

# COUNTRY & WESTERN SPECIAL ISSUE

**&W: Roots Music (Editorial) . . . Irving Green Stepping Down As Mercury President . . . 'Heavy' Singles**

**Oil To Ignite Top 100 . . . 'Hair' Bonanza Hits**

**10 Million In Disk Sales . . . British Disk Production, Sales Advance . . . New Music Co. Edges 15% Of Gross To Aid Black Areas**

October 18, 1969

# Cash Box

75¢

Cash Box



INT'L SECTION BEGINS ON PAGE 133





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## C&W: Roots Music

It is a paradox of our time that the more we seem to break from the roots of the past, the more we seek to identify with them again. This is certainly true in the area of music, where what we like to think of as "contemporary" and "progressive" is, with cursory inspection, indebted to styles seemingly long abandoned. Country music is basically "roots music," which by any other name still falls back on simplicity and, one may add, an honest, common-sense approach to its storyline. The fact that the sound of country music continues to grow in its appeal each year is a living testament to the validity of our musical roots. In this week of celebration of the 44th annual festivities of WSM's Grand Ol' Opry and the Country Music Association's Country Music Week, **Cash Box** salutes country music as "roots music" whose strength and continued growth are undiminished.





# CashBox TOP 100

October 18, 1968

<b>1</b>	<b>SUSPICIOUS MINDS</b> Elvis Presley-RCA 9764	10/11	10/4
<b>2</b>	<b>SUGAR SUGAR</b> Archies-Calendar 1008	6 11	3 11
<b>3</b>	<b>LITTLE WOMAN</b> Bobby Sherman-Metromedia 121	1 2	
<b>4</b>	<b>JEAN</b> Oliver-Crewe 334	2 4	
<b>5</b>	<b>I CAN'T GET NEXT TO YOU</b> Temptations-Gordy 7093	8 9	
<b>6</b>	<b>THIS GIRL IS A WOMAN NOW</b> Gary Puckett-Columbia 44967	5 6	
<b>7</b>	<b>EVERYBODY'S TALKIN'</b> Nilsson-RCA 0161	7 8	
<b>8</b>	<b>I'M GONNA MAKE YOU MINE</b> Lou Christie-Buddah 116	10 15	
<b>9</b>	<b>HOT FUN IN THE SUMMERTIME</b> Sly & Family Stone-Epic 10497	11 13	
<b>10</b>	<b>WEDDING BELL BLUES</b> Fifth Dimension-Soul City 777	28 41	
<b>11</b>	<b>TRACY</b> Cuff-Links-Decca 32533	13 20	
<b>12</b>	<b>BABY IT'S YOU</b> Smith-Dunhill 4206	18 31	
<b>13</b>	<b>EASY TO BE HARD</b> Three Dog Night-Dunhill 4203	4 3	
<b>14</b>	<b>THAT'S THE WAY LOVE IS</b> Marvin Gaye-Tamla 54185	14 16	
<b>15</b>	<b>CARRY ME BACK</b> Rascals-Atlantic 2664	12 12	
<b>16</b>	<b>YOU'VE LOST THAT LOVIN' FEELIN'</b> Dionne Warwick-Scepter 12262	21 37	
<b>17</b>	<b>HONKY TONK WOMEN</b> Rolling Stones-London 910	9 5	
<b>18</b>	<b>GREEN RIVER</b> Creedence Clearwater Revival-Fantasy 625	15 10	
<b>19</b>	<b>MAKE BELIEVE</b> Wind-Life 200	23 25	
<b>20</b>	<b>SUGAR ON SUNDAY</b> Clique-White Whale 323	22 23	
<b>21</b>	<b>BALL OF FIRE</b> Tommy James & Shondells-Roulette 7060	36 66	
<b>22</b>	<b>I'LL NEVER FALL IN LOVE AGAIN</b> Tom Jones-Parrot 40018	16 7	
<b>23</b>	<b>WHAT'S THE USE OF BREAKING UP</b> Jerry Butler-Mercury 72960	26 26	
<b>24</b>	<b>YOU, I</b> Rugbys-Amazon 1	25 29	
<b>25</b>	<b>WE GOTTA ALL GET TOGETHER</b> Paul Revere & The Raiders-Columbia 44970	27 30	
<b>26</b>	<b>OH WHAT A NIGHT</b> Dells-Cadet 5649	17 14	
<b>27</b>	<b>GET TOGETHER</b> Youngbloods-RCA 9752	19 18	
<b>28</b>	<b>WHEN I DIE</b> Motherlode-Buddah 131	24 17	
<b>29</b>	<b>IS THAT ALL THERE IS</b> Peggy Lee-Capitol 2602	50 76	
<b>30</b>	<b>WHAT KIND OF FOOL DO YOU THINK I AM</b> Bill Deal & Rondells-Heritage 817	29 22	
<b>31</b>	<b>HURT SO BAD</b> Lettermen-Capitol 2482	20 21	
<b>32</b>	<b>RUBEN JAMES</b> Kenny Rogers & First Edition-Reprise 0854	41 55	
<b>33</b>	<b>AND THAT REMINDS ME</b> Four Seasons-Crewe 333	33 34	
<b>34</b>	<b>SO GOOD TOGETHER</b> Andy Kim-Steed 720	38 48	
<b>35</b>	<b>WORLD</b> James Brown-King 6258	34 36	
<b>36</b>	<b>SOMETHING</b> Beatles-Apple 2654	— —	
<b>37</b>	<b>DADDY'S LITTLE MAN</b> O. C. Smith-Columbia 44948	39 33	
<b>38</b>	<b>SMILE A LITTLE SMILE FOR ME</b> Flying Machine-Congress 6000	49 58	
<b>39</b>	<b>COME TOGETHER</b> Beatles-Apple 2654	— —	
<b>40</b>	<b>YOU'LL NEVER WALK ALONE</b> Brooklyn Bridge-Buddah 139	45 54	
<b>41</b>	<b>GOIN' IN CIRCLES</b> Friends of Distinction-RCA 0204	53 57	
<b>42</b>	<b>NO ONE FOR ME TO TURN TO</b> Spiral Starecase-Columbia 4492	42 43	
<b>43</b>	<b>JESUS IS A SOUL MAN</b> Lawrence Reynolds-Warner Bros./7 Arts 7322	52 62	
<b>44</b>	<b>LOVE OF THE COMMON PEOPLE</b> Winstons-Metromedia 142	46 49	
<b>45</b>	<b>JEALOUS KIND OF FELLOW</b> Garland Greene-Uni 55143	47 51	
<b>46</b>	<b>SUITE: JUDY BLUE EYES</b> Crosby, Stills & Nash-Atlantic 2676	56 67	
<b>47</b>	<b>DON'T IT MAKE YOU WANT TO GO HOME</b> Joe South-Capitol 2592	48 50	
<b>48</b>	<b>IN A MOMENT</b> Intrigues-Yew 1001	43 44	
<b>49</b>	<b>ECHO PARK</b> Keith Barbour-Epic 10486	58 64	
<b>50</b>	<b>TAKE A LETTER MARIA</b> R. B. Graves-Atco 6714	63 84	
<b>51</b>	<b>ANY WAY THAT YOU WANT ME</b> Evie Sands-A&M 1090	61 72	
<b>52</b>	<b>SAD GIRL</b> Intruders-Gamble 235	57 60	
<b>53</b>	<b>MIND, BODY &amp; SOUL</b> Flaming Ember-Hot Wax 6902	65 82	
<b>54</b>	<b>TRY A LITTLE KINDNESS</b> Glen Campbell-Capitol 2659	71 —	
<b>55</b>	<b>SOMETHING IN THE AIR</b> Thunderclap Newman-Track 2656	59 70	
<b>56</b>	<b>WAS IT GOOD TO YOU</b> Isley Bros.-T-Neck 908	62 69	
<b>57</b>	<b>BABY I'M FOR REAL</b> Originals-Soul 35066	67 78	
<b>58</b>	<b>LIFE &amp; DEATH IN G&amp;A</b> Abaco Dream-A&M 1081	60 63	
<b>59</b>	<b>AND WHEN I DIE</b> Blood, Sweat & Tears-Columbia 45008	— —	
<b>60</b>	<b>CHAINS OF LOVE</b> Bobby Bland-Duke 449	68 77	
<b>61</b>	<b>LOVE IN THE CITY</b> Turtles-White Whale 326	69 73	
<b>62</b>	<b>MAKE YOUR OWN KIND OF MUSIC</b> Mama Cass-Dunhill 4214	— —	
<b>63</b>	<b>DOIN' OUR THING</b> Clarence Carter-Atlantic 2660	70 79	
<b>64</b>	<b>ELI'S COMING</b> Three Dog Night-Dunhill 4215	— —	
<b>65</b>	<b>CHERRY HILL PARK</b> Billy Joe Royal-Columbia 44902	72 81	
<b>66</b>	<b>LET A WOMAN BE A WOMAN</b> Dyke & The Blazers-Original Sound 89	74 68	
<b>67</b>	<b>YESTER-ME, YESTER-YOU, YESTERDAY</b> Stevie Wonder-Tamla 54188	— —	
<b>68</b>	<b>GROOVY GRUBWORM</b> Harlow Wilcox-Plantation 28	76 81	
<b>69</b>	<b>ETERNITY</b> Vikki Carr-Liberty 56132	75 71	
<b>70</b>	<b>TURN ON A DREAM</b> Box Tops-Mala 12042	82	
<b>71</b>	<b>MR. TURNKEY</b> Zager & Evans-RCA 0246	78	
<b>72</b>	<b>DON'T WASTE MY TIME</b> John Mayall-Polydor 14004	79 81	
<b>73</b>	<b>TIME MACHINE</b> Grand Funk Railroad-Capitol 2567	80 9	
<b>74</b>	<b>LET A MAN COME IN &amp; DO THE POPCORN</b> James Brown-Kind 6255	— —	
<b>75</b>	<b>HOLD ME</b> Baskerville Hounds-Avco Embassy 4504	77 7	
<b>76</b>	<b>I STILL BELIEVE IN TOMORROW</b> John and Ann Ryder-Decca 32506	83 8	
<b>77</b>	<b>SUNDAY MORNIN' COMIN' DOWN</b> Ray Stevens-Monument 1163	84 8	
<b>78</b>	<b>UNDUN</b> Guess Who-RCA 0195	86	
<b>79</b>	<b>WALK ON BY</b> Issac Hayes-Enterprise 9003	85	
<b>80</b>	<b>SILVER THREADS &amp; GOLDEN NEEDLES</b> Cowells-MGM 14084	95 9	
<b>81</b>	<b>SHANGRI-LA</b> Lettermen-Capitol 2643	88	
<b>82</b>	<b>GET RHYTHM</b> John Cash-Sun 1103	87	
<b>83</b>	<b>SINCE I MET YOU</b> Sonny James-Capitol 2595	89	
<b>84</b>	<b>COLOUR OF MY LOVE</b> Jefferson-Decca 3250	91 5	
<b>85</b>	<b>WAYS TO LOVE A MAN</b> Tammy Wynette-Epic 10512	93	
<b>86</b>	<b>SAY YOU LOVE ME</b> Impressions-Curtom 1946	—	
<b>87</b>	<b>NA NA HEY HEY KISS HIM GOODBYE</b> Steam-Fontana 1667	—	
<b>88</b>	<b>I CAN'T BE ALL BAD</b> Johnny Adams-SSS Int'l 780	94	
<b>89</b>	<b>ONE CUP OF HAPPINESS</b> Dean Martin-Reprise 0857	—	
<b>90</b>	<b>WE'LL CRY TOGETHER</b> Maxine Brown-Commonwealth United 3001	96	
<b>91</b>	<b>I'LL BET YOU</b> Funkadelic-Westbound 150	—	
<b>92</b>	<b>SHE'S GOT LOVE</b> Thomas & Richard Frost-Imperial 66405	97	
<b>93</b>	<b>PROUD MARY</b> Checkmates Ltd. with Sonny Charles-A&M 1127	—	
<b>94</b>	<b>JULIA</b> Ramsey Lewis-Cadet 5640	—	
<b>95</b>	<b>KOOL &amp; THE GANG</b> Kool & The Gang-Delite 519	—	
<b>96</b>	<b>LIKE A ROLLING STONE</b> Phil Flowers & Flowershop-A&M 1122	100	
<b>97</b>	<b>UP ON CRIPPLE CREEK</b> Band-Capitol 2635	—	
<b>98</b>	<b>SHE BELONGS TO ME</b> Rick Nelson-Decca 32550	—	
<b>99</b>	<b>JUST A LITTLE LOVE</b> B. B. King-Bluesway 61029	—	
<b>100</b>	<b>ROOSEVELT &amp; IRA LEE</b> Tony Joe White-Monument 1169	—	

## ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

And That Reminds Me (Symphony House—ASCAP)	33	Honky Tonk Women (Gideon, BMI)	17	Make Believe (Love Songs/Peanut Butter—BMI)	19	Suspicious Minds (Press—BMI)	1
And When I Die (Tuna Fish—BMI)	59	Hot Fun In The Summertime (Stone Flower, BMI)	9	Mind, Body & Soul (Gold Forever — BMI)	53	Take A Letter Maria (Four Star — BMI)	71
Any Way That You Want Me (April Blackwood—BMI)	51	Hurt So Bad (Vogue, BMI)	31	Mr. Turnkey (Zerlad—BMI)	71	That's The Way Love Is (Jobete—BMI)	14
Baby, I'm For Real (Jobete — BMI)	57	I Can't Be All Bad (Shelby Singleton—BMI)	88	Na, Na, Hey, Kiss Him Goodbye (MRC/Little Heather—BMI)	87	This Girl Is A Woman (Three Bridges, ASCAP)	—
Baby It's You (Dolli—ASCAP)	12	I Can't Get Next To You (Jobete, BMI)	5	No One For Me To Turn To (Spiral, BMI)	42	Time Machine	—
Ball of Fire (Big Seven — BMI)	21	I'll Bet You (Jobete—BMI)	22	One Cup of Happiness (Pomona—BMI)	26	Tracy (Vanlee/Emily, ASCAP)	—
Carry Me Back (Slascor, ASCAP)	15	I'll Never Fall In Love Again (Tro-Hollis Music Inc., BMI)	91	Proud Mary (Jondora—BMI)	89	Try A Little Kindness (Airfield/Glen Campbell—BMI)	—
Chains of Love (Progressive—BMI)	60	I'm Gonna Make You Mine (Pocketful of Tunes, BMI)	8	Rubens James (Unart—BMI)	93	Turn On A Dream (Press—BMI)	—
Cherry Hill Park	65	In A Moment (Odum and Neilburg, BMI)	48	Rubens James (Unart—BMI)	32	Undun (Dunbar—BMI)	—
Color of My Love (Arm Rachel — ASCAP)	39	Is That All There Is	29	Roosevelt & Ira Lee (Combine—BMI)	100	Up On Cripple Creek (Callee—ASCAP)	—
Come Together (Harrisons—BMI)	84	I Still Believe In Tomorrow (Dycgess—BMI)	76	Sad Girl (I.P.G. Music, BMI)	52	Walk On By (Johnny Rivers—BMI)	—
Daddy's Little Man (B&B, ASCAP)	34	Jealous Kind Of Fellow (Colfam—BMI)	45	Say You Love Me (Curtom—BMI)	86	Was It Good To You	—
Doin' Our Thing	37	Jean (20th Century, ASCAP)	4	Shangri-La (Robbins—ASCAP)	81	Ways To Love A Man (Al Gallico—BMI)	—
Don't It Make You Want To Go Home (Lowery, BMI)	63	Jesus Is A Soul Man	43	She Belongs To Me (Warner—7 Arts—ASCAP)	98	Wedding Bell Blues (TunaFish—BMI)	—
Don't Waste My Time	72	Julia (MacLen—BMI)	94	She's Got Love (Claridge Music, Inc./Tons of Fun, Pub. Co. — ASCAP)	92	We Gotta All Get Together (Boom, BMI)	—
Easy To Be Hard (United Artists, ASCAP)	13	Just A Little Love (Sounds of Lucille/Pamco—BMI)	99	Shelby (Unart—BMI)	92	We'll Cry Together (McCoy, Chevis, BMI)	—
Echo Park (Hastings—BMI)	49	Kool & The Gang (Stephanye—BMI)	95	Shelby (Unart—BMI)	80	What Kind Of Fool Do You Think I Am (Whitley, Low-Tw, BMI)	—
Eli's Coming (Tuna Fish—BMI)	49	Let A Man Come In & Do The Popcorn (Dynamite—BMI)	74	Since I Met You (Progressive—BMI)	83	When I Die (Modo, BMI)	—
Eternity (Saturday—BMI)	64	Let A Woman Be A Woman (Drive In—BMI)	66	So Good Together (Unart—BMI) (Joachim—BMI)	34	What's The Use Of Breaking Up (Assorted/Parabut, BMI)	—
Everybody's Talkin' (Third Story, BMI)	7	Life & Death In G&A (Daly City—BMI)	58	Something (Harrisons—BMI)	38	World (Dynamite—BMI)	—
Get Rhythm (Hi-Lo—BMI)	82	Like A Rolling Stone (WB 7—ASCAP)	96	Something In The Air (Track—BMI)	36	Yesterme, Yesteryou, Yesterday (Stein & VanStock—ASCAP)	—
Get Together (Irving, BMI)	27	Little Woman (Green Apple, BMI)	3	Sugar On Sunday (Big 7, BMI)	55	You, I (Shelby Singleton Music, BMI)	—
Goin' In Circles (Porpete, BMI)	41	Love In The City (Ishmael/Blimp—BMI)	61	Sugar Sugar (Don Kirshner, BMI)	20	You'll Never Walk Alone (Williamson—ASCAP)	—
Green River (Jondora, BMI)	18	Love Of The Common People (Tree—BMI)	44	Suite: Judy Blue Eyes (Gold Hill — BMI)	46	You've Lost That Lovin' Feelin' (Screen Gems—Columbia—BMI)	—
Groovy Grubworm	58	Make Your Own Kind Of Music (Screen Gems/Columbia — BMI)	62	Sunday Mornin' Comin' Down (Combine — BMI)	77		



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## Atlantic Offering All LP's This Week

NEW YORK — At Atlantic-Atco's fall meetings with Atlantic-Atco distributors this week, the label will introduce twelve new albums, covering the Rock, blues, pop, and jazz fields.

Atlantic album sales chief Dave Karger and his assistant, Tim Lane, will present the fall program to the distributors with the aid of regional merchandising managers Sal Uterano, Mark Krizman, Ralph Cox, Tom Jones, and Charles Goldberg who will later visit distributors in all major cities throughout the country. Helping with the presentation by visiting distributors will be sales executives Rick Willard and Johnny Westcock.



CHANGING ITS CHIMES, Bell Records has just effected a changeover into a new corporate logo design to be used on all recordings from the label. Created by Alan Wolsky, the design, according to president Larry Bell, is part of our program to make Bell a powerful corporate identity to show the industry and the public that we are changing, growing and doing more kinds of business in this country and overseas.

He noted especially to the new diversity product offered by Bell since its acquisition by Columbia Pictures, including soundtracks from two new ones ("Bob & Carol & Ted & Alice" and "Cactus Flower") and the "Flight of the Moon" album.

## Campbell, Dalton Co.

HOLLYWOOD — Bruce Campbell, formerly of Campbell, Silver & Cosby, and Dalton Trumbo have formed The Bruce Campbell and The Dalton Trumbo Company. They will produce and direct "Johnny Got His Gun" respectively. No deal has been set.

## Jean' A Million

NEW YORK — Singer Oliver has teamed up with his second million-selling single. It's "Jean" on the new label, just certified as a gold record by the RIAA. The artist's first gold record was his last release, "Good Morning Starshine" on Jubilee, produced by Bob Crewe.

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## 'Heavy' Singles Fail To Ignite Top 100

HOLLYWOOD — While so-called 'heavy music' groups continue to ride high on the album scene, their impact on the singles market has greatly diminished. In addition, the trend towards meaningful-lyric songs has also slowed down, with the only two Top 20 entries last week being "Everybody's Talkin'" and "Get Together," both from RCA, and both significantly, reissues.

A look at last year's Top 100 discloses fourteen 'underground' acts riding with sixteen tunes. (Both the Beatles and Big Brother were going

with two hits). Six of those acts, the Beatles, Cream, Canned Heat, Chambers Bros., the Who and Big Brother were in the Top 20. Last week's Top 20 harbored only the Rolling Stones and Creedence Clearwater, with only two other acts sitting further down the list.

Two groups who helped spearhead the rock message craze, Sly and the Family Stone and the Rascals, are both in the Top 20, but with material in a much lighter vein.

On the album scene, ten of the Top 20 LP's last year were in the under-

ground spectrum, while last week's chart held eight, with three more sitting right on the edge.

## Com'wealth Consents To SEC Injunction

HOLLYWOOD — Commonwealth United Corp. has consented to the entry of an injunction in an action by the Securities and Exchange Commission. The company stated that the Commission's complaint was addressed to a registration statement which never became effective and was, in fact, withdrawn and to a proxy statement for a shareholders meeting which was never held. The company said that it consented to the injunction, without admitting any of the allegations in the complaint in order to avoid the time and expense of protracted legal proceedings. Commonwealth has not been trading on the American Exchange for several months. It runs a number of music-oriented firms, including a label.

The company stated that it is preparing proxy material for a meeting of shareholders to be held on a date to be announced shortly. Such material will contain a complete discussion of all matters referred to in the S.E.C. complaint and current information on all significant developments.

## Irving Green Stepping Down As Mercury President; Formed Co.

NEW YORK — Irving Green is stepping down as president of Mercury Records at the end of the year, thus ending a 22-year association with a label he founded in 1947. An announcement said that Green planned to remain active in the entertainment industry and currently has under consideration a number of proposals.

Under Green, Mercury developed into one of the great 'major' indie operations, which, until several months ago, maintained its own

wholly-owned distrib branches. It became one of the first indie labels to associate itself with mergers-and-acquisitions, having been acquired by North American Philips Corp. in 1961. Green stayed on as president. Mercury has always offered a broad spectrum of music, including strong pop attractions ranging from Frankie Laine, Patti Page to the Crew Cuts and the Four Seasons. Classics, blues and jazz are also key attractions at the label.

