

RCA Plans Midyear Debut Of Cassette Line...Pocketdisc:  
Report Of Northwest Test Market...Gortikov To NARM  
Confab: Stagnate & The Future May Not Be Yours...Hurok

March 8, 1969

Records Seen As  
Spin-Off Of TIC's  
Purchase Of Hurok  
Concerts, Inc...Dot Crewe Deal Ended...Musicals  
Lead Oscar Race...Can. Radio Prepares For Con-  
tent Ruling..King's Biggest Push For James Brown

# Cash Box

75¢



LOOD, SWEAT & TEARS & THEN SOME

Int'l Section Begins Pg 61





When one of America's funniest men  
got serious  
for a moment,  
millions of  
Americans stopped  
to listen.

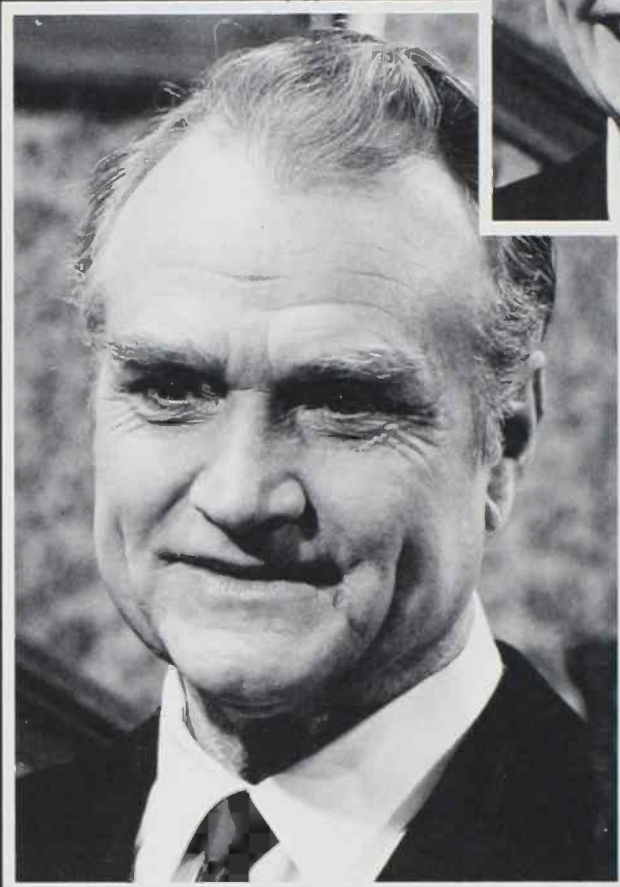
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Red recounted something he remembered from his boyhood. A teacher explaining the Pledge of Allegiance—words we've often said without really thinking about their meaning.

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The effect was electric.



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**“THE PLEDGE  
OF ALLEGIANCE  
as reviewed by  
RED SKELTON”**

4-44798

On Columbia Records

# Cash Box

VOL. XXX—Number 32/March 8, 1969

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## A New Kind Of Excitement

"Business is good, but there's nothing really exciting around," is the way one large retailer summed up the state of business to **Cash Box**. This evaluation is a departure from a more familiar quote along the retail trail. Something like "Business stinks because there's nothing exciting around." Exciting product—a precise definition of which is hard to come by—has traditionally served as a bell-weather of industry sales success. Inventory of this sort is usually marked by instantaneous impact, the kind that brings in a customer ready-and-able to part with his dollar rather than the casual or impulse buyer who may drop by the record department to pass the time away while his wife is trying on a cute number in dresses. Unless overcome by a hard-to-resist special on some album he's been meaning to buy for sometime, our just-browsing friend is likely to find that special LP more or less easy to resist.

There is, then, a matter of substance to a remark that business is fine despite the lack of some big drawing card. If the kind of disk(s) that comes packaged with great across-the-board appeal is lacking and business is better than average, then there seems to

be less of the nothing-better-to-do customer flipping titles than the one intent on making a specific purchase. And perhaps the answer is that much of today's recorded product has a built-in excitement level of its own. This is product created with imagination and raw talent that gets by without surprise fanfare, but by the conscious feeling of disk buyers that a visit to a record department will, nevertheless, uncover a worthy addition to their libraries. It should be noted that much of the good product—especially pop—is receiving wider print coverage than ever before. Newspapers and magazines are devoting much more of their entertainment sections to reviews and comments on pop. So when a reader gets wind of such a release—which may also be trumpeted by actual airtime exposure—the product becomes exciting in the mind's eye of the potential customer.

If the business can maintain good levels of sales without riding on the whim of a surprise hit, that's all to the good. Creating excitement about records can be far more important than the creation of a surprise hit record. Someday business may be great—sans the surprise record.

SCRIPTION RATES \$25 per year anywhere in the U.S.A. Second class postage paid at Hartford, Conn. U.S.A.

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# CashBox TOP 100

March 8, 1969

1	BUILD ME UP, BUTTERCUP Foundations-UNI 55101	1	3	34	SWEET CREAM LADIES, FORWARD MARCH Box Tops-Mala 12035	35	38	68	I'VE GOT TO HAVE YOUR LOVE Eddie Floyd-Stax 0025	69	73
2	EVERYDAY PEOPLE Sly & The Family Stone-Epic 10407	2	1	35	MAY I Bill Deal & The Rhondels-Heritage 803	40	50	69	THE LETTER Arbors-Date 1638	80	87
3	PROUD MARY Creedence Clearwater-Fantasy 619	9	11	36	I STARTED A JOKE Bee Gees-Atco 6639	23	13	70	DON'T FORGET ABOUT ME Dusty Springfield-Atlantic 2606	84	-
4	YOU SHOWED ME Turtles-White Whale 292	5	6	37	LOVIN' THINGS Grassroots-Dunhill 4180	42	52	71	ONLY STRONG SURVIVE Jerry Butler-Mercury 72898	88	-
5	THIS MAGIC MOMENT Jay & The Americans-United Artists 50475	6	7	38	MENDOCINO Sir Douglas, Quintet-Smash 2191	47	58	72	BLESSED IS THE RAIN Brooklyn Bridge-Buddah 95	-	-
6	DIZZY Tommy Roe-ABC 11164	15	25	39	GALVESTON Glen Campbell-Capitol 2428	62	-	73	I DIDN'T KNOW WHAT TIME IT WAS Ray Charles-ABC/Tangerine 11193	83	-
7	TOUCH ME Doors-Elektra 45646	3	2	40	TRY A LITTLE TENDERNESS 3 Dog Night-Dunhill 4177	51	62	74	SOUL EXPERIENCE Iron Butterfly-Atco 6647	79	98
8	INDIAN GIVER 1910 Fruitgum Co.-Buddah 91	12	15	41	I DON'T KNOW WHY Stevie Wonder-Tamla 54180	43	53	75	GIMME GIMME GOOD LOVIN' Crazy Elephant-Bell 763	85	93
9	BABY, BABY, DON'T CRY Smokey Robinson & Miracles-Tamla 54178	11	12	42	HOT SMOKE & SASSAFRASS Bubble Puppy-International Artists 128	54	65	76	SHOTGUN Vanilla Fudge-Atco 6655	78	79
10	GAMES PEOPLE PLAY Joe South-Capitol 2248	10	10	43	SNATCHING IT BACK Atlantic 2605	67	88	77	YOU'VE MADE ME SO VERY HAPPY Blood, Sweat & Tears-Columbia 44776	87	-
11	I'M LIVING IN SHAME Diana Ross & Supremes-Motown 1139	8	8	44	A LOVER'S QUESTION Otis Redding-Atco 6654	52	57	78	TIME WAS Canned Heat-Liberty 56097	-	-
12	TRACES Classics IV-Imperial 66352	16	20	45	I FORGOT TO BE YOUR LOVER William Bell-Stax 0015	36	37	79	MY DECEIVING HEART The Impressions-Curtom 1937	81	89
13	CRIMSON & CLOVER Tommy James & Shondells-Roulette 7028	4	4	46	ROCK ME Steppenwolf-Dunhill 4182	58	-	80	DIDN'T YOU KNOW Gladys Knight & Pips-Soul 35059	-	-
14	TIME OF THE SEASON Zombies-Date 1628	20	36	47	TEAR DROP CITY Monkees-Colgems 191	56	67	81	THE WAY IT USED TO BE Engelbert Humperdinck-Parrott 40036	92	-
15	THIS GIRL'S IN LOVE WITH YOU Dionne Warwick-Scepter 12241	19	23	48	GOOD LOVIN' AIN'T EASY TO COME BY Marvin Gaye & Tammi Terrell-Tamla 54179	46	45	82	TWENTY FIVE MILES Edwin Starr-Gordy 7083	93	94
16	I'VE GOTTA BE ME Sammy Davis Jr.-Reprise 0779	14	14	49	SOUL SHAKE Peggy Scott & Jo Jo Benson-SSSI 761	41	43	83	NO NOT MUCH Vogues-Reprise 0803	98	-
17	HEAVEN Rascals-Atlantic 2599	18	21	50	SOPHISTICATED CISSY The Meters-Josie 1001	55	61	84	KICK OUT THE JAMS Mc5-Elektra 45648	94	99
18	CAN I CHANGE MY MIND Tyrone Davis-Dakar 602	7	5	51	MAYBE TOMORROW The Ivey's-Apple 1803	57	69	85	HALLWAYS OF MY MIND The Dells-Cadet 5636	89	-
19	BUT YOU KNOW I LOVE YOU First Edition-Repnse 0799	24	30	52	GLAD SHE'S A WOMAN Bobby Goldsboro-United Artists 50497	45	51	86	DAY AFTER DAY Shango-A&M 1014	99	-
20	MY WHOLE WORLD ENDED David Ruffin-Motown 1140	21	26	53	HELLO IT'S ME Nazz-SGC 001	59	66	87	I CAN HEAR MUSIC Beach Boys-Capitol 2432	-	-
21	THE WEIGHT Aretha Franklin-Atlantic 2603	32	55	54	AM I THE SAME GIRL Barbara Acklin-Brunswick 55399	60	68	88	DO YOUR THING Watts 103rd Street Rhythm Band Warner Bros./7 Arts 7250	71	78
22	CROSSROADS Cream-Atco 6646	17	18	55	THESE ARE NOT MY PEOPLE Johnny Rivers-Imperial 66360	65	-	89	GIVE IT AWAY Chi-Lites-Brunswick 55398	-	-
23	THINGS I'D LIKE TO SAY New Colony Six-Mercury 72858	29	34	56	THERE'LL COME A TIME Betty Everett-UNI 55100	50	41	90	I LIKE WHAT YOUR DOING Carla Thomas-Stax 24	90	91
24	RUNAWAY CHILD, RUNNING WILD Temptations-Gordy 7084	31	42	57	BROTHER LOVE'S TRAVELLING SALVATION SHOW Neil Diamond-UNI 55109	74	84	91	I DON'T WANT TO CRY Ruby Winters-Diamonds 255	91	90
25	RAMBLIN' GAMBLIN' MAN Bob Seger-Capitol 2297	22	22	58	NO NOT MUCH The Smoke Ring-Buddah 77	63	70	92	GOODBYE COLUMBUS Association-Warner Bros./7 Arts 7267	95	-
26	TAKE CARE OF YOUR HOMEWORK Johnnie Taylor-Stax 0023	28	31	59	JOHNNY ONE TIME Brenda Lee-Decca 32428	66	71	93	ANYTHING YOU CHOOSE Spanky & Our Gang-Mercury 72890	86	92
27	MR. SUN, MR. MOON Paul Revere & Raiders-Columbia 44744	37	49	60	LONG GREEN Fireballs-Atco 6651	82	-	94	SOMEBODY LOVES YOU Delfonics-Philly Groove 154	96	-
28	GOODNIGHT MY LOVE Paul Anka-RCA 9648	26	27	61	BACK DOOR MAN Derek-Bang 566	76	86	95	GENTLE ON MY MIND Dean Martin-Repnse 0812	97	-
29	GIVE IT UP OR TURNIT A LOOSE James Brown-King 6213	33	35	62	CLOUD NINE Mongo Santamaria-Columbia 44740	72	81	96	ONLY YOU Bobby Hatfield-Verve 10634	100	-
30	THE WORST THAT COULD HAPPEN Brooklyn Bridge-Buddah 75	13	9	63	WITCHI TAI TO Everything Is Everything Vanguard-Apostolic 35082	61	63	97	FOOLISH FOOL Dee Dee Warwick-Mercury 72880	-	77
31	TO SUSAN ON THE WEST COAST WAITING Donovan-Epic 10434	34	40	64	AQUARIUS/LET THE SUNSHINE IN MEDLEY 5th Dimension-Soul City 772	-	-	98	NOTHING BUT A HEARTACHE Flirtations-Deram 85036	-	-
32	I GOT A LINE ON YOU Spirit-Ode 115	38	44	65	WILL YOU BE STAYING AFTER SUNDAY Peppermint Rainbow-Decca 32410	70	74	99	GOD KNOWS I LOVE YOU Nancy Sinatra-Reprise 0813	-	-
33	YOU GAVE ME A MOUNTAIN Frankie Laine-ABC 11174	39	48	66	WHEN HE TOUCHES ME Peaches & Herb-Date 1637	73	75	100	PLAYGIRL The Prophets-Kapp 962	-	-
				67	WHO'S MAKING LOVE Young-Holt Unlimited-Brunswick 55400	75	85				

## ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

A Lover's Question (Progressive, Eden, BMI)	44	Give It Up Or Turnit A Loose (James Brown & Sons, BMI)	89	Letter, The (Earl Barton, BMI)	69	Sweet Cream Ladies, Forward March (Blackwood, BMI)	
Am I The Same Girl (Dakar/BRC, BMI)	54	Glad She's A Woman (Tamerlane, BMI)	29	Long Green (Burdette, BMI)	60	Take Care Of Your Homework (East/Memphis, BMI)	
Anything You Choose (Tanya, ASCAP)	93	God Knows I Love You (Metric, BMI)	99	Lovin' Things (Gallie, BMI)	60	Tear Drop City (Screen Gems/Columbia, BMI)	
Aquarius/Let The Sunshine In Medley (United Artists, ASCAP)	64	Goodbye Columbus (Ensign, BMI)	92	Maybe Tomorrow (Apple, ASCAP)	51	These Are Not My People (Lowery, BMI)	
Baby, Baby Don't Cry (Jobete, BMI)	9	Good Lovin' Ain't Easy To Come By (Jobete, BMI)	48	May I (Rhinelander, ASCAP)	35	The Way It Used To Be (Maribus, BMI)	
Back Door Man (Dymco, BMI)	61	Goodnight My Love (Quintet, BMI)	28	Mendocino (Southern Love, BMI)	35	Things I'd Like To Say (New Colony/T.M., BMI)	
Blessed Is The Rain (Pocket Full Of Tones, BMI)	72	Halfways Of My Mind (Chevs, BMI)	85	Mr. Sun, Mr. Moon (Boon, BMI)	27	This Girl's In Love With You (Blue Seas/Jac., ASCAP)	
Brother Love's Travelling Salvation Show (Stone Bridge, BMI)	57	Heaven (Staccat, ASCAP)	17	My Deceiving Heart (Camaj, BMI)	79	This Magic Moment (Rumbalero/Progressive/ Quintet/Tedlow, BMI)	
Build Me Up Buttercup (January, BMI)	1	He'll Be My Man (Screen Gems/Columbia, BMI)	53	My Whole World Ended (Jobete, BMI)	20	Time Of The Season (Mainstay, BMI)	
But You Know I Love You (First Edition, BMI)	19	Hot Smoke & Sassafras (Triple, BMI)	42	No Not Much (Beaver, ASCAP)	58, 83	Time Was (Metric, BMI)	
Can I Change My Mind (Dakar, BMI)	18	I Can Hear Music (Trio, BMI)	87	Nothing But A Heartache (Felsed, BMI)	98	To Susan On The West Coast Waiting (Peer Int'l, BMI)	
Cloud Nine (Jobete, BMI)	62	I Didn't Know Why (Jobete, BMI)	73	Only The Strong Survive (Parabul/Double Diamond/ Downstairs, BMI)	71	Touch Me (Hipper, ASCAP)	
Crimson & Clover (Big Seven, BMI)	13	I Don't Know Why (Jobete, BMI)	41	Only You (Wildwood, BMI)	96	Traces (Low-Sai, BMI)	
Crossroads (Noma, BMI)	22	I Forgot To Be Your Lover (East/Memphis, BMI)	91	Playgirl (George Koester, BMI)	100	Try A Little Tenderness (Connelly & Roberts, ASCAP)	
Day After Day (Gombay, Irving, BMI)	86	I Got A Line On You (Nollenbeck, BMI)	45	Proud Mary (Jondora, BMI)	3	Twenty Five Miles (Jobete, BMI)	
Didn't You Know (Jobete, BMI)	80	I Like What You're Doing (East Memphis, BMI)	90	Ramblin' Gambler (Man (Gear, ASCAP)	25	Weight, The (Dwar, ASCAP)	
Dizzy (Low Tm, BMI)	6	Indian Giver (Kaskas/Johnson, BMI)	11	Rock Me (Trousdale, BMI)	46	When He Touches Me (Painted Desert, BMI)	
Don't Forget About Me (Screen Gems/Columbia, BMI)	70	I Started A Joke (Casseroke, BMI)	8	Run Away Child, Running Wild (Jobete, BMI)	24	Who's Making Love (East Memphis, BMI)	
Do Your Thing (Wright/Gerst/Tamerlane, BMI)	88	I've Got To Have Your Love (Memphis, BMI)	36	Shot Gun (Jobete, BMI)	76	Will You Be Staying After Sunday (Screen Gems/Columbia, BMI)	
Everyday People (Daly City, BMI)	2	I've Got To Have Your Love (Memphis, BMI)	36	Snatchin' It Back (Fame, BMI)	43	Witchi Tai To (Love Truth, BMI)	
Foolish Fool (Chappell, ASCAP)	97	I've Got To Have Your Love (Memphis, BMI)	36	Somewhere Loves You (Nickel Shoe, BMI)	94	Worst That Could Happen, The (Johnny Rivers, BMI)	
Galveston (Jo-Ma, ASCAP)	39	I've Got To Have Your Love (Memphis, BMI)	36	Sophisticated Cissy (Marsaint, BMI)	50	You Gave Me A Mountain (Moiaue, BMI)	
Games People Play (Rowery, BMI)	10	I've Got To Have Your Love (Memphis, BMI)	36	Soul Experience (Columbia, Ten East, Itasca, BMI)	74	You Made Me So Very Happy (Jobete, BMI)	
Gentle On My Mind (Luster, BMI)	95	I've Got To Have Your Love (Memphis, BMI)	36	Soul Shake (Shelby Singleton, BMI)	49	You Showed Me (Tickson, BMI)	
Gimme, Gimme Good Lovin' (Peanut Butter, BMI)	75	I've Got To Have Your Love (Memphis, BMI)	36				



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THAT BROKE IN THE NORTHWEST  
...AND BREAKING EVERYWHERE!

the  
bards

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JIM WEBB'S  
"TUNESMITH"

337









## Switched On Bach' Lights Up LP Chart

NEW YORK — Columbia Records' Asterworks series, which usually contributes pop chart best-sellers via original cast product, is presently responsible for the label's top-selling album. It's "Switched On Bach," which moves into the Top 25 this week in the number 22 spot. The label claims sales of 200,000.

The secret of Bach going pop lies in the use of the Moog electronic synthesizer which performs familiar Bach repertoire, including the Brandenburg Concerto No. 3 in G Major. The piece was conceived and developed by composer-performer Walter Carlos, with the assistance of Benjamin Franklin.

The package received strong exposure recently when Carlos was a guest on the NBC network show, "Today." In addition, many major newspapers and magazines have reported on the package.

# RCA Plans Midyear Entry Into Cassette Field But Supports A Major Focus On Stereo 8 Line

NEW YORK — RCA Records plans to enter the pre-recorded cassette field later this year.

The label, through Norman Racusin, vp and general manager, stated that consumer interest in pre-recorded cassettes has developed to a point which justifies an initial marketing effort. However, Racusin also made it clear that the label intends to "focus a major effort in recorded tape on Stereo 8." Along with the cassette announcement was Racusin's report that sales of Stereo 8 cartridges during the first two months of 1969 are running almost 80% ahead of the comparable 1968 period.

RCA said it would make its best-selling recordings available in the cassette format beginning around mid-year. "Because manufacturing costs are comparable," Racusin said, "these will be marketed at the same prices as their Stereo 8 counterparts."

In a further defense of the Stereo 8 cartridge, which RCA first introduced 3 1/2 years ago, Racusin noted that "Stereo 8 has filled a need for the consumer on the move and has there-

by resulted in a significant increase in the market base for recorded music purchases. It is today a large, profitable segment of the industry's total marketing mix. Because it is growing at a rapid rate which we expect to continue for some years to come, "RCA Records will continue to focus a major effort in recorded tape on Stereo 8."

While in RCA's view the "simplicity and safety of the 8-track system for automotive use, as well as its demonstrable superiority in sound quality remained unchanged."

Racusin explained that "it appears, however, that there is a viable demand for recorded music in both systems from consumers with different standards and uses in mind. Our marketing plan will be designed to exploit this opportunity."

RCA's impending entry into the cassette area could have received some impetus from its New York outlet, Bruno-New York. The distributorship recently began handling the Ampex tape lines, and it's understood that

cassettes have accounted for as much as 25% of the Ampex tape sales by Bruno-New York.

Previously, RCA has expressed concern that the cassette system—marked by the ease in which blank cassettes can be used to copy recorded material off the air—could cut deeply into sales of legitimate pre-recorded product of all types.

RCA's cassette move leaves only Columbia Records among the key labels not represented in this area. As of press-time, Columbia had no comment to make on the RCA development.

**San Remo Songs Subpublishers See Int'l Section**

## FRONT COVER



Columbia's Blood, Sweat and Tears, of America's hottest contemporary groups, has blazed its way to the top of the pop charts with their album, "Blood, Sweat and Tears." In addition to original blues compositions, the LP features arrangements of works by turn-of-the-century composer Erik Satie. "You've Made Me So Very Happy," a single, taken from the album, is moving up the pop charts.

Incorporating the talents and personalities of nine young musicians, a hand of horns and a powerful rhythm section, the group wed jazz and rock.

Recently seen on The Ed Sullivan Show, Blood, Sweat and Tears are curiously appearing at colleges and concert halls throughout the country and perform at the Fillmore East on the 11 and 12th.

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## Gortikov To NARM Confab: Stagnate & Future May Not Be Yours

HOLLYWOOD — The growth of the rack-jobber to "Super" status in the industry is no reason for this segment of the business to remain stagnated and content with a holding action.

This view of the wholesalers who control 90% of the retail outlets and contribute 65% to industry sales was made by Stan Gortikov, president of Capitol Records, during his keynote address at last Friday's (28) opening session of the NARM Convention.

Noting that the Billion Dollar Era, the theme of the confab, was, more meaningfully, a profit-after-taxes 45 million dollar era, Gortikov said that "many of you are from the gone age of mono, and it's time for the Stereo Breed."

"Face it," Gortikov explained. "It's time for many of you to move over. Step aside. Bring on fresh, young, new

thinkers who can take what you've launched so well and make it better for the Billion Dollar Era should belong to such successors and I urge you to eagerly hand over the reins."

Gortikov stated that the "Super" rack jobber concept puts an emphasis on "bigness." "But bigness alone," he added, "does not a good rack jobber make. And bigness, along with its compensations, carries some threats and perils, too."

Returning to the theme of youth and new thinking, Gortikov said that "bright, aggressive, motivated young guys — like all of you once were — will feast on your smugness — and this 'New Breed' competition will serve to scare you and sharpen you anew."

**NARM Awards Finalists On Page 10**

**A Dozen**

Gortikov outlined a dozen areas where wholesaler interests can be fulfilled "if you are daring and innovative enough": 1. data processing; 2. sys-

(Con't on Page 10)

## Pocketdisc: Report On Marketing Test; 20-Week Sales Goal Is Reached In 13

NEW YORK — A 20-week goal of 100,000 in sales of Pocketdisc product in the northwest market was reached in 13 weeks. This is one of the disclosures of summary report on the consumer test of the 4" disk that began in the Seattle area on Sept. 27.

"Unlike the 45's and LP's which had to fight their way in, Pocketdiscs were accepted overnight by the teenage buying public," the report states. "As long as the selection of hits remained fresh and complete," the report continues, "the demand continued." "The present consumer survey indicates that Pocketdiscs were not a curiosity buy, that the new purchase represents the six 4-inch record bought."

Price, convenience and size are noted as key advantages. "Their (consumer) preference for making their purchases through vending machines rather than from a clerk was made most obvious," the report says.

Consolidated Distributors of Seattle agreed to undertake the marketing introduction. Seventeen record companies (22 as of Jan. 15) made their repertoire available on a simultaneous release basis and on Sept. 27, the first shipments of Pocketdiscs reached dealer floors. According to Fred Hyman, president of Americom, producers of the Pocketdisc, Detroit has been earmarked for the next marketing test sometime in the spring.

a BPI of approximately .05 or 1/2% of national sales were selected in the Seattle-Tacoma area. They covered a wide spectrum of potential outlets:

Grocery Chain Stores	12
Record Stores	15
Department Stores	7
Discount Stores	32
Drug Stores	19
Variety Chains	6
Misc	6
<b>Total</b>	<b>97</b>

Of these 97 outlets, 47 received vend-

(Con't on Page 42)

**Mechanics of Test**

Ninety-seven dealers representing

## Musicals Lead Race Of Oscar Nominees

NEW YORK — The movie musical leads the parade of nominees for this year's Oscar awards. "Oliver!" the Columbia Pictures adaptation of Lionel Bart's stage work, is the leading film nominee with 11 possible Oscars. "Funny Girl," another Columbia film version of a stage vehicle, is up for the second most Oscars, eight. Tied with "Lion in Winter" is 20th Century Fox' "Star!", the bio of Gertrude Lawrence. They are in third place with seven nominations each. Among the films with more than one nomination is "Finian's Rainbow," a Warner Bros./Seven Arts production with nominations in two categories.

The leading two musicals, "Oliver!" and "Funny Girl," are among the five nominees for Best Picture of the Year. In addition, Barbra Streisand made the Oscar race for Best Actress for her work in "Funny Girl," her first role in a film. Ron Moody of "Oliver!" was nominated for Best Actor.

**Best Songs**

Among the five nominees for Best Song are: "Chitty Chitty Bang Bang" by Bob & Dick Sherman; "For Love of Ivy" by Quincy Jones and Bob Russell; "Funny Girl" by Jule Styne and Bob Merrill; "Star!" by Jimmy Van Heusen and Sammy Cahn; and "The Windmills of Your Mind" by Michael Legrand and Alan and Marilyn Bergman (from "The Thomas Crown Affair").

For Best Original Score (not a musical), there are: "The Fox" by Lalo Schifrin; "The Lion in Winter" by John Barry; "Planet of the Apes" by Jerry Goldsmith; "The Shoes of the Fisherman" by Alex North; and "The Thomas Crown Affair" by Michel Legrand.

List as Best Score of Musical (original or adaptation) are: "Finian's Rainbow" by Ray Heindorf; "Funny Girl" by Walter Scharf; "Oliver!" by John Green; "Star!" by Lennie Hayton; and "The Young Girls of Rochfort," an original musical with music by Michel Legrand and lyrics by Jacques Demy, with adaptation by Legrand.

## End Dot/Crewe Deal

NEW YORK — By mutual agreement, a contract between Dot Records and Bob Crewe's productions on the Dynovoice label has been terminated. Crewe said his pressing schedule of activities, including an upcoming Broadway show, indie disk production and film and TV assignments, necessitated the amicable separation. The Dot-Crewe deal was made in July, 1967 with Randy Wood, then president of Dot. The following year Crewe made his debut in the film area by collaborating with Charles Fox on the score for "Barbarella," a Paramount release.

**Canada Radio Prepares For Content Ruling See Int'l Section**



AGAIN AND AGAIN AND AGAIN....  
THE VENTURES HAVE A HIT RECORD

# "HAWAII FIVE-O" THE VENTURES

# 56068



Any way you look at it this is a single packed with sales power! PRODUCED BY JOE SARACENO

**Liberty Records Inc.**  
Entertainment Time  
Transmitting Corporation



## Hurok Records Seen As Spin-Off From TIC's Hurok Co. Purchase

NEW YORK — Hurok Records will be a spin-off of the purchase of Hurok Concerts, Inc. by Transcontinental Investing Corp.

The acquisition, for an undisclosed sum and/or stock transaction, was announced last week by S. Hurok, the 80-year-old impresario, and Bob Lifton, president of TIC. It's a further leisure-time expansion of TIC, which started its music business activities with the purchase of a network of wholesalers and indie production firms.

According to Hurok, the development of the disk arm will be to concentrate on pop acts, although the classical area, his forte, will also be represented.

Lifton said that "this is a most exciting step in the expansion of our company. It brings into our entertainment complex the world's most important concert and management organization, headed by the greatest impresario in history."



Hurok & Lifton

## Ross Is Sole Owner Of Gospel Company

NEW YORK — Murray Ross has become sole owner of Gospel Premium Albums through a purchase of the remaining 50% of the company from Florence Greenberg, president of Scepter Records. Terms of the agreement call for the distribution of GPA by Scepter's Hob gospel unit for the next five years.

Ross and Mrs. Greenberg started GPA last year, with sales topping \$50,000 in 1968. There are four gospel albums in the line, including a recent entry, "Great Moments in Gospel."

Cited as a key to GPA's first successful year has been its extensive promotion campaigns and incentive programs for distributor salesmen, for example, there is a continual incentive program. A launch a new album into orbit a special 30-day sales motivation program has been set up with color television sets and AM/FM radios as the prizes.

For the dealer, there is a cooperative advertising program. Reverend C. Franklin (Aretha's father) has been signed for local GPA radio spots. Special mats have been prepared, as well as giant posters and counter brochures. In addition to operating GPA, Ross is president of Idea Planning Associates, an advertising and marketing consultant agency with strong commitments in both music and non-entertainment areas. Idea Planning's accounts include Scepter Records, International Tape Cartridge Corp. MGM's tape division and Playtape Corp. At Scepter, Ross assists in distributor incentive programs, public relations, singles printing and LP merchandising programs. Ross serves as marketing consultant to MGM tape, ITCC, Playtape, Avlon and Penney's.



Ross (right) with secretary

## Hurok Stay On

Hurok, 80, who will continue as president and chief executive officer of the new Transcontinental subsidiary, noted that "for years I have been interested in expanding my activities by working with a company with the financial, merchandising and managerial talents to assist me in realizing my ideal of bringing the talents of my artists and companies before an even broader audience. I am pleased finally to have found a company that can help me fulfill these aims."

Plans are now being formulated. Hurok disclosed, for entry into the organized audience concert field, and expanding the company's television packaging and theater production, as

(Con't on Page 46)

## King's March James Brown Month Is Label's Strongest Drive Ever

NEW YORK — King Records has allocated the largest promotional and merchandising budget in its history for a special "March Is James Brown Month Of Soul" campaign.

Col. Jim Wilson, Starday-King Vice President of Marketing, said that the national program will extend through the month of March and is designed to further "accentuate the all-market appeal and wide spread saleability" of James Brown recorded product at the consumer level.

Special deejay kits which include an exclusive "not-for-sale-radio programming only" EP album along with James Brown spot intros and bio material have gone forward to radio stations.

A deluxe packaged Brown album, "Say It Loud, I'm Black And I'm Proud," featuring the title song along with other James Brown chart sellers

hits such as "Lickin' Stick" and "Good-Bye My Love" has been prepared for immediate release to coincide with the "Month of Soul" campaign.

