terms and the market it is selling into in terms of social conscience, demographics and store traffic. Quite simply, if this challenge is beyond the capacity of those whose business it is to recognize it, then key positions should be filled with executives who do. More than a generation gap, the business seems to be confronted with a knowledge gap that separates many from the very basic economic core of "supply and demand." Too many in the

music business, the convention reiterated time and time again, don't know their product (supply) nor the characteristics of their consumer (demand). What business can prosper, if not survive, with this kind of indifference and ignorance?

"We must increase our sensitivities to the music and to the world around us, not just the figures on our profit and loss statements," Holzman stated. "Too many of us have a severe lack of communication with the community which supports it" said Dave Rubinson, the record producer. And armed with illuminating statistics surveying perhaps the greatest business gap of all was Al Bell, the record executive. The industry, Bell claimed with an array of statistical dynamite (see rundown in this issue), is missing the boat with regard to the black market and its "unknown force" in major cities of America, where blacks represent over 50% of all downtown shopping traffic, but are hard-pressed to find the disk/tape product they desire.

The business, the NARM gathering made clear, must get down to the business of knowing where its business lies.

Rank	Artist	Label	Weeks	Peak
1	LET IT BE	Beatles-Apple 2764	1	12
2	ABC	Jackson 5-Motown 1163	2	10
3	INSTANT KARMA	John Ono Lennon-Apple 1816	3	4
4	LOVE GROWS	Edison Lighthouse-Bell 858	5	5
5	SPIRIT IN THE SKY	Norman Greenbaum-Reprise 0885	9	19
6	HOUSE OF THE RISING SUN	Frijid Pink-Parrot 341	7	8
7	BRIDGE OVER TROUBLED WATER	Simon & Garfunkel-Columbia 45079	4	1
8	HE AIN'T HEAVY, HE'S MY BROTHER	Hollies-Epic 10532	8	9
9	COME AND GET IT	Badfinger-Apple 1815	14	17
10	EASY COME, EASY GO	Bobby Sherman-Metromedia 177	13	16
11	RAPPER	Jaggerz-Kama Sutra 502	6	2
12	CELEBRATE	Three Dog Night-Dunhill 4229	12	14
13	EVIL WAYS	Santana-Columbia 45069	10	7
14	GOTTA HOLD ON TO THIS FEELING	Jr. Walker & The All Stars-Soul 35070	19	22
15	CALL ME	Aretha Franklin-Atlantic 2706	16	18
16	UP THE LADDER TO THE ROOF	The Supremes-Motown 1162	28	37
17	LOVE OR LET ME BE LONELY	Friends of Distinction-RCA 0319	26	40
18	RAINY NIGHT IN GEORGIA	Brook Benton-Cotillion 44057	11	3
19	THE BELLS	Originals-Soul 35069	22	27
20	SOMETHING'S BURNING	Kenny Rogers & First Edition-Reprise 0888	23	28
21	GIVE ME JUST A LITTLE MORE TIME	Chairmen Of The Board-Invictus 9074	15	11
22	AMERICAN WOMAN	Guess Who-RCA 0325	43	66
23	DIDN'T I (BLOW YOUR MIND THIS TIME)	Delfonics-Philly Groove 161	18	13
24	REFLECTIONS OF MY LIFE	Marmalade-London 20058	34	45
25	KENTUCKY RAIN	Elvis Presley-RCA 9791	20	15
26	MA BELLE AMIE	Tee Set-Colossus 107	17	6
27	LONG LONESOME HIGHWAY	Michael Parks-MGM 11104	42	65
28	GOTTA GET BACK TO YOU	Tommy James & The Shondells-Roulette 7073	29	31
29	WHO'S YOUR BABY	Archies-Kirshner 5003	32	38
30	YOU'RE THE ONE	Little Sister-Stone Flower 9000	38	47
31	TRAVELIN' BAND	Creedence Clearwater Revival-Fantasy 637	21	20
32	STIR IT UP AND SERVE IT	Tommy Roe-ABC 11258	33	36
33	OH ME, OH MY	Lulu-Atco 6722	24	21
34	SHILO	Neil Diamond-Bang 575	40	43
35	MIGHTY JOE	Shocking Blue-Colossus 111	37	41
36	TENNESSEE BIRDWALK	Jack Blanchard & Misty Morgan-Wayside 010	62	77
37	TURN BACK THE HANDS OF TIME	Tyrone Davis-Dakar 616	46	58
38	LET'S GIVE ADAM & EVE ANOTHER CHANCE	Gary Puckett & Union Gap-Columbia 45097	39	42
39	ALL I HAVE TO DO IS DREAM	Glen Campbell & Bobbie Gentry-Capitol 2745	31	35
40	WOODSTOCK	Crosby, Stills, Nash & Young-Atlantic 2723	49	89
41	RUN SALLY RUN	Cuff Links-Decca 32639	44	49
42	FOR THE LOVE OF HIM	Bobbi Martin-United Artists 50602	50	61
43	YOU NEED LOVE LIKE I DO	Glady Knight & Pips-Soul 35071	53	78
44	VEHICLE	Idea of March-Warner Bros. 7378	59	99
45	EVERYBODY'S OUT OF TOWN	B. J. Thomas-Scepter 12277	55	-
46	HEY THERE LONELY GIRL	Ed Holman-ABC 11240	25	23
47	TEMA HARBOUR	Mary Hopkin-Apple 1816	51	55
48	PSYCHEDELIC SHACK	Temptations-Gordy 7096	27	25
49	ADD SOME MUSIC TO YOUR DAY	Beach Boys-Reprise 0894	54	56
50	EASY TO BE FREE	Rick Nelson-Decca 732639	56	59
51	THANK YOU	Sly & Family Stone-Epic 10555	30	24
52	BRIGHTON HILL	Jackie DeShannon-Imperial 66438	57	64
53	FUNKY DRUMMER	James Brown-King 6290	60	67
54	MY WOMAN, MY WOMAN, MY WIFE	Marty Robbins-Columbia 45091	66	72
55	WALKING THROUGH THE COUNTRY	Grass Roots-Dunhill 4227	41	30
56	DO THE FUNKY CHICKEN	Rufus Thomas-Stax 0059	52	51
57	CHILDREN	Joe South-Capitol 2755	58	63
58	TAKE A LOOK AROUND	Smith-Dunhill 4228	35	26
59	I COULD WRITE A BOOK	Jerry Butler-Mercury 73045	61	70
60	BUT FOR LOVE	Jerry Naylor-Columbia 45106	76	85
61	CAPTURE THE MOMENT	Jay & Americans-United Artists 50654	68	74
62	TO THE OTHER WOMAN	Doris Duke-Canyon 28	67	73
63	THE FUNNIEST THING	Dennis Yost & Classics IV-Imperial 66439	69	76
64	GET READY	Rare Earth-Rare Earth 5012	78	88
65	CRYIN' IN THE STREETS	George Perkins & Silver Stars-Silver Fox 18	71	79
66	LITTLE GREEN BAG	George Baker-Colossus 112	74	84
67	MAKE ME SMILE	Chicago-Columbia 45127	84	-
68	THE GIRL'S SONG	5th Dimension-Soul City 781	72	-
69	CAT WALK	Village Soul Choir-Abbott 2010	70	75
70	COLE, COOKE & REDDING	Wilson Pickett-Atlantic 2722	81	-
71	BUFFALO SOLDIER	Flamingos-Polydor 14019	73	83
72	HEY LAWDY MAMA	Steppenwolf-Dunhill	-	-
73	NO SUGAR TONIGHT	Guess Who-RCA 0325	75	80
74	YOU KEEP TIGHTENING UP ON ME	Box Tops-Bell 865	77	82
75	AIRPORT THEME	Vincent Bell-Decca 32659	94	-
76	IF ONLY I HAD MY MIND ON SOMETHING ELSE	Bee Gees-Atco 6741	79	81
77	COME RUNNING	Van Morrison-Warner Bros. 7383	91	-
78	YOU MAKE ME REAL	Doors-Elektra 45685	-	-
79	NOTHING SUCCEEDS LIKE SUCCESS	Bill Deal & Rhondells-Heritage 821	83	90
80	JULY 12, 1939	Charlie Rich-Epic 10585	82	87
81	TIME TO GET IT TOGETHER	Country Coalition-Bluesway 61034	80	86
82	DEMONSTRATION	Otis Redding-Atco 6742	-	-
83	EVERYTHING'S BEAUTIFUL	Ray Stevens-Barnaby 72011	88	-
84	MISS AMERICA	Mark Lindsay-Columbia 45125	-	-
85	CHICKEN STRUT	Meters-Josie 1018	86	92
86	WHICH WAY YOU GOIN' BILLY	Poppy Family-London 129	89	93
87	LOVE MINUS ZERO—NO LIMIT	Turley Richards-Warner Bros. 7376	87	91
88	DEAR PRUDENCE	5 Stairsteps-Buddah 165	90	96
89	OPEN UP MY HEART	The Dells-Cadet 5667	-	-
90	DEEPER (IN LOVE WITH YOU)	O'Jays-Neptune 22	92	94
91	LOVELAND	Charles Wright & Watts 103rd St. Band-Warner Bros. 7365	95	-
92	HITCHIN' A RIDE	Vanity Fare-Page One 21029	96	-
93	CALIFORNIA GIRL	Eddie Floyd-Stax 0060	-	-
94	SLOW DOWN	Crow-Amaret 119	97	-
95	CINNAMON GIRL	Gentrys-Sun 1114	-	-
96	HOLLY GO SOFTLY	Cornerstone-Liberty 56149	98	-
97	IS ANYBODY GOIN' TO SAN ANTOINE	Charlie Pride-RCA 9806	93	95
98	WILL YOU LOVE ME TOMORROW	Linda Ronstadt-Capitol 2767	100	-
99	VIVA TIRADO	El Chicano-Kapp 2055	-	-
100	MY WIFE, THE DANCER	Eddie & Dutch-Ivanhoe 502	-	-

ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

ABC (Jobete—BMI)	2	Didn't I Blow Your Mind (Nickle Shoe—BMI)	23	July 12, 1939 (Al Gallico—BMI)	80	Shilo (Tailyrand—BMI)	34
Add Some Music To Your Day (Brother—BMI)	49	Do The Funky Chicken (East/Memphis—BMI)	56	Kentucky Rain (Elvis Presley/Last Straw—BMI)	25	Slowdown (Venice—BMI)	94
Airport Theme (Shawley—ASCAP)	75	Easy Come Easy Go (Screen Gems/Columbia—BMI)	10	Let It Be (MacLen—BMI)	1	Something's Burning (BnB—BMI)	20
All I Have To Do Is Dream (House of Bryant—BMI)	39	Easy To Be Free (Hillard—BMI)	50	Let's Give Adam & Eve Another Chance (Press—BMI)	38	Spirit In The Sky (Great Honesty—BMI)	5
American Woman (Dunbar—BMI)	22	Everybody's Out Of Town (Blue Seas/Jac—ASCAP)	45	Little Green Bag (Legacy—BMI)	66	Stir It Up & Serve It (Low-Twi—BMI)	32
Bells, The (Jobete—BMI)	19	Everything's Beautiful (AHAB—BMI)	83	Long Lonesome Highway (Hastings/Rivers—BMI)	27	Take A Look Around (Trousdale—BMI)	58
Bridge Over Troubled Waters (Charing Cross—BMI)	7	Evil Ways (SAH Music—BMI)	13	Love Grows (January—BMI)	4	Temma Harbour (Major Dak—ASCAP)	47
Brighton Hill (Unart—BMI)	52	For The Love Of Him (Teeger—ASCAP)	42	Love Land (Wright/Yesterle—BMI)	91	Tennessee Birdwalk (Back Bay—BMI)	36
Buffalo Soldier (Shelby Singleton/Hip Hill—BMI)	70	Funky Drummer (6 Dlo/Dynatone—BMI)	53	Love Minus Zero (Witmark—ASCAP)	87	Thank You (Stone Flower—BMI)	51
But For Love (AMCD—ASCAP)	61	Funniest Things, The (Low—SAI—BMI)	63	Love Or Let Me Be Lonely (Porpete—BMI)	17	Time To Get Together (PeQuod—ASCAP & EPI ASCAP)	81
California Girl (E. Memphis, BMI)	93	Get Ready (Jobete—BMI)	64	Ma Belle Amie (Legacy—BMI)	26	To The Other Woman (J. Williams/No Exit/Wally Roker—BMI)	62
Call Me (Pundit—BMI)	15	Girl's Song, The (Rivers—BMI)	68	Make Me Smile (Aurelius—BMI)	67	Traveling Band (Jondora—BMI)	31
Capture The Moment (Unart—BMI)	61	Give Me Just A Little More Time (Gold Forever—BMI)	21	Mighty Joe (Skinny Zach—ASCAP)	35	Turn Back The Hands Of Time (Dakar/Jadan—BMI)	37
Cat Walk (Arden—BMI)	69	Gotta Get Back To You (Big Seven—BMI)	28	Miss America (Viva, BMI)	84	Up The Ladder To The Roof (Jobete—BMI)	16
Celebrate (Commonwealth United—BMI)	12	Gotta Hold On To This Feeling (Jobete—BMI)	14	My Wife, The Dancer (Bob-Cor, BMI)	100	Vehicle (Ides—BMI)	44
Chicken Strut (Rhmelander—BMI)	85	Hey Ain't Heavy He's My Brother (Harrison—ASCAP)	8	My Woman, My Woman, My Wife (Mariposa—BMI)	54	Viva Tirado (Amestoy, BMI)	99
Children (Lowery—BMI)	57	Hey There Lonely Girl (Famous—ASCAP)	46	No Sugar Tonight (Dunbar—BMI)	73	Walking Through The Country (Malicious Melodies—ASCAP)	55
Cinnamon Girl (Cotillion, BMI)	95	Holly Go Softly (Jillbern—BMI)	72	Nothing Succeeds Like Success (Saturday—BMI)	79	Which Way You Goin' Billy? (Gone Fishin—BMI)	86
Cole, Cook & Redding (Samphil/Rounique—BMI)	70	House Of The Rising Sun (Al Gallico Music—BMI)	96	Oh Me Oh My (Noo Track—ASCAP)	33	Who's Your Baby (Don Kirshner Music Inc.—BMI)	29
Come And Get It (MacLen—BMI)	9	I Could Write A Book (Gamble Huff—BMI)	59	Open Up My Heart (Pisces, Chevis, BMI)	89	Will You Love Me Tomorrow (Screen Gems/Columbia—BMI)	98
Come Running (Van Jan—ASCAP)	77	If I Only I Had My Mind On Something Else (Casserole—BMI)	76	Psychedelic Shack (Jobete—BMI)	48	Woodstock (Siquamb—BMI)	40
Crying In The Streets (Price—ASCAP)	65	Instant Karma (MacLen—BMI)	3	Rainy Night In Georgia (Combine—BMI)	18	You Keep Tightening Up On Me (Earl Barton—BMI)	74
Dear Prudence (MacLen—BMI)	88	Is Anybody Going To San Antone (Tree—BMI)	97	Rapper (Sixius—Revival/Kama Sutra—BMI)	11	You Make Me Real (The Doors—ASCAP)	78
Deeper In Love (Assorted—BMI)	90			Reflections Of My Life (Walrus—ASCAP)	24	You Need Love Like I Do (Jobete—BMI)	43
Demonstration (E. Memphis, Time, Redwall, Cotillion, BMI)	82			Run Sally Run (Vanlee/Emily—ASCAP)	41	You're The One Pt. II (Stone Flower—BMI)	30

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AVAILABLE ON ALL TAPE CONFIGURATIONS

NARM Convention: Meeting The Challenges Ahead

'Social Consciousness' Urged To Win Opportunities For Blacks

Following the "know your music and your market" addresses by Jac Holzman, Al Bell and Dave Rubinson (see this week's editorial), Joe Smith of Warner Bros. served as moderator for a follow-up NARM panel discussion.

Clive Davis, president of Columbia Records, pointed out, in a positive reply to the supposed industry generation gap, that the industry "ran the risk of polarization of the issues," declaring that the industry had been the "most successful in involvement with youth than any other industry." "It's easy to hurl epithets," he said, and urged "perspective" in recognizing that the music business had grown "because of youth." He pointed out, however, that "many executives grew on other music" and called for "wisdom" to allow the young who are aware to "handle aspects of the business you don't know."

The problem of getting blacks to play an increased role in the affairs of industry policy was initiated by Del Shields, the deejay/jazz writer, who cited a "backlash" in the exposure of black music on radio. He said the

hiring of black executives would require industry patience, since many blacks come into a job without sufficient training and education. He said the industry could profit from the state of Israel, where on a recent trip he was struck by the country's philosophy of "not being afraid to make a mistake." "The business community, along with profits, must learn a social consciousness," he stated.

Later, Shields declared that blacks desired "opportunity, not special privilege."

Davis said that Columbia had adopted a program over the past three months whereby "no executive job is being filled unless the first opportunity goes to a black person." Earlier, Davis stated that Columbia's non-white work force had increased from 472 in 1969 to 716 at the end of 1969, or 13% of a total work force of

(Cont. on Page 38A)

Tarr: Industry's Biggest Revolution Is Coming . . . The Need To Be Prepared

BAL HARBOUR, FLA.—"Changing in the present marketing and management practices of our industry are no longer optional if we wish to stay abreast of the opportunities of the '70's. Like it or not, we are going to be compelled to update our techniques by a new breed of consumer, the most sophisticated we have ever encountered . . . and by a rapidly developing technology which will add totally new dimensions to our business."

These are the words of Irwin Tarr, RCA Records' planning vp, as conveyed last week at the NARM convention. Tarr, speaking on the subject of "Marketing & Management in the '70's," explained that the demographics of the market will change dramatically in the next decade, the big increase coming not in the teen bracket, but a 50% increase in the 20 to 30 age group; the industry will face the best educated consumer market in the

world's history, with highly developed and specialized tastes in the music he wants.

Tarr, in short, believes that the industry is facing a revolution "even greater than the rack, rock and tape revolutions which came to fruition in the 60's."

"If we have the foresight and fortitude to meet these challenges with imagination and innovation, I believe this industry's sales of recorded entertainment can reach \$4 billion by 1980. But, Tarr warned, "all of us are going to have to be honest with ourselves . . . and brutally frank in reevaluating every aspect of our respective operations."

Tarr also said that the growth of tape and its display problems have brought the industry "face to face with the limits of the self-service technique." Unless this problem is overcome, Tarr added, he expressed fear that "we may have reached the rack merchandiser's level of competence." Declaring that the industry could not afford to "gear itself solely to the perspective and requirements of . . . mass-merchants," the exec said he was "convinced that the 70's greatest single growth opportunity lies in specialty retailing . . . which will expand side by side with the continued growth of the mass-merchants."

Calling for "priority to a more intensive study of the consumer," Tarr said NARM would be well advised to allocate a "significant share of its resources to learning more about the kinds of people who shop in various types of outlets and what their musical interests really are."

'The Peter Principle'

Following Tarr's talk, the session, held on Sunday (22), heard from Dr. Laurence J. Peter of the famed "Peter Principle" concept, which declares that many executives rise to the level

(Cont. on Page 38A)

Rubinson: Recruit Talent Through An Industry Academy Of Technique

Concerts Would Help Financing

BAL HARBOUR — An Academy of Record Techniques and Practices? This is the proposal of Dave Rubinson of the Fillmore Corp., who introduced such a concept before the NARM convention.

"As a result of the lack of a concerted effort, industry-wide, to recruit and train the best talents available, the whole industry has a crisis in middle and upper management," Rubinson explained.

Part of a "large scale nation-wide recruitment program to recruit into our industry the best young minds in the country . . ." Rubinson said, such an institution — "free to any qualified applicant in any field" — would train young people in the theories and practices of all segments of the business: music production, engineering, manufacturing, distribution, business affairs, law, merchandising, marketing and retailing. The academy, Rubinson explained, would have a building with a full-time faculty, a work-study program.

To finance the academy, Rubinson said the costs of operation be amor-

tized by industry-wide contributions and a series of benefit concerts, starring "the biggest names in the industry." "We will need a minimum of \$250,000."

Rubinson noted that he and other interested parties had "already done our own thing in San Francisco" through a series of free seminars on the recording industry, with free classes held three times weekly before over 400 active students. "The culmination of our classes was the series of free recording sessions: ninety separate sessions which involved over 500 musicians . . . eighty sessions have taken place with remarkable results."

Rubinson also proposed the establishment of "full scale internship programs at all levels of operation within our industry, to allow interested young people the internship experience." Rubinson's idea is to provide three months of study and three months of On-the-Job-Training.

"The great hope I have," Rubinson said in conclusion, "is that we will institute a program on a national level which will allow our industry to grow without those horrible stretching noises and growth pains which afflicted so many of our great industries."

'Intelligence Network' Cited In Battle To Erase Tape Bootlegging

BAL HARBOUR — A "vast and efficient intelligence network" has been called for in the battle against illegal tape duplication.

The concept of industry surveillance was advanced by Henry Brief, executive secretary of the RIAA, at a NARM panel discussion on the counterfeiting problem. He and others on the panel, including Al Berman of the Harry Fox Agency, said that a watchful eye on the flow of bogus tapes could "take the profit out of bootlegging operations." "If we can't legislate the matter, let's at least take the profit out of it," Berman stated.

Brief and Berman told wholesalers to forward copies of bootlegged or pirated tapes to their offices in New York. Berman said the Fox office is ready to institute legal actions against all retailers who engage in the sale of bogus tapes.

Two record company lawyers, Elliot Chaum (Capitol) and William Dyczko (RCA) noted the great cost of filing

legal complaints against the makers and sellers of bogus tapes, nothing that injunctions handed down by the courts only apply to each label.

In a talk before the panel discussion, Brief said that the ultimate solution in the battle against the problem was the enactment of the copyright revision bill which would place disks and tapes under copyright protection for the first time.

A member of the audience — which, by the way, was poor in wholesaler attendance — said that the easy profit aspects of phony tape sales has resulted in Mafia influence in the area. Several bogus tapes were shown to those who attended the discussion, including one featuring Creedence Clearwater.

Tape Packaging

A panel discussion on tape packaging was a study in the failure of the "spaghetti box" (4" by 12") to achieve favorable response. Kent Beauchamp of All Tapes, Inc. offered the suggestion that perhaps tapes fall into the "watch and ring bag" and cannot be sold without tight security. James

(Cont. on Page 38B)

Survey Of Black Buyer See Pg. 16

FRONT COVER:



Energy, excitement and entertainment are the three forces generated and synonymous with the dynamo billed as Tom Jones. Now going into his fifth year as a recording artist with Parrot, Jones has raised new plateaus for himself regularly by applying new media means to build his fan following.

From record, with his first hit "It's Not Unusual," the Welchman moved upward hitting new listeners in movie houses through "What's New Pussy-cat" and then into the nightclub circuit. His biggest accomplishment came with the launching of a television weekly (following a network special) that brought his entire catalog back to life and earned certification of practically every LP made during his career.

Opening at the Copa this week, Jones has already been renewed by ABC-TV for the coming screen season and he will shortly begin a national tour that promises to be one of the largest grosses in musical history.

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NARM, NARAS On Bogus Tapes Pg. 10

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Due To Mail Strike, No Int'l Section This Week

Dennis Yost

does something very few people do.

He makes consistent hit singles
with The Classics IV. Few people
can do that. He can and does.

Every time.

"Funniest Thing" is Dennis Yost &
The Classics IV's new single.

A special single.

"Funniest Thing" is worth remembering.

You will.

"Funniest Thing" #66439

Produced by Buddy Buie

Arranged by Don Tweedy



Scepter Bills \$2 Mil At Confab; Meet Debates Tape Distribution

WEST END, GRAND BAHAMA ISLAND — New LP's by Dionne Warwick and B.J. Thomas were the highlights of six new pop LP's issued by Scepter Records that resulted in sales of more than \$2,000,000 (including records and tapes). Scepter rung up this sales figure at the first annual convention of its record distributors helmed by Scepter's president Florence Greenberg at the Jack Tar Hotel on this island off the Florida Coast.

Only one of Scepter's 33 distributors was unable to make the convention. All of the others were there to hear Scepter brass Sam Goff, Ed Kushins, Jerry Geller, Stanley Greenberg and Harold Sulman announce the release of new LP's and tapes including "I'll Never Fall In Love Again" by Dionne Warwick, "Everybody's Out Of Town" by B.J. Thomas; an LP on the Wand label by Vanilla Fudge titled "While The World Was Eating;" the first Mel Tim LP on Bamboo Records, "Good Guys Only Win In The Movies;" the first two LP releases from the recently concluded Scepter agreement with producer Charles Greene and his Tiffany label: one called "Brethren" by the group of the same name and the other called "Toussaint" also named after the artist.

Four gospel LP's by Rev. Claude Luter, Rev. Charles Taylor, Shirley Caesar, and the Harmonizing Four rounded out the release.

These titles and the labels catalog of albums and tapes brought in the \$2,000,000 total.

The convention group was also treated to a spin of Dionne Warwick's new single "Let Me Go To Him" featured in her new LP.

The congenial atmosphere of luau, horse back riding, cocktail partying, etc. was only broken once during the entire convention when after Ed Kushins, the label's album sales manager, asked for one hundred percent support in the coming year from Scepter distributors, one distrib returned with the question: "If you want 100% support from us are we distributors stepping out of line in asking for exclusive rights to the tape lines of Scepter product." (Scepter distributes its tapes thru 175 tape distributors as well as its record distributing outlets.)

Tape Distribution Debate

Jerry Geller, Scepter's tape director, told the distributors that he believes in multiple tape distribution at present. He doesn't believe that record distrib-

utors all over the country are ready to carry the whole ball of wax without hurting Scepter's total tape volume. "Six or twelve months from today we may say, 'Boys, it's yours,' but right now we must stick to multiple thinking." However, since record distributors are given much of the credit for breaking the singles and LP's from which many tape merchandisers reap the cartridge and cassette benefit, Geller announced that effective with sales as of March 1 Scepter will place into a special fund 10¢ from the sale of each tape to a non-record Scepter distributor, this fund to be divided up among Scepter's Record Distributors according to their BPI.

Geller also indicated that he believed multiple distribution would be a way of life in the record industry of the future.

A warm highlight of the Convention was a special plaque presentation event that took place during a luncheon, which saw Florence Greenberg awarding a deluxe memento featuring all of Scepter's million selling singles to all of the Scepter distributors who have been with her as distributors since the inception of the company. A special award was given to songwriter Hal David, who attended the convention, for all the hits he had written with partner Burt Bacharach for Dionne Warwick and B.J. Thomas. Another plaque was given to David for Burt.

NARM Awards 'Abbey' Is Best LP

MIAMI BEACH, FLA. — Apple Records "Abbey Road" by the Beatles was chosen the Best album of the year and the Archies' "Sugar Sugar" for Kirshner Records was picked the best single of the year in the NARM annual poll which selects records which sold most for the rack jobbers during the contest period.

Other NARM 1969 Award Winners included: Best Selling Male Vocalist: TOM JONES; Best Selling Female Vocalist: DIONNE WARWICK; Best Selling Folk Artist: BOB DYLAN; Best Selling Jazz Artist: ISAAC HAYES; Best Selling Original Cast Show: "HAIR"—RCA; Best Selling Movie Soundtrack: "ROMEO & JULIET"—

Heilicher Suggests 20% Cut On Catalog As Stimulant To Sales

MIAMI BEACH, FLA. — "Independent Distribution in the 70's" was one of the four panel discussions on the Monday morning NARM agenda. Although the discussion eventually returned to the subject on the schedule, it was delayed for a bit of the hour-and-a-half session by Amos Heilicher, guest speaker of the workshop who made the following suggestion to manufacturers: That all catalog product after a given time to be determined by the manufacturer, be sold to distributors at a 20% reduced price in an effort to stimulate the purchase of catalog product, which Heilicher said was already amortized and wasn't moving well anyway, in many cases. He said a discount program such as the 20% off policy, would cause racks to put more titles into their racks.

Drawbacks Cited

Both manufacturers and distributors didn't seem to think too kindly of the suggestion, feeling it was another move putting a further profit squeeze on the manufacturer. Heilicher suggested that both the rack and the retail outlet would divide the addition profit, charging the consumer the same price as other product.

Manufacturers felt that the reduced price would seek its own level and in short order catalog sales would be back to the same volume as before, and selling at a lower price. It was also pointed out that if this price reduction did reach the consumer, it

would confuse him to see two LP's by the same artist on the same label selling at two different prices. It was also suggested that such a move would create havoc with royalty payments, based on a suggested list price.

Heilicher also advised indie manufacturers that majors manufacturers are getting an increasingly greater share of the space on racks because they take back their returns monthly while indies are slow in their returns and exchanges. This leads racks desirous of dealing with a major when he has a choice of another title for his rack and he has to make that choice from an indie or a major.

Distrib Vacuum

When the discussion returned to the distribution area, Neil Bogart, vp and gen. mgr. of Buddah, voiced his upset over the fact that in many territories where there once were distributors, there no longer are any. He said this was hurting the development of new artists terribly. He pointed to a situation where a disk jockey decides to go on a record he likes in an area where there is no longer a distributor, but only racks. Since the racks home office serving that territory has a home office often 2000 miles away, the rack doesn't get a feedback on the record making noise. There are none of the selection of the rack. And since there is no distributor in the area (because the distributor was driven out of business by the rack) no one is there to service the little record shops (ma & pa) with the single, so the station eventually goes off the record, because the consumer can't get it. Bogart suggested that racks don't help build new singles. They but either the monster acts new singles or wait until the records are big.

There was also talk about a handful of hot indie manufacturers joining together to form a distributorship, or depot, in these areas where distribution has been erased by racks.

In reference to the complaint that indie distributors handle too many lines, Harold Lipsius of Universal Dist. in Philly said that it was not a big problem because never are all of the manufacturers a distributor handles, hot at one time.

A number of people seemed to agree with Bill Davis, the Denver Distributor, who said after hearing many of the industry complaints voiced at the panel meeting, that there is no simple solution to the things that ail the industry. It's a dog eat dog business, there is no longer any loyalty to former relationships, and only the strong will survive, Davis felt.

In addition to Bogart, Heilicher and Lipsius, the panel featured Jim Shipley of Man Line Dist. in Cleveland; Herb Goldfarb of London; Jerry Schoenbaum, Polydor; and Shelby Singleton of SSSI. The panel was moderated by Marty Ostrow, vice pres. of Cash Box.

Singleton seemed to favor multiple distribution, commenting that he would rather be owed the money that is owed him today by 700 different firms than have the same sum owed to him by only a few. This he said would diminish the risk to the manufacturer if any one account failed.

On the subject of who should foot the bill for promotion, the manufacturer or distributor. Distributors felt it was the manufacturers burden; manufacturers stating again that it was the distributor's responsibility to pick up some of the cost of promotion.

Cash Box Scholarship To Son Of Hit Salesman

MIAMI BEACH, FLA. — Michael Mlynarski, a student from Hammond, Ind., and the son of a route salesman for the Hit Record Company, a rock jobber out of Chicago, is the recipient of the Cash Box Scholarship set up by George Albert, president and publisher of Cash Box.

Michael, though a student of average ability according to his test scores, finished in the top 4% of his graduating class, attesting to his effort and initiative. As a result of the Cash Box Scholarship through NARM, Michael will receive \$1,000 each year of his four years of college.

Marty Ostrow, Cash Box V.P. presented the scholarship to Charles Stephens of Hit Records at the NARM Convention.



Marty Ostrow

20th Fox Film Library To EVR?

NEW YORK — The prospect of a complete EVR library presentation of films from the 20th Century Fox catalog was disclosed last Tuesday (24) during CBS' first public demonstration of the compatible color Electronic Video Recording system developed by CBS Laboratories. At the presentation, Darryl F. Zanuck, chairman of the board and chief executive officer of 20th Fox, stated that he would recommend to 20th's board of directors that they make available for EVR conversion the complete catalog of Fox films at least five years old, and that the company supply for conversion all new features five years after original release.

This announcement is the first major step toward establishing the consumer impact of EVR. The playback system had earlier been developed mainly as an educational and industrial training tool.

Zanuck hailed the EVR system, a playback unit capable of showing cartridge audio/visual film recordings on home color or black/white television sets, as "a major development in film presentation" and compared his participation with his production of the first talking, Technicolor and CinemaScope films.

"The strength of EVR," he said, "lays in the quality of its color reproduction, the rental which is likely to be priced moderately enough to at-

tract a huge market, and the mechanics that should provide a safeguard against the unauthorized copying and bootlegging of prints. These benefits should serve also to broaden considerably the horizons of film profitability."

Jim Schwartz Is NARM's New Pres

MIAMI BEACH, FLA. — The new brass of NARM was announced at the closing banquet of the convention: President: Jim Schwartz of Schwartz Bros., Inc., Washington, D.C.; 1st V.P.: Jack Grossman from Merco Enterprises, Melville, N.Y.; 2nd V.P.: Merritt Kirk of Music West, Daly City, Calif.; treasurer: Carl Glaser with Pleasure Products Sale Corp., Buffalo, N.Y.; and secretary: Dick Stultz of Record Supply Co., Casselberry, Fla.



JAMES SCHWARTZ



JACK GROSSMAN



CARL GLASER



MERRITT KIRK

EVR Surprises From CBS, Motorola See Tape News Report

Ring Forms Distrib

BOSTON — Howie Ring, recently associated with Transcontinental Distributing Corp., has formed Music Merchants of New England in Woburn, Mass. He is joined in the operation by Jerry Brenner, also formerly of TDC. Initial lines include Fantasy/Galaxy, Scepter/Wand/Hob, Janus, Westbound and ESP. Address of the new outlet is 10 Henshaw St.

BOGUS TAPES:

NARM Resolution

The NARM board of directors has adopted a resolution regarding piracy and counterfeiting of recorded music. It provides for suspension from NARM membership any regular or associate member who engages in "such dishonest practices" as piracy and counterfeiting after such guilt is ascertained "through legal process."

The following is the complete text of the resolution:

WHEREAS, piracy and counterfeiting of recorded music, and the sale of such illegally duplicated products, has reached alarmingly high proportions in the recorded music industry; and

WHEREAS, such thefts and bootlegging destroy public confidence in the integrity of the recorded music industry and in its legitimate records and tapes, as well as severely injuring honest manufacturers, wholesalers and retailers of recorded music;

WHEREAS, illegal duplication of recorded music could not long exist without retail and other distribution outlets which are willing to knowingly sell such illegally recorded music products; and

WHEREAS, the Recording Industry Association of America, the Harry Fox Office, and various leading manufacturers of recorded music have taken legal action against the illegal duplicators of such illegal products, as well as recently taking legal action against those who knowingly sell such illegal products; and

WHEREAS, the Board of Directors of the National Association of Record Merchandisers, Inc. has determined that it should not permit to remain within its membership anyone who knowingly engages in such illicit business at any level;

WHEREFORE, BE IT RESOLVED, by the members of the National Association of Record Merchandisers, Inc. in convention assembled at Bal Harbour, Florida, this 21st day of March, 1970, that the Association severely condemns all such piracy and bootlegging of recorded music as thievery which can only result, if continued, in destroying the good name of the industry and its honest products, and

BE IT FURTHER RESOLVED, that the Association urges its entire membership to cooperate fully with all efforts being made by the RIAA, the Harry Fox Office, and by leading and responsible manufacturers to take prompt and necessary legal action against all who are engaged in such piracy, thievery, and bootlegging; and

BE IT FURTHER RESOLVED, that the Board of Directors of the Association shall promptly suspend from membership any Regular or Associate member found through legal processes to have been engaged in such dishonest practices; and

BE IT FURTHER RESOLVED, that the Association directs its officers, including its Board of Directors, as well as its General Counsel, to aid in all appropriate and legal respects efforts of all responsible persons in the recorded music industry in eliminating such illegal practices within the recorded music industry.

RCA's Etlinger Adds Talent Affairs Post

NEW YORK — Dick Etlinger has been appointed manager of business and talent affairs at RCA Records.

Rocco Laginestra, executive vice president, to whom Etlinger will report, said he fills the position left vacant by the recent appointment of Joe D'Imperio as vice president of pop music.

Etlinger had been manager of business affairs since Sept. 1965, prior to which he had been a counsel in the law department of RCA Records for two years. Before he joined RCA Records in 1963, he had been in the private practice of law three and a half years with the firm of Orenstein, Arrow & Silverman.

Etlinger is a graduate of the University of Michigan with a Bachelor of Arts degree and took his law degree at the University of Miami, Coral Gables, Fla.

NARAS Statement

The National Trustees of the NARAS, the record academy, have expressed their "grave concern over the invasion of the fundamental rights of their members, and of other creative people in the field of recording, by those involved in producing, distributing, selling and purchasing pirated tapes, and urge each and every member of NARAS to use all legitimate means at their disposal to combat all such illegal and immoral acts." Irving Townsend, national president issued the statement. The trustees statement continued:

"As a non-commercial, non-political group of individual members, NARAS is not equipped to generate as much force as other groups, geared and dedicated to act in the field of business and government lobbying, are able to do. However, as individuals, we can and we must use all of our persuasive potential to defend and preserve our inherent rights as artists and scientists dedicated to the various creative aspects of recording. Rather than sit back quietly, while unscrupulous vultures attack our works and our bank accounts, we should, and we must express our opposition to these attacks, whenever and wherever possible, through all the courses of communication at our disposal.

It has often been noted that the record companies suffer huge financial losses because of tape pirating. What has too seldom been emphasized is the equally great damages inflicted on the singers, musicians, conductors and songwriters, whose total and rightful royalties have been painfully reduced by the tape pirates' totally illegal acts.

The Academy urges each of its members — and especially those with well-established images whose influence can be especially formidable — to impress upon their fans and followers, as well as on all buyers of tapes, the tremendous harm they inflict upon artists by willingly engaging in and encouraging such illegal acts; to constantly urge them to refrain from buying such tapes; to boycott all outlets dealing in such tapes, and, if they feel so inclined, to report to legal authorities all instances of illegal tape pirating of which they are aware.

We all must act, and we all must act now."

English Song Wins 1970 Eurovision

LONDON — "My Kind of Everything" is 1970's winning Eurovision Song for England. Written by Derry Lindsay and Jackie Smith, the song's performer was Dana.

For songwriters Bill Martin and Phil Coulter, it's another Eurovision success, but this time as publishers. As writers, they won the 1967 contest with "Puppet on a String" and in

'Purlie' Opens Pop Gates At Pickwick

NEW YORK — After a steady buildup over the past seven years, mainly in the area of country music, Pickwick International's music publishing operation is solidly into the pop market with the acquisition by its Mourbar Music Corp. of the score of the Broadway smash hit "Purlie."

Based on the play "Purlie Victorious" by actor-author Ossie Davis, the show has music by Gary Geld and lyrics by Peter Udeil. It's created a new darling of Broadway, Mercury artist Melba Moore. Mourbar landed the score to "Purlie" along with an unprecedented contract, Abend notes. Ampex has exclusive tape and record rights to the original cast recordings. This move is part of a major campaign by Abend called "Operation Standard" which is designed to secure and promote evergreen-type copyrights via Broadway.

Under the direction of vice president Joe Abend, the publishing wing of Pickwick International became actively involved in the publishing field in 1963 with the acquisition of Weiss &



Melba Moore, Joe Abend, Clearon Little, Larry Harris & Novella Nelson

Harold Robbins, Clarence Avon Labels To Buddah

NEW YORK — Buddah Records has added two more labels to its roster. They are, a diskery, formed by author Harold Robbins, composer Quincy Jones and orchestra leader Ray Brown, and Clarence Avon's new Sussex label. Symbolic is bowing with an LP of Antonio Carlos Jobim's music from "The Adventurers," as performed by the Ray Brown Orchestra. The film is the adaptation of Robbins' best-selling novel. Sussex is being introduced with "Cold Fact" by Rodriguez.

Barry Copyrights which include "Please Mr. Sun" and "That's All Want From You." That same year Mourbar Music (ASCAP) and Barbour Music (BMI) were formed. In 1966, Pickwick established a Nashville office to be at the source of their active C & W publishing operation. Southtown Music was purchased in 1967 and its general manager, Ralph Davis, became the head of Pickwick's Nashville office. Southtown's catalog included "Love Me And Make It A Better," "This Gun Don't Care" and "Mr. Walker, It's All Over." In 1968 Talmont Music was acquired by Pickwick with such copyrights as "Back In My Baby's Arms" and "Misty Blue."

It is significant to note that the rise of the publishing wing has followed the pattern of the parent company's growth. Pickwick International, Inc. has built steadily through a series of outside acquisitions and simultaneous internal expansion.

Pickwick's 1969 annual report noted that its songs were recorded by such important artists as Eddy Arnold, The Lennon Sisters, Engelbert Humperdinck, Ella Fitzgerald and many others. Its biggest hit this past year was "Mr. Walker, It's All Over" by Billy Jo Spears on the Capitol label. This same song was later recorded by Nancy Wilson, Lynn Anderson and many other well known artists.

Abend, explaining the initial direction of the pubberies, says it is becoming increasingly evident that many of today's pop tunes are based in 'modern' country music. It is also true that this field affords relatively easier access to music publishers.

"Another point to consider is the longevity of artists in this area. While a group or an artist in the pop market usually has only fleeting success, country artists have a lasting popularity which transcends a hit record."

At the time of the announcement, Abend said, "the publishing industry has always relied on standard-type copyrights because of their continuing yield over a period of years, some times decades. Contemporary pop music is swinging back to this type of song. By and large a high percentage of standards has come from, and continues to come from, Broadway. Therefore, our 'Operation Standard' hinges on Broadway productions such as 'Purlie'."

Carolyn Leigh, Pub Enter UA Music Fold

NEW YORK — Lyricist Carolyn Leigh and her company Carwin Music, have been signed to an exclusive contract by United Artists Music Group.

Mike Stewart, President, also announced that the contract gives United Artists the exclusive and world-wide administration of Carwin Music, which publishes many of Miss Leigh's songs, including the score of "How Now Dow Jones", the Broadway musical about Wall Street, for which she originated the idea, and wrote the score with Elmer Bernstein. The hit song, "Step to the Rear", comes from the show.