## Ampex Stereo Tape 'Purlie' Angel

NEW YORK — The Stereo Tapes division of Ampex Corp. has turned "angel" for this fall's Broadway musical production of "Purlie." Cash Box has learned. AST is backing the show to the tune of approximately \$200,000, roughly half the money already involved in the play.

as labels end licensing agreements in favor of internal production and marketing of their tape cartridge lines.

"Purlie," which will reach Broadway during the coming season, is a musical adaptation of the '61 play "Purlie Victorious." The new production involved Phil Rose and Ossie Davis who brought the original hit to New York and will feature music and lyrics by Peter Udell and Gary Geld, a team which has been responsible for numerous best sellers in the recording field.

## Nat'l Musitime Buys Off-B'way Theatres

NEW YORK — National Musitime Corp., New York based company in the background music and in-flight entertainment business, is acquiring two corporations which are in the off-Broadway theatre business.

AST has negotiated the exclusive worldwide tape rights for "Purlie," though at present no disk-recording rights have been agreed to.

Ampex' move is a further indication of tape distributor and duplicator desire to obtain tape product rights

One of the new corporation's properties is the Eden Theatre, which houses "Oh Calcutta!" The second corporation has a theatre which features New York's Jewish Theatre and has booked a new Kurt Weil musical to open in January.

## Fuhrman Heads Merger Of BN, SS And Minit

NEW YORK — Consolidating the administration of various label entities within Liberty/UA, key execs from the staffs of the Blue Note and Solid State labels and the Minit and Minit-Gospel labels have been merged and will operate as a single division under the overall guidance of Mel Fuhrman. Fuhrman was named general manager of the newly unified division by Liberty/UA Inc. president Al Bennett.

National Musitime Corp., whose stock is traded over-the-counter, is purchasing both corporations for shares of its stock and is awaiting stockholder approval.

The theatre companies and their executives will continue their operations as a division of National Musitime Corp. looking toward the acquisition of other off-Broadway theatres.

## RCA Profits Gain In Third Quarter

NEW YORK — The third quarter profits at RCA Corp. showed gains in what the company termed a "perceptible slowdown" in the economy.

Profits rose, according to Robert Sarnoff, president, to a record \$39.7 million from \$38.6 million a year before, although sales declined from \$816 million to \$804 million. Earnings in the first nine months rose 4% to \$106.5 million from \$102.4 million. Sales over this period increased to \$2.35 billion from \$2.31 billion. Sarnoff expressed optimism about the long term picture at the company.

## MGM In The 'Chips' With Track Release

NEW YORK — MGM Records soundtrack of "Goodbye Mr. Chips" goes into release this week (13) with initial orders over 100,000, the label reports. Musical film, starring Peter O'Toole and Petula Clark, has a 12-song score by Leslie Bricusse.

Albums are being sent to all MGM record distributors and dealers throughout the country. Dealers are preparing window displays advertising the soundtrack. In addition, albums are being sent to all radio station deejays and program directors.

A special feature of the album is a 12-page full color insert containing the lyrics for each song accompanied by an appropriate photo from the film.

"Chips" was directed by Herbert Ross from a screenplay by Terence Rattigan. The music in the film and in the soundtrack was conducted and supervised by John Williams.

**British Disk Prod.,  
Sales Advance  
See  
Int'l News Report**

**Tom Donahue Returns  
With Some 'Hot Masters'**



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We have three smash singles on  
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...and the giant album AGE OF AQUARIUS  
has sold almost 1,000,000 copies.  
(that's individual albums—not just dollars worth of sales).

We think the 5th Dimension is something special.

Production and Sound: Bones Howe.





## New Music Co. Pledges 15% Of Gross Income To Black Community Assistance

NEW YORK—A new, varied music business firm, Catalyst Records, Ltd., is pledging 15% of its gross income to black scholarship and development programs.

According to Beau Ray Fleming, an indie producer-writer who is president of the company, Catalyst "would like to start a trend among black business men, politicians, professionals, athletes, entertainers, etc., especially those who look to the black community for substantial support, to pledge a percentage of their gross income." Fleming says, "to take money out of the communities and not put anything back as it is for whites to do it."

Catalyst's affiliates will include Experimentant Productions, Rendezvous Management, and two publishing companies, Facsimile Music (ASCAP) and Arcissus Music (BMI).

First release on Catalyst is entitled "There Ain't No Place Like Home", by singer-writer Jonathan. Independent production activities include the new single by "Heavyweight Boxing Champ" Joe Frazier on Capitol records, and two albums on RCA records by writer-singer Jon Lucien, writer-singer Milt Mathews Inc. and an instrumental album on MGM, "The roovin' Strings & Things", all produced or co-produced by Beau Ray Fleming. Fleming announced his appointment as associated producer for Ember Records LTD. of London and Europe.

Fleming will be leaving for London

## Graziano Heads NY Activities Of IMC

DETROIT—Charles Graziano has been appointed east coast manager for International Management Co., the Detroit-based arm of Motown Records. Stewart Abner, Jr., Motown vp who heads IMC, said that Graziano will



Charles Graziano

temporarily work out of offices at 157 W. 57th St. in New York until a permanent office is found. Graziano, formerly with International Famous Agency, where he founded and headed the agency's contemporary music dept., will direct east coast activities of IMC, the talent roster of which includes Diana Ross & the Supremes, the Temptations, the Four Tops, Marvin Gaye, Martha Reeves & the Vandellas, Stevie Wonder, David Ruffin, the Originals, Bobby Taylor and others. Graziano was also associated with Shaw Artists Corp.

## Phil Jones Is Motown's Director Of Sales

Last week's story on the appointment of Phil Jones as sales head of Motown, the headline incorrectly stated that he was named marketing director. Actually, he served as marketing director before assuming his new sales function.

soon to record several artists for Ember, among them American actress-singer Polly Elliot. Fleming will seek acts and masters for Ember with an accent on international appeal. He will report to Ember's managing director Jeff Kruger. Companies officers are Beau Ray Fleming, Pres. Wellington Grey, executive, vp and Bill Canegata, VP.

Ashram Associates Ltd. will handle public relations for the complex.

## New Maxwell Label Via Crewe Dist.

NEW YORK—Rhythm and blues production and promotion specialist Larry Maxwell has concluded arrangements to open his own Maxwell Records label, to be distributed exclusively by CGC Records, a division of the Crewe Group of Companies, according to Rocco Sacramone, executive vice president of CGC.

With his first single on the label being scheduled for rush release, Ben E. King is the initial artist to be signed and produced by the new Maxwell label. King, known as lead singer for the Drifters and also as a solo performer, left Wednesday (1) for a four week tour of England and the continent, where he will feature his brand new Maxwell sides in concert.

Maxwell, due to sign a number of young production assistants, reports that he is "wide open" for promising new masters. While initial productions will spotlight black talent, the label will not limit itself to this area. According to Maxwell, the label wants "talent drawn from many areas, including pop, r&b, country, jazz, whatever is good."

Beyond the obvious label-distributor tie, the Maxwell-CGC arrangement is expected to have other important ramifications. For one thing, Maxwell, and CGC chief, Bob Crewe, will work closely with one another on all aspects of record productions for both the

## Rocky 'G' Named to Nat'l Promo Position

NEW YORK—Commonwealth United Records' VP/GM, Len Sachs, announced the appointment of Rocky "G." (Groce) as the label's promotion executive.

Sachs said that Rocky would be handling promotion for Commonwealth United on a national level. Rocky has been in the music business for more than 15 years, getting his start as a rhythm and blues DJ on WEEC-Miami in 1954. Between '54 and '68, Rocky has been associated with WRVM-Rochester, WLIB-New York, WHAT-Philadelphia. Rocky has been most recently heard over WMCA-New York in a special weekend spot.



HOT DOGS TO HIT DISKS? Rock impresario Bill Graham and producer Dave Rubinson's new Fillmore label and its distrib deal with Columbia Records were celebrated last week at Nathan's Broadway hot dog emporium. Fete also heralded the release of

## 'Hair' Disk Bonanza Hits \$20 Mil

NEW YORK—The combination of disk sales, performance income and sheet music movement will fashion "Hair" into one of the great all-time musical theatre offerings.

This is the report from United Artists Music Group, publishers of the score, which notes that disk sales have reached a total of \$20 million. Disk coverage includes 100 singles, 69 albums with "Hair" songs, 20 albums of the entire score and seven original cast LP's, including RCA's long-time number 1 seller of the Broadway cast-er. In its world-wide presentations,

"Hair" is grossing \$1 million every two weeks, UA adds. "Easy to Be Hard" by Three Dog Night (Dunhill) was a Top 5 entry.

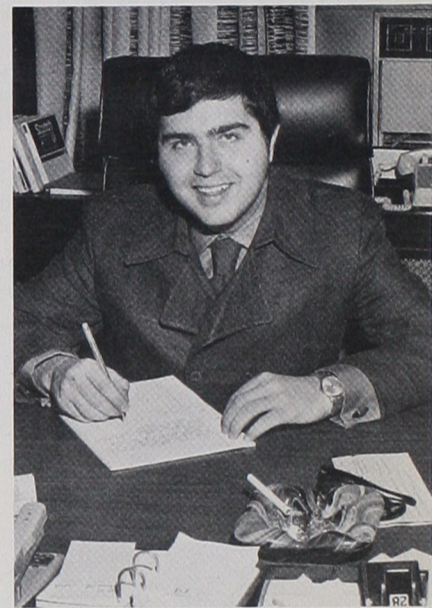
On the singles front, three decks of "Hair" tunes hit the number 1 spot: "Hair" by the Cowsills MGM, "Good Morning Starshine" by Oliver (Jubilee) and "Aquarius" by the Fifth Dimension (Soul City). Oliver is among the many disk pactees created via "Hair." Others include Jennifer, Richard Kim Milford, Bert Sommer, Sakinah Muhammad, Paul Nicholas, Ronnie Dyson, Salley Eaton and Martha Velez.

A Chicago company of "Hair" opens later this month, joining presentations in New York, Hollywood, San Francisco, Las Vegas, England, Germany, France, Sweden, Mexico, Australia, Japan, Brazil, Yugoslavia, Denmark, Finland, Netherlands, Canada and Italy.

## Tyrell Scepter VP Of Promo & Product

NEW YORK—Steve Tyrell has been promoted to vp in charge of national promo and product acquisition at Scepter Records, according to Florence Greenberg, president.

Tyrell, who reports to Sam Goff,



Steve Tyrell

exec vp, will direct the activities of Chris Jonz, R&B promo manager; Steve Rudolf, pop promo, Dan Carter, R&B promo out of Houston, and Glen Robbins, national promo coordinator. Also Tyrell will continue Scepter's secondary station airplay program as well as coordinating the efforts of key distrib promo men. He will also be responsible for structuring Scepter's distrib promo men incentive programs.

In production acquisition, Tyrell is presently working with Resnick & Levine, Sly Stone of Stone Flower Productions, Buddy Greco, Mark James, Ronnie Milsap and Eddie Bo. Tyrell continues to coordinate new product with Chips Moman of Memphis and B.J. Thomas. Tyrell has previously produced Thomas, Sunny & the Sunliners, Chuck Jackson, Maxine Brown and the Shirelles. He was 17 when he started his disk career as United Promo man in Houston in 1962. He joined Scepter in 1964 and in 1967 became national promo director, later doubling the size of the dept.