In addition to the current top-writing chart hit single, "Give It Up Or Turnit A Loose," a new instrumental single "Soul Pride" featuring James Brown playing and conducting his band has just been shipped to radio stations and all King distributors.

Additionally, attractive James Brown calendar posters, cut-out floor displays, complete album and singles catalogs and other point-of-sale dealer aids are available at all King distributors.

Network TV appearances during March, including the Hollywood Palace Show and Johnny Carson's Tonight Show, plus an intensified ad campaign will add further impetus to recognition of the month-long drive.

## Atlantic Pacts Penn & English Group

NEW YORK — Hit songwriter and producer Dan Penn has been signed by Atlantic Record to record as a singer. Also just signed to the label is a new English group, the Yes, whom Atlantic president Ahmet Ertegun discovered on his recent trip to London.

Penn's first Atlantic single, "Nice Place To Visit," has just been released. He produced the record with Spooner Oldham in Memphis.

Among the songs written by Penn over the past few years with Oldham, are: "I'm Your Puppet" (James & Bobby Purify), "It Tears Me Up" (Percy Sledge), "Cry Like A Baby" (The Box Tops), "Sweet Inspiration" (The Sweet Inspirations); and with Chips Moman — "Do Right Woman, Do Right Man" (Aretha Franklin); "Feed The Flame" (Ted Taylor); and "Dark End Of The Street" (James Carr, Clarence Carter, Percy Sledge).

As a producer Dan Penn has been A & R director on the Box Tops' singles "The Letter" (a three million seller), "Neon Rainbow", "Cry Like A Baby" (one million seller), "Choo Choo Train" and "I Met Her In Church."

## Portnoy To Empire State

NEW YORK — Ed Portnoy, the veteran music man, has joined Empire State Record Sales, Inc. as president. He is associated with Mel Albert, secretary-treasurer, who has been with the New York distrib since its inception the New York distrib since its inception almost two years ago.

Portnoy is the founder and owner of Record Shack One-Stop in New York, established in 1947. Portnoy has also been involved in disk manufacturing and promotion. Both Portnoy and Albert plan to be on hand at this week's NARM wholesaling convention in Hollywood.

Empire State is located at 10-29 46th Road, Long Island City.

## Numbers & Inflation Bring Teen Spending To Record \$20 Billion

NEW YORK — Making available research results for 1968, the Rand Youth Poll announced that last year's teenage spending patterns mushroomed to a record 20-billion dollars. The sharp increase was attributed to a rapid rise in the number of teenagers and inflationary pressures.

Latest survey in the 18-year old Rand Youth Poll showed "16 through 19 year olds exhibiting an unusual spending power with records and related musical products holding a firm place in the overall outlay."

Report figures were grouped into four age/sex groups: boys, age 16-19; girls, 16-19; boys 13-15 and girls 13-15. In both age brackets, the girls outpaced male spending on records and each of the groups reported savings listing radios prominently among the objects for which money was being put away.

Of the \$15.65 that older boys spent weekly, an average of .75 was paid for records; older girls disbursed \$1.10 of a weekly \$16.85 spending for records. In the younger age groups, boys bought an average of \$4.85 worth of products, 40 going toward records and the girls spent .75 on records from their weekly \$4.95.

The Rand Poll attributed the surge and current importance of the teenage market to the following:

1 The astonishing numerical growth of the total teen population from 17 million in the mid-1950's to 28 million in 1968, projected to 30 million in 1970. This segment of the population is increasing at the rate of one million each year.

2 Unprecedented annual expansion of purchasing power. Opportunities for part-time teen employment have been greatly augmented by the rapid growth of food franchise stands which are largely staffed by teens.

3 The growing feeling by many companies that aiming advertising and promotion at young people results in long term and life-long customers.

4 Adult concentration on striving to look young through diet, dress, cosmetics, sports, automobile ownership and the like places unusual emphasis on youth appeal.

## Ames 'Answer' Album Passes Million Sales

NEW YORK — Ed Ames has been awarded a gold album for passing million-dollar sales with his "Who Will Answer & Other Songs of Our Times" LP.

The album was released following Ames' widely publicized single written by Spanish composer L.E. Aute with lyrics by Sheila Davis dealing with nuclear war, apathy, religious discontent and the underlying confusion of today's generation. Matching the title song, the LP includes related material such as "Blowin' in the Wind," "There's a Kind of Hush (All Over the World)" and "I Wanna Be Free."

## Superscope Forms Div. For Own Tape Product

SUN VALLEY, CALIF — Superscope Inc., national distributor of Sony products, has formed a new recording division to produce and market reel-to-reel, 8-track cartridge and cassette tapes under its own Superscope label. The division's president Joseph Tushinsky last week announced that John Wagner was named executive A&R producer for the division to gather material and masters and to supervise programming of all material for the firm.

Wagner is a veteran radio and television producer who started his broadcast career at KLO—Ogden and KMJ—Fresno. During his following ten-year affiliation with the Mutual Network and KHJ—Hollywood, "The Jack Wagner Show" received two national awards as "best radio program of popular music."

In 1962, Wagner joined Capitol Records as a producer and host of the "Silver Platter Service" which offered promotional interviews connected to new LP product. During the last 15 years, he has worked in television as actor, announcer, emcee and panelist. He has also been an independent producer of audio-visual sales promo presentations and stereo system demonstration tapes.

## Behrens To Direct Marketing

Along with this appointment, Bob Behrens was named director of marketing for the Superscope division. He was formerly special projects writer with the firm.

Behrens, who joined Superscope in 1967, had earlier served as editorial services manager and copy chief for the Capitol Record Club. He was also project manager for Capitol's Virtuoso Concert Society.

## Request Ties With RCA Come To End

NEW YORK — After two years of a live year arrangement, Request Records, specializing in international product, is no longer being distributed by RCA Records. Indicative of the amicable parting, an RCA memo to Request distributors notes that Request has agreed to work with any distributors who wish to continue handling the line.

So far, according to Hans Lengsfelder, owner of Request, the following outlets have come to such an agreement: Eastco, Boston; Fidelity Northwest, Seattle; Hamburg, Pittsburgh; Morris, Syracuse; Radio-TV, Honolulu; Record Distributing, Houston; Taylor Electric, Milwaukee; Sea Coast, Hialeah, Fla. In addition, Request has appointed two previous distributors, Alpha in New York, and A&L in Philadelphia. Lengsfelder further noted that many large rack jobbers who handled Request as Camden distributors have already given notice that they will buy directly from Request.

At the recent MIDEM meet, Lengsfelder rounded out his global distribution set-up and negotiated the establishment of music publishing firms in other countries. He'll announce further distribution ties at this week's NARM convention in Hollywood. 1969 is the company's 20th year in operation.



# List Of NARM Awards Finalists

## I. BEST SELLING HIT SINGLE RECORD

Harper Valley P.T.A.—Jeannie C. Riley—Plantation  
 Hey Jude—Beatles—Apple  
 Honey—Bobby Goldsboro—United Artists  
 Love Is Blue—Paul Mauriat—Philips  
 This Guy's In Love With You—Herb Alpert—A&M

## II. BEST SELLING ALBUM

Are You Experienced?—Jimi Hendrix Experience—Reprise  
 Blooming Hits—Paul Mauriat—Philips  
 Disraeli Gears—Cream—Atlantic  
 Feliciano—Jose Feliciano—RCA  
 Rascal's Greatest Hits—Rascals—Atlantic  
 The Beatles—Beatles—Apple  
 The Graduate—Movie Soundtrack—Columbia  
 Wichita Lineman—Glen Campbell—Capitol

## III. BEST SELLING MOVIE SOUNDTRACK

Camelot—Warner Brothers/Seven Arts  
 Dr. Zhivago—MGM  
 Funny Girl—Columbia  
 Sound Of Music—RCA  
 The Good, The Bad, and The Ugly—United Artists  
 The Graduate—Columbia

## IV. BEST SELLING MALE VOCALIST

Glen Campbell—Capitol  
 Engelbert Humperdinck—Parrot  
 Dean Martin—Reprise  
 Elvis Presley—RCA  
 Andy Williams—Columbia

## V. BEST SELLING FEMALE VOCALIST

Petula Clark—Warner Brothers/Seven Arts  
 Aretha Franklin—Atlantic  
 Barbra Streisand—Columbia  
 Dionne Warwick—Scepter  
 Nancy Wilson—Capitol

## VI. BEST SELLING MALE COUNTRY AND WESTERN ARTIST

Eddy Arnold—RCA  
 Glen Campbell—Capitol  
 Johnny Cash—Columbia  
 Merle Haggard—Capitol  
 Charlie Pride—RCA

## VII. BEST SELLING FEMALE COUNTRY AND WESTERN ARTIST

Lynn Anderson—Chart  
 Bobbie Gentry—Capitol  
 Loretta Lynn—Decca  
 Jeannie C. Riley—Plantation  
 Tammy Wynette—Epic

## VIII. BEST SELLING MALE RHYTHM & BLUES ARTIST

James Brown—King  
 Wilson Pickette—Atlantic  
 Otis Redding—Atco

# March Ushers In 18th Monty Month

NEW YORK — London Records has unveiled its 18th annual "March Is Mantovani Month" promotion. The annual push on the noted British maestro's vast album catalog is the longest-running consecutive annual campaign for a single recording artist in the history of the record business, according to Herb Goldfarb, London's national sales and distribution manager.

The drive is highlighted by the release of a new Mantovani LP "The Mantovani Scene" in addition to the deluxe repackaging of two of the conductor's most notable sellers over the years, "Continental Encores" and "American Waltzes."

The push on behalf of the product of Mantovani, who, two seasons ago won the coveted "artist of the year" award of the National Association of Record Merchandisers (NARM), incorporates an all-out effort on the part of all London home office and regional

sales and promo execs and representatives.

On the merchandising front, there'll be a host of special items employed, including order pads, slicks, free samples at all levels of retailers and good music oriented stations, in-store and window displays and special mailings. The drive will continue for the full month of March.

The new Mantovani LP, being released in conjunction with the drive, contains treatments of such recent pop hits as "Those Were the Days," "Theme from Chitty Chitty Bang Bang," "Both Sides Now" and "By the Time I Get to Phoenix."

Mantovani recently concluded his 13th annual cross-country tour of the United States, and has already been signed for another extensive tour of the country commencing next September. The Tour, like its predecessors, will run through the first week of December.



A GENERAL ASSEMBLY of notables and diplomats who were closely associated with the late Adlai E. Stevenson attended a reception at the United Nations Correspondents Association Club following the release of "Adlai," a 2-record album containing excerpts from speeches by Stevenson with remembrances by noted figures who knew him best. Clive J. Davis, president of Columbia Records, which issued the set, is shown presenting the documentary recording to United Nations Secretary General U Thant. Left to right are: William Attwood, editor in chief, Cowles Communication, and actress Lauren Bacall, both of whom participated in the recording; Arnold Michaelis, who produced the album; Davis; Robert H. Estabrook, First Vice President, United Nations Correspondents Association (behind Davis); and U Thant. Also present at the reception were Ralph Bunche, Undersecretary General for Special Political Affairs, and Arthur Schlesinger, Jr., both of whom are heard in "Adlai." An illustrated booklet by Schlesinger is also included in the package.

# Gortikov Keynote To NARM Confab

(Con't from Page 7)

tems improvement; 3. telecommunication; 4. vending; 5. tape marketing; 6. use of the cube (productive space going to waste); 7. incentives to employees, customers, consumers or suppliers; 8. air transport; 9. radio utilization; 10. promotion; 11. better prospects for blacks; 12. returns reduction (Gortikov called for two task forces, one for NARM and one for the RIAA, to meet independently to evolve a set of objections and methodology for cutting returns); Like the industry itself, Gortikov said, NARM has "untapped potential, unexploited possibilities." NARM should spring from being convention specialists to becoming experts in R&D — research and development. NARM could be the experimental and study department of each of your companies. NARM could penetrate problems and challenges none of you can afford to probe as individ-

uals. NARM might well become a grand laboratory for you all. You might start by identifying your key problems assigning them priorities hiring experts from other industries and management firms.

Earlier Gortikov also indicated the need for a closer dialog between wholesaler and customer, and called for NARM midyear meeting for this forum.

## 1100 Attend Confab

More than 1100 traders—a record turnout—are at this week's confab at the Century Plaza Hotel. Indicative of the present and future aspects of the business were speech-making by Dr. Peter Goldmark, who is associated with CBS' new EVR audio-visual system; a tape cartridge panel discussion; and exhibitors of tapes.

# Komisar To Decca Marketing Section

NEW YORK — Harold Komisar has joined Decca Records as staff assistant in marketing. According to Tony Martell, director of marketing, Komisar will be located at Decca's national sales office here, reporting directly to Martell.

Komisar, a graduate of the University of Connecticut, started in the record business as sales representative for Roskin Distributors in 1959, covering Southern Connecticut. In 1964, he was promoted to district sales manager, southeast region, for Columbia Records, headquartered in Atlanta, Georgia. From there, he was promoted in 1966 to director of album promotion in New York, and in 1968, he was made product manager of original cast and soundtrack albums, where he remained until his new appointment with Decca Records.



Harold Komisar

# Stogel Firm To Coast

HOLLYWOOD — Leonard Stogel has moved his personal management firm from New York to Beverly Hills, California.

Stogel's office handles personal management for the Cowells and Boyce and Hart, among other musical clients.

In making the move Stogel has set up Jerry Rubinstein, Schweiger, Segal & Rubinstein as business managers; Lee Colton of Schwartzman, Greenberg and Fimberg as legal consultants; and Freeman, Gordon & Best as public relations consultants.

# Testa Exits Community

NEW YORK — Vinny Testa has left his position as vice president of Shadow Morton's Community Productions/Records. He said he is presently negotiating indie product with a number of labels and will announce future plans soon.

At Community since its inception a year ago, Testa produced two albums, A&M's "Strange Night Voyage" by the Merchants of Dream (co-produced by Shadow Morton) and "A Mouth in the Clouds" by the Group Image for Community Records. He also set-up national distribution for the Community label.

# Malverne Celebrates Its 23rd Anniversary

NEW YORK — Malverne Distributors, which handles distribution in New York for Atlantic/Atco, Stax/Volt, Epic/Okeh, Musicor, Prestige and other labels, and is the oldest independent distributor in NY, is currently celebrating its 23rd anniversary.

Malverne was formed by Al Hirsch in Brooklyn on January 1, 1946. Hirsch, who had been general sales manager for the Vim appliance store chain, was persuaded to go into disk distribution by the Braun Brothers, David and Jules, producers of the Deluxe labels. With the assistance of his two brothers-in-law, who let him use the back of their retail record store on Fulton Street in Manhattan as a warehouse, Hirsch soon built up a thriving business, obtaining distribution for the Mercury, Bell, Keynote and Clef labels. Then Bill Shocket, whose father was a record retailing pioneer, joined with Hirsch, and business increased steadily to the point at which Malverne was obliged to move to a 2-story building on 49th Street in Manhattan. At that time the firm was distributing such lines as ABC, Command, Cameo-Parkway, Kapp, Verve and Liberty.

In 1961, Malverne moved to still larger quarters and added MGM, Elektra and Vee-Jay for distribution. In '64, Hirsch and Shocket sold out to MGM with the intention of retiring. After a year, they found that they couldn't stay away from the business. They bought out Portem Distributors from Gladys Pear, renamed the firm Malverne, and soon afterward acquired Atlantic and Musicor for distribution. After two years they moved to larger quarters at 35-35 35th Street, Long Island City, their present address. Joe Grippo became sales manager and a sales force comprised of Jack Braun, Harvey Maybrown and Jerry Beninson was formed. Later, Aron Turner joined the sales force and Rick Willard was hired to do promotion. When Willard went to work for Atlantic, his post was filled by veteran promo man Matt Matthews.

# Association's 6th Gold Disk

BEVERLY HILLS — The Record Industry Association of America (RIAA) has awarded the Association a gold record for the group's "Greatest Hits" album having reached the million dollar mark in sales. This is the sixth RIAA gold record for the Association.

Certification by the RIAA of "The Association's Greatest Hits" came only eight weeks following the LP's release. The set is currently #2 on Cash Box's Top 100 Albums chart.

Previous gold records earned by the Warner Bros.-Seven Arts band are "Cherish," "Windy," and "Never My Love," all singles, and "Insight Out" and "And Then Along Comes The Association," both albums.





A Fantastic New Single  
**The Bee Gees**  
**"FIRST OF MAY"**

Atco 6657

produced by Robert Stigwood and The Bee Gees

... from their hit album

ODESSA  
BEE GEES



Atco SD 2-702

Sole Direction: The Robert Stigwood Organization, London. Exclusive U.S.A. Representation: Stigwood-Fitzpatrick Inc., Los Angeles.





ETTA JAMES

ALMOST PERSUADED

CADET 5630

LEAPY LEE

IT'S ALL HAPPENING

CADET 5635

THE DELLS

HALLWAYS OF MY MIND

CADET 5636

LITTLE MILTON

GRITS AIN'T GROCERIES

CHECKER 1212

BILLY STEWART

I DO LOVE YOU

CHESS 1922

**CHESS**  
RECORDS



## 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%	Galveston —	Glen Campbell —	Capitol	97%
46%	Rock Me —	Steppenwolf —	Dunhill	91%
41%	Blessed Is the Rain —	Brooklyn Bridge —	Buddah	71%
40%	Move In A Little Closer Baby —	Mama Cass —	Dunhill	40%
39%	I'll Try Something New —	Diana Ross & Supremes & Temptations —	Motown	39%
35%	Only the Strong Survive —	Jerry Butler —	Mercury	74%
34%	Aquarius/Let the Sunshine In Medley —	Fifth Dimension —	Soul City	34%
33%	Time Was —	Canned Heat —	Liberty	33%
30%	Snatching It Back —	Clarence Carter —	Atlantic	65%
29%	I Can Hear Music —	Beach Boys —	Capitol	29%
27%	Goodbye Columbus —	Association —	Warner Bros./7 Arts	49%
24%	The Letter —	Arbors —	Date	24%
23%	Didn't You Know —	Gladys Knight & Pips —	Soul	23%
21%	Long Green —	Fireballs —	Atco	61%
20%	Feelings —	Cherry People —	Heritage	20%
18%	No Not Much —	Vogues —	Reprise	18%
16%	Don't Forget About Me —	Dusty Springfield —	Philips	48%
15%	Los Cosas —	Rene & Rene —	White Whale	15%
13%	The Chokin' Kind —	Joe Simon —	Sound Stage 7	13%
12%	Brother Love's Travelling Salvation Show —	Neil Diamond —	UNI	12%
11%	These Are Not My People —	Johnny Rivers —	Imperial	47%
10%	Twenty Five Miles —	Edwin Starr —	Gordy	42%
10%	The Way It Used To Be —	Englebert Humperdinck —	Parrot	58%

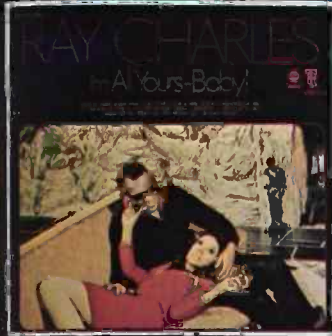
### LESS THAN 10% BUT MORE THAN 5%

### TOTAL % TO DATE

LUV — (Let Us Vote) — Tommy Boyce & Bobby Hart — A&M	30%	Wedding Cake — Connie Francis	7%	You've Made Me So Very Happy — Blood, Sweat & Tears — Columbia	32%
Playgirl — Prophets — Kapp	57%	Only You — Bobby Hatfield — Verve	31%	Are You Ready — Chambers Brothers — Columbia	7%
Give It Away — Chi-Lites — Brunswick	26%	God Only Knows — Nancy Sinatra — Reprise	16%		



# The



Ray Charles ABCS-675  
I'M All Yours—Baby



Original Soundtrack ABCS-OC-9  
Candy



Wool ABCS-676

# Rack-



Evergreen Blues ABCS-669



Portrait of the Tams ABCS-673



The Young Americans ABCS-659  
Time For Livin'



Strange Brew ABCS-672



Puzzle ABCS-671

# ables!



The Versatile Impressions ABCS-668



Feelin' Glad ABCS-655



John Bishop TRCS-1508  
Bishop's Whirl



Johnny Pate and Orchestra ABCS-649  
Set a Pattern



The Queens ABCS-666  
Nectarine Machine

The albums with rack power.  
The artists. The music.  
The packaging. All loaded with  
sell power. Stock The Rackables.

On ABC



ABC RECORDS, INC.  
NEW YORK/BEVERLY HILLS





# Vital Statistics

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

**\*New To The Top 100**

**#1 BUILD ME UP, BUTTERCUP (2:56)**  
Foundations-UNI 55101  
8255 Sunset Blvd., L.A., Calif.  
PROD: Tony Macaulay c/o UNI  
PUB: January BMI 25 W 56 St. NYC.  
WRITER: M. DeAbo FLIP: New Direction

**#2 EVERYDAY PEOPLE (2:18)**  
Sly & The Family Stone-Epic 10407  
51 West 52 Street, NYC.  
PROD: Sly Stone for Stone Flower  
700 Urbano St. San Francisco, Calif.  
PUB: Dady City-BMI  
c/o Martin Machet 1501 Bway, NYC.  
WRITER: S. Stewart FLIP: Sing A Simple Song

**#3 PROUD MARY (3:07)**  
Creedence Clearwater-Fantasy 619  
1281 30th St., Oakland, Calif.  
PROD: Jon Fogerty (Fantasy)  
PUB: Jon Dora-BMI  
1281 30th St., Oakland, Calif.  
WRITER: J.C. Fogerty ARR: Jon Fogerty  
FLIP: Born On The Bayou

**#4 YOU SHOWED ME (3:05)**  
Turtles-White Whale 292  
8961 Sunset Blvd., L.A., Calif.  
PROD: Chip Douglas-8833 Sunset Blvd., L.A., Calif.  
PUB: Tickson-BMI  
999 N. Sepulveda Blvd., El Segundo, Calif.  
WRITER: James McGuinn-Gene Clark  
FLIP: Buzz Saw

**#5 THIS MAGIC MOMENT (2:50)**  
Jay & The Americans-United Artists 50475  
729 7th Ave., NYC.  
PROD: Jata 1619 Bway, NYC.  
PUB: Rumbalero-Progressive-Quintet BMI  
1619 Bway, NYC.  
WRITERS: D. Pomus-M. Shuman ARR: Tommy Kaye  
FLIP: Since I Don't Have You

**#6 DIZZY (2:55)**  
Tommy Roe-ABC 11164  
1330 Ave. of The Americas N.Y.C.  
PROD: Steve Barrn c/o ABC  
449 S. Beverly Dr. Beverly Hills Calif.  
PUB: Low-Twi Music-BMI  
P. O. Box 9687 Atlanta, Ga.  
WRITERS: T. Roe & F. Weller  
ARR: Jimmie Haskell  
FLIP: The You I Need

**#7 TOUCH ME (3:09)**  
Doors-Elektra 45646  
1855 Bway, NYC.  
PROD: Paul Rothchild c/o Elektra  
PUB: Nipper ASCAP (same address)  
WRITERS: Doors ARR: Paul Harris  
FLIP: Wild Child

**#8 INDIAN GIVER (2:30)**  
1910 Fruitgum Co.-Buddah 91  
1650 Broadway, NYC.  
PROD: Kasnetz-Katz Assoc.  
200 W. 57th St., NYC.  
PUB: Kaskat Music & Kahoona iTunes-BMI  
200 W. 57th St., NYC.  
WRITERS: B. Gentry-R. Cordel-B. Bloom  
FLIP: Pow Wow

**#9 BABY, BABY DON'T CRY (3:29)**  
Smokey Robinson & Miracles-Tamla 54178  
2457 Woodward Ave., Detroit, Mich.  
PROD: Smokey-Moore-Johnson c/o Tamla  
PUB: Jobete BMI (same address)  
WRITERS: Cleveland-Johnson-Robinson  
FLIP: Your Mother's Only Daughter

**#10 GAMES THAT PEOPLE PLAY (3:34)**  
Joe South-Capitol 2248  
1750 N. Vine, L.A., Calif.  
PROD: Joe South c/o Lowery  
PUB: Lowery BMI P.O. Bx. 9687. Atlanta, Ga.  
WRITER: Joe South  
FLIP: Mirror Of Your Mind

**#11 I'M LIVIN' IN SHAME (2:57)**  
Supremes-Motown 1139  
2457 Woodward Ave., Detroit, Mich.  
PROD: The Clan (Motown)  
PUB: Jobete-BMI  
2457 Woodward Ave., Detroit, Mich.  
WRITERS: P. Sawyer-R.D. Taylor & The Clan  
ARR: Paul Riser  
FLIP: I'm So Glad I Got Somebody

**#12 TRACES-Classics IV-Imperial 66352**  
6920 Sunset Blvd., L.A., Calif.  
PROD: Buddy Buie for Bill Lowery  
P.O. Box 9687 N. Atlanta, Ga.  
PUB: Low Sal BMI c/o Bill Lowery  
WRITERS: B. Buie-J. Cobb-E. Gordy  
ARR: Emory Gordy FLIP: Mary Row Your Boat

**#13 CRIMSON & CLOVER (3:23)**  
Tommy James & Shondells-Roulette 7028  
17 West 60 St., NYC.  
PROD: Tommy James (same address)  
PUB: Big 7 Music BMI (same address)  
WRITERS: T. James-P. Lucia  
FLIP: Some Kind Of Love

**#14 TIME OF THE SEASONS (3:32)**  
Zombies-Date 1628  
51 West 52 Street, NYC.  
PROD: Rod Argent-Chris White c/o Date  
PUB: Mainstay BMI c/o Al Gallico  
101 West 55 Street, NYC.  
WRITER: R. Argent FLIP: Friends Of Mine

**#15 THIS GIRL'S IN LOVE WITH YOU (4:13)**  
Dionne Warwick-Scepter 12241  
254 West 54 Street, NYC  
PROD: Burt Bacharach-Hal David  
c/o Fred E. Ahlert Jr. 15 E 48 St., NYC  
PUB: Blue Seas ASCAP & Jac ASCAP  
WRITERS: Bacharach-David  
ARR: Don Sebesky  
FLIP: Dream Sweet Dreamer

**#16 I'VE GOTTA BE ME (2:53)**  
Sammy Davis Jr. Reprise 0779  
4000 Warner Blvd., Burbank, Calif.  
PROD: Jimmy Bowen 6363 Sunset Blvd., L.A., Calif.  
PUB: Damila ASCAP 40 W 55 St. NYC.  
WRITER: Walter Marks ARR: Richard Weiss  
FLIP: Bein' Natural Bein' Me

**#17 HEAVEN (3:22) Rascals-Atlantic 2599**  
1841 Bway, NYC.  
PROD: The Rascals in coop. with Arif Mardin  
c/o Slaccar 444 Madison Ave., NYC.  
PUB: Slaccar BMI (same address)  
WRITER: F. Cavaliere ARR: Arif Mardin  
FLIP: Baby I'm Blue

**#18 CAN I CHANGE MY MIND (2:48)**  
Tyrone Davis-Dakar 602  
c/o Cotillion 1841 Bway, NYC.  
PROD: Willie Henderson c/o Cotillion  
PUB: Dakar BMI 2202 Spruce St., Phila., Pa.  
WRITERS: Barry Despenza-Carl Wolfolk  
ARR: W. Henderson  
FLIP: A Woman Needs To Be Loved

**#19 BUT YOU KNOW I LOVE YOU (3:01)**  
First Edition-Reprise 0799  
4000 Warner Blvd., Burbank, Cal  
PROD: Jimmy Bowen c/o Amos Prod.  
6383 Sunset Blvd., L.A., Calif.  
PUB: First Edition BMI c/o Total  
10 Columbus Circle, NYC.  
WRITER: Mike Settle ARR: Glen D. Hardin  
FLIP: Homemade Lies

**#20 MY WHOLE WORLD ENDED (3:15)**  
David Ruffin-Motown 1140  
2457 Woodward Ave., Detroit, Mich.  
PROD: Fuqua-Bristol c/o Motown  
PUB: Jobete BMI (same address)  
WRITERS: Fuqua-Bristol-Sawyer-Roach  
FLIP: We Got To Find Myself A Brand New Baby

**#21 THE WEIGHT (2:52)**  
Aretha Franklin-Atlantic 2603  
1841 Broadway, NYC.  
PROD: Jerry Wester-Tom Dowd c/o Atlantic  
PUB: Dwarf ASCAP 640 5th Ave, NYC  
WRITER: Jaime Robertson ARR: Arif Mardin  
FLIP: Tracks Of My Tears

**#22 CROSSROADS (4:16)**  
Cream Atco 6646  
1841 Broadway, N.Y.C.  
PROD: Felix Pappalardi  
6 MacDougal Alley, N.Y.C.  
PUB: Noma-BMI 1619 Broadway, N.Y.C.  
WRITER: R. Johnson  
FLIP: Passing The Time

**#23 THINGS I'D LIKE TO SAY (2:19)**  
New Colony Six-Mercury 72858  
35 E. Wacker Drive, Chicago, Ill.  
PUB: New Colony/T.M. Music BMic/g.Peter H. Wright  
186 N. Wabash Ave., Chicago, Ill.  
WRITERS: R. Rice-L. Kummel  
FLIP: Come And Give Your Love To Me

**#24 RUN AWAY CHILD, RUNNING WILD (4:30)**  
Temptations-Gordy 7084  
2457 Woodward Ave., Detroit, Mich.  
PROD: Norman Whitfield c/o Gordy  
PUB: Jobete BMI (same address)  
WRITERS: N. Whitfield-B. Sirong  
FLIP: I Need You/Lovin'

**#25 RAMBLIN' GAMBLIN' MAN (2:20)**  
Bob Seger-Capitol 2297  
1750 N. Vine, L.A., Calif.  
PROD: Wayne Shuler c/o Capitol  
PUB: Gear ASCAP  
28175 Franklin Road, S. Field, Michigan  
WRITER: B. Seger FLIP: Tales of Lucy Blue

**#26 TAKE CARE OF YOUR HOMEWORK (2:35)**  
Johnny Taylor-Stax 0023  
926 E. McLemore Av. Memphis, Tenn.  
PROD: Don Davis c/o Stax  
PUB: East Memphis BMI c/o Stax  
WRITERS: H. Banks-D. Davis-R. Jackson-T. Kelly  
ARR: D. Davis FLIP: Hold On This Time

**#27 MR. SUN, MR. MOON (2:29)**  
Paul Revere & Raiders-Columbia 44744  
51 West 52 Street, NYC.  
PROD: Mark Lindsey  
9125 Sunset Blvd., L.A., Calif.  
PUB: Boone BMI Box 200 Des Moines, Iowa  
WRITER: M. Lindsey ARR: M. Lindsey  
FLIP: Without You

**#28 GOODNIGHT MY LOVE (3:11)**  
Paul Anka-RCA 0103  
155 East 24 Street, NYC.  
PROD: Don Costa 8961 Sunset Blvd., L.A., Calif.  
PUB: Quintet BMI 241 W 72 Street, NYC.  
Noma BMI 1619 Bway, NYC.  
Treo BMI 1619 Bway, NYC.  
WRITERS: Motola-Marascaj-ARR: Don Costa  
FLIP: This Crazy World

**#29 GIVE IT UP OR TURN IT A LOOSE (2:45)**  
James Brown-King 6213  
1540 Brewster, Cnn., Ohio  
PROD: James Brown & Sons  
850-7th Ave., N.Y.C.  
PUB: James Brown & Sons-BMI  
(same address)  
WRITER: C. Bobbitt  
FLIP: I'll Lose My Mind

**#30 THE WORST THAT COULD HAPPEN (2:58)**  
Brooklyn Bridge-Buddah 75  
1650 Bway, NYC  
PROD: Wes Farrell 39 W 55 St. NYC  
PUB: Johnny Rivers BMI  
9255 Sunset Blvd., L.A., Calif.  
WRITER: Jim Webb FLIP: Your Kite, My Kite