Stewart termed her one of the most "prominent Broadway show writers and we're confident that her prolific abilities will be of vast assistance to us in numerous forthcoming projects, including several film scores now under consideration."

As a words and music team with Cy Coleman, she gave Broadway the scores for "Wildcat" and "Little Me". They also wrote the hit songs, "Witchcraft", "Young at Heart", "Best Is Yet To Come", "Firefly", "Hey Look Me Over", "Pass Me By", the Theme for Cary Grant's "Father Goose" and "When In Rome".

She collaborated with Moose Charlap on part of the score for "Peter Pan", which starred Mary Martin on Broadway and on television. She also has four NBC-TV specials to her credit: "The Merry Widow", "The Chocolate Soldier", "Heidi" and "The Great Waltz".

She was represented in the negotiation by Scott Shukat of the William Morris Agency and Andrew Siff, her attorney.

CBS Int'l Bev Of Pub, Disk Deals

NEW YORK — CBS International has concluded several music publishing and record licensing deals, according to Sol Rabinowitz, vice-president of pop A&R and music publishing at CBS International. The deal with Blue Seas/Jac gives CBS International's

Reagan Renews w/Uni

HOLLYWOOD — Russ Regan, Uni vp and general manager, has signed a new contract with the label, effective immediately. With the company since 1966 following a stint as general manager of Warners' Loma subsid, Regan moved from national promotion director to the general manager slot in seven months, and was elevated to a vice presidency in seventeen months.

Under Regan, Uni has enjoyed continuing progress which reached a high point in 1969 with four gold records being picked up by the company, including two by Neil Diamond, who has blossomed into super-star status in the past 12 months.

music publishing companies in Latin America, Holland, Israel, and Japan sub-publishing rights to all of the Burt Bacharach and Hal David tunes. In addition, other contracts have recently been signed giving CBS' publishing companies in Latin America the rights to all music published by Allied Artists Pictures Music Co. and the rights, from Russell-Cason Music, to the Bobby Russell song, "Then She's A Lover." For CBS' publishing company in Japan, the company also obtained from Redwood-Wichub, rights to the songs of Val Stoeklein.

In the record licensing field, CBS has made a deal with Metromedia Records which now gives CBS International subsidiaries in Latin America, France, Germany, and Israel the rights to Metromedia's entire catalog. Other licensing agreements extend Chess Records' contract with CBS International's Australian subsidiary, The Australian Record Company and give CBS Records (Israel) Ltd. licensing privileges in Israel for Tamla-Motown.

NEW HITS ON ATCO RECORDS

KING CURTIS with Delaney Bramlett Eric Clapton & Friends "TEASIN'"

Atco #6738
Produced by Delaney Bramlett



BEE GEES (Barry & Maurice Gibb) "IF ONLY I HAD MY MIND ON SOMETHING ELSE"

Atco #6741
Produced by Robert Stigwood & The Bee Gees
A product of Polydor-England
Sole Representation: The Robert Stigwood Organization, 67 Brook St., London W.1.

ARTHUR CONLEY "GOD BLESS"

Atco #6747
Produced by Johnny Sandlin
Recorded at Capricorn Sound Studios, Macon, Ga.



DiResta VP Of MGM Merchandising

NEW YORK — David J. Jacobson, president of the MGM Merchandising Corp. has appointed Edward A. DiResta as a vice president of the division.

Prior to joining MGM, DiResta headed his own record production company and motion picture merchandising company. He has varied experiences in entertainment projects and was advisor and consultant to the America Record Society where he produced over 65 albums for club operations. He was also audio consultant to two publishers. He was associated with Materprim, S.A. of Milan and Vaduz of Moscow; negotiating recordings and film properties in Europe. During his career in the recording and entertainment field, he was also Marketing and Merchandising Director of Golden Records, A. A. Records Inc., and was involved at the inception of the CBS Special Markets Division.

One of DiResta's big projects was the production and selling of the first Goodyear Christmas album. He also initiated Longine's record operation and eventually their club operation.

DiResta was vice president of Crosby Records Inc., and president of Bing Crosby Phonocards Inc. While with the Crosby organization, he produced children's programs.

Roy Robinson Joins Action Talents Assoc.

NEW YORK — Roy Robinson has become affiliated with Action Talents, Inc., relocating to Calif. with offices at 9000 Sunset Blvd. in Hollywood. Formerly with Gerrard W. Purcell Assoc., Robinson will be working as an agent with Leo Leichter, formerly of Creative Management Assoc. With Purcell, Robinson worked as an agent booking Al Hirt and Eddy Arnold, record and advance concert promo and for Purcell's publishing units.

Fitzsimmons Heads TDC's Woburn Co.

NEW YORK — Dick Fitzsimmons has been named new head of TDC-Woburn, Mass, according to Dick Godlewski, exec vp. Fitzsimmons assumes full control of sales, merchandising, marketing and promo. He has spent eight years in Philadelphia with Decca Records, six years with Record Wagon of Boston, five years with the RCA distributor in Boston and one year with Liberty as branch manager head in Boston.

Cavaliere, Mardin Producing Nyro's 3rd Columbia LP

NEW YORK — Felix Cavaliere and Arif Mardin will produce the next album for Laura Nyro on Columbia Records, her third album for the label. Cavaliere, organist with the Rascals (on Atlantic Records) writes most of the material for the Rascals, as well as co-produces their albums with Mardin and the other Rascals.

Both Cavaliere and Mardin are able to work outside of Atlantic Records, on Nyro's album, through special permission granted by Atlantic.

Nyro will begin recording next week at Columbia Studios in New York.

The one
that Webster missed . . .

Wax, Morton D. (wăks, môr'tôn d.) 1. New York public relations and advertising executive. 2. Head of firm of same name. 3. Expert at image-building for Indie Producers, Publishers, Labels, Managers, Artists etc. 4. Located at 1650 Broadway, N.Y., N.Y. 10019 (212-247-2159).

Syn: TALENT, ORIGINALITY, VERVE

NARAS Trustees Meet On NARAS

A more intensive involvement in cultural and social affairs affecting NARAS members and the aims of the Record Academy; a reappraisal of membership qualifications; a review of this year's five Grammy Awards presentation ceremonies, and the solidification of plans for this year's Grammy Awards TV show highlighted the two-day meeting of the 21 National Trustees of the Record Academy (NARAS), held in Nashville on March 19 and 20.

Taking a strong stand against tape piracy (see separate statement from NARAS president Irving Townsend), the Trustees also expressed deep concern about other subjects relating to the welfare, not only of its own members, but also of others affected by the field of recording. An active program, including an expanded national scholarship venture and more participation in cultural and social programs, is being readied for implementation.

In response to the urging of some Trustees to broaden membership eligibility requirements, the Board voted to list on membership application forms publishers who qualify as A & R producers, and to submit to the entire membership a constitutional amendment that would admit some producers of demo records that have been re-recorded as regular, commercially-released recordings.

The meeting, considered by many to have been the most harmonious in recent years, officially welcomed the Atlanta chapter, then heard reports from all five chapters on their awards ceremonies, viewed an impressive film of this year's Record of the Year

Montenegro Signs With GWP Records

NEW YORK — Hugo Montenegro, arranger/composer/conductor/concert artist, has signed a long term recording agreement with GWP Records. Jerry Purcell, GWP prexy is also Montenegro's personal manager.

Purcell pointed out that this same idea of the artist's talent coordination was successfully put into effect recently with famed trumpeter Al Hirt who joined GWP Records less than six months ago and is now enjoying a sharp upward turn in record sales.

Montenegro's first single and album for the label will be released in the early part of April. A twenty-city personal appearance and promotion tour is being scheduled for him by the label's sales and promotion director, Joe Del Medico, and a full scale publicity and promotion campaign is being planned by Candy Leigh, GWP's director of artists relations.

Hugo Montenegro has enjoyed consistent chart and sales success with his albums, which have been released by RCA Victor Records for the last six years and included "Music From The Good, The Bad and The Ugly," "A Fistful of Dollars," "Hang 'Em High," and "Good Vibrations." He has composed and conducted the scores for such famous films as Otto Preminger's "Hurry Sundown;" "The Frank Sinatra movie, "Lady In Cement;" two Dean Martin movies, "The Ambushers" and "The Wrecking Crew;" "Charro" starring Elvis Presley; the John Wayne/Rock Hudson film "The Undeclared;" "Viva Max" starring Peter Ustinov and the recently completed Harry Saltzman/Don Kirshner co-production, "Tomorrow." For television, he is best known for his music scores for "I Dream Of Jeannie," "The Outcasts" and "Here Come The Brides." Montenegro has also toured the United States in concert with a full orchestra and chorus and has appeared as a guest conductor with some of America's leading symphony orchestras.



Robinson, Montenegro, Purcell

nominees, produced for Chicago by member Paul Roewade, and tentatively set March 18 as the date for next year's Grammy Awards presentations.

At Thursday's luncheon hour, the Trustees viewed a film of last year's "The Best On Record: The Grammy Awards Show," then met with Ted Bergmann, packager of the TV special, on the next morning to submit suggestions for possible improvement and to assign responsibilities for contacting talent to be aired on this year's May 7th telecast. Also under discussion was a long-range view on the future of the show in the years ahead, as well as affirmation of the issuance of a special promotion record for radio stations and TV editors this year.

Interspersed between the meetings, which also included further discussions regarding a National Administrator and a financial report from NARAS Treasurer Bill Cole, were social gatherings sponsored by ASCAP, Tree Publishing Company and the Third National Bank. Each of the Trustees was presented an official greeting to the city from Nashville's Mayor, as part of the hospitality program supervised by Emily Bradshaw, Nashville's Executive Director. In an additional gesture of hospitality, Atlanta's Bill Lowery invited the Trustees to hold their September meeting in his city, an invitation that was immediately accepted.

Love Heads Sales For Metromedia

Freddie Love has been promoted to director of national sales at Metromedia Records, according to Tom Noonan, general manager. Love will be responsible for all sales activities for the label. He will work in close conjunction with the promotion and advertising departments to develop marketing concepts for all Metromedia Records' product.

Love has been national promotion manager at Metromedia since the label's inception late last year. Prior to joining the company, he was regional sales and promotion manager for the southern region for Epic Records and before that a regional promotion manager for Columbia Records for five years. In 1967, he was presented with the Bill Gavin Award as "Most Outstanding Promotion Manager for the Southern Region."

Love, who attended the University of Maryland, began his career in the record business in 1949 on WBMB in Baltimore.

Hit Factory Begins Commercials Taping

NEW YORK — The Hit Factory Recording Complex has broken into the field of commercials with its most recent clients, Coke and Pontiac.

In operation for only two years, the studio has built up a reputation of recording for B. B. King, Jimi Hendrix, The Band (second LP), John Sebastian (latest LP), Iron Butterfly, Butterfield Blues Band, Linda Ronstadt and many others. Along with the continuing contracts for recordings, Jerry Ragavoy, president, plans to make a concentrated drive toward the advertising industry.

Int'l Talent Assoc. Via Hind, Marcotte

NEW YORK — Canadian producer Harry Hind has formed International Talent Associates in partnership with Bob Marcotte of Toronto. Two Canadian publishing firms have already been set up. They are Redgate Music Co. (BMI) and Foresight Music Co. (CAPAC).

The new setup will include a record production and artist management company. Several productions are already underway, one by the Pink Orange from London, Ontario; the other the Marcatos from Toronto. Also signed to the company is Matt Lucas, who had a regional hit with his record-

Pickwick's Net Up 22% In 9 Mos.

LONG ISLAND CITY, N.Y. — Pickwick International, Inc. reports that during the first nine months of fiscal 1970, ended Jan. 31, 1970, net income rose 22% to \$2,414,796 from \$1,982,12 during the previous nine months. Sales were up 7.2% or \$47,113,246 a compared to \$43,943,108. Primary earnings per share increased to \$1.2 as against \$1.07.

For the third quarter ended Jan. 31 net income rose 15.2% to \$955,186 a against \$829,342 during the previous nine months. Sales for the quarter were up to \$18,875,878 from \$17,494,696. Primary earnings per share for the quarter rose to 51¢ from 44.7¢.

All of the figures were adjusted to reflect the acquisitions of Everest Records in April, 1969 as well as Tary & Dinner in October, 1969. This is the eighteenth consecutive nine month period in which PI has reported increased sales and income that set new records for the company. Cy Leslie, chairman, indicated that he anticipates that the fiscal year which will end April 30, 1970 will see "new highs in both earnings and sales." "The entertainment values in recordings and the appeal that music has in our country buttresses our confidence in the future," he added.

Goody's 1969 Is A Record Setter

MASPETH, NEW YORK — Sam Goody, Inc. has reported new record highs in its operations for the year ended Dec. 31, 1969.

Sales amounted to \$16,230,783, up 13 per cent from the \$14,316,196 reported for the year ended December 31, 1968.

Net profit after taxes and surtax rose to \$554,227, before an extraordinary net credit of \$34,956, an increase of 45 per cent from the \$381,525 reported in 1968, before a charge for fire loss, net of taxes of \$15,896. Earnings amounted to \$.91 per share, after special credit of \$.05 per share, or 650,173 average shares outstanding, compared with \$.68 per share or 541,168 average number of shares in the previous year, after the special charge of \$.03 per share. Per share earnings are adjusted for the 2-for-1 stock split distributed on December 29, 1969.

Sam Goody, President, indicated that gains were achieved despite start-up costs incurred in connection with the opening of the company's eighth retail store in Smithtown, Long Island. He noted that the next retail unit was scheduled for opening in Aug., 1970, in the regional King's Plaza Shopping Center in Brooklyn, New York, and that a tenth was planned for a large shopping center being constructed in Woodbridge, New Jersey, which was scheduled for completion in 1971.

Goody noted the creation of a wholesale division late last year, and the company's appointment in January, 1970, as a distributor for RCA records and tapes. The wholesale division has also been appointed distributor for Ampex, Deutsche Grammophon, Caedmon, Vox, Disneyland, and Casette Communication records and tapes.

Goody went on to say that management was studying and planning new merchandising methods, further store expansion, and the offering of new and related products and services. In the latter category, he pointed to pre-recorded cartridge tapes and the rental of audio-visual tapes for educational and recreational needs as new areas now under consideration by the company.

ing of "I'm Movin' On" on Mercury, and Bill Kind, a writer who composed and arranged the numbers for the Marcatos.

Hind will handle the producing end of the operation while Marcotte will be responsible for administration. Future plans call for the formation of a label in Canada. The new organization has offices in Toronto and in Detroit.

RADHA KRISHNA TEMPLE GOVINDA



PRODUCED BY GEORGE HARRISON

Apple Records
1821



THE DELLS

OPEN UP MY HEART

CADET 5667

FRIEND AND LOVER

HARD LOVIN' MAN

CADET CONCEPT 7019

ROTARY CONNECTION

LOVE ME NOW

CADET CONCEPT 7021

LITTLE MILTON

BABY, I LOVE YOU

CHECKER 1227

SHADES OF BROWN

MAN'S WORST ENEMY

CADET 5666

CHESS

RECORDS



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.

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE	
48%	What Is Truth	Johnny Cash	Columbia	48%	
45%	Hey Lawdy Mama	Steppenwolf	Dunhill	60%	
41%	Everything's Beautiful	Ray Stevens	Barnaby	92%	
35%	Hitchin' A Ride	Vanity Fare	Page One	57%	
33%	Oh Happy Day	Glen Campbell	Capitol	33%	
31%	You Make Me Real	Doors	Elektra	31%	
29%	Little Green Bag	George Baker	Colossus	29%	
25%	Viva Tirado	El Chicano	Kapp	25%	
23%	You Need Love Like I Do	Gladys Knight & Pips	Soul	86%	
22%	Miss American	Mark Lindsey	Columbia	36%	
19%	Cecilia	Simon & Garfunkel	Columbia	19%	
17%	Make Me Smile	Chicago	Columbia	61%	
16%	Children	Joe South	Capitol	50%	
15%	The Girl's Song	5th Dimension	Soul City	15%	
15%	Vehicle	Ides Of March	Warner Bros	96%	
14%	Airport	Vincent Bell	Decca	60%	
14%	For The Love Of Him	Bobbi Martin	United Artists	93%	
13%	Which Way You Goin Billy	Poppy Family	London	57%	
12%	Everybody's Out Of Town	B.J. Thomas	Scepter	85%	
12%	But For Love	Jerry Naylor	Columbia	44%	
11%	Love On A Two Way Street	Moments	Stang	11%	
LESS THAN 10% BUT MORE THAN 5%					
TOTAL % TO DATE					
He Made A Woman Out Of Me — Bobbi Gentry — Capitol	9%	Love Minus Zero — Turley Richards — Warner Bros	52%	Sympathy — Rare Bird — Probe	17%
Capture The Moment — Jay & Americans — United Artists	18%	Brown Paper Bag — Syndicate Of Sound — Buddah	8%	Get Down People — Fabulous Counts — Mora	7%
Get Ready — Rare Earth — Rare Earth	33%	Come Saturday Morning — Sandpipers — A&M	8%	Heifty Ho Princess — Neon Philharmonic — Warner Bros	7%



dionne
warwick

"Let Me
Go
To
Him"
(SCE12276)

Written & Produced By:
Burt Bacharach & Hal David
Arranged By:
Burt Bacharach

scepter records

Black Market Survey Presented At NARM Meeting

Source: Al Bell, Executive VP Of Stax/Volt Records

SURVEY

BLACK POPULATION

Survey of major record outlets conducted in five major cities: Newark • New York • Philadelphia • Washington • Chicago.

1. Blacks represent over 50% of all downtown shopping traffic (see table).
2. Over 50% of all record department traffic is Black.
3. Black traffic in independent stores is approximately 60-70%.
4. Black product accounts for over 50% of all records sold to everyone in these outlets.
5. Black artists sell extremely well to whites, as well as blacks.
6. Our check of inventory/display/and stocking patterns produced few instances of adequate presentation, display or merchandising of Black artists . . . in LP or tapes . . . to take advantage of the traffic.
7. Independent stores and those supplied by distributors, again, did not stock or display Black product adequately.
8. Record personnel in department stores and chains are not attuned to music needs of the traffic . . . black or white . . . do not know the music or the artist. Little promotion or merchandising of Black product in these stores.
9. Special Promotion: Most stores felt that the appearance of individual artists, properly promoted in advance was one of the most important means of stimulating sales.

DOWNTOWN SHOPPING TRAFFIC

White population has moved to the suburbs. Blacks have filled the vacuum in downtown areas and are a major factor in traffic pattern of downtown department stores, chain and record outlets.

Estimates of Black Traffic Percentages in major department stores:

Marshall Field, Chicago	25%
Wanamaker's, Philadelphia	40%
Lit Brothers, Philadelphia	40%
Hecht Department Store, Washington, D.C.	60%
J. L. Hudson, Detroit	45%
Abraham & Straus, New York	45%
Famous-Barr, St. Louis	55%
Halle Brothers, Cleveland	30%
May Company (Crenshaw Blvd.), Los Angeles	70%

- In 1969 . . . Total record sales — LP and singles were: 1 Billion Dollars; Tapes—400 Millions.

23 million Blacks in the United States . . . most of whom now live in major cities. Over the years . . . the pattern of migration has almost evenly distributed Black population . . . north and south.

In 1968 . . .

- Blacks represented 25% of the total population in metropolitan areas of 1 million or more population
- 18% of areas with 250,000 to 1,000,000 population
- The total Black population for the top 77 metro areas was over 15 million representing over 21% of total population . . . or one out of every five people.
- When we move into city population, percentage increases to 30% . . . or 1 out of 3 and covers 3 out of every 4 Blacks living in the U.S.

BLACK CITY STATISTICS

The top ten markets include almost 8 million Blacks. The top 20 contain over 10-1/2 million.

City	Black Metro Population	Central City % Estimates
New York	1,892,000	18
Chicago	1,208,000	30
Philadelphia	800,000	30
Detroit	720,000	43
Washington, D.C.	595,000	70
Los Angeles	600,000	20
Baltimore	430,000	45
St. Louis	353,000	42
Houston	339,000	26
New Orleans	310,000	43
San Francisco/Oakland	282,000	28
Cleveland	310,000	40
Memphis	285,000	45
Atlanta	254,000	38
	8,378,000	

FUTURE CITY GROWTH

Black population in the United States is growing 57% faster than white population. Black families are about 19% larger and 7% younger.

It is estimated that within the next few years . . . perhaps within period 1970-1975 . . . a dozen or more major cities will have over 50% majorities. These include: Washington • Newark • Detroit • St. Louis • Baltimore • New Orleans • Memphis • Cleveland • Gary • Jacksonville • Richmond.

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Rx

*A Gladys Knight & the Pips Single
"You Need Love Like I Do (Don't You)"*

Soul 35071

Use It In Large Doses...

**From the album
"Gladys Knight & The Pips Greatest Hits"**



Soul 723





Tuning In On . . .

WSAI-Cincinnati Listeners Laugh Along

Top Forty format, sprinkled liberally with satire and humorous promotion bits, is what makes it all happen at WSAI-Cincinnati. And happen it has, for this Pacific and Southern station has recently moved into the number one slot in Pulse and ARB cumulative ratings, with a listening audience of men and women between the ages of 18 and 49.

"Basically, it is a combination of depth, imagination and community involvement," says general manager Jack Carnegie. "We are not a sterile station, broadcasting from some lofty pinnacle to the listeners below." Among other factors he cites to account for the WSAI success are "consistency, lack of turn-over—we pay our people good salaries because we want to keep them—and our unique approach to humor."

WSAI-Cincinnati, Ohio. 5,000 kw. DeSales Harrison, Jr., chairman; Arthur H. McCoy, pres; Jack G. Carnegie, general mgr; Kent Burkhart, v.p., radio; Bill Dallman, general sales mgr; Bob Harper, program dir; Carl Eckles, news director.

Format: Top forty. Playlist: top 40, plus oldies, hitbounds, no album cuts.

Deejays: Jim Scott, 6-9 a.m.; Walt Turner, 9 a.m. to noon; John Summers, noon-3 p.m.; Roy Cooper, 3-7 p.m.; Larry Clark, 7 p.m. to midnight; Bud Stagg, midnight-6 a.m.

Undoubtedly the humor has helped to distinguish the station among Cincinnati listeners. Recent promotions included a tongue-in-cheek plan to drain the Ohio River and turn it into a super highway. Currently, they are running "Odes To Spring," celebrating the end of winter, despite the fact that it has been snowing in the city.

During a recent month, these were only a few of the bits with which WSAI entertained their audience: "Cincinnati Flops of 1969," an imaginary album of records touted by the deejays which never made it to hit status; "Break A Leg" contest, which award-



FEELING BETTER ALREADY is wounded Vietnam veteran Sp / 4 Charles Lee, who was visited at Great Lakes Hospital by WCFL-Chicago's Clark Weber and Clark's secretaries Rhona and Mary. Lee and fellow patients received copies of the station's 'Winter Gold' album. Once a month, one of WCFL's 'Men From 10' visits the hospital.

ed a wheel-chair, cast and skiing lessons to the first person to break a leg skiing during 1970; "Words of Wit From Uncle Jeb" (The trouble with inferiority complexes is not enough people have them.); a Music Bowl pitting past hits of the West against those of the East during the weekend of the Super Bowl; a 20 below zero contest which awarded prizes to girls who came to the studio dressed in bikinis (three came within ten minutes). "I guess you could say we'll do anything," says Carnegie.

However, when WSAI decides to do something serious, listeners give it serious attention. "We speak to people in the language they understand," explains Carnegie. "Our editorials are straight-forward and to the point, not preachments. All of our guys are out in the community all the time; we belong to the organizations there and participate in their activities. This aids in no small way in the acceptance which the station has gotten among listeners. We are close to the community. We have a finger on the pulse of what people want in this town."

The station has an interesting news policy too. There are only five regularly scheduled newscasts (at 7, 8 and 9 a.m., noon and 5 p.m.) but, in the event of an important or developing story, the station will not hesitate to break into regular programming at frequent intervals. During the recent postal strike, such bulletins have been broadcast as often as three and four times per hour. Says Carnegie: "We believe that people are sick and tired of hearing the same news items broadcast over and over the whole day. With our Free Form News policy, you don't have to tune away to get the news, but, on the other hand, you don't get constant repetition if you stay."

Uni's Millius Meets Phila. Area Deejays

NEW YORK — Uni recording artist Mike Millius has completed a promotional tour of the Philadelphia area in connection with his recently released album, "Desperado." Included on his itinerary were interviews with Gene Shay of WDAS-FM, WMMR-FM's Marconi Experiment and Dave Fenimore of WXPB-FM.

Millius and Andy Hussakowsky, national promotion coordinator for Peer Southern also met with Russ King, music director of WMMR-FM, Harvey Holiday, program director of WDAS-FM and LeBaron Taylor, music director of WDAS-FM.

Mount Inks Pro Pact; WLWI Has Exclusive

INDIANAPOLIS — WLWI-TV-13 had a live exclusive when they televised the signing of Rick Mount, Purdue and Big Ten basketball star, to a million dollar contract with the Indiana Pacers of the American Basketball Association. The signing took place in the station's color studios.

A thirty minute news conference, featuring Mount and Pacers vice president and general manager Mike Storen, followed the signing, with area television, radio and press members asking the questions. Among those on hand for this was Don Hein, sports director of WLWI-TV.

STATION BREAKS:

Jim Lang, star of The Dating Game for three years, named noon to three deejay for KMPC-Los Angeles . . . Chuck Browning has joined KHJ staff of "Boss Jocks" in Hollywood and will be heard week nights from 9 to midnight and on Sunday afternoons . . . KPOJ-Portland, Ore. signed one year contract with Programming db, Los Angeles based radio station consultancy . . . Clay Scott has been added to KFMB-San Diego staff as account executive . . . WNEW-New York's newest deejay Tony Murphy has debuted as host and interviewer at the East Side discoteque L'Etoile.

WARM Deejay Drucker Debuts In Mgr. Role

NEW YORK — WARM-Scranton, Pa. all night jock Jim Drucker has become the manager of a new singing group, whose first single has just been released on the RCA label. The deck, "What You Gonna Do" b/w "She's Gotta Be Mine" was recorded by the team of Wayne & Merlin. In addition to managing the artists, Drucker is copublisher of the songs in conjunction with RCA's Dunbar. Before coming to WARM, the deejay was with several stations, including WAVZ-New Haven, Conn.

WKYC-TV Is Honored For Service To Elderly

CLEVELAND — The American Association of Retired Persons and the National Retired Teachers Association have presented a Public Service Award to WKYC-TV for "an outstanding job by contributing valuable public service time in support of the needs of older Americans."

Bernard E. Nash, executive director of the Associations, cited TV3's "continued interest for programming which serves to inform viewers of the need and desire of retired persons to remain in the mainstream of community life."

"Experiment In Public Affairs," "This World Of Ours," "Panorama" and "The Circle" are some of the WKYC-TV programs dedicated to civic and educational interests of citizens in Northeast Ohio.

Gold Striking Jaggerz Guest On Cole Show



RAPPING WITH CLAY — Kama Sutra artists, the Jaggerz guested on the "Scene Seventy" TV show, hosted by Clay Cole. The group received a gold record for their million-selling single, "The Rapper." Above, two of the Jaggerz; Ron Weisner, director of artist relations for the group and Cole.

Gavin's Advisory Group Announces Plans To Hold Chicago Meet

LOS ANGELES — First meeting of the 1970-71 Advisory Committee of the Annual Radio Program Conference has been scheduled for April 4-5 in Chicago by Bill Gavin, Conference director.

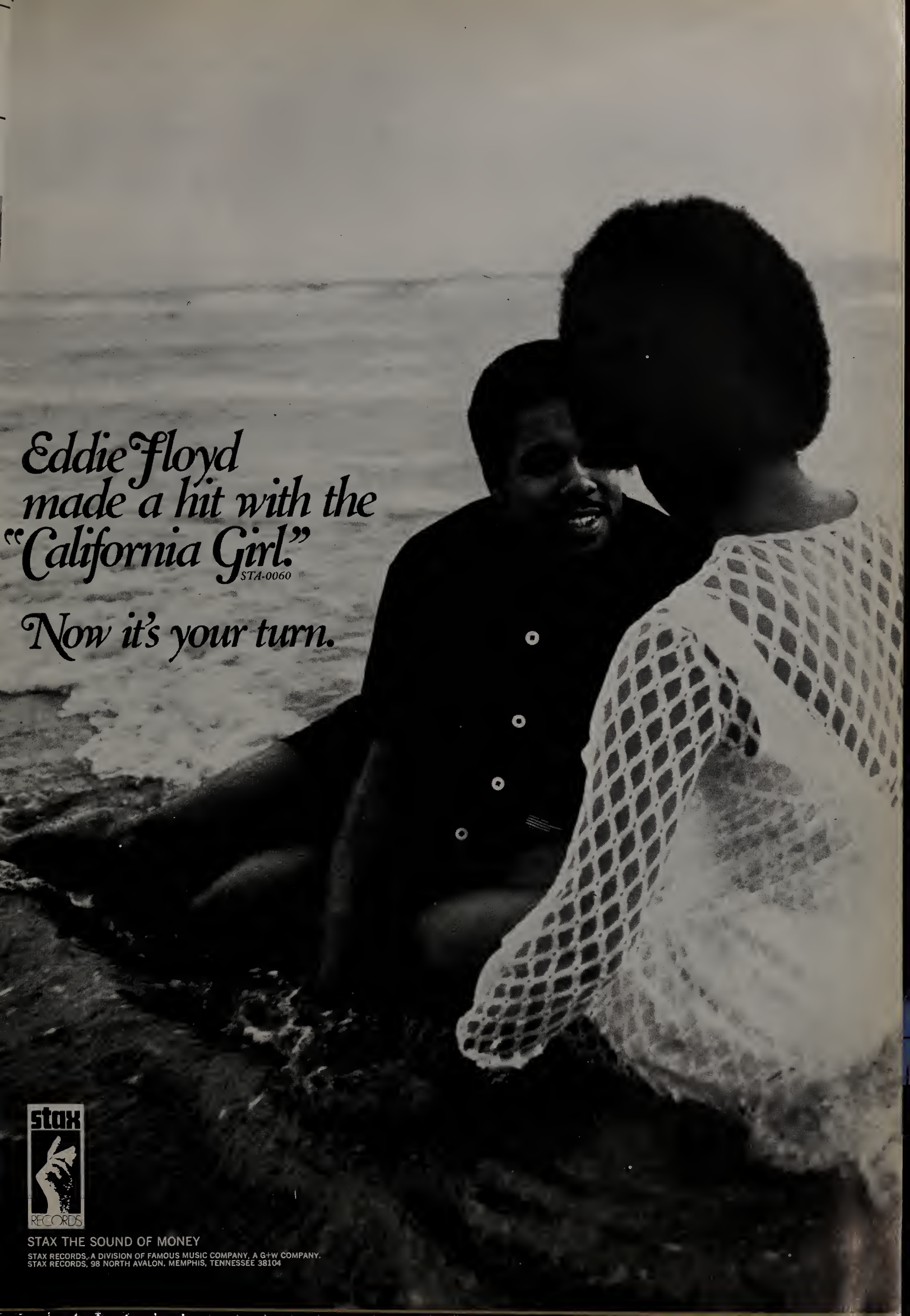
A series of recommendations regarding programs, approaches, speakers and special presentations for the fifth annual event will be reviewed by the Committee, comprising 41 broadcast and recording industry executives. Gavin, will chair the meeting.

Norman Boggs Dies; Former KGIL Owner

LOS ANGELES — Funeral services were held this week for broadcaster Norman Boggs, former v.p. and general manager of Golden West Communications. He was also part owner of radio station KGIL-San Fernando, Calif. and executive v.p. of Cable TV of Santa Barbara, Inc. Boggs passed away Friday (20) at the age of 67.



HEAVY DELEGATION visited deejay Alex Bennet of WMCA-New York. They included (standing) Lesley West and Felix Pappalardi of Mountain; Peter Tetteroo of Tee Set and (seated right) Eric Mercury. Tetteroo appeared on Bennet's program in connection with his group's hit single, "Ma Belle Amie."



*Eddie Floyd
made a hit with the
"California Girl."*

STA-0060

Now it's your turn.



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ASCAP Presents Deems Taylor Awards To Writers On The World Of Music

NEW YORK — Prizes amounting to \$3,600 were presented last week (19) by the American Society of Composers, Authors and Publishers (ASCAP) at the Library and Museum of the Performing Arts at New York's Lincoln center. The society's president, Stanley Adams, announced the authors of the winning books and articles on the subject of music and presented the awards.

This competition was established in 1967 by the ASCAP Board of Directors in honor of Deems Taylor, distinguished composer-critic-commentator. Taylor, who died in 1966 at the age of 81, had served for 33 years on the society's board, and for six years as president of the performing rights organization.

The First Prize of \$1,000 was awarded to Gunther Schuller for his book, "Early Jazz," published by Oxford University Press; the Second Prize of \$500 in the book category was given to ASCAP-member Ravi Shankar for his "My Music, My Life" published by Simon and Schuster; and the Third Prize of \$300 was awarded posthumously to Dr. Otto Deri for his book, "Exploring Twentieth-Century Music," published by Holt, Rinehart and Winston, Inc. and was accepted by his widow, Dr. Susan K. Deri.

In the category of outstanding articles submitted in the competition, the First Prize of \$1,000 was awarded to Mrs. Joan Peyser for her "Prince Esterhazy Is Alive and Well in New Hampshire - Sort Of" which was published in the New York Times on Sunday, August 25, 1968; The second prize of \$500 was given to James Ringo for his "Strauss and Rolland - Opera's Own 'Odd Couple'" published in November, 1968 in the American Record Guide; and James Lyons won the third prize of \$300 for his Boston Symphony Orchestra Program Notes for the 1967-68 Season.

This is the second time for both Joan Peyser and James Ringo to win awards for their articles in the ASCAP-Deems Taylor competition. Last year, Mrs. Peyser was the winner of the third prize, and Ringo won first prize.

Adams presented the prize winners with their checks from the Society, as well as illuminated scrolls. The publishers of the winning works also received illuminated scrolls.

The judges in the competition were four prominent members of ASCAP: Ezra Laderman, Gerald Marks, Billy Taylor and Dr. Virgil Thomson.

The performing rights society hosted a reception in the Vincent Astor Gallery at Lincoln Center's Library and Museum of the Performing Arts, following the presentations in the Auditorium.

Books and newspaper and magazine articles on music published in the United States (including Puerto Rico and the District of Columbia) during the calendar year of 1969 will be accepted until this June 1. Material may be submitted to the ASCAP-Deems Taylor Awards, c/o American Society of Composers, Authors and Publishers at 575 Madison Avenue, New York City 10022. Five copies are required of each entry submitted.

Shayne To ASCAP's Board Of Directors

NEW YORK — ASCAP President Stanley Adams has announced the appointment of Larry Shayne to fill one of the vacant publisher-director slots on the society's board of directors.

A composer since 1941, Shayne joined ASCAP in 1956. Shayne became affiliated with Famous Music and Paramount Films, and in 1955 joined Universal Pictures.

He became a publisher-member of the society in 1958, with the Larry Shayne Music, Inc. in Hollywood — the publisher of Bobbie Gentry's "Fancy" and "Ode to Billy Joe". He also publishes most of Henry Mancini's works.

ASCAP Sets Meet On East Coast

NEW YORK — The semi-annual east coast membership meeting of ASCAP will be held on Monday, March 30 at 2:30 PM in the Grand Ballroom of the Park-Sheraton Hotel in New York.

At this meeting, reports will be given by Stanley Adams, president, and other officials of the Society.



BRIDGE BUILDER — Willis Conover (right) receives the Annual RIAA Cultural Award from Jarrell McCracken, president of the association. Conover, conductor of the Voice of America's daily world wide radio program, "Music USA," received the award at a dinner attended by 600 persons including more than 150 members of Congress and other dignitaries. RIAA cited Conover for "his unique contributions to music in helping foster and extend the appreciation of American music in the United States and his use of music to build cultural bridges among the peoples of the world."



CashBox Looking Ahead

- 1 **YOU KNOW HOW IT IS WITH A WOMAN**
(Equant BMI)
Jefferson (Janus 117)
- 2 **WHAT IS TRUTH**
(House Of Cash BMI)
- Johnny Cash (Columbia 45134)
- 3 **CAN YOU FEEL IT**
(Detail — BMI)
Bobby Goldsboro (UA 50650)
- 4 **I WHO HAVE NOTHING**
(Milky Way/Trio/Cotillion — BMI)
Liquid Smoke (Avco Embassy 4522)
- 5 **DOES ANYBODY KNOW WHAT TIME IT IS**
(Aurelius — BMI)
Copper & Brass (Amazon 7)
- 6 **SYMPATHY**
(Stratt — BMI)
Rare Bird (Probe 477)
- 7 **HANG ON SLOOPY**
(WREN — BMI)
Lettermen (Capitol 2774)
- 8 **HELP ONE MAN TODAY**
(Zerlad — BMI)
Zager & Evans (RCA 9816)
- 9 **BROWN PAPER BAG**
(Duane BMI)
Syndicate Of Sound (Buddah 156)
- 10 **LAY A LITTLE LOVIN' ON ME**
(Unart — BMI)
Robin McNamara (Steed 724)
- 11 **YOU'VE MADE ME SO VERY HAPPY**
(Jobete — BMI)
Lou Rawls (Capitol 2734)
- 12 **THEME FROM Z**
(April — ASCAP)
Henry Mancini (RCA 0315)
- 13 **TICKET TO RIDE**
(Maclen — BMI)
Carpenters (A&M 1142)
- 14 **GREATEST LOVE**
(Marsaint — BMI)
Judy Clay (Atlantic 2697)
- 15 **RAIN DANCE**
(Double Diamond/Unart — BMI)
Electric Indian (U.A. 50647)
- 16 **ANGELICA**
(Screen Gems/Columbia BMI)
Oliver (Crewe 341)
- 17 **WHAT I'M SAYING IS TRUE**
(Little Heather/MRC BMI)
Steam (Mercury 73053)
- 18 **CHECK YOURSELF**
(Double Diamond/Razarsharp/
Blockbuster — BMI)
I.A.P.C. (Colussus 110)
- 19 **WICHITA LINEMAN**
(Johnny Rivers — BMI)
Jose Feliciano (RCA 9807)
- 20 **I GOT A THING, YOU GOT A THING**
(Bridgeport — BMI)
Funkadelic (Westbound 158)
- 21 **I WOULD BE IN LOVE**
(Devalbo/Sergeant — ASCAP)
Frank Sinatra (Reprise 0895)
- 22 **TENDER WAS THE LOVE WE KNEW**
(Assorted — BMI)
Intruders (Gamble 4001)
- 23 **ME WITHOUT YOU**
(Low-Sal — BMI)
Billy Joe Royal (Columbia 45085)
- 24 **BAND OF GOLD**
(Gold Forever — BMI)
Freda Payne (Invictus 9075)
- 25 **TOO MANY RIVERS TO CROSS**
(Irving — BMI)
Percy Sledge (Atlantic 2719)
- 26 **LAUGHIN' & CLOWNIN'**
(Kags — BMI)
Ray Charles (ABC 11259)
- 27 **MR. MONDAY**
(Cents — Pence — BMI)
Original Caste (T.A. 192)
- 28 **THERE GOES MY BABY/BE MY BABY**
(Parabut Music/World War III — BMI)
Shirelles (UA 50648)
- 29 **UNITED WE STAND**
(Delwin-Mills — ASCAP)
The Brotherhood of Man (Deram 85059)
- 30 **COME SATURDAY MORNING**
(Famous — BMI)
Sandpipers (A&M 1134)
- 31 **MORE THAN I CAN STAND**
(Arcane — ASCAP)
Bobby Womack (Minit 32093)
- 32 **THE GHETTO**
(Don-Pow, Peer — BMI)
Donny Hathaway (Atco 6719)
- 33 **BUT YOU KNOW I LOVE YOU**
(Tro First Edition — BMI)
Evie Sands (A&M 1175)
- 34 **UHH**
(Drive-In/Westward — BMI)
Dyke & The Blazers (Original Sound 89)
- 35 **HE/I BELIEVE**
(Avis/Cromwell — ASCAP)
Cissy Houston
(Commonwealth/United 3010)
- 36 **JIMMY NEWMAN**
(Deep Fork — ASCAP)
Tom Paxton (Elektra 45674)
- 37 **KEEP A KNOCKIN'**
(Leeds, Denice, Tash — BMI)
Blizzard (Metromedia 171)
- 38 **MAMA SAID**
(Ludix, Bettalbin — BMI)
Little Eva (Spring 101)
- 39 **COME ON DOWN**
(Dino — Billy — BMI)
Dean Martin (Reprise 0893)
- 40 **TIPPICAW CALLEY**
(Crawdad — BMI)
Lenny Damon (Jubilee 5688)
- 41 **CHAINS OF LOVE**
(Shelby Singleton — BMI)
Ronnie Dove (Diamond 271)

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"YOU'RE SUCH A GOOD LOOKING WOMAN"

J-119

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Vital Statistics

DETAILED INFORMATION ABOUT TITLES ON THE CASH BOX TOP 100 THIS WEEK

*New To The Top 100

#1
LET IT BE (3:50)
Beatles-Apple 2764
1700 Bway, NYC.
PROD: George Martin c/o Apple Corp.,
3 Seville Row, London W1, England.
PUB: Maclen BMI - 1780 Bway, NYC.
WRITERS: Lennon-McCartney
FLIP: You Know My Name (Look Up The Number)

#2
ABC (2:38)
Jackson 5-Motown 1163
2457 Woodward Ave, Detroit, Mich.
PROD: The Corporation c/o Motown
PUB: Jobete BMI (same address)
WRITERS: The Corporation
ATT: The Corporation FLIP: The Young Folks

#3
INSTANT KARMA (WE ALL SHINE ON)
John Ono Lennon-Apple 1818
1700 Bway, NYC.
PROD: Phil Spector c/o ABKCO Ind. 1700 Bway, NYC
PUB: Maclen BMI 1780 Bway, NYC,
WRITER: John Ono Lennon
FLIP: Who Has Seen The Wind?