## Indie Tapers Into Disks

see p. 48





DONOVAN's recent Los Angeles reception served both to introduce him to California tradesters once again and to initiate **Cash Box'** new West Coast editor Alan Rinde (right). Newly arrived in L.A. they were both made to feel at home by Sid Maurer, Donovan's U.S. representative (left).

## Santone Is Named Chips' President

PHILADELPHIA—Ernest J. Santone has been promoted to the presidency of Chips Distributing Corporation and its wholly owned subsidiary Bandstand Record Service.

Santone has been with the Chips organization for the past ten years. He moves into the president's position from his post as vice president of the firm.

In another move, Chips also elevated Beryl Burd to the position of treasurer from her present controller job.



Ernie Santone

## Morse Is Capitol Publicity Chief

NEW YORK—William M. Morse, a former public relations executive for Humble Oil & Refining Company, has been appointed eastern publicity manager for Capitol Records Distributing Corp., reports Charley Nuccio, promotion vice president for CRDC.

With headquarters in New York City, Morse will administer Capitol's publicity operations on the East Coast, reporting to National Publicity Manager Jackson Sellers in Hollywood.

## Sarlin NY Promo Man For Mercury

NEW YORK—Bob Sarlin is now head of publicity at Mercury Records in New York. He comes to Mercury from John Springer, where he was a publicist who wrote for the Film Festival account. For the past two years, he's also been arts editor for the College Press Service. Sarlin, according to Bob Reno of Mercury's New York office, will be working with the college and underground press throughout the U.S. Sarlin reports directly to Ron Oberman, director of publicity in Chicago.

## Al Kohn Is VP/GM Of Music Makers

NEW YORK—Music Makers Group has appointed Al Kohn as vp and general manager of the company's music publishing division, including Andrew Scott, Inc. and Renleigh Music, INC.

Kohn, a 25-year record and music publishing vet, will direct the acquisition and development of new music product for both music firms and set programs to establish a world-wide base. Chief initial assignment is blueprinting exploitation for Mitch ("Man of La Mancha") Leigh's upcoming Broadway musical, "Cry for Us All." Leigh is one of the original founders of Music Makers Group, which also includes a jingles division (Mark Century Corp), Century Library of Music & Sound, Dell Plastics manufacturers of toys, premiums and plastics, complete studio facilities for film dubbing and Music Makers Theaters, a chain of film theaters.

For the past 11 years U.S. rep for Francis, Day & Hunter, Kohn has also worked extensively as an arranger—doing Irving Berlin's World War 2 show, "This is the Army," and TV work for Milton Berle, Bob Hope, Dick Shawn, Jerry Vale, among others.



Al Kohn

## Braden Joins Nashboro

NASHVILLE—Theus Braden has joined Nashboro Records as its national promotion and sales representative for the labels which Nashboro now distributes.

Freddie North, Nashboro's national promo director announced that Braden would be handling the Excello, A-Bet, Burt, Nasco, Nashboro and Creed labels.

Before joining Nashboro, Braden was involved in sales and merchandising work for such companies as Anheuser-Busch, Brown-Williamson Tobacco and Venture Records.

During the many years that I worked as a disk jockey and a program director in Top 40 and underground stations and during the time I have spent in the record business I have probably had thousands of demo sessions, tapes, and dubs played for me. Each one of them was accompanied by an explanation that usually ran somewhat longer than the song itself.

I have listened with aloof amusement as producers, artists, promotion men, etc., would battle with their paranoia before they would roll the tape. When friends were involved I would plead with them not to do it, not to expose themselves in public in such a manner; that actually their long cop-outs invariably exposed every flaw, every weakness to such a degree that the listener spent all his time searching by the road map he had been given and in the process never heard the record.

Now that I'm in the recording business again I find myself involved in such epic exposition involving historical background, philosophical attitude, psychoanalytical approach to artists, etc., that I'm often unable to find time to play the record. I can't stop myself anymore than my friends can.

We have those meetings, ostensibly social, that involve a few minutes of "howsoldwhatshername" and then the struggle to see who can get the tape or record on first. We are, after all, not savages, and there are some ground rules — equal time, for instance. If I'm able to outmaneuver you to the tape recorder in order to play 5 or 6 cuts by the four geniuses I have assembled in a studio I feel obliged to sit through the last six cuts of that crap you've been recording despite my sincere belief that you should give up record production and get a secure job selling used cars or working in a parking lot.

If you find yourself doing the same, I would like to offer some material to you that may give some variation to your basic pitch:

"Listen, man, if you've got a few minutes I'd like to play you a cut by an incredible group that my mother-in-law turned me on to. I found them playing in this little toilet near a logging camp in Northern California. They have a fantastic ability to communicate with their audience and when I first saw them they were drawing two or three thousand people a night into a room that only held 300. Now, you have to dig that this is a 48 track tape with absolutely no mix on it at all. The studio stuck me with an engineer who's a leper and keeps losing fingers in the equipment but I think you've got an ear good enough to hear what fantastic things these cats

are doing.

"I guess the best description is say that they write sort of idiomatically stuff with a heavy count influence that nonetheless does not hide their basic simple rock approach with a strong blues sound. They're sort of a cross between the Beatles and Laura Nyro with a real Jimmy Ray feel to the bottom. At the same time you can hear enough Wayne King in the so that I know they're going to be that appeal to the older folks.

"As bad technically as this tape and you've got to understand that a dub made from a wire recorder, played just one song on a C&W station in the Valley last week and you should have seen those phones light up.

"When I first got them into a studio I told them, 'Man, let's make it clean and simple rock with a lot of that great Creedence Clearwater feel but when I heard the lyrics and cuts that these kids really wrote like space age Dylan, then I had to go long with them about the Moog and the oud and the pipe organ.

"Now, I know with your ear you would notice that the drummer trails off once in a while. You know how smack heads tend to nod out. I once these kids get any part of recognition they deserve I'm sure can get them straightened out or have somebody to keep them awake something.

"Now, you gotta dig, man, that this is just a demo and we were only in the studio for about twenty minutes between sessions, but bad as this sound I sent a copy of the demo to Sullivan and he has called five times trying to get them on the show. Just to give you an idea of how really psychedelic and really beautiful these kids are about doing their thing, they wouldn't go the show unless Ed takes acid with them, 'cause they said they could really get it on doing their thing unless they knew Ed was doing his thing had a much better dub of it that I more echo but I had to send it to Apple because they're so knocked out by the group.

"Now, you've gotta swear to me that you won't tell anybody about it but a whole lot of their friends keep coming by the studio and promise they won't tell anyone but that's Dylan, Moog and George Harrison overdued on the second banjo part. I guess somebody wanted to play it on the they could mention it, but I would want anyone to know that I spilled beans."

The above, of course, is merely man's trip. I would love to hear you and for each good one I receive I'll be glad to send you a demo tape of group YOU WON'T BELIEVE.

## 1st NARM Fellowships To Wharton, Atlanta

PHILADELPHIA—The NARM Scholarship Foundation of the National Association of Record Merchandisers (NARM) has inaugurated a program for supporting the work of young students who are working toward their Master of Business Administration degree. The program in its first year, is assisting three students: two at the Wharton School of Finance and Commerce of the University of Pennsylvania and one at Atlanta University. The MBA program is for two years, and during the second year the NARM Fellows will undertake a research project which will be of interest and aid to the record and tape industries. In addition to providing financial assistance to the students, NARM will assist the students in selecting their research areas, and in obtaining summer employment within the industry, in order to get practical experience which will aid them in their research.

The two students at the Wharton School are both Marketing majors.

Thomas J. Wallisch is a native of Paul, Minnesota. He attended the University of Minnesota, and graduated cum laude from St. Thomas College. He worked his way through school, doing market research for 3M Company. Robert M. Delaney of North Merrick, New York, is a graduate of C. W. I. College, an outstanding student, who he was active in the Society for Advancement of Management.

The Fellowship at Atlanta University was established jointly by Stax/Volt Records and the NARM Scholarship Foundation, both of which contributed equal amounts to establish the two year fellowship. The recipient of the award is Charlotte Robert, a graduate of Dillard University in New Orleans.

The NARM Scholarship Foundation plans to expand into the area of interesting and recruiting graduates from the nation's graduate schools into the record and tape industries.



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LULU

"Oh Me Oh My"  
(I'm A Fool For You Baby)

Atco # 6722

Produced by Jerry Wexler, Tom Dowd & Arif Mardin



Watch Lulu perform "OH ME OH MY" on the following TV Shows:

"The Tonight Show" — Tuesday, October 14, NBC-TV

"David Frost Show" — Week Of October 27

"Music Scene" — Monday, November 3, ABC-TV





MARLENA SHAW

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THE RADIANTS

**BOOK OF LOVE**

CHESS 2078

ETTA JAMES

**MISS PITIFUL**

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CASH McCALL

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CHECKER 1216

AESOP'S FABLES

**WHAT IS LOVE**

CADET CONCEPT 7016

**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	
46%	Yesterme, Yesteryou, Yesterday	Stevie Wonder	Tamla	54%	
44%	And When I Die	Blood Sweat & Tears	Columbia	77%	
40%	Baby I'm For Real	Originals	Soul	57%	
39%	Eli's Coming	Three Dog Night	Dunhill	63%	
35%	Roosevelt & Ira Lee	Tony Joe White	Monument	70%	
32%	Na Na Hey Hey	Steam	Fontana	65%	
30%	Mind, Body & Soul	Flaming Embers	Hot Wax	68%	
28%	Make Your Own Kind of Music	Mama Cass	Elliot Dunhill	79%	
25%	Try A Little Kindness	Glen Campbell	Capitol	95%	
22%	Turn On A Dream	Box Tops	Mala	22%	
20%	Holly Holly	Neil Diamond	Uni	20%	
19%	Going in Circles	Friends of Distinction		19%	
18%	St. Louis	Easy Beats	Rare Earth	18%	
16%	I Guess The Lord Must Be In New York City	Nilsson	RCA	16%	
16%	Fortunate Son	Creedence Clearwater	Fantasy	16%	
15%	Suite: Judy Blue Eyes	Crosby, Stills & Nash	Atlantic	89%	
15%	Come Together	Beatles	Apple	89%	
14%	Love Will Find A Way	Jackie De Shannon	Imperial	14%	
13%	Down In The Corner	Creedence Clearwater	Fantasy	13%	
12%	Tonight I'll Be Staying Here With You	Bob Dylan	Columbia	12%	
11%	Evil Woman	Crow	Amaret	11%	
<b>LESS THAN 10% BUT MORE THAN 5%</b>				<b>TOTAL % TO DATE</b>	
Kool & The Gang — Kool & The Gang — Delite	29%	Jingo — Santana — Columbia	8%	Cherry Hill Park — Billy Joe Royal — Columbia	95
Crumbs of the Table — Glass House — Invictus	9%	Jet Plane — Peter, Paul & Mary — WB/7 Arts	8%	Early In The Morning — Vanity Fair — Page 1	7





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! HEAVY AIR PLAY  
! NATIONAL BREAKOUTS

“I Still Believe  
In Tomorrow”

732506

John and Anne  
Ryder

INCREDIBLE NEW EXCITEMENT ON DECCA RECORDS





# Capitol Launches College Campaign

HOLLYWOOD — Capitol's Crass Commercial College Campaign, a major attempt to capture the lucrative college market, kicked off this month. First prong in the drive are 170 billboards, located in the immediate area of 50 major U.S. college campuses, which will feature different Capitol product each month. First artists to get the billboard treatment are the Band, whose second LP has just been released.