**#31 TO SUSAN ON THE WEST COAST WAITING (3:13)**  
Donovan-Epic 10434  
51 West 52 Street, NYC.  
PROD: Micki Most 101 Dean St., London, Eng.  
PUB: Peer Int'l. BMI 1619 Bway, NYC.  
WRITER: D. Leitch FLIP: Atlantis

**#32 I GOT A LINE ON YOU (2:37)**  
Spirit-Ode 7115  
6922 Hollywood Blvd., Hollywood, Calif.  
PROD: Lou Adler (Ode)  
PUB: Hollenbeck-BMI  
2423 Benedict Canyon, Beverly Hills, Calif.  
WRITER: Randy California  
FLIP: She Smiles

**#33 YOU GAVE ME A MOUNTAIN (3:45)**  
Frankie Laine-ABC 11174  
1330 Ave. of the Americas, N.Y.C.  
PROD: Jimmy Bowen  
6565 Sunset Blvd., Los Angeles, Calif.  
PUB: Mojave-BMI  
713 18th Ave. So., Nashville, Tenn.  
WRITER: M. Robbins ARR: Jimmie Haskell  
FLIP: The Secret Of Happiness

**#34 SWEET CREAM LADIES, FORWARD MARCH (2:13)**  
Box Tops-Mala 12035  
1776 Broadway, NYC.  
PROD: Chips Moman-Tommy Cogbill  
827 Thomas St. Memphis, Tenn.  
PUB: Blackwood BMI 1650 Bway, NYC.  
WRITERS: B. Weinstein-John Stroll  
FLIP: I See Only Sunshine

**#35 MAY I (2:15)**  
Bill Deal & The Rhondels Heritage 803  
c/o MGM 1350 Ave of the Americas, NYC.  
PROD: Jerry Ross 1855 Bway, NYC.  
PUB: Rhinelander BMI 130 W 57 St. NYC.  
WRITER: M. Williams  
FLIP: Day By Day My Love Grows Stronger

**#36 I STARTED A JOKE (3:04) Bee Gees-Atco 6639**  
1841 Broadway, NYC.  
PROD: Robert Stigwood & Bee Gees  
67 Brook Street, London, England.  
PUB: Casserole BMI c/o Walter Hofer  
221 West 57 Street, NYC.  
WRITERS: Barry Robin-Maurice Gibb  
FLIP: Kilburn Towers

**#37 LOVIN' THINGS (2:40)**  
Grass Roots-Dunhill 4180  
449 S. Beverly Drive, Beverly Hills, Calif.  
PROD: Steve Barrn c/o Dunhill  
PUB: Gallico BMI 101 W 55 Street, NYC.  
WRITERS: Schroeck-Loring ARR: Jimmie Haskell  
FLIP: You And Love Are The Same

**#38 MENDOCINO (2:40)**  
Sir Douglas Quintet-Smash 2191  
110 W. 57 St. NYC.  
PROD: Amigos de Musica c/o Smash  
PUB: Southern Love Music-BMI c/o Smash  
WRITER: Douglas Sahm  
FLIP: I Wanna Be Your Momma Again

**#39 GALVESTON (2:35)**  
Glen Campbell-Capitol 2428  
1750 N Vine H'wood, Calif.  
PROD: Al de Lory c/o Capitol  
PUB: Ja-Ma ASCAP 2552 W 5th St. L.A. Calif.  
WRITER: Jim Webb FLIP: Al de Lory  
FLIP: How Come Everytime I Itch I Wind  
Up Scratching You

**#40 TRY A LITTLE TENDERNESS (3:59)**  
3 Dog Night-Dunhill 4177  
449 S. Beverly Drive, Bev. Hills, Calif.  
PROD: Gabriel Mekler c/o Dunhill  
PUB: Connelly Robbins ASCAP  
c/o Harry Fox 460 Park Ave, NYC.  
WRITERS: Campbell-Woods-Connelly  
FLIP: Bet No One Ever Hurt This Bad



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# Vital Statistics

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

**\*New To The Top 100**

**#41**  
**I DON'T KNOW WHY (2:40)**  
**Stevie Wonder-Tamla 54180**  
2457 Woodward Ave. Detroit, Mich.  
PROD: B. Hunter-S. Wonder c/o Tamla  
PUB: Jobete BMI (same address)  
WRITERS: Hunter-Hardaway-Wonder-Riser  
FLIP: My Cherie Amour

**#42**  
**HOT SMOKE & SASAFRASS (2:30)**  
**Bubble Puppy—International Artists 128**  
P.O. Box 14130, Houston, Texas  
PROD: Ray Rush c/o Intl Artists  
PUB: Tapier BMI (same address)  
WRITERS: Cox-Prince FLIP: Lonely

**#43**  
**SNATCHIN' IT BACK (2:39)**  
**Clarence Carter-Atlantic 2605**  
1841 Broadway, NYC  
Rick Hall P.O. Bx 2238 Muscle Shoals, Ala.  
PUB: Fame BMI c/o Rick Hall  
WRITERS: Clarence Carter-George Jackson  
ARR: Rick Hall & Staff  
FLIP: Making Love (At The Dark End Of The Street)

**#44**  
**A LOVER'S QUESTION (2:37)**  
**Otis Redding-Atco 6654**  
1841 Broadway, NYC  
PROD: Steve Cropper c/o Stax  
926 E. McLemore St. Memphis, Tenn.  
PUB: Progressive BMI 1619 Bway, NYC.  
Eden BMI 1697 Bway, NYC.  
WRITERS: Brook Benton-Jimmy Williams  
FLIP: You Made A Man Out Of Me

**#45**  
**I FORGOT TO BE YOUR LOVER (2:19)**  
**William Bell-Stax 0025**  
926 E. McLemore Ave. Memphis, Tenn.  
PROD: B. T. Jones c/o Stax  
PUB: East Memphis BMI c/o Stax  
WRITERS: W. Bell-B. T. Jones ARR: B. T. Jones  
FLIP: Ring The Curtain Down

**#46**  
**ROCK ME (3:40)**  
**Steppenwolf-Dunhill 4182**  
449 S. Beverly Drive, Bev. Hills, Calif.  
PROD: Gabriel Mekler  
1826 Laurel Canyon Blvd, H'wood, Calif.  
PUB: Truesdale BMI 449 S. Bev. Dr. Bev. Hills, Cal.  
WRITER: John Kay FLIP: Jupiter Child

**#47**  
**TEAR DROP CITY (2:01)**  
**Monkees-Colgems 5000**  
1133 Ave of the Americas, NYC.  
PROD: Boyce-Hart c/o Colgems  
PUB: Screen Gems/Columbia BMI 711 5th Av. NYC.  
WRITERS: Boyce-Hart ARR: Boyce-Hart  
FLIP: A Man Without A Dream

**#48**  
**GOOD LOVIN' AIN'T EASY TO COME BY (2:27)**  
**Marvin Gaye & Tammi Terrell-Tamla 54179**  
2457 Woodward Ave. Detroit, Mich.  
PROD: Ashford-Simpson c/o Tamla  
PUB: Jobete BMI (same address)  
WRITERS: Ashford-Simpson  
FLIP: Satisfied Feeling

**#49**  
**SOUL SHAKE (2:24)**  
**Peggy Scott & Jo Jo Benson-SSSI 761**  
3106 Belmont Blvd., Nashville, Tenn.  
PROD: Shelby Singleton  
(same address)  
PUB: Shelby Singleton Music-BMI  
(same address)  
WRITERS: M. Smith & M. Lewis  
FLIP: We Were Made For Each Other

**#50**  
**SOPHISTICATED CISSY (2:50)**  
**Meters-Josie 1001**  
1790 Bway, NYC.  
PROD: Marshall Sehorn  
1211 St. Phillips St. New Orleans, La.  
PUB: Marsaint BMI c/o Marshall Sehorn  
WRITERS: Neville-Porter-Modeliste-Nocentelli  
FLIP: Sehorn's Farms

**#51**  
**MAYBE TOMORROW (2:50) Iveys—Capitol 1803**  
1750 N. Vine, L.A., Calif.  
PUB: Apple ASCAP c/o Mitchell Silberberg  
Knupp 6380 Wilshire Blvd., L.A., Calif.  
WRITER: Tom FLIP: Daddy's A Millionaire

**#52**  
**GLAD SHE'S A WOMAN (2:45)**  
**Bobby Goldsboro—United Artists 50497**  
729 7th Ave., NYC.  
PROD: Bob Montgomery-B. Goldsboro  
c/o U.A. 722 17th Ave. S. Nashville, Tenn.  
PUB: Tamerlane BMI c/o Wm. Sherman  
6290 Sunset Blvd., L.A., Calif.  
WRITER: B. Chandler ARR: Don Tweedy  
FLIP: Letter To Emily

**#53**  
**HELLO IT'S ME (2:50)**  
**Nazz-SGC 001**  
1841 Broadway, NYC.  
PROD: Nazz & Michael Friedman  
c/o Screen Gems/Columbia, 711 5th Ave. N.Y.C.  
PUB: Screen Gems/Columbia-BMI  
(same address)  
WRITER: Tod Rundgren ARR: Nazz  
FLIP: Open My Eyes

**#54**  
**AM I THE SAME GIRL (2:56)**  
**Barbara Acklin-Brunswick 55399**  
445 Park Ave, NYC  
PROD: Carl Davis-Eugene Record c/o Brunswick  
PUB: Dakar BMI 2203 Spruce St. Phila, Pa.  
BRC BMI 445 Park Ave, NYC  
WRITERS: E. Record-William Sanders  
ARR: Sonny Sanders-FLIP: Be By My Side

**#55**  
**THESE ARE NOT MY PEOPLE (3:15)**  
**Johnny Rivers-Imperial 66360**  
6920 Sunset Blvd. H'wood, Calif.  
PROD: J. Rivers 8923 Sunset Blvd. L.A. Cal.  
PUB: Lowery BMI P.O. Bx 9687 Atlanta, Ga.  
WRITER: Joe South FLIP: Going Back To Big Sur

**#56**  
**THERE'LL COME A TIME (2:35)**  
**Betty Everett-UNI 55100**  
8255 Sunset Blvd. L.A. Calif.  
PROD: Archie Lee Hill Prod.  
PUB: Jalyne-BMI  
2203 Spruce St. Phila. Pa.  
WRITER: F. Smith & E. Record  
ARR: Tom Tom

**#57**  
**BROTHERS LOVE'S TRAVELLING SALVATION SHOW (3:08)**  
**Neil Diamond-UNI 55109**  
8355 Sunset Blvd., L.A., Calif.  
PROD: Tommy Cogbill-Chips Moman c/o Armada  
PUB: Stone Bridge BMI c/o Pryor-Braun-Cashman  
Sherman, 437 Madison Ave., NYC.  
WRITER: Neil Diamond  
FLIP: A Modern Day Version Of Love

**#58**  
**NO NOT MUCH (3:03)**  
**The Smoke Ring—Buddah 77**  
1650 Bway, NYC  
PROD: Rivertown, Nashville Tenn.  
PUB: Beaver ASCAP 1650 Bway., NYC.  
WRITERS: R. Allen-A. Stillman  
ARR: Lee-Reynolds-Wood-Philips  
FLIP: How'd You Get To Be So Wonderful

**#59**  
**JOHNNY ONE TIME (3:10)**  
**Brenda Lee-Decca 32428**  
445 Park Ave, NYC  
PROD: Mike Berniker c/o Decca  
PUB: Hill & Range BMI 1619 Bway, NYC.  
Blue Crest BMI P.O. Box 162 Madison, Tenn.  
WRITERS: A. L. Owens-Dallas Frazier  
ARR: Marty Manning  
FLIP: I Must Have Been Out Of My Mind

**#60**  
**LONG GREEN (2:48)**  
**Fireballs-Atco 6651**  
1841 Broadway, NYC.  
PROD: Norman Petty Bx 926 Civic, New Mex.  
PUB: Burdette BMI Bx 1326 Seattle, Wash.  
WRITER: Lynn Easton FLIP: Light In The Window

**#61**  
**BACK DOOR MAN (2:02)**  
**Derek-Bang 566**  
1650 Broadway, NYC.  
PROD: Cymbal-Tobin  
9000 Sunset Blvd. L.A., Calif.  
PUB: Cymto BMI c/o Cymbal-Tobin  
WRITERS: Cymbal-Tobin FLIP: Sell Your Soul

**#62**  
**CLOUD NINE (2:42)**  
**Mongo Santamaria Columbia 44740**  
51 West 52 Street, NYC.  
PROD: David Rubinson c/o Columbia  
PUB: Jobete BMI 2457 Woodward Ave. Det. Mich.  
WRITERS: N.J. Whitfield-B. Strong  
ARR: Marty Sheller FLIP: Son of a Preacher Man.

**#63**  
**WITCHI-TAI-TO (2:55)**  
**Everything Is Everything-Vanguard Apostolic 35082**  
71 W. 23rd St., N.Y.C.  
PROD: Danny Weiss/For 10th St. Productions  
53 E. 10th St., N.Y.C.  
PUB: Lovetruth-BMI  
WRITER: Jim Pepper  
FLIP: OOOH! Baby

**#64**  
**AQUARIUS/LET THE SUNSHINE IN MEDLEY (3:50)**  
**5th Dimension-Soul City 772**  
6920 Sunset Blvd., L.A., Calif.  
PROD: Bones Howe 8833 Sunset Blvd., L.A., Calif.  
PUB: United Artists ASCAP  
6920 Sunset Blvd., L.A., Calif.  
WRITERS: James Rado-Jerome Rogni-Galt McDermot  
ARR: Bob Alcibar-Bill Holman-Bones Howe  
FLIP: Don'tcha Hear Me Callin' To Ya

**#65**  
**WILL YOU BE STAYING AFTER SUNDAY (2:22)**  
**Peppermint Rainbow-Decca 32410**  
445 Park Ave., NYC  
PROD: Paul Leka for Heather Prod.  
PUB: Screen Gems/Columbia BMI  
711 5th Ave., NYC.  
WRITERS: A. Kasha-J. Hitschhorn  
ARR: P. Leka FLIP: And I'll Be There

**#66**  
**WHEN HE TOUCHES ME (2:58)**  
**Peaches & Herb-Date 1637**  
51 West 52 Street, NYC.  
PROD: Billy Sherrill-David Kapralik c/o Date  
PUB: Painted Desert BMI 666 5th Ave, NYC.  
WRITER: C. Varga ARR: B. Sherrill  
FLIP: Thank You

**#67**  
**WHO'S MAKING LOVE (2:44)**  
**Young-Holt Unlimited-Brunswick 55400**  
445 Park Ave, NYC.  
PROD: Carl Davis-Eugene Record c/o Brunswick  
PUB: East Memphis BMI  
926 E. McLemore St. Memphis, Tenn.  
WRITERS: H. Banks-B. Crutcher-R. Davis-R. Jackson  
ARR: Sonny Sanders FLIP: Just Ain't No Love

**#68**  
**I'VE GOT TO HAVE YOUR LOVE (2:45)**  
**Eddie Floyd-Stax 25**  
926 E. McLemore St. Memphis, Tenn.  
PROD: Steve Cropper c/o Stax  
PUB: East Memphis BMI (same address)  
WRITERS: S. Cropper-E. Floyd  
FLIP: Girl I Love You

**#69**  
**THE LETTER (3:15)**  
**Arbors-Date 1638**  
51 West 52 Street, NYC.  
PROD: Roy Cicalli-Lorn Burton for Deman  
Prod. 211 E 53 St. NYC.  
PUB: Earl Barton BMI  
1121 S. Glenstone, Springfield, Mo.  
WRITER: W.C. Thompson ARR: Joe Scott  
FLIP: Most Of All

**#70**  
**DON'T FORGET ABOUT ME (2:49)**  
**Dusty Springfield-Atlantic 2606**  
1841 Broadway, NYC.  
PROD: Jerry Wexler-Tom Dowd-Arl Mardin  
c/o Atlantic  
PUB: Screen Gems/Columbia BMI 711 5th Ave. NYC.  
WRITERS: Gerry Goffin-Carole King  
FLIP: Breakfast In Bed

**#71**  
**ONLY STRONG SURVIVE (2:35)**  
**Jerry Butler-Mercury 72898**  
35 E Wacker Drive, Chicago, Ill.  
PROD: Gamble Huff 250 S. Broad St. Phila, Pa.  
PUB: Parabut BMI 1501 Bway, NYC.  
Double Diamond BMI c/o Gamble Huff  
Downstairs BMI 5412 Osage Ave, Phila, Pa.  
WRITERS: Gamble-Huff-Butler  
ARR: Bobby Martin-Thom Bell  
FLIP: Just Because I Really Love You

**#72**  
**BLESSED IS THE RAIN (3:09)**  
**Brooklyn Bridge-Buddah 95**  
1650 Bway, NYC.  
PROD: Wes Farrell, 39 W. 55 St., NYC.  
PUB: Pocket Full Of Tunes BMI c/o Wes Farrell  
WRITER: Tony Romero FLIP: Welcome Me Love

**#73**  
**I DIDN'T KNOW WHAT TIME IT WAS (3:09)**  
**Ray Charles-ABC/Tangerine 11193**  
1330 Ave. of the Americas, NYC.  
PUB: Chappell ASCAP 609 5th Ave NYC.  
WRITERS: R. Rodgers-L. Hart  
FLIP: I'll Be Your Servant

**#74**  
**SOUL EXPERIENCE (2:50)**  
**Iron Butterfly-Atco 6647**  
1841 Broadway, NYC.  
PROD: Jim Hilton c/o Atco  
PUB: Cotillion BMI 1841 Bway, NYC.  
Ten East BMI 7715 Sunset Blvd. L.A. Cal.  
Itasca BMI Union Bank Plaza 15233 Ventura Blvd.  
Sherman Oaks, Calif.  
WRITERS: Ingle-Bushy-Brann-Dorman  
FLIP: In The Crowd

**#75**  
**GIMMIE, GIMMIE GOOD LOVIN' (2:00)**  
**Crazy Elephant-Bell 763**  
1776 Bway, NYC.  
PROD: J. Levine-A. Resnick for Kasenetz Katz 200  
W. 57 St. NYC.  
PUB: Peanut Butter BMI 1650 Bway, NYC.  
Kahoona BMI 200 W. 57 Street, NYC.  
WRITERS: J. Levine-R. Cordell  
ARR: Joey Levine FLIP: Hips & Lips

**#76**  
**SHOT GUN (2:27)**  
**Vanilla Fudge-Atco 6655**  
1841 Broadway, NYC  
PROD: Vanilla Fudge c/o Atco  
PUB: Jobete BMI 2457 Woodward Ave. Det. Mich.  
WRITER: Autry De Walt FLIP: Good Good Lovin'

**#77**  
**YOU'VE MADE ME SO VERY HAPPY (3:26)**  
**Blond Sweat & Tears-Columbia 44776**  
51 West 52 Street, NYC.  
PROD: James W. Guercio c/o Columbia  
PUB: Jobete BMI 2457 Woodward Ave., Det., Mich.  
WRITERS: B. Gordy Jr.-B. Holloway-P. Holloway-  
F. Wilson FLIP: Blues - Part II

**#78**  
**TIME WAS (2:35)**  
**Canned Heat-Liberty 56097**  
6920 Sunset Blvd. L.A. Calif.  
PROD: Skip Taylor-Canned Heat c/o Capitol  
PUB: Metric BMI c/o Liberty  
WRITERS: Wilson-Hite Jr.-Vestine-Taylor-De la Parra  
FLIP: Low Down

**#79**  
**MY DECEIVING HEART (2:46)**  
**The Impressions-Curtom 1937**  
c/o Buddah 1650 Bway, NYC.  
PROD: Curtis Mayfield 79 Monroe St. Chi. Ill.  
PUB: Camad BMI c/o Curtis Mayfield  
WRITER: C. Mayfield  
FLIP: You Want Somebody Else

**#80**  
**DIDN'T YOU KNOW (3:15)**  
**Gladys Knight & Pips-Soul 35057**  
2457 Woodward Ave Detroit, Mich.  
PROD: Ashford-Simpson c/o Soul  
PUB: Jobete BMI (same address)  
WRITERS: Ashford-Simpson  
FLIP: Keep An Eye

**#81**  
**THE WAY IT USED TO BE (3:09)**  
**Engelbert Humperdinck-Parrot 40036**  
525 W 25 Street, NYC.  
PROD: Peter Sullivan for Gordon Mills  
London England.  
PUB: Manbus BMI c/o Walter Hofer  
221 W 57 Street, NYC.  
WRITERS: Cassano-Conti-Argenio  
(English/Lyrics) Cook-Greenway  
ARR: Mike Vickers FLIP: A Good Thing Going

**#82**  
**TWENTY FIVE MILES (2:59)**  
**Edwin Starr-Gordy 7083**  
2457 Woodward Ave. Detroit, Mich.  
PROD: Bristol-Fuqua c/o Gordy  
PUB: Jobete BMI (same address)  
WRITERS: Bristol-Fuqua-Starr  
FLIP: Love Is My Destination

**#83**  
**NO NOT MUCH (2:45)**  
**Vogues-Reprise 1603**  
4000 Warner Blvd. Burbank, Calif.  
PROD: Dick Glasser 6760 Hillpk Dr. L.A. Cal.  
PUB: Viva ASCAP 165  
way, NYC.  
WRITERS: Stillman-Allen ARR: Ernie Freeman  
FLIP: Woman Helping Man

**#84**  
**KICK OUT THE JAMS (2:37)**  
**Mc5-Elektra 45648**  
1855 Broadway, NYC  
PROD: Jac Holzman-Bruce Botnick c/o Elektra  
PUB: Paradox BMI (same address)  
WRITERS: Mc5 FLIP: Motor City Is Burning

**#85**  
**HALLWAYS OF MY MIND (3:05)**  
**The Dells-Cadet 5636**  
320 E 21st Street, Chicago, Ill.  
PROD: Bobby Miller c/o Cadet  
PUB: Chevis BMI c/o Cadet  
WRITER: B. Miller ARR: Chas. Stepney  
FLIP: I Can't Do Enough

**#86**  
**DAY AFTER DAY (2:20)**  
**Shango-A&M 1014**  
1414 N. La Brea, Hollywood, Calif.  
PROD: Jerry Riopelle c/o A&M  
PUB: Goombay-Irving BMI c/o A&M  
WRITERS: Margo Lin-Riopelle-Reynolds  
FLIP: Mescolito

**#87**  
**I CAN HEAR MUSIC (2:38)**  
**Beach Boys-Capitol 2432**  
1750 N Vine, L.A. Calif.  
PROD: Carl Wilson c/o Capitol  
PUB: Trio BMI 1619 Bway, NYC.  
WRITER: Jeff Barry FLIP: All I Want To Do

**#88**  
**DO YOUR THING (2:50)**  
**Watts 103 Street Rhythm Band-WB/7 Arts 7250**  
4000 Warner Blvd. Burbank, Calif.  
PROD: Chas. Wright-Fred Smith  
4219 Normal St. L.A. Calif.  
PUB: Wright-Gerstel BMI c/o Chas. Wright  
Tamerlane BMI 6290 Sunset Blvd. L.A. Cal.  
WRITERS: Chas. Wright & Associates.  
FLIP: A Dance, A Kiss And A Song

**#89**  
**GIVE IT AWAY (2:45)**  
**Chi-Lites-Brunswick 55398**  
445 Park Ave NYC  
PROD: Carl Davis-Eugene Record c/o Brunswick  
PUB: Dakar BMI 2203 Spruce St. Phila, Pa.  
BRC BMI 445 Park Ave NYC  
WRITERS: C. Davis-E. Record  
ARR: Sonny Sanders FLIP: What Do I Wish For

**#90**  
**I LIKE WHAT YOU'RE DOING (2:50)**  
**Carla Thomas-Stax 24**  
926 E McLemore St. Memphis, Tenn.  
PROD: Don Davis (same address)  
PUB: East Memphis BMI (same address)  
WRITERS: Betty Crutcher-Homer Banks-R. Jackson  
FLIP: Strung Out

**#91**  
**I DON'T WANT TO CRY (3:09)**  
**Ruby Winters—Diamond 255**  
1650 Bway, NYC  
PROD: Pa Pa Don  
3520 Menendez Dr., Pensacola, Fla.  
PUB: Ludix BMI 10 E. 44 St., NYC.  
Betabin BMI  
c/o Allen Klein Tower 53, 159 W. 53 St., NYC.  
WRITERS: L. Dixon-C. Jackson  
ARR: Don Tweedy FLIP: Just Like A Yo Yo

**#92**  
**GOODBYE COLUMBUS (2:21)**  
**Association-Warner Bros/7 Arts 7267**  
4000 Warner Blvd. Burbank, Calif.  
PROD: John Boylan c/o Warner Bros.  
PUB: Ensign BMI 1501 Bway, NYC.  
WRITER: Jim Yester FLIP: The Time It Is Today

**#93**  
**ANYTHING YOU CHOOSE (2:55)**  
**Spanky & Our Gang-Mercury 72890**  
35 E Wacker Drive, Chicago, Ill.  
PROD: Scharf/Dorough 265 W 20 St. NYC.  
PUB: Takya ASCAP c/o Scharf/Dorough  
WRITER: Scharf ARR: Scharf-Dorough  
FLIP: Mecca Flat Blues

**#94**  
**SOMEONE LOVES YOU (3:05)**  
**Delfonics-Philly Groove 154**  
c/o Bell Records 1776 Bway, NYC.  
PROD: Stan & Bell 285 S 52nd St. Phila, Pa.  
PUB: Nickel Shoe BMI c/o Stan & Bell  
WRITERS: T. Bell-W. Hart ARR: Thom Bell  
FLIP: Ready Or Not Here I Come

**#95**  
**GENTLE ON MY MIND (2:17)**  
**Dean Martin-Reprise 0812**  
4000 Warner Blvd. Burbank, Calif.  
PROD: Jimmy Bowen for Amos  
6363 Sunset Blvd. H'wood, Calif.  
PUB: Glaser BMI 801 16th Av S. Nashville, Tenn.  
WRITER: John Hartford ARR: Ernie Freeman  
FLIP: That's When I See The Blues  
(In Your Pretty Brown Eyes)

**#96**  
**ONLY YOU (2:47)**  
**Bobby Hatfield-Verve 10634**  
1350 Ave of the Americas, NYC.  
PROD: Dick Glasser 6760 Hillpk Dr. L.A. Cal.  
PUB: Tro-Hollis BMI 10 Columbus Circle, NYC.  
WRITERS: B. Ram-A. Rand ARR: Ernie Freeman  
FLIP: The Wonder Of You

**#97**  
**FOOLISH FOOL (3:19)**  
**Dee Dee Warwick—Mercury 72880**  
35 E. Wacker Dr., Chicago, Ill.  
PROD: Ed Townsend c/o Chappell  
PUB: Chappell ASCAP 609 5th Ave., NYC.  
WRITER: E. Townsend ARR: Rene Hall  
FLIP: Thank God

**#98**  
**NOTHING BUT A HEARTACHE (2:40)**  
**Flirtations-Deram 85036**  
c/o London 539 W 25 St. NYC.  
PROD: Wayne Bickerton c/o Decca House  
9 Albert Embankment London SE1 London, Eng.  
PUB: Felsted BMI c/o London  
WRITERS: Bickerton-Waddington  
ARR: Johnny Harris FLIP: How Can You Tell Me?

**#99**  
**GOD KNOWS I LOVE YOU (3:07)**  
**Nancy Sinatra-Reprise 0813**  
4000 Warner Blvd. Burbank, Calif.  
PROD: Billy Strange for Boots Records  
9000 Sunset Blvd. L.A. Calif.  
PUB: Metric BMI 6920 Sunset Blvd. L.A. Cal.  
WRITERS: DeLoney Bramlett-Mac Davis  
ARR: Billy Strange  
FLIP: Just Bein' Plain Old Me

**#100**  
**PLAY GIRL (2:06)**  
**Thee Prophets-Kapp 962**  
136 East 57 Street, NYC.  
PROD: Carl Bonafede-Don Belloc-Lon Douglas  
Chicago, Ill.  
PUB: 4 Star BMI 9220 Sunset Blvd. L.A. Cal.  
WRITERS: Linda & Keith Colley  
FLIP: Patricia Ann

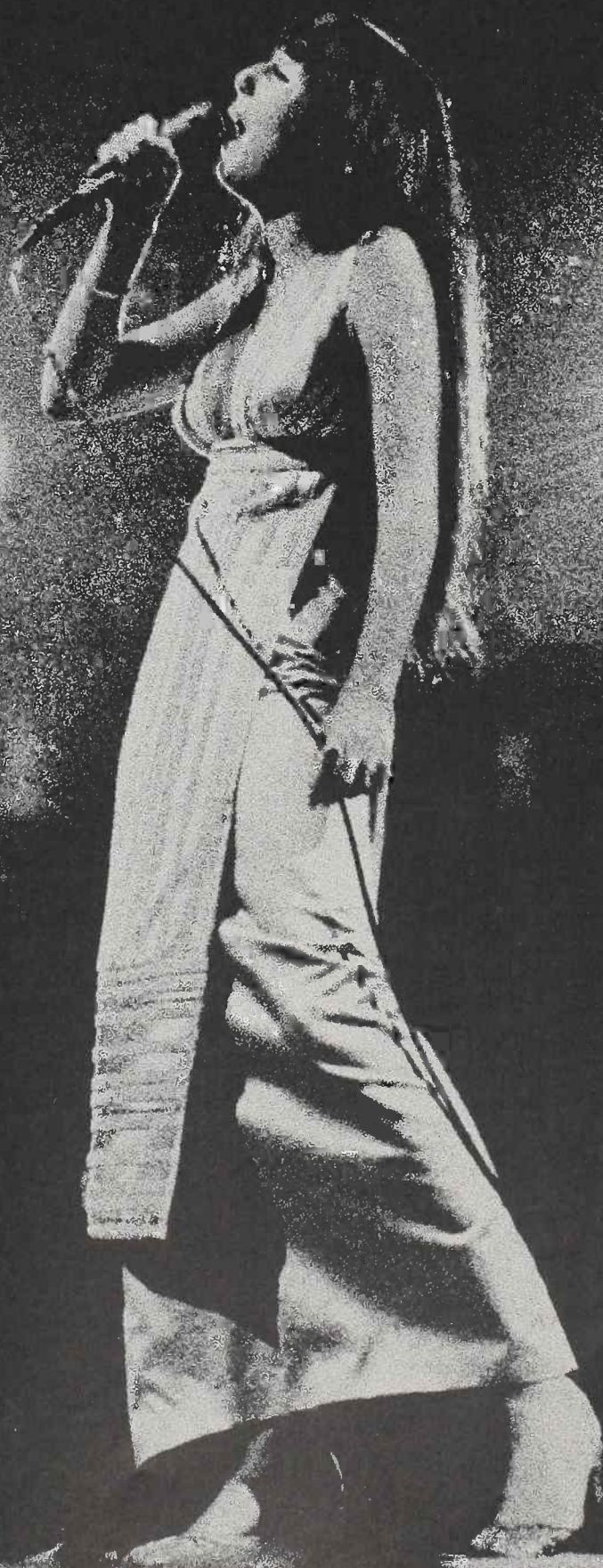


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# Boyce & Hart: Getting Out The Teen Vote

HOLLYWOOD — Tommy Boyce and Bobby Hart have come a long way with the purely glandular aids and pocketbooks of their teenie-bopper fans. And almost as if in appreciation for these past-rendered services — Boyce and Hart's latest album for A&M Records, "It's All Happening on the Inside," has a song called "L.U.V." or "Let Us Vote," calling for 18-year-old voting rights. The Establishment is even picking up — because "hip" Joey Bishop is using the record cut regularly to promote the vote on his TV show.