#4
LOVE GROWS (2:51)
Edison Lighthouse-Bell 858
1776 Bway, NYC.
PROD: Tony Macaulay c/o Bell
PUB: January BMI 25 W 56 St. NYC.
WRITERS: Barry Mason-Tony Macaulay
ARR: Lou Warburton
FLIP: Every Lonely Day

#5
SPIRIT IN THE SKY (3:57)
Norman Greenbaum-Reprise 0885
4000 Warner Blvd. Burbank, Calif.
PROD: Erik Jacobsen c/o Great Honesty
PUB: Great Honesty BMI 916 Kearny St. San. Fran. Cal.
WRITER: N. Greenbaum FLIP: Milk Cow

#6
HOUSE OF THE RISING SUN (3:23)
Frijid Pink-Parrot 341
539 W. 25 St, NYC
PROD: M. Valvano
PUB: Al Gallico-BMI
101 W. 55 St, NYC
WRITER: Alan Price
FLIP: Drivin' Blues

#7
BRIDGE OVER TROUBLED WATER (4:55)
Simon & Garfunkel-Columbia 45079
51 W. 52nd St., NYC.
PROD: Simon, Garfunkel & Halee
PUB: Charing Cross-BMI
114 E. 55 St., NYC.
WRITER: P. Simon
FLIP: Keep The Customer Satisfied

#8
HE AIN'T HEAVY, HE'S MY BROTHER (4:20)
Hollies-Epic 10532
51 W 52 St. NYC.
PROD: Ron Richards-Air Productions
108 Park Street, London W1 England
PUB: Harrison ASCAP 6290 Sunset Blvd. L.A. Calif.
WRITERS: B. Scott-B. Russell
FLIP: Cos You Like To Love Me

#9
BADFINGER (2:21)
Come & Get It-Apple 1815
1700 Bway
PROD: Apple, NYC
PUB: Maclen BMI 1780 Bway, NYC.
WRITER: Paul McCartney FLIP: Rock Of All Ages

#10
EASY COME EASY GO (2:43)
Bobby Sherman-Metromedia 177
1700 Bway, NYC.
PROD: Jackie Mills 6430 Sunset Blvd. H'wood Cal.
PUB: Screen Gems/Columbia BMI 711 5th Av. NYC.
WRITERS: J. Keller-D. Hilderbrand
ARR: Al Capps FLIP: Sounds Along The Way

#11
RAPPER (2:42)
Jaggerz-Kama Sutra 502
1650 B'way, NYC
PROD: Sixxus c/o Kama Sutra
PUB: Sixxus Revival/Kama Sutra-BMI
WRITERS: D. Ierace FLIP: Born Poor

#12
CELEBRATE (3:02)
Three Dog Night-Dunhill 4229
8255 Beverly Blvd. L.A. Calif.
PROD: Gabriel Mekler c/o Dunhill
PUB: Commonwealth United BMI 745 5th Ave., NYC.
WRITERS: A Gordon-G. Bonner
FLIP: Feeling All Right

#13
EVIL WAYS (2:35)
Santana-Columbia 45069
51 W. 52nd St., NYC.
PROD: Brent Dangerfield & Santana
PUB: SAH BMI
1310 Grant Ave., NYC
WRITER: Sonny Henry FLIP: Waiting

#14
GOTTA HOLD ON TO THIS FEELING (3:15)
Jr. Walker & All Stars-Soul 35070
2457 Woodward Ave., Detroit, Mich.
PROD: Johnny Bristol c/o Soul
PUB: Jobete BMI (same address)
WRITERS: J. Bristol-P. Sawyer-J. Hinton
ARR: Willie Shorter
FLIP: Clinging To The Thought That She's Coming Back

#15
CALL ME (3:16)
Aretha Franklin-Atlantic 2706
1841 Bway, NYC.
PROD: Jerry Wexler-Tom Dowd-Arif Mardin c/o Atlantic
PUB: Pundit BMI
WRITER: Aretha Franklin FLIP: Son Of A Preacher Man

#16
UP THE LADDER TO THE ROOF
Supremes-Motown 1162
2457 Woodward Ave, Detroit, Mich.
PROD: Frank Wilson c/o Motown
PUB: Jobete BMI (same address)
WRITER: V. Dimminco ARR: D. Van De Pitte
FLIP: Bill, When Are You Coming Home

#17
LOVE OR LET ME BE LONELY (3:14)
Friends Of Distinction-RCA 0319
1133 Ave of the Americas, NYC.
PROD: Ray Clark Jr. c/o RCA
6363 Sunset Blvd. H'wood, Calif.
PUB: Porpete BMI 1820 S Van Ness Av. L.A. Cal.
WRITERS: Scarborough-Peters-Porree
ARR: Perry Botkin Jr. FLIP: This Generation

#18
RAINY NIGHT IN GEORGIA (3:29)
Brook Benton-Cotillion 44057
1841 Bway, NYC.
PROD: Arif Mardin c/o Cotillion
PUB: Combine BMI 530 W Main St.
Hendersonville, Tenn.
WRITER: Tony Joe White ARR: A. Mardin
FLIP: Where Do I Go From Here

#19
THE BELLS (2:55)
Originals-Soul 35069
2457 Woodward Ave., Detroit, Mich.
PROD: Marvin Gaye (Soul)
PUB: Jobete-BMI (same address)
WRITERS: Gaye, Gaye, Stover & Bristol
ARR: David Van DePitte
FLIP: I'll Wait For You

#20
SOMETHING'S BURNING (4:00)
Kenny Rogers & The First Edition-Reprise 0888
4000 Warner Blvd. Burbank, Calif.
PROD: Jimmy Bowen-Kenny Rogers c/o BnB
9000 Sunset Blvd. L.A. Calif.
PUB: BnB BMI (same address)
WRITER: Mac Davis ARR: Mike Post
FLIP: Mama's Waiting

#21
GIVE ME JUST A LITTLE MORE TIME (2:43)
Chairman Of The Board-Invictus 9074
1750 N. Vine, Hollywood, Calif
PROD: Mauri Lathower c/o Invictus
PUB: Gold Forever-BMI
2601 Cadillac Tower, Detroit, Mich.
WRITERS: R. Dunbar, E. Wayne
FLIP: Since The Days Of Pig Tails & Fairy Tails

#22
AMERICAN WOMAN (3:51)
Guess Who-RCA
1133 Ave of the Americas, NYC.
PROD: Nimbus 9 Jack Richardson
131 Hazelton Ave., Toronto, Canada
PUB: Dunbar BMI 1650 Bway, NYC.
WRITERS: Bachman-Cummings-Peterson-Kale
FLIP: No Sugar Tonight

#23
DIDN'T I (BLOW YOUR MIND THIS TIME) (3:25)
Deftones-Philly Groove 161
c/o Bell Records 1776 Bway, NYC.
PROD: Stan & Bell c/o Nickle Shoe
PUB: Nickle Shoe BMI 285 S 52 St. Phila, Pa.
WRITERS: Thom Bell-Wm. Hart ARR: Thom Bell
FLIP: Down Is Up Up Is Down

#24
REFLECTIONS OF MY LIFE (3:12)
Marmalade-London 20058
539 W. 25 St. NYC.
PROD: The Marmalade c/o Decca Ltd.
9 Albert Embankment, London SE 1, Eng.
PUB: Walrus BMI
WRITERS: Campbell-McAleese
ARR: Keith Mansfield FLIP: Rollin' My Thing

#25
KENTUCKY RAIN (3:20)
Elvis Presley-RCA 9791
1133 Ave of the Americas, NYC.
PUB: Elvis Presley BMI 241 W 72 St. NYC.
SPR BMI 1697 Bway, NYC.
WRITERS: E. Rabbitt-D. Heard FLIP: My Little Friend

#26
MA BELLE AMIE (3:10)
Tee Set-Colossus 107
1855 Bway, NYC.
PROD: T.S.R. for Jerry Ross (same address)
PUB: Legacy BMI (same address)
WRITERS: H. Van Eijck-P. Tetteroo
FLIP: Angels Coming In The Holy Night

#27
LONG LONESOME HIGHWAY
Michael Parks-MGM 11104
6331 H'wood Blvd. L. A. Calif.
PROD: James Hendricks c/o MGM
PUB: Hastings/Rivers BMI 1350 Ave Of Americas. NYC
WRITER: J. Hendricks FLIP: Mountain Hi

#28
GOTTA GET BACK TO YOU (3:01)
Tommy James & Shondells-Roulette 7071
17 W 60 St. NYC.
PROD: T. James-Bob King c/o New Beats
300 W. 55 St. NYC.
PUB: Big Seven BMI c/o Roulette
WRITERS: T. James-B. King FLIP: Red Rover

#29
WHO'S YOUR BABY (2:49)
Archies-Kirshner 8003
655 Madison Ave, NYC.
PROD: Jeff Barry 729 7th Ave, NYC.
PUB: Don Kirshner BMI (same address)
WRITERS: Andy Kim-Jeff Barry
FLIP: Senorita Rita

#30
YOU'RE THE ONE (3:13)
Little Sister-Stone Flower 9000
1777 N. Vine, Hollywood, Calif.
PROD: Sly Stone for Stone Flower (same address)
PUB: Stone Flower BMI (same address)
WRITER: S. Stewart FLIP: You're The One (Pt. 1)

#31
TRAVELING BAND (2:05)
Creedence Clearwater Revival-Fantasy 637
1281 30 St., Oakland, Calif.
PROD: John Fogerty c/o Fantasy
PUB: Jondora-BMI c/o Fantasy
WRITERS: John Fogerty
ARR: John Fogerty FLIP: Who'll Stop The Rain

#32
STIR IT UP AND SERVE IT (2:30)
Tommy Roe-ABC 11258
8255 Beverly Blvd. L.A. Calif.
PROD: Steve Bari c/o ABC
PUB: Low-Twi BMI c/o Bill Lowery
P.O. Box 9687 Atlanta, Ga.
WRITERS: T. Roe-F. Weller
ARR: Jimmi Haskell FLIP: Fire Fly

#33
OH ME, OH MY (I'M A FOOL FOR YOU BABY) (2:45)
Lulu-Atco 6722
1841 Bway, NYC.
PROD: Jerry Wexler-Tom Dowd-Arif Mardin c/o Atco
PUB: Noo Track ASCAP WRITER: Jim Doris
FLIP: Sweep Around Your Own Back Door

#34
SHILO (3:43)
Neil Diamond-Bang 575
1650 Bway, NYC.
PROD: Jeff Barry-Elle Greenwich
729 7th Ave., NYC.
PUB: Tallyrand BMI 729 7th Ave., NYC.
WRITER: N. Diamond FLIP: La Bamba

#35
MIGHTY JOE (3:04)
Shocking Blue-Colossus 111
1855 Bway, NYC.
PROD: Shocking Blue/Pink Elephant
in association with Jerry Ross c/o Colossus
PUB: Skinny Zach ASCAP 162 W 56 St. NYC.
WRITER: R. Van Leeuwen FLIP: I'm A Woman

#36
TENNESSEE BIRDWALK (2:52)
Jack Blanchard-Misty Morgan-Wayside 010
c/o Mercury 35 E. Wacker Dr. Chicago, Ill.
PROD: Little Richie Johnson Belin, N. Mexico.
PUB: Back Bay BMI 10 E 44 St. NYC.
WRITER: J. Blanchard FLIP: The Clock Of St. James

#37
TURN BACK THE HANDS OF TIME (2:35)
Tyrone Davis-Dakar 616
1449 S. Michigan Ave, Chicago, Ill.
PROD: Willie Henderson c/o Dakar
PUB: Dakar Jadan BMI c/o Dakar
WRITERS: Jack Daniels-Bonnie Thompson
ARR: Tom Tom FLIP: I Keep Coming Back

#38
LET'S GIVE ADAM & EVE ANOTHER CHANCE (2:47)
Gary Puckett & Union Gap-Columbia 45097
51 West 52 Street, NYC.
PROD: Dick Glasser 6760 Hill Pk. Dr., L.A., Cal.
PUB: Press BMI 905 16th Ave S., Nashville, Tenn.
WRITERS: R. West-R. Nainegra
FLIP: Ernie Freeman FLIP: The Beggar

#39
ALL I HAVE TO DO IS DREAM (2:32)
Glen Campbell-Bobbie Gentry-Capitol 2745
1750 N Vine, L.A. Calif.
PROD: Al DeLory-Kelly Gordon c/o Capitol
PUB: House Of Bryant BMI
530 W Main St. Hendersonville, Tenn.
WRITER: Boudleaux Bryant ARR: Al DeLory
FLIP: Less Of Me

#40
WOODSTOCK (3:52)
Crosby Stills Nash Young-Atlantic 2733
1841 Bway, NYC.
PROD: Crosby Stills Nash Young c/o Atlantic
PUB: Siquomb BMI c/o H.Thau 55 Liberty St. NYC.
WRITER: Jono Mitchell
FLIP: Helpless

#41
RUN SALLY RUN (2:23)
Cuff Links-Decca 32639
445 Park Ave, NYC.
PUB: Van Lee, ASCAP 101 W 57 St. NYC.
Emily ASCAP 160 W 73 St. NYC.
WRITERS: Paul Vance-Lee Pockniss
ARR: Lee Pockniss FLIP: I Remember

#42
FOR THE LOVE OF HIM (2:35)
Bobbi Martin-U.A. 50602
729 7th Ave, NYC.
PROD: Henry Jerome c/o U.A.
PUB: Teezer ASCAP 163-07 Depot Rd. Flushing, N.Y.
WRITERS: B. Martin-A. Mortimer
ARR: Don Tweedy FLIP: I Fall To Pieces

#43
YOU NEED LOVE LIKE I DO (3:20)
Gladys Knight & Pips-Soul 35071
2457 Woodward Ave., Detroit, Mich.
PROD: N. Whitfield c/o Soul
PUB: Jobete BMI (same address)
WRITERS: Whitfield-Strong
FLIP: You're My Everything

#44
VEHICLE (2:53)
Idea Of March-Warner Bros. 7378
4000 Warner Blvd. Burbank, Calif.
PROD: Lee c/o Idea
PUB: Idea BMI 304 Hanks, Aurora, Ill.
WRITER: Jim Peterik
FLIP: Lead Me Home Gently

#45
EVERYBODY'S OUT OF TOWN (2:42)
B. J. Thomas-Scepter 12277
254 West 54 St. NYC.
PROD: Burt Bacharach-Hal David c/o Blue Seas
PUB: Blue Seas-Jac ASCAP 15 E 48 St. NYC.
WRITERS: B. Bacharach-H. David ARR: B. Bacharach
FLIP: Living Again

#46
HEY THERE LONELY GIRL (3:01)
Eddie Holman-ABC 11240
8255 Beverly Blvd. L.A. Calif.
PROD: Peter De Angelis c/o ABC
PUB: Famous ASCAP 1619 Bway, NYC
WRITERS: E. Shuman-L. Carr ARR: P. De Angelis
FLIP: It's All In The Game

#47
TEMMA HARBOUR
Mary Hopkin-Apple 1816
1700 Bway, NYC.
PROD: Micki Most c/o ABKCO Ind. 1700 Bway, NY
PUB: Major Oak ASCAP c/o Kant & Gordon
9465 Wilshire Blvd. Beverly Hills, Calif.
WRITER: Filamore Lincoln
FLIP: Lontano Dagli Occhi

#48
PSYCHEDELIC SHACK (3:53)
Temptations-Gordy 7096
2457 Woodward Ave, Detroit, Mich.
PROD: Norman Whitfield c/o Gordy
PUB: Jobete BMI (same address)
WRITERS: N. Whitfield-D. Strong
FLIP: That's The Way Love Is

#49
ADD SOME MUSIC (3:39)
Beach Boys-Reprise 0894
4000 Warner Blvd. Burbank, Calif.
PROD: Beach Boys c/o Reprise
PUB: Brother BMI 1654 N Ivar Ave, H'wood, Cal.
WRITERS: Brian Wilson-Joe Knott-Mike Love
FLIP: Susie Cincinnati

#50
EASY TO BE FREE (3:09)
Rick Nelson-Decca 732635
445 Park Ave, NYC.
PROD: Rick Nelson-Joe Sutton c/o Decca
PUB: Hilliard BMI 1717 N. Highland Ave, H'wood, Cal.
WRITER: R. Nelson FLIP: Come On In

#51
THANK YOU (4:47)
Sly & Family Stone-Epic 10555
51 West 52 St. NYC.
PROD: Sly Stone For Stone Flower
700 Urbano St. San Fran. Calif.
PUB: Stone BMI (same address)
WRITER: S. Stewart
FLIP: Everybody Is A Star

#52
BRIGHTON HILL (2:16)
Jackie DeShannon-Imperial 66438
6920 Sunset Blvd. L.A. Calif.
PROD: Sam Russell-Irving Hunt c/o Imperial
PUB: Unart BMI (same address)
WRITERS: J. DeShannon-Jimmy Holiday-Brandy Myer
ARR: Renee Hal-S. Russell
FLIP: You Can Come To Me

#53
FUNKY DRUMMER Pt. 1 (3:00)
James Brown-King 6290
1540 Brewster Ave., Cinn., Ohio
PROD: J. Brown (same address)
PUB: Golo/Dynatone BMI (same address)
WRITER: J. Brown
FLIP: Funky Drummer Pt. 2

#54
MY WOMAN, MY WOMAN, MY WIFE (3:29)
Marty Robbins-Columbia 45091
51 W 52 St. NYC.
PROD: Bob Johnston c/o Columbia
PUB: Mariposa BMI 713 18th Ave S. Nashville, Tenn.
WRITER: Marty Robbins ARR: Bill Walker
FLIP: Martha Ellen Jenkins

#55
WALKING THROUGH THE COUNTRY (2:59)
Grass Roots-Dunhill 4227
8255 Beverly Blvd. L.A. Calif.
PROD: Steve Bari c/o Dunhill
PUB: Malicious Melodies ASCAP
9031 Sunset Blvd. L.A. Calif.
WRITER: Dennis Provior ARR: Sid Feller
FLIP: Truck Driving Man

#56
DO THE FUNKY CHICKEN (3:15)
Rufus Thomas-Stax 0059
926 E. McLemore, Memphis, Tenn.
PROD: Al Bell & Tom Nixon (Stax)
PUB: East/Memphis-BMI (same address)
WRITER: Rufus Thomas
FLIP: Turn Your Damper Down

#57
CHILDREN (3:15)
Joe South-Capitol 2755
1750 N Vine, L.A. Calif.
PROD: Joe South c/o Lowery
PUB: Lowery BMI P.O. Box 9687 Atlanta, Ga.
WRITER: Joe South FLIP: Clock Up On The Wall

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Vital Statistics

DETAILED INFORMATION ABOUT TITLES ON THE CASH BOX TOP 100 THIS WEEK

***New To The Top 100**

#58
TAKE A LOOK AROUND (2:33)
Smith-Dunhill 4228
8255 Beverly Blvd. L.A. Calif.
PROD: Joel Sill-Steve Barri c/o Dunhill
PUB: Truesdale BMI (same address)
WRITERS: J. Cliburn-J. Carter
ARR: Jimmie Haskell FLIP: Mojalesky

#59
I COULD WRITE A BOOK (2:26)
Jerry Butler-Mercury 73045
35 E Wacker Dr. Chicago, Ill.
PROD: Gamble Huff 25 S Broad St. Phila, Pa.
PUB: Gamble Huff BMI (same address)
WRITERS: Gamble-Huff-Butler
ARR: Thom Bell FLIP: Since I Lost You Lady

#60
BUT FOR LOVE (2:32)
Jerry Naylor-Columbia 45106
51 West 52 Street, NYC.
PROD: Sonny Knight c/o Columbia
PUB: AMPCO ASCAP 1330 Ave of the Americas, NYC.
WRITERS: G. Pistilli-T. Cashman-T.P. West
ARR: Al Capps
FLIP: Angeline

#61
CAPTURE THE MOMENT (2:21)
Jay & The Americans-U.A. 50654
729 7th Ave, NYC.
PROD: Yaguda-Sanders-Vance for Jata Entrp.
1619 Bway, NYC.
PUB: Unart BMI c/o U.A.
Sweet Magnolia BMI 263 W 55 St. NYC.
New Life BMI 1619 Bway, NYC.
WRITERS: R. Reicher-K. Vance-M. Kupersmith
ARR: Jata Staff-Becker-Fagen
FLIP: Do You Ever Think Of Me

#62
TO THE OTHER WOMAN (2:55)
Doris Duke-Canyon 28
1242 N Highland, L.A. Calif.
PROD: Jerry Williams Jr. c/o Canyon
PUB: J. Williams-No Exit-Wally Roker BMI
c/o Mietus 10 E 44 St. NYC
WRITER: J. Williams Jr. ARR: J. Williams Jr.
FLIP: I Don't Care Anymore

#63
THE FUNNIEST THING
Dennis Yost & Classics IV-Imperial 66439
6920 Sunset Blvd. L.A. Calif.
PROD: Buddy Buie c/o Bill Lowery
P.O. Box 9687 Atlanta Ga.
PUB: Low-Sal BMI c/o Bill Lowery
WRITERS: Buie-Cobb ARR: Don Tweedy
FLIP: Nobody Loves You But Me

#64
GET READY (2:46)
Rare Earth-Rare Earth 5012
c/o Motown 2457 Woodward Ave, Detroit, Mich.
PUB: Jobete BMI (same address)
WRITER: W. Robinson FLIP: The Magic Key

#65
CRYIN' IN THE STREETS (3:10)
George Perkins & Silver Stars-Silver Fox 18
3106 Belmont Blvd., Nashville, Tenn.
PROD: Ebb-Tide-Jimmy Angel-Ron Shaab
Baton Rouge, La.
PUB: Shelby Singelton ASCAP c/o Mietus
10 E 44 St. NYC.
WRITERS: Sam Matter Ted Harris Kerry Porter
FLIP: Cryin' In The Streets Pt. II

#66
LITTLE GREEN BAG (3:21)
George Baker-Colossus 112
1855 Bway, NYC.
PROD: Negram for Jerry Ross Prod. (same address)
PUB: Legacy BMI (same address)
WRITERS: Visser-Bowens FLIP: Pretty Little Dreamer

#67
MAKE ME SMILE (2:58)
Chicago-Columbia 45127
51 West 52 Street, NYC. PROD: James Wm Guercio
c/o Columbia PUB: Aurelius BMI 7781 Sunset Blvd.
L.A. Cal. WRITER: J. Pankow
FLIP: Colour My World

#68
THE GIRL'S SONG (2:59)
5th Dimension-Soul City 781
6920 Sunset Blvd. L.A. Calif. PROD: Bones Howe 8833
Sunset Blvd. L.A. Cal.
PUB: Rivers BMI 8923 Sunset, L.A. Cal.
WRITER: Jim Webb ARR: Jim Webb
FLIP: It'll Never Be The Same

#69
CAT WALK
The Village Soul Choir-Abbott 2010
c/o AA Records 250 W 57 St. NYC.
PROD: Mike Abbott 350 Cathedral Pky, NYC.
PUB: Arden BMI 185-01 140 Ave.,
Springfield Gardens, NYC.
WRITER: Sheila Matthews ARR: Jimmy Oliver
FLIP: The Country Walk

#70
COLE, COOKE & REDDING (3:45)
Wilson Pickett-Atlantic 2722
1841 Bway, NYC. PROD: Dave Crawford c/o Atlantic
PUB: Samphil/Rovnique BMI WRITER: Dick Holler
FLIP: Sugar Sugar

#71
BUFFALO SOLDIER (3:45)
Flamingos-Polydor 14019
1700 Bway, NYC.
PROD: Zeke Corey-Ted Cooper c/o Polydor
PUB: Shelby Singelton/Hip Hill BMI
3106 Belmont Blvd., Nashville, Tenn.
WRITERS: Barnes-Smith-Lewis ARR: Al Fontaine
FLIP: Buffalo Soldier (long version)

#72*
HEY LAWYD MAMA (3:21)
Steppenwolf-Dunhill 4234
8255 Bev. Blvd. L.A. Calif.
PROD: Gabriel Mekler c/o Dunhill
PUB: Truesdale BMI c/o ABC 1330 6th Ave, NYC.
WRITERS: John Kay-L. Byrom-J. Edmontan
FLIP: Twisted

#73
NO SUGAR TONIGHT (2:05)
Guess Who-RCA 0325
1133 Ave of the Americas, NYC
PROD: Nimbus 9, 131 Hazelton Ave, Toronto, Canada
PUB: Dunbar BMI 1650 Bway, NYC.
WRITER: Bachman
FLIP: American Woman

#74
YOU KEEP TIGHTENING UP ON ME (2:50)
Box Tops-Bell 865
1776 Bway, NYC.
PROD: Tommy Cogbill-Chips Moman, Memphis, Tenn.
PUB: Earl Barton BMI 1121 S Glenstone,
Springfield, Mo.
WRITER: Wayne Thompson FLIP: 'Come On Honey'

#75
AIRPORT LOVE THEME (2:58)
Vincent Bell-Decca 32659
445 Park Ave, NYC. PROD: Tom Morgan c/o Decca
PUB: Shamley ASCAP c/o Decca
WRITER: Alfred Newman ARR: Nick Perito
FLIP: Marilyn's Theme

#76
IF ONLY I HAD MY MIND ON SOMETHING ELSE (2:34)
Bee Gees-Atco 6744
1841 Bway, NYC.
PROD: Robert Stigwood-Bee Gees
c/o N.E.M.S. Entrp. Sutherland House, Argyle St.
London W2 England
PUB: Casserole BMI 221 W 57 St. NYC.
WRITERS: Barry-Maurice-Gibb FLIP: Sweetheart

#77
COME RUNNING (2:30)
Morrison, Merenstein c/o Inherit Prod.
57th West 56th NYC
PROD: Van Morrison c/o Warner Bros.
PUB: Van Jan ASCAP 488 Madison Ave, NYC.
WRITER: Van Morrison FLIP: Crazy Love

#78*
YOU MAKE ME REAL (2:50)
The Doors-Elektra 45685
1855 Bway, NYC.
PROD: Paul A. Rothchild c/o Elektra
PUB: The Doors ASCAP c/o Elektra
WRITERS: Morrison-Krieger-Manzarek-Densmore
FLIP: Roadhouse Blues

#79
NOTHING SUCCEEDS LIKE SUCCESS (2:43)
Bill Deal & Rondells-Heritage 821
1855 Bway, NYC.
PROD: Jerry Ross c/o Heritage
PUB: Saturday BMI 1841 Bway, NYC.
WRITERS: Brown-Bloodworth
ARR: Joe Renzetti FLIP: Swingin' Tight

#80
JULY 12, 1939 (4:25)
Charlie Rich-Epic 10585
51 West 52 Street, NYC.
PROD: Billy Sherrill c/o Epic
PUB: Al Gallico BMI, 101 W 55 St. NYC.
WRITER: N. Wilson
FLIP: I'm Flying To Nashville Tonight

#81
TIME TO GET IT TOGETHER (2:32)
Country Coalition-Bluesway 61034
1330 Ave of the Americas, NYC.
PROD: Bob Todd-Enith Int'l. c/o ABC
8255 Beverly Blvd, L.A. Calif.
PUB: Pequod ASCAP 8961 Sunset Blvd. L.A. Cal.
EPI ASCAP 6418 N Babcock St. N H'wood Cal.
WRITER: S. Roberts ARR: Don McGinnis
FLIP: How Do I Love You

#82*
DEMONSTRATION (2:25)
Otis Redding-Atco 6742
1841 Bway, NYC.
PROD: Steve Cropper c/o Atco
PUB: E. Memphis BMI
926 E. McLemore, Memphis, Tenn.
Time BMI 449 S. Bev. Dr. Bev. Hills, Calif.
Redwall BMI 535 Cotton Ave., Macon, Ga.
Cotillion BMI c/o Atco
WRITERS: O. Redding-Don Covay
FLIP: Johnny's Heartbreak

#83
EVERYTHING'S BEAUTIFUL (3:29)
Ray Stevens-Barnaby 72011
c/o Columbia 51 W 52 St. NYC.
PROD: Ray Stevens for AHAB
PUB: AHAB BMI Meadowgreen Dr. Franklin, Tenn.
WRITER: Ray Stevens FLIP: A Brighter Day

#84*
MISS AMERICA (3:32)
Mark Lindsay-Columbia 45125
51 West 52 St. NYC.
PROD: Jerry Fuller c/o Columbia
PUB: Viva BMI 6922 H'wood Blvd. H'wood, Calif.
WRITER: J. Kelly ARR: Artie Butler
FLIP: Small Town Woman

#85
CHICKEN STRUT (2:05)
Meters-Josie 1018
1790 Bway, NYC.
PROD: Marshall E. Sehorn-Allen Toussaint
c/o Rhineland
PUB: Rhineland BMI, 130 W 57 St. NYC.
WRITERS: Nocentelli-Porter-Neville-Modeliste
FLIP: Hey Last Minute

#86
WHICH WAY YOU GOIN' BILLY? (3:10)
Poppy Family (featuring Susan Jacks)
London 129
539 W 25 St. NYC.
PROD: T. Jacks
150-24 St. Suite 705 W. Vancouver B.C. Canada
PUB: Gone Fishin BMI WRITER: T. Jacks
FLIP: Endless Sleep

#87
LOVE MINUS ZERO-NO LIMIT (3:06)
Turley Richards-Warner Bros. 7376
4000 Warner Blvd. Burbank, Calif.
PROD: Lewis Merenstein c/o Inherit Prod.
57th West 56th NYC
PUB: Witmark ASCAP c/o Warner Bros.
WRITER: Bob Dylan ARR: Larry Wilcox
FLIP: Gone From Yesterday

#88
DEAR PRUDENCE (3:30)
5 Stairsteps-Buddah 165
1650 Bway, NYC.
PROD: Stan Vincent 300 W 55 St. NYC.
PUB: MacLen BMI 1780 Bway, NYC.
WRITERS: J. Lennon-P. McCartney
ARR: Tony Davilio FLIP: O-o-h Child

#89*
OPEN UP MY HEART (3:35)
The Dells-Cadet 5667
320 E. 21st St. Chicago, Ill.
PROD: Bobby Miller c/o Cadet
PUB: Pisces BMI 6724 S.Stony Island Ave, Chi, Ill.
Chevis BMI c/o Cadet
WRITER: B. Miller ARR: Chas. Stepney
FLIP: Nadine

#90
DEEPER (IN LOVE WITH YOU) (2:35)
O'Jays-Neptune 22
c/o Chess 320 E 21 St. Chicago, Ill.
PROD: Gamble Huff c/o Assorted
PUB: Assorted BMI 250 S. Broad St. Phila, Pa.
WRITERS: Gamble Huff
ARR: Bobby Martin
FLIP: I've Got The Groove

#91
LOVELAND (3:02)
Watts 103rd St. Band-Warner Bros/7 Arts 7365
4000 Warner Blvd. Burbank, Calif.
PROD: Chas. Wright c/o Wright Gerstele
PUB: Wright Gerstele BMI 488 Mad. Ave. NYC.
Tamarlane BMI 6290 Sunset Blvd. L.A. Calif.
WRITERS: Trotter-Wright FLIP: Sorry Charlie

#92
HITCHIN' A RIDE (2:37)
Vanity Fare-Page One 21029
1776 Bway, NYC.
PROD: Roger East Jerry & DesChamp
London, England
PUB: Intune Inc. BMI London, England.
WRITER: Murray Callender
FLIP: Man Child

#93*
CALIFORNIA GIRL (3:39)
Eddie Floyd-Stax 0060
926 E. McLemore, Memphis, Tenn.
PROD: Booker T. Jones c/o Stax
PUB: E. Memphis BMI c/o Stax
WRITERS: B. T. Jones-E. Floyd FLIP: Woodman

#94
SLOW DOWN (2:54)
Crow-Amarel 119
1717 Highland, H'wood Calif.
PROD: Bob Monaco for Dunwich 25 E Chestnut,
Chicago, Ill. PUB: Venice BMI 110 E 59 St. NYC.
WRITER: Larry Williams FLIP: Cottage Cheese

#95*
CINNAMON GIRL (2:03)
Gentrys-Sun 1114
c/o Shelby Singleton 817 16th Ave. S. Nashville, Tenn.
PROD: Knox Philips for Shelby Singleton
PUB: Cotillion BMI 1841 Bway, NYC.
Broken Arrow BMI 449 S. Bev. Dr. Bev. Hills, Cal.
WRITER: Neil Young

#96
HOLLY GO SOFTLY (2:15)
Cornstone-Liberty 65148
6920 Sunset Blvd. L.A. Calif.
PROD: Bennett & Bennett c/o Liberty PUB: Jillbern BMI
c/o Pocket Full Of Tunes 39 W 55 St. NYC.
WRITERS: Toni Wine-Erwin Levine ARR: Al Capps
FLIP: Love Nothing More

#97
IS ANYBODY GOIN' TO SAN ANTOINE (2:10)
Charlie Pride-RCA 9806
1133 Ave of the Americas, NYC.
PROD: Jack Clement
c/o RCA 806 17th Ave S. Nashville, Tenn.
PUB: Tree BMI 905 16th Ave S. Nashville, Tenn.
WRITERS: Glen Martin-Dave Kirby
FLIP: Things Are Looking Up

#98
WILL YOU LOVE ME TOMORROW (2:21)
Linda Ronstadt-Capitol 2767
1750 N. Vine, L.A. Calif. PROD: Elliot F Mazer
c/o Capitol PUB: Screen Gems/Columbia BMI 711 5th
Ave, NYC. WRITERS: G. Goffin-C. King
FLIP: Lovesick Blues

#99*
VIVA TIRADO (4:30)
El Chicano-Kapp 2085
445 Park Ave, NYC.
PROD: Gordo c/o Kapp
PUB: Amestoy BMI 71-107 Fairway Dr.
Cathedral City, Calif.
WRITER: Gerald Wilson
FLIP: Viva Ritado Pt. II

#100*
MY WIFE, THE DANCE (2:13)
Eddie & Dutch-Ivanhoe 502
185 N. Wabash Ave, Chicago, Ill.
PUB: Bob-Cor BMI c/o Mascari
185 N Wabash Ave, Chi, Ill.
WRITERS: Mascari-Wenzlaff
ARR: Johnny Lamont
FLIP: Can't Help Lovin' That Girl

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Picks of the Week

SIMON & GARFUNKEL (Columbia 45133)

Cecilia (2:40) (Charing Cross, BMI — Simon)

A mixture of rhythm-chant vigor and Caribbean-rock excitement drew immediate attention to this track in the "Bridge Over Troubled Water" album. Now, as a single, "Cecilia" shatters the spell of "Bridge" with an impact bound to place the follow-up strongly into top forty programming focus. Flip: "The Only Living Boy in New York" (3:59) (Same credits)

STEPPENWOLF (Dunhill 4234)

Hey Lawdy Mama (3:21) (Trousdale, BMI — Kay, Byrom, Edmonton)

Already coming on with the indication of a sales winner, Steppenwolf returns with a powerhouse side bound to flourish in top forty formats. Team strips much of its complexity this time round to concentrate on some teen blues. Effective. Flip: "Twisted" (3:50) (Trousdale, BMI — Kay)

B.B. KING (BluesWay 61035)

So Excited (2:39) (Pamco/Sounds of Lucille, BMI — King, Jemmott)

Booming in on the heels of his month-long promotion, B.B. King turns into a new channel instrumentally with this bit of dynamite from his "Completely Well" LP. Working in a different guitar manner and delivering a change-of-hispace song, King should top his "Thrill is Gone" breakthrough. Flip: No info included.

LENNY WELCH (Commonwealth United 3011)

To Be Loved/Glory of Love (2:30) (Merrimac/Shapiro, Bernstein, BMI/ASCAP — Carlo, Gordy, Gordy Jr./Hill)

"Breakin' Up" might have been hard to do, but back in love, Lenny Welch is likely to find it much easier. Solidly on the comeback road, Welch's bright performance of this medley linking Jackie Wilson's hit and the standard is bound to make it two strong singles in a row. Plan for across-the-board play. Flip: "My Heart Won't Let Me" (3:14) (Chevis/McCoy, BMI — Miller, McCoy)

CLARENCE CARTER (Atlantic 2726)

I Can't Leave Your Love Alone (2:34) (Fame, BMI — Carter, Jackson)

Back to his "Slip Away" partner as well as style, Clarence Carter wraps himself up with another man's mean woman in this new powerhouse. Terrific production momentum and Carter's special vocal dynamite should ignite instant action for this side. Flip: "Devil Woman" (2:50) (Fame, BMI — Jackson)

RADHA KRISHNA TEMPLE (Apple 1821)

Govinda (4:45) (Apple, ASCAP — Harrison)

From the "Hare Krishna" performers, Apple delivers another work side with time and language operating in the negative and sound alone armed to overcome these problems. Exciting Indic chant in a magnificent production that should climb from FM to top forty and possibly even MOR hit lists. Flip: "Govinda Jai Jai" (5:58) (Same credits)

BOBBIE GENTRY (Capitol 2788)

He Made a Woman Out of Me (2:32) (Green Isle, BMI — Burch, Hill)

Sounding much like "Fancy," but with a bit more strength in the accompaniment, the new Bobbie Gentry side should see more rapid results in the teen marketplace. Splendid material and the lady's own brand of performance give this a winner's outlook. Flip: "Billy the Kid" (2:03) (Larry Shayne, ASCAP — Gentry)

TEN YEARS AFTER (Deram 7529)

Love Like a Man (3:05) (Chrysalis, ASCAP — Lee)

Yet to see singles action despite the team's LP magnitude, Ten Years After finally arrives with a side that is bound to put them in the top forty spotlight. Crashing instrumental bottom and a fine teen-oriented vocal performance mark this for solid play and sales. Flip: "If You Should Love Me" (4:55) (Cool Water, ASCAP — Lee)

SONNY CHARLES (A&M 1177)

It Takes a Little Longer (2:32) (Irving, BMI — Wright, Uppstrom)

The man who aimed "Black Pearl" at the spotlight, Sonny Charles steps out of the Checkmates, Ltd. grouping on a Joe South-sounding bit of material with the familiar hit ring that should set it speeding into top forty as well as blues playlists. Powerful overall side. Flip: "Welfare Man" (2:44) (Black Pearl/Press, BMI — Charles, Christopher)

MELANIE (Buddah 167)

Lay Down (Candles in the Rain) (3:49) (Kama Rippa/Amelanie, ASCAP — Safka)

Supported by the Edward Hawkins Singers, and stepping into the lead, Melanie makes her most commercial attempt yet with an astounding semi-spiritual side that makes for compelling contemporary programming. All elements unite in an effort of overwhelming magnitude. Flip: "Candles in the Rain" (1:42) (Same credits)

Newcomer Picks

LINUS (Heritage 822)

Lovin' La, La (2:06) (Collage, ASCAP — Goldberg, Boggess)

A stab at bubble-gum antics with a melodic extra makes this premiere of Linus & the Little People an attractive choice for top forty exposure. The opening is, a bit luke warm, but beyond the group's meriment comes through with hit impact. Flip: No info.

Choice Programming

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

ROY ORBISON (MGM 14121)

So Young (3:35) (Acuff-Rose/Hastings, BMI — Orbison, Curb, Christian) The closing title theme for "Zabriskie Point" shows Roy Orbison in fine style. Easy building ballad with power to score top forty. Flip: No information.

CRAZY ELEPHANT (Bell 875)

There Ain't No Umbopo (3:06) (Kas-kat/Kenedy St., BMI — Godley, Creme) Change of pace and of face for the Crazy Elephant this time, the team drops its kiddie overtone to turn on a Spector-type rocky heavy. Flip: No info included.

WAYNE & MERLIN (RCA 0333)

What You Gonna Do (3:18) (Dunbar/Drucker, BMI — Branham) Mixing a hint of Latin, touch of jazz and pinch of rock, Wayne & Merlin achieve a blend that could whet teen and adult appetites. Flip: "She's Gotta Be Mine" (2:30) (Same credits)

JEFFREY COMANOR (A&M 1179)

No Home-Don't Care (3:10) (Mr. Bones, BMI — Comanor) Sparkling blue in the eyes of this pseudo-blues venture. Pretty rhythmic piece though that could climb into teen playlists. Flip: "Take Your Own Sweet Time" (2:57) (Same credits)

FANNY (Reprise 0901)

Ladies' Choice (2:46) (Braintree, BMI — J&J Millington) Teen side with a pulsing instrumental track that might prove the key to captivating top forty listeners. Flip: "New Day" (3:58) (Same credits)

LESLIE DAWSON (Amsterdam 85010)

Ten Years to Go (2:55) (Valando, ASCAP — Weiss, Thiele) A song of our times complete with MACE, nerve gas and the atomic threat. Novel sound could entice FM play leading to teen acceptance. Flip: "What a Wonderful World" (2:23) (Same credits) A giant in England for Louis Armstrong, Miss Dawson's revival of this song could pick up considerable MOR play.

HANK THOMPSON (Dot 17347)

But That's All Right (2:09) (Tree, BMI — Lane) Interesting borderline country/pop novelty song treatment that could well come on strongly with top forty audiences. "Take it All Away" (2:01) (Texoma, ASCAP — Thompson)

SHA NA NA (Kama Sutra 507)

Pay Day (2:43) (Duckstun/Kama Sutra, BMI — Parks) Heralds of the revival sound, Sha Na Na goes semi straight in an unusual teen side that sounds like a good long shot prospect. Flip: No info.