The program, designed by College Market Consultants, under the direction of Joe Venaglia, and coordinated by Capitol merchandising project manager Ken Sasano, is budgeted at \$500,000 for the first nine months. The

drive, aimed at 1,117,937 students on 50 major campuses, will be structured to make the college student aware of Capitol product, to capture his interest and to influence his spending.

Capitol and College Market Consultants will hire a Capitol college rep on each of the 50 campuses, who will be responsible for promotion and publicity thru college media, including radio, newspapers, posters and other means.

The college marketing firms is also working with Merco Collegiate Records, a college bookstore record-rack service, to further promote the campaign.

College reps will be concentrating on local record stores, poster displays, pop concerts, campus social functions and special promotions, such as campus performances by Capitol artists. Contests will be another integral part of the campaign, with a now-in-development offering a Moog synthesizer as grand prize.

## Forward in 2 Deals

HOLLYWOOD — In separate moves, Forward Records has signed composer/arranger Nelson Riddle to a non-exclusive pact, and has obtained the services of indie producer Ron Budnick.

Under the direction of Forward's A&R director, Danny Kessler, Riddle will record an instrumental version of the "Paint Your Wagon" score for the label. Riddle, who orchestrated the music for the motion picture, will be the first artist that Kessler will A&R under the Forward banner.

Budnick's first project for the label will be an album with Bentley Road, a five-man rock group from San Francisco. The LP, which will be recorded next week, is slated for Nov. release.

Promotional plans for both albums are currently being finalized by Sal Licata, the label's director of sales and promotion.

## Cariola Joins Action Talent

NEW YORK — Frank Cariola has joined Action Talents as a general agent, it was announced by Jeff Franklin, vice president and general manager of the agency. At Action Talents, Cariola will handle the East and Mid-West bookings of bands in night clubs and discoteques.

Cariola, a 12 year veteran of the music business, was formerly a songwriter, had his own label and publishing firm (Sultan Records and Sultan Music), has been an independent record producer and was general manager for Patti Page's music publishing operation.

## Grandpa Adams

NEW YORK — Stanley Adams, President of ASCAP, became a grandfather last week when his daughter, Mrs. Seymour George Hammel, Jr. gave birth to a baby boy in Boston.

## Randazzo Signs Two

NEW YORK — Derek Martin and Shelia Ross have been signed to exclusive recording contracts by Teddy Randazzo Productions.

Martin's Roulette single of a few seasons ago, "You Better Go," was written and produced by Randazzo, and Miss Ross is the former lead singer of the Royalettes, a group for whom Randazzo both penned and produced "It's Gonna Take A Miracle" and other tunes. Singles by both artists are due to be released shortly.

Randazzo has just completed producing a single by a new group called the Mason Dixon Line for release on Tower Records.

## Hahn Named V.P. Of A&R Recording

NEW YORK — Donald C. Hahn was named as vice president of A&R Recording, Inc., effective as of October 1st. Hahn has been with the New York based recording studio since 1961.

Before this appointment, Hahn was working as a senior engineer at A&R. As vice president, Hahn will be responsible for supervising the studio's 799 Seventh Avenue facilities.

The company, which now employs 70 people, has another recording studio at 322 West 48th St. in New York.

## 'Curly McDimple' Star In First Disk Pact

HOLLYWOOD — Bayn Johnson, nine-year old actress who played the lead role in the off-Broadway satire, "Curly McDimple," has been signed to a recording pact by RPI Records. First session for the artist will include two holiday songs, "Santa's Letter" and "Christmas Teddy Bear."



**EVEN ON THEIR BREAK** — these Motown hostesses were caught for a publicity shot on behalf of the company's exhibit at the recent Black Business and Cultural Exposition. Held in Chicago, the first black expo drew more than 650,000 persons to the International Amphitheatre last week-

end. (From the left) Patricia Co man, Karen Hodge, Jeanna Jacks and Janie Bethune manned, womanned, the Motown booth which focused on the theme of "the soul young America" and centered on dramatic oil painting by Don Mc vaine.

## Kosloff To Open Jack's One Stop

NEWARK — Jack's One Stop is the name of Newark's newest one-stop operation which Jack Kosloff will open November 1. Kosloff is a veteran of thirty years in the record industry, having spend the past ten years as general manager of Ideal One-Stop in Newark and the twenty years prior to that as sales manager of various Decca branches throughout the country.

Jack's One Stop will operate out of the same address Ideal was located at, 357 Lyons Ave., Newark.

## Dirt Band At 'Wagon' Preem

NEW YORK — The Nitty Gritty Dirt Band played at last weekend's world premiere of Paramount's "Paint Your Wagon." The California group, which is featured in the film, came to New York right after finishing an engagement at Las Vegas' Caesar's Palace. The band played at the gala

## Increased Promo For Motown Baseball LP

NEW YORK — In the wake of a cinderella triumph of the New York Mets and the ensuing increase in interest in baseball, Motown has accelerated its promotional campaign for its comedy baseball album, "Red Jones Steerikes Back."

The album features former major league umpire Red Jones and Al Arerman, Detroit sportscaster. The disc contains a collection of humorous stories involving many of baseball's greats. Jones, in his 18 years as umpire, personally took part in many of the incidents described.

The album has been accepted part of the permanent museum collection by the National Baseball Hall of Fame at Cooperstown.

benefitting the Will Rogers Memorial Fund which took place after the premiere.

While they are on the east coast the NGDB will be playing college concerts and making television appearances.



**IT'S IM-MATERIAL** — William B. Williams of WNEW shows he has a firm grasp on the conversation as he grips the lapel of George Albert, president & publisher of Cash Box, and maintains the audial attention of Dave Kapp as well. The threesome were actually discussing plans for the upcoming American Parkinson Disease

Association dinner to be held next week (Oct. 29) at the Grand Ballroom of the Waldorf-Astoria and highlighted by presentation of this year's Ed Weidman Humanitarian Award to RCA Records president Norm Racusin. Albert, Kapp are members of the band's committee.

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HOW  
MOTHER GIRL  
Y TO DO WITH MYSELF

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MY PLEDGE OF LOVE  
HEY HEY WOMAN  
DREAMIN' TILL THEN  
KIND OF A DRAG  
MELODEE  
SUNNY UP UP AND AWAY  
IN THE STILL OF THE NIGHT  
IT'S ALL RIGHT  
THE CHANCE OF LOVING YOU  
MARGIE





## NEW YORK

### Abolish Capitol Punishment!

The saga of a record, the story of how an album develops from the knowing smile on a composer's face to the knowing frown on a studio musician's face, from rehearsal to take to tape to master to test press to demo to that funny looking jacket sitting there in the dealer's racks, this story is a tale of adventure. It is filled with action, suspense, frequent comedy, and sometimes plenty of sex. And though we don't want to spoil it for you by tipping the plot, we feel in this case that we ought to tell just a little of the ending.

The last thing that happens before the finished product is placed in the stores for the consumers to get at it is that the label furnishing the record must decide how many actual records are needed to supply the dealers around the country. Obviously, if the album is by a major artist, a **Herb Alpert**, a **Simon**, and **Elvis**, a **Garfunkel**, the demand for it will dictate that the manufacturer press a large number of copies. Sources at Capitol Records reveal that at Capitol the lowest possible initial allocation of records is 5000 copies, and that's pretty good for a new act. The decision of what this initial allocation will be is made by a team of A&R, merchandising, promotion, and sales people. Of this initial allocation, whatever it is, the largest portion of records goes to New York, L.A., and Chicago.

If consumer response is great enough and the record becomes a hit, the company obviously responds with a second pressing. The problems that can occur in this process happen when the album is an album for which the demand is so great that the label has to constantly struggle to be ahead of

before it was ready for release, and in order to meet the demand Capitol had to jump its planned release date by asking its pressing plant to work overtime, which is an expensive thing to do. Capitol reports that they can't release a **Beatle** album until they have at least a million and a half already pressed.

If radio stations, through other channels, acquire the album and begin to play it weeks in advance of Capitol's scheduled release date, as they did with the "Abbey Road" LP, the public begins to make demands that are hard to meet. As it turned out in this case, Capitol in the first week of the album's release was able to fill only 20 per cent

two weeks before Capitol's scheduled American release date, one solution might be to establish a simultaneous release date in the U.S. and in England—a plan Capitol is currently working on. Yet there is another solution even beyond this, and that is to supply radio stations with special dubs of the LP about a month before release, obtaining from these stations the promise that they will keep the dub in their safe and not play it until the LP is in official release and the consumer demand can be met.

Having revealed a bit of the ending of the tale, we can count on your investigating on your own the rest of the story on your own. (That's the only way you're going to find the action the suspense, the frequent comedy and sometimes plenty of sex.)

**EAST COAST GIRL OF THE WEEK.** East Coast Girl this week is the vivacious **Marna Musicant**, public relations girl first class. Before working as head of publicity for Chancellero Records, Marna was connected with **WHYY-TV** and **WPEN** in her home town, Philadelphia. It was only while back that Marna took up residence in Manhattan, and in addition to working in publicity and promotion Marna has worked as a production assistant on Broadway with the top producers, playwrights, and stars of the legitimate stage. She tells us that her most memorable moments were working with the late **Frank Loesse** on his last musical. She is presently affiliated with a public relations firm as account executive and can generally be found in the evenings at the **Troubadour** and **Ali Baba East** at 59th Street at First Avenue, handling the public relations, with cocktail parties

(Con't. on Page 18)



Bill Haley



Marna Musicant



White Lightnin'

the consumer's desire to purchase the product. As in the case with the latest **Beatle** LP, "Abbey Road," problems occur when the record buying public begins to demand from dealers a record that has not yet been made ready for release. The dealers began to demand the record from the label long

of the orders in New York, and in the process of forcing their plants to work overtime, got caught behind on orders for their other LP's such as the new **Glen Campbell**.

Inasmuch as part of the problem originated in the fact that the **Beatle** album was released in England about

## HOLLYWOOD

### The Trend Setters

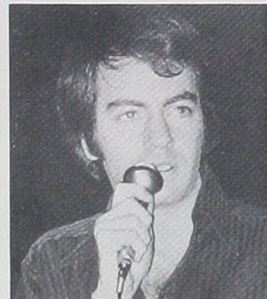
**Rock** is alive and well, but everybody is trying to bury it. Recent successes by **Crosby, Stills, Nash & Young**, **John Sebastian**, **Tim Hardin** and several others, have brought forth the usual "hey look, I found a trend" articles from people who we would have assumed to be more knowledgeable. One writer in particular seemed glad that rock is dying, and conjured up phrases from the early days of **Elvis** to describe his dislike of the music.

That there is a trend towards soft music is evident. We've talked about the new interest in vocal sounds ourselves. But it's not growing at the expense of hard rock. The Top 3 albums (**Creedence**, **Blind Faith** and the **Stones**) are straight hard-rock, full of all the ear blasting intensity that turns so many of us on. The **Led Zepelin** album continues to ride high after almost a year in release, and groups like **Ten Years After**, **Savoy Brown**, **Jethro Tull**, **Santana** and **Lesley West's Mountain** (and **Felix Pappalardi's Trees**) are growing by leaps and bounds.