But with the release of their new album (which they produced themselves), the boys have ventured onto grounds far afield from early teenie-weenie realms. Gone is the icing on the cake of "Last Train to Clarksville" written for those inevitable classic downers, The Monkees; gone too are the Early Evergreens of the early '60's: "Hurt So Bad," "Lazy Elsie Molly," and "Peaches and Cream." Boyce and Hart are now into country, and even into a song by those perpetual rock revolutionaries, The Rolling Stones, with "Jumping Jack Flash," and even "Soul" sounds by Holland-Dozier-Holland ("Standing in the Shadows of Love").

But they are pleased at this change in recorded material. Tommy admits, "It's been unbelievable. You used to have Presley, Frankie Avalon, Little Richard, Pat Boone, Fabian, guys like that; if you were a good-looking guy and a certain age, you could be a smash. Things are a lot more open now; the audience grooves — their heads have been opened up more to different kinds of music."

Adds Bobby, "We try to communicate to the older people as much as we do to the kids. Older people are surprised to see young people, like me and Tommy, with long hair, smile at them."

## Accidental Encounter

Boyce and Hart first began to smile at one another when they met by acci-

dent early in 1960 when each happened to be at the same music publisher's office at the same time. They struck up a conversation, learned that nearly all of their interests were the same, and decided to write a song or two together. That was only the beginning.

It was not until Summer, 1964, that Boyce and Hart became a working partnership. Until that time they worked together on weekends, tried to pursue careers as solo performers and just did what they could to make ends meet.

In the four years they have been together, Boyce and Hart have written over 300 songs which have sold 42 million records.

"Come A Little Bit Closer" was their first big hit. Written for Jay and the Americans, it became the No. 1 song in the country six weeks after it was released. Boyce and Hart were out to blow minds, and such recording "names" as Dean Martin, Little Anthony, Tommy Sands and Chubby Checker all rushed to record their material. Boyce and Hart were asked to write the theme song for Dick Clark's "Where The Action Is" TV show which led to their writing themes for two other network series: NBC's "Days of Our Lives" and ABC's "Swinging Country." "Paul Revere and the Raiders," "Herman's Hermits," "The Animals," "The Ventures" and Gary Lewis all wanted Boyce and Hart material and then along came "The Monkees." That was Fall, 1966.

Columbia-Screen Gems purchased the rights to a TV series called "The Monkees" and asked all of their contract song writers to look-over the initial script and decide whether or not they would like to become involved in the project. Boyce and Hart were the only ones to offer their services. The rest is known history.



Boyce & Hart

Boyce and Hart were "The Monkees" at the outset. They wrote such hits for them as "Last Train to Clarksville," "Monkees' Theme," "Vallarie," "I Wanna Be Free" and a host of others. They became one of the hottest songwriting duos in the business. But something was missing... They still wanted to perform.

In Spring, 1967, Boyce and Hart joined A&M. Once again, they repeated their earlier success story. Their first two singles, "Goodbye Baby" and "I Wonder What She's Doin' Tonight," followed by two hit albums, "Test Patterns" and "I Wonder What She's Doin' Tonight," which in turn were followed by the hit single, "Alice Long," and now "It's All Happening" inside and outside for Boyce and Hart.

# Producer's Profile



JEFF BARRY

Most people in the music industry know who Jeff Barry is and what he's done, but few people know what Jeff Barry is planning to do, not because he's secretive, but because he shys away from publicity.

Barry's past record includes co-authoring such hits as "Tell Laura I Love Her," "Teenage Sonata," "I Can Hear Music" (just revived by the Beach Boys), "Maybe I Know," "Do Wah Diddy Diddy," "What A Guy," "Chapel Of Love," and other hits for such groups as the Ronettes, the Crystals, the Raindrops, the Dixie Cups, the Shangri-las, the Jellybeans, the Monkees, and most recently, the Archies, many of which he also produced. Last year, he formed his own label, Steed, through Dot Records and has scored with several hits by Andy Kim.

But rather than dwell on the past, Jeff Barry preferred to tell Cash Box about his newest project, one he did want publicized, an industry-supported school for producers and songwriters. "I'd like to see a school where people with innate talent can learn the fundamentals of the music business. Two months in an almost formal school could save many promising talents from the five-year knocking around period most of us went through, and perhaps keep some possible hitmakers from winding up as dentists.

Label's spent a good deal of money on deals with producers who have had one hit, and in many cases it turns out that the drummer on the date was actually responsible for the editing or special effects that made the disk. When a label signs someone out of their own school, they would know exactly what they were getting. It would be a more-than-worth-while investment."

Barry envisions a vast cooperative of record companies, music publishers, indie producers and recording studios, all contributing time and money to create a minor league pool of new talent to feed an industry with an insatiable appetite for creative personnel. "For the songwriting end, we'd set up ASCAP and BMI publishing companies, and material written by the students while in school would be published and exploited, with any profits going back into the school fund. We'd have seminars and workshops in writing, and also in on the legal aspects of the business. We'd teach them the techniques of producing their own demos, and possibly even finished product.

"For potential producers, we'd have field trips to cooperating recording studios, talks from successful producers and possibly we'd set up a non-profit indie clearing house for any material that has commercial possibilities. Of course, producers should also have a knowledge of songwriting.

"Instead of just having a placement service, we might hold a talent draft, with the label's sending scouts to the classes and gathering reports on potential heavies." Well, Jeff realizes that all his ideas may not see fruition, but he is committed to the overall concept of a school for producers, and would like to hear from other industry people. "There's no one style of producing or songwriting or engineering, and I'd like to see everybody represented, even if they only teach one hour a month." Jeff can be reached in care of the Steed office in New York at 1650 Broadway.

Aside from the producer's school, Barry is involved with several other important projects, including a move into the movie field.

"It's still a challenge to turn out hit records," Barry told us, "but to me there's more of a challenge in making movies. I was on the set recently as musical director and I was awed by what was going on. I know that if the movie people came into my studio, they'd feel the same way, but the idea of making movies thrills me. Right now I'm in the process of learning enough to work on my first movie (with Harvey Kurtzman, formerly of Mad Magazines, and currently writing the Little Annie strip for Playboy)."

Barry feels that the key to making movies, and anything for that matter, is to be able to think commercial. "When I was in college studying industrial engineering, the record business was the furthest thing from my mind. I was planning to design a hit refrigerator."

Also in the works for Barry is a complete commercial house for TV spots, which will shoot the ad and provide the music as well. Barry is currently in the process of assembling a staff. He's also involved in a film and disk project with Don Kirshner for a newly formed group named Tomorrow, and has just completed cutting an album with the Illusion and a single with the Playhouse, both for Steed.



BUOYANT BROWN JUG JUBILEE: Warner Bros.-Seven Arts Records recently hosted a party at the Brown Jug in New York for the Pentangle, one of the label's disk acts. The party-goers included (l. to r.): Lou Dennis, WB-7 Arts eastern sales manager; Pentangle Bert Jansch; Stuart Love, New York promo man; Paul Tanne, eastern operations manager; and Terry Cox of the Pentangle.

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## Sunset: More Of Its Own Dates; Names Lee Young A&R Director

LOS ANGELES — Liberty/United Artists' economy-priced Sunset label, which had its most successful year in 1968, has decided to put a substantially increased effort into producing its own product in 1969. Howard Alperin, general sales manager of Sunset, made the announcement last week, adding that the label will continue to draw upon product of other Liberty/UA labels as in the past.

Veteran producer Lee Young has joined the label as A&R director, and will be charged with responsibility for producing new material as well as with the task of selecting material for LP's using the already released product. Young, who was Nat Cole's music director for more than nine years, was formerly A&R director for Vee-Jay records.

Sunset's January release consisted of eight albums including such artists as Vikki Carr, Del Reeves, The Johnny Man Singers, Nelson Riddle, Eddie Harris, Ferrante & Teicher, Johnny Darrell, and the Jubilee Four.

1969 plans call for a release at least every six weeks, Alperin stated. In addition, Sunset will conceive and develop advertising programs in the same manner as other Liberty/UA labels.

Alperin also revealed that an extensive budget had been made available to Sunset for production of new products. In addition to more of the Chipmunks, new product will include a dozen more of the Talespinner children's records. Sunset also is seeking additional masters in today's sound, Alperin said.

## UA Inks 5-Year Deal w/ JATA

NEW YORK — United Artists Records has inked a five year artist, publishing and production deal with JATA, the entertainment unit operated by Jay & the Americans, UA's hot disk team.

According to Mike Lipton, vp and general manager of UA, the deal is one of the largest in the history of the company. It calls for the team to handle production of its own disks and produce a new group, Kings County Carnival, and other acts. A co-publishing arrangement between Unart, UA's publishing unit, and JATA is also part of the arrangement. Jay & the Americans, on UA since 1962, are currently making a big splash on the Top 100 with "This Magic Moment." Their new LP is "Sands of Time."

Al Bennett, president of Liberty/UA Records, personally supervised the terms of the agreement. Negotiations on the contract were handled by Sidney Shemel, chief counsel for UA Records and attorney Harvey Michelman of Michelman & Michelman, representing JATA. Michelman also serves as administrator and house counsel for JATA.

## Musicor/Dynamo Retain Indies In Promo Drive

NEW YORK — Musicor and Dynamo Records have initiated a major push on new product that has gotten underway with the labels' announcement that they will retain a nationwide net of independent promoters to support current product.

Among the key indies hired to accelerate interest in Musicor and Dynamo product are: Bill Spitalsky for the greater New York area; Howard Bedno in Chicago, Milwaukee and Indiana; Joe Galkin in several major southern markets; and Steve Shulman for the Philadelphia, eastern Pa. and southern New Jersey region.

Central releases being concentrated on include "One Eye Open" by Maskman & the Agents and the Diplomats' "Accept Me." George Jones' new single "I'll Share My World With You" is to get c&w attention as well as his new LP, "My Country." The promotion force is also to work on "Romanceable & Danceable," Hugo Winterhalter's current album.

### New Distributor

Dynamo has just named a new distributor in the New York area. Dome Distributors of Long Island City will be handling the label.

## Ros Setting US Dates

NEW YORK — Edmundo Ros, the London label's Latin-styled maestro, is arranging personal appearances here with Joe Glaser of Associated Booking. Dates will include concerts and/or a booking at a Las Vegas Hotel for June. On March 29, Ros leaves for a 5-week tour of Japan, starting in Tokyo. His latest LP is "Silk 'n' Latin." He's also represented with a single, "Hare Krishna," from the musical "Hair."

## Thunder Joins Calla

NEW YORK — Nat McCalla has just signed Johnny Thunder to his Calla label. The deal brings Thunder from Diamond with his first release scheduled immediately.

Thunder, whose biggest hit was "Loop the Loop" several years ago, debuts with Calla in a single called "I'm Alive." The side was conceived and composed by Tommy James who produced the side with Teddy Vann.



GOLDEN YEAR: 1968 was, indeed, a golden year for Jerry Fuller, vice president of A&R for the label (r.), stand before the five gold records garnered by Fuller in '68. The gold disks include four million-selling Fuller-produced singles by Columbia's Gary Puckett and the Union Gap — "Woman, Woman," "Young Girl," "Lady Willpower," and "Over You" (Fuller wrote the last three hits.) The fifth million-seller produced by Fuller is Columbia single, "Little Green Apples," by O.C. Smith.



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## Columbia Expands R&B Promo Force

NEW YORK — To offer complete national promotion for R&B product, Carl Proctor, Columbia's national R&B promotion manager, has been organizing a staff of field promotion men to work with this product.

Added to the staff are Fred Ware, who will be regional R&B promotion manager, southern region, and Harry Coombs, who will be regional R&B promotion manager for the east coast. Two field men, Granville White and Lou Wills, will remain in their present positions as regional R&B promotion manager for the midwest and regional R&B promotion manager for the west coast, respectively.

## Tangerine Gets Robins

NEW YORK — In its first contract of 1969, Tangerine Records has signed Jimmy Robins to the label. Announcement of the agreement with the blues singer, organist and composer was made by Joe Adams, vp of the company.

First product from Robins will be a single, "Lonely Street" with "Once in a Lifetime." Release is scheduled for this week, with distribution to be handled by ABC Records.

## Jesse James To Do 2 Singles For Merc

NEW YORK — Indie producer Jesse James has agreed to produce two acts for Mercury. James, whose past credits are topped by recent hits such as "The Horse" and "Boogaloo Down Broadway," will be working with Bobby Newton for the Mercury label and with Benny & Tina on the Blue Rock subsid.

Having worked with Blue Rock before ("Yes I Am" by the Brothers of Love), James' first product with the acts will be "Do the Whip it on Me" with Newton, and "This Love Is Real" by the duo.

## Peacock Awarded

CHICAGO — The US District Court for the Northern District of Illinois-Eastern Division has awarded a total of \$350,000 to Peacock Records in its six-year-old legal dispute with Checker Records over contract violation regarding the Original Five Blind Boys also known as the Jackson Harmonizers.

The case, after originally being settled was followed by a counter-suit that was just ruled on by the Honorable Judge Joseph S. Perry. Chess reports that it will appeal the decision.

Each of these men will be responsible to Mr. Proctor for obtaining maximum airplay for Columbia's R&B releases in his region. The regional R&B promotion managers will also be responsible for arranging personal appearances of artists to promote their product.

Messrs. Ware, Coombs, White and Wills will also be arranging newspaper advertisements, window displays and other special promotions for local dealers. They will be visiting radio stations and providing disk jockeys and other station personnel with new Columbia R&B releases, and will also be arranging newspaper advertisements, window displays and other special promotions for local dealers. They will be maintaining liaison not only with radio-station personnel, but also with record dealers, trade-publication personnel, artists and their managers, and one-stops and major rack-jobbers.

Ware is new to the Columbia staff. Prior to joining Columbia, he was promotion manager, southern region, for ABC Paramount, and previously, he was promotion manager for Liberty Records.

Coombs is also a newcomer to Columbia. He was manager of the Ramsey Lewis office in Chicago and previously did promotion for Schwartz Brothers in Washington, D.C.

In addition to the duties of his present position as regional R&B promotion manager for the midwest, Granville White will have the added responsibilities of breaking in the new field people and coordinating R&B artist promotion tours nationally.

Wills, who has been a promotion staffer for some time, will remain in his present position as regional R&B promotion manager for the west coast.

## Stitt Signed By Stax

MEMPHIS — Famed saxophonist Sonny Stitt has been signed by Stax/Volt Records, executive vice president Al Bell announced last week.

Veteran jazzman Stitt, adept at both tenor and alto horns as well as the "varitone" (an electrified sax), will be moving into the pop field with his first Stax release, "Private Number," b/w "Heads Or Tails." An album is set to follow the single.

Bell said that Stitt "will be moving into the contemporary field as a Stax artist. We're aiming for the best of several styles — pop, jazz, rhythm and blues and easy listening."

Stitt placed prominently in both the "alto sax" and "tenor sax" categories in "Playboy" Magazine's annual jazz & pop poll in the February issue.



## Top 50 In R & B Locations

- |    |   |    |    |  |    |
|----|---|----|----|--|----|
| 1  | <b>THERE'LL COME A TIME</b><br>Betty Everett (UNI 55100)                              | 1  | 26 | <b>THIS GIRL'S IN LOVE WITH YOU</b><br>Dionne Warwick (Scepter 12241)                      | 31 |
| 2  | <b>EVERYDAY PEOPLE</b><br>Sly & the Family Stone (Epic 10407)                         | 3  | 27 | <b>ICE CREAM SONG</b><br>The Dynamics (Cottillion 44021)                                   | 28 |
| 3  | <b>BUILD ME UP BUTTERCUP</b><br>Foundations (UNI 55101)                               | 2  | 28 | <b>ONLY THE STRONG SURVIVE</b><br>Jerry Butler (Mercury 72898)                             | 32 |
| 4  | <b>GIVE IT UP OR TURNIT A LOOSE</b><br>James Brown (King 6213)                        | 6  | 29 | <b>SNATCHING IT BACK</b><br>Clarence Carter (Atlantic 2605)                                | 33 |
| 5  | <b>SOPHISTICATED CISSY</b><br>The Meters (Josie 1001)                                 | 7  | 30 | <b>THE CHOKIN' KIND</b><br>Joe Simon (Soundstage 7 2628)                                   | 40 |
| 6  | <b>BABY, BABY DON'T CRY</b><br>Smokey Robinson & Miracles (Tamla 54178)               | 5  | 31 | <b>WHEN HE TOUCHES ME</b><br>Peaches & Herb (Date 1637)                                    | 5  |
| 7  | <b>THE WEIGHT</b><br>Aretha Franklin (Atlantic 2603)                                  | 10 | 32 | <b>A LOVER'S QUESTION</b><br>Otis Redding (Atco 6654)                                      | 36 |
| 8  | <b>FOOLISH FOOL</b><br>Dee Dee Warwick (Mercury 72880)                                | 9  | 33 | <b>SNAP OUT</b><br>Interpretations (Bell 757)  | 31 |
| 9  | <b>MY WHOLE WORLD ENDED</b><br>David Ruffin (Motown 1140)                             | 11 | 34 | <b>I DON'T WANT TO CRY</b><br>Ruby Winters (Diamond 255)                                   | 22 |
| 10 | <b>I'M LIVIN' IN SHAME</b><br>Diana Ross & Supremes (Motown 1139)                     | 8  | 35 | <b>AQUARIUS/LET THE SUNSHINE IN MEDLEY</b><br>Fifth Dimension (Soul City 772)              |    |
| 11 | <b>TAKE CARE OF YOUR HOMEWORK</b><br>Johnny Taylor (Stax 0023)                        | 4  | 36 | <b>WHO'S MAKING LOVE</b><br>Young Holt Unlimited (Brunswick 55400)                         | 37 |
| 12 | <b>RUNAWAY CHILD, RUNNING WILD</b><br>Temptations (Gordy 7084)                        | 17 | 37 | <b>I'LL TRY SOMETHING NEW</b><br>Diana Ross & The Supremes & The Temptations (Motown 1142) |    |
| 13 | <b>GIVE IT AWAY</b><br>Chi-Lites (Brunswick 55398)                                    | 16 | 38 | <b>I FORGOT TO BE YOUR LOVER</b><br>William Bell (Stax 0015)                               | 30 |
| 14 | <b>CAN I CHANGE MY MIND</b><br>Tyrone Davis (Dakar 602)                               | 12 | 39 | <b>ALMOST PERSUADED</b><br>Etta James (Cadet 5630)   |    |
| 15 | <b>SOULSHAKE</b><br>Peggy Scott & Jo Jo Benson (SSS 761)                              | 15 | 40 | <b>BABY MAKE ME FEEL SO GOOD</b><br>5 Starsteps & Cubie (Curtom 1936)                      | 3  |
| 16 | <b>SWITCH IT ON</b><br>Cliff Nobles & Co. (Phil-LA-Of Soul 324)                       | 24 | 41 | <b>DON'T TOUCH ME</b><br>Betty Swann (Capitol 2382)  | 44 |
| 17 | <b>SOULFUL STRUT</b><br>Young Holt Unlimited (Brunswick 55391)                        | 13 | 42 | <b>OILY</b><br>Juggy (Sue 9)   | 4  |
| 18 | <b>MY DECEIVING HEART</b><br>Impressions (Curtom 1937)                                | 19 | 43 | <b>TOO LATE TO WORRY TOO BLUE TO CRY</b><br>Esther Phillips (Roulette 7031)                | 4  |
| 19 | <b>I'M JUST AN AVERAGE GUY</b><br>The Masqueraders (AGP 018)                          | 21 | 44 | <b>HALLWAY'S OF MY MIND</b><br>Dells (Cadet 5636)  | 4  |
| 20 | <b>CLOUD NINE</b><br>Mongo Santamaria (Columbia 44740)                                | 23 | 45 | <b>DIDN'T YOU KNOW</b><br>Gladys Knight & The Pips (Soul 35057)                            |    |
| 21 | <b>GOOD LOVIN' AIN'T EASY TO COME BY</b><br>Marvin Gaye & Tammi Terrell (Tamla 54179) | 14 | 46 | <b>I DON'T KNOW WHY</b><br>Esquires (Wand 1195)  |    |
| 22 | <b>GRITS AIN'T GROCERIES</b><br>Little Milton (Checker 1212)                          | 18 | 47 | <b>UPTIGHT GOOD WOMAN</b><br>Solomon Burke (Bell 759)                                      |    |
| 23 | <b>TWENTY FIVE MILES</b><br>Edwin Starr (Gordy 7083)                                  | 25 | 48 | <b>SAD SAD STORY</b><br>Ethics (Vent 1004)   |    |
| 24 | <b>AM I THE SAME GIRL</b><br>Barbara Acklin (Brunswick 55399)                         | 26 | 49 | <b>I DIDN'T KNOW WHAT TIME IT WAS</b><br>Ray Charles (ABC 11193)                           |    |
| 25 | <b>DO YOUR THING</b><br>Watts 103rd Street Rhythm Band (Warner Bros./7 Arts 7250)     | 29 | 50 | <b>REVOLUTION (Part I)</b><br>Nina Simone (RCA 9730)                                       |    |



EXECUTIVE ENTHUSIASM is displayed at RCA Victor Records' signing of Carolyn Franklin by (l. to r.) Harry Jenkins, division vice president, record operations; Norman Racusin, division vice president and general manager; and Buzz Willis, manager, new product development.



... WHAT'S ...  
**HAPPENING?**



**TINA  
BRITT  
- IS -  
HAPPENING**

**Veep  
Records  
is  
Happening**



**Sookie  
Sookie**  
V 1298  
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## Looking Ahead

- |  |   |  |  |
|--|---|--|--|
| <p><b>1 MOVE IN A LITTLE CLOSER BABY</b><br/>(Shane — BMI)<br/>Mama Cass (Dunhill 4184)</p> <p><b>2 THE CHOKIN' KIND</b><br/>(Wilderness — BMI)<br/>Joe Simon (Sound Stage 7 2628)</p> <p><b>3 AS THE YEARS GO PASSING BY</b><br/>(Lion — BMI)<br/>Albert King (Atlantic 2604)</p> <p><b>4 THE WEDDING CAKE</b><br/>(Shelby Singleton — BMI)<br/>Connie Francis (MGM 14034)</p> <p><b>5 FIRST TRAIN TO CALIFORNIA</b><br/>(Yuggoth — BMI)<br/>Cryan Shames (Columbia 44759)</p> <p><b>6 ALMOST PERSUADED</b><br/>(Al Gallico — BMI)<br/>Etta James (Cadet 5630)</p> <p><b>7 NOVEMBER SNOW</b><br/>(Wingate — ASCAP)<br/>Rejoice (Dunhill 4176)</p> <p><b>8 LONG LINE RIDER</b><br/>(Argent — BMI)<br/>Bobby Darin (Direction 350)</p> <p><b>9 SHE'S ALMOST YOU</b><br/>(Lowery — BMI)<br/>Billy Harner (Or 1253)</p> <p><b>10 THIS IS A LOVE SONG</b><br/>(Screen Gems/Columbia — BMI)<br/>Bill Medley (MGM 14025)</p> <p><b>11 ATLANTIS</b><br/>(Peer In'i — BMI)<br/>Donovan (Epic 10434)</p> <p><b>12 WHAT'S WRONG WITH MY WORLD</b><br/>(Regent — BMI)<br/>Ronnie Dove (Diamond 256)</p> | <p><b>13 ONE EYE OPEN</b><br/>(Catalogue/Den — BMI)<br/>Maskman &amp; Agents (Dynamo 125)</p> <p><b>14 LILLY'S BACK</b><br/>(Brave New World — BMI)<br/>Verrill Keene (Show Town 460)</p> <p><b>15 HAWAII FIVE-O</b><br/>(April — ASCAP)<br/>The Ventures (Liberty 56068)</p> <p><b>16 MORNING GIRL</b><br/>(Acuff-Rose — BMI)<br/>The Neon Philharmonic<br/>(Warner Bros./7 Arts 7261)</p> <p><b>17 FEELINGS</b><br/>(Screen Gems/Columbia — BMI)<br/>The Cherry People (Heritage 810)</p> <p><b>18 KUM BA YAH</b><br/>(Clinton — ASCAP)<br/>Tommy Leonetti (Decca 3242)</p> <p><b>19 HAIR</b><br/>(United Artists — ASCAP)<br/>The Cowsills (MGM 14026)</p> <p><b>20 30-60-90</b><br/>(Jec — BMI)<br/>Willie Mitchell (Bi 2154)</p> <p><b>21 CHANGING, CHANGING</b><br/>(Solar System — ASCAP)<br/>Ed Ames (RCA Victor 9726)</p> <p><b>22 MEDICATED GOO</b><br/>(Tro-Cheshire — BMI)<br/>Traffic (United Artists 50500)</p> <p><b>23 I HAD A DREAM</b><br/>(Jobete — BMI)<br/>Shorty Long (Soul 35054)</p> <p><b>24 LAS COSAS</b><br/>(Pecos — BMI)<br/>Rene &amp; Rene (White Whale 298)</p> | <p><b>25 LOOK HOMEWARD ANGEL</b><br/>(Vimar — BMI)<br/>Velvet Crests (Harbour 303)</p> <p><b>26 SWITCH IT ON</b><br/>(Dandelion/James Boy — BMI)<br/>Cliff Nobels &amp; Co. (Phil LA Of Soul 324)</p> <p><b>27 SOMETHING'S HAPPENING</b><br/>(Easy Listening/Cyrl Shane — ASCAP)<br/>Herman's Hermits (MGM 14035)</p> <p><b>28 TOO LATE TO WORRY</b><br/>(Elvis Presley — BMI)<br/>Esther Philips (Roulette 703)</p> <p><b>29 IS THERE ANYTHING BETTER THAN MAKING LOVE?</b><br/>(James Boy — BMI)<br/>Fantastic Johnny C (Phil LA Of Soul 327)</p> <p><b>30 APPLE CIDER</b><br/>(Beechwood — BMI)<br/>Five By Five (Paula 319)</p> <p><b>31 THE MEDITATION</b><br/>(Cotique — BMI)<br/>TNT Band (Cotique 136)</p> <p><b>32 CHITTY CHITTY BANG BANG</b><br/>(Unart — BMI)<br/>New Christy Minstrels (Columbia 44631)</p> <p><b>33 YOU ARE MY DESTINY</b><br/>(Spanka — BMI)<br/>Vic Dana (Liberty 56098)</p> <p><b>34 TRICIA TELL YOUR DADDY</b><br/>(Unart/New Life — BMI)<br/>Andy Kim (Steed 715)</p> <p><b>35 ONLY THE LONELY</b><br/>(Acuff-Rose — BMI)<br/>Sonny James (Capitol 2370)</p> <p><b>36 HEY JUDE</b><br/>(Maclen — BMI)<br/>Paul Mauriat (Philips 40594)</p> <p><b>37 YOU'D BE GO</b><br/>(Vogue — BMI)<br/>Nancy Wilson (Capitol 2422)</p> | <p><b>38 MEMORIES ARE MADE OF THIS</b><br/>(Blackwood — BMI)<br/>Gene &amp; Debbie (TRX 5017)</p> <p><b>39 SABRE DANCE</b><br/>(Leeds — ASCAP)<br/>Love Sculpture (Parrot 335)</p> <p><b>40 I STILL LOVE YOU</b><br/>(Dakar/BRC — BMI)<br/>Jackie Wilson (Brunswick 55402)</p> <p><b>41 LOVE THEME FROM 'LA STRADA'</b><br/>(MCA — ASCAP)<br/>Roger Williams (Kapp 975)</p> <p><b>42 SNOWBALL</b><br/>(Cymto — BMI)<br/>American Machine (Tower 473)</p> <p><b>43 THE WORM</b><br/>(Jell — BMI)<br/>Jimmy McGriff (Solid State 2524)</p> <p><b>44 MY SPECIAL PRAYER</b><br/>(Maureen — BMI)<br/>Percy Sledge (Atlantic 2594)</p> <p><b>45 GAMES PEOPLE PLAY</b><br/>(Lowery — BMI)<br/>Boots Randolph (Monument 1125)</p> <p><b>46 APRICOT BRANDY</b><br/>(Nina — BMI)<br/>Rhinoceros (Elektra 45647)</p> <p><b>47 "SEATTLE"</b><br/>(Screen Gems/Columbia — BMI)<br/>Perry Como (RCA Victor 9722)</p> <p><b>48 DON'T TOUCH ME</b><br/>(Pamper — BMI)<br/>Bettye Swann (Capitol 2382)</p> <p><b>49 SNAP OUT</b><br/>(James Boy, Milstan, Aye Bee — BMI)<br/>Interpretations (Bell 757)</p> <p><b>50 I DON'T KNOW HOW TO SAY I LOVE YOU</b><br/>(Bridgeport — BMI)<br/>Superlatives (Westbound 144)</p> |
|--|---|--|--|



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To Start Me Dreamin'

b/w How big a fire #32452

Jeannie Seely, one of the new faces at Decca



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## RCA Offers 39 New LP's For March

NEW YORK — RCA Records last week unveiled a March release of 39 new albums. Highlighting the release are 16 popular LP's: "The Now Of Then!" by Lana Cantrell; "Country Roads And Other Places," by the Gary Burton Quartet; "Love Of A Gentle Woman," by John Gary; "The Open Mind Of John D. Loudermilk"; "A Yankovic Dance Party," by Frankie Yankovic; "The Golden Songs Of Donovan"; by the Johnny Arthey Orchestra; "Arte Gitano," by Sabicas; "Just To Satisfy You," by Waylon Jennings; "A Warm Shade Of Ivory," by Henry Mancini, his piano, orchestra and chorus; "Wheatfield Soul," by the Guess Who?; "Remember Me," by Jim Ed Brown; "Tumbling Tumbleweeds," by the Sons of the Pioneers; "How Great Thou Art," by George Beverly Shea; "Snow In All Seasons," by Hank Snow; "The Closest Things To Love," by Skeeter Davis; and "The Best Of Country Comedy," by various artists.

Two popular albums not announced in the February release but issued late in February are "Give Me You," by Roslyn Kind, and "Goodnight My Love," by Paul Anka.

### Red Seal Albums

Six new LP's are being offered by RCA's classical Red Seal division for March. They are: "Schubert: Symphony No. 8 (Unfinished)/Mozart: Sy No. 41 (Jupiter)"—Ormandy, Philadelphia Orchestra; "The Heifitz - Piatigorsky Concerts — Spohr:

Double String Quartette in D Minor, Op. 65/Dvorak: Piano Trio In E Minor, Op. 90 ('Dumsky') — Heifitz, Piatigorsky and others; "Tchaikovsky: Symphony No. 5 in E Minor, Op. 64/Moussorgsky: 'A Night On Bare Mountain' — Ozawa, Chicago Symphony; "Berlioz: 'Harold In Italy,' Op. 16"—Trampl, Pretre, London Symphony; "The Baritone Voice" — Milnes, Guedagno, New Philharmonia, and "Gould: 'Venice,' 'Vivaldi Gallery'" — Katims, Seattle, Symphony.

RCA's March foreign release consists of 2 new Mexican albums, 2 new Puerto Rican/Cuban albums, an Italian album and three Mexican sets that have previously been issued in mono and have now been reprocessed for stereo effect. The 2 new Mexican albums are "Corridos Y Canciones," by Amalia Mendoza, and "Unicos, Dinamicos, Freneticos," by Los Atenticos. The 2 new Puerto Rican/Cuban sets are "La Epoca De Oro De (The Golden Era Of) Daniel Santos, Vol. II," with the Sonora Matancera Orchestra, and "La Epoca De Oro (The Golden Era Of) Rafael Munoz Y Su Orquesta, Vol. II (1957)." The new Italian package is "Gianni 5," by Gianni Morandi. The three reprocessed Mexican albums are: "Libertad Lamarque Canta Canciones De Maria Graver"; "Los Bribones, Vol. II"; and "El Moro De Cumpas, Vol. V Con El Mariachi Vargas De Tecalitlan," by Gilberto Valenzuela.