JOHN DENVER (RCA 0332)

Follow Me (2:27) (Cherry Lane, ASCAP — Denver) A very pretty ballad is tenderly delivered by author John Denver on his latest teen/MOR offering. Attractive enough to prove magnetic with all-age pop stations. Flip: "Isabel" (3:20) (Cherry Lane, ASCAP — Denver)

MOONSHINE (United Artists 50658)

Out 'A Hand (2:50) (New Life/Love Sanders) Blend of bubble gum and Fifth Dimension techniques flavors this outing with lively teen sound bait. Flip: "Whistling in the Wind" (2:06) (Unart / New Life / Sweet Magnolia, BMI — Kahn, Kopman)

JACKIE WILSON (Brunswick 55435)

Let This Be a Letter (2:54) (Dakar/Julio-Brian/BRC, BMI — Record) Back with a vocal showcase aimed at winning both blues and top forty laurels, Jackie Wilson comes on powerfully in this striking ballad. Flip: "Didn't I" (Julio-Brian/Jaden/BRC, BMI — Daniels, Thompson)

JON KANE (Wizdom 1973)

In Ancient Times (Jerusalem) (3:36) (Total, BMI — Cox) Exciting new treatment of the standard spiritual "Jerusalem" features a Joe Cocker-lead and powerful top forty-FM arrangement. Could appear as a chart prospect. Flip: No info.

KEEF HARTLEY BAND (Deram 85060)

Don't Be Afraid (2:55) (Bleu Disque, ASCAP — Hewitson, James, Hartley, Dines, Thain) Driving blend of blues ala FM and rock rhythm to put the track in the running for overall teen acceptance. Flip: "Don't Give Up" (4:07) (Bleu Disque, ASCAP — Hewitson, James, Hartley, Thain)

SIMTEC & WYLIE (Shama 4004)

Put an Extra Plus to Your Love (2:11) (Syl-Zel/Cotillion, BMI — Dixon, Simons, Warner, Smith) Bristling bit of soul-rock and a tension-filled voca should attract considerable R&B market attention for this dance track. Flip: "Gimme Some of What You Got" (2:27) (Syl-Zel / Hightone / Cotillion, BMI — Jones)

TRANQUILITY BASE (RCA 0330)

If You're Lookin' (2:57) (Dunbar, BMI — Thomas) Pretty side with an eerie arrangement backdrop to stir interest from teen listeners on the top forty circuit and MOR programmers as well. Flip: "Fun" (Sunbury, ASCAP — Evans, Parnes)

FREDDIE KING (Cotillion 44058)

Yonder Wall (3:19) (Fast, BMI — James) Good old-fashioned blues outing that carries the current "heavy" attraction for FM fans and a powerful R&B impact to give the side dual-market potential. Flip: "I Wonder Why" (3:17) (Modern, BMI — Josea, King)

BURT TAYLOR (Beverly Hills 9346)

Smile Me a Spring (2:39) (Leo Feist, ASCAP — Kraemer, Leahy) Soft side with an attractive ballad and superb vocal delivery to carry it over onto playlists in the MOR and easy listening category. Flip: "The Miracle of Spring" (2:35) (Feist, ASCAP — Kraemer, Warren)

STEVE CLAYTON (Spiral 797)

Flying Can Be Fun (1:58) (Spiral Record, ASCAP — Shelley) One of the brightest versions of this song yet Steve Clayton's performance could spur enough MOR interest to gain top forty ears. Flip: "Rona" (2:50) (Same credits)

PEACE CORE (Capitol 2776)

May Sunshine (1:56) (Grico, ASCAP — Eaton) Hearty vocal and a bright bit of material could give Peace Core a breakout introduction to the top forty market. B, S & T typed ballad. Flip: "What We Needed to Win" (2:08) (Same credits)

DAVID & THE GIANTS (Fame 1467)

A Letter to Josephine (2:40) (Pee Int'l, BMI — Carter, Lewis, Alquist) Teen ripples with a smidgin of bubble gum clinging to the production on this enticing dance side. Flip: "Super Good Feeling" (Fame, BMI — Limbo)

THE NAKED TRUTH (Deram 85061)

Two Little Rooms (3:00) (Multiwood, BMI — Woods) Ballad with the production feel and melancholy overtone of a Glen Campbell offering. Material could bring the side home on MOR circuits. Flip: "Rag Doll Boy" (2:56) (Mee Moo, BMI — Salisbury)

LELAND SCOTT (Decca 32642)

No Way to Get to You (Warner Tamerlane, BMI — Chandler) Strong handling of an exceptional ballad makes this effort a powerful attraction for teen and adult audiences. Flip: No info available.

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John Pekkanen, LIFE MAGAZINE



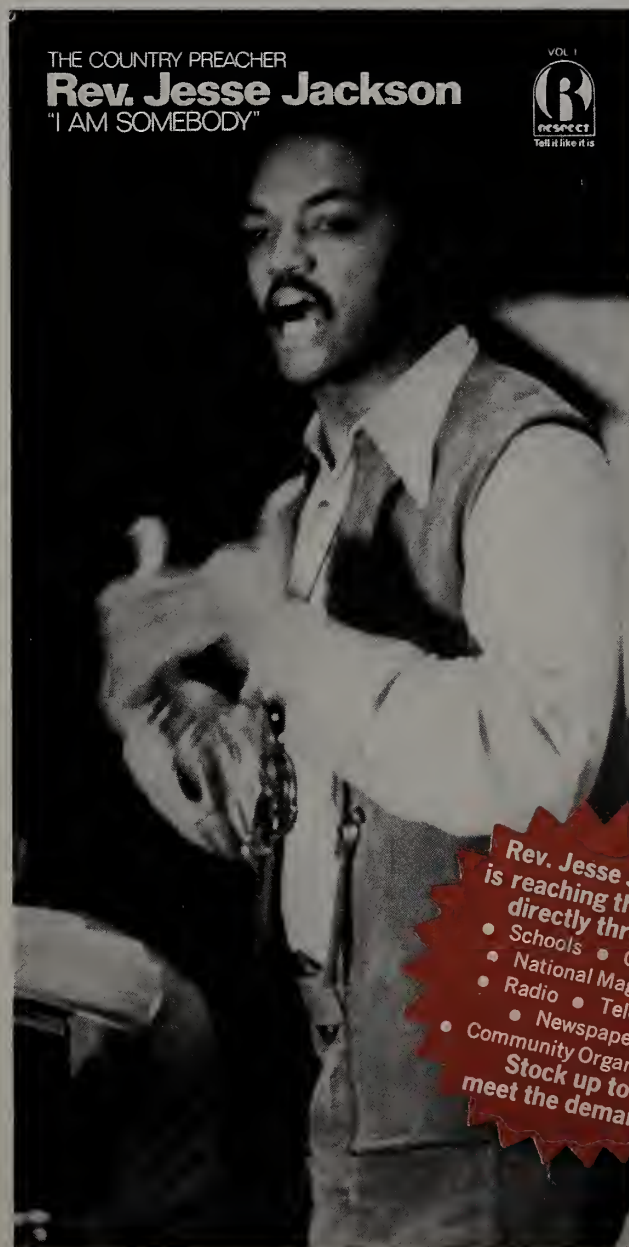
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John Herbers—NEW YORK TIMES

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CashBox Album Reviews

Pop Picks



CAN'T HELP FALLING IN LOVE — Al Martino — Capitol 405

The popular singer's many fans will welcome this latest offering which includes his special interpretations of some very current tunes. The title song was recently Martino's contribution to the Top 100 chart. Also on the disk are such tunes as "Raindrops Keep Fallin' On My Head," "If I Were A Carpenter," "Honey Come Back" and "My Way." Look for this one to become active soon.



CEREMONY — Spooky Tooth/Pierre Henry — A&M SP 4225

This LP combines the talents of the British rock group Spooky Tooth (making its second appearance) with those of Pierre Henry, a creator of electronic music. Quite an avant-garde production, it is called an "electronic mass" by its writers Pierre Henry and Spooky Tooth organist Gary Wright. The cuts are titled "Have Mercy," "Jubilation," "Confession," "Prayer," "Offering" and "Hosanna." The cover is a horror trip in itself. The album bullets onto the chart this week at no. 86.



II x II — The Cowsills — MGM SE-4639

Here is a neatly presented package of pleasant ballads and brightly moving tunes from this hit group. Bob, Barry, Bill and Paul Cow-sill wrote most of the songs on the LP, which is bound to find its place among the many Cowsills fans. Also given a brisk treatment is the standard, "Silver Threads And Golden Needles," which comes out, like all the other songs on the deck, with that unmistakable Cowsills sound. Should be a nice market item.



FUNKADELIC — Westbound 2000

Once upon a time there was a group called the Parliaments who gained national prominence on the R&B scene with their song, "I Wanna Testify." Remember? Well, listen to this LP and try to convince yourself that you are listening to the same group; because you are. Only, their heads are in an entirely different place. This is a heavy rhythm album, and there is lots of searing vocalizing and instrumental work. The tune "I Got A Thing, You Got A Thing, Everybody's Got A Thing" was recently on the charts for the group, and this LP makes its chart debut this week.

Pop Best Bets



FIRST STEP — Small Faces — WB 1851

The Small Faces are heard again in a big album. Rod Stewart, formerly lead singer for Jeff Beck, and lately on his own, has brought his very special singing and banjo playing talents to the recording and gives the group the extra impetus to become the sort of group it has always had the potential to be. Among the highlights of the LP is Dylan's "Wicked Messenger." Album could be putting in a chart appearance before very long.

Jazz Picks



GROOVE DROPS — Jimmy Smith — Verve V6-8794

Mention jazz organists and the name Jimmy Smith inevitably jumps to mind. What more need be said, except here is his latest record excursion. Smith devotes his keyboard artistry to "By The Time I Get To Phoenix," "Days Of Wine And Roses," "Ode To Billie Jo" and "Who Can I Turn To," in addition to the title work. Outing is thoroughly professional, just the sort of easy listening jazz LP which is likely to generate considerable interest.



BRIDGE OVER TROUBLED WATER — Ray Conniff and the Singers — Columbia 1022

Arranger/conductor Conniff gets down a set of solid material — all familiar and enjoyable. Such numbers as "Something," "Everybody's Talkin'," "I'll Never Fall In Love Again," "Leaving On A Jet Plane," "Midnight Cowboy" and the oft-recorded "Raindrops Keep Fallin' On My Head" are all given that unmistakable Conniff sound. Add to that list the title song and a few more tunes and you have an MOR package that is as fine as the sales that will blossom on it.



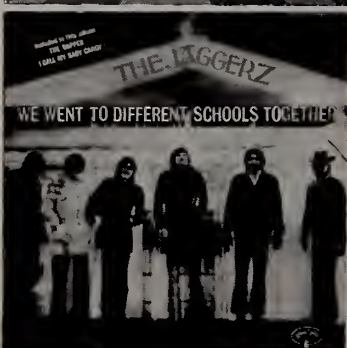
BLACK GOLD — Nina Simone — RCA 4248

The "live" gig was captured in its fullest on this recording. From the poetry recital in the introduction to Miss Simone's rapping to the audience about various subjects, the LP sets us down in the middle of the excited congregation who were at the taping. Numbers on the deck include "To Be Young, Gifted And Black" from the off-Broadway show of that name, "Ain't Got No; I Got Life," from "Hair," "Black Is The Color Of My True Love's Hair" and Sandy Denny's "Who Knows Where The Time Goes." Album is already on its chart climb.



RAW SIENNA — Savoy Brown — Parrot 71036

Since coming on the scene more than a year ago, Savoy Brown has been a group to be counted on among British bands for producing LP's that sell well. This one should be no exception. All material is written by piano player/vocalist Chris Youlton and lead guitarist/pianist Kim Simmonds. It is blues-based material that moves in a largely improvisational, loose manner. Should market well.



WE WENT TO DIFFERENT SCHOOLS TOGETHER — The Jaggerz — Kama Sutra KSBS 2017

The group, which blazed up the charts with their hit single of "The Rapper," offers that one and a host of others including their new single, "I Call My Baby Candy." The six man band also does up the Lennon-McCartney opus, "With A Little Help From My Friends." The Jaggerz have shown they are a powerhouse single group, and there is every reason to believe they will become a force to contend with on the album charts, thanks to this fine debut deck.



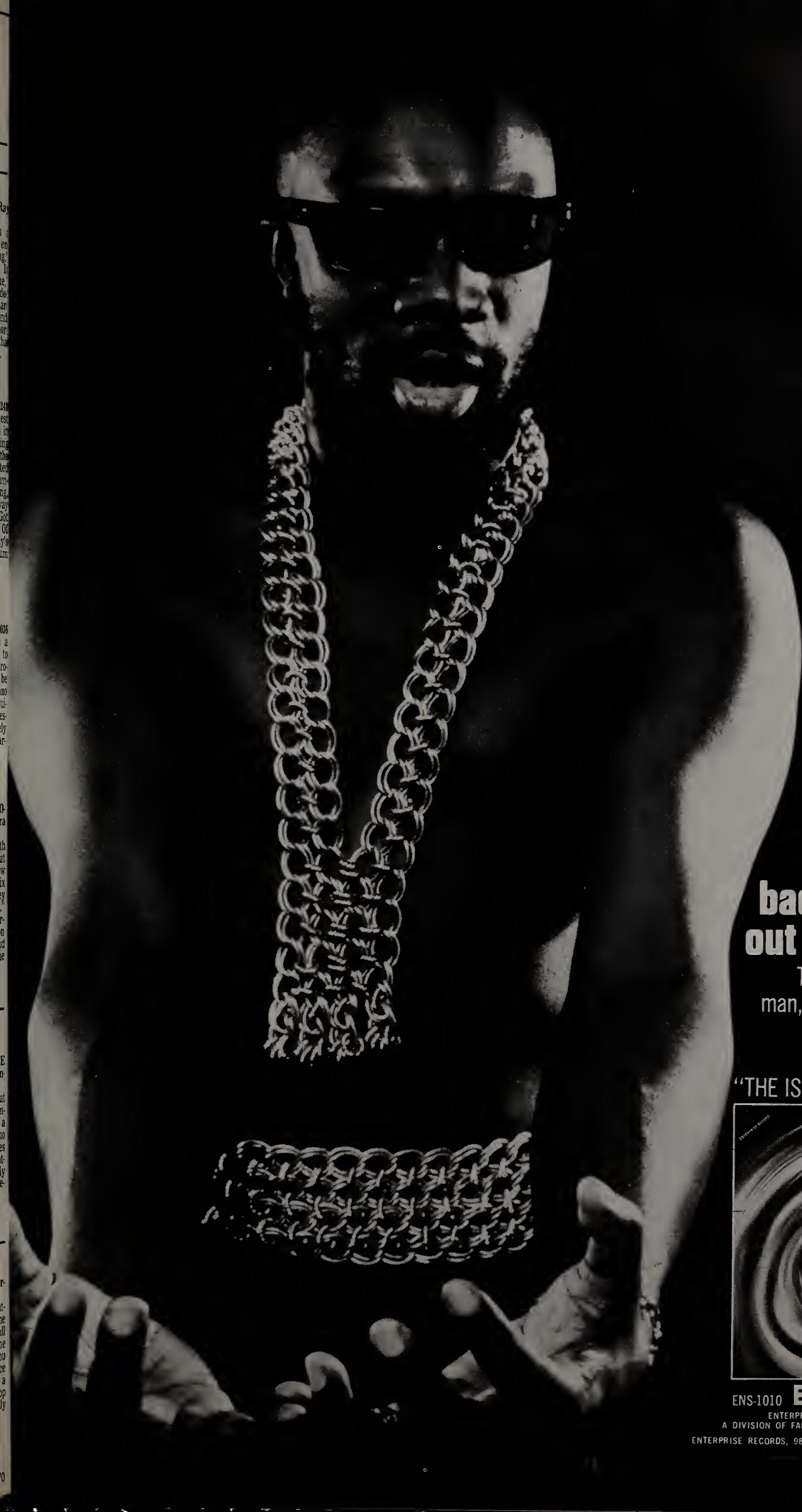
BOSSA NOVA DE PARIS — THE LOVE SONGS OF MARCEL VALENTINO — Amsterdam AMS 12001

This album has a sweet, easy air of great charm. Marcel Valentino is an excellent composer, and his melodies are captivating in a gentle manner. Valentino himself plays piano and melodica on the set, and all twelve tunes are done with telling economy and straightforwardness. "Bossa Nova De Paris" is really a fine good-music album and deserves careful attention.



SOUL FOUNTAIN — Clifford Jordan — Vortex 2010

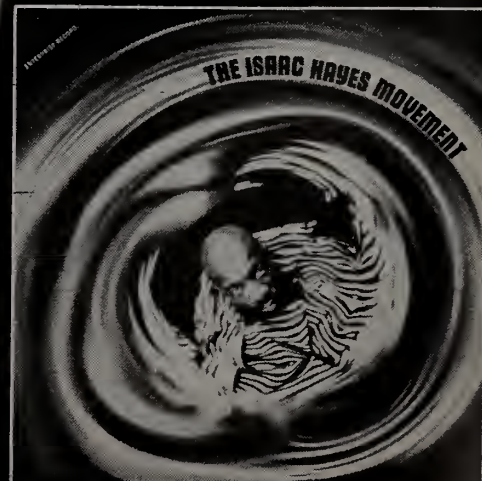
Clifford Jordan is more than just an outstanding tenor saxophonist. He is also a fine flute player and pianist. He is heard on all these instruments on this album. Whether he is into the James Brown piece, "I Got You (I Feel Good)," or the Latin rock Horace Silver tune, "Senor Blues," Clifford has a soulful and winning sound. This is a top notch jazz entry which has an immensely listenable sound.



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Chet Atkins Song Fest In Aug.

NASHVILLE — The first annual Chet Atkins Guitar and Song Festival will be held August 7 and 8 at the Municipal Auditorium in Nashville.

At a meeting of the festival board recently, X. Cosse, of Cosse-Atkins and Associates, was named president with Chet Atkins honorary chairman of the board. Other officers include

Tour Showcases Davis As A Disk Attraction

NEW YORK — Columbia Records recently kicked-off a nine-city national promotion tour introducing Mac Davis' talents as a performer and interpreter of his own music. With Los Angeles as the first stop, he's meeting members of the press, visiting radio and television stations, and performing material from his debut Columbia LP, "Mac Davis, Song Painter," at press parties in each city. His tour was interrupted for a performance at the NARM convention during Columbia's dinner show.

In the past few years, Davis has written hits for Elvis Presley, ("In The Ghetto.") O. C. Smith ("Friend, Lover, Woman, Wife" and "Daddy's Little Man,") Nancy Sinatra, Leslie Uggams, Glen Campbell, Al Martino, Johnny Tillotson and others.

Davis' nine city tour will cover Los Angeles, Houston, Dallas, Atlanta, Miami, Cleveland, Chicago, New York and Boston.

Crewe In Florida For College Scene

NEW YORK — Crewe Records will take part in a special major promotional effort in the twin-college vacation haunts of Fort Lauderdale and Daytona Beach, Florida. According to Perry Cooper, Crewe Records newly named director of special projects, who is supervising the record company's plans for the event, a number of LP's of The Fox and The Rationals will be made available for a number of drawings that will be held during the full-week celebrations.

Local radio stations, WMFJ, Daytona; and WSRF, Fort Lauderdale, are both tied in to the proceedings and both will air several hundred special spot announcements relating to the scenes on the beaches. Cooper and Bernie Kaplan, firm's southern promotion rep from New Orleans, will spend parts of the festive week in both cities setting up dealer displays and windows at the NARM Convention in Miami. In both Florida resorts, he will supervise the firm's participation in a disc merchandising and promotion effort involving the Easter vacation college onslaught. Promo will center on two of Crewe Records' new rock acts, The Fox and the Rationals.

Jim Atkins (Chet's brother) as first vice president.

Cosse stated the proposed guitar and song festivals will be entirely separate contests and will be the first to be held in the United States.

Cosse appointed an awards committee chaired by Chancellor Alexander Heard of Vanderbilt University, a guitar festival committee to be chaired by Chet Atkins and a song festival committee.

Ernest Matthews, legal council, reported application for the tentative charter would be made to the State during April which would request authorization to conduct music talent contests and concerts, encourage such talent and enhance education in the music field, improve public appreciation of music, raise funds and promote public interest and participation in the festival.

Matthews stated, "The Corporation would accrue no part of its earnings or income to any individual or organization but would disburse all funds toward its stated purposes. It would have no politically oriented activity, no stockholders and no dividends. It would be a non-profit corporation.

Polley Reps Hollybrooke

NEW YORK — Irwin Levine and Steve Metz of Hollybrooke International, Inc. have signed an agreement with Stanley Polley to represent their multiple interests in the production of records, music publishing and commercials. Hollybrooke Records is one of the subsidiary companies to be presented by Polley.

ABC Shoots Out 'Shoot Horses'

HOLLYWOOD — ABC Records has acquired the soundtrack to "They Shoot Horses, Don't They," and is putting it into release this week. The album was arranged and adapted by five-time Academy Award winner John Green and Albert Woodbury and is performed by Green and his Orchestra with vocals by Bonnie Bedelia and Lynn Willis. Label plans an extensive promo campaign for the release based on reaction to the movie, which stars Jane Fonda, Michael Szrrazin, Susannah York and Gig Young.

Lettermen Win Gold

HOLLYWOOD — The Lettermen have been awarded RIAA certification for their "Goin' Out Of My Head" album, marking their third gold LP. Previous awards to the group were made for "The Lettermen!! . . ." and "Live" and "The Best Of The Lettermen" packages, all on Capitol.



IN THE RIGHT HANDS, a guitar is an instrument of total art. In the right hand of classical guitarist-lutenist Julian Bream is a pen being used to renew his recording contract with RCA's Red Seal label. Looking on are (l. to r.) Roger Laginestra, executive vp of RCA Records; Norman Racusin, RCA president and Peter Dellheim, acting manager of classical music at RCA.

Lighthouse Concert W/Toronto Symph.

NEW YORK — Lighthouse, RCA Records' 13 piece rock orchestra from Toronto will play a concert with the Toronto Symphony Orchestra in Massey Hall, Toronto, Canada on Saturday, April 4. In addition, Lighthouse is scheduled to spend the last three weeks of July performing with the Winnipeg Ballet Company with special ballets to be choreographed by Brian McDonald. Lighthouse and the Winnipeg Ballet will perform one week in Ottawa, one in Winnipeg and one in Toronto. A special Command Performance has been scheduled for Queen Elizabeth and her family to see Lighthouse and the Winnipeg Ballet during their engagement in Winnipeg.

At the TSO Concert, Lighthouse and the entire symphony will perform for approximately one hour and 40 minutes a program consisting of songs from the group's last two RCA albums, as well as from their upcoming album scheduled for April, "Peacing It All Together." In addition, the concert will include a few classical compositions, and a special piece written specifically for the concert by Lighthouse. Paul Hoffert, pianist, arranger and co-leader of Lighthouse, has arranged all the material for the concert and he will conduct.

Cocker, New Group To Cut At Fillmore

HOLLYWOOD — Joe Cocker will cut his first 'live' album during his four show appearance at New York's Fillmore East this weekend (28, 29), backed by an new instrumental ensemble called Mad Dogs and Englishmen. The conglomeration of musicians, under the direction of Leon Russell and Cocker's producer, Denny Cordell, has been assembled expressly for the A&M artists' two month U.S. tour, which kicked off last weekend in Detroit.

Cocker's old backup group, the Grease Band, went their separate ways, with the exception of pianist Chris Stainton who will still be with Cocker, right before the upcoming tour. Although Cocker was ready to cancel, Russell, along with several friends of Delaney and Bonnie and various other singers and musicians, volunteered to get a new group together in time for the first date. Working steadily at A&M's soundstage, with time out only to record a new single, "The Letter," the 13 or so musicians got it all together just under the wire.

New Mercury Group

NEW YORK — Mercury Records has signed The Oxpets, produced by Purple Planet, a production company started by ex-"Lovin' Spoonful" Steve Boone and his brother Skip. The group, which is managed by Gene Keefer, cut their first LP this week in the Mercury Studios.

London Readies Drive For Symphonic Group

NEW YORK — London Records is preparing a mighty push for a new group known as Symphonic Metamorphosis, composed of eight working members of the Detroit Symphony six of them first chair men.

The group has just had its first single release, "Creation" and "Reach Out", and an LP is to be forthcoming shortly, according to the group's producer, Don Griffith, who is also the executive director of the serious music division of Belwin Mills Music.

Right now, Griffith said, negotiations are also underway for a Carnegie Hall Concert by the group, tentatively set for April 30. Details on this outing are expected to be announced next week. The group has been touring throughout the midwest as a special presentation with concerts by the Detroit Symphony youth series. This facet of their activity is expected to continue during active periods for the orchestra.

London is planning an all-stops-out drive with midwest promo topper Sam Cerami, already on the road beating the drums. Stan Terry is doing the same in his southern territory, while Detroit-based Al Mitnick will kick off a new push next week. The company is also planning continuing promotion into the summer, when the eight-man ensemble is likely to play a number of festivals. First of these is expected to be in Carbondale, Ill., on May 10 when they'll work with Led Zeppelin and Chicago.

Kallas Promoted At David Lucas

NEW YORK — David Lucas Associates has promoted Bebe Kallas to the position of executive assistant. Miss Kallas, who has been in the traffic department for the organization, will now be working with advertising agencies and talent. Before joining David Lucas Associates, she was in the fashion design field.

Billy Arnell Rejoins Sherman/Kahan Assoc.

NEW YORK — Billy Arnell has rejoined forces with Lou Hemsey, Garry Sherman and Stanley Kahan at Sherman/Kahan Associates. Hemsey and Arnell will be working with Garry Sherman and Stanley Kahan concentrating on all phases of commercial music production with the accent on the young contemporary scene.

Both Hemsey and Arnell are music business veterans and have contributed to the Sherman/Kahan commercial music production on the current Coke Esso, and Carolina Rice campaigns. Besides their activities in the commercial field with Sherman/Kahan Associates, Arnell and Hemsey are independent producers in the record field.



THE WORLD'S GREATEST contract is signed by The World's Greatest Jazz Band as they join Atlantic Records. Band members Yank Lawson (left) and Bob Haggart (second left) sign the contract with Nesuhi Ertegun (second right). Dick Gibson, WGJB manager who worked out the arrangement, looks on. Other members of the group include Billy Butterfield, Lou McGarity, Kai Winging, Bob Wilbur, Bud Freeman, Ralph Sutton and Gus Johnson, Jr. The first album is set for a summer release.

Climbing *

THE recording

of THE hit song

from THE smash musical "Salvation"

on Generation — THE label of the 70's

**"IF YOU LET ME MAKE LOVE TO YOU,
THEN WHY CAN'T I TOUCH YOU?"**

BY **THE RITES OF SPRING**

GENERATION 113 • PRODUCED BY LORI BURTON AND ROY CICALA



REGIONAL ACTION REPORTED IN
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MILWAUKEE & NEW ORLEANS.



Production, Price, Preparation Surprises At First EVR Showing

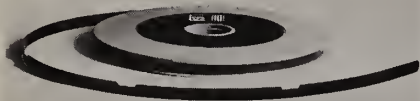
NEW YORK — Along with a working demonstration of CBS's color compatible Electronic Video Recording system, CBS disclosed manufacturer surprises in the production, price and preparation areas at the first public demonstration of EVR last week. Displayed at the Hotel Pierre in New York, the color EVR system's first shock came with announcement that EVR has gone directly from a prototype black/white system directly to production of a compatible color unit capable of playing b/w or color through standard tv's. Then came CBS' statement that the new unit will be marketed for the same retail price that had been tagged on the planned b/w set: \$795 for the industrial model.

Production dates had also been moved up drastically with EVR cartridges now being placed in commercial production this fall, nearly a year ahead of earlier projections, and the playback systems already rolling off the Motorola manufacturing line and in demonstration use. First delivery of the Teleplayers will be made September 1 to purchasers who ordered the sets when originally displayed December, 1968.

The units shown at the reception



The EVR TELEPLAYER which links up to television sets through the antenna input and plays cartridge audio/visual programs into color or black/white tv sets.



EVR COLOR CARTRIDGE carries 25 minutes of programmed material on this 7-inch diameter inserter. The cartridge drops in on a spindle with no handling or threading of film. Color cartridges will play into b/w sets showing black and white pictures. In the same container, black-white EVR prints will contain 50 minutes of programming.

Ampex Drive On Jones And Mayall Selections

NEW YORK — Ampex Stereo Tapes has opened a campaign on the entire album catalog of material from Tom Jones and John Mayall. The promo drive features 10 LP's by Jones and four early Mayall sets highlighted for dealers and distributors on 8-track, cassette open reel configurations.

The push began in March and will run through the close of April.

Contemp Sounds

During the same period, Ampex is going into release on a series of albums from the Contemporary Records' catalog. Product is being issued on tape from the label's "contemporary sounds" & "good time jazz" lines with titles by Art Pepper, Prince Lasha, Barney Kessel, Harold Land, Hampton Hawes and Phineas Newborn as well as the Banjo Kings and Clancy Hayes.

for marketing, industrial training and film executives, educators and technical experts, are an industrial and educational model which offers features such as sound override enabling instructors to speak over the original soundtrack, still framing, and dual soundtrack capabilities allowing use of simultaneous broadcast in different languages or with separate speakers (as for adult narration and a children's version of the same material).

The consumer's version of this EVR system was described as being planned with none of the specifically industrial/educational features, reducing the cost and eventual consumer price of EVR.

The Consumer Future

Further fuel for EVR in a consumer move was afforded by Darryl F. Zanuck's statement that he would recommend that 20th Century Fox films be made available for EVR reproduction. (See separate story in front news section).

Elmer Wavering president of Motorola—exclusive licensee for the manufacture of CBS-EVR players in North America through '71, noted that "as more entertainment programs become available in the EVR format there will be a vast consumer market for the material. We believe our development of a standard system for industrial and educational use will strengthen our position for the opening of that market."

The units demonstrated at this gathering, Wavering stressed, were not prototypes but models made from production tools. The company's annual production capability is now set for 100,000 units, Wavering said, with preparations at the Quincy, Ill. facility ready to be stepped up if necessary.

New color Teleplayers utilize solid-state modules similar to the Motorola Quasar construction. They are backed by a 90-day labor and 1-year parts warranty with service available nationwide through the company's existing consumer service network.

International Growth

Major agreements were also revealed in the international EVR picture by John Lewis, managing director of the EVR Partnership formed to introduce the system worldwide.

Latest expansions include agreements with organizations in Switzerland, Germany, Italy and Australia.

Swiss arrangements entitle CADIA, a joint organization formed by three firms, to produce and distribute EVR cartridge films. Projects being planned now include material on medical, agrochemical, scientific, encyclopedic and cultural topics.

Robert Bosch GmbH of Stuttgart has been licensed to produce and sell EVR players in Germany; and Videotek Program GmbH of Wiesbaden will act as the EVR processing agent in Germany and Austria.

Monadori and Zanussi's consortium will be introducing EVR in Italy.

In addition, earlier agreements license British and French interests in the EVR system.

Later Showings

In addition to the original demonstration and a second day of display, the EVR showing will be presented on a national tour into 17 cities. The next presentation will be in Boston (Mar. 31-Apr. 1), followed by Kansas City (Apr. 6), Portland, Ore. (7), Philadelphia (7-8), Dallas (8), Seattle (9-10), Houston (10), Pittsburgh (10), Minneapolis (13), St. Louis (15), Washington, D.C. (15-16), San Francisco (15-16), Cincinnati (17), Chicago (20-21), Los Angeles (20-21), Atlanta (23) and Detroit (23-24).

London To Handle Full Ampex Line

NEW YORK — London Records Distributing Corp. has been appointed to distribute the full line of Ampex Stereo Tape product, including all labels duplicated by Ampex in all configurations. According to AST national market manager Jules Cohen, LRDC has already begun handling the roster of AST labels through its Chicago branch, and future distribution through the New York wing will begin in April.

London's Gardena, Calif. office, in the Los Angeles suburb, will start distribution of AST material in May.

3M Bows 8-Track Blank Cartridges

BAL HARBOUR — The 3M Corp. last week showed its first blank tape cartridges for the 8-track market. Entry into the area will be completed with the release of 40-minute and 80-minute cartridge material for sale in mid-April.

Packaged in a functional box with reusable sleeve protecting the tape, 3M's cartridge product will use heavy duty tape with a special lubricated backing for clean continuous-loop operation, the same hi-fi tape used by many professional duplicators. Package will include a large, ruled pressure-sensitive label for identification within a stand-up library.

The 40-minute cartridge will carry recommended list price of \$2.95; \$3.40 is the tag for the 80-minute cartridge.

Three Appointments At Sound Classics

Lynne Jenks, a 25-year veteran in the record industry, has been named director of marketing for Sound Classics Inc. of Indianapolis. In this capacity he will be responsible for planning and developing marketing programs on dealer, distributor and rack jobber levels; and we will oversee the advertising program for the firm's Tape Centre retail stores and coordinate Sound Classics dealer advertising.

For the past four years, Jenks was Sound Classics' sales manager. He joined the firm eight years ago as sales representative, later becoming manager of the rack division. His extensive background in the record business includes associations with Capitol, Walt Disney and Warner Bros. Records.

Replacing Jenks as sales manager is Frank Morris, who now takes over Sound Classics' sales operations. He will supervise wholesale record, rack and tape sales and personnel. Morris joined Sound Classics in October 1967 as wholesale salesman. His sales background also includes almost five years in the record industry, two of them with Columbia.

Joining Sound Classics to execute advertising planned for record and tape dealers and the Indiana Tape Centre retail stores, is Alice Brewis, who comes to the firm with some 18 years of experience in advertising, public relations and editorial work.

Two New Classic Sets From Deutsche Gramm.

NEW YORK — Two new classical albums are being marketed in cassette by Deutsche Grammophon simultaneously with the release of their album counterparts. Haydn's "The Creation" and Beethoven's "Mass in C Major" will be issued in both disk and cassette configurations.

Cohen is shown (second from right) completing plans for the New York inception of AST through London with Herb Goldfarb (center, left), national sales manager with London; Harvey Urman, (left) AST field sales manager; and LRDC N.Y. branch manager Phil Wessen (right).



Coburn Named Exec VP With GRT Corporation

SUNNYVALE, CALIF. — Christopher Coburn has become executive vice president with the GRT Corporation filling a newly created post with responsibility over administrative, marketing, engineering and manufacturing functions. He will headquarter at the firm's Sunnyvale offices.

Coburn has held international marketing management positions with Hughes Aircraft's semi-conductor division and with the Fairchild semiconductor division. He was general manager of Fairchild instrumentation prior to joining GRT almost a year and a half ago.

During his tenure with GRT, Coburn has been director and later vice president of marketing.



Urman, Shapiro Promoted At Ampex Stereo Tapes

NEW YORK — Harvey Urman has taken over the field sales manager post for Ampex Stereo Tapes, moving up from distributor relations manager. In his new position, Urman will supervise and instruct field sales personnel and coordinate marketing decisions with the AST sales force.

Replacing him in the distributor relations manager's slot is Howard Shapiro, former tape specialist in AST's western region. He will be responsible for coordinating AST tape sales programs with the company's distributors.

Koenen Named Manager Of Gibbs Product Sales

JANESVILLE, WIS. — Donald Koenen has been named product sales manager for Gibbs Special Products. He has been with Gibbs for a year, serving earlier as field sales supervisor for the company.

In his new position, Koenen will be responsible for sales of the company's complete line of high fidelity and stereo products bearing the Gibbs name.

Every song nominated
in the "best song" category
for this year's Oscar
is in the ASCAP repertory.
Pardon our pride.

"Come Saturday Morning"
Fred Karlin and Dory Previn
Published by: Famous Music Corp.
"Sterile Cuckoo"

"Jean"
Rod McKuen
Published by: 20th Century Music Corp.
"The Prime of Jean Brodie"

"Raindrops Keep Fallin' on My Head"
Hal David and Burt Bacharach
Published by: Blue Seas Music Co.
Jac Music Co., Inc.
20th Century Music Corp.
"Butch Cassidy and the Sundance Kid"

"True Grit"
Don Black and Elmer Bernstein
Published by: Famous Music Corp.
"True Grit"

**"What Are You Doing the
Rest of Your Life?"**
**Marilyn and Alan Bergman and
Michel Legrand (SACEM)**
Published by: United Artists Music Co., Inc.
"The Happy Ending"



American Society of Composers, Authors and Publishers
575 Madison Avenue, New York, N. Y. 10022

New Additions To Radio Playlists

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

WKNR — Detroit

My Baby Loves Lovin'—White Plains—Deram
United We Stand—Brotherhood Of Man—Deram
Everybody's Out Of Town—B. J. Thomas—Scepter
Get Down People—Fabulous Counts—Moira
Vehicle—Ides Of March—Warner Bros.
What Is Truth—Johnny Cash—Columbia

KQV — Pittsburgh

Woodstock—Crosby Stills Nash Young—Atlantic
You Need Love—Gladys Knight—Soul
Love On A Two Way Street—The Moments—Stang

KFRC — San Francisco

You Need Love—Gladys Knight—Soul
Oh Happy Day—Glen Campbell—Capitol
Miss America—Mark Lindsay—Columbia
Cecilia—Simon & Garfunkel—Columbia
Love Minus Zero—Turley Richards—Warner Bros.

KHJ — Hollywood

American Woman—Guess Who—RCA
Ticket To Ride—Carpenters—A&M
Viva Tirado—El Chicano—Kapp
My Baby Loves Lovin'—White Plains—Deram
Which Way You Go—Poppy Family—London
Miss America—Mark Lindsay—Columbia

WMAK — Nashville

Pick: Whoever Finds This, I Love You—Mac Davis—Columbia
Gotta Hold On—Jr. Walker—Soul
Temma Harbour—Mary Hopkin—Apple
You Need Love—Gladys Knight—Soul
But For Love—Jerry Naylor—Columbia
Get Ready—Rare Earth—Rare Earth
Heighdy-Ho Princess—Neon Philharmonic

WKBW — Buffalo

Turn Back—Tyrone Davis—Dakar
Children—Joe South—Capitol
But For Love—Jerry Naylor—Columbia
Capture The Moment—Jay & Americans—U. A.
Little Green Bag—Geo. Baker—Colossus
Get Ready—Rare Earth—Rare Earth
Eye Of The Needle—Ten Wheel Drive—Polydor
Sympathy—Rare Bird—Probe
Pick: Make Me Smile—Chicago—Columbia

WDRG — Hartford

Airport—Vincent Bell—Decca
You Need Love—Gladys Knight—Soul
Everything Is Beautiful—Ray Stevens—Barnaby
Heighdy-Ho Princess—Neon Philharmonic—Warner Bros.
Love Minus Zero—Turley Richards—Warner Bros.
Which Way You Go—Poppy Family—London
Tennessee Birdwalk—Blanchard/Morgan—Wayside

WQAM — Miami

Oh Happy Day—Glen Campbell—Capitol
A Girls Song—5th Dimension—Soul City
For The Love—Bobbi Martin—U. A.
Mighty Joe—Shocking Blue—Colossus
Woodstock—Crosby Stills Nash Young—Atlantic
Tennessee Birdwalk—Blanchard/Morgan—Wayside
Pick: Everything Is Beautiful—Ray Stevens—Barnaby

WEAM — Washington D. C.

Pick: Everybody's Out Of Town—B. J. Thomas—Scepter
Everything Is Beautiful—Ray Stevens—Barnaby
Funniest Thing—Classics IV—Imperial
Children—Joe South—Capitol
You Need Love—Gladys Knight—Soul
Hitchin' A Ride—Vanity Fare—Page One

WTIX — New Orleans

A Letter To Josephine—David & The Giants—Fame
Ride Captain Ride—Blues Image—Atco
Make Me Smile—Chicago—Columbia
Somethings Burning—Kenny Rogers—Reprise

WLS — Chicago

Green Bag—Geo. Baker—Colossus
For The Love—Bobbi Martin—U. A.
Your The One—Little Sister—Stone Flower
Hitchin' A Ride—Vanity Fare—Page One
Hey Lawdy Mama—Steppenwolf—Dunhill

WOKY — Milwaukee

Hitchin' A Ride—Vanity Fare—Page One
Come Saturday Morning—Sandpipers—A&M
Everybody's Out Of Town—B. J. Thomas—Scepter
Which Way You Go—Poppy Family—London
For The Love—Bobbi Martin—U. A.
Viva Tirado—El Chicano—Kapp
I Can't Go On Indefinitely—Carousal—Teen Town

WRKO — Boston

Miss America—Mark Lindsay—Columbia
Cinnamon Girl—Gentrys—Sun
Viva Tirado—El Chicano—Kapp
Make Me Smile—Chicago—Columbia
You Make Me Real—The Doors—Elektra

WCAO — Baltimore

Hitchin' A Ride—Vanity Fare—Page One
Everybody's Out Of Town—B. J. Thomas—Scepter
Hey Lawdy Mama—Steppenwolf—Dunhill
Darling Dear—Smokey Robinson & Miracles—Tamla
Cecilia—Simon & Garfunkel—Columbia
What Is Truth—Johnny Cash—Columbia
Anybody Going To San Antone—Charlie Pride—RCA

KXOK — St. Louis

Pick: Everybody's Out Of Town—B. J. Thomas—Scepter
Pick: Everything Is Beautiful—Ray Stevens—Barnaby
Vehicle—Ides Of March—Warner Bros.
Green Bag—Geo. Baker—Colossus
A Girls Song—5th Dimension—Soul City
Miss America—Mark Lindsay—Columbia

WMEX — Boston

The Bells—Originals—Soul
For The Love—Bobbi Martin—U. A.
You Need Love—Gladys Knight—Soul
A Girls Song—5th Dimension—Soul City
Funniest Thing—Classics IV—Imperial
Oh Happy Day—Glen Campbell—Capitol
He Made A Woman Out Of Me—Bobbie Gentry—Capitol
Don't Stop Now—Eddie Holman—ABC
July 12, 1939—Charlie Rich—Epic
Children—Joe South—Capitol

WFIL — Philadelphia

Vehicle—Ides Of March—Warner Bros.
Airport—Vincent Bell—Decca
Turn Back—Tyrone Davis—Dakar
Hitchin' A Ride—Vanity Fare—Page One

WDGY — Minneapolis

What Is Truth—Johnny Cash—Columbia
Cecilia—Simon & Garfunkel—Columbia
Children—Joe South—Capitol
Run Sally Run—Cuff Links—Decca
Who's Your Baby—Archies—Kirshner

CKLW — Detroit

Take Me With You—Honey Cone—Hot Wax
Get Down People—Fabulous Counts—Moira
What Is Truth—Johnny Cash—Columbia
Green Bag—Geo. Baker—Colossus
You Make Me Real—The Doors—Elektra
Airport—Vincent Bell—Decca
Make Me Smile—Chicago—Columbia
Vehicle—Ides Of March—Warner Bros.
Hey Lawdy Mama—Steppenwolf—Dunhill

WSAI — Cincinnati

Oh Happy Day—Glen Campbell—Capitol
Chicken Strut—Meters—Josie
What Is Truth—Johnny Cash—Columbia
He Made A Woman Out Of Me—Bobbie Gentry—Capitol

WMPS — Memphis

Pick: Band Of Gold—Freda Payne—Invictus
Pick: Why Can't I Touch You—Rites Of Spring—Generation
Come Saturday Morning—Sandpipers—A&M
Easy To Be Free—Rick Nelson—Decca
Back To Loving You—H'wood Spectrum—Cotillion
High Sheriff—Tony Joe White—Monument
Capture The Moment—Jay & Americans—U. A.
Which Way You Go—Poppy Family—London
Feeling Love—Emotions—Volt

KILT — Houston

Pick: Farther On Down The Road—Joe Simon—Sound Stage
Hitchin' A Ride—Vanity Fare—Page One
What Is Truth—Johnny Cash—Columbia
Everything Is Beautiful—Ray Stevens—Barnaby
Hey Lawdy Mama—Steppenwolf—Dunhill
Viva Tirado—El Chicano—Kapp
WQXI — Atlanta
All In My Mind—Pure Love & Pleasure—Dunhill
Brown Paper Bag—Syndicate Of Sound—Kama Sutra
God Bless—Arthur Conley—Atco

In-Flight Airline Tape, Newest Buddah Promotion

NEW YORK — Citing that the majority of airline passengers are in the 18-30 age bracket, Ron Weisner, director of artist relations at Buddah, has developed a package for the American Airlines Astro-Stereo program, to feature Buddah artists during the month of May on all 707 flights. The new 747 Jumbo Jet will be featuring an hour of broadcast time on their transatlantic flights. Vic Damone will be featured in May's program booklet.