Of course, to create a trend, one overlooks such soft-sounders as **Joni Mitchell**, **Judy Collins**, the **Bee Gees**, **Donovan**, **Joan Baez** and the **Association**, who've prospered during these supposedly loud times.

Meaningful songs are great to have

around. They create food for the brain and bring enjoyment to the inner-self. But rock, in all its intensity, with all its medical disadvantages (sprained sacroiliacs and ruined eardrums) stirs the body and also brings enjoyment to the inner being.



Neil Diamond



Creedence Clearwater Revival



P. P. Arnold

It might be nice to acknowledge both these art forms (as well as several others now running in the popularity race).

**P. P. Arnold** is a name that doesn't quite describe the person wearing it. Listening to P.P.'s records, one is still not sure of their creator's sex. (Especially, "The First Cut Is The Deepest," a near-classic that may someday fulfill its destiny). Now

signed to **Atlantic**, **P.P. Arnold** should be in for the recognition she's earned. To clear up the problem of sex-identification, we've made her **West Coast Girl of the Week**. "Bury Me Down By The River" is her first single.

**Frank Zappa's** first solo album for **Bizarre** (the Warner Bros. distributed label), "Hot Rats," out next week. Meanwhile, the leaderless **Mothers of Invention** have been gigging around. They may call themselves the

**Manne-Hole** . . . **Dion** along with **Seals and Crofts** (two former members of the **Champs**) at the **Troubadour**.

**Neil Diamond**, fresh from his recent triumph at the **Troubadour**, kicks off a twenty-state tour of college campuses today (13). Tour was set by **Zell Enterprises** . . . **The Letterman** running hot, also off on a college tour thru the end of Oct.

**Racer** management, a subsidiary of **Ray Charles RPM International**, has signed former **Buffalo Springfield** member **Dewey Martin**. **Martin** has also just signed with **Uni Records** . . . **Wa-Amos** and **Mark Wilder**, heads of **Lamplight Productions**, have formed **Affinity Publishing (BMI)** to cover material written by their **Paramount** rock group, **People**.

Lyricist **Don Black** and composer **Elmer Bernstein** to write the tune for "A Walk In The Spring Rain" by **Anthony Quinn-Ingrid Bergman** starrer . . . Indie producer **Don Se** tapped to helm upcoming **Rob Goulet** sessions for **Columbia**.

**Paramount's Jack Leonard** (remember his vocalizing on those early **Tommy Dorsey** clicks) has just netted a double bonus. He's been upped to **West Coast** professional manager. **Paramount's** music companies are celebrating by getting hitched to attractive **Marilyn Gleitsman** (even took place this past Saturday, with many notables in attendance). **John Tracy** of **Paramount Records** serves as best man, but **Larry Taylor**, **Paramount's** general professional manager, takes credit for the promotion.

## CHICAGO

**Mel Kahn** and the staff of **London Records Midwest Dist. Corp.** hosted an open house celebration on Tuesday (14) to unveil the distrib's spacious new plant and offices at 6363 Gross Point Road in Niles, Ill. . . . Enjoyed attending the very exciting opening night performance of **Little Anthony & The Imperials** in the **College Inn** of the **Sherman House**. Group will be appearing in the room for two weeks . . . **Chi** artists **Jackie Edwards & The Soulmakers**, whose latest **Daran** single "Che Che" is just being released, will tour the **Detroit-Flint-**

**Cleveland** area before doing some promo work here in town . . . **Decca** songster **Jimmy Damon**, who just closed at the **Flame East**, is in **New York** for a recording session . . . **Bob Wienberg** heads up the newly opened local branch office of **CGC Records** . . . **London House** spotlights **Julian "Cannonball" Adderley** for two weeks beginning October 14. Current **Capitol** album is "Cannonball Live" . . . New satirical revue opening in **Second City** 10/15 is called "The Next Generation" . . . **Transamerica's** promo rep **Wayne Juhlin** has been on

the go here, introducing new releases "One Woman" by **Johnny Rivers** (**Liberty**), "Love Will Find A Way" by **Jackie DeShannon** (**Imperial**) and "Ten Commandments Of Love" by **Little Anthony & The Imperials** (**UA**) . . . **Jim O'Brien** is the new general manager of the local **Decca** office . . . **Jack White** clewed us in on some of the current happenings out at **Summit Dist.** in **Skokie**. First off, **Summit** was just appointed distributor for **Janus Records**. Label's new single "My Idea" by **The Creme Caramel** is being exposed locally by

**Frank Giuliano**, who recently joined the distrib's promo staff. **Summit's** Cincinnati office added a new pro rep, **Terry Lawson**, who's covering that area with **Uni** single "The Deep In A Feeling" by **John Fred The Playboys**. To complete picture, r&b specialist **Deek Atk** is concentrating on **The Intrigue** "In A Moment" (**Yew**) and **A & R** rep **Mike Leventon** is working on **Joe Cocker** deck "Delta Lady" . . . **Blood Sweat & Tears** are due shortly for an **Auditorium Theatre** concert .



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NEW YORK

(Con't. from Page 16)

weekly. Marna finds her greatest joy in writing and in the personal contact her job affords. She sums up her attitude toward life simply, "You might say I enjoy people . . . or as Frank Loesser so aptly put it in his song from "The Most Happy Fella," "I like everybody that I ever met."

IN SOUNDS: Rock music is Art with a capitol "B" for Beatles, a capitol "P" for Procol Harum, a capitol "S" for Stones, and a capitol "D" for Doors, and the next time you see Art spelled BPSDart, let us know. In any case, Rock is Art, and for all those who want to see the beginnings of the most important musical art form of the century, Richard Nader, producer and impresario, has provided us with The New York Rock And Roll Revival at the Felt Forum in Madison Square Garden Center the night of Saturday, October 18th. Bill Haley and the Comets, Chuck Berry, the Platters, the Coasters, the Shirelles, Jimmy Clanton, and special guests Sha Na Na will return us all to those fabulous days that Columbia singer-songwriter Tony Kosinec calls the "mystic fifties."

Bill Haley still looks like a rock and roll star, and that's not easy to do once you're past 25 . . . The Kinks' eleventh album is being released by Reprise Records to coincide with the British foursome's upcoming American tour. The Kinks have not been in this country in almost four years, and their full-scale tour of the U.S. will remind us of what a major Rock power they are. Their new LP, "Arthur," composed entirely by Ray Davies, the kinkiest Kink, is the score for a Granada television dramatic presentation of the same name. The Kinks' tour kicks off at the Fillmore East, Friday and Saturday night, October 17th and 18th, with Spirit and the Bonzo Dog Band on the same bill . . . The RIAA has certified the Atlantic LP "Crosby, Stills, and Nash" as a gold LP with sales over \$1,000,000. The group is currently engaged in recording its second Atlantic LP with Neil Young . . . John Wunderling, producer, and his wife have been blessed with their first child, Jennifer Alison . . . A few notes because this is country week. Up to say hello were Byard Ray (left) and Obray Ramsey (right), known professionally as White Lightnin' whose ABC LP, titled "File Under Rock" is a fascinating trip into the country rock sound. The two delightful old timers have managed to stay with it, and their LP is a bouncy country rock fest. Former North Carolina tobacco farmers, the pair have taped a David Frost Show that will be seen shortly . . . Also up to say hello was Atlantic Records recording artist Boz Scaggs, whose first solo LP, "Boz Scaggs," is a vibrant, powerful set of bluesy, country-style tunes, with a hard and heavy rock base. Boz, who used to play with the Steve Miller Blues Band, will soon embark on a national performance tour on which he's sure to knock out everyone who sees him . . . Had a very interesting talk with Atlantic recording artist Don Covay, whose current LP "The House Of Blue Lights," on which he performs with the Jefferson Lemon Blues Band, seems to be breaking it up in both pop and r&b markets. Don spoke of influences on his singing and guitar style, pointing to Bobby "Blue" Bland and B.B. King . . . Tetragrammaton recording artists, the Steve Baron Quartet, have taped the "Mike Douglas Show" in Philadelphia. The group performed the powerful song "Don't You Hate The Feeling" from their current Tetra album release, "The Mother Of Us All" and a new tune "Your World, My World." The syndicated show is scheduled to air Tuesday, November 4th in New York and Los Angeles and on varying dates in 192 other cities . . . The Firesign

Theater's fabulously funny comedy LP "How Can You Be In Two Places At Once When You're Not Anywhere At All," though out only a short while, has picked up a tremendous amount of airplay on college radio stations and looks like it could become the big campus LP of the year. LP is composed of two sketches: the title piece, and "The Further Adventures of Nick Danger," which though it abounds with comments on today's society, is reminiscent of old radio serials. Devotees of offbeat radio programs, satiric revues, and the art of improvisation will be delighted with the discovery of this new album.

In recent months, the Firesign Theater has made a number of in-person appearances and has conceived many highly praised television and radio commercials. The group is at present working on new material for both live and recorded performances. Columbia Records will be sending to college stations special 45 rpm discs serializing the "Nick Danger" side of the group's LP, thereby helping to increase the growing number of Firesign Theater devotees . . . Ron Weisner of Buddah Records reports two huge breakout smash records happening for him, "Mind, Body, and Soul" by the Flaming Ember on Hot Wax and "Say You Love Me" by the Impressions . . . Sid Bernstein will present the Rascals in concert for two shows on Saturday, October 18th, at a special matinee performance at 2:30 p.m., a show made necessary by the heavy public demand to see the act, and at 8:30 p.m. At the 8:30 performance, Atlantic Records execs Ahmet Ertegun and Jerry Wexler will present the Rascals with the platinum record for the group's LP "Time/Peace." This is the Rascals' first platinum record, though they have had ten gold records. They currently have a chart hit with "Carry Me Back," and their seventh album will be out shortly . . . Reports are in that flip side of the smash hit "Mah Na Mah Na" on Ariel Records, a melodic ballad titled "You Tried To Warn Me," is about to break out nationwide and follow its partner right up the charts. If this kind of success keeps up, they'll have to change the title of "Sweden: Heaven And Hell," from which both songs are taken to "Sweden: Heaven And Heaven" . . . Several fund raising parties will be getting underway within the next week, the purpose of which will be to raise money for Mayor John V. Lindsay's mayoralty campaign. One will take place at the Electric Circus, Sunday, October 19th, and will have RCA's Leon Bibb and Polydor's Tony Williams Lifetime supplying the entertainment. Also performing will be Ella Mitchell and The Gospel All-stars . . . Jazz guitarist Larry Coryell opening at the Cafe Au Go Go October 23-26. The Vanguard artist's second solo LP will be out shortly . . . Jim Guercio has been in Europe for the past month laying the groundwork for the upcoming European tour by Columbia Records' exceptional seven-man band, Chicago. In addition to playing seven countries in Europe, Chicago will be appearing in 29 cities in Canada and the U.S. in their upcoming tour . . . Len Chapman, East Coast regional sales manager and N.Y. branch manager of Paramount Record Distributors, says that the soundtrack LP from the soon to open film "Paint Your Wagon" is a "veritable goldmine." Paramount's East Haverford, New Jersey warehouse shipped over 66,000 albums during the first 8 days of the LP's release. In response, Paramount Records' A&R vice president Jay Lowy has ordered a rush single release of "Wand'rin' Star," Lee Marvin's vocal from the "Paint Your Wagon" original soundtrack album . . . Ed Williams of WLIF-FM will be the emcee at a benefit for the Harlem Music Center at the Apollo Theater at Midnight on October 17. Appearing in the show will be Miles Davis, Gil

Producer's Profile



MIKE DUCKMAN

Production partner of Stan Vincent at Progressive Media, Inc., Mike Duckman entered the field of record production through the field of film-making, and much of Mike's training for his post in music production comes in the area of film production. Though there are great and obvious differences in the two forms, film and recording, Mike's success in both areas would seem to point to some similarities in them. Perhaps,

good taste is simply the most basic quality of a successful producer.