### Victrola LP's

RCA Victrola albums for March are: "Belioz: 'Romeo And Juliet' (Excerpts)/Bolto: Mefistofele (Prologue)" — Toscanini, NBC Symphony, Moscona, Robert Shaw Chorale; "Stainer: 'The Crucifixion'" — Crooks, Tibbett, Trinity Choir; "Debussy: 'The Martyrdom Of St. Sebastian'" — Curtin, Kopleff, Akos, New England Conservatory Chorus, Munch, Boston Symphony; "Schubert: A Program Of Piano Music And Songs" — Ameling, Demus (pianist), and "Purcell: 'Te Deum,' 'Jubilate Deo,' 'In Guilty Night' ('Saul And The Witch Of Endor'), 'Man That Is Born Of Woman' ('Funeral Sentences)'" — Deller Consort, Stour Music Festival Choir and Orchestra.

RCA's economy-priced Camden line has 6 new sets for March: "Little Green Apples' And Other Country Hits," by the Living Guitars; "Living Strings Plus Trumpet Play Bert Kaempfert Hits"; "Wabash Cannon Ball," by Hank Locklin; "Hawaiian Wedding Song," by Hugo Winterhalter; "Who's Calling You Sweetheart Tonight," by Charlie Monroe; and "Yellow Submarine' And Other Big Hits For Little People," by the Richard Wolfe Children's Chorus.

### Current Event

The address listed in last week's pick of "Medicine Man" by the Buchanan Brothers showed an older Event Records location. The correct contact spot for the Event label is 201 West 54th St., NYC.

## Pickwick Delivers Varied LP, Tape Menu At NARM

NEW YORK — Pickwick International, International, Inc., is rush releasing sixteen Pickwick/33 albums, including six new "2-Pack" double-pocketed sets for preview at this week's NARM Convention.

The release (simultaneous in Pickwick/8 stereo tapes) features twelve pop and four country albums on Pickwick's Hilltop label. Included in the pop sets are "So Nice" (Sergio Mendes), "Nitty Gritty Guitar" (Glen Campbell, Mason Williams, Billy Strange, Howard Roberts and the 12-String Guitar Band), "The Very Thought Of You" (Frankie Carle—not available in tape) "Pee Wee Russell

and his Dixieland All-Stars," "The More I See You" (Jackie Gleason) and "Heartaches Can Be Fun" (Frankie Laine).

The Hilltop country and western release spotlights Sonny James ("Invisible Tears"), Jean Shepard ("Under Your Spell Again"), Leon Ashley ("Flower Of Love") and Al Dexter ("Pistol Packin' Mama").

New Pickwick/33 "2-Pack" sets containing 20 songs in deluxe gatefold albums feature Frank Sinatra, Jack Jones, Hank Thompson, Margie Singleton & Leon Ashley, Pee Wee Russell and a "Top Country" collection.

## Buddah Heats Up '360 degree' LP's

NEW YORK — Buddah Records has opened an all-out LP campaign with a highly diversified 21-album release. Label vice president and general manager Neil Bogart said Buddah will simultaneously hit the gospel, jazz, blues and spoken word fields while continuing to blanket the contemporary pop, "soul" and underground markets.

Tagged "360 Degrees of Music," the package had a pre-release preview at the NARM Convention held last weekend in Los Angeles.

Included in the release are LPs by the Brooklyn Bridge — "The Worst

That Could Happen"; The Elephant's Memory; "Bubblemusic Music — The Naked Truth"; "Sunrise" — The Eire Apparent; "Indian Giver" — The 1910 Fruitgum Company; and "U.S. 69" — Yesterday's Folks, all on Buddah.

From the Curtom label are the Impressions' "The Young Mod's Forgotten Story" and an LP from The Five Stairsteps & Cubie.

Introducing the Buddah Late Night series are "The Very Best Of Jerry Butler," "The Very Best Of John Lee Hooker," "The Very Best Of Jimmy Reed" and "Sculpture" — Eddie Harris.

The Buddah Sunday series bows with "Can I Get A Witness" — The Five Blind Boys; "The Caravans In Concert," "Singing Is Our Life" — The Harmonizers; and "The Very Best Of The Staple Singers."

Buddah's Black America series, produced by Nathaniel Montague ("The Magnificent Montague"), owner of one of the world's largest libraries of black history, makes its debut with "The Man Of Love-Dr. Martin Luther King," "James Baldwin—The Struggle," "The Black Verse—Langston Hughes," "The Black Pace Setters," and "The Buffalo Soldiers."

### Execs Aligned For GWP

NEW YORK — Jerry Purcell has completed his executive lineup for the soon-to-bow GWP label. Working with Purcell, president, will be Paul Robinson in the vp's chair; Gene Armond as national sales and promotion manager and Joe Rene heading the label's publishing firms.

GWP Records will operate as a subsidiary of Gerard W. Purcell Associates, Ltd.

### Weille Joins SD

NEW YORK — Blair Weille, ten-year record business veteran widely experienced in the field of production and inventory control and in handling orders for tape and worldwide licences, has joined the staff of Stereo Dimension Records.

After working for several record companies, he took a post with Grand Award/Command Records in 1960 and worked exclusively for these labels until 1966. At that time his responsibility was enlarged to include the handling of all tape productions for the entire ABC family of record labels.

At Stereo Dimension Weille will work with all SD licensees, both tape and worldwide, seeing that they are properly notified and sampled on all new releases and expediting their orders. He will also set up production and inventory control systems, working directly with album and singles pressing plants, printers and jacket fabricators.

Weille will report to Loren Becker, Stereo Dimension's president.



THATSA LLOTTA LLAMA, and he seems a bit reluctant to join the Elephant Memory in festivities at Cheetah in New York, where Buddah Records, producer Wes Farrell, and Action Talents introduced that new seven-member group. The gala was heavily attended by members of the trade, consumer, an underground press, TV crews, deejays, distributors, rack jobbers, record r tailers, celebrities, and 2,000 youngsters from Mayor Lindsay's Urban Action Task Force.

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..... Quintet Music, Inc.  
..... Trio Music, Inc.

### IF I CAN DREAM

ELVIS PRESLEY.....RCA  
..... Gladys Music, Inc.

### YOU GAVE ME A MOUNTAIN

FRANKIE LAINE.....ABC  
..... Noma Music, Inc.  
..... Mojave Music, Inc.  
..... Elvis Presley Music, Inc.

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Explosive!

## THE SOUL SURVIVORS

### "Mama Soul"

Atco #6650

Produced by Rick Hall







**GOLD TAKEN BY 'STORM(Y)'**: Alvin S. Bennett, Liberty/UA prexy, holds RIAA-certified gold record just before presenting it to the Classics IV for their million-selling single, "Stormy." Recording on the label's Imperial division, the group's first hit was "Spooky." The act is now number 15 on the Top 100 with "Traces." Shown above (l. to r.) are Imperial sales manager Eli Bird and Classics IV Wally Eaton, Dennis Yost, Auburn Burrell, David Phillips, and Kim Venable. Not present for the photo was John Antoon, national promotion director, instrumental in breaking "Spooky."



**POETRY PRESENTATION** — An advance copy of Sidney Poitier's new United Artists album, "Sidney Poitier Reads The Poetry Of The Black Man," was recently presented to former New York City Human Rights Commissioner, William Booth (seated) by UA's director of creative services, Marty Hoffman (left) and UA staff producer, George Butler, who coordinated the Poitier project. The LP contains selections by black literary figures such as Langston Hughes, Paul Lawrence Dunbar and James Weldon Johnson. Booth was recently named a criminal court judge of the City of New York.

## UA's 'Charity' Lid

**NEW YORK** — A "stripper style" instrumental version of "Hey Big Spender" from "Sweet Charity" has been released by United Artists Records. The single was created by A&R director and label artist Henry Jerome.

As the promotional guns are wheeled to the firing line for the forthcoming Universal Pictures big budget film starring Shirley MaClaine, several vocal versions long on the market have been revived and a multitude of instrumental choices by a variety of album artists have been receiving sporadic interest and airplay. "This treatment," said Jerome, "captures the flavor of the tune in the way that vocalists have been interpreting it in clubs since it first made its appearance in the Broadway show. I think it's a fun record; I hope the trade and the public agree."

The record, arranged by Hutch Davie and produced by Jerome, was shipped by UA recently.

## Monument Intro's 'Polynesian Suite'

**NASHVILLE** — Monument Records has released "The Polynesian Suite," claimed to be the first orchestral composition featuring the authentic Hawaiian steel guitar. Written by Boudleaux Bryant, the album features the steel guitar virtuosity of Jerry Byrd and musically depicts the many moods and faces of the lush paradise that is Hawaii.

The album was introduced at a special press party, held at Nashville's newest restaurant, the Mahi Mahi, offering the delicacies of polynesian cuisine.

Climaxing the premiere event, Byrd and Bryant were featured guests on WSM television's "Noon Show," telecast live from the restaurant. Together with the "Noon Show" band, Byrd played several selections from the album.

## Elektra Ups Promo Force

**NEW YORK** — To keep pace with its growing product output and corresponding sales, Elektra Records has increased its promotion force with the addition of two regional promo reps.

Reporting directly to national director of sales and promotion, Mel Posner will be Bob Brownstein, covering the East, and Ed Redmond, covering the Midwest. Brownstein comes to the label after a stint as assistant music director of WNEW-FM, a New York progressive sound outlet. Redmond's experience includes a midwest regional promotion slot with Kapp Records.

## SSS Ups Dist. Cost

**NASHVILLE** — Price changes on the distributor level have been put into effect by Shelby Singleton Productions, covering both singles and LP's. According to Singleton, distributor cost for singles will now be \$.45 and for albums, \$2.50.

Move covers product from all affiliated labels, including SSS Int., Plantation, Sumpter, and Minaret, and will also be in effect on previously released product.

## Kirby Inks Pact w/Caesar's Palace

**NEW YORK** — Caesar's Palace in Las Vegas has signed comedian George Kirby to an exclusive, two-year contract. Under the terms of the pact, he will be guaranteed eight weeks of bookings in each year, with a gross salary running into six figures. Kirby's first engagement will be for three weeks as co-star with Petula Clark, beginning July 17.

## Conelco, NA Philips Finalize Merger

**WILMINGTON** — The merger of Consolidated Electronics Industries (Conelco) and North American Philips was approved last week (13) at a special stockholders meeting, with the merger becoming effective the following day (14). The new company will operate under the name of North American Philips Corp.

Move unites Mercury Records, owned by Conelco, with the Norelco line of cassette tape recorders and playback

units, owned by North American Philips. North American Philips is also heavily involved in the manufacture of hi-fi equipment and radios.

Based on estimated 1968 figures, the new firm enjoyed combined sales over the half-billion mark, and after-tax earnings of \$19,500,000.

Under terms of the transaction, a statutory merger, Conelco will issue 4,162,500 shares of its common stock in exchange for substantially all of the operation assets of North American Philips; shares outstanding will then total 8,625,200 excluding shares which may be issued upon conversion of debentures and exercise of stock options.

Conelco shares will continue to be traded on the New York Stock Exchange, but under the new name North American Philips Corporation. It will not be necessary for stockholders to exchange their present certificates for those with the new corporate name.

## COME To Offer Workshop In Contemporary Music

**SAN FRANCISCO** — A two-week series of free seminars and workshops in contemporary music has been tentatively set for June by the Community of Musical Efforts (COME), a newly-formed non-profit organization.

The activities of COME are being directed by Bill Freeman, formerly involved with the old Carousel Ballroom and currently into band managing and record production; Leonard Sheftman, half-owner of San Francisco's Both/And Jazz Club; and Clancy Carlile, musician, songwriter, novelist and record producer.

Current plans call for 36 free seminars and workshops covering all forms of popular music: rock, R&B, jazz, country, urban and country blues, Indian music and others, to be taught by such musical luminaries as Jerry Garcia (of the Grateful Dead), John Handy, Mickey Hart, Roland Kirk, the Tape Music Center, Big Black and Mike Bloomfield.

Enrollment in the seminars, set for June 16-27 at Mills College in Oakland, California, is expected to reach about 600. Seventy-five percent of the students will be taken on a first-come, first-served basis; the remaining twenty-five percent will be allotted to Neighborhood Community Councils and Community Action Groups who will, in turn, offer the enrollment opportunities to students from minority groups and ghetto areas.

In addition to the seminars, COME will provide two dance/concerts and a series of general lectures at night, which will be open to the general public.

COME is being sponsored by the Portola Institute of Menlo Park, California, and hopes to raise the necessary funds (about \$35,000) through contributions from foundations and record companies.

## Ansermet Dies At 86

**GENEVA** — Ernest Ansermet, who founded l'Orchestre de la Suisse Romande and was its long-time conductor, died here on Feb. 20 at the age of 86.

Ansermet's mother and grandfather were both musicians, but while he was growing up in Vevey in the French-speaking canton of Vaud, where he was born on November 11, 1883, he chose a career in mathematics. He felt that it was impractical to be a musician in Switzerland at that time. Following his graduation from the University of Lausanne, and after graduate work at the Sorbonne, Ansermet was an instructor in mathematics at the gymnasium of Lausanne. In the meantime, he privately studied piano, violin, harmony, counterpoint, and musical theory in Geneva, Paris, and Berlin. In 1910, he devoted himself entirely to music.

Ansermet conducted the Kursaal Concerts in Montreux, Switzerland. In 1915, on the recommendation of Igor Stravinsky, he became one of the conductors with the Diaghilev Ballet Russe. Three years later he founded l'Orchestre de la Suisse Romande, subsequently introducing the works of such innovative composers as Debussy and Stravinsky. In addition to making frequent tours with his orchestra, he appeared as guest conductor of the world's leading ensembles. He had also been a composer.



**A LOS ANGELES LUAU LUNCHEON** was recently hosted by Dot Records for singer-arranger-songwriter Anita Kerr on hand for the gala were (standing, l. to r.) Richard H. Peirce, Dot's executive vice president and general manager; Ken Revercomb, sales-distribution vice president; (seated) manager Alex Grob; Anita; Arnold D. Burk, Paramount Pictures vice president in charge of music operations and Dot prexy; and Jack L. Levy, ad-merchandising v.p.



# JAMES BROWN

## Month of Soul

1969 **MARCH** 1969

SUN	MON	TUE	WED	THU	FRI	SAT
						1
2						8
9						15
16	17				21	22
23	24	25	26	27	28	29
30	31					

**Red Hot Single Sellers**

**"GIVE IT UP OR TURN IT A LOOSE"**  
#6213

**"SOUL PRIDE (PART 1 and 2)"**  
#6222

**(SPECIAL)**

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James Brown LP and Singles Catalog

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### Soul Brother #1

1968 TOP MALE VOCALIST

RECENTLY FEATURED IN  
LOOK MAGAZINE

NETWORK TV APPEARANCES  
FOR MARCH INCLUDE:

Johnny Carson Tonight Show

Hollywood Palace

### New Album Excitement

**James Brown**  
**SAY IT LOUD**  
I'M BLACK AND I'M PROUD

Say It Loud  
I'm Black And Proud  
Goodbye My Love  
Licking Stick  
I'll Lose My Mind  
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# Tuning In On...

## WNEW-FM - New York.. They're 'Roiling The Waters'

According to Nat Asch, program director of WNEW-FM-New York, the active involvement of radio with its listening audience is on the upswing, and WNEW-FM is a major part of that involvement. The outlet aims its programming at the 18 to 35-year-old age bracket, which Asch calls the "vital, growth potential group," and, he reports, radio surveys indicate that the station hits that target with 95% accuracy.

Asch feels that the single plus factor which lifts WNEW-FM out of the mere "revolutionary" class is the outlet's personalities. The station's talent roster includes Rosko, Scott Muni, and morning man Zacherle, who, Asch believes, will dominate this market in another year.

The program director, in choosing the music to be aired over WNEW-FM, determines "how close to our bag" the selections are. The production values of the records are also considered. Naturally, since WNEW-FM is a stereo outlet, the album cuts programmed far exceed singles.

Asch notes that "musicians are so en-

thusiastic about what we do that they are ambassadors for us, sending us records from all over the world, and telling their fellow artists to do the same."

WNEW-FM's involvement with its audience is dramatized by the listeners' response to the station's recent celebration of the 5th anniversary of the Beatles' first American concert appearance. The five-hour program, sponsored by McGraw-Hill, publishers of "The Beatles: The Authorized Biography," by Hunter Davies, drew 60,000 postcards from listeners requesting autographed copies of the book.

It is Asch's opinion that there is more poetry in pop music today than is present in contemporary poetry itself. He points to the writing of such artists as Bob Dylan, Eric Andersen, Joni Mitchell, Paul Simon, and Laura Nyro. It is evident that WNEW-FM's audience is responding favorably to this type of format. Says Asch: "We bore the teenie children, we irritate the old people... what we succeed in doing is roil the waters of the familiar, the passive."

## Bios for Dee Jays

### Jethro Tull



Jethro Tull, an English "rock and roll blues-and-jazz" quartet, consists of leader Ian Anderson, flute, harmonica, vocals; Mick Abrahams, guitar, vocals; Glenn Cornick, bass; and Clive Bunker, drums. After coming to London, the group met Terry Ellis and Chris Wright, two young university graduates engaged in managing and booking musical acts. (The best-known of the duo's performers in America is the Ten Years After group.) The quartet then recorded their first album, containing ten original tunes, nine of them penned by Jethro Tull. The reprise set, entitled "This Was," scored on the British charts, and is number 55 on the Top 100 Albums here this week. The Rolling Stones, impressed by Jethro Tull's music, asked the group to appear on their first TV special, "The Rolling Stones Rock 'n' Roll Circus."

### Amos Pacts 3 Acts

NEW YORK — Amos Records has signed three more artists to its roster, according to Bruce Hinton, general manager of the label.

New artists include: Jerry Fisher and the Timepiece and the Great Awakening. Two groups have new singles, respectively, "Slow It Down," and "Amazing Grace," which will both be released this week by Amos.

In a master acquisition, Amos signed the Steve Colt Paradox. Their new single will be released within the next two weeks.

### MC5

MC5, which stands for Motor City 5, is a Detroit group that is part of what is coming to be called "guerrilla rock." Their music attacks all traditional musics and music principles and involves active audience participation. MC5 is comprised of Wayne Kramer and Fred Smith (guitars), Michael Davis (bass), Dennis Thompson (drums), and Rob Tyner (lead voice). The act has played and lived together for over three years. The group forms an integrated part of a commune, led by poet John Sinclair, of about 40 people who live on a farm in Ann Arbor, near Detroit. One of the roots of the music of MC5 is the blues; another is avant garde jazz. MC5's music is loud, hard, and leans heavily upon improvisation. The group draws on music from all over the world, uses changing rhythms, and eschews the regular beat. "Kick Out The Jams," MC5's Elektra album, is number 67 on the charts this week, and the title tune of that LP is now number 84 on the Top 100.



### Sue Opens Blue Book For Undergrounders

NEW YORK — Juggy Murray, president of Sue Records, has formed an independent label focusing basically on the underground pop & blues idiom. Called The Blue Book, the firm will be located at 265 W. 54th St. in New York, home of Sue Records.

Planning shortly to announce completion of an independent distribution deal, Murray did say that he has lined up several acts: the Idle Few, the Love Children, Troy Lang and the Key-Stone Kids. First releases will include both single and album product.



## Platter Spinner Patter

The first annual Milwaukee Pop Festival, which will take place at the Milwaukee County Stadium on Sunday, June 22, will be sponsored by WOKY - Milwaukee. The outlet will donate the proceeds of the Festival to the underprivileged children of the Milwaukee area to provide a week in a summer camp. Richard D. Casper, vice president and general manager, and George Wilson, vice president and national program director of WOKY, are coordinating the efforts of that station with leading record companies, department stores, merchants, newspapers, and city officials to insure the success of the Pop Festival. Gerard W. Purcell Associates will engage and coordinate all of the talent for the Fest, which will cover the entire spectrum of pop music. Casper, Wilson, and Purcell have been promised the cooperation of leading country, R&B, and contemporary singing artists which make up the sound of WOKY. The performers will be announced shortly and the anticipated attendance is a minimum of 30,000, which will provide the funds to send more than 1,000 children from deprived areas to summer camps.

Celebrities from Broadway, nightclubs, the music world, and TV have been filling in for Gene Klavan, personality-host of "Klavan And Friends," which is aired over WNEW-New York Mondays through Saturdays from 6 to 10 a.m., while he is on a two-week vacation in Europe. This week's guests are (in order, from Monday, March 3, through Saturday, March 8): chanter John Gary, comedian and TV performer-actor Corbett Monica, nightclub and TV comic Rodney Dangerfield, comic Soupy Sales, and Steve Allen and his actress wife, Jayne Meadows. All of the guests are doing the show live, as does Klavan every morning.

More foreign correspondent deejays have been joining the U.S. Army Recruiting Service's public service pop show, "The Hit Heard Round The World," as the radio program broadens its scope of news of the international rock scene. The latest addition is Bob Bennett, a Houston-born deejay on WBMJ - San Juan. During WBMJ's first night of programming the show, a segment was devoted to Pepe Palau of Radio Madrid. Palau played "Me Olvidaras" ("Will You Forget Me"), by a Spanish group called Picnic — a Spanish hit single which Bennett had been trying to get hold of for weeks. Bennett solved the problem by making a cassette of the side from the "Hit" weekly album, and has been programming it ever since. Because a lot of WBMJ's programming, naturally, is Spanish language, "Hit's" regular Spanish and Latin American segments consistently give contributing deejays advance release copies of international hits... so much so in this case that Bennett and Palau are corresponding regularly to exchange disks that haven't yet been released in their respective countries.

Don B. Curran, vice president and general manager of WABC - New York, and chairman of a Creative Screening Panel which will select award-winning commercials in the 9th annual International Broadcasting Awards, has named six top advertising executives of New York City to the Panel. The newly-appointed judges are: Samuel I. Abelow, vice president and creative director, Grey Advertising; Norman Mathews, vice president and creative administrator, Dancer, Fitzgerald, Sample; Bud D'Arezzo, senior vice president and creative director, Pritchard, Wood Associates; Richard Mercer, vice president and creative director, Batten, Barton, Durstine & Osborn; D.W. Silverstein, president, Adams, Dana & Silverstein; and Irwin Fredman, copy supervisor, LaRoche, McCaffrey, McCall.

A new format was adopted by WWUH-FM-West Hartford, Conn., which broadcasts from 6 a.m. to 2 a.m., on February 10. Clark Smidt, general manager of the outlet, states that the

new "UH-FM" offers two different sounds that give the listening audience "something for everyone." On Monday through Friday nights, and on Sunday afternoons, broadcasts include stereo classics (5-7 p.m.), talk features (7-8), and the full spectrum of stereo jazz (8-10). A variety of stereo rock is also aired on "UH-FM." About 18 records per hour are played on "FM-Today" in a hybrid WOR-FM-New York format, 67% of them stereo. Program director Neil Portnoy and music director Ronnie Berger have planned the selection of the music and feel this format will be of popular appeal to the "with it" audience. Aimed at the even more "with its" is "Headphones," which offers new progressive rock nightly from 10 until whenever the deejay wears down. WWUH-FM is operated by students of the University of Hartford, and is non-commercial and self-supporting, relying on donations from patrons and friends from the Greater Hartford, Springfield, and New Haven areas.



FLAMING MAD: Bizarre Records executives Herb Cohen, Joe Gannon, and Grant Gibbs (l. to r.) take fiery retribution against KIOA, the Top 40 Des Moines outlet that is jeopardizing Bizarre's underground reputation by putting the label's product on its survey. KIOA has charted "Deseri," by Ruben and the Jets (the Mothers of Invention recording under a Top 40 name). Jim Michaels, KIOA program director, maintains that Bizarre is still underground because his record library is in the station's basement. At last report, Bizarre's lawyers were threatening to sue for defamation of character if the single stayed on KIOA for a fourth week.

SPUTTERS: Jimmy P. Stagg, music director and deejay at WCFL-Chicago, has been appointed Chicago chairman of the national "L.U.V." campaign. L.U.V. stands for "Let Us Vote," and is the national youth campaign which is trying to lower the voting age to 18, either by Constitutional Amendment or by individual state action.

VITAL STATISTICS: Radio and TV personality Dick LaPell will host a weekly dance party from the Factory East, a New York discotheque. The gala will feature name record acts. Also from Factory East, LaPell will tape his syndicated radio show, which is carried by 144 outlets in addition to the Armed Forces Radio Service. Dean Tyler has been named assistant program manager at WJBK-Detroit. Dan Donovan, formerly with WSBA-York, Pa., has joined the WCBM-Baltimore personality staff. Virg Dixon is now an announcer with KXYZ-Houston. Tom Kennedy has been designated assistant program director at WNHC-New Haven, Conn.

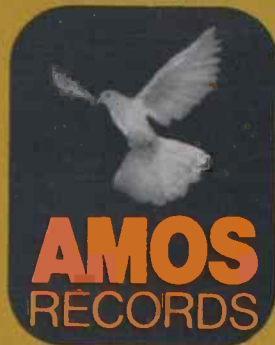
### Hirt Signs \$ Half-Mil Deal With Miller Beer

NEW YORK — Al Hirt has just signed a \$500,000 deal to represent Miller High Life Beer as its radio and TV spokesman for the next five years. The RCA trumpeter's agreement was arranged by his personal manager Jerry Purcell calling for a yearly fee and residuals of about \$100,000 annually through '74.



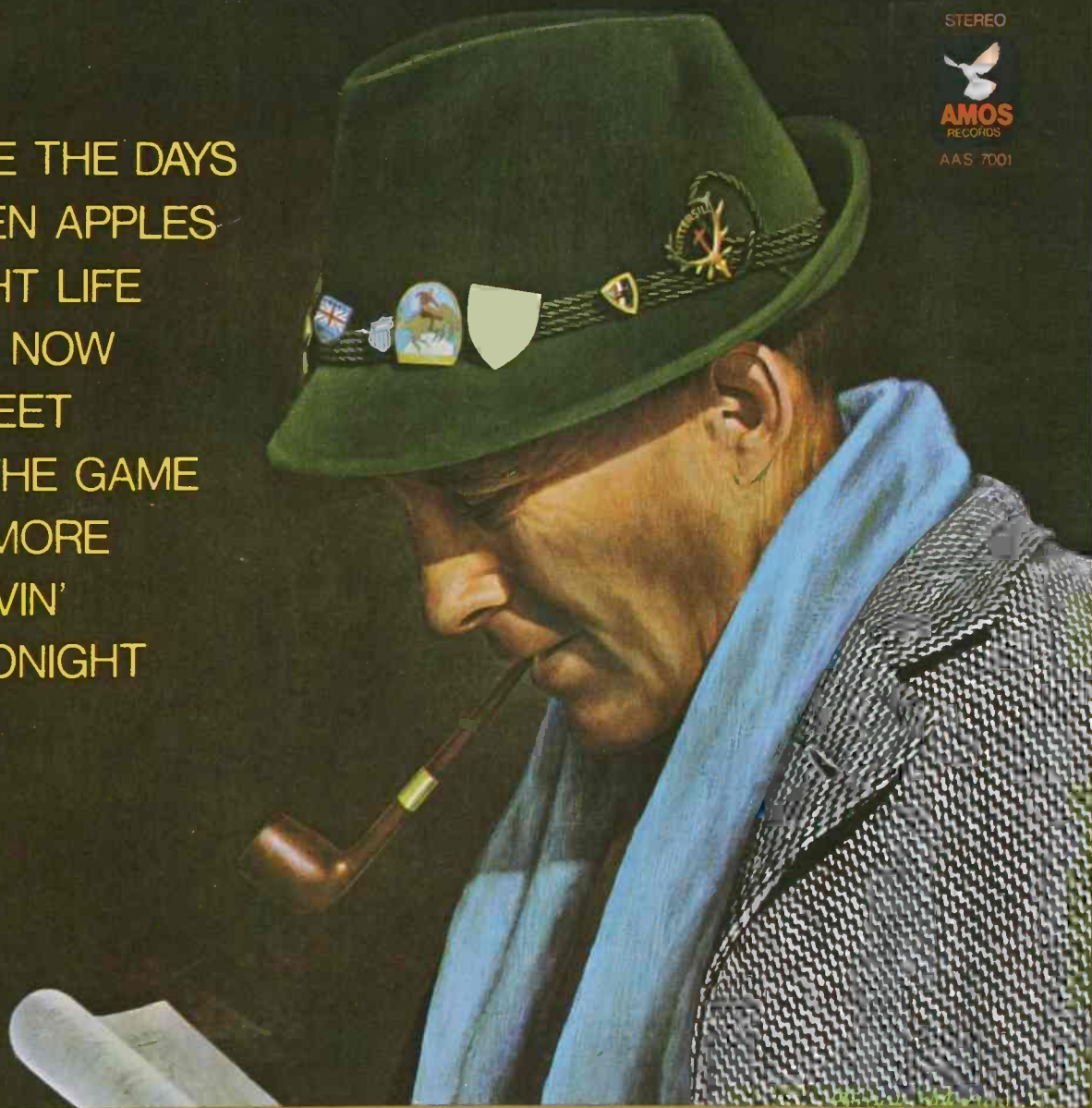
# AMOS RECORDS

*Takes Flight with...*



## *Hey Jude / Hey Bing!*

HEY JUDE  
THOSE WERE THE DAYS  
LITTLE GREEN APPLES  
THE STRAIGHT LIFE  
BOTH SIDES NOW  
LONELY STREET  
IT'S ALL IN THE GAME  
MORE AND MORE  
LIVIN' ON LOVIN'  
JUST FOR TONIGHT



STEREO



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WITH THE **Jimmy Bowen Orchestra & Chorus**  
PRODUCED BY JIMMY BOWEN

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**HEY JUDE** by **BING CROSBY** is destined to be one of the most talked about exciting records of the year! It was performed by Bing Saturday night, March 1, on the Hollywood Palace before 30,000,000 people and the **IMPACT** was felt where it counts...in profit for you.

**HEY JUDE** is also available as a single, **AJB111**, b/w **LONELY STREET**.





# CashBox Record Reviews

## Picks of the Week

**DIANA ROSS & THE SUPREMES & THE TEMPTATIONS** (Motown 1142)  
**I'll Try Something New** (2:18) (Jobete, BMI, — Robinson)

Trying something old, "Something New" and some potent blue styling Diana Ross and the Supremes and the Temptations bounce back from their #1 first combined effort to a second single with the same explosive sales power (accent on the POW!). A winner from the start, this side just keeps on building from there. Flip: "The Way You Do the Things You Do" (1:39) (Jobete, BMI — Robinson, Rogers)

**ELVIS PRESLEY** (RCA 9731)  
**Memories** (3:04) (Gladys, ASCAP — Strange, Davis)

Backing up his biggest breaking hit in several years, Elvis Presley turns up a splendid ballad taken (as was "If I Can Dream") from his recent tv special. Easy going material is infused with one of Presley's finest ballad vocal performances and wrapped in a special arrangement. Flip: "Charro" (2:42) (Same credits.) (Title song from Presley's soon to open new movie.