In accordance with this trend to wide-ranging promotion, Weisner has arranged for Buddah artists to donate time for appearances at benefits, charities and fund-raising dinners. Buddah artists have appeared in the last few months at the St. Albans Naval Hospital, and the New York Urban Coalition Benefit as well as the usual schedule of radio and television promotions.

Some of the developments to have come out of the six-month-old department include the production of video tapes on a majority of Buddah-Kama Sutra product, club record servicing, pre-programmed tapes and the in-flight airline promotions.

WMCA — New York

You Need Love—Gladys Knight—Soul
Come Running—Van Morrison—Warner Bros.
Love On A Two Way Street—The Moments—Stang
Somethings Burning—Kenny Rogers—Reprise
Hey Lawdy Mama—Steppenwolf—Dunhill
What Is Truth—Johnny Cash—Columbia
The Seeker—The Who—Decca

WABC — New York

Celebrate—3 Dog Night—Dunhill
The Bells—Originals—Soul
Reflections—Marmalade—London
What Is Truth—Johnny Cash—Columbia
You Make Me Real—The Doors—Elektra
Hey Lawdy Mama—Steppenwolf—Dunhill
For The Love—Bobbi Martin—U. A.

BMI Awards Scheduled

NEW YORK — The annual BMI dinner honoring the writers and publishers of the most performed songs in the performing rights licensing organization's repertoire during the past calendar year will be held in Los Angeles on Tuesday, May 19. At that time, award for the period from January 1, 1969 to December 31, 1969 will be presented by BMI president Edward M. Cramer. He will be assisted by members of the Writer and Publisher Administration Department, of which Mrs. Theodora Zavin is senior vice president.

On Thursday, May 21, a reception and dinner honoring BMI-affiliated writers and publishers, whose principal activity is the creation of music for motion pictures and television will also be hosted by Mr. Cramer.

"Deja Vu" LP Earns Gold Recognition

NEW YORK — Crosby, Stills, Nash & Young have earned an RIAA certified gold record for their new Atlantic album "Deja Vu". The album, had orders for over \$2,000,000 worth before it was released. Gold LP marks the second RIAA certified award for the combo, first being for the album "Crosby Stills & Nash".

CSN&Y currently have a hot selling single with "Woodstock" tune penned by singer Joni Mitchell. Tune is sung by the group over the titles of the WB flick "Woodstock". It will also be included in the Woodstock music album which will be issued in April on Atlantic's Cotillion label.

Everlys Get Cash Hour

HOLLYWOOD — Climaxing an eventful 12 months which found them solidifying their popularity as live, if not disk, performers, the Everly Brothers have been named to helm the summer replacement show for Johnny Cash, Cash Box has learned.

The duo, among the earliest country artists to move into the rock field, paid homage to their Nashville origins with their last Warners' LP, "Roots," and should easily appeal to the same audience that Cash has been drawing.



NILSSON, GRAMMY AND FRIENDS — Following his receiving the Grammy award for best contemporary vocal performance, Nilsson (right) was joined by his publisher Aaron Schroeder (center) and Randy Newman, whose songs he interprets on his latest LP titled "Nilsson Sings Newman."

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THE MARMALADELONDON
Noma Music

I WANT TO WALK TO
SAN FRANCISCO
THE URBAN RENEWAL
PARAMOUNT
Noma Music
Zeitgeist Music
Living Music

I'VE BEEN EVERYWHERE
LYNN ANDERSON.....CHART
Hill & Range Songs

A LOVER'S QUESTION
DEL REEVES & GOOD TIME
CHARLIES.....U.A.
Progressive Music
Eden Music

CHARLIE BROWN
COMPTON BROS.Dot
Tiger Music

MAMA, I WON'T BE WEARING
A RING
PEGGY LITTLE.....DOT
Hill & Range Songs
Blue Crest Music

MY LITTLE FRIEND
ELVIS PRESLEYRCA
Elvis Presley Music
Last Straw Music

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

JUST WHEN YOU THOUGHT THERE WAS NOTHING WORTHWHILE LEFT TO SING ABOUT, THE COWSILLS TAKE A SPACE-AGE NOAH'S ARK TRIP TO THE CHARTS.

The COWSILLS

AN ELOQUENT PERFORMANCE



SE-4639



NEW FROM



**KENNY ROGERS
& THE FIRST EDITION
Have Always Been Hot.
But Now...**



Something's Burning

...on Reprise RS 6385,
where Hot Is More Than a Flash.



TOP 100 Albums

April 4, 1970

1	BRIDGE OVER TROUBLED WATER SIMON & GARFUNKEL (Columbia KCS 9914) (18 10 0750) (14 10 0750) (16 10 0750)	1	34	BLOOD, SWEAT & TEARS (Columbia CS 9720) (COL 18 10 0552) (COL 14 10 0552) (16 10 0552)	29	88	STEVIE WONDER LIVE (Tamla 298)	80
2	HEY JUDE BEATLES (Apple SW 385) (8XT 385) (4XT 385)	2	35	EMPTY ROOMS JOHN MAYALL (Polydor 4010) (8F 4010) (CF 4010)	46	69	THE BEST OF TOMMY JAMES & THE SHONDELLS (Roulette SR 42040)	61
3	MORRISON HOTEL DOORS (Elektra EKS 73007) (M8 5007)	4	36	TOMMY ROE'S GREATEST HITS (ABC ABCS 700)	34	70	STONEHENGE RICHIE HAVENS (Stormy Forest SFS 6001)	70
4	SANTANA (Columbia CS 9781) (18 10 0692) (16 10 0692)	3	37	COLD BLOOD (San Francisco 200)	39	71	MIDNIGHT COWBOY ORIGINAL SOUNDTRACK (United Artists UA 5198)	72
5	ABBEY ROAD BEATLES (Apple SD 383) (8XT 383) (4XT 383)	5	38	ARIZONA MARK LINDSAY (Columbia CS 9986) (18 10 0886)	41	72	MONSTER STEPPENWOLF (Dunhill DS 50068) (850066) (450066) (550066)	62
6	LED ZEPPELIN II (Atlantic SD 8236) (8236)	6	39	THE BAND (Capitol STAO 132) (8XT 132) (4XT 132)	26	73	BOBBY SHERMAN (Metromedia MD 1014)	69
7	CHICAGO (Columbia KGP 24) (18 00 0858) (16 00 0858)	8	40	JUST PLAIN CHARLEY CHARLEY PRIDE (RCA LSP 4290) (P8S 1536) (PK 1536)	44	74	NILSSON SINGS NEWMAN (RCA LSP 4289) (P8S 1539) (PK 1539)	78
8	FRIJID PINK (Parrot PAS 71033) (79833) (79633)	10	41	HERB ALPERT & THE TIJUANA BRASS GREATEST HITS (A&M SP 4245) (8T 4245) (4T 4245) (CS 4245)	65	75	MORE OF THE BEST OF BILL COSBY (Warner Bros./7 Arts WS 1836) (8WM 1836) (CWX 1836)	77
9	EASY RIDER ORIGINAL SOUNDTRACK (Dunhill DSK 50063) (8RM 2026) (CFM 2026)	7	42	ONE DAY AT A TIME JOAN BAEZ (Vanguard VSD 79310)	52	76	TONIGHT I'LL SAY A PRAYER EYDIE GORME (RCA LSP 4303) (P8S 1546) (PK 1546)	81
10	WILLY AND THE POORBOYS CREEDENCE CLEARWATER REVIVAL (Fantasy 8397)	11	43	ALBUM 1700 PETER, PAUL & MARY (Warner Bros./7 Arts WS 1700)	31	77	A BRAND NEW ME DUSTY SPRINGFIELD (Atlantic SD 8249) (TP 8249) (CS 8249)	67
11	HELLO, I'M JOHNNY CASH (Columbia KCS 9943) (18 10 0826) (14 10 0826) (16 10 0826)	9	44	BROOK BENTON TODAY (Cotillion SD 9018) (TP 9018) (CS 9018)	45	78	REAL FRIENDS FRIENDS OF DISTINCTION (RCA LPS 4313) (P8S 1555) (PK 1555)	-
12	TOM JONES LIVE IN LAS VEGAS (Parrot PAS 71031) (M 7983) (X 79431) (X 70531)	12	45	THE BEST OF CHARLEY PRIDE (RCA LSP 4223) (P8S 1505) (PK 1505)	40	79	MAGIC CHRISTIAN MUSIC BY BADFINGER (Apple ST 3364) (8XT 3364) (4XT 3364)	85
13	RAINDROPS KEEP FALLIN' ON MY HEAD B. J. THOMAS (Scepter SPS 580)	14	46	IN-A-GADDA-DA-VIDA IRON BUTTERFLY (Atco 2051) (2501) (X 52501)	32	80	TRAVELIN' TOMMY JAMES & THE SHONDELLS (Roulette SR 42044)	84
14	MUSIC FROM "BUTCH CASSIDY AND THE SUNDANCE KID" BURT BACHARACH (A&M SP 4227) (8T 4227) (4T 4227) (CT 4227)	16	47	I LOVE YOU EDDIE HOLMAN (ABC ABCS 701)	47	81	I AM THE PRESIDENT DAVID FRYE (Elektra EKS 75006)	68
15	AMERICAN WOMAN THE GUESS WHO (RCA LPS 4266) (P8S 1518) (PK 1518)	19	48	SUITABLE FOR FRAMING THREE DOG NIGHT (Dunhill DS 50058)	51	82	JOHN B. SEBASTIAN (Reprise RS 6379) (8RM 6379) (CRX 6379)	96
16	JOE COCKER (A&M SP 4224) (8T 4224) (4T 4224) (CS 4224)	15	49	HELLO DOLLY ORIGINAL SOUNDTRACK (20th Century Fox DTCS 5103)	50	83	PAINT YOUR WAGON ORIGINAL SOUNDTRACK (Paramount PMS 1001) (89004) (29504)	73
17	ENGELBERT HUMPERDINCK (Parrot PAS 71030) (M 79830) (X 79430) (X 79630)	12	50	MOUNTAIN CLIMBING LESLIE WEST & FELIX PAPPALARDI (Windfall W-4501)	55	84	PSYCHEDELIC SHACK TEMPTATIONS (Gordy 947)	-
18	LIVE PEACE IN TORONTO 1969 PLASTIC ONO BAND (Apple 3362) (8XT 3362) (4XT 3362)	18	51	TO OUR CHILDREN'S CHILDREN'S CHILDREN MOODY BLUES (Threshold THS 1) (M 24801) (M 24601)	36	85	COLLAGE RAIDERS (Columbia CS 9964) (18 10 0850) (16 10 0850)	89
19	DIANA ROSS PRESENTS THE JACKSON 5 (Motown MS 700) (P8S 1539) (PK 1539)	21	52	CROSBY, STILLS & NASH (Atlantic SE 8229) (8229) (X4 8229)	43	86	CEREMONY SPOOKY TOOTH & PIERRE HENRY (A&M SP 4225) (8T 4225) (4T 4225) (CT 4225)	-
20	THIS GIRL'S IN LOVE WITH YOU ARETHA FRANKLIN (Atlantic SD 8248) (TP 8248) (CS 8248)	28	53	TOUCHING YOU . . . TOUCHING ME NEIL DIAMOND (Uni 73071)	48	87	RAINDROPS KEEP FALLIN' ON MY HEAD JOHNNY MATHIS (Columbia CS 1005) (18 10 1005) (16 10 1005)	92
21	BARBRA STREISANDS' GREATEST HITS (Columbia KCS 9968) (18 10 0852) (16 10 0852)	22	54	SPIRIT IN THE SKY NORMAN GREENBAUM (Reprise RS 6365)	71	88	DIANA ROSS & THE SUPREMES GREATEST HITS (VOL. 3) (Motown MS 702)	82
22	LET IT BLEED ROLLING STONES (London NPS 4) (M 72167) (X 17167) (X 57167)	17	55	SHADY GROVE QUICKSILVER MESSENGER SERVICE (Capitol SKAO 391) (8XT 391) (4XT 391)	42	89	LADIES OF THE CANYON JONI MITCHELL (Reprise RS 6376) (8RM 6376) (CRX 6376)	-
23	GRAND FUNK GRAND FUNK RAILROAD (Capitol SKAO 406) (8XT 406) (4XT 406)	20	56	OLIVER ORIGINAL SOUNDTRACK (Colgems COSD-5501) (08-CE-1003) (OK CG-1003)	53	90	"Z" ORIGINAL SOUNDTRACK (Columbia OS 3370) (18 12 0046)	93
24	HAIR ORIGINAL CAST (RCA Victor LSO 1150) (08S-1038) (OK-1038)	24	57	COMPLETELY WELL B. B. KING (Bluesway BLS 6037)	59	91	LIKE IT IS, LIKE IT WAS DELLS (Cadet 837)	88
25	DEJA VU CROSBY, STILLS, NASH & YOUNG (Atlantic SD 7200) (TP 7200) (CS 7200)	49	58	ZEPHYR (Probe CPLP 4510)	60	92	DisinHAIRited VARIOUS ARTISTS (RCA LSO 1163) (08S 1043) (OK 1043)	86
26	CAPTURED LIVE AT THE FORUM THREE DOG NIGHT (Dunhill DS 50068) (850068) (450068) (550068)	23	59	VOLUNTEERS JEFFERSON AIRPLANE (RCA LSP 4238) (P8S 1507) (PK 1507)	57	93	RARE PRECIOUS & BEAUTIFUL (VOL. 2) BEE GEES (Atco SD 321) (TP 321) (CS 321)	94
27	SWEET BABY JAMES JAMES TAYLOR (Warner Bros./7 Arts WS 1843) (8WM 1843) (CWX 1843)	37	60	HE AIN'T HEAVY, HE'S MY BROTHER HOLLIES (Epic BN 26538)	75	94	LEAVING ON A JET PLANE PERCY FAITH (Columbia CS 9983) (18 10 0880) (16 10 0880)	95
28	GET READY RARE EARTH (Rare Earth RS 507)	38	61	FUNNY GIRL ORIGINAL SOUNDTRACK (Columbia BOX 3220) (COL 18 12 0034) (COL 14 12 0034) (16 12 0034)	54	95	AIN'T IT FUNKY NOW JAMES BROWN (King KS 1092)	79
29	TRY A LITTLE KINDNESS GLEN CAMPBELL (Capitol SW 389) (8XT 389) (4XT 389)	25	62	THE DEVIL MADE ME BUY THIS DRESS FLIP WILSON (Little David LD 1000)	66	96	OKIE FROM MUSKOGEE MERLE HAGGARD (Capitol ST 384) (8XT 384) (4XT 384)	99
30	ANDY WILLIAMS' GREATEST HITS (Columbia KCS 9970) (18 10 0870) (16 10 0870)	33	63	LORD SUTCH AND HEAVY FRIENDS (Cotillion SD 9015) (TP 9015) (CS 9015)	74	97	DON'T IT MAKE YOU WANT TO GO HOME JOE SOUTH (Capitol ST 392) (8XT 392) (4XT 392)	87
31	STAND! SLY & THE FAMILY STONE (Epic BN 26456) (N 18-10186) (N 14-10186) (N 16-10186)	35	64	CLOSING THE GAP MICHAEL PARKS (MGM SE 4646)	56	98	BLACK GOLD NINA SIMONE (RCA LSP 4248) (P8S 1545) (PK 1545)	-
32	THE SHOCKING BLUE (Colossus CS 1000) (M 81000) (M5 1000)	27	65	RICK NELSON IN CONCERT (Decca DL 75162)	63	99	HOT BUTTERED SOUL ISAAC HAYES (Enterprise ENS 1001)	83
33	THE AGE OF AQUARIUS 5TH DIMENSION (Soul City SCS 92005) (3951) (4951) (C-951)	30	66	JOHNNY CASH AT SAN QUENTIN (Columbia CS 09827) (18 10 0674) (14 10 0574) (16 10 0674)	58	100	SEE RASCALS (Atlantic SD 8246)	76
			67	IN THE COURT OF THE CRIMSON KING (Atlantic SD 8245) (TP 8245)	64			

Basic Album Inventory

A check list of best selling pop albums other than those appearing on the CASH BOX Top 100 Album chart. Feature is designed to call wholesalers' & retailers' attention to key catalog, top steady selling LP's, as well as recent chart hits still going strong in sales. Information is supplied by manufacturers. This is a weekly revolving list presented in alphabetical order. It is advised that this card be kept until the list returns to this alphabetical section.

ELEKTRA

The Doors	The Doors	74007
Judy Collins	Zodiac Cosmic Sounds	74009
Love	Wildflowers	74012
The Doors	Love Forever Changes	74013
Tom Rush	Strange Days	74014
The Doors	The Circle Game	74018
Judy Collins	Waiting For The Sun	74024
Tim Buckley	In My Life	74027
Rhinoceros	Goodbye and Hello	74028
Judy Collins	Rhinoceros	74030
Incredible String Band	Who Knows Where The Time Goes	74033
Incredible String Band	Wee Tam	74036
Delaney & Bonnie & Friends	The Big Huge	74037
Tim Buckley	Delaney & Bonnie & Friends	74039
Love	Happy, Sad	74045
The Butterfield Blues Band	Love Four Sail	74049
Judy Collins	Keep On Moving	74053
Rhinoceros	Recollections	74055
The Incredible String Band	Satin Chickens	74056
Roxy	Changing Horses	74057
Paul Siebel	Roxy	74063
Renaissance	Woodsmoke And Oranges	74064
David Frye	Renaissance	74068
The Doors	I Am The President	75006
	Morrison Hotel	75007

EPIC

Argent	Argent	BN 26525
Aum	Resurrection	F 30002
Jeff Beck	Truth	BN 26413
Jeff Beck	Beck — Ola	BN 26478
Tommy Cash	Your Loving Takes The Leavin' Out Of Me	BN 26484
Catfish	Get Down	BN 26505
Donovan	Barabajagal	BN 26481
Donovan	Sunshine Superman	BN 26217
Donovan	Mellow Yellow	BN 26239
Donovan	Wear Your Love Like Heaven	BN 26349
Donovan	For Little Ones	BN 26350
Donovan	In Concert	BN 26386
Donovan	Hurdy Gurdy Man	BN 26420
Donovan	Donovan's Greatest Hits	BXN 26439
Elvin Bishop Group	Elvin Bishop Group	F 30001
Gun	Gun	BN 26468
David Houston	David	BN 26482
David Houston	Almost Persuaded	BN 26213
David Houston	David Houston's Greatest Hits	BN 26342
David Houston	Already It's Heaven	BN 26391
David Houston	Where Love Used To Live	BN 26432
David Houston	Sings Twelve Great Country Hits	BN 26156
David Houston & Tammy Wynette	My Elusive Dreams	BN 26325
Jim & Jesse	We Like Trains	BN 26513
Kaleidoscope	KALEIDOSCOPE	BN 26467
	Bernice	BN 26508
Peggy Lipton	Peggy Lipton	Z12 44006
Lulu	Lulu Sings To Sir With Love	BN 26339
The Nice	Nice	Z12 52022
Shuggie Otis	Here Comes Shuggie Otis	BN 26511
Poco	Pickin' Up The Pieces	BN 26460

EPIC (Continued)

Terry Reid	Terry Reid	BN 26477
Bang Bang You're Terry Reid	Bang Bang You're Terry Reid	BN 26427
The Fabulous Charlie Rich	The Fabulous Charlie Rich	BN 26516
A Whole New Thing	A Whole New Thing	BN 26324
Dance To The Music	Dance To The Music	BN 26377
Life	Life	BN 26397
Stand	Stand	BN 26456
Clear Spirit	Clear Spirit	Z12 44016
The Family That Plays Together	The Family That Plays Together	Z12 44014
Bobby Vinton's Greatest Hits	Bobby Vinton's Greatest Hits	BN 26098
Please Love Me Forever	Please Love Me Forever	BN 26347
I Love How You Love Me	I Love How You Love Me	BN 26437
Vinton	Vinton	BN 26477
Bobby Vinton Sings The Newest Hits	Bobby Vinton Sings The Newest Hits	BN 26241
Bobby Vinton's Greatest Hits Of Love	Bobby Vinton's Greatest Hits Of Love	BN 26511
Charlie Walker's Greatest Hits	Charlie Walker's Greatest Hits	BN 26347
Tammy's Greatest Hits	Tammy's Greatest Hits	BN 26488
Your Good Girl's Gonna Go Bad	Your Good Girl's Gonna Go Bad	BN 26308
Take Me To Your World	Take Me To Your World	BN 26355
D-I-V-O-R-C-E	D-I-V-O-R-C-E	BN 26397
Inspiration	Inspiration	BN 26427
Stand By Your Man	Stand By Your Man	BN 26457
The Ways To Love A Man	The Ways To Love A Man	BN 26519
The Yardbirds Greatest Hits	The Yardbirds Greatest Hits	BN 26246

ESP-DISK

Albert Ayler	Spiritual Unity	ESP 1007
Albert Ayler	Bells	1010
Albert Ayler	Spirits Rejoice	1020
Fugs	First Album	1018
Fugs	The Fugs	1028
Fugs	Virgin Fugs	1038
New York Electric String Ensemble	First Album	1068
Pearls Before Swine	One Nation Underground	1058
Pearls Before Swine	Balaklava	1078
Bud Powell	Blue Note Cafe, Paris	1068
Sonny Simmons	Music From The Spheres	1048
Sun Ra	Heliocentric Worlds Vol. 1	1018
Sun Ra	Heliocentric Worlds Vol. 11	1017
Sun Ra	Nothing Is	1048
Marion Brown	Why Not?	1040
Frank Wright	Your Prayer	1058
Pharaoh Sanders	Pharaoh Sanders Quintet	1008
Giuseppe Logan	Giuseppe Logan At Town Hall	1018
Godz	Contact High With The Godz	1038
Goda	Goda 2	1047
Goda	Third Testament	1077
Burton Greene	Concert Tour	1074
Bruce McKay	(Oro-1)	1069
Todd Kelly	Debut	1097
Erica	You Used To Think	1099
The Levitts	We Are The Levitts	1098
Octopus	Debut	2000
Haryou Ensemble	Sounds Of The Ghetto (Montego Joe)	1067
Patty Waters	Concert Tour	1058
Cro-Magnon	Orgasm	2001
Octopus		2000



TOP 100 Albums

101 TO 140

101	WAX MUSEUM	Jay & The Americans (United Artists UAS 6719)
102	MY ELUSIVE DREAMS	Bobby Vinton (Epic BN 26540) (N18 10260) (N16 10260)
103	GREEN RIVER	Credence Clearwater Revival (Fantasy 8393) (88393) (48393) (58393)
104	PHIL OCH'S GREATEST HITS	(A&M SP 4253) (8T 4253) (4T 4253) (CT 4253)
105	GLADYS KNIGHT & THE PIPS GREATEST HITS	(Soul SS 723)
106	2001 A SPACE ODYSSEY	Original Soundtrack (MGM STE-13)
107	UMMAGUMMA	Pink Floyd (Harvest STBB 388) (8XT 388) (4XT 388)
108	MIDNIGHT COWBOY	Ferrante & Teicher (United Artists UAS 6725)
109	THE MAGIC CHRISTIAN	Original Soundtrack (Commonwealth United) (U 6004)
110	FUNKADELICS	(Westbound 2000)

111	BEST OF RAMSEY LEWIS	(Cadet 839) (8035-8839M) (5035-8839M)
112	FROM VEGAS TO MEMPHIS	Elvis Presley (RCA LSP 6020) (P8S 5076)
113	SWISS MOVEMENT	Eddie Harris & Les McCan (Atlantic SO-1537)
114	NEW BALLADS	Rod McKuen (Warner Bros./7 Arts WS 1837) (8WM 1837) (CWX 1837)
115	CAN'T TAKE MY EYES OFF YOU	Nancy Wilson (Capitol ST 429) (8XT 429) (4XT 429)
116	SUPER HITS	Delfonics (Philly Groove 1152)
117	MANTOVANI TODAY	(London PS 572)
118	PUZZLE PEOPLE	Temptations (Gordy 949)
119	ON HER MAJESTY'S SECRET SERVICE	Original Soundtrack (United Artists UAS 5204)
120	WALKING IN SPACE	Quincy Jones (A&M SP 3023) (8T 3023) (4T 3023) (CT 3023)

121	ROMEO & JULIET	Original Soundtrack (Capitol ST 3993) (8XT 2993) (Y 18 2993)
122	BURNT WEENY SANDWICH	Mothers of Invention (Bizarre RS 6370) (8RM 6370) (CRX 6370)
123	THE KAEMPFERT TOUCH	Bert Kaempfert & His Orchestra (Decca LD 75175) (6-5175) (73-5175)
124	THE VELVET GENTLEMAN (THE MUSIC OF ERIK SATIE)	Camarata Contemp. Chamber Group (Oeram OES 18036)
125	COCO	Original Cast (Paramount PMS 1002) (PM 89008) (PM 25908)
126	YER ALBUM	The James Gang (Bluesway BLS 6034)
127	KOOPER SESSION	Al Kooper & Shuggie Otis (Columbia 9951) (18 10 0842) (16 10 0842)
128	BACK IN THE USA	MC 5 (Atlantic SD 8247) (TP 8247) (CS 8247)
129	DIARY OF A BAND	John Mayall (London PS 570) (M 72169) (M 57169)
130	SGT. PEPPERS LONELY HEARTS CLUB BAND	Beatles (Capitol SAS 2653) (8XT 2653) (4XT 2653)

131	THE TURNING POINT	John Mayall (Polydor 24 4004) (953002) (PO 9 14652)
132	LEAVING IT ALL BEHIND	Grass Roots (Dunhill DS 50067)
133	LED ZEPPELIN	(Atlantic SD 8216) (8216) (X 58216)
134	NEVER GOIN' BACK TO GEORGIA	Blues Brothers (ABC ABCS 697)
135	LIVE DEAD	Grateful Dead (Warner Bros./7 Arts WS 1830) (8WM 1830) (CWM 1830)
136	DIONNE WARWICK'S GOLDEN HITS (Part 2)	(Scepter SPS 577) (577) (5577)
137	THIS IS TOM JONES	(Parrot PAS 71028) (M 79828) (X 79428) (X 79628)
138	NASHVILLE SKYLINE	Bob Dylan (Columbia KCS 9825) (COL 18HO-0670) (COL 14HO-0670) (COL 16HO-0670)
139	JOHNNY CASH AT FOLSOM PRISON	(Columbia CS 96391) (18 10 0404) (14 10 0404) (16 10 0404)
140	THEN PLAY ON	Fleetwood Mac (Reprise RS 6368) (8RM 6368) (CRX 6368)

Stax Launches New Album Policy

MEMPHIS — Jim Stewart, president, and Al Bell, exec vp, have announced a new LP release policy for Stax Records and its subsid labels, Enterprise, Respect and Volt. Each month only four or five albums will be issued with heavy individual advertising, promo and publicity campaigns concentrated on both artists and product.

The March release, first under the new policy, included four LPs: "McLemore Avenue" — Booker T. & The MG's; and "Do The Funky Chicken" — Rufus Thomas on Stax; "The Isaac Hayes Movement" — Isaac Hayes on Enterprise and "I Am Somebody" — The Rev. Jesse Jackson on the newly-formed Respect label.

Stewart said: "The emphasis at Stax is on quality rather than quantity. The quality begins with our artists and it extends into the back-up they're being given by everyone in the production, sales, promotion and publicity departments."

Bell added that by "concentrating on a reasonable number of artists each month we can utilize the best abilities of the many talented people here at Stax. We exceeded the sales quota we had set for ourselves last year and we sold more records than in any other year. During the 70's Stax Records will continue to grow."

Stigwood Unveiling 3 New Acts Stateside

NEW YORK — The Robert Stigwood Organization, headed in the United States by Rik Gunnell, has signed and is preparing to launch three new artists — Bobby Bloom, Archie Whitewater and Shorty featuring Georgie Fame.

Bloom, who writes, sings, arranges and produces is currently completing his debut album which will be released on the Earth Records label within the next few weeks. The LP is being produced by Jeff Barry. In addition to his recording career, Bloom also writes jingles and music for radio and television advertisements and does vocals for commercials, the most popular of these being the widely heard Pepsi Cola commercial.

Chess Records' eight member group Archie Whitewater is also in the studio completing its first LP under the supervision of producer Warren Schatz. Plans for public appearances and a tour by Archie Whitewater are being formulated, but remain unannounced at this time.

Shorty featuring Georgie Fame started recording its debut album in London last week. The album, which will be released in the United States on the Epic label, is slated for release early in May. The release date will coincide with the commencement of the group's first tour of the United States which begins in Los Angeles May 11 with a week long engagement at the Whiskey A Go Go. Subsequently, Shorty featuring Georgie Fame will be appearing at The Fillmore West from May 21 through May 24; the Eastown Theatre in Detroit on May 29 and 30 and in Chicago at the Kinetic Playground on June 5 and 6.

Additional dates on the tour are being finalized and will be announced shortly. Fame's appearance as a member of the five man group will be his first in the United States in over three years.

Despite his absence from the U.S. music scene, Fame is consistently represented on the British charts with both singles and album releases, and is a frequent poll winner in the British trades and music publications.

Newley, Bricusse Together Again

HOLLYWOOD — Anthony Newley and Leslie Bricusse, who've had two Broadway successes in "Stop The World, I Want To Get Off" and "The Roar Of The Grease Paint, The Smell Of The Crowd," have reunited to develop several musical properties for independent production.

On a speculative basis, Newley and Bricusse have made an initial arrangement with screen writer Gavin Lambert to work up a musical version of "Napoleon and Josephine" for the screen, with Newley to star. In addition Newley and Bricusse are working on a space age operetta titled "Man And The Star's Suite."

Haims To Century City

HOLLYWOOD — Shelley Haims, former national sales manager for Fantasy Records, has joined Century City Music as general sales manager. Century City, a division of Media Systems, has recently begun an increased LP release schedule.

While with Fantasy, Haims was involved with the success of Creedence Clearwater Revival. He's also held regional sales posts with Columbia, Capitol and Mercury Records.

Lieberson Scholarship Goes To Black Student

BAL HARBOUR — A Goddard Lieberson Scholarship has been added to the NARM Scholarship Foundation. The scholarship, to be awarded to a black student, was revealed at the NARM Scholarship dinner here last Tues. (24) by Clive Davis, president of Columbia Records. As previously announced, two additional new scholarships were presented by Cash Box Magazine and Scepter Records (Florence Greenberg, president of Scepter, created the scholarship in honor of Dionne Warwick, who along with Burt Bacharach, performed at the dinner show). A number of other scholarships were also presented (see March 21 issue), including Capitol Records Scholarship for a Black Student.

Presley TV Circuit Deal For \$1 Million

HOLLYWOOD — Elvis Presley is close to accepting a \$1 million guarantee, against an unspecified percentage of the gate, to headline the first coast-to-coast 'live' closed-circuit concert. Deal is currently being negotiated by Concert Associates, a division of Filmways, with Col. Parker, Presley's long-time manager. Despite reports to the contrary, the deal is not yet firm, but is expected to be locked up by Apr. 1.

Concert Associates would sell the date to local promoters, for simultaneous showing in theaters, arenas and other venues where music and sports events are regularly held. An unnamed date in August, probably falling on Fri. or Sat., would find Presley at some Las Vegas location, where an in-person audience would witness the show. Out of his fee, Presley would pick up all internal show costs.

Lang, Carpenter Join Toronto Fest

HOLLYWOOD — Michael Lang, the up-front figure at last year's Woodstock Music Festival, has joined Karma Productions as co-producer of the Toronto Peace Festival. According to Karma head John Brower, Lang will operate out of New York, assisting with booking and other logistics.

Also joining the Toronto staff is John Carpenter, entertainment editor of the Los Angeles Free Press, Carpenter, taking a leave of absence from the paper, will function as U.S. coordinator for Toronto, acting as liaison between Karma and American talent signed for the event. Carpenter will also coordinate information for the Caravan For Peace, a group of independent convoys who will leave from different points of the U.S. to travel to the festival. Each of the three main caravans will carry a medical unit, vehicle safety inspectors, legal staff, information personnel and route specialists.



THE MASTER'S GRAMMOPHON — Conductor Karl Boehm (center) is presented with Deutsche Grammophon's Golden Gramophone Award on the occasion of his 75th birthday. At the celebration were Jerry Schoenbaum (left), Polydor president, and Rudolph Bing, general manager of the Metropolitan Opera Association.

Kapp, Gordo Deal

HOLLYWOOD — Kapp Records has followed up its initial master buy from Gordo Productions, "Viva Tirado," by signing a long-term deal with the indie firm. Deal is the first such agreement made by new Kapp general manager Johnny Musso.

Deal was made with Gordo Topper Eddie Davis, who produced the El Chicana instrumental and is now finishing up an album by the group. Second group geared for Kapp, A Boy and A Girl, will be cut soon for release next month.

Black Opportunity

(Con't. from Page 7)

5000 employees.

Jerry Wexler, exec vp of Atlantic, noted that his label had "broad ethnic hiring practices before Civil Rights activity."

The physical look of today's youth entered the discussion when Cecil Steen, senior vp of Transcontinental Distributing, claimed that salesmen with "long hair had been barred from entering a retail establishment." Davis took the stand that he would rather not see Columbia product in such an outlet on the basis of the store's policy.

On the matter of censorship of LP product at retail locations, Davis claimed that the "industry must not run scared" in its attitude toward the content of the LP.

As to the growth of the conglomerate structure in the business, Davis said that Columbia maintains a branch operation at a cost of \$4 million a year in the belief of what the individual man can do to expose product. He scored the possibility that the "role of the individual could be emphasized" in the business.

Tarr At NARM

(Con't. from Page 7)

of their incompetency." Dr. Peter suggested that the record business was "vulnerable to the Peter Principle" because of its tremendous competitiveness and expansion. After this talk, Stan Gortikov, president of Capitol Industries moderated a discussion on distribution, which largely centered on pricing, label financing of wholesalers and "escalation" in terms of rack growth.



SWEET, SWEET MUSIC — "Sugar, Sugar" by The Archies was selected as "Record of the Year 1969" in England and presenting the award is Princess Margaret to Don Kirshner, creator of the group and president of Kirshner Records. Princess Margaret advised Kirshner that he should keep his ear on the reggae beat which is currently becoming very popular in London. She predicted it would be the big sound of 1971.

WB's Creative Dept. Growing

HOLLYWOOD — Laurel Holiday has joined Warner Brothers Records as publicity director. Move signals a reorganization of the label's creative services department, according to its director, vice president Stan Cornyn.

Over the last year, the creative services department has launched and maintained a heavy stream of label and artist promotions, including several highly successful non-profit sampler albums and a tour promotion for

the Kinks. It's expected that the expansion of the department will enable it to develop concentrated campaigns for even more artists in the coming year.

In the last few months, Warners has seen its efforts paying off, with several new or long-neglected acts hitting the charts, including the Kinks, Van Morrison, James Taylor and Norman Greenbaum. All have been the subject of special promotions or ad campaigns. For Taylor, the firm preceeded mailing of his new album with a re-servicing of the album he cut for Apple last year. As part of the current Randy Newman campaign, the label has mailed out copies of RCA's "Nilsson Sings Newman" LP.

Recent talent signing spree, which has brought Gordon Lightfoot, John Sebastian, Wayne Newton, Liberace, Little Richard, the Youngbloods and the Beach Boys to the label, has necessitated the personnel enlargement.

Ex-publicity director Pete Johnson replaces Hal Halverstadt as editorial director, while Halverstadt moves into the merchandising director slot.

The creative services department is responsible for publicity (artist and corporate), advertising, packaging, merchandising, and promotional campaigns and materials, including press kits, posters and displays.

RCA And Composer Berio Sign Long Term Contract

NEW YORK — RCA Records has entered into a long-term agreement with contemporary composer, Luciano Berio, under which Berio will conduct recordings of his compositions for the RCA Red Seal label.

It is the first time RCA Records has entered into such a program since it instituted the practice two decades ago with an exclusive arrangement with composer-conductor Igor Stravinsky. Under that pact, many of Stravinsky's works were recorded for the first time, each with the composer conducting.

Three albums for future release have been recorded. The first of these was commissioned by violist Walter Trampler as a concerto for viola and orchestra. Its first movement, titled "Sequenza VI", is for unaccompanied viola. The second movement, employing the same music, adds a small ensemble, and is titled "Chemins II." The third movement adds full symphony orchestra to the viola and ensemble elements. Joining violist Trampler are the Juilliard Ensemble and the London Symphony Orchestra.

The second recording contains "Folk Songs," Berio's treatment of folk material from many nations. They are sung by soprano Cathy Berberian, accompanied by the Juilliard Ensemble. The second side contains songs of Kurt Weill and one song by Boris Vian, again sung and performed by Miss Berberian and the Juilliard Ensemble.

The third album contains, "Epifanie," a work for soprano and full orchestra based on the writings of such men as Proust, Machado, Joyce, Simon and Brecht. It will be recorded this week in London with Miss Berberian accompanied by the B.B.C. Symphony Orchestra.

Rossi To Skye Records

NEW YORK — Skye Records has signed singer Steve Rossi and announced that his first solo album for the label will be produced by Danny Wells. Rossi first gained fame as the comedy partner of Marty Allen. The duo recorded twelve albums together and, on his own, Rossi was responsible for five additional albums.

Carr Exits Liberty, Forms Production Co.

HOLLYWOOD — Vikki Carr's eight-year association with Liberty Records has ended, reports her personal manager, Arnold Mills.

News came through a statement issued by Miss Carr's attorney, Gerald M. Bazar, reporting that negotiations have been terminated with Liberty-UA for a new contract, to replace previous pact which had expired in March, 1969. A new album, due for release this month, was recorded under an interim agreement, Bazar said.

Simultaneously, it was revealed by Mills that the star has formed her own record producing company, Jolie Productions, which is in negotiation with several majors for release and distribution of the singer's future singles and albums.

Silver Disk For Heat

LOS ANGELES — Canned Heat has earned a Silver Disk for English sales of over 250,000 copies of their "Let's Work Together" single, making the deck the group's biggest United Kingdom success to date. The Liberty group just wound up a major European tour, highlights of which will be released in a 'live' LP in the near future. Canned Heat will return to England in June for the Bath Festival.



MORGANMASONDOWNS, NEWTRIOONROULETTE — Newly signed with Roulette Records is the trio Morganmasondowns, comprised of Joe Mason (left), Cass Morgan (seated) and Steve Downs (third left). Produced by Allen Nichol (in hat), who is also the lead in the Broadway musical "Hair," the group managed by Pete Shanaberg (second right) and Paul Block (right) of H.B. Management. Filling in the final details of the transaction is Sonny Kirshe, Roulette's director of national sales and marketing.

Ecology Rock Group Signs With Mercury

LOS ANGELES — Mercury Record Corporation has formally joined the drive for improvement of man's environment with the signing of Earth Island, an ecology-oriented rock band from Los Angeles.

Jess Cheen, Mercury West Coast A&R director, said the four-man group would record on the Philips label. The first Earth Island album will be released within a few weeks and be entitled "We Must Survive." The group will make a point of playing at ecology-related events such as teach-ins and demonstrations, Cheen said.

Mott The Hoople Group Inks Atlantic Contract

NEW YORK — British rock group, Mott the Hoople, have been signed to Atlantic Records. The deal was recently concluded between Atlantic president, Ahmet Ertegun and Chris Blackwell, head of Island Records in England together with their manager-producer, Guy Stevens.

Mott the Hoople's first album, titled "Mott the Hoople," is being set for release in mid-April. In the short time that they have been performing, Mott the Hoople have been on the road in Britain and Europe almost without a break. The group is presently working on plans for their first U.S. tour.

Hoffman, UNICOM Veep And General Manager

NEW YORK — Mike Hoffman has joined Universal Communications (UNICOM) as vice president and general manager. He was formerly director of marketing planning and development of Capitol Direct Marketing, a subsidiary of Capitol Records.

UNICOM is a direct marketing organization and independent media service.