Mike Duckman was born in 1943 in Brooklyn, New York in his father's own hospital, the Williamsburg Maternity Hospital. As a boy, Mike worked in his father's club, the Club Capri in Port Washington on Long Island. In addition to generally assisting his father, Mike worked a great deal with the boats at the club, even serving as dockmaster.

Later, Mike graduated from Penn State University where he had majored in marketing management. After college, Mike formed a film production company with director Michael Cooper, and specializes in the production of promotional films for record companies. Slowly being drawn closer and closer to the record industry, it was while Mike was producing music for TV commercials that he met Stan Vincent. Ultimately, Progressive Media was formed. With Stan Vincent, Mike produced the current Lou Christie smash "I'm Gonna Make You Mine," and released on the Ariel label "Mah Na Mah Na."

Mike's approach to production is based upon his belief that a successful record has to contain in it something catchy and immediately alluring, some special something Mike calls a "hook." "It's that something," he says, "that something you can't get out of your head." He believes that the only way to create the hook for the record is to "go into the studio with all of the best things you can get together." But he doesn't see it working the same way every time. "Sometimes," he says, "the song brings it together. Sometimes the artist brings it together." Mike, like Stan, feels that it is the producer's job to organize these factors so that the whole thing works. The success of Progressive Media, Inc. points to his ability in this aspect of the work of a producer.

Letter To The Editor

Dear Producer's Profile,

I am writing about your Producer's Profile Joe Jones. I mean no offense to Joe Jones, but on behalf of all the great producers who are not musicians, I think his statement he is a producer "not by title" but by application. He believes that in order for someone to call himself a producer, he must be a musician. May I remind Joe Jones that it's not so important to know what your musicians are doing, but how they sound doing it. The only thing that counts in producing a record is the end result: a sellable product.

I also disagree with Joe's statement that too many producers are just record promotion men without any musical background that are given jobs as A & R men. I think a promotion man has a great advantage because who knows better what a music director wants to hear in a record than the promotion man, who for years has played hundreds of records and heard thousands of comments about why a record is or is not good enough to go on the play list. Also, the promotion man that has turned producer already has good friends at a lot of important radio stations that are waiting to hear what their buddy has produced and maybe play a part in his success.

I am sure that you have probably already guessed that I am a promotion man who has turned producer. I was a local promotion man for Seaway Dist. out of Cleveland and also regional promotion man for a great record company out of Chicago, Chess Records. Just because I disagree with some of the Joe Jones' ideas doesn't mean I don't have great respect for his success. I am sorry, I just can't buy the bit that promotion men shouldn't be producers and to be a real producer you have to be a musician.

Phil Gary

Roe Forms Prod. Firm

HOLLYWOOD—Singer Tommy Roe and Butch Parker, former West Coast professional manager for Capitol's Beechwood Music, have formed Troupe One, an indie production house.

First artist signed to the firm is songwriter Ray Whitley, responsible for such hits as Bill Deal's "I've Been Hurt" and the current "What Kind Of Fool Do You Think I Am" (latter making its second chart stand); and as well as several hits by the Tams, including "Hey Girl Don't Bother Me." Last named tune, coupled with the Tommy Roe-penned "Everybody" (a hit for Roe several years ago) will mark Whitley's first outing. Whitley's disks will be released on Bill Lowery's Capitol-distributed 1-2-3 label, with the first single set for release in early November.

Roe, signed to ABC, is riding with his third straight hit, "Jack & Jill," and has had numerous disk successes over the last few years. Parker left his Beechwood post some time ago to put together Roe's nitery act. Future plans for the new firm include entry into the film and TV fields.

NAM Studios Open In Rochester, NY

NEW YORK—NAM Recording Studio at 572 Lyell Ave. in Rochester, NY, open for business. Firm is presently installing an up to 12-track console having facilities ready for 4,2 and multi-tracking. President of NAM, A.A. White; C.J. White is vp and M.M. Noakes is head of public relations.

Evans, and Donald Byrd. Ed will also be the emcee at the Nina Simone concert at Philharmonic Hall on Sunday, October 26th . . . Ace conductor Angelo DiPippo reports that singer Franco Avorio really broke it up at

the Concord Hotel two weekends ago . . . Buddah completing Edwin Hawkins Christmas LP and new Sha Na Na LP at Mirasound. Motherlode is from Canada for LP sessions for the Revolution label at Mirasound.



**Dee  
Anthony**  
and

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# Looking Ahead

- |   |   |   |  |
|---|---|---|--|
| <p><b>1 MOMMY AND DADDY</b><br/>(Screen Gems/Columbia — BMI)<br/>Monkees (Colgems 5005)</p> <p><b>2 EVIL WOMAN, DON'T PLAY GAMES WITH ME</b><br/>(Yugoth — BMI)<br/>Crow (Amaret 112)</p> <p><b>3 WHY IS THE WINE SWEETER</b><br/>(East/Memphis — BMI)<br/>Eddie Floyd (Stax 0051)</p> <p><b>4 IT AIN'T SANITARY</b><br/>(Tree — BMI)<br/>Joe Tex (Dial 4094)</p> <p><b>5 LOVE AND LET LOVE</b><br/>(Fox Fanfare — BMI)<br/>Hardy Boys (RCA 0228)</p> <p><b>6 GET READY</b><br/>(Jobete — BMI)<br/>Ella Fitzgerald (Reprise 0850)</p> <p><b>7 ONE TIN SOLDIER</b><br/>(Cents &amp; Pence Musique — BMI)<br/>Original Caste (RA 186)</p> <p><b>8 HOW DOES IT FEEL</b><br/>(Unart — BMI)<br/>The Illusion (Steed 721)</p> <p><b>9 SEE THAT GIRL</b><br/>(Screen Gems/Columbia — BMI)<br/>The Vogues (Reprise 0856)</p> <p><b>10 WHITE BIRD</b><br/>(Davlin — ASCAP)<br/>It's A Beautiful Day (Columbia 44928)</p> <p><b>11 HOW ARE YOU</b><br/>(Jacolm — ASCAP)<br/>Jake Holmes (Polydor 14006)</p> <p><b>12 TEN COMMANDMENTS OF LOVE</b><br/>(Arc — BMI)<br/>Little Anthony &amp; Imperials (Veep 50598)</p> | <p><b>13 COMMENT</b><br/>(Wright Gerst/Tamerlane — BMI)<br/>Charles Wright &amp; The Watts 103rd St. Rhythm Band (WB-7 Arts 7338)</p> <p><b>14 BACKFIELD IN MOTION</b><br/>(Cachand/Patchal — BMI)<br/>Mel &amp; Tim (Bamboo 107)</p> <p><b>15 IT'S HARD TO GET ALONG</b><br/>(Shelby Singleton — BMI)<br/>Joe Simon (Sound Stage 7 26411)</p> <p><b>16 HOROSCOPE</b><br/>(Yo-Ho — BMI)<br/>Young Holt Unlimited (Brunswick 755420)</p> <p><b>17 EARLY IN THE MORNING</b><br/>(Duchess — BMI)<br/>Vanity Fare (Page One 027)</p> <p><b>18 I WHO HAVE NOTHING</b><br/>(Trio — BMI)<br/>Dee Dee Warwick (Mercury 72966)</p> <p><b>19 STONE FREE</b><br/>(Arch — ASCAP)<br/>Jimi Hendrix (Reprise 0853)</p> <p><b>20 DISMAL DAY</b><br/>(Screen Gems/Columbia — BMI)<br/>Bread (Elektra 666)</p> <p><b>21 FOR THE LOVE OF A LADY</b><br/>(Hi-Life/Elephant V/United Artists — ASCAP)<br/>Jay &amp; the Americans (United Artists 50567)</p> <p><b>22 THINGS GO BETTER WITH LOVE</b><br/>(Shelby Singleton — BMI)<br/>Jeannie C. Riley (Plantation 29)</p> <p><b>23 DON'T SHUT ME OUT</b><br/>(Screen Gems/Columbia — BMI)<br/>Underground Sunshine (Intrepid 75012)</p> <p><b>24 CRUMBS OFF THE TABLE</b><br/>(Gold Forever — BMI)<br/>The Glass House (Invictus 9071)</p> <p><b>25 I GUESS THE LORD MUST BE IN N.Y.C.</b><br/>(Dunbar — BMI)<br/>Sagittarius (Together 122)</p> | <p><b>26 LOVE, LOVE, LOVE</b><br/>(Progressive — BMI)<br/>The Tams (ABC 11228)</p> <p><b>27 SOME OF SHELLY'S BLUES</b><br/>(Screen Gems/Columbia — BMI)<br/>Nitty Gritty Dirt Band (Liberty 56134)</p> <p><b>28 ALL GOD'S CHILDREN GOT SOUL</b><br/>(East Memphis — BMI)<br/>Dorothy Morrison (Elektra 45671)</p> <p><b>29 RIVER DEEP—MOUNTAIN HIGH</b><br/>(Mother Bertha/Trio — BMI)<br/>Ike &amp; Tina Turner (A&amp;M 1118)</p> <p><b>30 MIDNIGHT COWBOY</b><br/>(Unart/Barwin — BMI)<br/>Ferrante &amp; Teisher (UA 50554)</p> <p><b>31 MISS PITIFUL</b><br/>(East/Memphis/Time — BMI)<br/>Etta James (Cadet-5655)</p> <p><b>32 GINGO</b><br/>Santana (Columbia 45010)</p> <p><b>33 BABY YOU COME ROLLIN' ACROSS MY MIND</b><br/>(Bresnahan — BMI)<br/>John Beland (Ranwood 853)</p> <p><b>34 YOU GOTTA PAY THE PRICE</b><br/>(Myto — BMI)<br/>Gloria Taylor (Silver Fox 14)</p> <p><b>35 ALWAYS DAVID</b><br/>(Ruler &amp; Press — BMI)<br/>Ruby Winters (Diamond 265)</p> <p><b>36 MARY, DON'T TAKE ME ON NO BAD TRIP</b><br/>(ARC — BMI)<br/>Fuji (Cadet 5652)</p> <p><b>37 LONG RED</b><br/>(Windfall — BMI)<br/>Mountain &amp; Leslie West (Windfall 831)</p> | <p><b>38 GOODBYE COLUMBUS</b><br/>(Ensign — BMI)<br/>Association (Warner Bros./7 Arts 7267)</p> <p><b>39 IT'S A FUNKY THING—RIGHT ON (Part 1)</b><br/>(Herbie Mann — ASCAP)<br/>Herbie Mann (Atlantic 2671)</p> <p><b>40 CAN'T TAKE MY EYES OFF YOU</b><br/>(Saturday/Seasons Four — BMI)<br/>Nancy Wilson (Capitol 2644)</p> <p><b>41 SUGAR BEE</b><br/>(East/Memphis — BMI)<br/>Mitch Ryder (Dot 17290)</p> <p><b>42 WHERE</b><br/>(Gambi — BMI)<br/>The Moments (Stang 5008)</p> <p><b>43 MY WOMAN'S GOOD TO ME</b><br/>(Gallico — BMI)<br/>George Benson (CA&amp;M 1076)</p> <p><b>44 CUPID</b><br/>(Kags — BMI)<br/>Johnny Nash (JAD 220)</p> <p><b>45 SWEETER HE IS</b><br/>(Birdees Music Corp. — ASCAP)<br/>Soul Children (Stax 0050)</p> <p><b>46 IT'S TOO LATE</b><br/>(Ruth — BMI)<br/>Ted Taylor (Ronn 34)</p> <p><b>47 AMEN</b><br/>(Pamco Music — BMI)<br/>Ace Cannon (Hi-2166)</p> <p><b>48 DON'T FORGET TO REMEMBER</b><br/>(Casserole — BMI)<br/>Bee Gees (Atco 6702)</p> <p><b>49 YOU FOOL</b><br/>(Screen Gems/Columbia — BMI)<br/>Eddy Arnold (RCA 0226)</p> <p><b>50 MY BALLOON'S GOING UP</b><br/>(Assorted — BMI)<br/>Archie Bell &amp; The Drells (Atlantic 26631)</p> |
|---|---|---|--|

