RCA Splurge
In Singles Hits

NEW YORK — RCA Records is on a hot singles streak, including the appearance of three disks in the Top 10. Three other titles are also making headway on the top 100.

Leading the label's singles spree—which, says Gene Settle, marketing vp, makes the label the hottest seller in singles at the moment—are Jimmy Castor's million-selling "Tropicalia" (3), Wayne Newton's "Daddy Don't You Walk So Fast" (9) on the RCA-handled Chelsea label, and "Amazing Grace" by the Royal Scots Dragoon (10).

Climbing up the charts are Har- ry Nilsson's "Coconut" (42 with a bullet) and David Bowie's "Starman" (32). "If you just let your feet get on the engine," says Settle, "you can't help but take off. The Top 100 is the Main Ingredient's "Everybody Plays the Fool" (98)."

UA Branch Meets

NEW YORK—United Artists Records' mass merchandising division will hold a summit conference Aug. 7 and 8, according to Mike Lipton, executive vice president of the division. The sessions will be held at the Musical Institute of Technology, and the program will be helmed by Lipton, Russ Bach, director of the company's Los Angeles headquarters, and Norman Hausfather, executive vice president, and head of the central buying for the combination of St. Louis, Los Angeles, and Bach exerts both the company-owned independent distributors, as well as the typical single rack merchandising outlets will attend.

Front Cover:

The Rolling Stones, returning to the American concert stage for the first time in six years recently in the midst of a torrid 30 city, 40 show extravaganza. The demand for tickets for the group's performances in New York alone, more than 1 million, was so great that the Madison Square Garden announced that it was currently enjoying the greatest chart success of their careers, Mick Jagger, Keith Richards, Charlie Watts, Bill Wyman and Mick Taylor is represented by "Exile On Main Street," an Atlantic-handled Rolling Stones Records, at the number one position on the Cash Box album chart. "Make It Real," the first single from the LP, "Happy," featuring Keith on vocals, debuts on the singles chart during its first week of release.

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Only 1 New LP, But Catalog Gives London Its Top June Sales In History

NEW YORK — Despite the grand total of one album released last month, London Records was able to enjoy its best June in history. This record-setting sales volume completing a three-year streak of yearly increases described in one word: catalog.

For the year ending June 30, Goldberg, labels & marketing vp, London Rec- ords is a key beneficiary of the current trend of singles-oriented product. Catalog sales are an across-the-board phenomenon and London has been having a tremendous surge in sales from its ongoing 2-1/2 LP catalog, including the Rolling Stones (see below), Savoy Brown, Moody Blues, The Who, and the latest entry, the Humperdinck, Al In, and Phase 4 pop and classical product. That single entry for June, "Them featuring Van Morrison," is part of Lon- don's recently-established "Theme Week.

Stones Splurge

As for Rolling Stones product, the sales boom in this area is getting a tremendous boost from the Stones "When the Going Gets Tough, the Tough Get Going," the 19 Stones' LP's released to date, which has been a hit seller in the 2-1/2 LP discography, "Hot Rocks," which covers Stones recordings from 1964-1969, is quickly selling. The album has been performed on stage by the Stones and is a hot seller through the Columbia catalog.

Additional, cite the execs, is there a whole new era of Stones fans" that has emerged since the last time the group was introduced in America. "It's been eighteen years that an 18-year-old at the time is now a 36-year-old likely into the sound of the Stones.

Since the day the tour was announced, we've seen an era moving at a torrid pace," Goldberg said. In gear for the tour, our distribution began to stock heavily in the group's one product. One outlet ordered 40,000 of various Stones merchandise.

Summer Splurge

Goldfarb said, "This is the best album record to date and is the biggest hit of the year." Goldberg said. "It is the biggest hit of the year. We distributed the singles "Get Yer Ya.Ya's Out," "Miss You," and "Beggar's Banquet," which helped to make the record a hit.