**GARY PUCKETT & THE UNION GAP** (Columbia 44788)

**Don't Give in to Him** (2:25) (4 Star, BMI — Usher)

Introducing the '69 Gary Puckett, "Don't Give in to Him" offers the first major material change that the group has offered since finding the golden formula. Arrangements and vocals still feature the team's powerful sound, and the slower, slightly softer performance should score even more heavily with MOR programmers. Flip: "Could I" (3:07) (Viva/Blackwood, BMI — Fuller, Puckett)

**DEEP PURPLE** (Tetragrammaton 1519)

**The Bird Has Flown** (2:57) (Ganja, ASCAP — Lord, Blackmore, Evans  
**Emmaretta** (3:02) (Same credits.)

Mixing up the influences of Iron Butterfly and the early Spencer Davis Group, Deep Purple evolves a sound packing a solid impact which should crash into the saes picture. "The Bird Has Flown" features the progressive drive to snare AM and FM breakouts. Not to be overlooked, "Emmaretta" opens with a blistering intro that sets up immediate magnetism to turn up a two-sided winner here.

**THE CHAMBERS BROTHERS** (Columbia 44779)

**Are You Ready** (3:35) (Dolot, BMI — Chambers)

Heavily anticipated since its television presentation almost two weeks ago, this new outing from the Chambers Brothers has initial indications of becoming an instant breakout on release. Side is a driver which follows up "I Can't Turn You Loose" with the power to well surpass their last hit. Flip: "You Got the Power to Turn Me On" (2:55) (Chambro, BMI — Chambers)

**BOOKER T & THE MG'S** (Stax 0028)

**Time Is Tight** (3:14) (East/Memphis, BMI — Jones, Jackson Jr., Dunn, Cropper)

Right behind "Hang 'Em High" Booker T & the MG's come back with a slower, but much more soulful instrumental side that is bound to break with a bang. Murky mood organ opening picks up with some bright combo work on a climbing effort from the score to "Up Tight." Flip: "Johnny, I Love You" (3:00) (East/Memphis, BMI — Jones) First vocal showing by Booker T Jones could turn the lid into a two-sided hit.

**PAUL ANKA** (RCA 0126)

**In the Still of the Night** (2:38) (Cherio, BMI — Parris)

Realizing his strongest sales in some while via the oldie route, Paul Anka follows suit in this new effort forced from his new LP by heavy Chicago play. Charged ballad done up with chorus backing and a very fine vocal to revive the Five Satins classic. On the way up already with a solid headstart. Flip: "Pickin' Up the Pieces" (3:33) (Beresford, BMI — Anka, Gosh)

**THE ISLEY BROTHERS** (T Neck 901)

**It's Your Thing** (2:49) (Brothers Three, BMI — R, O & R Isley)

Introducing their own new label, the Isley Brothers come on with a heavy hitting pop-r&b side that should have the "Shout" men bounding back into the sales picture. Solid dance beat material and a brash vocal performance makes "It's Your Thing" a powerhouse premiere piece for the team. Flip: (No info.)

**RAY STEVENS** (Monument 1131)

**Gitarzan** (2:59) (Ahab, BMI — Stevens, Everette)

Bouncing out of his message bag and back into the novelty line that originally established his reputation, Ray Stevens comes up with a comic blockbuster that spotlights his penchant for vocal as well as lyrical humor. Must be heard to the end 'cause the finale makes this a monster shot. Flip: "Bagpipes-That's My Bag" (Ahab, BMI — Stevens)

**BOBBY WOMACK** (Minit 32059)

**I Left My Heart in San Francisco** (2:22) (General, ASCAP — Cory, Cross)

The lyrics may be basically the same, but this handling of the Tony Bennett classic has a brand new feel that will carry Bobby Womack well into the best seller picture on pop as well as blues lists. Showing a heavier action with his last two singles, Womack should break wide open with this one. Flip: "Love, the Time is Now" (3:19) (Asa, ASCAP — Womack, Holiday)

**CHER** (Atco 6658)

**Yours Until Tomorrow** (2:53) (Screen Gems/Columbia, BMI — Goffin, King)

Featuring a song that had nibbles of success in both pop and blues market versions before, Cher debuts with Atco in a performance that should carry impact with teen and many FM programmers. Side is speeded up a bit and arranged in the Sonny & Cher manner which puts more drive into the contemporary ballad side. Flip: "The Thought of Loving You" (2:45) (Luvlin/Golden Egg, BMI — White)

## Picks of the Week

**JAMES BROWN** (King 6222)

**Soul Pride (Part 1)** (2:10) (Golo, BMI — Brown, Ellis)

Booming instrumental side with the brash James Brown brass and a terrific bass showing make the songster's new side a solid programming choice with blues and pop deejays. Splendid dance side here that should see the same good response his instrumental of last year met. Flip: "Part 2" (2:10) (Same credits.)

**ANTHONY & THE IMPERIALS** (Veep 1303)

**Anthem** (2:37) (Razzle Dazzle, BMI — Randazzo, Pike)

Total change on the part of Anthony & the Imperials brings the team back to a soul style that should have them jumping into the best seller lists in the manner that has been missing for awhile. Pulverizing vocal and rhythm outing with high voltage impact. R&B and pop blockbuster. Flip: "Goodbye Goodtimes" (2:55) (Anerclasa, BMI — Gourdine, Colling)

**THE O'JAYS** (Bell 770)

**Don't You Know a True Love** (2:50) (Ginrick, BMI — Kerr)

Solid team sound in the O'Jays manner is joined by production and material steeped in the "Cloud Nine" spice, but with love lyrics. Hearty side that has heavy blues impetus to guarantee r&b breakouts with a powerful spillover likely into the teen lists. Headed for hit receptions. Flip: "That's Alright" (Suave, BMI — Williams, Baxter)

**SAM & DAVE** (Atlantic 2608)

**Born Again** (2:36) (Birdees/Walden, ASCAP — Porter, Hayes)

Though best known for their up-tempo workouts, Sam & Dave prove equally solid as a team playing up their power with a medium-paced ballad that packs a whallop through lyrical and performance power. Side is a strong one for blues markets and could come from left field in the pop area. Flip: "Get It" (2:55) (Same credits.)

**TAMMY GRIMES** (Buddah 99)

**Father O'Conner** (2:40) (Arnold Jay, BMI — O'Connor, Capitanelli)

Pre-release discussion of this vocal version show it to be one of the first major controversy singles of this year. Narrative closely following a confessional scene is interspersed on a solid ballad performance that will provoke enough listener response to make this a heavily sought side with or without programmer approval. Flip: "I Really Loved Harold" (4:15) Kama Sutra/Amelanie, ASCAP — Safka

**PAT BOONE** (Tetragrammaton 1516)

**July You're a Woman** (3:01) (Great Montana, BMI — Stewart)

Delightful pop-folk ballad in the "Gentle on My Mind" manner gives Pat Boone a terrific shot at breaking back into the teen sales charts. Side is filled with the gently offered vocal charm that should win MOR play and has a glittery banjo touch to click with young listeners. Flip: "Break My Mind" (3:57) (Windward, BMI — Loudermilk)

**EDDY ARNOLD** (RCA 0120)

**Please Don't Go** (2:12) (Robbins, ASCAP — Sigman, Bracchi, D'Amzi)

Very attractive ballad in a slow waltz time shows Eddy Arnold to splendid advantage. The material and performance give this track a most delightful and direct easy listening appeal. Resembling the "Barcarolle" from "Tales of Hoffman," the new E.A. effort should show solid programming and sales results. Flip: "Heaven Below" (2:40) (Viva, BMI — Fuller)

**PAUL MAURIAT** (Philips 40595)

**Sweet Charity** (3:07) (Notable/Lida, ASCAP — Coleman, Fields)

Bright, light band arrangement of the theme from "Sweet Charity" makes Paul Mauriat a double-winner, coming as it does simultaneous with "Hey Jude" last week. Strong initial responses have already been indicated at MOR stations and the side's appealing treatment could turn it into another "Love Is Blue." Flip: "Irresistiblement" (2:13) (B.I.E.M. — Renard, Aber)

**SONNY STITT** (Enterprise 9001)

**Private Number** (2:54) (East/Memphis, BMI — Jones, Bell)

Seeking to extend his reputation from the jazz field into the realm of pop, Sonny Stitt makes an impressive move with this smoky blues instrumental rendering of the recent William Bell & Judy Clay noise maker. Softened treatment could add a sizeable amount of MOR exposure to the deck's support. Flip: "Heads Or Tails" (2:42) (East/Memphis, BMI — Jones, Jackson, Dunn, Cropper)

**BING CROSBY** (Amos 111)

**Hey Jude** (3:30) (Maclen, BMI — Lennon, McCartney)

Strange as it seems, "Hey Jude" has yet another heavy prospect in this performance by Bing Crosby. Already picking up programming by Paul Mauriat, this vocal version is beginning to appear on some strong playlists and could come into the winner's circle with easy listening and campy teen exposure. Bears watching. Flip: "Lonely Street" (2:30) (4 Star, BMI — Belew, Sowder, Stevenson)

## Special Interest Selection

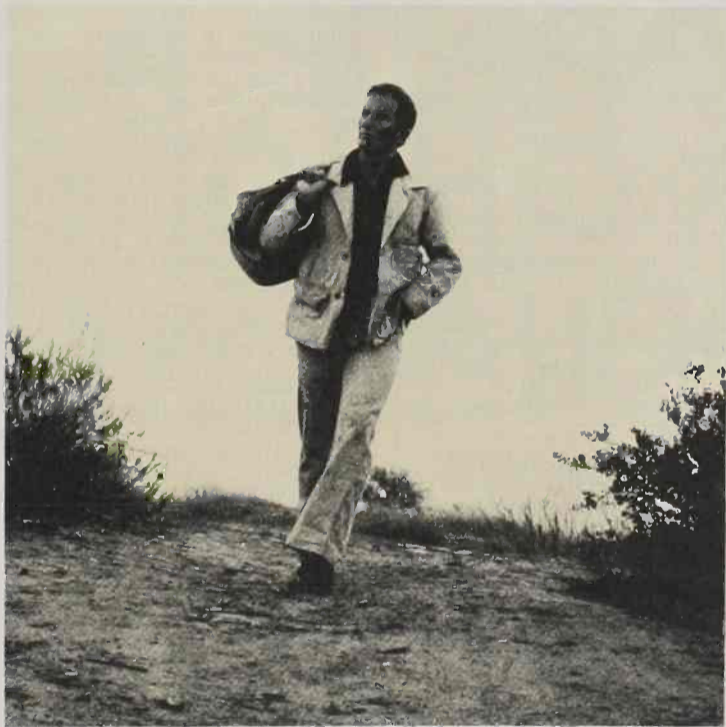
**RED SKELTON** (Columbia 44798)

**The Pledge of Allegiance** 4:13) (Valentine, ASCAP)

Aired by several stations and forced out as a single following his network performance, this dramatic presentation explains the Pledge of Allegiance phrase by phrase for youngsters who have lost its meaning through rote repetition. The sort of left field material that made "An Open Letter" or "The Ballad of Two Brothers" sentiment filled smashes.



# Boone cannot live on bread alone.



To the tune of 50 million records, Pat Boone is one of the industry's all-time money-makers.

"But," he tells us, "I want to do the stuff they'd never let me do before."

We've heard it and we're coming with it. It's Big.

Another million records can't hurt Pat's record.  
And, we can always use the bread. Can't you?

"July, You're A Woman" on Tetragrammaton.





# CashBox Record Reviews

## Newcomer Picks

**PETER SARSTEDT** (World Pacific 77911)

**Where Do You Go (My Lovely)** (Unart, BMI — Sarstedt)

Peter Sarstedt's lyrics have a razorlike incisiveness that trims away the surface luster of high-styled fashionables. Sounding like a Donovan with schooling in chanson, Sarstedt presents his tale in a manner that has already exploded in England and should shatter American sales charts as well. Deejay copies include the full 4:42 version with a shortened 3:29 side. Definitely dynamite.

**BABY HUEY & THE BABYSITTERS** (Curton 1939)

**Mighty Mighty Children - Pt 1** (2:25) (Camad, BMI — Mayfield)

Though the group's name might not give the image, this act comes on like a ten-ton Family Stone. Sensational rhythmic and instrumental impact is matched by a heavy helping of vocal drive to kick off this new generation side. Anticipate FM/R&B and pop explosions. Flip: Part 2 (2:35) (Same credits.)

**LLOYD W. WILLIAMS** (ABC 11195)

**I Need You Now** (2:17) (Tiny Trumpet/Pamco, BMI — Williams)

Mellow pacing and a super smooth vocal by Lloyd W. Williams give the new artist a very fine blues-pop outing with the solid sound to break into a strong sales run. Track offers the added impact of a well put together love lyric which should deliver the extra impetus to break this splendid side. Flip: "Be Mine Tonight" (3:06) (Same credits.)

**ALZO & UDINE** (Mercury 72895)

**C'mon & Join Us** (3:45) (MRC, BMI — Alzo)

New duo with an easygoing style that blends appeal for both pop and blues markets along the lines of Johnny Nash's recent "Hold Me Tight." Track that marks the team's debut is a strong one, which may take a second listen but should prove well worth the time. Flip: "Define" (1:52) (MRC, BMI — Alzo, Udine)

## Best Bets

**MOBY GRAPE** (Columbia 44789)

**Trucking Man** (2:02) (South Star/Blackwood, BMI — Mosley) Strong progressive team shows up with a highly commercial side on this rock (with a tinge of country) effort from their "Moby Grape 69" album. Could explode pop. Flip: "If You Can't Learn from My Mistakes" (2:34) (South Star/Blackwood, BMI — Lewis)

**RICHARD HARRIS** (Dunhill 4185)

**One of the Nicer Things** (3:23) (Canopy, ASCAP — Webb) Attractive material originally released by Jimmy Webb is revived by Richard Harris on a soft pop ballad that could see enough action to bring him back into the heavy, heavy sales picture. Flip: "Watermark" (4:27) (Same credits.)

**LALO SCHIFRIN** (Paramount 0001)

**The Getaway** (2:17) (Ensign, BMI — Schifrin) Powerful instrumental from Lalo Schifrin's new "More Mission: Impossible" features a fine blues organ solo and fiery orchestral impact. Flip: "Self Destruct" (2:37) (Same credits.)

**BUDDY MILES EXPRESS** (Mercury 72903)

**Miss Lady** (2:58) (Miles Ahead/Three Bridges, BMI — Miles) Progressive team and a new styled old-blues effort could come on strong enough with FM programming to catch breakout receptions. Flip: "69 Freedom Special" (2:53) (Freedom Express, BMI — McCarty, Rich)

**HUMAN BEINZ** (Capitol 2431)

**This Little Girl of Mine** (2:20) (Hill & Range, BMI — Charles) Oldie from the Ray Charles songbook makes a solid vehicle for the Human Beinz to score with. Side could return the act to best seller lists. Flip: "I've Got to Keep on Pushin'" (2:35) (Carpenter, BMI — DeAzevedo, Youshock)

**THE LEFT BANKE** (Smash 2209)

**Bryant Hotel** (3:22) (Tom Feher, BMI — Feher) Novelty sound from the progressive lists gives the Left Banke a very fine side to catch sleeper action. Story is of a sleazy location setting rocked up and packing the strength to take off. Flip: "Give the Man a Hand" (2:31) (Rubott, BMI — Popockit)

**THE YELLOW PAYGES** (Uni 55107)

**Never Put Away My Love for You** (2:20) (World Showplace, BMI — M & L Bookasta) Cuteness gives this effort an extra punch which could break it among teen listeners. Fine young love lyric and a pretty near-BeeGees magnetism. Solid left-field choice. Flip: "The Two of Us" (2:50) (World Showplace/Highwood, BMI — Hortter, Ham)

**THE BARDS** (Parrot 337)

**Tunesmith** (3:01) (Johnny Rivers, BMI — Webb) Interesting material from the while ago Jimmy Webb songbook has popped into the West Coast picture via secondaries. Easy going ballad with fine folk and pop instrumental assistance to carry pop favor. Flip: "Goodtime Charlie's Got the Blues" (2:16) (Burdette, BMI — O'Keefe)

**THE UNIQUES** (Paula 320)

**Sha-La Love** (2:10) (Su-Ma, BMI — J & R Stampley) Electric sitar traces and a throbbing rock arrangement put frosting on this medium-speed teen track. Side has an impact that could bring in spotlights on the top forty circuit. Flip: "You Know (That I Love You)" (2:39) (Su-Ma, BMI — Uniques)

**THE MAIN ATTRACTION** (Tower 464)

**Friends** (2:40) (Attraction, BMI — Salo) Material and vocal sound give this session an almost Sonny & Cher sound, but with more rhythmic thrust. Track is a softly satiric effort which could attain pop reaction. Flip: "Jonathan" (3:10) (Same credits.)

**PATTI LABELLE & THE BLUEBELLS** (Atlantic 2610)

**Dance to the Rhythm of Love** (2:54) (Tattersall, BMI — Wayne, Golden) Booming side that has the dance impact and performance appeal to explode with r&b deejays and spread into a pop sales break. Flip: "He's Gone" (2:53) (Cotillion, BMI — Williams, Jr, Harrison)

**THE PLAYHOUSE** (Steed 714)

**Just We Two** (2:58) (Broadside/Otiv/Bubble, BMI — DiBenedetto, Tudanger) Starting in a folk-pop manner and blossoming into a more fully backed teen ballad, this side may get enough pop attention to spark noisemaker sales. Flip: "C'mon & Ride" (2:47) (Same credits.)

## Best Bets

**JOE BATAAN** (Up Tite 0011)

**Under the Street Lamp** (2:58) (Hanga/Stockbridge, BMI — Conwell, Colbert) Having made a successful bridge between Latin and blues breakouts, Joe Bataan adds a touch of Soulful Strut-ting to this oldie come back with impact. Flip: (No info.)

**NAT ADDERLEY** (A&M 1030)

**Calling Out Loud** (2:30) (Upam, BMI — Adderley, Fischer) Eddie Harris influenced (?) instrumental from Nat Adderley has enough blues and pop appeal to breakout on the sales lists with enough exposure. Flip: "Bifra/Haifa" (3:30) (Upam, BMI — Adderley)

**KING CURTIS & THE KINGPINS** (Atco 6664)

**Games People Play** (2:40) (Lowery, BMI — South) Sitting top ten on the pop lists, "Games People Play" comes in for an r&b push in this instrumental rendering by King Curtis. Excellent performance that could spillover. Flip: "Foot Pattin' Pt 2" (2:17) (Kilynn, BMI — Ousley)

**LONNIE SMITH** (Blue Note 1945)

**Think** (3:35) (Fourteenth Hour, BMI — Franklin, White) Jazz treatment of the Aretha Franklin side that has the blues appeal to bring home programming picks enough to break wide open. Splendid workout. Flip: "Son of Ice Bag" (3:35) (Cherio, BMI — Masakela)

**LITTLE RICHARD** (Okeh 7325)

**Whole Lotta Shakin' Goin' On** (2:55) (Pic/Rosarita, BMI — Williams, David) Back to the early rock material of Jerry Lee Lewis, Little Richard should attract enough exposure with this side to activate some sales action. Flip: "Lucille" (1:20) (Venice, BMI — Collins, Peniman)

**BASIS OF THE THING** (Chi-Line 2504)

**Individual of Society** (2:49) (Cross-Meyer, BMI — Tuthill, Jr. (Regional action could prove strong enough for this contemporary rock ballad. Message lyric is presented clearly and by a group that shows promise of developing solidly. (No flip info.)

**RICHARD MARKS** (Roulette 7034)

**Funky Four Corners** (2:28) (Kofi Beat, BMI — Marks) The strength of the four corners and a James Brown styling is given further impact by some very powerful work instrumentally on this new blues effort. Flip: instrumental version, same credits.

**ALICE CLARK** (Warner Bros.-7 Arts 7270)

**You Hit Me (Right Where It Hurt Me)** (2:52) (Jobete, BMI — Kerr, Moy, Valvano) From the Detroit music mill and done up in a more eastern manner, this blues-rock outing could make Alice Clark a strong newcomer with r&b and pop appeal. Flip: "Heaven's Will" (3:27) (Millbridge/Gossip, BMI — Jones, Mitchell)

**JON LUCIEN** (Capitol 2427)

**The Pied Piper** (2:33) (Chardon, BMI — Kornfeld, Duboff) Crispian St. Peter oldie is completely renovated with a blues orchestration that should prove the fuel that will boost the song into a blues spotlight. Performance could catch added pop breakaways. Flip: "Country Boy in the Great Big City" (2:34) (Parenthesis/Beechwood/Luvlin, BMI — Fleming)

**SWEETWATER** (Reprise 0816)

**Motherless Child** (3:03) (Rainwater, BMI — Adpt & Arr: Herrera, Nevins) Latin/pop/jazz and progressive blend that features a vocal in the Gracie Slick mold. Track is likely to see FM action enough to bring in a breakout prospect. Flip: "Why Oh Why" (2:48) (Rainwater, BMI — Moore)

**ANGELA LANSBURY** (Columbia 44787)

**I Don't Want to Know** (2:39) (Jerryco/ASCAP — Herman) Freshly styled French romantic number from the score of "Dear World" is bound to bring plenty of programming activity to this Angela Lansbury performance. Flip: "One Person" (2:25) (Same credits.) Dramatic song from the same show.

**STEVE & EYDIE** (RCA 0123)

**Real True Lovin'** (2:52) (Greenwood, BMI — Parks) Pretty material offered with a delightful arrangement on the new Steve Lawrence/Eydie Gorme duet. The side is a sparkler which should catch the fancy of MOR and softer spinners. Flip: "Chaple One" (2:32) (Greenwood, BMI — Parks)

**NICK DeCARO & ORCH.** (A&M 1037)

**Happy Heart** (2:59) (Miller, ASCAP — Rae, Last) Having had a splendid showing for "If I Only Had Time," Nick DeCaro bounces back with "Love Is Blue" sy instrumental that is certain to explode on softer format shows and could come in strong on the sales front. (No flip info available.)

**HENRY JEROME** (United Artists 50505)

**Big Spender** (2:46) (Notable/Lid, ASCAP — Coleman, Fields) Bright big band with a pop punch treatment of the well-known side from "Sweet Charity." Tune's power is added by the arrangements and performance here. Flip: "World of Love" (2:05) (United Artists, ASCAP — Jerome)

**CHARLIE BYRD** (Columbia 44782)

**Wichita Lineman** (2:49) (Canopy, ASCAP — Webb) Softly styled treatment of the Glen Campbell smash that gives the song one of its most dramatic instrumental renderings. Sweet material for easy listening with flair. Flip: "I Don't Have Take It" (3:12) (Edlia, BMI — Plummer)

**THE GIRLS FROM PETTICO JUNCTION** (Imperial 66346)

**Wheeling West Virginia** (2:10) (Seda/Gems/Columbia, BMI — Seda/Greenfield) Pretty change-of-pace material for MOR programmers and light touch that could see pop action. Flip: "Thirty Days Hath September" (2:20) (Bourne, ASCAP — Jacobs/Kronides) Sprightly coupling side that has a smooth power to gain added exposure for the single.

**RICHARD HAYMAN** (Command 41)

**Theme from the Killing of Sis George** (2:47) (Ampco, ASCAP — Fried) Exceptional instrumental presentation which should attract size programmer attention in MOR area. Theme is very much like a powerful rendering of Francis Lai's movie score. Flip: "Theme from For Love of P" (2:40) (Ampco, ASCAP — Ralston Jones)

**THE DAN TERRY THING** (Daddy 1003)

**Bath House Brass** (2:43) (Mark/ASCAP — Byers) Clever concocted big band and kazoo arrangements. Dan Terry a solid shot at nabbing change-of-pace spotlight exposure most format programs. Could catch fire as a novelty instrumental cor Flip: "Bye Bye Love" (2:08) (Hill of Bryant, BMI — Bryant)

**PHOENIX-70** (LHI 6)

**I Heard It Through the Grape** (2:45) (Jobete, BMI — Whitfield/Strong) Jazz combo reading of Gladys Knight/Marvin Gaye hit could see MOR and pop play as spinoff jukebox sales. Flip: "C On" (2:28) (Lee Hazlewood, ASCA Haskell)





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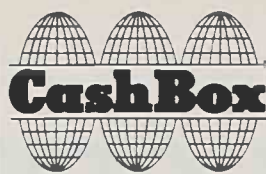
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## CashBox Record Reviews

### Best Bets

**BIGGIE RATT** (ABC/Apt 26001)  
**We Don't Need No Music** (2:15) Pamco, BMI — McCloud) Rough, rambling rhythm side with the impact of a new "Dance to the Music." Track introduces a new artist who could come from left field into pop and r&b consideration. Flip: "Escape" (2:15) (Same credits.)

**DON BRYANT** (Hi 2156)  
(Placid/Jec, BMI — Rice) Sparkling blues material and a perky reading from Don Bryant set this side up for exposure in pop and blues markets. The lid's impact could turn it into a breakaway, seller. Flip: "You Cause Me to Wonder" (2:01) (Dleif, BMI — Rice)

**THE SANDPEBBLES** (Cally 160)  
**The Garden of Eden** (3:15) (Unbelievable, BMI — Vann) Another splendid performance from the "Love Power" team gives the Sandpebbles a shot at breaking both blues and pop markets. Bound to attract exposure, and a likely sales runner. Flip: "You Turn Me On" (2:45) (Same credits.)

**DEE IRWIN & MAMIE GALORE** (Imperial 66359)  
**I Didn't Wanna Do It, But I Did** (3:02) (Wally Roker/Metric, BMI — Ervin, Higgins) Very fine team which has been cooking for the last several months and now has a track with the potential to break them into the sales lists. Combined blues and pop power on this lid. Flip: "Day Tripper" (2:53) (Maclen, BMI — Lennon, McCartney)

**SKYLINE DRIVE** (Revue 11043)  
**Tonight Could Be the Night/Little Darlin'** (2:05) (Combine/Excellorec, BMI — Johnson/Williams) Two oldies are presented in overlay fashion with a booming current-day beat that could put the side across with teen listeners. Flip: "Make it to Spain" (2:10) (Thirty Four, ASCAP — Levin, Michaels, Hill, Larson)

**PEGGIE & ARTIE** (King 6174)  
**I'll Be Leaving You Soon** (3:00) (You & Me, BMI — Spurling, Harrison) Hearty new soul duo is introduced by a medium-paced side that should attract considerable r&b notice. Could break into pop running as well. Flip: "How Do You Feel" (2:08) (You & Me, BMI — Sherman, Sherman)

**THE PROPHETS** (Smash 2161)  
**I Got the Fever** (2:54) (Chantain/MRC, BMI — Smith) Material in a Jay & the Techniques bag and a performance with the lively power to match on this new side from The Prophets (not to be confused with Thee Prophets). Tune has energy enough to boost pop and some r&b sales. Flip: "Soul Control" (2:57) (Chantain/MRC, BMI — Smith, Witcher)

**WICHITA FALL** (Imperial 66356)  
**Going to Ohio** (3:22) (Asa/Broken Bow, ASCAP — Black, Roush) Fine sounding group performance on this medium-paced ballad. Splendid arrangements and the act's vocal showing could turn the side into a winner or at least spur interest in their current LP. Flip: "Ornamental Sideshow" (2:46) Same credits.

**THE ROYAL GROOVE** (Monument 1127)  
**On to Something New** (2:35) (Helios, BMI — Ogerman, English) Stunning release with some production touches and material that offers enticement for teen and some progressive-adult stations. Enough exposure could light a sales fuse for this outing. Flip: "27 Hours in the Day" (1:57) (Same credits.)

**TOM DOOLEY** (TRX 5018)  
**Don't Leave** (2:42) (Acuff-Rose, BMI — Dooley) Good receptions for his first effort should have paved the way for a solid initial acceptance on this new Tom Dooley effort. Side is a very slow, mournful lover's comment extremely well done. Flip: Longer version of "Don't Leave" which runs 3:28.

**ALBERT WASHINGTON** (Fraternity 1016)  
**Turn on the Bright Lights** (2:50) (Buckeye, ASCAP — Carlson) Old blues work-out that has the combined sales power of r&b and underground interest. Slow lamenting ballad with a solid bit of guitarwork on top of the vocal. Flip: "Lonely Mountain" (2:48) (Carlson, BMI — Fullman, Levy)

**DON PRESTON & THE SOUTH** (A&M 1025)  
**City Lights** (2:27) (Skyhill, BMI — Russell, Preston) Combined oldie flavored pop and easy listening polish give Don Preston a fine middle-of-the-road outing which could spread into markets on both sides of the generation-programming divide. Flip: (No info supplied.)

**THE McCOYS** (Mercury 72897)  
**Daybreak** (3:18) (MRC, BMI — Zehringer) Immediate FM impact is matched by heavy teen electricity which could start the McCoys moving on the singles scene again. Track is from their LP, and comes on heavy. Flip: "Epilogue" (1:41) (Same credits.)

**THE HOOTERVILLE TROLLEY** (Lyette 551)  
**No Silver Bird** (2:38) (Reginald/Stinger, BMI — Phillips) Fuzz-rock effort with a fine instrumental backdrop to initiate listener interest. Side could see twin actions with pop and some FM stations. Flip: "The Warmth of Love" (2:21) (Same credits.)

**NINO TEMPO & APRIL STEVENS** (Bell 769)  
**Yesterday I Heard the Rain** (2:18) (Dunbar, BMI — Lees, Manzanero) "Lo Mucho Que te Quiero" influenced rendering of the Mexican song first offered by Tony Bennett some months back. Side is catchy enough in English/Spanish overlay to delight MOR and pop programmers. Flip: "Did I or Didn't I" (2:45) (MRC, BMI — Bernstein, Millrose)

**THE EAST SIDE KIDS** (Uni 55105)  
**Is My Love Strong** (2:55) (Lewistown Mark, BMI — Fleck) Moderately paced rock effort that places power where many sides rely on tempo. Team has enough impact to attract considerable attention with pop programmers. Flip: "Taking the Time" (2:40) (Highwood, BMI — Doud)

**THE ENDLESS PULSE** (Laurie 3488)  
**Wake Me Shake Me** (2:59) (Jobete, BMI — Holland, Dozier, Holland) Four Tops side comes back from the past with a heavy revision that could put it in the running for strong exposure on AM & FM pop playlists. Flip: "Nowhere Chick" (2:15) Ernie (Maresca, ASCA — Mastrangelo)

**DAN PENN** (Atlantic 2595)  
**Nice Place to Visit** (2:45) (Spoo-Pee Mulji, BMI — Fritts) Producer/writer Dan Penn makes another solid bid to catch fire on the artist front. Strong material and a pop soul ballad performance could raise this track from sleeper to climber. Flip: "Love Strange" (3:36) (Ben Ghazi, BMI Baker, Smith, Robinson)



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# CashBox Record Ramblings

## NEW YORK

**VIEW FROM BROADWAY:** The Fillmore is celebrating its first year of operation, and I guess everybody else is celebrating with them, because there are a lot of concerts scheduled for this coming weekend. Buffy Ste. Marie and Ian Sylvia headline the Fillmore on Friday for two shows. Vanilla Fudge and the Amboy Dukes come in on Saturday. The Association make a rare N.Y. appearance when they play Fordham University on Fri (7). O. C. Smith at the Felt Forum, also on Fri, along with the Checkmates LTD. Peter, Paul & Mary at Carnegie Hall on Fri. and Sat. Bill Cosby at Felt Forum on Sat. (8). Meanwhile, back at the Scene, Steve Paul is building up the excitement for Jerry Lee Lewis' one-night stand on Mar. 17. Three Dog Night makes its East Coast debut from Mar. 3-6, Ainsley Dunbar makes its U.S. debut, Mar. 3-9, a new B.B. King discovery, Larry Davis and his Blues Group play the club Mar. 5 & 6, and Country Joe & the Fish do a two day benefit for the Resistance and Jerry Rubin's Defense Fund on Mar. 10 & 11. Oh yes, the Cafe Au Go Go and the Bitter End will also be providing some musical entertainment.