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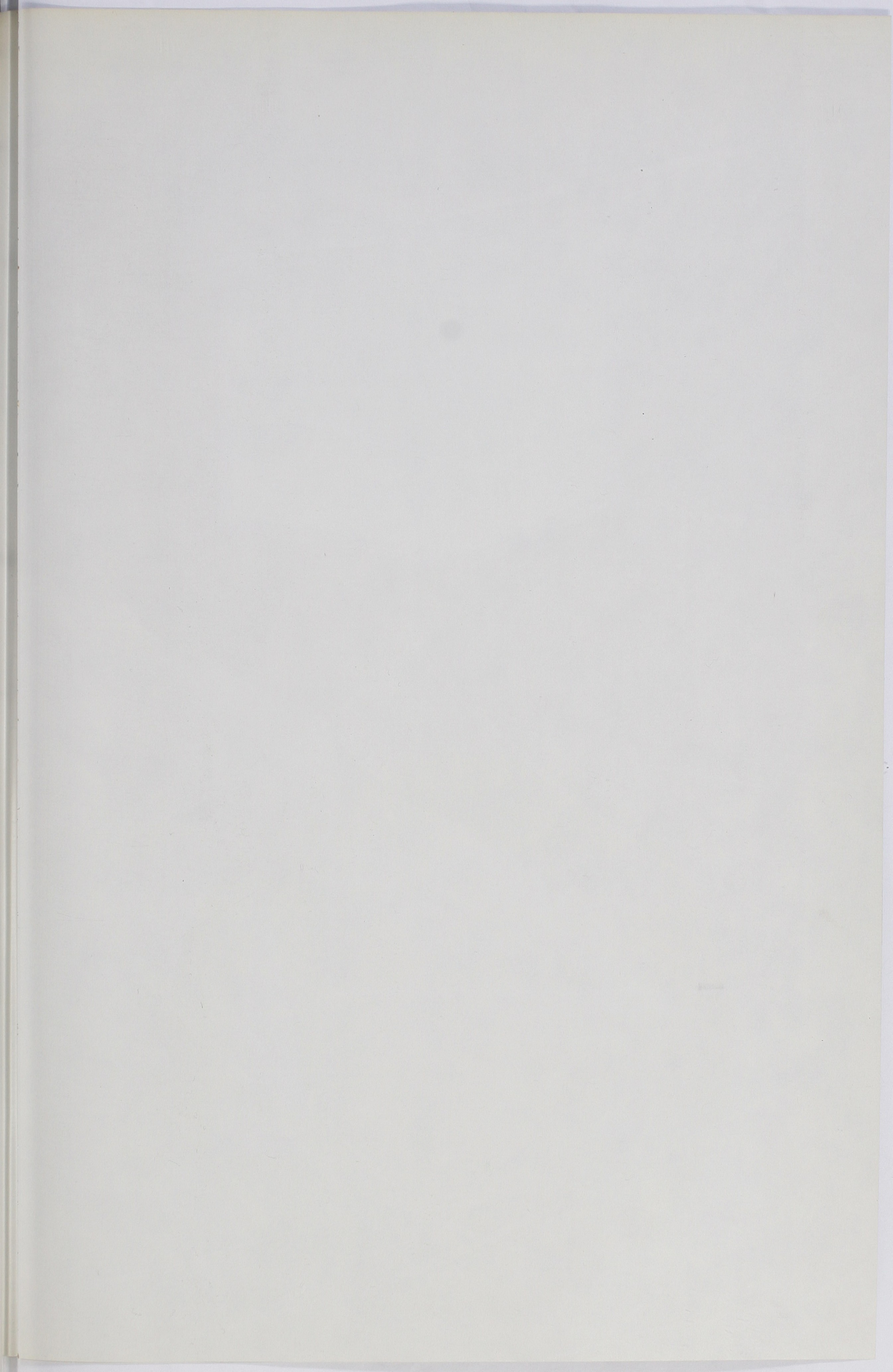
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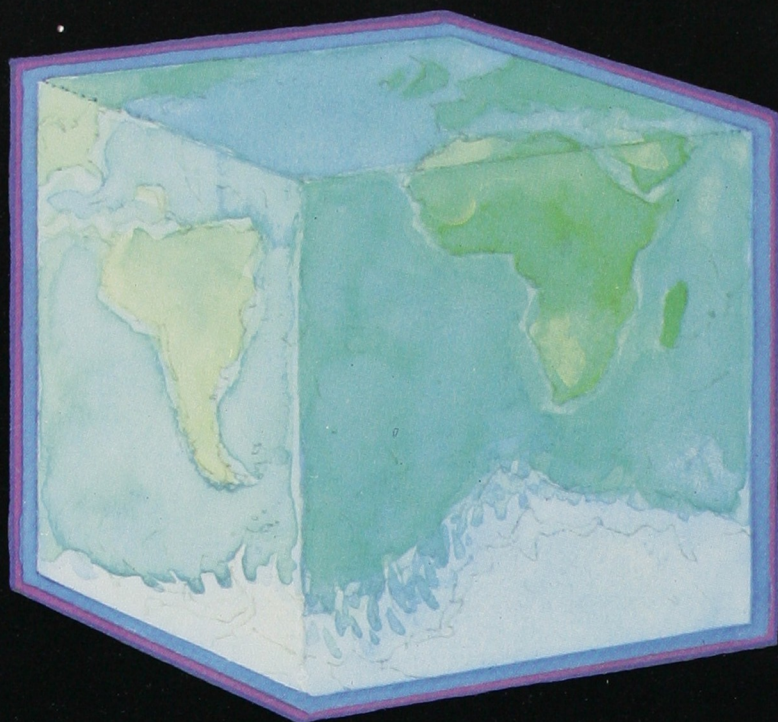
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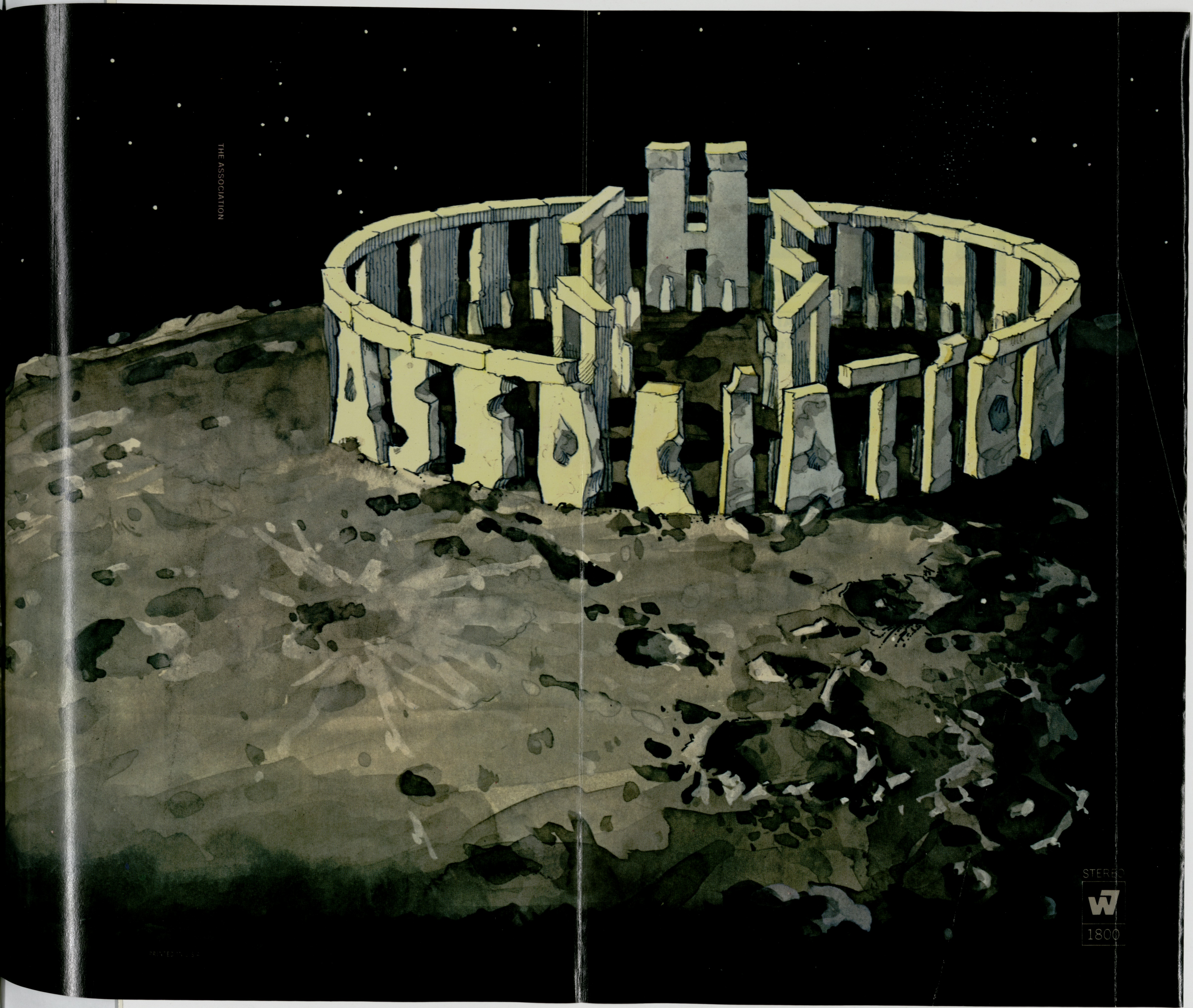




Look At Me, Look At You  
Yes, I Will  
Love Affair  
The Nest  
What Were the Words  
Are You Ready  
Dubuque Blues  
Under Branches  
I Am Up For Europe  
Broccoli  
Goodbye Forever  
Boy On the Mountain



THE ASSOCIATION



STEREO



1800





1967

**"AND THEN  
ALONG COMES  
THE  
ASSOCIATION"**

**To Date  
\$2,445,331**



1968

**"INSIGHT OUT"**

**To Date  
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1969

**"GREATEST HITS"**

**To Date  
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