Manassas
Five Tours In Six Months

NEW YORK — Stephen Stills' new band, Manassas, which joined together to record the current top-selling Atlantic album by the same title, will embark on five tours respectively covering the Western United States, Europe and Scandinavia, the "Big Ten" Midwestern American Colleges, and the East Coast.

The band will consist of the same members which recorded the "Manas- sas" album earlier this year, with the exception of Dallas Taylor, Paul Harris, Fuzzy Ma- nassas, and Mike Bloomfield. Beginning July 14, the band will play Free, La Vegas, Hollywood Bowl, Atlanta, New Orleans, Charlotte, Chi- cago, San Bernardino, San Diego and the first tour July 30 in Tucson, Arizona.

The second tour will begin Aug. 11 in Portland, Oregon, and the third tour includes the Sunset Session, Sept. 13 and will finish Oct. 9, with England, Holland, France, Switzerland, Nor- way, Belgium and Sweden in its itinerary.

The tour of Midwestern American Colleges will next begin on Oct. 26, and The Rolling Stones product, it was an- nounced at deadline late last Fri- day. Further details next week.

Capitol: Across-The-Board Dealer Pricing

HOLLYWOOD — Capitol Records has introduced a new system of pricing for the $3.57 album, which will replace the standard price of $3.17. Under the new system, dealers will be given the option to add a surcharge for items such as special packaging or autographed labels that complicates realistically compete in today's retail market.

The new system replaces the Dealer Incentive Policy (DIP), in effect since July of 1971. Under the former policy, dealers who met a certain quota would qualify for special discounts from the standard card price of $3.17. However, the dealer wouldn't know the exact rate of discount until the end of the fiscal quarter. Capitol's new policy will enable the dealer to know where he stands at all times, thus encouraging more active stocking and re- tailing.

Under the new pricing system, a list $3.57 album will be priced at a fixed $3.06 and a list $6.08 will carry a card price of $5.17. Tapes will also be fixed at $2.96 for 8-track and cassettes listed at $6.98. Significant discount will also be $2.98 for a $5.98 list and $3.34 for a $6.98 list to retail $4.

The $3.00 tape and cassette configurations listing at $6.98 will subsidize price at $3.65.

Pickwick To Buy All Tapes

WOODBURY, N.Y. — Pickwick Interna- tional, Inc., and All Tapes, Inc., have announced that an agreement of mer- ger in which All Tapes would be ac- quired by Pickwick on the basis of approximately one share of Pickwick for every two shares of All Tapes, was approved by an audit of All Tapes as of July 31, 1972. Consumption of the merger is subject to satisfaction of various conditions contained in the agreement including approval of All Tapes' stockholders.

All Tapes has $20,000 shares outstanding. On June 23, 1972, the closing price of Pickwick common stock was $48 1/2, but Pickwick's floor分行 average price up 23 cts. to $31 1/2.

All Tapes, headquartered in Chi- cago, is engaged primarily as a dis- tributor of sight, sound and merchandise of discs and tapes.

NPT Plan Withdraws

Pickwick International, Inc., also announced that the proposed plan in the Chapter 11 proceedings of Na- tional Tape Distributors, Inc., under which Pickwick would have agreed to purchase certain assets of National Tape, will be withdrawn. Announce- ment of the proposed plan was previ- ously subject among other things, to withdrawal.

Fiddler' Ends Record B'way Run

NEW YORK — "Fiddler On The Roof," which has been playing Broadway run last Sunday (2) after a near-record 3,242 performances, making it Broadway longest-running show of all time. Latter mark was set on Aug. 23, 1923.

Schwartz Bros. To Buy Wixie Maxie DEALERSHIPS

WASHINGTON, D.C. — The Schwartz Bros. Corporation, of New York, D.C., filed a notice of intent to purchase a chain of 12 retailers, it was an- nounced at deadline late last Fri- day. Further details next week.

CMA Radio Survey

See Country News

EMI Opens 16-Acre Factory

See Int'l News

Cash Box — July 8, 1972