Intelligence Net

(Con't. from Page 7)

LeVitus of Car Tapes, Inc., promised, however, to produce a study of his company's sales picture with regard to tape packaging within the next 90 days.

The packaging panel was concluded with a proposal to create a NARM committee to look into the matter of packaging.

Lord Sutch Adds Full Time 'Heavy Friends'

NEW YORK — Lord David Sutch, currently represented in the charts with his debut Cotillion album, "Lord Sutch and Heavy Friends," has returned to London to form a permanent group.

The new outfit, to be called Lord Sutch and his Heavy Friends, will undertake concert dates both here and in England and are likely to be featured on his second album which will go into recording during his current visit.

The Heavy Friends will be culled from among Britain's musicians, many of whom were featured in an earlier group, Lord Sutch and the Savages. Prior to making the trip, Lord Sutch sent offers to several people and is hoping to wrap the entire group up within the next two weeks.

While in London—Lord Sutch will start work on his new Cotillion album. He will also play a couple of selected dates in England, including the Lyceum Ballroom in London, with a possibility of a quick Scandinavian tour before returning to America at the end of April to begin a cross country swing of colleges and clubs with his Heavy Friends.

Low Cost Carnegie Date By Rhino, Drive

NEW YORK — Rhinoceros and Ten Wheel Drive with Genya Ravan will be presented in a low-priced concert by Billy Fields and Sid Bernstein at New York's Carnegie Hall on Sunday evening, April 19 at 8:00 p.m. All seats will be reserved at a universal price of \$3, according to Bernstein, who believes in a minimally-priced admission (he presented Joan Baez at Madison Square Garden last summer for a \$2 ticket) so that more young people can afford to see the artists they like.

Bernstein and his associate, Fields, manage both Rhino and Drive, and rarely present their own groups in areas where there are promoters who can and will. In New York, however, Bernstein is just about the biggest rock impresario around, and he can also legislate the admission price in which he believes.

Knight A Happy Tiger

HOLLYWOOD — In a deal with Chris Crosby's Jupiter Productions, Happy Tiger Records has signed singer/songwriter Baker Knight.

Knight, known for a string of Ricky Nelson songs including "Lonesome Town," and other top hits such as "The Wonder Of You" and "Somebody Where There's A Someone," will have his first single for the label, "The Man Who Never Made It," released this week. In addition, a debut LP, "Living Under Pressure," is in the works.



THE DEVIL, YOU SAY! not exactly, just "The Electric Lucifer," the new Columbia album which contains 13 cuts of up-tempo rock composed and performed by Bruce Haack on instruments he designed and built, including the world's first singing synthesizer.

Discussing the "Lucifer" in the recording studio are (l. to r.) Leroy Parkins, who produced the album for the label; Bruce Haack; John Hammond, Columbia's executive producer and director of Talent Acquisition, and Chris Kachulis, Haack's associate and one of the album's featured (human) vocalists.

NARM-The Rack Jobbers Meet In Florida

MIAMI BEACH, FLA.—Using a thousand photos one could not capture all of the events of the four-day-long NARM Convention held at the Americana Hotel

in this city. However, on this page are some shots of the people who helped make the 1970 NARM meet an over-whelming success.



1) Jac Holzman, president of Elektra Records, the convention's keynote speaker on "The Challenging 70's" 2) Al Bell, executive vice president of Stax-Volt Records on "Black Is Beautiful . . . Business" 3) David Rubinson, exec. v.p. of the Fillmore Corporation speaking on the subject of "Youth And Its Place In Our

Industry." 4) Irwin Tarr, v.p. of planning at RCA, the featured speaker at Tuesday's business session speaking about "Marketing and Management in the 70's" 5) Stan Gortikov, president of Capitol Industries, moderator of a panel discussion on marketing.



1) Joe Smith, executive vice president of Warner Bros Records moderating a panel discussion on youth. 2) Jim Schwartz, new president of NARM 3) Al Bennett, president of Liberty/UA Records, a panelist at business session. 4) Gerry Wexler, executive vice pres. of Atlantic Records at a panel discussion. 5) Dr.

Laurence Peter telling the record industry how the now famous "Peter Principle" applies to the record industry; Jules Malamud, NARM exec director looking over his shoulder.



1) Clive Davis announcing the formation of a \$10,000 Columbia Records/Goddard Lieberson Scholarship for a Black student. 2) Composer-artist Burt Bacharach with vocalist Dionne Warwick walking triumphantly off the stage at the Scholarship awards banquet. Although they have produced many hits together, this performance at NARM was the first time the two worked together on stage. 3) A view of a cabana meeting area for person-to-person conferences sees, cent-

er, D.H. Toller-Bond, president of London Records with Paul Livert and Bert Aneer. 4) Bruce Lundvall, vice president Columbia Records with a slide presentation on Merchandising and Advertising Opportunities. 5) A view of the NARM wives at an outdoor luncheon. Wives were very much in evidence at the Pickwick Int'l luncheon featuring child psychologist Haim Ginott who discussed the subject "How To Drive Your Children Sane."



1) Stan Gortikov moderating a panel discussion (see other stories this issue) featuring S. Harvey Laner, president of Recco; Lou Lavinthal, president of ABC Sales Corp.; Norm Racusin, president of RCA Records; Bob Lifton, chairman of the board of Transcontinental Investing Corp.; Al Bennett, president of Liberty/UA; Irwin Steinberg, president of Mercury Records and Bill Gallagher, president of Famous Music Corp. 2) Another cabana meeting area, this one manned by Neil Bogart, vice. pres & gen. mgr. Buddah/Kama Sutra with Joe Fields, Al Rosenthal and Herman Kaplan. 3) A panel discussion on the subject of "Independent Distribution in the 70's" featured Neil Bogart; Harold Lipsius of Universal Distrib, Phila.; Shelby Singleton, president of the corporation bearing his name; Herb Goldfarb, national sales and distribution manager of London

Records; Jerry Schoenbaum, president of Polydor Records, USA; Jim Shipley, president of Main Line Dist, Cleveland; Amos Heilicher, president of Pickwick Int'l, Heilicher Bros., and the J. L. Marsh Company, and Marty Ostrow, vice president of Cash Box who moderated the panel discussion. 4) TV star Mike Douglas on left, mc of the closing NARM Awards Banquet, presenting one plaque for the Beatles' victory with "Abbey Road," the best selling album of 1969, and another for being chosen best selling vocal group. Accepting the award on behalf of ABKCO Industries, business managers of the Beatles and Allen Klein, head of ABKCO, is Pete Bennett, Director of promotion for ABKCO Industries and Apple Records.

Moms Releases 'Live At Sing-Sing' On Mercury

CHICAGO — The comedy LP, "Moms Mabley Live at Sing Sing," is among the seven LP March releases from Mercury Records. The album was recorded last month before an audience of thousands of convicts in the New York State prison's auditorium. The album is being supported by a major promotion and advertising program.

Mercury is also releasing 4 "best of" albums by C&W artists Jerry Lee Lewis, Roy Drusky, Dave Dudley and Faron Young.

Other new March LP's are "Exhuma," on Mercury, featuring the unusual sounds of Bahama-born Exhuma, who blends native music and contemporary sounds into an exciting mixture, and "Midnight Cowboy/Let The Sun Shine In," the latest on Philips by French orchestra leader Paul Mauriat. Other titles include "Je T'Aime . . . Moi Non Plus" and "Suspicious Minds."

Peaches & Herb Single Released By Columbia

NEW YORK — Columbia Records has released a new single by the singing duo, Peaches and Herb. The song entitled, "Satisfy My Hunger," is an up-tempo piece produced by Brad Baker and arranged by Thom Bell.

Peaches and Herb will also be kicking-off their first European tour in April. The 21-day tour will encompass both military and civilian dates and will cover major cities in Germany, Italy and Spain. Following the tour Peaches and Herb will play a limited engagement in Bermuda and then promote their new single with college dates throughout the country. A new album is in the works and is projected for release shortly.

Stephen Frank Forms Management Service

NEW YORK — Stephen B. Frank Enterprises Inc. a new firm, with plans to offer a creative business management service for many diversified elements of the entertainment industry, has been formed by Steve Frank former vice president of Neil C. Reshen Inc.

Current clients include regular radio and TV personality Dan Daniel, who through his association with the Frank firm, will be extending his activities into new production and commercial areas; conductor-composer-arranger, Ray Ellis; New Dawn Artists Management; and Campus Directions, consisting of a coffee house circuit and product marketing services for colleges.

Another client, songwriter, Allen Gordon, (who now has the song "Celebrate" on the national charts) is forming a separate company, Wonderfuel Productions, through the Frank office. Frank's headquarters have been set up at 162 West 56th Street, New York City.



PEACE OFFERING — Laura Nyro holds a dove to the ear of Stevie Wonder during a visit she made between shows at his recent concert engagement at the Copa.

Delfonics Strike Gold

NEW YORK — "Didn't I (Blow Your Mind This Time)" by the Delfonics has been certified a million-seller. This is the first gold record for the Bell Records (Philly Grove label) group since coming on the scene more than two years ago with "La La Means I Love You."

Hunt, Head Audio Engineer At Plant

Jack Hunt has been named Director of audio engineering for all Record Plant facilities. Hunt, most recently an audio engineer with the west coast Record Plant, has previously contributed to a number of advertising campaigns, including the music for Wrigley Spearmint, Hamm's Beer and Standard Oil. He also created the total music package for Olympia Beer.

Hunt has worked with such artists as The Doors, The Animals, Roger Williams and Three Dog Night, and was involved in the Goldiggers LP. Hunt has been associated with TTG, Wally Heider Recording Studios and Liberty Records. He will be operating out of the New York Record Plant.

In a related development The Record Plant has begun manufacturing studio monitoring systems and professional tape machines. The tape machines are available in 2-4-8-12-16-24 track configurations and will be fabricated at a new manufacturing facility at the L. A. Record Plant and headed up by Tom Hidley. One of the models is an innovation in tape machines. Designed by Tom Hidley, this single tape machine can be used as an 8-12-16 track with changeover time from one inch to two inch tape configurations in a maximum of four minutes. The Record Plant is currently establishing East and West coast distribution and has received its first order from MGM Records for 12 studio monitoring systems.

Leeds, Blue With G.R. Industries

NEW YORK — Alan Leeds and Herferth Tiny Blue have been added to the staff of G.R. Industries to help handle the management and production of De-Lite recording artists Kool and the Gang. The group is represented by Queen Booking Agency and Action Talent with all engagements screened and directed by G. R. Industries.

Leeds, who goes to tour director and publicity director, worked with James Brown Productions prior to this position. Blue who will be promotion director and road manager for Kool and the Gang, was formerly with his own BIG Productions.

The group is appearing on the National Educational Television network's "Soul" set for broadcast on April 5. Other future engagements include a number of college dates, three dates with The Supremes and in May, their first tour of the Southern states.

Slater Brothers Exit New Beat

NEW YORK — Robert and Alan Slater resigned as officers of New Beat Management Ltd., effective March 24. The firm represents such record acts as The Illusion and Tommy James & The Shondells.

Before organizing New Beat under its present set-up, Robert Slater was an agent at Premier Talent, and Alan an independent record producer and personal manager. They will announce their future plans shortly.

Tito Mora Contracts

NEW YORK — Spanish singer Tito Mora has been signed with Tico Records, a subsidiary of Roulette Records. He has earned several gold records in his career and has done TV and club work in top shows. His first single will be released within ten days and an album will follow shortly.



Top 50 In R & B Locations

1	ABC Jackson 5 (Motown 1163)	1	26	CONCRETE RESERVATION Syl Johnson (Twinight 129)	27
2	THE BELLS The Originals (Soul 35069)	4	27	NEVER HAD A DREAM COME TRUE Stevie Wonder (Tamla 54191)	20
3	CALL ME Aretha Franklin (Atlantic 2706)	3	28	BUFFALO SOLDIER Flamingos (Polydor 14019)	29
4	TURN BACK THE HANDS OF TIME Tyrone Davis (Dakar 616)	10	29	LAUGHIN' AND CLOWNIN' Ray Charles (ABC 1259)	32
5	YOU'RE THE ONE Little Sister (Stone Flower 9000)	7	30	BABY I LOVE YOU Little Milton (Checker 1227)	39
6	GOTTA HOLD ON TO THIS FEELING Jr. Walker & The All Stars (Soul 35070)	5	31	GOOD GUYS ONLY WIN IN THE MOVIES Mel & Tim (Bamboo 109)	23
7	UP THE LADDER TO THE ROOF Supremes (Motown 1162)	8	32	I SHOULD BE PROUD Martha & Vandellas (Gordy 7098)	35
8	IT'S A NEW DAY James Brown (King 6292)	2	33	IRON LEG Mickey & The Soul Generation (Maywell 803)	40
9	CRYIN' IN THE STREETS George Perkins (Silver Fox 18)	9	34	COLE, COOKE, REDDING Wilson Pickett (Atlantic 2722)	49
10	TO THE OTHER WOMAN Doris Duke (Canyon 28)	6	35	IF YOU'VE GOT A HEART Bobby Bland (Duke 458)	31
11	LOVE OR LET ME BE LONELY Friends of Distinction (RCA 0319)	12	36	DEMONSTRATION Otis Redding (Atco 6742)	—
12	YOU NEED LOVE LIKE I DO Gladys Knight & The Pips (Soul 35071)	14	37	I'M JUST A PRISONER Candi Staton (Fame 1460)	34
13	RAINY NIGHT IN GEORGIA Brook Benton (Cotillion 44057)	11	38	HEY GIRL George Kerr (All Platinum 2316)	44
14	CALIFORNIA GIRL Eddie Floyd (Stax 0060)	15	39	KOOL IT Kool & The Gang (De-Lite 525)	42
15	LOVE ON A TWO WAY STREET The Moments (Stang 5012)	17	40	COME TOGETHER Ike & Tina Turner (Minit 32087)	38
16	GIVE ME JUST A LITTLE MORE TIME Chairmen Of The Board (Invictus 9074)	13	41	OPEN UP MY HEART Dells (Cadet 5667)	—
17	DIDN'T I (BLOW YOUR MIND) The Delfonics (Philly Groove 161)	18	42	THE THRILL IS GONE B. B. King (Bluesway 61032)	30
18	CHICKEN STRUT The Meters (Josie 1018)	25	43	MAMA'S BABY, DADDY'S MAYBE Swamp Dogg (Canyon 30)	45
19	FUNKY DRUMMER James Brown (King 6290)	24	44	KEEP ON DOIN' The Isley Bros. (T-Neck 914)	48
20	DEEPER (IN LOVE WITH YOU) The O'Jays (Neptune 22)	22	45	SO EXCITED B. B. King (Bluesway 61035)	—
21	CATWALK The Village Soul Choir (Abbott 2010)	21	46	FARTHER ON DOWN THE ROAD Joe Simon (Soundstage 7 2656)	—
22	THANK YOU Sly & The Family Stone (Epic 10555)	16	47	THEM CHANGES Buddý Miles Express (Mercury 73008)	43
23	DEAR PRUDENCE 5 Stairsteps (Buddah 165)	26	48	GREATEST LOVE Judy Clay (Atlantic 2697)	—
24	DO THE FUNKY CHICKEN Rufus Thomas (Stax 0059)	19	49	THAT'S THE WAY MY BABY IS Sweet Inspiration (Atlantic 2720)	50
25	I GOT A THING, YOU GOT A THING Funkadelics (Westbound 158)	33	50	GUIDE ME WELL Carla Thomas (Stax 0056)	—

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awards

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in the BMI repertoire for the period from
July 1, 1968 to June 30, 1969.

Baby baby don't cry

William Robinson, Jr.,
Al Cleveland, Terry Johnson
Jobete Music Co., Inc.

Bring it on home to me

Sam Cooke
Kags Music Corp.

California soul

Nickolas Ashford,
Valerie R. Simpson
Jobete Music Co., Inc.

The chokin' kind

Harlan Howard
Wilderness Music Publishing
Co., Inc.

Cloud nine

Norman Whitfield,
Barrett Strong
Jobete Music Co., Inc.

The composer

William Robinson, Jr.
Jobete Music Co., Inc.

(Sittin' on) the dock of the bay

Otis Redding, Steve Cropper
East/Memphis Music Corp.
Time Music Co., Inc.
Redwal Music Co., Inc.

Earth angel

Jesse Belvin
Dootsie Williams, Inc.

Everyday people

Sylvester Stewart
Daly City Music

Grazin' in the grass

Philemon Hou, Horry Elston
Cherio Corp.

Hi heel sneakers

Robert Higginbotham
Medol Music, Inc.

The horse

Jesse James
Dandelion Music Co.
Jamesboy Publishing

**I heard it through the
grapevine**

Borrett Strong,
Norman Whitfield
Jobete Music Co., Inc.

I just can't stop dancing

Kenneth Gamble, Leon Huff
Double Diamond Music Co.
Downstairs Music Co.

I'll never give you up

Kenneth Gamble, Leon Huff,
Jerry Butler
Parabut Music Corp.
Double Diamond Music Co.
Downstairs Music Co.

I'm living in shame

R. Dean Taylor, Pam Sawyer,
Berry Gordy, Jr., Frank E.
Wilson, Henry Cosby
Jobete Music Co., Inc.

It's your thing

Rudolph Isley, Ronald Isley,
O'Kelly Isley

Love child

Frank E. Wilson, Deke
Richards, Pam Sawyer,
R. Dean Taylor
Jobete Music Co., Inc.

Love makes a woman

Eugene Record, Carl H. DAVIS,
William Sanders
Jalynne Music, Inc.
BRC Music Corp.

My whole world ended

Johnny Bristol, Harvey Fuqua,
Pam Sawyer, Jimmy Roach
Jobete Music Co., Inc.

Only the strong survive

Kenneth Gamble, Leon Huff,
Jerry Butler
Parabut Music Corp.
Double Diamond Music Co.
Downstairs Music Co.

Pickin' wild mountain berries

Clifton Thomas, Bob McRee,
Edward Thomas, Jr.
Crazy Cajun Music

Runaway child running wild

Barrett Strong,
Norman Whitfield
Jobete Music Co., Inc.

See saw

Don Covay, Steve Cropper
East/Memphis Music Corp.
Cotillion Music, Inc.

Slip away

William Armstrong, Wilbur
Terrell, Marcus Daniel
Fame Publishing Co.

The Snake

Oscar Brown, Jr.
E. B. Marks Music Corp.

**Some things you never get
used to**

Nickolas Ashford,
Valerie R. Simpson
Jobete Music Co., Inc.

Soul limbo

Al Jackson, Booker T. Jones,
Steve Cropper, Donald Dunn
East/Memphis Music Corp.

Soulful strut

Eugene Record,
William Sanders
Dakar Productions, Inc.
BRC Music Corp.

Time is tight

Booker T. Jones
East/Memphis Music Corp.

**Too busy thinking about my
baby**

Norman Whitfield,
Janie Bradford
Jobete Music Co., Inc.

Too weak to fight

Rick Hall, George H. Jackson,
Clarence Carter,
John M. Keyes
Fome Publishing Co.

Twenty-five miles

Johnny Bristol, Harvey Fuqua,
Edwin Starr
Jobete Music Co., Inc.

Who's making love

Homer Banks, Bettye Crutcher,
Donald Davis,
Raymond Jackson
East/Memphis Music Corp.

You keep me hangin' on

Brian Holland, Eddie Holland,
Lamont Dozier
Jobete Music Co., Inc.

You're all I need to get by

Nickolas Ashford,
Valerie R. Simpson
Jobete Music Co., Inc.

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BROADCAST MUSIC, INC.

Talent On Stage

GREAT SPECKLED BIRD/KEIGH SYKES

VILLAGE GATE, NYC — The last times we saw Ian and Sylvia were last spring at Fillmore and Cafe Au Go Go gigs which were separated by just one week. They featured a backup group called the Great Speckled Bird. After these engagements they pulled a disappearing act from New York and news items such as personnel changes, signing with the new Ampex Label, a Thanksgiving recording session in Nashville, a name change whereby the whole act would go under the name Great Speckled Bird, a new album and, most recently, a benefit concert for ecology in Boston where the only sound coming from them. Well, they are finally back and the news is completely joyous.

Looking beautiful as (if just a bit flashier than) usual, they made their return to the Gate with one of the most desirable folk/country/rock acts in the business. After all, they were really the beginning of that whole trend with their full time incorporation of the pedal steel into their guitars, bass and drum's band. The Great Speckled Bird is an act that is highly complementary to themselves and the audience, as they take from their newest material such as "Trucker's Cafe," "Flies In The Bottle" and "Crazy Arms" as well as Ian and Sylvia standards, "Four Strong Winds," "Someday Soon," "Mr. Spoons," etc.

It is interesting, also, to listen to Ian and Sylvia as songwriters. They write simply but effectively. Lyrics are always straight forward, with a kind of backwoods purity that is alive in their Canadian souls. The end product is music in the fullest, most pleasing sense of the word.

Each number move quickly into the next, displaying a professionalism that is virtually non-existent in most groups one sees today. Great Speckled Bird is a collection of obvious talent that fills one's sight and sound senses with many beautiful things.

Also on the bill was folksinger Keith Sykes. The Vanguard artist has a charm (with little glances, smiles and remarks) that wins the audience more than his music alone might. His tunes are reminiscent of early Eric Andersen and his vocal style is true to his Memphis background. There should be a lot more good news coming up on this performer as he makes his way into the circuit.

f.h.

MARILYN DEVIN

OLIVER, LOS ANGELES — Combine the chaste Norse symmetry of a Grace Kelly, the lyric poeatastry of a Rod McKuen, the ungarished vocal range of a fledgling Judy Collins and you'll have the elements for an extremely potent and commercial recording artist. Miss Devin, a former WPIX (N.Y.) weather gal, part time model and constant beauty, demonstrates these and other assorted assets in this, her first L.A. appearance.

Both her voice and acoustic guitar are unaffected and affecting instruments. And she establishes a warm mood with her love-lost repertoire of ballads. Songs like "Early Mornin' Rain," "Everybody's Talkin'," "Leavin' on a Jet Plane" are her forte. Too, her own comps — "You've Been In My Mind," "These Are the Days of My Night" are melodically compelling, offering such lyrics as "summer wine in paper cups — then the even sweeter taste of you" and "dusty smell of lives that turn to ashes." Hushly whispered, her tone poems enchant and bewitch.

Unfortunately Miss Devin attempts to change pace and mood with novelty, tunes. They are far less effective; the result is an uneven set. But Miss Devin is a neophyte in search of direction. At this writing she boasts no publishing affiliation, record contract or manager. Just unadorned talent.

h.g.

MOODY BLUES / LEE MICHAELS / ARGENT

FILLMORE EAST, N.Y.C. — Years ago the most frequently asked question in the music business was, "What makes a hit group?" That is, what sound is going to sell a single? Somehow, today the Top 100 seems, for the most part, rather predictable: the Motown and Tamla-esque artists, Rococo bubblegum groups, ultra-prolific West Coast combos, solo male singers, and so on. Sounds are, seemingly, being presold.

The question that needs to be answered today is what makes an important group; people who will make a lasting contribution to music; a group with staying power. A common bond between most of the established top draw groups seems to be coming through personnel changes or violent internal hassles. Pete Townshend freely admits that it used to be a common occurrence for all four members of The Who to be at each others' throats. Yet there is no other group that is so fascinatingly cohesive on stage. The Stones went through a very bad time (remember "We Love You" and "Have You Seen Your Mother"?) but have now surfaced, renewed and revitalized.

Similarly the Moody Blues, from the ashes of "Go Now" and the departure of Denny Laine, their lead singer, returned, phoenix-like to revolutionize pop music with the "Days of Future Passed," LP. Their subsequent albums have followed that tradition.

On stage the magnificent Moodies are so professional and diversified that it must frighten the hell out of any watching musician. All five members write and each sings lead on his own songs. Justin Hayward is responsible for most of the prettiest songs in the act, "Gypsy," "Tuesday Afternoon," and the achingly beautiful "Nights In White Satin," and his voice

is one of the best in the business, strong and haunting. The Moodies are also masters of harmony, interweaving melody over melody.

The real marvel of the group must be of course Mike Pinder's magical mellotron, that chameleonlike instrument that turns the five musicians into an orchestra. Its warm, swelling sounds swirl and twist encompassing group and audience alike building solid curtains of chords and, simultaneously, bringing the cheering crowd to its feet. Bravo, Moodies! Encore!

On the same bill were Argent and Lee Michaels. Argent, named after Rod Argent (co-founder of the late lamented Zombies, and largely responsible for its unique sound) was good on the two numbers from their current excellent album, but their extended version of "Aquarius" seemed a mistake, though more so in concept than execution. The group is so prolific in their own individual songs ("Liar," "Be Free" for example) that they hardly need to do such shopworn material.

Lee Michaels is now a duo with drummer Bartholomew Smith-Frost, and very happily so. Lee plays a superb and super-funky organ, sings and writes his own material, which is a successful amalgam of blues and hard rock. The first number was truly mind boggling in that it featured a ten minute drum solo that was not, I repeat, not a huge bore. What's more it was fascinating, employing polyrhythms, and polytones executed with both sticks and hands. By the way, skeptics take note, I usually hate drum solos. Only one complaint: Lee should have signs printed up stating: "Caution: sitting too close may be hazardous to your health." What volume!

QUICKSILVER/TEN YEARS AFTER/SMITH

OLYMPIC AUDITORIUM — Quicksilver Messenger Service and Ten Years After turned in top grade shows last weekend at the Olympic Auditorium, but Smith provided the surprises, by proving to be a highly talented group.

With a new lead guitar and bass, behind her Gayle McCormick pours out her soul in high fashion, much higher in fact than the first Dunhill LP would indicate. Opening with "Take A Look Around You" (where she only shares the spotlight), Gayle launches into "I Just Want To Make Love To You," the old blues standard. The new group has only been together for two months, and this is only their second appearance, but they built up the 10,000 strong crowd with some of their newer material, which included "Circle Man," "Since You've Been Gone" and "Minus-Plus."

Quicksilver, featuring Nicky Hopkins on piano, and the return of Gary Duncan, has hit the musical high point of its career. Going from the soft and silky rock of their new "Shady Grove" LP to the fast and furious sounds of "More" and "Who Do You Love" from their earlier albums, the group proved masters of all forms. What sets the new group off is an incredible inner complexity, which somehow seems to all get together.

Ten Years After is still at their best with the wild blues of their early days. With "Goin' Home," which features bits and pieces from several early rock standards, highlighting their act. The group hasn't essentially changed their style, Alvin Lee still dominates the proceedings, with Rick Lee, Lee Lyons and Chick Churchill providing the heavy support, and the crowd still eats it up. So did we.

a.r.

1950'S ROCK & ROLL REVIVAL

MSG FELT FORUM, NYC — As opposed to similar shows which often depend solely upon audience nostalgia for success, the "1950's Rock & Roll Revival" was carried primarily by a generous offering of talent.

The Drifters, the class of the program, showed the professional polish they have cultivated during 17 years with a versatile performance that included "Broadway," a medley of million sellers and an upbeat treatment of "There Goes My Baby."

The Five Satins, together on stage for only the second time in six years, displayed a stunning return to vocal form with beautiful treatments of "In the Still of the Night," "To the Aisle" and "I'll be Seeing You" acapella, which earned them a standing ovation.

The program's finale was provided by the irrepressible Little Richard whose performance can be best described as "La Dolce Little Richard." After wailing "Lucille" and "Good Golly Miss Molly," he belted "Rip it Up" for which the audience demanded

an encore. After a second "Rip it Up" Little Richard tossed his shoes and frilly top to a screaming throng, dancing in front of the stage as a result of some obvious staging combined with genuine enthusiasm.

The program, solid throughout, included Bo Diddley, whose versatile guitar evoked the uninhibited hand clapping response that characterized his performances a decade ago. The mellifluous sound of Ruby and the Romantics remained intact in "Our Day Will Come" and "Young and in Love."

The show's only weak spots were Gene Vincent, who gyrated through a sorry imitation of Jerry Lee Lewis, and emcee Scott Muni, who more than once showed a talent for insulting the intelligence of his audience.

The most symbolic act was Timi Yuro, a few months pregnant, who annihilated the audiences' eardrums with "Hurt" in the style that earned her a Copa engagement in 1961.



Cash Box Musical Theatre Review

"LOOK TO THE LILIES"

Following what seems to be the 1970 Broadway formula, "Look To The Lilies," opened at the Lunt-Fontanne last night. The 1970 formula of course is to search around for a successful film, adapt it to the stage, add the music and choreography. . . and then shutter shortly after opening night. "Look To The Lilies" will probably adhere to this pattern. However, the show may very well pick up a few favorable reviews. A couple of the tunes are hummable and there are always a few critics who find it very difficult to pan a show in which women of the cloth play a pivotal role.

"Lilies" seemingly has everything going for it for a Broadway musical. You've got a nice confrontation between a black man and a thoroughly autocratic German mother superior with a heart as big as the Reichstag; a nice sympathetic background; then there's Shirley Booth and Al Freeman, Jr.; and to top it all off, you've got music and lyrics by Jule Styne and Sammy Cahn. What hung together so well in celluloid, however, falls apart on the boards.

The simpatico that was so evident in the filmed version fails to come across in a proscenium setting. When a movie "Lilies" is being adapted to the stage, people come to the theatre with certain vivid impressions of what the characters should be like. Sidney Poitier's "Homer Smith" was a decent, extremely resourceful man who is "had", not entirely against his will, by a guileful nun. Al Freeman's "Homer", as it has been re-written, is

a fugitive from justice trying to get across the border in a stolen car who is not so much "had" by the mother superior as he is captured by the circumstances of his position which the crafty nun uses to her advantage. This instantly diminishes the quality of the conflict between Homer and the mother superior and dilutes the sympathetic effect for which the play is definitely reaching.

Cahn and Styne's contribution hasn't helped matters much. In general, the music never rises above unexciting, predictable Broadway fare. In only a couple of instances does the expected brilliance of the Cahn-Styne partnership shine through. One song "I, Yes Me, That's Who" is the kind that will have a much longer life than its original showcase. And, "Follow The Lamb" (the show's replacement for the film's sole song "Amen" and the title song are delightful little songs.

Jo Mielziner's sets were truly atrocious. A signal failure in Mielziner's otherwise distinguished career as a scenery and lighting designer. It would have been better if Joyce Trisler's choreography, the little of it that there was, had been deleted in its entirety.

With it all, Shirley Booth turned in another excellent performance but Al Freeman Jr.'s performance was seemingly delivered at a level somewhat below total commitment to the show. Freeman is a fine actor and a surprisingly good singer. It's just a shame that his first major Broadway musical had to be "Lilies." n.s.

Your Itinerary

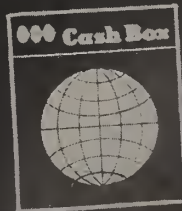
Departure

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Through And To The World Music Markets Without Leaving
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Cash Box



Cash Box-Don't Miss It!

insight&sound

NEW YORK — ROCK'S MOVEABLE FEAST

Something either revolutionary or retrogressive is going on in rock today. Now that there was a pretty clear statement, wasn't it? Well, it's as clear as it should be because what is happening can be interpreted either way. Joe Cocker is a great illustration of the trend.

Cocker was in town last weekend with his new backing army, Mad Dogs and Englishmen. Mad Dogs is a realization, on stage, of what has been happening at a lot of Cocker's recording sessions. Of course there was The Grease Band, but Cocker's records also featured a number of friends, great rock musicians, who came by to sit in. The same thing has taken place with many different artists. The Stones' "Let It Bleed," probably their most exciting and spontaneous album, had many supplementary instrumental and vocal hands in it.

Groups have been breaking up for as long as they've been forming. That is not new. But there seems to be a number of artists floating around, many of whom are no longer attached to established units, who have been sitting in with and complimenting other artists and groups. What we've got then is probably the most extensive, freest flowing jam session that music has ever known.

This may be a very healthy sign. Rock has lost a good deal of its vitality. Concerned musicians are desperately searching for new areas of involvement and style. One way to develop these is by playing with and trading ideas with as many other musicians as possible. Atco's Delaney & Bonnie are one of the best examples of the current spirit. During their European tour, they attracted many of the Continent's major musicians. One of those attracted, Eric Clapton, has stayed on. It's possible to trace D&B's stylistic progression through their recorded product; from Stax to Elektra and now to Atco. Their initial LP on Stax illustrates an early, unalloyed Delaney & Bonnie. The Elektra product shows a definite shift in focus, still earthy as hell, but much more sophisticated, musically. Most likely touch of Leon Russell. Now there's the Atco release (as yet unreleased) which will reflect Clapton's sur hand (as it did at their recent concert here) leading them further into pure rock. And they will change again as they absorb other influences. This is not to say that they are malleable or musically shiftless. Rather, it means that they are extremely inventive, always open to new directions and almost never predictable.

That is the real joy of this new feeling in music. Too often, performers find a successful formula and lock themselves into it. Recently, the predictability quotient has been running very high. If the atmosphere of floating exchange is allowed to proliferate, it will almost surely add to the spontaneity and freshness of the form. The spirit is evident with many artists. The new John Sebastian effort (the one on Warner Bros.) is a good example. Sebastian himself can be seen and heard, moving around playing with various artists like the Doors and Crosby, Stills, Nash & Young. CSN&Y is really an open-ended aggregation. Neil Young moves in and out, retaining both a group and individual identity. Jimi Hendrix has been travelling also, sitting in or gathering others around him at will. Or, how about the Plastic Ono Band, whatever that may be. That's half the excitement right there. Trying to figure out who will make up the band at any particular date. The only ones who are probably fighting the movement are record company executives who envision miles of red contract tape.

From all appearances, this is one of the healthiest trends to hit music in a long while. And it is just that unless the artists are not pursuing the ends that have been ascribed to them. This freedom can also be a big relief for an artist. It could simply be a lay off period a time to take it easy and not do anything particular except go around and sit in with some other musicians. Merely a time between group affiliations. Doubtful. The music being produced by these amalgamated units has been too good. Not only that, in almost every case, the result has been the creation of very happy, joyful music which seems to accurately reflect the spirit of these associations. That alone should be enough to recommend its continuation.

Norman Steinberg

(Con't. on Page 20)

HOLLYWOOD — RUSSELL & SILVERSTEIN, LTD

Leon Russell has been the driving force behind two of the great albums in 1969. Delaney & Bonnie & Friends' set for Elektra and Joe Cocker's second LP for A&M. Although both Cocker and D&B are artists of the first caliber, Russell added a special musical dimension to their talents, and what emerged were two truly 'fun' albums.

Now there's a third 'fun' LP, "Leon Russell," the first album from Shelter Records, the Russell-Denny Cordell label distributed by Blue Thumb. Although Russell has the musical capabilities to cut all the instrumental tracks himself, he turned to such friends as George Harrison, Charlie Watts, Ringo, Joe Cocker (who sings some backup; vocal on "Delta Lady," his own hit) and various musicians from among D&B's Friends, including D&B. But it's Russell's piano, rambling from gospel to honky tonk styles in the passing of a beat, which gives the album its character. And, I guess, we should mention Russell's voice, which seems to mold itself around lyrics like Saran Wrap, building out from a basic Southern drawl.

Russell was a studio musician, but one with some very definite ideas about music, which made him a very valuable man to have around a recording session. He's made one previous attempt at recording his own music as half of the Asylum Choir, which had an album on one of the Mercury labels last year, but it takes the public some time to get ready for a new sound and the album sank.

Russell's new album has already taken off, with rave press notices accompanied by heavy FM and Top 40 play. He's also conducting Joe Cocker's temporary group, Mad Dogs & Englishmen, and will be doing several numbers as part of the show.

Will 1970 be the year that quality begins to count? Perhaps, if it can work its way thru the other 90%.

(Con't. on Page 20)

LEON RUSSELL
DELANEY & BONNIE
BO DIDDLEY



NEW YORK (Con't from p 44)

to's Back

"If that diamond ring don't shine, Bo Diddley's gonna take it to a private eye." A dozen years have passed since that phrase was responded to by a hand-clapping New York audience that wiggled its fingers in the air and rhythmically replied, "Hey Bo Diddley" and were in turn answered by a refrain from Bo Diddley's driving guitar.

Bo Diddley recently returned to New York in Richard Nader's "1950's Rock & Roll Revival," aware of the problems inherent in re-establishing a reputation and adapting to the audience responses of a new generation.

Explaining his return to the stage, the versatile guitarist said, "I'm hoping it will turn out to influence a few other people maybe sitting on the side waiting to see what will happen. I look for something good to happen from it."

Diddley considers himself a pioneer of rock & roll and is disappointed that he isn't remembered as such. "I call myself the black Elvis Presley," he says, "because I am the one that started the whole thing, the leg wiggling and everything."

"But here in America," he continued, "we have a habit of dropping our entertainers immediately after a couple of records. Then the public jumps up and says, 'Bring on the next monkey!'"

He also maintains that contemporary entertainers must be sensitive to the audience behavior of the younger generation. "The kids back in the '50's were more active," he says. "You will find at this 'Revival' more older people, who were the younger people of Allen Freed's days, jumping and clapping their hands than you will of the new generation."

He considers the younger audiences more reserved and less inclined to overtly respond to a performer in the hand-clapping manner of a decade ago.

"A lot of performers tell me, 'We're not getting through to people,'" he explains. But I tell them, 'Don't worry, you're getting to them. If you're not, they'll start leaving. When there's no one but you and the janitor or you and the bartender, when you've got a problem.'

"But if they're not going anywhere," he concludes, "don't worry if they clap their hands or not."

At the "Revival," however, where both generations were well represented, Bo Diddley evoked an excited, hand-clapping response that was impervious to the audience generation gap."

AST COAST GIRL OF THE WEEK

Every Wednesday morning, Sheila Chlanda slips into her low cut, rubber soled, three eyelet promo shoes and makes it over to Cash Box with a white vinyl bag full of Columbia product. Actually, we secretly hope, week after week, that she'll pull a salami or a kielbassy out of the shopping bag. But even without the kielbassy, it's still a pleasant interlude each week when Sheila comes to visit. And it's about time someone bestowed a little recognition, some small share of happiness on her head. Thus, we name you, Sheila Chlanda, as our East Coast Girl of The Week: (Voice Over: Bert Parks singing the ECGW theme song.)

Sheila really doesn't need the recognition. Columbia has already recognized her enough to name her co-ordinator of national promotion for singles. But a little more can't hurt. Sheila is a music business veteran. She broke into music the right way. She came directly from a hospital. Before becoming Tommy Noonan's secretary/assistant at Billboard (you'll remember them from our last lecture in trade publications), Sheila was assistant personnel manager at Lenox Hill Hospital. When Tommy left Billboard for Date Records six years later, Sheila was left with him. Even in those days, Tommy Noonan had good sense. But then Columbia had the further good sense to offer Sheila her present position several years later. As an appropriate ECGW award, we're going to send our entire editorial staff out in search of a more regal shopping bag for Sheila's Wednesday afternoon visits. It may even be filled with kielbassy.

HORT TAKES

Strike everything printed last week about Jeff Barry's frugal refreshment policy. First thing last Monday morning, 30 cups of Chock Full O'Nuts coffee and two giant bags of donuts arrived with Jeff's best wishes. Hey, suppose we do another article on Jeff, only this time mentioning something about money? . . . Not so long ago, an "Insights . . ." article dealt with singer/songwriters who were recognized as major artists only after some other artist recorded their work. One creator, it was pointed out, seemed to be on the verge of this kind of recognition. That was David Ackles. After two moderately successful (in the commercial sense) LPs, it looks like David's time may be at hand. Harry Belafonte performed David's "Subway To The Country" on the Belafonte/Lena Horne TV special two weeks ago. And, it's reported that Belafonte will probably record the song. It would be great if this initial exposurehipped other artists to the excellence of David's songs.

A group which we reported on a few months back, The Enchanted Forest, a female rock band, are currently on tour with suspected progenitor Mr. Tiny Tim. The Forest just finished a week's stand in Pittsburgh. They are now in Florida for one night stands in Tampa and Orlando, followed by a two-week solo flight at "She" in Fort Lauderdale. The girls will be back in the NYC area thereafter to do a week with Tiny at the San-Su-San in Mineola . . . Bob Miller of Morty Wax's office reports very heavy FM airplay in NY for Firebird's Natural Gas LP, Janus' illustration and Charlie Brown's "Up From Georgia" album on Polydor. Wax will also be handling Vinnie Bell's "Airport" theme . . . "Impressions," a new weekly meet concerned with news, business, sports, music, theatre, media, and general interest features for New Yorkers hits 950 NYC newsstands on April 8th . . . Eddy Arnold opens at the International in Vegas for a fortnight on July 27th, the singer's first visit to the green felt jungle since '55 . . .

OLLYWOOD (Con't from p 44)

Speaking of quality, Atlantic has re-released Shel Silverstein's very first recorded attempt at singing (he's still learning) as "Inside Shel Silverstein." Since the LP's original release in 1962, Shel has gone on to better things, including writing the rammy-winning "Boy Named Sue," but in our humble opinion, Shel's best work to date is on this album. When it first came out, there were few stations that could fit it into their formats. Now, of course, we have progressive FM'ers, and those FM'ers that really are progressive (as opposed to being slick-hip) have already started to get with this set. "The Unicorn" is here in all its glory, as is "Boa Constrictor," "25 Minutes To Go" (done as a straight tune by the Brothers Four or somebody like that) and "The Slither-Dee." Our favorite is "You're Always Welcome At Our House" (and why Decca couldn't break the recent Sunny Monday version of that tune we'll never understand) which shows Shel at his macabre best.

Allan Rinde

Producer's Profile



DENNIS LAMBERT/BRIAN POTTER

Finding a songwriting partner has been compared by many writers to finding the perfect marriage partner. Some mergers are good for one hit, or several hits over a year or so, while other combos just go on and on indefinitely (with an occasional bit of infidelity). Dennis Lambert and Brian Potter aren't quite sure of the long term results of their 'marriage' yet, but seeing as how it was a very long engagement, they both have high hopes.