Congrats to Bee Gee Maurice Gibb and Lulu, who did the thing last week (18) in a small private ceremony in England. More congrats to concert

promoter Ron Delsener and his wife, Ellen, who've just booked their first child, 6 lb 2 oz Samantha. Also a proud new father is A&M's Bill Mulhern, who's new product is 10 lb 1 oz Nora Felice.

If Memphis stretches the East Coast a bit for our girl of the week, then please refer to Deanie Parker as the Super Southerner. Justification for the EC rating though rests on Deanie's sunshine monopoly, and the sun does always rise in the east. Otherwise, this songwriter/singer turned director of press and info for Stax/Volt takes the weekly title both as one of the most pleasant phonestresses in touch and as a worker who has turned Stax Fax from a mailing piece into a 24-page mini-mag.

MGM may have a sleeper album on its hands in "Rainbow," by Bobby Callender. Our East Side contacts tell us that copies of the set are being passed around by the Beautiful People.

Shadow Mann, who's been confining his appearances to TV, picked up a new backup group for live gigs. The quartet, E.S.M.F., had been working with Miss Topaz Caucasian.

Jim Stark has joined the Gifford-Wallace press office and will be handling the Fillmore ticket requests. Penny Ross is staying with the firm, but moving on to bigger and better things.

Diana Gardiner, a former East Coast

girl, has been transferred back to Los Angeles by Rogers, Cowan & Brenner. We miss her and want to wish her the best of luck. So, best of luck, Diane. The Oliver Nelson Jazz Septet will tour many of the newly-formed countries of West Africa from Mar. 3 to May 1, under the sponsorship of the Cultural Presentations Program of the United States Department of State.



Vanilla Fudge



Bill Cosby



Deanie Parker

Charlie Morrison, an infrequent visitor since he started with Audio Fidelity, took time out of his busy sked to drop up and share his excitement over the debut LP by the Sacred Mushroom, which he says is picking up air play and sales all over the country.

Shelley Finkle and Gary Kurfirst, who produced the Singer Bowl shows last summer, are producing a heavy

schedule of concerts on Long Island currently. Jeff Beck at Island Gardens (Mar. 7), Blood Sweat and Tears at Stoneybrook (Mar. 8), Ten Years After at Island Gardens (Apr. 18) and the Chambers Brothers at Stoneybrook (Apr. 12).

Jimi Hendrix producing the new Buddy Miles Album for Mercury. Bobby Scott producing three sides with Dionne

Warwick for the soundtrack of the film "Slaves," in which Dionne stars. Scott composed the songs with lyricist Bob Kessler.

Talk about devotion — Gerry Cousins gave birth last week to an 8 lb, 9 oz. son and named him JAD Bryant. The label's nat'l sales manager is married to Mel Maier.

## HOLLYWOOD

### The Cradle Rocks

"In the beginning there was nothing but rock. Then somebody invented the wheel. And things began to roll."

KHJ's 48 hour "rockumentary (the history of rock & roll)" wasn't all encompassing. It snubbed Bill Broonzy and Ida Cox, Lil Green and Wynonie Harris, Buddie Ledbetter and Jelly Roll Morton, Rosetta Tharpe and Bessie Smith. It included just one cut from the Weavers, in a four hour segment devoted to folk. And suggested that "What Kind of Fool Am I" was Sammy Davis' first chart record (it wasn't) from the Broadway production "Fiddler on the Roof." Also a no-no.

Still, for us, it was the most compelling radio show since Orson Welles and his Mercury Men landed on the plains of New Jersey. Recalling the thirties when Martin Block's Make Believe Ballroom would visit Randall's Island Stadium for a 12 hour "live" marathon of Andy Kirk, Chick Webb, Ella Fitzgerald, the Andrews Sisters and Benny Goodman.

An incredible experiment for AM radio — capsulating more than a quarter of century of music in three days and two nights. If it had merely involved 48 hours of "oldies but goodies," it would have been listenable. But the lively copy from Pete Johnson, the most articulate pop music critic south of Ralph J. Gleason, and the Ron Jacobs' production (utilizing short and incisive taped comments from artists, producers, recording engineers, managers and record execs)

contributed to making it all a brilliant splice of electronic journalism.

In the end Robert W. Morgan, acting as moderator and announcer, explained that "the history of rock & roll presents the same problem as any history — there have been inevitable omissions, both deliberate and accidental. Some accidents developed from the nature of r & r; its parentage was in doubt and it was never given birth certificates



Jeanne McDonald

but like the ugly sister, its music flowered into a beauty apparent even to its scornful family."

For those who missed it, take heart. It'll undoubtedly be repeated. And next time around, we suspect it'll be programmed during a rating period. This was one weekend in L.A. when the TV tube took a beating.

As for the possibility of making tapes

or records available to the public, we're told that since it includes "re-recording," there are legal technicalities that make this highly improbable. Broken into segments (the R&B Roots, the Grand Ol' Country Rock, the Folk Infusion, the Pop Chartsweep, the Singers, The Blues, the Words — and Music, The Groups, Projections and Conclusions) it was unique, penetrating and awfully close to perfection. Credit Bill Drake for conceiving the eclectic event. And low bows to all concerned.

Beach Boys advised by Disc and Music Echo Ltd. of London that they were



Beach Boys



Roslyn Kind

voted the #2 group in the world, second only to the Beatles, in their Valentine Day Poll Awards.

Gary Puckett (& the Union Gap) named "best male vocalist of '68" by radio station WLS — over 87,000 votes cast in the station's 2nd annual "Hit Parade Awards" poll.

West Coast Girl of the Week is Jeanne McDonald, Miss Expo of '67 and exclusive Gold Crest Recording

artist. Jeanne has just returned from a tour of Vietnam and is slated for an appearance at the Flamingo in Vegas. Most recent single: "Don't Ever Leave Me" b/w "Tell a Little Lie."

Charles Aznavour, currently filming "The Games" in London for 20th Century-Fox, set for a 12 city concert tour in Canada followed by a ten city U.S. tour beginning April 14th. He'll play Carnegie Hall on May 10 and 11. "Beautiful Thoughts by Tiny Tim," authored by the Reprise recording star, will be published soon by Doubleday. It'll be illustrated by Frazier/Hauge and Assoc. "Blues Boss" John Mayall flew to N.Y. this week to start a three month N. American tour. It all started at the Fillmore East on March 1st and on to S.F. at the end of this month. Mothers Of Invention will be making a transatlantic voyage this spring — a two week tour of the continent. It'll include dates in Britain, Belgium, the Netherlands and France.

The rights to 'the life of Django Reinhardt' have been acquired by Mickey Goldsen, president of Criterion Music, for book publication in the U.S. and motion picture usage, from Charles DeLauney, french jazz critic and author.

Rave reviews for RCA Victor's Roslyn Kind who made her nightclub debut at the Hungry i a couple of weeks back — critic Paul Emerson noted "a wide-range voice, big strong and warm in the low register, clear, soft and immensely appealing up above... the eighteen year old miss, fresh out of high school, may be Streisand's sister, but she's got the talent to make it all on her own." "Give Me You," her initial LP, is our coast ramblings "Album of the Month."

## CHICAGO

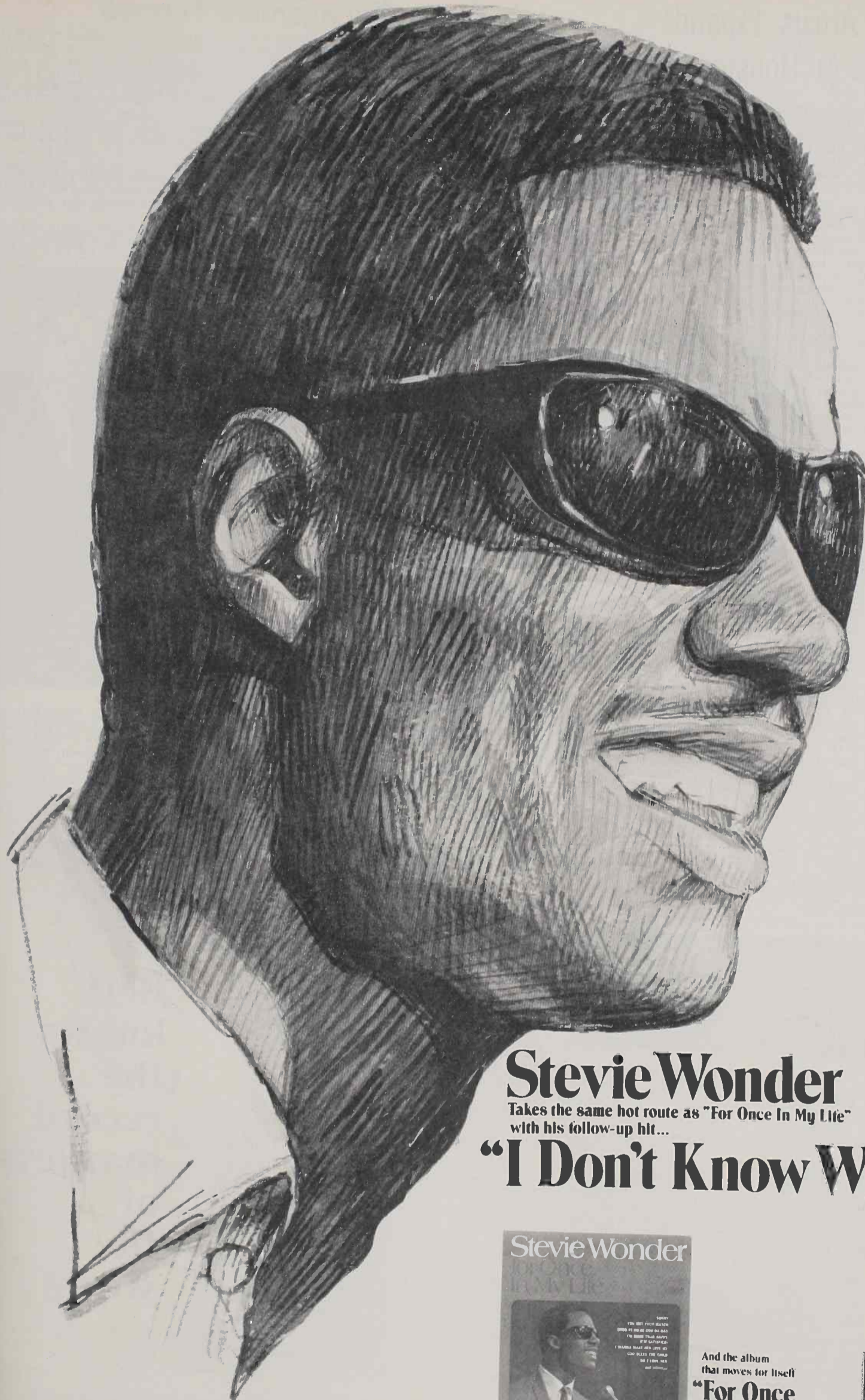
Chi-based Weis Productions announced the signing of a distribution pact with Stax Records. Al Bell, executive veepee of Stax came in last week to meet with the firm's principals. Weis recently released a new single by former Chicagoan Maurice Jackson, tagged "Forever My Love". This is the songster's first solo effort since disbanding the Maurice & The Mark IV group which, at one time, was a regular attraction on KOLO-TV in Reno. Diskery's Anne duConge informs us the record is breaking here as a

result of heavy play on the area's major r&b stations! New on-air personality at WLS is Kris Stevens (10PM-2AM) formerly with KQV in Pittsburgh. "Jacques Brel Is Alive And Well..." and celebrating its 200th performance in George Mienthal's Happy Medium Theater! Management recently instituted an after-show coffee hour for cast and audience, following each Tuesday, Wednesday and Thursday evening performance. Good luck to Irv Brusso of Ampex, who'll be departing Chicago shortly for a post in the firm's New York office. Audio-Fidelity's new midwest sales and promo mgr, Lee Brooks arranged a

full p.a. schedule for Beverly Wright who was in town exposing current release "Grass Doesn't Grow As High As The Tree" b/w "Suddenly Suddenly". Lee tells us he's been enjoying excellent reaction to both sides of the deck as well as to the "Sacred Mushroom" LP on Parallax. Josh White, Jr. is doing a string of college concerts in the midwest. London's Sam Cerami reports instant airplay on the new Engelbert Humperdinck side "The Way It Used To Be" (Parrot)! Also happening for him are The Flirtations' "Nothing But A Heartache" and Willie Mitchell's "30 60 90". Ed Redmond, newly appointed midwest

promo manager for Elektra, was on hand for the MC-5 benefit performance at the Aragon last week. Group, making quite an impact on the national album scene with initial offering "Kick Out The Jams", came in from Detroit to do the show. Local group, the P.C. Ltd. began a two-weeker in the Store Annex (25). Transamerica's Wayne Juhlin into the new 5th Dimension single "Aquarius" (Soul City), from "Hair", and World Pacific deck "Where Do You Go My Love-ly" by Peter Sarstedt. Latter item is a big hit in England.





# Stevie Wonder

Takes the same hot route as "For Once In My Life" with his follow-up hit...

# "I Don't Know Why"

T 5-4180



And the album that moves for itself  
**"For Once In My Life"**

TS 291



MOTOWN RECORD CORPORATION



# International Artists Expands Pop Horizons At Houston Base

NEW YORK — International Artists Producing Corporation, three-year-old Houston label and production organization which underwent a top to bottom switch in operating management eight months ago, is now undergoing further expansion and addition of new personnel.

Ray Rush, who joined the firm last year as general manager and who is the producer of the chart single, "Hot Smoke and Sassafras," by the hard rock group, Bubble Puppy, has disclosed plans for the addition of sales and promotion execs and an expansion of the company from its current rock base into country and rhythm and blues areas.

The firm is also now geared, according to Rush, who cut his eye teeth in the disk business as a background singer with Roy Orbison and the late Buddy Holly, to handle management of its artists through its subsidiary, Artists Management Agency, as well as publishing through its affiliate, Tapier Music (BMI).

IA's Brock Street building, which is conveniently near the Houston International Airport, is being completely refurbished while long-silent recording

studios are being put on an operational basis with new eight track equipment. The Bubble Puppy single, and a forthcoming LP by the group, were cut in the company's own studios.

Bill Dillard, Noble Ginther and J. L. Patterson, prominent Houston businessmen with a diversity of business interests, along with Rush, form the quartet of top policy-making executives for the company. Rush noted that plans also call for adding a number of young and imaginative producers to the IA staff. First of these, and already active, is Michael Barker, who is a writer, producer and promotion man.

The company will release a minimum of two new LP's per month, with this figure expected to be stepped up before year's end. Nine LP's are current in the catalog, including four by the 13th Floor Elevators, another local rock group, which has achieved a measure of national prominence through various singles, including "You're Gonna Miss Me," a top 30 item several seasons ago. A current single is "Livin' On."

## Coming Soon: Col's 1st Album By Man

NEW YORK — Columbia Records' first album by its new rock group Man is due soon. Named after the group, set was produced by Bob Johnston, who has produced the records of such Columbia notables as Bob Dylan, The Byrds, Johnny Cash and Leonard Cohen.

Man, a new group on the contemporary scene, is made up of five members: Supa (lead guitar, acoustical guitar and vocals), Dennis (rhythm guitar, electric piano and vocals), Richie (bass guitar and vocals), Gilbert (organ, piano, harpsichord and flute), and Tony (drums, percussion and harmonica). The group was recently introduced at the Scene in New York.

# Fusco Management Formed

NEW YORK — Vinnie Fusco, formerly of Albert B. Grossman Management, has announced the formation of his own new management company.

In the past, Fusco has worked with Janis Joplin, Big Brother, Richie Havens, The Band (From Big Pink), the Electric Flag and other giants from the Grossman stable.

Fusco has signed to management contracts: The Lighthouse, a 12 piece rock group combining a brass quartet, a string quartet and a rock quartet; Skip Prokop (formerly of the Paupers) and most recently drummer with Mike Bloomfield and Al Kooper on the

"Super Session" albums; Paul Hoffert, who is doing arranging, producing, and composing (he wrote the music for "Get Thee To Canterbury"); Jonathan Kramer, who is best known for his role in the Broadway hit musical "Hair," singer, composer and an Epic artist; Ken Lauber, who scored the music for the film "The Drifter," which won the Venice Film Festival; and Great Jones, a new rock group, still being formed by Jay Trainer.

Mr. Fusco is going to handle much of the Publishing and production for his clients.

He is currently looking for quarters for his new and exciting operation.



CAPTIVATING CATERINA: Caterina Valente, London Records songstress, was congratulated at her recent opening at the Royal Box in New York's Hotel Americana by (l. to r.): Preston Tish, head of Loew's hotel chain; Herb Goldfarb, sales manager of London Records; and Phil Wesen, head of London Records Distributing of New York.

## C, P&W March Tour

NEW YORK — The producing, writing and performing team of Terry Cashman, Gene Pistilli and Tommy West have slated a round of public appearances during March. C, P & W will share the bill with Ian & Sylvia at Millersville State College in Pennsylvania on the 2nd. They will appear with Judy Collins at the Lyric Theatre in Baltimore on the 16th and are also scheduled for Hancock Hall in Boston with Gordon Lightfoot. During their mini-tour, Cashman, Pistilli & West will highlight their newest compositions. At the conclusion of the tour, C, P & W will return to New York to wrap up promo plans for their upcoming releases on Capitol Records.

POPULATION 18,298,000  
AREA 1,221,037 sq. kms.  
MAJOR CITIES  
Johannesburg 1,152,825  
Cape Town 807,211  
Durban 681,492  
Pretoria (Capital) 422,590

POPULATION BY AGE GROUPS (1960)  
0-14 6.4 million  
15-24 2.9 million  
25-49 4.8 million  
50 1.9 million  
total 16.0 million

NUMBER OF FAMILY UNITS 4.5 million  
EXCHANGE RATE £1 2 rand  
PER CAPITA INCOME PER ANNUM. \$181  
BLOC MEMBERSHIP None

BREAKDOWN OF POPULATION  
European 33%  
Bantu 58%  
African 3%  
Coloured 10%

# SOUTH AFRICA



Total number of Juke Boxes in Operation 200

Year	Units	Retail Value £
1964	5,178,918	£4,762,181
1965	5,612,097	£5,365,741
1966	5,805,877	£5,386,557

Sales by type (1966)  
7 31.9%  
7 EP 3.3%  
10 78 25.3%  
12 33 25.5%

Number of Record Companies 8  
Majors 3  
Others 5

Number of Record Pressing Plants 6

Number of Recording Studios of Major Record Manufacturers 2  
Others 3

Number of Record Labels  
Indigenous labels currently active 29  
Additional foreign-owned labels present under license 92

Number of Wholesale Record Distributors 6

Number of Retail Record Outlets Approx. 2,500

Number of Record Clubs 2  
Number of Rack Jobbers 5

Estimated number of Record Players 1 million  
1965 Production 80,000

Number of Radio Stations S.A. Broadcasting Corporation controls, operates Radio S. Africa. There are four national services in English, Afrikaans and Bantu and two of these are commercial services. Additionally there are three regional services Radio Highveld, Radio Port Natal and Radio Good Hope. Also Radio Lourenço Marques operates a commercial service beamed to S. Africa.

Radio Receiving Ownership Approx. 80%

To a large extent, trends in popular music in South Africa follow the pattern set by the United Kingdom and the United States. The country represents a record market of approximately fifteen million dollars (U.S.) for 1966, served by three major and five smaller record companies. There are four major cities, comprising about 20% of the population. The bulk of the record business is done in these centers, especially the largest city Johannesburg, with over a million population.

Though the bulk of the records are influenced by U.S. and U.K. imports, Swahili and Congo repertoire sells in some areas, and African music, mostly "jive" and to a lesser degree, traditional.

EMI's South African company, EMISA, maintains headquarters in Johannesburg, serving the entire country. The company manufactures and distributes its own labels—UITSPAN, UMSAKAZO and N'KANYESI—as well as all EMI labels, and, by licence, many others. Although somewhat remote from EMI headquarters, frequent trips are made by EMISA executives to London, and modern production and merchandising methods are an integrated part of this company's activities. EMISA sells one in five of records sold in the South African market.

Pre-recorded tape Types available Mono/Stereo reel-to-reel Cartridges now appearing Sales in recent years Approx. 15,000 units Number of playback units Approx. 450,000

Theatres Motion picture 300 Others 12 Attendance high because there is no TV service

1. EMI's factory and offices in Johannesburg
2. Part of the 7 press room of the Johannesburg factory
3. A Show-Mobile recording promotion van, entertaining Africans



Miscellaneous Music Business Music Trade Associations S. African Record Manufacturers and Distribution Assn. Association of S. African Phonographic Industry

Music Licensing Organisations S. African Recording Rights Association Ltd. (SARRAL) S. African Music Rights Organisation Ltd. (SAMROL)

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# EMI knows the record markets of the world...

And here's the proof. The above is just one page from "A TOUR OF THE WORLD RECORD MARKETS" — an intriguing and informative 80-page book produced by EMI, (the World's Greatest Recording Organisation). A limited number of copies are now offered free. If you would like a copy write to EMI Group Record Services, EMI House, Manchester Square, London, England, W1A 1ES.



THE GREATEST RECORDING ORGANISATION IN THE WORLD



Columbia Pictures and  
Carl Foreman congratulate  
**JOSÉ FELICIANO**  
on his 4 Grammy Award  
nominations

“Album of the Year”

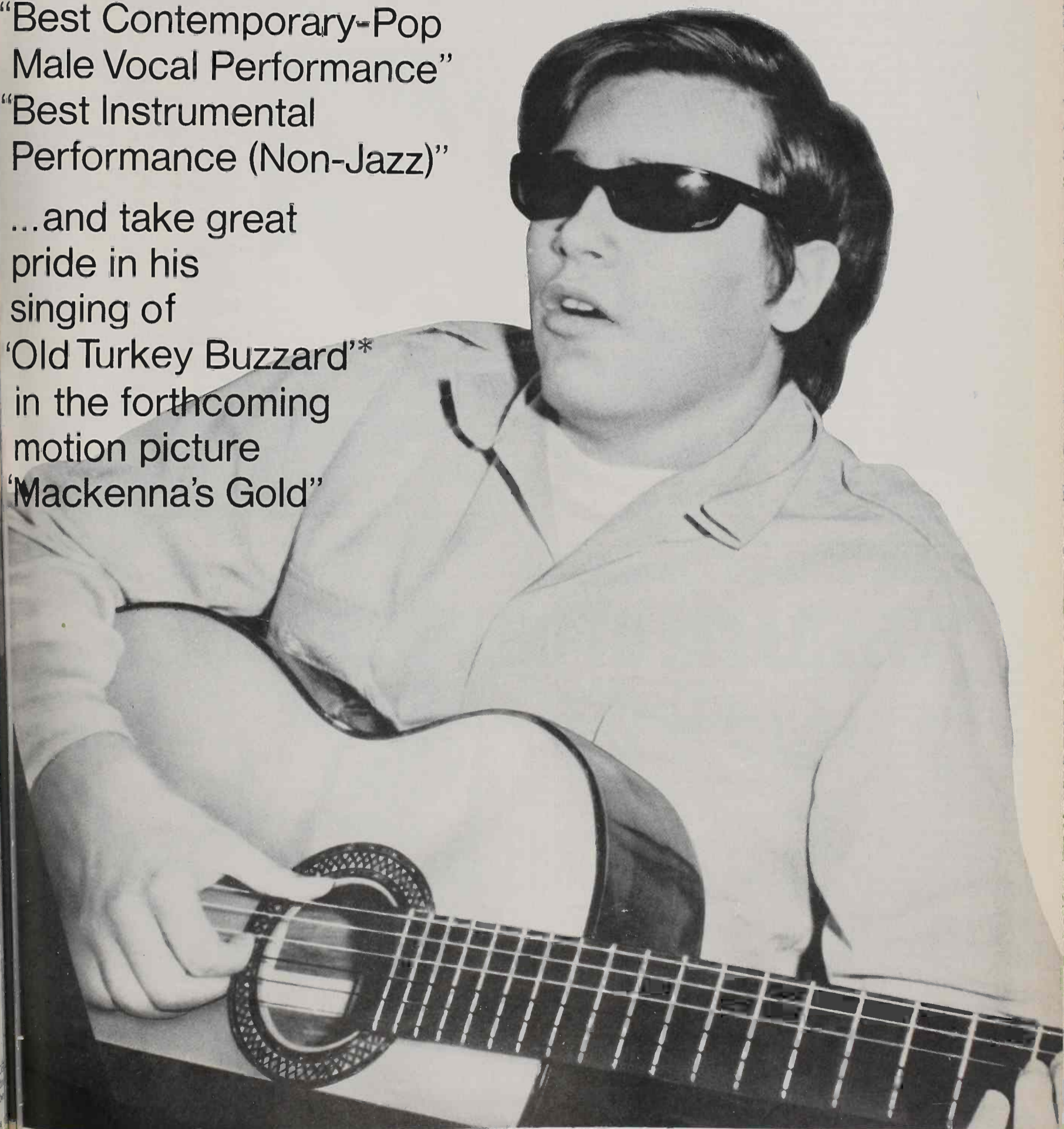
“Best New Artist”

“Best Contemporary-Pop  
Male Vocal Performance”

“Best Instrumental  
Performance (Non-Jazz)”

...and take great  
pride in his  
singing of

“Old Turkey Buzzard”\*  
in the forthcoming  
motion picture  
“Mackenna’s Gold”



\*“Old Turkey Buzzard”, music by Quincy Jones and lyrics by Freddie Douglas. Sung by José Feliciano on the “Mackenna’s Gold” soundtrack and on the RCA soundtrack album.



# Pocketdisc: Report On Marketing Test

(Con't from Page 7)

ing machines. 47 received counter merchandisers, and three received both vending machines and counter merchandisers in order to test a side-by-side marketing approach.

The vending machine prototypes used in this test were of the two quarter "push-pull" mechanical type, similar to stamp vending machines which have a long history of trouble-free service. Since the vending machines had no requirement for electrical outlets, they could be placed anywhere in the store. They display 20 selections and were capable of stocking 75 units per selection. (The vending machines were pre-stocked with an opening inventory of 25 records per chute and delivered complete to the dealers.)

The counter merchandisers, designed to occupy 1 1/2 square feet on shelf or counter, display 24 records in semi-vertical slots and were designed to hold 25 records per slot. The merchandisers were equipped with an acetate semi-circular front through which the records could be seen but only be reached through a door in the back. (These merchandisers were assembled and pre-stocked at the distributor's warehouse with 25 records per slot and delivered — ready to go — to the dealer.)

## Marketing Problems Encountered

1. Since there was no previous experience with either vending or Pocketdiscs sales to draw on, equal stocks were put in both the counter merchandiser and the vending machines. This proved wrong. The top selections in vending machines were sold out in almost all locations within three days, and many of the machines carried "out of stock" signs through much of the opening period. Twenty five records per selection in the counter merchandisers, on the other hand, proved too heavy except on the top five numbers.

2. Due to unfamiliar procedures and master tape delays from record labels, Americom was generally "late" in getting hot records to Seattle. The market was opened three weeks later than planned and some inventory was already stale. Steps taken in the tenth week have apparently solved most of this problem.

3. With the unexpected sales response from the vending machines, the problem of setting up routes that would keep the machines adequately stocked proved a difficult problem from the beginning with part-time route girls. The difficulty of maintaining adequate reports and efficient service led to some dealer dissatisfaction. It eventually became clear that the procedures of stock replenishment used by vending operators (permitting twice as many calls per day by experience) must be adopted.

4. A difference in sales patterns on Pocketdiscs vs. 45's gradually developed over the period of the test. While the same selections proved popular in both configurations, the sales curve in Pocketdiscs (probably due to the buying age group — see customer profile) tapered off more slowly. As a result of continuing sales, selections were maintained too long in the vending machines, leading to customer complaints about not having enough new numbers to choose from. Current plans call for vending of 40 selections rather than the 20 offered in Seattle.

## Turntable Availability

With over 12 million manual turntables in consumers hands capable of playing 4-inch records, Pocketdiscs were launched without the "play-in-any-position" radio/phonograph specially designed for their use. Not until the week before Christmas, almost three months after the test began, were any of these players shipped to dealers. (Teenagers seemed to have no problem in knowing whether their equipment would play Pocketdiscs. For those manual players which had smooth plastic turntables or raised centers, a small rubber mat was made available for dealer distribution. This seemed to solve any playing difficulty.)

## Dealer's Point of View

As long as the machines were kept freshly stocked and quickly serviced, vending is the ideal answer to the dealer's pilferage and sales problems. If the machines are allowed to deteriorate in stock or appearance, the space they occupy and the inventory they tie up become a problem. Certain features in the vending machines are already changed in new models to be delivered in April. Coin chutes, design, cabinetry, and service convenience changes have been made among others.

Outlets preferred vending equipment to counter displays and research has led to the development of a vending counter unit to be tested this spring.

A great majority of the dealers have voiced strong feelings that they would prefer a total "vending" approach for the service of their single selection.

## Distrib Point of View

The launching of a new product puts a strain on a distributor's resources of manpower and executive time. The maintenance of a continuing program, after the excitement of the launching, is even more of a problem. In the case of Pocketdiscs the situation is made more complicated by the success of vending which to the record industry is a whole new ball game. The new skills that must be acquired are:

1. Setting proper discounts
2. Choosing locations
3. Placement of machines within the location
4. Setting routes
5. Acquiring and training route personnel.

The decision as to which dealers should get vending machines may prove to be the distributors' major problem.

## Summary of Results

Immediately after Christmas, a consumer survey was done to determine consumer reactions.

Radio was determined to be the most effective form of advertising, running substantially ahead of both word of mouth and in-store display. With a rather substantial return of questionnaires (distributed through the vending equipment), it was determined that in the first 90 days, the average respondent had already bought six Pocketdiscs and intended to buy over thirteen Pocketdiscs in the next six months.

The most desirable feature by far of Pocketdiscs was its price — with 56% citing this desirable quality with size, convenience and portability following in that order.

Though many respondents were hard-pressed to comment on what they liked least, 17% who did make comment indicated that they wanted more selections (number of total selections will be doubled in the forthcoming introductions.)

55% of the respondents indicate that they will buy mostly Pocketdiscs in the future and 45% will buy combinations of Pocketdiscs and 45's.

The average age of the respondents was 13.5 years, and 68% of them were girls.

Arthur D. Little and Company was retained to prepare an in-depth consumer, retailer and distributor research report as well as to define the market characteristics.

## Sire To Release Bedrocks Disks

NEW YORK — Sire Records will release recordings by a British blues group, the Bedrocks, in the United States and Canada, as a result of a deal concluded between Seymour Stein, Sire's managing director, and Phil Greenop of EMI. The group recently enjoyed success in England with their rendition of "Qb-La-Di, Ob-La-Da." Their first release will be "Lovedean Girls," which will be available March 15. The group is produced by Norman Smith.

## Kole Is Stax Merch. & Marketing Director

Memphis — Stax/Volt Records has named Herb Kole to the newly-created post of director of merchandising and marketing for albums and tapes. Making the announcement was Al Bell, executive vice president of the label.

Kole comes to Stax after a stint as national sales manager for Ampex Stereo Tape Corp. and two years' service as eastern regional sales manager and coordinator of rack sales for Atlantic Records. Prior to that he was assistant to Moe Handleman of the Handleman rack-jobbing organization based in Detroit, later spending two years as Handleman branch manager in Camden, New Jersey. Kole broke into the music business in 1951 as Chicago branch manager for King Records.



Herb Kole

## Shaw's Rock Book

NEW YORK — Crowell-Collier Press has published "The Rock Revolution," a history of rock by Arnold Shaw, member of the American Guild of Authors and Composers' public relations committee.

Shaw covers electronic, raga and psychedelic rock, rockabilly, folk rock and the British rock groups. He also examines the psychological, aesthetic and social implications of rock and its relationships to religion, the theatre, the youth rebellion and the Negro civil rights movement.