The duo, who not only write together but also produce together, are currently holding down the post of A&R directors for Talent Associates Records. They've already produced one major success, "One Tin Soldier" by the Original Caste and came very close with the debut disk of the Country Store. Now, the new Original Caste release, "Mister Monday," looks likely to easily top "Soldier."

American-born Dennis started out with F.G.G. Productions in its heyday, and found it an ideal place to learn the business. He clefted his first hit with Lou Courtney, "Ain't It The Truth," which Mary Wells picked as one of her early post-Motown 'decks. Shelby Singleton brought him to Mercury Records, where he wrote "I Dig You Baby," which proved a mild success for Loraine Ellison and then turned into a major hit for Jerry Butler. And he also made a contribution to the then-current English invasion by writing "Do The Freddie" for Freddie & The Dreamers.

Brian, an Englishman, had started his musical life as a drummer for a

series of non-descript groups. The quality of songs coming out of the U.K. in those days was not particularly high (being before the coming of Lennon-McCartney) and Brian soon found himself bored by the songs he was recording and playing. So, naturally, he decided to start writing himself. Brian's first break was an early Small Faces hit, "What You Gonna Do About It."

Lionel Bart tapped Brian to run his publishing firm in London, which he did until Atlantic came along in 1966 and gave him an indie label of his own. Dennis had already passed in and out of Brian's life, and although the pair wanted to get together, the U.S. Army claimed Dennis from 1966 to 1968. When Dennis got out, he rejoined Don Costa, who had just started a new operation on the coast. Then came TA, which offered the pair a chance to be close to the TV and movie scene, which the label's parent firm is heavily involved in.

So far, Dennis and Brian have been cutting their artists on their own material, "but only," says Dennis, "because it's better than what we've been offered. It's hard to get good service when you're first starting out, because publishers naturally hold back their best material to show to name artists and producers. Now that we're beginning to happen, we'll start seeing all the good stuff."

Lambert's next step was to join Don Costa and Teddy Randazzo's South Mountain Music, where he wrote "Up & Down" for the McCoys. In late 1965, Dennis went to England to cut the Nashville Teens, who'd just had a major success with "Tobacco Road," and that's when he first met Brian.

Dennis and Brian are normally singles-oriented producers, but are open to exceptions. Currently, they are cutting albums only when the act has built up an audience through singles exposure. "We can't afford to be too ambitious," said Lambert.

In addition to the Original Caste and the Country Store, acts signed to the Bell-distributed label included Eden Kane, Malcolm Hayes, Morning Rain and Master's Children.

AIRPLANE OVERHAULED

Joey Covington will replace Spencer Dryden as drummer for the Jefferson Airplane. Covington has been drumming with Hot Tuna, as well as Jack & Jorma (both offshoots of the Plane) and now makes a clean sweep. The recently-married Dryden wants to get involved in film-making and writing. Jack and Jorma's first album for RCA will be out soon, hopefully, and Hot Tuna might get around to recording one of these days.

KALEIDOSCOPE CHANGING

Actually, Kaleidoscope changed a few months ago, but they're just getting it together now. The highly-praised Epic group is now a sextet and has settled into "a musical approach that fruitfully explores the widening confluence of rock and jazz, while still retaining Kaleidoscope's ongoing preoccupation with interesting and unusual rhythms and instrumental textures" New vocalist is Jeff Kaplan. The group has been pooling its talents with Brenda Patterson, a Memphis-based singer, also on Epic, for in person gigs.

BREAKFAST AT ONTRA'S

It's seldom you find us out before 10 a.m., but the idea of a breakfast party, to be held at Ontra's Cafeteria on Vine St., was too unusual to pass up. The party, arranged by Grelun Landon, RCA's Coast publicist, served as a press and hip community introduction to John Denver, former member of the Mitchell Trio, who's been out on his own long enough to have two albums. The latest, "Take Me To Tomorrow," has just spawned a single "Isabel" b/w "Follow Me."

ETCETERA ETCETERA

B.B. King makes his Las Vegas debut at Caesar's Palace on April 10, for two weeks . . . Tim Buckley opens at the Troubadour . . . Sha Na Na will be at the Whisky, and though I'd love to see them, I'll be visiting their spawning ground . . . I'll also miss the opening of Sonny & Cher at the Century Plaza's Westside Room, but I'll be back in time to catch Sammy Davis Jr. open the Now Grove on April 10 . . . I'll also be missing the Moody Blues concert at Long Beach, which will also feature Poco introducing some material from their just-finished 2nd album for Epic, not to mention the Steve Miller Band.

STRAIGHT FOOTNOTES

Bob Levinson, of Litrov/Levinson PR, presented the music segment of the Annual Symposium on Arts & Humanities at the California Museum of Science and Industry . . . Roger Bacon has merged his publicity firm with Jim Flood & Associates, becoming one of the associates specializing in the music field.

ALTERNATIVE MEDIA

Two more record companies have started their own newsletters. Capitol has Naturally, under the editorship of Liza Williams, a PR staffer and columnist for the Free Press as well. First issue is already on the stands (or lost in the mail). Mercury is planning a paper, to be called Plain Brown Wrapper, which will follow the format of an earlier Mercury newsletter in dealing with the comings and goings of writers and other low lifes, in addition to rapping about the acts.

DAVID RIDES AGAIN

Bob Mersey, former Columbia A&R producer, is trying to force the label to release a "Johnny Mathis Sings The Music Of Bert Kaempfert" album he cut in Germany a year ago. The LP is out on CBS in Europe and Mersey is mailing copies of that version to radio stations and getting a very good response.



C&W Academy Unveils Nominations

LOS ANGELES—Nominations for its fifth annual set of awards were revealed last week by the Academy of Country & Western Music. The nominations were announced in 21 categories of competition. Merle Haggard leads with 6 nominations, including Song of the Year, Single of the Year, Album of the Year and Top Male vocalist. The Capitol Records artist was followed by Johnny Cash and Billy Mize, both of whom received five nominations. Glen Campbell was nominated in four categories, and Tammy Wynette, leading all other female nominees, was nominated in three categories. Capitol scored eighteen nominations in the major categories to lead all labels. Columbia was runner-up with seven, followed by RCA with six, Imperial with five and Epic with three. Three Haggard nominations stem from his "Okie From Muskogee." Joe South's multiple Grammy Award Winner, "Games People Play," meanwhile, nabbed a pair of nominations, one for South as writer and the other for Freddy Weller's record version. Elvis Presley had a lone nomination, his "Don't Cry Daddy," which is up for Single of the Year.

The list of finalists stems from preliminary balloting by the Academy's more than 1,100 members. Awards ballots were mailed on Friday, March 27, with voting deadline Wednesday, April 8. Results of the secret vote will be revealed at the awards presentation on Monday, April 13, at the Hollywood Palladium. Billboard is executive producer. Special awards and honors voted by the Academy's board of directors also will be announced that night. Following is a list of categories and finalists:

Song of the Year, Composer's Award—"A Boy Named Sue," Shel Silverstein; "Games People Play," Joe South; "Make It Rain," Billy Mize; "Okie From Muskogee," Merle Haggard; "Try A Little Kindness," Curt Sapaugh and Bobby Austin.

Single Record of the Year, Artist's Award—"A Boy Named Sue," Johnny Cash; "Don't Cry, Daddy," Elvis Presley; "Games People Play," Freddy Weller; "Make It Rain," Billy Mize; "Okie From Muskogee," Merle Haggard; "Stand By Your Man," Tammy Wynette; "Try A Little Kindness," Glen Campbell.

Album of the Year—"Best Of Charley Pride": "Glen Campbell Live"; "Johnny Cash At Folsom Prison"; "Okie From Muskogee," Merle Haggard; "Tammy Wynette's Greatest Hits."

Top Male Vocalist of the Year—Glen Campbell, Johnny Cash, Merle Haggard, Billy Mize, Charley Pride.

Top Female Vocalist of the Year—Lynn Anderson, Bobbie Gentry, Judy Lynn, Loretta Lynn, Connie Smith, Cathy Taylor, Dolly Parton, Tammy Wynette.

Subdistrib Contest Intros Capitol's March-April Product

HOLLYWOOD, CALIF. — Capitol Records has introduced its March and April country product through a merchandising contest for record and tape subdistributors and their sales representatives.

For every 50 record and tapes ordered, the subdistributor will be awarded 1,000 points. These points, which can be accumulated, are comparable to stamps. The points can be used to order a wide range of prizes from a special catalog developed for the contest. The prizes include clothing, appliances, sporting goods, jewelry and home furnishings.

Capitol artists in the special merchandising program include Buck Owens, Susan Raye, the Buckaroos, Jean Shepard, Buddy Alan, Wynn Stewart, the Hagers, Merle Haggard's Strangers and Billie Jo Spears.

TV Personality of the Year—Glen Campbell, Johnny Cash, Roy Clark, Merle Haggard, Billy Mize.

Most Promising Male Vocalist of the Year—Buddy Alan, Cliff Crofford, Norm Forest, Eddie Fukano, Mayf Nutter, Ronnie Sessions, Freddy Weller.

Most Promising Female Vocalist of the Year—Donna Fargo, Peggy Little, Linda Manning, Susan Raye, Judy West.

Band Of The Year—Tony Booth Band, Gene Davis' Star Rooters, Merle Haggard's Strangers, Judy Lynn Band, Billy Mize's Tennesseans, Buck Owens' Buckaroos.

Top Vocal Group of the Year—Carter Family, Chaparral Brothers, the Hagers, the Kimberlies, LeGarde Twins, Johnny and Jonie Mosby.

Top Country Comedians—Archie Campbell, Roy Clark, George Lindsey, Junior Samples, Bill Targot, Sheb Wooley (Ben Colder).

Radio Personality of the Year—Eddie Briggs, Biff Colley, Dick Haynes, Bob Jackson, Hugh Jarrett, Corky Mayberry, Charlie Williams.

All-Star Country Band—Lead Guitar: Phil Baugh, Al Bruno, Jimmy Bryant, James Burton, Roy Clark, Roy Nichols, Don Rich, Rhythm Guitar: Johnny Bond, Al Casey, Gene Davis, Jerry Innman, Glen Keener, Billy Mize; Steel Guitar: Noel Boggs, Johnny Davis, Eddie Emmons, Norman Hamlet, J.D. Mannes, Red Rhodes, Skeeter Stultz; Piano: Earl Ball, Jr., Floyd Cramer, Clyde Griffin, Glen Harden, Jerry Lee Lewis; Drums: Biff Adams, Muddy Berry, Archie Francis, Junior Nichols, Jerry Wiggins; Bass: Dale Bennett, Dee Ford, Billy Graham, Doyle Holly, Red Wooten; Fiddle: Billy Armstrong, Karl Kopner, Bobby Hicks, Gordon Terry, Bob Willis.

Specialty: Johnny Cash, Cliff Crofford, John Hartford, Bob Jackson, Smokey Rogers, Karl Walden.

Country Night Club: Foothill Club, Golden Nuggett, Mr. Lucky's, Nashville West, Palomino Club.

Jim Reeves Award

The Academy has established a Jim Reeves memorial award, which will be presented for the first time at the 5th annual awards presentation.

Honoring the late artist whose songs are perennial best-sellers, the Academy Board of directors will vote it to the person who makes the greatest contribution to country music internationally each year, according to Academy president Johnny Bond.

'Hee Haw' Selects Singers From CB Charts

NEW YORK—CBS-TV's "Hee Haw" selects the singers who will appear on the show from the Cash Box country charts. Many artists are taped for the show in Nashville, and the tapes are edited in California to produce the finished "Hee Haw."



ON TOP OF THE WORLD—Charley Pride seems to be a man who has everything. He's shown here with two of his major reasons for happiness, his RIAA Gold Album award for his RCA LP, "The Best Of Charley Pride" and his wife, Roxanne. He received the award while breaking a Monday night attendance record which had been set by the Beatles at Houston's Astrodome.



Picks of the Week

CONWAY TWITTY (Decca 32661)

Hello Darlin' (2:25) (Twitty Bird, BMI — Twitty)

Conway Twitty's bound to chalk up another hit with "Hello Darlin'." Song has a real potent sound, and Twitty's vocalizing will please his numerous fans. Flip: "Girl At The Bar." (2:32) (Twitty Bird, BMI — Twitty)

JOHN WESLEY RYLES I (Columbia 45119)

I've Just Been Wasting My Time (2:34) (Hall-Clement, BMI — Foster, Rice)

John Wesley Ryles has got hold of a real good tune, and he puts it across in fine style. "I've Just Been Wasting My Time" is highly contagious and should catch on in short order. Flip: "The House On The Hill" (2:40) (Moss Rose, Batir, BMI — Bozeman)

JOHNNY DUNCAN (Columbia 45124)

You're Gonna Need A Man (2:40) (Detail, BMI — Goldsboro)

This absorbing number should do very good things for Johnny Duncan. "You're Gonna Need A Man" is a strong romancer that shapes up as chart material. Flip: "Long Tall Drawn Out Day" (3:17) (Rolling Meadows, Trinity, ASCAP — Patton)

LESTER FLATT (Columbia 45122)

Rueben James (2:47) (Unart, BMI — Harvey, Etris)

This song bears no relation to Woody Guthrie's "The Sinking Of The Rueben James." Here, Reuben James is a black sharecropper who befriends a white orphan. Lester Flatt, in his first single since he split with Earl Scruggs, has a fine item on his hands, and his distinctive voice could well carry the deck onto the charts. No flip information available at this time.

Best Bets

BOBBY LORD (Decca 32657)

You And Me Against The World (2:57)

(Contention, SESAC-Harris) Bobby Lord could grab spins with this blues-toned ode about a marriage gone flat. Scan it. Flip: "Something Real" (Contention, SESAC-Harris)

ARLENE HARDEN (Columbia 45120)

Lovin' Man (2:47) (Acuff Rose, BMI-Orbison, Dees)

Arlene's latest has a strong pop flavor. Could do nicely for her. Flip: "My World Walked Away With A Blond" (2:23) (Wilderness, BMI-Howard)

BILL GOODWIN (MTA 182)

Arkansas Soul (3:40) (Hill & Range, Blue Crest, BMI-Owens, Shafer)

Ditty about a forbidden love that turns out not to be forbidden after all may go places. Try it. Flip: "Shoes Of A Fool" (1:59) (Tree, BMI-Day)

AL BAIN (Chart 5063)

Water And The Wine (2:28) (Peach, SESAC-Bulla)

A man torn between his wife and wild women chooses his wife in the end. Could go over. Flip: "Don't Trouble Trouble" (2:40) (Acclaim, BMI-McAlpin)

MARGARET BRIXEY (Decca 32662)

Before Charlie (2:34) (Stallion, BMI-Anderson)

Margaret Brixey sings nicely on this outing. Might do something. Flip: "Captain Rosie" (3:44) (Ernest Tubb, BMI-Brown)

GEORGE RIDDLE (Musicor 1397)

When I'm Not With You (2:35) (Glad, BMI-Montgomery)

George Riddle may see action with this feelingful romance ode. Eye it. Flip: "Relief Is Just A Swallow Away" (2:14) (Raydee, SESAC-Noach, Doyle)

BUDDY LANDON (Paula 1222)

Does He Wonder Where You Are? (2:03) (Lenny, ASCAP—Dean, Landon)

Buddy Landon sings effectively on this one. Might go places. Flip: "Broken Heart U. S. A." (2:00) (Lenny, Claridge, ASCAP — Landon)

BOB WOOD (Pixie 3)

Gonna Look Down (2:30) (Lil Imps, BMI-Wood)

Bouncy number with thought-provoking lyrics could make noise. Scan it. Flip: "Hold Back The Night" (3:14) (Lil Imps, BMI-Wood)



ROMPIN' & STOMPIN'

— Buckaroos — Capitol ST 440

The four Buckaroos romp and stomp with verve and vitality on their latest album, and they should get a fair number of people tapping their toes along in time to the beat of their infectious music. Don Rich, Doyle Holly, Jerry Wiggins and Dandy Doyle Singer are all good musicians, and they've come up with a set that showcases their talents to advantage. Keep tabs on this one.



Funny Way to Start a Love Song.



But that's the way David Houston starts "I Do My Swinging At Home." Drinking.

And from the first line on, you know you're into a different kind of David Houston. Still mellow and smooth. But kind of funky, too. Like a double bourbon-neat. As they say in the record business, "We've really got a shot with this one." Sure do. Hundred proof.

**"I Do My Swinging
At Home."**

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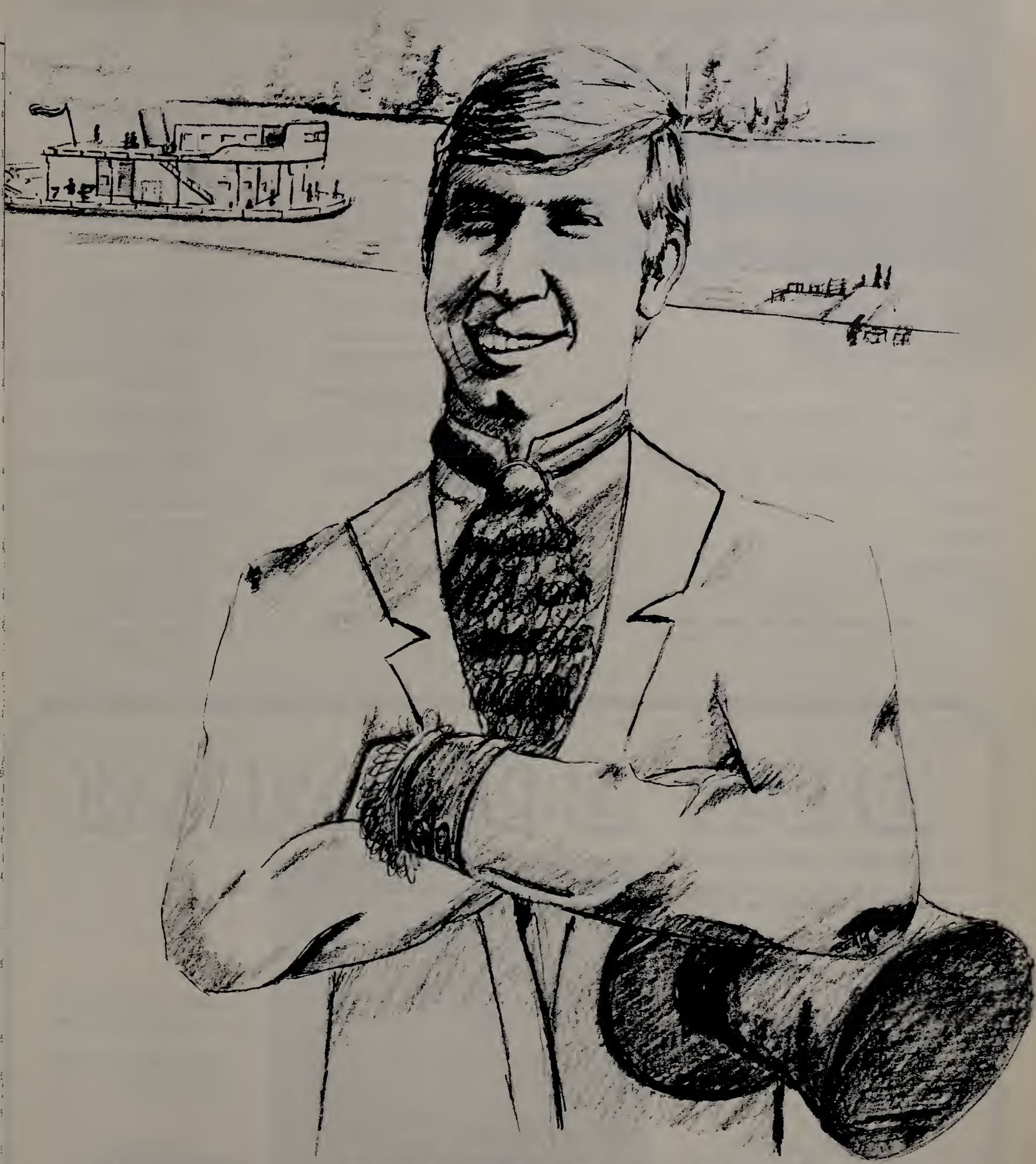
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CashBox Country Top 60

- 1 **ONCE MORE WITH FEELING**
(Combine — BMI) 1
Jerry Lee Lewis (Smash 2257)
- 2 **TENNESSEE BIRD WALK**
(Black Bay — BMI) 3
Jack Blanchard & Misty Morgan (Wayside 010)
- 3 **MY WOMAN, MY WOMAN
MY WIFE**
(Mariposa — BMI) 5
Marty Robbins (Columbia 45091)
- 4 **IS ANYBODY GOIN' TO
SAN ANTONIO**
(Tree — BMI) 7
Charley Pride (RCA 9806)
- 5 **THE FIGHTIN' SIDE OF ME**
(Blue Book — BMI) 4
Merle Haggard & The Strangers
(Capitol 2719)
- 6 **I'LL SEE HIM THROUGH**
(Al Gallico — BMI) 2
Tammy Wynette (Epic 10571)
- 7 **HONEY COME BACK**
(Jobete — BMI) 6
Glen Campbell (Capitol 2718)
- 8 **OCCASIONAL WIFE**
(Hartack/Reneau — BMI) 8
Faron Young (Mercury 73018)
- 9 **I KNOW HOW**
(Sure-Fire — BMI) 15
Loretta Lynn (Decca 32637)
- 10 **YOU WOULDN'T KNOW LOVE**
(Tree — BMI) 13
Ray Price (Columbia 45095)
- 11 **ALL I HAVE TO DO IS DREAM**
(House of Bryant — BMI) 12
Glen Campbell & Bobbie Gentry (Capitol 2745)
- 12 **COUNTRY GIRL**
(Shelby Singleton — BMI) 9
Jeannie C. Riley (Plantation 44)
- 13 **THE POOL SHARK**
(Newkeys — BMI) 21
Dave Dudley (Mercury 73029)
- 14 **IF I WERE A CARPENTER**
(Faithful Virtue — BMI) 10
Johnny Cash & June Carter (Columbia 45064)
- 15 **LOVE IS A
SOMETIMES THING**
(Stallion — BMI) 19
Bill Anderson (Decca 32643)
- 16 **TOMORROW IS FOREVER**
(Dweper — BMI) 14
Porter Wagoner & Dolly Parton (RCA 9799)
- 17 **IT'S JUST A MATTER OF TIME**
(Eden — BMI) 11
Sonny James (Capitol 2700)
- 18 **I WALKED OUT ON HEAVEN**
(Minstrel — BMI) 24
Hank Williams, Jr. (MGM 14107)
- 19 **WE'RE GONNA GET TOGETHER**
(Blue Book — BMI) 16
Buck Owens & Susan Raye (Capitol 2731)
- 20 **RUNNIN' BARE**
(Yonah — BMI) 30
Jim Nesbitt (Chart 5052)
- 21 **WHERE GRASS WON'T GROW**
(Glad — BMI) 27
George Jones (Musicor 1392)
- 22 **NORTHEAST ARKANSAS
MISSISSIPPI COUNTRY
BOOTLEGGERS**
(Tree — BMI) 17
Kenny Price (RCA 9792)
- 23 **KENTUCKY RAIN**
(Elvis Presley — S-P-R) 22
Elvis Presley (RCA 9791)
- 24 **LORD IS THAT ME**
(Blue Crest — BMI) 26
Jack Greene (Decca 32631)
- 25 **A LOVER'S QUESTION**
(Progressive/Eden — BMI) 18
Del Reeves & The Goodtime Charlies
(U.A. 50622)
- 26 **MAMA, I WON'T BE
WEARING A RING**
(Hill & Range/Blue Crest — BMI) 29
Peggy Little (Dot 17338)
- 27 **DON'T TAKE
ALL YOUR LOVING**
(Acuff-Rose — BMI) 36
Don Gibson (Hickory 1559)
- 28 **MY ELUSIVE DREAMS**
(Tree — BMI) 31
Bobby Vinton (Epic 10576)
- 29 **STAY THERE
TILL I GET THERE**
(Al Gallico — BMI) 37
Lynn Anderson (Columbia 45101)
- 30 **LITTLE BOY'S PRAYER**
(Sawgrass — BMI) 34
Porter Wagoner (RCA 9811)
- 31 **YOU GOTTA HAVE A LICENSE**
(Central Songs — BMI) 3
Porter Wagoner (RCA 9802)
- 32 **LOVE HUNGRY**
(Page Boy — SESAC) 4
Warner Mack (Decca 32646)
- 33 **THE CHICAGO STORY**
(Newkeys — BMI) 3
Jimmy Snyder (Wayside 009)
- 34 **SOUL DEEP**
(Earl Barton — BMI) 3
Eddy Arnold (RCA 9801)
- 35 **PULL MY STRING AND
WIND ME UP**
(Milene — ASCAP) 3
Carl Smith (Columbia 45086)
- 36 **I KNOW YOU'RE MARRIED
BUT I LOVE YOU STILL**
(Lois — BMI) 4
Red Sovine (Starday 889)
- 37 **TALK ABOUT
THE GOOD TIMES**
(Vector — BMI) 3
Jerry Reed (RCA 9804)
- 38 **ROCK ISLAND LINE**
(Hi-Lo — BMI) 2
Johnny Cash (Sun 1111)
- 39 **THIRD WORLD**
(Melrose — ASCAP) 4
Johnny & Jonie Mosby (Capitol 2730)
- 40 **A GIRL WHO'LL
SATISFY HER MAN**
(Champion — BMI) 4
Barbara Fairchild (Columbia 45063)
- 41 **DARLING DAYS**
(Blue Crest — BMI) 4
Billy Walker (Monument 1189)
- 42 **I'VE BEEN EVERYWHERE**
(Hill & Range — BMI) 2
Lynn Anderson (Chart 5053)
- 43 **THE TOM GREEN
COUNTY FAIR**
(Newkeys — BMI) 4
Roger Miller (Smash 2258)
- 44 **WELFARE CADILAC**
(Bull Fighter — BMI) 2
Guy Drake (Royal American 1)
- 45 **ROCK ME BACK
TO LITTLE ROCK**
(Wilderness — BMI) 5
Jan Howard (Decca 32636)
- 46 **THEN HE TOUCHED ME**
(Al Gallico — BMI) 2
Jean Shepard (Capitol 2694)
- 47 **PICKIN' WILD
MOUNTAIN BERRIES**
(Crazy Cajun — BMI) 1
Lawanda Lindsey & Kenny Vernon (Chart 5055)
- 48 **WAX MUSEUM**
(Due-Mirl — ASCAP) 5
Dave Peel (Chart 5054)
- 49 **SHE'S HUNGRY AGAIN**
(Cedarwood — BMI) 6
Bill Phillips (Decca 32638)
- 50 **CHARLIE BROWN**
(Tiger — BMI) 4
Compton Brothers (Dot 17336)
- 51 **I DO MY SWINGING
AT HOME**
(Algee — BMI) 5
David Houston (Epic 10596)
- 52 **ONCE MORE WITH FEELING**
(Glen Campbell — BMI) 5
Willie Nelson (RCA 9798)
- 53 **MY LOVE**
(Duchess — BMI) 5
Sonny James (Capitol 2782)
- 54 **MARRY ME**
(Jewel — ASCAP) 5
Ron Lowery (Republic 1409)
- 55 **JULY 12, 1939**
(Al Gallico — BMI) 5
Charlie Rich (Epic 10585)
- 56 **A WOMAN LIVES FOR LOVE**
(Al Gallico — BMI) 5
Wanda Jackson (Capitol 2761)
- 57 **SHOESHINE MAN**
(Newkeys — BMI) 5
Tom T. Hall (Mercury)
- 58 **PLEASE BE MY NEW LOVE**
(Tree — BMI) 5
Jeannie Seely (Decca 32638)
- 59 **RISE AND SHINE**
(Cedarwood — BMI) 6
Tommy Cash (Epic 10590)
- 60 **LILACS AND FIRE**
(Window — BMI) 6
George Morgan (Stop 365)
- 61 **LONG LONESOME HIGHWAY**
Michael Parks (MGM 14104)
- 62 **GETTIN' BACK TO NORMA**
Bob Luman (Epic 10581)
- 63 **THE CLEANEST MAN IN CINCINNATI**
Claude Grey (Decca 32648)
- 64 **LITTLE BIT LATE**
Lewis Wickham (Starday 888)
- 65 **IT AIN'T NO BIG THING**
Mills Bros. (Dot 17321)



BUDDY ALAN
DOWN IN NEW ORLEANS

Capitol Number 2784

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CashBox Top Country Albums

- | | | | | | |
|----|---|----|----|---|---|
| 1 | OKIE FROM MUSKOGEE
Merle Haggard (Capitol ST 384) | 2 | 16 | THE FAIREST OF THEM ALL
Dolly Parton (RCA LSP 4288) | 1 |
| 2 | HELLO, I'M JOHNNY CASH
(Columbia KCS 9943) | 1 | 17 | STORY SONGS OF THE TRAINS AND RIVERS
Johnny Cash (Sun 104) | 1 |
| 3 | JUST PLAIN CHARLEY
Charley Pride (RCA LSP 4290) | 5 | 18 | YOU GOT-TA HAVE A LICENSE
Porter Wagoner (RCA LSP 4286) | 1 |
| 4 | TRY A LITTLE KINDNESS
Glen Campbell (Capitol SW 389) | 4 | 19 | COOKIN'
Jerry Reed (RCA LSP 4293) | 2 |
| 5 | HERE'S LORETTA SINGING, WINGS UPON YOUR HORNS
Loretta Lynn (Decca DL 75163) | 6 | 20 | MEL TILLIS' GREATEST HITS
Kapp (KS 3589) | 1 |
| 6 | THE BEST OF CHARLEY PRIDE
(RCA LSP 4223) | 3 | 21 | HAUNTED HOUSE CHARLIE BROWN
Compton Brothers (Dot 25974) | 2 |
| 7 | THE WAYS TO LOVE A MAN
Tammy Wynette (Epic BN 26519) | 9 | 22 | UPTOWN COUNTRY GIRL
Lynn Anderson (Chart CH 1028) | 2 |
| 8 | TO SEE MY ANGEL CRY
Conway Twitty (Decca DL 75172) | 10 | 23 | COUNTRY MOOG/SWITCHED 2 ON NASHVILLE
Gil Trythall (Athena 6003) | 2 |
| 9 | SHE EVEN WOKE ME UP TO SAY GOODBYE
Jerry Lee Lewis (Smash SRS 67128) | 7 | 24 | HANK WILLIAMS, JR. GREATEST HITS
(MGM SE 4656) | 2 |
| 10 | WHERE GRASS WON'T GROW
George Jones (Musicor MS 3181) | 12 | 25 | TAMMY'S GREATEST HITS
Tammy Wynette (Epic BN 26486) | 2 |
| 11 | THE GOLDEN CREAM OF THE COUNTRY
Jerry Lee Lewis (Sun 108) | 8 | 26 | I'LL STILL BE MISSING YOU
Warner Mack (Decca DL 75165) | 2 |
| 12 | HOMECOMING
Tom T. Hall (Mercury SR 61247) | 14 | 27 | MOVIN' ON
Danny Davis & Nashville Brass (RCA LSP 4232) | 2 |
| 13 | JACK GREEN & JEANNIE SEELY
(Decca DL 75171) | 13 | 28 | LITTLE BOY SAD
Bill Phillips (Decca DL 75182) | 3 |
| 14 | WAYLON
Waylon Jennings (RCA LSP 4260) | 15 | 29 | BIG DADDY DEL
Del Reeves (United Artists UAS 6733) | 2 |
| 15 | IT'S JUST A MATTER OF TIME
Sonny James (Capitol ST 432) | 17 | 30 | JOHNNY CASH AT SAN QUENTIN
(Columbia CS 9827) | 2 |

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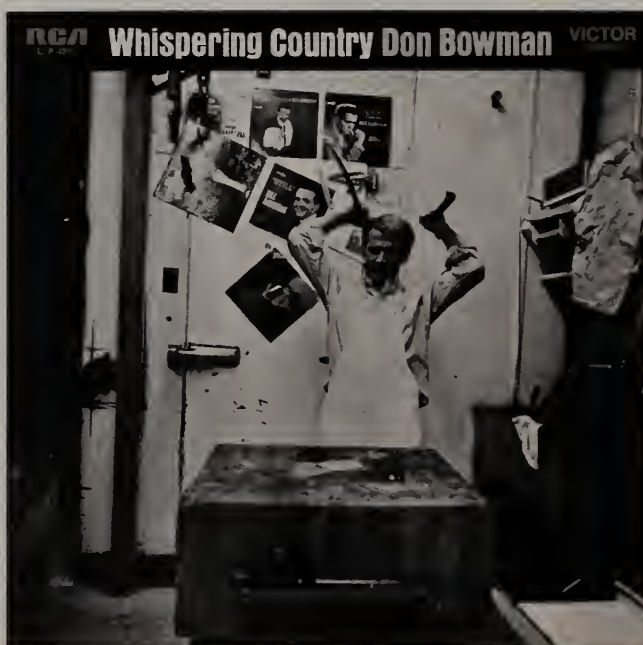
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"BAD WEED"

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EDITORIAL:

OPENING UP

The simple fact that the majority of operators today are carrying a tremendous, almost excessive debt to their distributors or local factoring houses, a debt built through the necessary but costly purchase of adequate, route equipment has raised many a bankers eyebrow and shut the vault on many an operator over the years. To be sure, the value of coin machine "paper" to local banks and finance firms varies considerably from town to town, country to country, state to state. Some metropolitan areas offer credit verging on carte blanche to operators interested in updating the route, based upon past performance of that local industry to make the debt good in the time allotted. Other regions find operators hard-pressed to raise finance at suitable interest from anyone but their territorial distributing organizations, and from these principally because their franchise agreement with a national machine factory allows their dealing with virtually any banking house in the nation. Therefore, it is not unusual that the average operator looks to his distributor to provide financing for the machines he buys. It is also apparent that the choice of music and amusement machines he buys is greatly determined by his credit standing at a given distributing organization, in many cases, more so than the quality and brand preference he attaches to a particular make of machine.

But there's always two sides to every coin and an operator leaves himself wide open to exorbitant interest rates from some distributors if he spreads paper all over town. A distributor who takes advantage of an operator who's spread so thin by robbing from Peter to give to Paul encourages such irresponsible finagling and should be prepared to take the consequences when he's hung for the debt.

What is desirable and actually necessary in today's sophisticated business world is an updating of every operator's accounting methods. Many operators keep close tabs on their books. They know what they can spend, how much they can safely borrow and still show a profit, how to adequately depreciate their equipment over the short or long term and thereby take advantage of all the financial benefits available to plot a consistent picture of profitable growth. Sadly, many of our operators are as sophisticated about their bookkeeping as the dirty deck of IOU's in their pockets. It is to this segment of the trade that we plead for closer attention to and scrutiny of their receipts and expenditures.

Most operating firms use the services of an accountant but how many of those accountants are close enough to help the operator plot the proper course of financial activity. How many bother to detail their current liabilities, term liabilities, current assets, capital,

FAMA—FAMC—JOINT CONVENTION COULD SPARK ASSN. MERGER

TREASURE ISLAND — A joint convention of the Florida Amusement & Music Assn. and the Florida Automatic Merchandising Council will be held at the Hotel Plaza in Miami Beach May 8-10.

The joint meeting may provide the impetus for an eventual merger between the two organizations, according to FAMA president Jim Tolisano. "It looks good," Tolisano says, discussing the prospects for a merger.

Tolisano cites common goals and problems as primary reasons for the joint convention. "If you look at the situation intelligently," he says, "it pays to get together."

The two organizations have held a few meetings and "saw eye-to-eye on a lot of things." FAMA membership outnumbers FAMC by about three to one, but the vendors generally maintain much larger operations.

Membership in the organizations has overlapped somewhat as the vending "big boys" have continued to enter the phonograph and amusement business and as small operators have included vending machines in their route operations.

Problems that face both coin machine and vending people include break-ins and discriminatory taxes, such as sales and licensing taxes, on state and federal levels.

According to Tolisano, an upgrading of service schools would be a major benefit resulting from co-operative efforts. "We need a concerted effort to have intelligently run service schools that are needed so badly," he maintains.

At present the service school effort is shouldered almost entirely by the major jukebox manufacturers. Tolisano would like to see joint service schools established for both coin machine and vending mechanics on a national basis.

The principal argument against a merger Tolisano expects, will be from



JIM TOLISANO

"Shortsighted" operators who might complain that coin machine people would have to pay a disproportionate share of dues.

But Tolisano contends this problem and a few other "minor" arguments can be settled. He hopes that such problems can be ironed out in part at that convention, where every manufacturer of coin and vending machines is expected to be represented.

Tolisano, a 37-year veteran of the coin machine business, has by no means pursued his efforts for co-operative ventures solely in Florida.

"When I was MOA president," he explains, "I tried to get all segments of the industry together for a joint meeting in 1968." "I look forward," he concludes, "to the possibility of an eventual merger nationally as well as on a statewide basis."

It is expected that both coin machine and vending people throughout the nation will pay close attention to the convention in Miami and carefully consider its implications for future co-operation between the industries.

WESTCHESTER OPS. ATTEND WMS. CLASS

PEEKSKILL — Albert Simon, Inc., New York distributor for Williams Electronics Inc., was host for a Williams service school at the Columbus Club here March 6 and 7.

The two-day session was taught by Williams service manager Lenny Nakielny. About 15-20 people attended each day, including operators, distributors and mechanics.

Representing Simon, Inc. were salesman Larry Kaufman and Dick Carlin. Operators present included Marvin and William Feller of Westchester Novelty

& Music Co., Inc. (Peekskill) and Al Kress of Cortlandt Amusement Machines, Inc.

The school emphasized the components of the Williams "United Epsilon" shuffle game and "Set-Up," a single player pinball game. Nakielny devoted the first day primarily to theory and the second mainly to practical techniques. He began by explaining the schematics of the machines, reserving the second day for the mechanical procedures necessary for servicing the Williams games.

cash, chart the course in depreciation, let the operator know the right time to buy a new phonograph or table—even when he might not need one—or refrain from incurring further debt, even when the impulse to snap up a new location might be irresistible.

And here's a real crusher! How many operators are willing to show their distributors their annual statements, even when it might generously raise their credit and substantially lower the interest. Too much secrecy clouds the coin machine industry's books, what books exist. It's traditional, it's "safe," it's also ridiculous if "baring your financial soul" could help you out of a financial hole.

British Operator Visits Stateside Trade

NEW YORK — Mickael Beckett, the chairman of one of the United Kingdom's largest music and games operating organizations, completed a five-day, whirlwind visit to key coin centers in the United States last week. Chairman of Mickael Beckett Ltd. and overseer of more than 6,000 locations throughout England, Scotland and Wales, Beckett made his first trip to the states to, as he put it, "exchange ideas with trade people in America."

Henry Leyser, president of A.C.A. Sales and Service (Oakland) hosted Beckett during the trip, which took them to San Francisco, Los Angeles, Las Vegas and New York before departing for home Tues. evening, Mar. 24. The two operators originally met some three years ago at a British trade show, and have since built up a good business relationship. Beckett's purchase of a number of reconditioned music and amusement devices from A.C.A.'s Los Angeles branch was also completed during his stay.

Before departing, Beckett spelled out his first impressions of the American coin industry indicating the differences and similarities in operating techniques here and abroad.

While the pure amusement game is an important factor in the British industry, Beckett declared that the pay-out games decidedly earn the highest gross collections. The stringent gaming license increases, instituted in the United Kingdom in 1968, have hurt many operators in that sector, some severely, he declared. He admitted, however, that the heavy gaming fees and the appointment of Gaming Board Inspectors to enforce the new regulations had at least one beneficial effect:

"To some extent, the established operators have welcomed these measures," Beckett said. "Beforehand,



MICKAEAL BECKETT

there was very little control over this sector of the business and the public was rather skeptical about these machines and the people who operated them. You had all sorts of people outside the regular trade getting into this, putting machines everywhere. The new regulations have brought effective control to the industry and given it back to the full time, responsible and professional operator. In addition, in its peculiar way, it has 'legitimized' the industry in the eyes of the public, in as much as they have learned gaming operation is a costly business to maintain and a professional is needed to earn a profit from it."

A major portion of Beckett's route is comprised of "pubs" . . . the tap rooms owned by Britain's major beer breweries and operated by individual "tenants". Beckett holds contracts with several of the major breweries to canvass their pubs but says there is no exclusive in this regard. "Two or

three operating companies may be nominated to canvass a particular brewery's sites," he stated, "and it is more or less up to the tenants whether or not you can place your machines in their establishments." Beckett further revealed the bulk of music and game equipment on his route is set on a straight rental to the site.

Beckett also operates in what are termed "free houses", independent taverns where the American-style commission arrangement between operator and location exists. In addition, the many private clubs about Britain provide additional sites for Beckett's machines.

Another significant difference between the British and American trades is found in the shorter business hours permitted in the taverns about the U.K. Beckett stated that most sites close around 10:30 in the evening and that he would like to see a bit of liberalization in this area.

When asked his opinions on the "family fun center" trend in arcade operation, typified by several extremely posh sites operated in London by a competitive operating company, Beckett stated flatly: "Can you imagine paying six pounds a yard for a carpet so people can throw gum on it? Not me!"

Beckett explained that he employed approximately 200 servicemen to maintain his vast route. The service force operates 20 branch shops spotted about the United Kingdom. Route headquarters are in Pewsey, a city located about 70 miles west of London.

Beckett has been in the operating business about ten years. He originally owned a small string of movie theaters, but with the advent of television in the United Kingdom, said he "saw the handwriting on the wall" and looked to diversify into another, more stable, industry. His first music machines



Bobby pins may become standard service tools for juke boxes as distributor's interest in music route-operations continues to increase. Lois and Susan Brune watch as Wurlitzer seminar instructor Karel Johnson explains the mechanical details of the "Statesman" phonograph's selection accumulator at the recently opened Gulf Coast Distributing Co. in San Antonio where nine music route operators were represented by their service technicians.

were set in his own theaters, then he branched out to neighborhood taverns. The route eventually grew so large that it came to the attention of the executives of Mecca, Ltd., a conglomerate organization generally considered Britain's largest leisure industry firm. The route was purchased about one year ago and today, Beckett sits on the Mecca board of directors as chairman of the route division. A few of Mecca's interests include skating rinks, club operations and off track betting parlors. The giant firm also owns the Automatic Coin Equipment (Cardiff) Ltd., manufacturers of the Cameron jukebox.



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Williams Deals '4 Aces' 2-Player

CHICAGO — Again the word "revolutionary" has to be rolled out to describe both the appearance and the play action on Williams Electronics' brand new '4 Aces' pinball. The game was released to the amusement trade last week and should be available at local Williams dealers at this printing.

A two-player pingame, '4 Aces' introduces a unique "twin bumper spinner" located center of the playfield, which advances the player's score each time the ball spins it around. With four flipper arms (two guarding the out lane, two side-center), the play action is furious. Bonus strike targets located at the very top of the playfield get more than their share of pounding; it's a definite "top of the playfield" game and requires quite a bit of skill. The pinball enthusiast will surely score far superior to the occasional player.

In addition to '4 Aces' numerous strike bonus features, a novel EXTRA SPECIAL score can be earned by completely lighting the heart card suit depicted across the top of the backglass. On '4 Aces', the player propels each consecutive ball via a button located center of the front cabinet, rather than the traditional manually operated



WMS. '4 ACES' 2-PL.

spring injector. Artwork, both on the glass and the field, is imprinted over a lavender color, which is quite attractive. Four lovelies dancing on giant playing cards enliven the backglass art. Symbols of the popular hearts, spades, diamonds and clubs suits appear all over the game.

Williams policy is to set '4 Aces' on 2-25¢ play. This is especially suitable here in this two-player version. Single, double or triple coin chutes are available.

Shops' Enlarged



ST. PAUL — Automatic Products announces the development of its new line of 72 inch "candyshop," "pastryshop," "snackshop" and "smokeshop" vending machines. The new machines complement the line of 64 inch machines, which have been Automatic's standard vendors. The two are compared above.

The candy, snack and pastry machines have capacities 25 per cent greater than their 64 inch counterparts while the "smokeshop's," capacity with 27 selections and more than 1,200 packs, remains the same as the 64 inch "smokeshop."

The "candyshop," "pastryshop," "snackshop" and "smokeshop" machines have enjoyed considerable success during the last five years largely because they vend the item that appears in the display window, which is continually replaced.

Automatic Products has recently moved into a new manufacturing facility and new general offices. The new St. Paul facility is more than twice as large as Automatic's former headquarters.

'Head' Tubes Available



Head-to-Toe Products of Rahway, N.J. has announced the availability of grooming and cosmetic aids packaged "especially for vending" in half-inch plastic tubes.

Lally Elected Bally Eng. VP

CHICAGO — Joseph E. Lally has been elected to the position of vice president of engineering at the Bally Manufacturing Corp. The announcement was made by Bally president Bill O'Donnell after a board meeting election.

As a Bally officer, Lally will continue in his capacity as director of engineering for both Bally's Chicago and overseas manufacturing facilities.

Lally has been active in the coin machine industry for approximately 30 years and is well known to coin people throughout the world.

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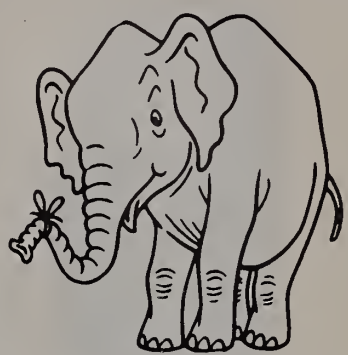
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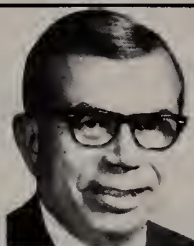
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Round The Route

EASTERN FLASHES

FUN CITY STRIKES AGAIN — Not too much left to say about the postal strike except to extend our apologies to the rest of the country for having started the thing. New York's funny that way. By Friday, it appeared to be over but it'll take quite a few days until all the backed up mail is sorted and delivered. Speaking of delivery, sure was strange to see the good old National Guard carrying the mail bags along Fifth Ave. As far as the business was concerned, we suppose things ran pretty much as ever, except a little inconvenience at dealerships with delayed receivables. We don't have to say how close it came to dealing a serious blow to the publications industry; just accept our apologies again for delayed delivery of last week's book.

TRAVELERS — Al Denver, back from Florida vacation, looking great. Johnny Bilotta also returned from stint in the Sunshine State, into New York City on business last Mon. & Tues. . . . A. C. A. chief Henry Leyser, with his British guest Mike Beckett, joined Mickie Greenman at the Pierre Hotel Tues. for first demonstration of CBS Laboratories' new EVR color TV cartridge system. See fascinating story on the EVR in our Tape Section this week. . . . Allied's new sales chief Gene Lipkin returned to his desk at the Miami factory weekend before last, completing his first tour of their Western dealer network. Gene took the opportunity to show those dealers photo and description of a brand new, and really exciting game, they're releasing this month. Among those distributors he called on were Pres Struve in Salt Lake City, Jim Phillips and Gay Merrill in Denver, Pete Entringer at P. E. Enterprises in St. Louis, Lou Singer in Omaha, Phil Moss in Des Moines, Lou Dunis in Portland, Dean McMurdie in Los Angeles, Ray Galante in Seattle and Dale Johnson up in Vancouver.

NEW NEIGHBOR ON NYC'S COIN ROW — The west side of midtown Manhattan, home of most major New York coin machine distributors, will be the site of the nation's largest exhibition center, according to an announcement made last week by the city of New York. Covering three blocks, from 44th St. to 47th St. between 10th and 11th Avenues, the southeastern tip of the facility will be opposite Lipsky Distributors on 44th St. and 10th Ave. . . . The center will contain 750,000 square feet of exhibition space divided between a main floor about 70 feet high and the mezzanine levels. . . . City planners are hoping the center will elevate New York to the status of other major trade show and convention sites such as Chicago. City officials say that although McCormick Place in Chicago is larger overall, (1,800,000 square feet) they maintain that it contains only 600,000 square feet of actual exhibition space. That figure does not include the large auditorium in McCormick Place. The Manhattan structure will probably not include an auditorium or a permanent tier of seats on the exhibition floor. . . . New York's mayor John Lindsay has introduced legislation in Albany to establish a New York City Exhibition Center Development Corp. as the public agency to build and operate the facility. Construction costs have been estimated at \$100 million. . . . Arthur D. Little, Inc., consultant to the City of New York on the plans for the center, said the convention hall will probably attract more than \$70 million during its first year of operation. . . . The proposed center would also have parking facilities for two to three thousand cars in a basement garage and on a street-level deck. There would also be an access ramp to Manhattan's West Side Highway.

UPSTATE ITEMS — Hear Tommy Greco's resting at home now, after he was felled by an attack of hepatitis two weeks back. Seems he was just about to leave the Glasco office for the MOA directors meet in San Francisco when he collapsed. But it's good to know he's at home and feeling better.

. . . The New York State Operators Guild had their monthly dinner meeting at the Governor Clinton Hotel in Kingston, Wed. night, Mar. 18th. President Jack Wilson said the agenda included taking ads from member companies to run in the New York combined associations' convention journal, which is to be published for the Bahama anniversary convention end of May. The Guild members also discussed progress of the 8-ball tourney now going on at 32 table locations. Event will climax with grand playoffs April 11th, beginning 12:00 noon, at the Newburgh VFW post hall. Class A winner will receive \$400, Class B \$300. . . . Hear tell Larry Flynn of Flynn Amusement has opened a jobbing business, in addition to the route, up in Poughkeepsie. . . . Chatted with John Dunn last week during the Canadian operator's visit to New York. John's heading up Alouette Corp. in Montreal, a spin-off route from the Alouette Quebec Ltd. distributing firm belonging to Gerry O'Reilly. Dunn was in town on equipment buying junket, visiting with Vic Haim and Morris Nahum at Belam among others.

ON THE ISLAND — Island operators continue probing the feasibility of 50 coin table play, says Sy Lipp of U. S. Billiards factory. Only problem operators are finding, says Sy, is conflict with competing operators down the street staying on the quarter. "If every company out here would make a policy to put every new table on the 50" play, they'd find it a lot easier," he says. "It might be safer to wait till another operator does it first but that only means they'll have to settle for smaller collections themselves that much longer. They've got to be aggressive in this. If everyone gets with it, every one will get the better return a lot quicker," he states. . . . Len Schnelle at the U. S. Billiards factory info Seeburg's Ed Claffey's down at the Baptist Memorial Hospital in Kansas City but doesn't know the nature of Ed's ailment. Expect it's nothing serious.

THE JERSEY BOUNCE — Met fascinating guy name of Olive 'Speedy' Smith last week, who, it turns out, is one of the Jersey trade's most popular and busiest independent pool table installers. With his partner Wall Holmes, 'Speedy' does work for many of the operators, dealers and event factories in Jersey, assembling tables at locations and in private homes in the area. Speedy's even had assignments that have taken him to West Virginia and the State of Washington and earned his reputation through quality work. He worked for Paul Kotler when National Shuffleboard was in their old factory in East Orange, then for Bert Betti before going out on his own. . . .

CLECOIN HOLDS CLASS — Wurlitzer field service rep Bob Harding held two Statesman phono classes at Ron Gold's Cleveland Coin Exchange recently, attended by representatives of ten prominent routes in CleCoin's territory. They were: J. L. Music Company of the host city; the Attewell Music Company; Curry Music Company; S. L. Clary Music Company, all from the Cleveland area. In addition, there was the Atlas Music Company of nearby Euclid; General Music Corporation also of Cleveland; Elum Music Company of Massillon, Ohio; the Kenn Music Company and the Cleveland Coin Company, both from Cleveland. Instructor Harding reports the follow service seminar: Kenneth A. Pulling, Andrew P. Wotawa, Russell Attewell, Leo Burlin, Perry Hackbart and Charles Prich. Also joining the group of service technicians and sales personnel attending the seminar were Fred Lewton, Alfred Rainey, Chester Kiehl, Mark Glaser, Guy Lisco, Eddie Miles, Charles Parich, Jr., Keith Case, Augustus B. Crew, Tony Tartazic, Willis Wilson, Kenneth Polling and Gebrom Karown.

Just learned that Royce Green Sr. founder of Rosemary Amusement, Ardrews, S. C., passed away week before last.



CashBox Round The Route

CHICAGO CHATTER

More than 50 operators, service personnel and guests attended the service school on the Rowe "MM4" phonograph, which was held on Wednesday evening, Mar. 18, at the Atlas Music Co.'s showrooms here in town — and a very successful event it was! Class was conducted by factory's Hank Hoevenaar. This was actually the first such session hosted by Atlas this year, and a few more are currently on the planning board. The distrib's entire executive and sales staffs were on hand throughout the evening and refreshments were served at the conclusion of the session. We'll have details later on future classes.

Midway Manufacturing Co.'s sales manager Larry Berke returned from an extensive road trip last week during which he collected quite a load of orders for the new "SAMI." Midway goes into full production on the new piece this week, but it will take time to catch up due to the volume of advance orders already accumulated. So, if you haven't received shipments as of yet, be a little patient. We might add that Larry mentioned the fact that many inquiries have come in for straight 25 per cent play — which he is encouraging!

Our congratulations to Joe Lally who has been upped to vice president in charge of engineering at Bally Engineering Corp. A veteran of 30 years with Bally, Joe will also continue as the firm's director of engineering. Another new release from Williams Electronics, Inc. hit last week. It's a two-player novelty called, "Four Aces." "We're in full production as of now," says Bill DeSelm. Factory's "Hit and Run," first baseball game of the season is reportedly enjoying strong initial response. The big spring rush is being felt at Marvel Manufacturing Co. Prexy Ted Rubey says the emphasis is on pool supplies of all kind and, of course, Marvel's electric scoreboard.

Nice chatting with Hymie Zorinsky of HZ Vending and Sales in Omaha. Hymie's awaiting a shipment from Rock-Ola to replenish his stock of "442" and "443" phonographs, which are among the biggest sellers at HZ. Another strong item in the area is the current Gottlieb "Flip a Card." Fortunately, Omaha was not hard hit by the mail strike but business people out there are concerned about the threatened teamsters strike.

World-Wide Dist.'s Nate Feinstein and Harold Schwartz are pleased over the speedy deliveries of the "Apollo" from the Seeburg factory. Shipments have been arriving in two to three days, allowing World-Wide to catch up on orders and keep customers happy.

MILWAUKEE MENTIONS

Sixteen blues artists will be featured in the weekend Wisconsin Delta Blues Festival at Beloit College . . . Empire Distributing is now doing business at the new Green Bay headquarters. Everything went along smoothly, according to Bob Rondeau, until the biggest snowstorm of the season hit Marinette on the final day of the move. All is well now, however, and pretty much back to normal. Bob is currently scouting for living quarters in the area so that he can move his family in as soon as possible.

A big welcome to Sam Hastings of Hastings Distributing Co. who returned on Mar. 23 from a month vacation in Florida. Of course, after a taste of last Tuesday's weather, he was all set to head right out again. Sam's return was marked by a fine tribute accorded him

by the Milwaukee Coin Machine Operators Assn. for his many years of service as president since the association's inception. Members presented him with an attractive plaque.

Plenty of activity at Pioneer Sales and Services. Firm has chalked up some healthy sales figures during past weeks. Joel Kleiman and Sam Cooper note exceptional action on Chicoin's "Speedway," a consistent seller at Pioneer. The Rowe "MM4" phonograph is also big — only problem is, because of a strike, current stock is running mighty low.

Following are some singles reported by John Jankowski of Radio Doctors to be active with local operators: "What is the Truth," "Sing a Traveling Song" by Johnny Cash on Columbia; "Ruby, Don't Take Your Love to Town" by Ace Cannon on Hi and "Sugar Blues, Tin Roof Blues"/"Beer Barrel Polka and Pennsylvania Polka" by Gene Mayl's Rhythm Kings on the Airtown label. Another strong air tune hereabouts is the Frank DeVito medley of "Watch What Happens-Meditation-Organ Grinder Swing."

CALIFORNIA CLIPPINGS

UP AND AWAY — Allied Leisure Industries' sales manager Gene Lipkin was given the royal treatment during recent sales swing thru these climes. After visiting with Dean McMurdie at Circle International, he traveled up to Lou Dunis' place in Portland. When they finished business discussions, Lou flew Gene up to Seattle in his private plane where they visited with Ray Galante at Music-Vend. Gene said the plane ride over the northwest mountains provided the most impressive sight he'd ever seen and is really grateful to Lou for "the lift" . . . Expect vending operators are looking forward to the NAMA Western Convention and Exposition, to be held at the Anaheim Convention Center April 3-5. Among those firms slated to participate will be L.A.'s recently-formed Institutional Services Division of the Kelley-Clarke Company. Division head Ken Nace said this brokerage firm is impressed with the sales potential of the growing vending and catering industries. Kelley-Clark is one of Southern California's leading food brokerage firms . . .

Leonard Hicks, field service representative for the Wurlitzer Company, recently swept up the Pacific Coast on a service seminar expedition. Starting in San Diego, Hicks stopped at Los Angeles on his way north and then drove on to San Francisco. Prominent operators throughout the Wurlitzer territory, their service technicians and an assorted group of sales personnel attended each of the three separate seminars in order to become better acquainted with the electrical, mechanical and sales features of the Wurlitzer Statesman phonograph. Thirteen music route operations from the San Diego area were represented by the following mechanics at the seminar: General Music sent Charlie Thorp of Oceanside, Valley Vending had Charlie Sello and Dick Ward represent them, Bill Wright was there from B&H Music, Rudy Garcia attended for Wolfe Music, Willermo Maldonado, Bill Worthy and Bill Anderson attended for Star Service. Representing the Rader Music Company of La-Mesa were Harold Lee, Dick Stone and owner Ralph Rader. From Maestro Music came Harry Howell and Earl Holden; from Gorden Music were owner Jack Gordon and Nels Burggen. Others there included Bill Welthers, Ronnie Roush, Steve Stevens, Bill Frenken and Walter and Jack Schenkall.

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FOR SALE/EXPORT — Bally slots \$295 & up; Mills Open Front, like new, \$285; Mills HiTop \$125; Jennings Galaxy \$285. Uprights: Clover Belle \$300; Keeney Super Bonus \$300; Draw Belles \$75. Large stock Bally Bingos. Bally parts for export. BALLY DISTRIBUTING COMPANY, 390 East 6th St., P. O. Box 7457, Reno, Nevada 89502. (702) 323-6157.

BINGOS FOR EXPORT: Big Wheels, Zodiacs, Orient, Bountys, Golden Gates, Lidons, Can Cans, Bikinis, Lagunas and Roller Derbys. Pay out up-rights. Sega Missile guns like new \$850. Midways Sea Raider like new \$550. D & P MUSIC, 27 East Philadelphia Street, York, Penna. 17401—Phone (717)848-1846.

FOR SALE: Keeney Black Dragons, Wild Arrow, Twin Dragons, Flaming Arrows and Mountain Climbers. Also Bally Slot Machines, Triple Bells, Draw Bell and Buckley Track Odds. Want Old Slots. SASKATCHEWAN COIN MACHINE CO., 1025-104th St. North Battleford, Saskatchewan, Canada. Phone 445-2989 — Area Code 306.

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Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 1780 Broadway, N.Y., N.Y. 10019

FOR SALE: PANORAMS NEW MARK DUAL 8 — Write or call URBAN INDUSTRIES, INC., P.O. Box 31, Louisville, Kentucky 40201. (502) 969-3227.

FOR SALE: 2 Williams Titan Guns \$135 each; both \$250. BUDGE WRIGHT'S WESTERN DISTRIBUTORS, 1226 SW 16th, Portland, Oregon 228-7565.

FOR SALE: Wild Wild West \$450; Target Pools \$350; Skippers \$580; Airports \$400; Mibs \$385; Fast Balls \$395; Cosmos \$310; Gators \$435; Op Pop Pop \$295; King Tuts - WRITE; Spinners \$50; MIDWAY White Lightning Gun \$545; Dog Fights \$450; Computer Quizzes \$665; Sports World Quizzes \$750; SEGA Basketballs \$375; Motopolos \$450; Little Indy \$195; ALL-TECH Hi-Way Patrols \$125; Tank Kiddie Ride \$375; U.S. Marshall Gun \$140. Also large stock of bingos. NEW ORLEANS NOVELTY COMPANY, 1055 Dryades Street, New Orleans, Louisiana, 70113. Tel (504) 529-7321 CABLE: NONOVCO

CONSIDER STOCK SWAP WITH LISTED VENDING company, 60% or all. Old established company; music, games and 4C's; Okla.-Arkansas-Kansas area. No gaming machines, no debts, many contracts. \$20,000 monthly income after merchandise cost and commissions. \$60,000 net after all expenses, owner's \$15,000 salary and \$45,000 depreciation. Any or all employees will stay. P.O. BOX 25264, Okla. City, Okla.

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.

60 COIN-OPERATED KIDDIE RIDES COMPLETELY refurbished. Like New. Sacrifice. Call 617-593-7553. Want arcade and pin games.

FOR SALE: 2 Player Preview, Gottlieb \$125 ea.; 1 Player Ice Revue, Gottlieb \$175 ea.; 1 Player Bank A Ball, Gottlieb \$170 ea.; 4 Player Happy Clown, Gottlieb \$175 ea.; 4 Player Dodge City, Gottlieb \$295 ea.; 1 Player Full House, Williams \$179.50 ea. All equipment A-1 condition. Send 1/3 deposit. CENTRAL MUSIC CO., P. O. Box 284, Killeen, Texas 76541.

FOR SALE: Orient, Zodiac, Bahama Beach, Follies Bergere, Shoot A Line, Border Beauty, Golden Gate, Show Gal, Ballerina, Wms Blazer S. A. \$395; Rock-ola Princess Royal \$435; Rhapsody \$325; AMI JAL \$170; K200 \$180; Seeburg #220 \$225; Keeney Super Bell Twin, Twin Super Wild Cats, Bally Money Honey, Multipliers, Wms 8 Ball Flipper \$245. Keeney Twin Red Arrow, Twin Tim Buc Too, Trailblazer, CROSSE DUNHAM & CO., 225 Wright Ave., "F" Gretna, La., 70053.

FOR SALE: Two Panorams peep show machines with optional 25¢ or 50¢ coin chute. Continuous reel that holds 1,000 ft. of 16mm film. Operated with a time unit. PHIL GOULD, 224 Market Street, Newark, N.J. Tel: 201-Market 4-3297.

BINGOS AND 6 CARD GAMES AVAILABLE INCLUDING Silver Sails and Golden Gates. These games are shopped! Call WASSICK NOVELTY at (304) 292-3791 Morgantown, West Virginia.

FOR SALE: Reconditioned Bargains: Bally Wiggler (4 pl) \$395; Safari (2 pl) \$395; Surfer (1 pl) \$295; Bazaar (1 pl) \$245; Wild Wheels (2 pl) \$245; Discotek (2 pl) \$225; Sheba (2 pl) \$195; Gottlieb Spin Wheel (4 pl) \$395; Central Park (1 pl) \$195; Buckaroo (1 pl) \$165; Sweet Hearts (1 pl) \$125. MICKEY ANDERSON AMUSEMENT COMPANY, 314 East 11th Street, Erie, Pa. 16503 Phone (814) 452-3207.

FOR SALE — NEW IN CASE, 300 Jennings Double 10¢ Vendors. Retail at \$59.95 — 25.00 each. All types used Novelties. Call or Write: E. L. Simmons, DANVILLE AMUSEMENT CO., INC., 620 Westover Drive, Danville, Va. Phone 792-5044.

POOL TABLES—Large selection of all makes and model available. Completely reconditioned or in "as is" condition for immediate shipment at very attractive prices. Also large selections of pin games, shufflers, guns and music—Phone or write: EASTERN NOVELTY DISTRIBUTORS, INC., 3726 TONNELE AVENUE, NORTH BERGEN, NEW JERSEY, 07047 (201) 864-2424.

FOR EXPORT: Late games, Phonos, Vending. Write for our latest listing. ADVANCE DISTRIBUTING COMPANY, 2820 North Grand Blvd., St. Louis, Missouri 63107 — (314) 652-1600.

FOR SALE: SEEBURG LPC1's \$525; LPC480's \$595; Electra \$675; Student Princes \$425; Rockmats \$395; Shangri Las \$350; Fast Balls \$495; Sega Basketball \$350; Spin Wheel \$395; Derby Days \$365. OPERATORS SALES, INC., 4122 Washington Avenue, New Orleans, La. 70125. Phone 822-2370 (504).

FOR SALE: Large selection used Pin Games to choose from, write for price list. BIRD MUSIC DISTRIBUTORS, INC., Manhattan, Kansas, Box B, or Phone: 778-5229.

USED WURLITZER PHONOGRAPHS, all 200 model's, from 2700 up. Special quantity prices for wholesalers and exporters. Call or write: UNITED DISTRIBUTORS, INC., 902 W. Second Street, Wichita, Kansas, 67203.

FOR SALE: 12 Panorams Peep Shows RCA 16mm with timers. Mint condition. Also film B&W used \$8. Color \$25. Approx. 400 ft. Money makers. R. RICHTER, 1063 Market St., San Francisco, Calif. Z. 94103.

FOR SALE: Cleaned and shopped: GOTT: King of Diamonds, Happy Clown, Cross Town, World Fair, Buckeroo, Central Park, Funland, Skyline. WILLIAMS: Alpine Club, Teachers Pet, Full House, Derby Day, Seeburg AQ-160, Rockola Rhapsody II. D & L COIN MACHINE CO., Box 1713, Harrisburg, Pennsylvania (717) 234-2245.

HUMOR

DEEJAYS! 11,000 hilarious classified one-liners, \$10. Or send \$15 for above plus 7,500 additional "Clever Remarks!" Unconditionally guaranteed. You must be delighted or we'll refund your money. Comedy catalog free on request. Edmund Orrin, Boyer Road, Marroosa, Calif. 95338

DEEJAY GAGS GALORE! One liners, artist quips, record intro's, Fall-Winter issue JUST OUT. We write for deejays only. Topical, clean, Yocks for Jocks. "DEEJAY DIGEST" - \$2.00 — GET FREE BACK ISSUE WITH - FIRST ORDER. MORRIS, 7047 Franklin, Hollywood, California 90028

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.

MECHANIC WANTED: age 25 to 40, must be A-1 mechanic for late model jukeboxes, shuffle alleys, pinballs. Good pay for the right man. Write qualifications to RANEY MUSIC CO., 528 N. Carver Street, Greensburg, Indiana 47240.

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WANT: RECORDS, 45's and LP's Surplus returns, overstock, cut-outs, etc. Call or Write: HARRY WARRINER AT: KNICKERBOCKER MUSIC CO., 453 McLean Ave., Yonkers, New York 10705. GR 6-7778

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WE Sell 45 Ips record dealers, collectors, one-stops, foreign — Send free catalogue. \$7.00 per hundred, \$63.00 per thousand. We need 45's Ips-Disk Jockey copies, surplus, overstock, cutouts. We buy anything. No questions asked. Cape International, Box #74, Brooklyn, N.Y. 11234. Phone: (212) 253-5916—5917.

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PARTY ALBUMS, LOWEST WHOLESALER PRICES. Large assortment. Free lists. 45's records, packaged. Write for prices. EMPIRE INDUSTRIES, 4610 Liberty Ave., Pittsburgh, Pa. 15224. Telephone (412) 682-8437.

OFFERING EIGHT CENTS each plus freight for forty fives, not over six months old, as they come off your route. Ship freight collect to ESDAY, 1923 Kilsom, Santa Ana, Calif. No C.O.D.'s — Guaranteed count payment by return mail.

LEADING TAPE WHOLESALER WILL SELL HIGHEST chart tapes at lowest prices. Send for current list. CANDY STRIPE RECORDS, 17 Alabama Ave., Island Park, N.Y. 11558.

AS THEY COME OFF OUR LARGE MUSIC ROUTE, USED 45 RPM records in lots of ten thousand, 7¢ each, twenty thousand or more, 6¢ each, cash. WORCESTER MUSIC CO., INC., 66 Southgate St., Worcester, Massachusetts.

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ACE LOCKS KEYED ALIKE. SEND LOCKS AND THE key you want them mastered to \$1.00 each less 10% lots of 50 or more. RANDEL LOCK SERVICE, 61 ROCKAWAY AVENUE, VALLEY STREAM, N.Y. 11580. TEL: 516-VA 5-6216. OUR 35th YEAR IN VENDING.

DUKANE SKI N SKORE, GRAND PRIX, TAGIT LABEL vendor parts available. Power supplies, computer assemblies repaired and tested with factory equipment. Plexiglass tops also available. See your authorized distributor OR write NOVEMBER CORPORATION 1351 W. Grand, Chicago, Illinois 60622. (312) — 733-2988.

SPEED UP YOUR COIN COLLECTIONS — New portable coin sorting, counting and packing machine, combined as one unit — hand operated — portable — weighs 18 pounds — with automatic stops and tubes for different sizes. Apply SEIFERT MACHINERY CO., Box 3421, Philadelphia, Pa. 19122.

ACE LOCKS KEYED ALIKE or to your key. All packages insured. \$1.00 each less 10% over 25. FOUNTAIN KEY SERVICE, P.O. Box 8123, Pine Sta., Albany, N.Y. 12203.

OPERATORS — Show your patriotic colors and stimulate good will at your locations by giving your customers the popular American Flag lapel pin (also serves as tie tack). Enameled red-white-blue pins are appreciated by all who receive them. \$1.00 each. \$10.00 dozen. To order, write: H&G MFG. CO., 2813 Walker Drive, Yorktown, New York.

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Phonographs and Amusement
Machines Actively Traded On
Used Coin Machine Markets

MUSIC MACHINES

ROCK-OLA

1485 Tempo II 200 sel. '60
1488 Regis 120 sel. '61
1495 Regis 200 sel. '61
1493 Princess 100 sel. '62
1496 Empress 120 sel. '62
1497 Empress 200 sel. '62
404 Capri I 120 sel. '63
408 Rhapsody I 160 sel. '63
414 Capri II 100 sel. '64
418-SA Rhapsody II 160 sel. '64
424 Princess Royal 100 sel. '64
425 Grand Prix 160 sel. '64
429 Starlet 100 sel. '65
426 Grand Prix II 160 sel. '65
431 Coronado 100 sel. '66
432 GP/160 160 sel. '66
433 GP/Imperial 160 sel. '66
435 Princess Deluxe 100 sel. '67
436 Centura 100 sel. '67
437 Ultra 160 sel. '67

ROWE-AMI

K-120 120 sel. '60
K-200 200 sel. '60
Lyric 100 sel. '60
Continental 200 sel. '60
Continental II 100 sel. '61
Continental II 200 sel. '61
L-200 100-160 sel. '63
M-200 Tropicana 200 sel. '64
N-200 Diplomat 200 sel. '65
O-200 Bandstand 200 sel. '66
MM-1 100, 160, 200 sel. '67
Kadet 100 sel. '67
M-2 200 sel. '68

SEEBURG

Q-100 100 sel. '60
Q-160 160 sel. '60
AY-100 100 sel. '61
AY-160 160 sel. '61
DS-100 100 sel. '62
DS-160 160 sel. '62
LPC-1 160 sel. '63
LPC-480 160 sel. '64
Electra 160 sel. '65
Mustang 100 sel. '65
Stereo Showcase 160 sel. '66
Phono Jet 100 sel. '67
Spectra 200 sel. '67

WURLITZER

2400 200 sel. '60
2404 104 sel. '60
2410 100 sel. '60
2500 200 sel. '61
2504 104 sel. '61
2510 100 sel. '61
2600 200 sel. '62
2610 100 sel. '62
2700 200 sel. '63
2710 100 sel. '63
2800 200 sel. '64
2810 100 sel. '64
2900 200 sel. '64
3000 200 sel. '65
3100 200 sel. '66
3200 200 sel. '67

PINGAMES

BALLY

Beauty Contest (1/60)
Laguna Beach (3/60)
Queens (3/60)
Roller Derby (3/60)
Barrel-O-Fun (9/60)
Touchdown (11/60)
Circus Queen (2/61)
Lite-A-Line (2/61)
Barrel-O-Fun (4/61)
Acapulco (5/61)
Flying Circus 2P (6/61)
Can Can (10/61)
Barrel-O-Fun (11/61)
Lido (2/62)
Golden Gate (6/62)
Shoot-A-Line (6/62)
Funspot '62 (11/62)
Silver Sails (11/62)
Twist (11/62)
Moonshot (3/63)
Cue Tease 2P (7/63)
3-In-Line 4P (8/63)
Hootenany 1P (11/63)
Star Jet (12/63)
Monte Carlo 1P (2/64)
Ship Mates 4P (2/64)
Bongo 2P (3/64)
Sky Diver 1P (4/64)
Mad World 2P (5/64)
Grand Tour 1P (7/64)
Happy Tour 1P (7/64)
2-In-Line 2P (8/64)
Harvest 1P (10/64)
Hay Ride 1P (10/64)
Bus Stop 2P (1/65)
Bullfight 1P (1/65)
Sheba 2P (3/65)
Six Sticks 6P (3/65)
Band Wagon 4P (5/65)
Magic Circle 1P (6/65)
50/50 2P (8/65)
Aces High 4P (9/65)
Big Chief 4P (10/65)
Discotek 2P (10/65)
Trio 1P (11/65)
Blue Ribbon 4P (1/66)
Fun Cruise 1P (2/66)
Wild Wheels 2P (3/66)

Campus Queen 4P (8/66)
Capersville 4P (2/67)
Rocket III 1P (6/67)
Wiggler 4P (9/67)
Surfers 1P (1/68)
Dogies 4P (3/68)
Dixieland 1P (5/68)
Safari 2P (7/68)
Rock Makers 4P (10/68)
MiniZag 1P (11/68)

CHICAGO COIN

Sun Valley (8/63)
Firecracker 2P (12/63)
Bronco 2P (5/64)
Royal Flash 2P (8/64)
Big League Baseball 2P (4/65)
Par Golf (9/65)
Hula-Hula 2P (5/66)
Kicker 1P (8/66)
Festival 4P (1/67)
Beatniks 2P (2/67)
Twinky 2P (9/67)
Gun Smoke 2P (6/68)
Playtime 2P (9/68)
Stage Coach 4P (8/68)

GOTTLIEB

Seven Seas 2P (1/60)
World Beauties 1P (2/60)
Spot-A-Card 1P (3/60)
Lite-A-Card 2P (3/60)
Texas 4P (4/60)
Captain Kidd 2P (7/60)
Melody Lane 2P (9/60)
Kewpie Doll 1P (10/60)
Flipper 1P (11/60)
Merry-Go-Round 2P (12/60)
Foto Finish 1P (1/61)
Oklahoma 4P (2/61)
Snowboat 1P (4/61)
Flipper Parade (5/61)
Flying Circus (6/61)
Big Casino 1P (7/61)
Lancer 2P (8/61)
Corral (9/61)
Aloha 2P (11/61)
Flipper Fair 1P (11/61)
Egg Head 1P (12/61)
Liberty Belle 4P (3/62)
Flipper Clown (4/62)
Fashion Show 2P (6/62)
Cover Girl 1P (7/62)
Preview 2P (8/62)
Olympics 1P (9/62)
Flipper Cowboy 1P (10/62)
Sunset 2P (11/62)
Rock-A-Ball 1P (12/62)
Gaucho 4P (1/63)
Slick Chick 1P (4/63)
Swing Along 2P (7/63)
Sweet Hearts 1P (9/63)
Flying Chariots 2P (10/63)
Gigi 1P (12/63)
Big Top 1P (1/64)
World Fair 1P (5/64)
Bonanza 2P (6/64)
Bowling Queen 1P (8/64)
Majorettes 1P (8/64)
Sea Shore 2P (9/64)
North Star 1P (10/64)
Happy Clown 4P (11/64)
Sky Line 1P (1/65)
Thoro Bred 2P (2/65)
Kings & Queens 1P (3/65)
Hi Dolly 2P (5/65)
Cow-Poke 1P (5/65)
Buckaroo 1P (6/65)
Dodge City 4P (7/65)
Bank-A-Ball 1P (9/65)
Paradise 2P (11/65)
Flipper Pool 1P (11/65)
Ice Review 1P (12/65)
King Of Diamonds 1P (1/66)
Masquerade 4P (2/66)
Central Park 1P (4/66)
Mayfair 2P (6/66)
Dancing Lady 4P (11/66)
Super Score 2P (3/67)
Sing-A-Long 1P (9/67)
Surf Side 2P (12/67)
Royal Guard 1P (1/68)
Spin Wheel 4P (3/68)
Funland 1P (5/68)
Paul Bunyan 2P (8/68)
Domino 1P (10/68)
Four Seasons 4P (12/68)

KEENEY

Old Plantation (2/61)
Rainbow (6/62)
Go-Cart 1P (5/63)
Poker Face 2P (9/63)

MIDWAY

Rodeo 2P (10/64)

WILLIAMS

Black Jack 1P (1/60)
Golden Gloves 1P (1/60)
Twenty One 1P (2/60)
Nags 1P (3/60)
Serenade 2P (5/60)
Darts 1P (6/60)
Music Man 4P (8/60)
Jungle 1P (9/60)
Viking 2P (10/61)
Space Ship 2P (12/61)
Coquette (4/62)
Trade Winds (6/62)
Valiant 2P (8/62)
King Pin (9/62)
Vagabond (10/62)

Mardi Gras 4P (11/62)
Four Roses 1P (12/62)
Tom Tom 2P (1/63)
Big Deal 1P (2/63)
Jumpin' Jacks 2P (4/63)
Skill Pool 1P (6/63)
El Toro 2P (8/63)
Big Daddy 1P (9/63)
Merry Widow 4P (10/63)
Beat The Clock (12/63)
Oh Boy 2P (2/64)
Soccer 1P (3/64)
San Francisco 2P (5/64)
Palooka 1P (5/64)
Heat Wave 1P (7/64)
Riverboat 1P (9/64)
Whoopee 4P (10/64)
Zig-Zag 1P (12/64)
Wing Ding 1P (12/64)
Alpine Club 1P (3/65)
Eager Beaver 2P (5/65)
Moulin Rough 1P (6/65)
Lucky Strike 1P (8/65)
Big Chief 4P (10/65)
Teachers Pet 1P (12/65)
Bowl-A-Strike 1P (12/65)
Full House 1P (3/66)
A-Go-Go 4P (5/66)
Top Hand 1P (5/66)
Magic City (1/67)
Magic Town 1P (2/67)
Jolly Roger 4P (12/67)
Ding Dong 1P (2/68)
Lady Luck 2P (4/68)
Student Prince 4P (7/68)
Doozie 1P (9/68)
Pit Stop 2P (11/68)

SHUFFLES

BALLY

Official Jumbo (9/60)
Jumbo Deluxe (9/60)
Super Shuffle (12/61)
Big 7 Shuffle (9/62)
All The Way (10/65)

CHICAGO COIN

6 Game Shuffle (6/60)
Triple Gold Pin Pro (2/61)
Starlite (5/62)
Citation (10/62)
Strike Ball (5/63)
Spotlite (11/63)
DeVile (8/64)
Triumph (1/65)
Top Brass Shuffle (4/65)
Gold Star Shuffle (7/65)
Belaire Puck Bowler
Medalist (4/66)
Imperial (9/66)
Riviera (6/67)
Sky Line (1/68)
Melody Lane (4/68)

UNITED

Big Bonus (2/60)
Sunny (5/60)
Sure Fire (10/60)
Line Up (1/61)
5-Way (5/61)
Avalon (4/62)
Silver (6/62)
Shuffle Basketball (6/62)
Action (7/62)
Embassy (9/62)
Circus Roll-down (9/62)
Lancer (11/62)
Sparky (12/62)
Caravelle (2/63)
Crest (4/63)
Rumpus Tarquette (5/63)
Astro (6/63)
Ultra (8/63)
Skippy (11/63)
Jill-Jill (11/63)
Bank Pool (11/63)
Topper (2/64)
Tempest (2/64)
Pacer (4/64)
Tiger (7/64)
Orbit (8/64)
Mombo (12/64)
Cheetah (3/65)
Pyramid (6/65)
Corral (10/65)
Tango (2/66)
Blazer (6/66)
Encore (9/66)
Altair (3/67)
Orion (11/67)
Alpha (3/68)
Pegasus (8/68)

BOWLERS

BALLY

Super 8 (4/63)
Deluxe Bally Bowler (1/64)
1965 Bally Bowler (65)
1966 Bally Bowler (4/66)

CHICAGO COIN

Duke (8/60)
Duchess (8/60)
Princess (4/61)
Gold Crown (3/62)
Royal Crown (8/62)
Grand Prize (3/63)
Official Spare Lite (9/63)
Cadillac (1/64)

Majestic (8/64)
Tournament (12/64)
Super Sonic (3/65)
Preview (9/65)
Corvette (2/66)
Flair (9/66)
Vegas (3/67)
Fleetwood (9/67)

UNITED

Falcon (4/60)
Savoy (5/60)
Bowl-A-Rama (9/60)
Tip Top (10/60)
Dixie (1/61)
Cameo 5 Star (5/61)
Classic (6/61)
Alamo (4/62)
Sahara (7/62)
Tropic (9/62)
Lucky (11/62)
Cypress (12/62)
Sabre (2/63)
Regal (4/63)
Fury (8/63)
Futura (12/63)
Tornado (3/64)
Thunder (6/64)
Polaris (8/64)
Galleon (3/65)
Bowl-A-Rama (7/65)
Amazon (3/66)
Aztec (9/66)
Coronado (6/67)

BASEBALL

Bally Ball Park (4/60)
CC Big Hit (10/62)
CC All Star Baseball (1/63)
CC All Stars Baseball (2/68)
Kaye Batting Practice (7/68)
Midway Deluxe Baseball (5/62)
Midway Slugger (3/63)
Midway Top Hit (3/64)
Midway Little League (66)
Midway Fun Ball (1/67)
United Bonus Baseball (3/62)
Wms Official Baseball (4/60)
Wms Deluxe Batting Champ (5/61)
Wms Extra Inning (5/62)
Wms World Series (5/62)
Wms Major League (3/63)
Wms Grand Slam (2/64)
Wms Double Play (4/65)
Wms Ball Park (2/68)

GUNS

Bally Derby Gun (2/60)
Bally Sharpshooter (2/61)
CC Ace Machine Gun (11/67)
CC Ray Gun (10/60)
CC Long Range Rifle Gallery (1/62)
CC Ace Machine Gun (1/68)
CC Riot Gun (6/63)
CC Carnival (5/68)
CC Champion Rifle Range (1/64)
Keeney Two Gun Fun (3/62)
Midway Shooting Gallery (2/60)
Midway Target Gallery (7/62)
Midway Monster Gun (67)
Midway Carnival Tgt. Glny. (2/63)
Midway Rifle Range (6/63)
Midway Trophy Gun (6/64)
Midway Captain Kid Rifle (9/66)
Southland Fast Draw (63)
Williams Aqua Gun (3/68)
Williams Arctic Gun (67)

ARCADE

Amer Shuffle Situation (5/61)
Bally Skill Score (6/60)
Bally Skill Derby (10/60)
Bally Table Hockey (2/63)
Bally Spinner (2/63)
Bally Bank Ball (1/63)
Bally Fun Phone (3/63)
Bally World Cup (1/68)
CC Pony Express (4/60)
CC Wild West (5/61)
CC Pro Basketball (6/61)
CC All American Basketball (1/68)
CC Popup (10/64)
Midway Bazooka (10/60)
Midway Flying Turns (9/64)
Midway Raceway (10/63)
Midway Winner (12/63)
Midway Mystery Score (8/65)
Southland Speedway (6/63)
Southland Time Trials (9/63)
Williams Road Racer (5/62)
Williams Hay Burner II (9/68)
Williams Voice O Graph (62)
Williams Mini Golf (10/64)
Williams Hollywood Driving Range (4/65)

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Produced by: Milton Okun

RCA Records and Tapes