## Sanjek CMP Slot

NEW YORK — Russ Sanjek, vice president of public relations for BMI has been named to the project policy committee of the contemporary music project of the Music Educators National Conference.

The Contemporary Music Project is an activity supported by grants from the Ford Foundation to the Music Educators National Conference. It is an outgrowth of the Foundation's Young Composers Project, started in 1959 and later renamed the Composers in Public Schools Program, in which fellowships were awarded to young composers for a year or more of resident work in a public school system. The success of this program, under which 73 composers have worked in a total of 77 school systems, led the Foundation to establish the Contemporary Music Project in 1963, with grants totaling \$1.63 million. The Foundation renewed its commitment to C.M.P. in 1968 with a five-year grant of \$1.34 million, supplemented by an initial contribution of \$100,000 for the first two years from the Music Educators National Conference.

The present Contemporary Music Project has expanded its concern and activities beyond the Composers in Public Schools Program. Its primary emphasis is an attempt to influence curricular thought in music teaching at all levels through the identification and support of exceptionally imaginative, capable individual teachers, and through the dissemination of materials pertaining to their work; as well as by such complementary activities as summer workshops.

In the present C.M.P., the Composers in Public Schools Program has been expanded, and now encompasses the awarding of fellowships to professional musicians with varying specializations to serve the entire cultural resources within selected communities.

The Project Policy Committee establishes the over-all policies and procedures of the Contemporary Music Project. Distinguished experts from various disciplines are represented on the Committee. Its members are appointed annually by the Ford Foundation and the Music Educators National Conference.

## Schwaid-Merenstein Signs The Tymes

NEW YORK — The Tymes, who had a chart single with "People," have been signed to an exclusive management contract by the Schwaid-Merenstein production-publishing-management complex. A follow-up LP titled after the hit lid is scheduled on Columbia Records.



'JUNGLE' SPROUTS GOLD: The Walt Disney Music Co. in Glendale, Calif., honored the recipients of RIAA gold records for the million-dollar-selling Disneyland storytelling album of the film "The Jungle Book." Presiding at the ceremony last month (11) was James A. Johnson, president of the publicity. Displaying their gold disks are (l. to r.): Phil Harris, voice of "Baloo the Bear;" Mrs. Sebastian Cabot, accepting the award for her husband, voice of "Bagheera the Panther;" Wolfgang (Woolie) Reitherman, director of the motion picture; Larry Clemmons, chief writer of the film; Richard M. Sherman, co-writer with Robert B. Sherman of five of the songs; and Bill Walsh, producer of "Mary Poppins," accepting for Robert B. Sherman. Other "Jungle Book" gold record winners honored at the ceremony but not shown above are: Louis Prima, voice of "King Louie of the Apes;" Sterling Holloway, voice of "Kaa the Snake;" and Terry Gilkyson, writer of "The Bare Necessities."





**“WHERE DO YOU GO TO MY LOVELY”**

#77911

**PETER SARSTEDT**

**# 1 IN ENGLAND**

**DESTINED TO BE THE**

**World Pacific Records** 

**# 1 SINGLE IN THE COUNTRY!**







## Capitol Sets Tie-Ins For Promo On Biggest Cassette Drive Yet

HOLLYWOOD — Capitol Records Distributing Corp. will embark on its largest sales merchandising and ad campaign (March 4) when the label introduces a 48 cassette release via a four-week, \$750,000 promotion and contest.

The cassettes, all taken from best-selling Capitol and Angel LP's, will be backed with a campaign that includes a national contest and tie-in with Thom McAn Shoes. Norelco and top 40 radio stations in 50 markets across the country.

At the same time, Capitol will also introduce the "Browsamatic," a new pilfer-proof merchandiser that will be distributed to more than 3,000 dealers. The browser fixture will be offered to dealers as part of the program.

### GRT Stock To Split; Name Change Approved

SUNNYVALE, CALIF. — At a special meeting shareholders of General Recorded Tape, Inc., have voted to change the name of the company to GRT Corporation. Shareholders also approved an increase in the authorization of common stock to 12,000,000 shares with no par value, and a four-for-one split of all outstanding shares. Shareholders also approved the creation of a preferred stock for use in future acquisitions.

The stock split will be effective March 12. All four of the resolutions passed by GRT shareholders are contingent on the approval of the state Commissioner of Corporations.

In explaining the name change, Alan Bayley, GRT president, said that his company has expanded into activities outside the field of recorded tape, and the name General Recorded Tape reflects only part of the firm's operations. In recent months, GRT has established GRT Records, in Los Angeles, acquired the Chess group of corporations which is active in all phases of record production and distribution, and acquired more than 90% of the outstanding shares of Magnetic Media Corp., a manufacturer of magnetic recording tape.

### Cole Appointed New Ampex Sales Manager

NEW YORK — Herb Cole has been named national sales manager for Ampex Stereo Tapes, according to Donald Hall, division vice president and general manager. Cole will be headquartered in New York City.

Prior to joining Ampex, Cole was with Atlantic Records as co-ordinator of rack sales. He and his family live in Cherry Hill, New Jersey.

Norelco will supply 3,000 cassette players and Capitol 15,000 cassette cartridges for giveaway to consumers through 900 Thom McAn Shoe stores across the country. Each store will have a cassette-contest display unit, created by the shoe store and featuring five of the key Capitol cassettes: "Sgt. Pepper's Lonely Hearts Club Band," by the Beatles; "By The Time I Get To Phoenix," Glen Campbell; "Goin' Out of My Head," the Lettermen; "Sailor," Steve Miller's Blues Band; and "Best of the Beach Boys, Volume II."

More than six million entry blanks are being printed by Thom McAn and will be offered listeners at McAn shoe stores through (Top 40) radio promotion-contest spots in major markets. Consumers can win a library of cassettes plus a player which will be given away through the radio stations. Entry blanks will list the complete Capitol cassette catalog. Stores will also have a "cassette message," half-hour promo-sales spot being cut by Dan Daniels of WMCA. An additional six spots will also be made available to radio stations as part of the program.



**ON THE GO AT MUSIC SHOW:** The Second Annual Stereo Music Show recently held in the Benjamin Franklin Hotel in Philadelphia, saw Ampex stereo tapes and cassettes achieve good sales at the company's booth. The show was sponsored by Almo/Sterling Electronics, a 12-store retail operation. Shown above (l. to r.) are Tony Sasso of Ampex Stereo Tape Division; Ada Feldman, gal Friday at A&L; and, at far right, Dominick Tarquinio of Almo/Sterling, beside a hostess for that firm.

### Lawrence Handy Joins GRT

SUNNYVALE, CALIF. — Lawrence G. Handy has just been named corporate director of industrial relations for General Recorded Tape, Inc. (GRT).

Handy was salary administrator for Bechtel Corp. of San Francisco prior to joining GRT. His other experience includes work industrial relations manager for FMC-Beloit Sorel Co., and personnel supervisor for United Technology Center, Sunnyvale.

## MANAGER

Order Processing and Warehouse



Winners in the Recording Industry

Discover how much more you're worth to a winner! As a nationally known leader in our industry, we offer untold benefits and opportunities. Explosive growth at Ampex has created this opportunity for an individual with proven ability to manage high volume order processing and warehouse operations. This responsible position requires heavy systems and data processing experience in the recording industry. Relocation paid to the pleasant suburb of Elk Grove Village — well known for its outstanding schools and community facilities, only a short freeway drive from all the cultural and recreational attractions of metropolitan Chicago. You'll receive an excellent salary plus a complete fringe benefit package. Send your resume or letter in confidence to: Mr. R. R. Roberts, Director of Recruitment



Consumer & Educational Products Group

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## Talent On Stage

### JERRY BUTLER

VILLAGE GATE, N.Y. — Veteran soul singer Jerry Butler is currently going through the hottest phase of his career, and is now known to his fans as the Iceman. Jerry brought his cool to the Village Gate last weekend for his Downtown New York debut (he is a frequent visitor to Harlem's Apollo Theatre uptown) and received a very warm welcome.

Butler's manner was as slick as his voice, and although he is considerably different from the Memphis — styled soul shouters currently in vogue, he easily commands the same attention and respect.

Using a rhythm backing, Butler opened the show with "On Broadway," the old Drifters hit, built the intensity by bringing in the horns for "Lost," the first of his recent hits, and capped the opening sequence by calling out his vocal backup quartet for another

of his oldies, "I Dig You Baby" and using one of the girls to do a duet on "Let It Be Me."

Butler kept the show on a high level from start to finish as he merged his own oldies with his interpretations of the hits of other artists. "Hey Western Union Man," "Never Give You Up," "For Your Precious Love" and "He Will Break Your Heart" were examples of the former, while "Light My Fire," "Who's Making Love," "The Look Of Love," "Little Green Apples" and "Amen" were examples of the latter.

Jerry Butler has that unusual combination of suavity, soul, personality and professionalism that can make him a major nightclub attraction in a short time.

Also on the bill was Esther Marrow, a newcomer to the soul singing scene, who provided a pleasing opening act.

### JOHN GARY

PERSIAN ROOM, NEW YORK — The distinctive, wide-ranging voice of John Gary was a thing of beauty at his first New York appearance in several years. More than a sideshow, his familiar falsetto within a muscular framework is employed not to elicit bravos, but to strike more meaning into his songs. And the songs are all top quality, whether he dips into the past (an exquisite "West Side Story" medley) or comes to deft grips with the present (Jim Webb's "McArthur Park," Michel Legrand's "Windmills of Your Mind" and Bobby Russell's "Little Green Apples"). The past, by the way, also entails a "Student Prince" vocal overture. A score he has performed

at summer playhouses, "Student Prince" overflows with grand melody, and Gary kids it not. Gary is also a very attractive on-stage performer, warm and winning. His impersonations — smoothly and humorously integrated into his act — of John Wayne, Walter Brennan, Gary Cooper, Gregory Peck and Richard Burton are worthy of a comic who does this sort of thing for his supper. And it's always a sign of accomplishment when a singer can kid like this, and proceed to do an intimate ballad without making it all seem a silly contradiction. The RCA Records singing star offers much more than fine artistry. He gives fully of himself — and it's a very human self.

### MOTHERS OF INVENTION — BUDDY MILES EXPRESS

FILLMORE EAST, N.Y. — It's been a long time since Frank Zappa and the Mothers of Invention last visited New York, and even longer since we last saw them. After catching the last of four shows at Fillmore East last weekend, we can only hope that speedy return to New York is in the offing.

The Mothers are not really a group, but a 10 piece rock orchestra, with Zappa the maniacal conductor, jumping up and down, waving arms, giving cryptic signals. One long number at the Fillmore set was improvised around a girl that Zappa had just met backstage. While the girl (slightly unsure of herself) sang a four line poem in a shrill voice, Zappa ran around the stage giving instructions to the band and weaved a perfect pattern of horns, drums, guitars and voices.

None of the material, except the encore, was familiar to us. Zappa did manage to include some of the 1950's Rueben & the Jets harmony, but didn't actually perform any of the LP songs.

Like most new railroad ventures, the Buddy Miles Express has been having a hard time of it, but Miles has been able to make the modifications necessary to insure a straight track ahead. The entire horn section has been replaced with a collection of ex-Memphis Soul veterans, there is a new organ player, but the driving force, the powerful Miles engine, remains the same.

Though the string section is in a contemporary mode, the horn section is used simply to add a Stax-Volt sound, and the group is on a different plane from the jazz-oriented BS&T. In providing a solid soul experience, easily acceptable by a white audience, the Express excels. One departure from the normal schedule, an old Electric Flag tune, "Texas," was made, and the horns were dispensed with in favor of a solid blues reading by guitar, bass, organ and drums. The rest of the set consisted of songs from Miles' last LP, "Expressway To Your Skull," or the new one he is currently prepping for Mercury.

### THE PENTANGLE — RICHARD PRYOR

THE TROUBADOUR, LOS ANGELES — Take two guitarists, one bass player, a drummer, and a young woman with a lilting voice, place them in a circle and then draw lines between them, bisecting the circle, the result is a pentangle — a magical star.

Their music, nymph sounds from the woods, includes small bits of calypso and jazz, mixed into the folksy quality of their lyrical ballads. Jacqui McShee, the lovely female with a voice somewhere between Judy Collins and honey-covered cotton candy, is in itself a joy to listen to. Together with Bert Jansch and John Renbourn on guitar, Miss McShee performs with a non-emotional sort of lingering softness

songs such as Donovan sings. Terry Cox on drums is the first drummer since Ginger Baker with a singular personality. His drumming has a series of brush-hit-cymbal-hitting, that does wonderful things when backing up such fragile lyrics.

Grown up quite a bit, with a moustache and a whole new bag of goodies, is stand up comedian Richard Pryor. He does funny bits about winos and hot-shot soul-brothers.

As he suggested, there must have been a multi-obscenities fan club in the audience, because every time he spewed forth formidable four-letter words, he received a rousing round of applause.





# NOW APPEARING ON MUNTZ CARTRIDGES IN 1969

**BUCK OWENS**

**JIMI HENDRIX EXPERIENCE**

**FRANK SINATRA**

**BILL COSBY**

**GLEN CAMPBELL**

**MEMO FROM ED MICHEL:**  
 Sitting there on a Monday morning looking at The Charts? (\*)  
 So were we.  
 Then we started counting.  
 Five out of the top five are available right now from Muntz on 4-track.  
 But, then, so are six out of the top ten.  
 Not to mention 13 out of the top 25.  
 And 44 of the top 100, and 80 from the whole chart thing.  
 Okay?  
 Eighteen of those chart occupants carry the RIAA seal for having sold a million dollars worth of product at the manufacturer level.  
 Twenty-four of them carry stars. That's the register of heavy upward movement.  
 The thing is, none of them carry NA in the 4-track column.  
 What we're trying to say is that when you order from Muntz, you get fill. The hits are available. Right now.  
 Muntz stocks it to you.  
 Let us ask you a question . . .  
 Are you looking at the charts?  
 Now ask yourself this . . .  
 Are you seeing NA's in the 4-track column?  
 Are your cartridges getting shipped?  
 Call Ed Michel (213) 989-5000 and he'll be happy to give you the names of lots of our record company friends who don't have to worry about that.  
 \*Billboard TOP LP's for week ending February 8, 1969.

*Judy Collins*

**dean martin**

**THE TURTLES**

**THE BEATLES**

**THE DOORS**



7715 DENSMORE AVENUE  
VAN NUYS, CALIFORNIA 91406

**DIANA ROSS & THE SUPREMES**



## TIC's Hurok Purchase (Con't from Page 9)

well as creating ballet films for both television and theater audiences.

Transcontinental owns Transcontinental Music Corp., one wholesale merchandiser which supplies some 11,000 retail stores throughout the country. It also owns a number of music producing and publishing companies which are among the leaders in the production of contemporary music, and the development of the groups performing such music in person, on records and in motion pictures. It also has interests in the banking and finance fields.

Hurok Concerts is best known not only for its importation of such stellar troupes as the Bolshoi and Royal Ballets, but also for its roster artists. In addition, it packages television shows and presents theatrical productions and motion pictures. Taping was recently finished for CBS-TV of "S. Hurok Presents - III" featuring Emil Gilels, Mstislav Rostropovich and Alfred Wallenstein, which will soon be seen on television.

Past Hurok television presentations included such artists as Arthur Rubinstein, Van Cliburn, Marian Anderson, Andres Segovia, Isaac Stern, Jan Peerce, Roberta Peters, Victoria de los Angeles, The Moiseyev Dance Company, The Bolshoi Ballet and The Royal Ballet, with Dame Margot Fonteyn.

Hurok said that there were more than 2,000 concert dates performed by Hurok artists last year, who played to almost 5 million Americans, in addition to numerous international tours.

Now, in combination with Transcontinental, "we will be able to do more, a great deal more," Hurok said. "It is my hope that Hurok Concerts will be able to present the great talents of today and tomorrow to many, many additional millions of people in the years to come. We are already planning to vastly widen our nationwide network of local, civic cultural organizations which sponsor great performing art in their hometowns."

Lifton added that "there are a number of forms of musical expression on the American scene today. Generally, the audiences are separated into two groups: one which enjoys the great concert hall works while the other plays and listens to jazz and rock music. But the line between these forms is gradually dissolving and the

two are interweaving to become the musical forms of tomorrow."

Lifton said "the Hurok organization has been a leader in recognizing new movements and trends. Hurok first brought Benny Goodman to Carnegie Hall, knowing that the public enjoys music in any medium as long as it is played masterfully."

### Aid to All Units

"This experience and know-how of the Hurok organization will be available to other companies in the Transcontinental entertainment group. Working together they will be able to find and develop new talent, wherever it may be, and present it to the public through all the media available to us, be it the concert stage, television, motion pictures, theatrical productions and phonograph records," he added.

"Americans today enjoy more leisure time and are spending more consumer dollars in the pursuit of entertainment. It will be this company's continued desire to fulfill this increasing demand."

## Joe Petralia To Head Skye Sales & Promotion

NEW YORK — Skye Records has appointed Joe Petralia as director of national sales and promotion, according to Norman Schwartz, label president.

In his dual post, Petralia will be responsible for initiating radio, TV and in-store promotions and coordinating them with sales programs for the 20 new album releases Skye has projected for 1969.

Petralia, for ten years an independent artists representative who guided promotions for such recording stars as Tony Bennett, Erroll Garner, Ray Anthony and Lainie Kazan, is, according to Schwartz "uniquely qualified to bring together the areas of sales and promotion."

"Traditionally," says Schwartz, "sales and promotion men perform in separate areas and are often less than completely informed about the scope and results of each other's activities. By combining them we will be able to immediately measure the effectiveness of our promotions in terms of sales, and move accordingly."



Joe Petralia

## A&M Oldies Return As 'Forget Me Nots'

HOLLYWOOD — Forty 2-sided 'Forget Me Nots' have been released for music operators in a new A&M line featuring back-to-back hits.

The initial release, now available at A&M distributors and one-stops, includes 13 Herb Alpert & TJB rereleases, 5 singles from the Baja Marimba Band, 4 Sergio Mendes singles, 3 by Chris Montez, 2 each with the Sandpiper, We Five, Jimmy Rodgers, Wes Montgomery, Boyce & Hart; 3 by Claudine Longet and one each from the Parade and the Merry-Go-Round.

## Bill Mulhern A Father

HOLLYWOOD — Bill Mulhern, director of eastern operations for A&M Records, has just become the father of a baby girl, Nora, who weighed in at 10 pounds, 1 ounce. Nora was born at the Pascack Valley Hospital in Westwood, New Jersey.

## Dot-Nesmith In Production Deal

LOS ANGELES — Mike Nesmith and Dot Records have finalized an exclusive production agreement, calling for a flow of contemporary product to be produced by Nesmith's American Wichita Company, it has been revealed by the label.

Nesmith is now scouting a group of performers to encompass a wide spectrum of musical tastes in the rock field. Already recorded and poised

for Dot release is Bill Chadwick. The vocalist was formerly associated with Nesmith prior to latter's quick rise in the business. Initial sides, penned by Chadwick, are "Talking To The Wall" b/w "If You Had The Time." Additionally, newly-formed quartet, the Corvetts, begin recording sessions immediately. A bluegrass-country-pop oriented group, it features the talents of John Ware, Jeff Hanna, Chris Darrow, and John London.

Nesmith's original association with Paramount Pictures Music Division began last year as a result of the album package, "Mike Nesmith Presents The Wichita Train Whistle," which blends country, rock, jazz, and classical sounds.

## Eddie Ray Is VP Of A&R At Tower

HOLLYWOOD — Eddie Ray has been named vice president in charge of A&R for the Tower label. Announcement was made by Perry Mayer, newly named VP and general manager of TRC.

Ray joined Tower in 1964 as director of A&R and has been responsible for the acquisition and development of talent including the Standells, Ian Whitcomb, the Sunrays, Eternity's Children, the Arrows and Max Frost and the Troopers. He played a key role in Tower's successful relationship with American International Pictures, whose soundtracks have included chart makers "Wild Angels," "The Trip" and most recently "Wild in the Streets."

Prior to his association with Tower, Ray was with Imperial Records for nine years, and worked closely with such artists as Fats Domino, Rick Nelson, Slim Whitman, Johnny Rivers, Sandy Nelson and Irma Thomas.



Eddie Ray

## Uni Execs On Promo Hike

HOLLYWOOD — Uni Records' key executives have embarked on a major promotional tour. Vice president Russ Regan is directing the tour from Hollywood.

Pat Pipolo, national promotion manager, is on the road with Neil Diamond and Diamond's new UNI single, "Brother Love's Travelling Salvation Show." They will visit deejays in Chicago, Detroit, Cleveland, Philadelphia, Boston, New York and Miami.

Hosea Wilson, promotional chief of Uni's Revue label, is hitting Philadelphia, Chicago, Boston, Miami, and Houston.

Label's national sales manager, Rick Frio, has flown to Dallas for prolonged meetings with the complete staff of Bill Emerson's Big State, distributors of the Uni-Revue line in their area.

Additionally, Regan has announced the promotion of Michael C. Berns to the post of executive of artists affairs. Berns will function as a liaison between the label's artists and the company executives. Also, Berns will be scouting for and signing new artists for Uni-Revue and will be assisting Norman Ratner in the administration of its music publishing wings, Hollywood Music and Cavalcade Music. Berns also will produce for the label, as well as sign new writers to publishing pacts.

## CMA Execs To Hold Parallel GAC Posts

NEW YORK — General Artists Corporation, parent company of Creative Management Associates, has elected CMA's officers to parallel posts with GAC.

Buddy Howe assumes title of chairman of both the parent company and the agency and David Begelman that of vice chairman.

Freddie Fields was elected president and chief executive officer of the parent company which is the same position and title he holds in the agency.

Other officers elected to positions paralleling those they hold in the agency are Herman Rush, executive vice president, Sam Cohn, executive vice president, and Richard Shepherd, executive vice president.

Alvin Rush, a senior vice president of CMA Agency, was elected a vice president and secretary of the parent firm.

Larry Lewis was re-elected treasurer of the parent firm.

Fields and Howe assume the executive and operational titles and positions previously held by Aaron Heine, who retired his position and titles last month at the age of 71. Heine's stock was repurchased by the company and through a private placement arranged by the investment banking firm of L.M. Rosenthal & Company.

This directive from the board puts into alignment the officer structure of the parent and the agency, thereby making the top management team of GAC and CMA the same. Creative management associates is the surviving agency of the merger between creative management associates and general artists corporation of last July.

Diana Ross and The Supremes, Herb Alpert and The Tijuana Brass, Tony Bennett, Eddie Fisher, Petula Clark and Jack Jones are among the recording artists CMA represents.

CMA-GAC common stock is traded in the national over-the-counter market under the name General Artists Corporation.



DAPPER DOGGIES and their owner took part in a recent masquerade party for man's best friends at the Barbel Restaurant in New York. Cab Callaway, star of the Broadway smash "Hello Dolly!" parades his Yorkshire terrier, Muffin, who demurely displays her chic costume.

## Campana Is Columbia Artist Relations Mgr.

NEW YORK — Frank Campana has been promoted to Columbia Records manager of artist relations, according to Dave Wynshaw, director of the department.

Campana will be responsible to Wynshaw for promoting and maintaining good relations with Columbia artists and their representatives. He will be maintaining liaison with national television, motion picture and radio producers in order to promote artist appearances and will also be developing relations with non-Columbia artists to encourage possible future association with the label.

Campana has been with Columbia Records since 1956. Prior to his recent promotion, he was Promotion Manager for Columbia's New York Sales Office for the past nine years. He has also held various national and regional promotion positions with Columbia Records. He attended Fordham University and New York University, majoring in business administration and studying advertising and marketing. He first started in the music business as a singer.

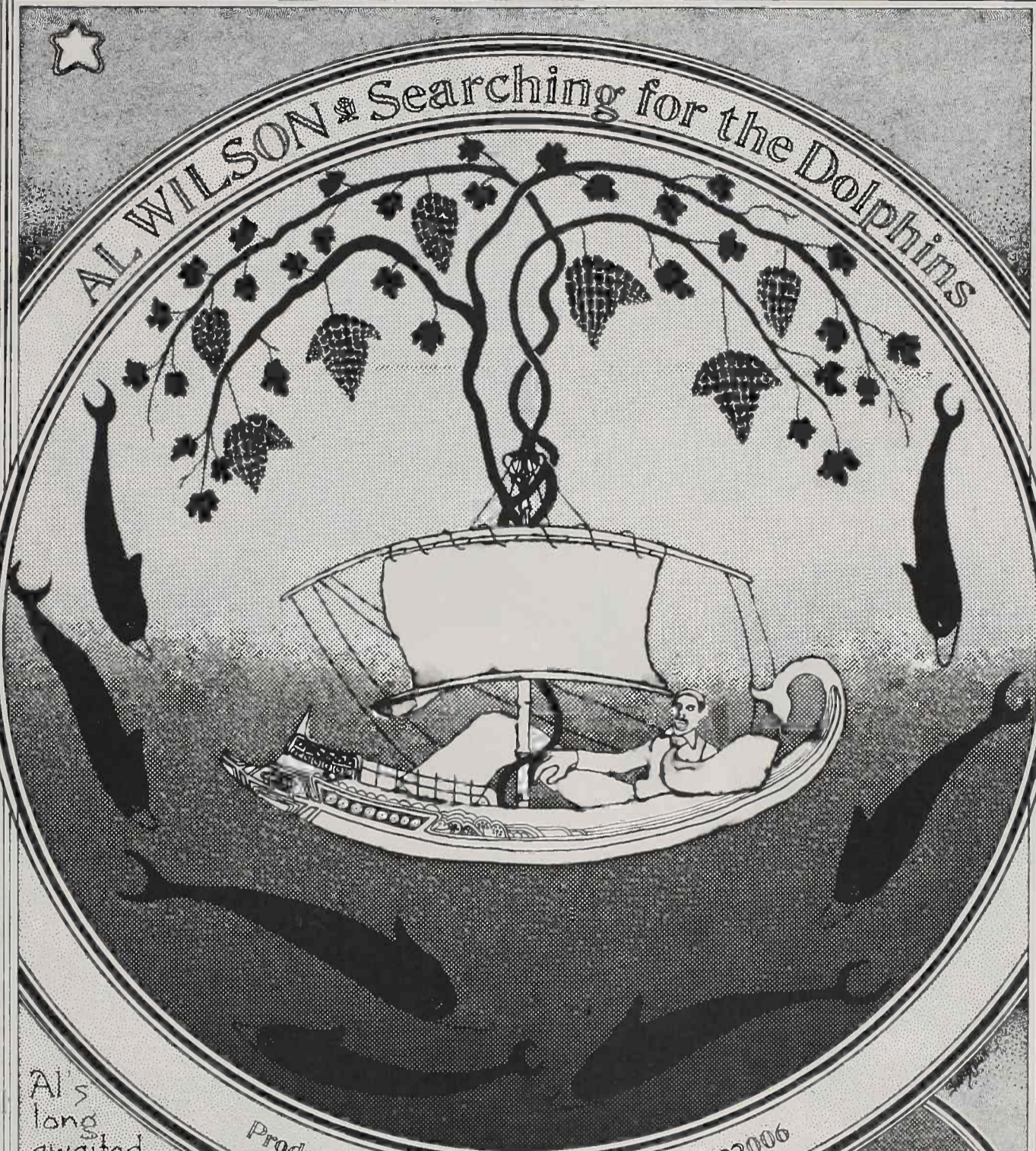


Frank Campana



AT LAST  
AL WILSON'S ALBUM

AL WILSON Searching for the Dolphins



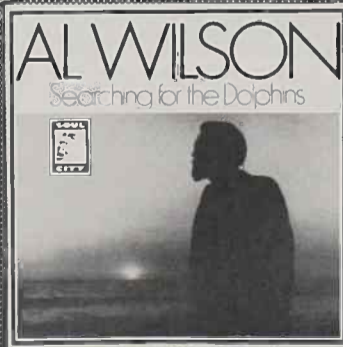
Al's long awaited power house package includes

"The Snake"

"Poor Side of Town"

"Do What You Gotta Do"

Produced by Johnny Rivers ♣ SCS-92006



PLUS  
AL'S NEWEST SINGLE,



"I STAND ACCUSED"/"WAKE ME, SHAKE ME."

no. 773



booker T  
and the MG's  
double  
feature  
"uptight!"



"UPTIGHT" / BOOKER T and the MG's  
STS 2006

1. Their first motion picture score.
2. Booker's singing debut with "Johnny, I Love You" also available now as a single. Stax 0028

Double history for Booker T. & the MG's on "Uptight" Double sales power too!



STAX RECORDS  
A DIVISION OF  
PARAMOUNT PICTURES  
CORPORATION





# TOP 100 Albums

March 8, 1969

- |   |  |   |
|---|--|---|
| <b>1 THE BEATLES</b><br>(Apple SWBO 101) 1  | <b>34 BLESS IT'S POINTED LITTLE HEAD</b><br>Jefferson Airplane (RCA LSP 4133) 58   | <b>68 TILL</b><br>Vogues (Repfise RS 6326) 78   |
| <b>2 THE ASSOCIATION'S GREATEST HITS</b><br>(Warner Bros./7 Arts WS 1767) 2             | <b>35 I'VE GOTTA BE ME</b><br>Sammy Davis Jr. (Reprise RS 6324) 30                 | <b>69 FOR ONCE IN MY LIFE</b><br>Stevie Wonder (Tamla TS 291) 54                      |
| <b>3 YELLOW SUBMARINE</b><br>The Beatles-Original Soundtrack (Apple SW 153) 4           | <b>36 THE FAMILY THAT PLAYS TOGETHER</b><br>Spirit (Ode 212 44014) 42              | <b>70 BOOKENDS</b><br>Simon & Garfunkel (Columbia KC 9529) 55                         |
| <b>4 TCB</b><br>Diana Ross & The Supremes & The Temptations (Motown MS 682) 3           | <b>37 FUNNY GIRL</b><br>Original Soundtrack (Columbia BOS 3220) 33                 | <b>71 ARE YOU EXPERIENCED</b><br>Jimi Hendrix Experience (Reprise R/RS 6261) 62       |
| <b>5 WICHITA LINEMAN</b><br>Glen Campbell (Capitol ST 103) 5                            | <b>38 WHO KNOWS WHERE THE TIME GOES</b><br>Judy Collins (Elektra EKS 74033) 32     | <b>72 DOING MY THING</b><br>Paul Mauriat (Philips 600-292) 74                         |
| <b>6 BALL</b><br>Iron Butterfly (Atco 280) 7  | <b>39 CAMELOT</b><br>Original Soundtrack (Warner Bros./7 Arts BS 1712) 41          | <b>73 BOX TOPS SUPER HITS</b><br>(Bell 6025) 66                                       |
| <b>7 BLOOD, SWEAT &amp; TEARS</b><br>(Columbia CS 9720) 6                               | <b>40 THE GRADUATE</b><br>Original Soundtrack (Columbia OS 3180) 37                | <b>74 FIRST EDITION 69</b><br>(Reprise 6328) 84                                       |
| <b>8 CRIMSON &amp; CLOVER</b><br>Tommy James & The Shondells (Roulette SR 42023) 10     | <b>41 ANY DAY NOW</b><br>Joan Baez (Vanguard VSD/9306/7) 40                        | <b>75 CHITTY CHITTY BANG BANG</b><br>Original Soundtrack (United Artists UAS 5188) 76 |
| <b>9 IN-A-GADDA-DA-VIDA</b><br>Iron Butterfly (Atco 2501) 8                             | <b>42 GOLDEN GRASS</b><br>Grassroots (Dunhill DS 50047) 36                         | <b>76 INTROSPECT</b><br>Joe South (Capitol ST 108) 71                                 |
| <b>10 GOODBYE</b><br>Cream (Atco SD 7001) 12  | <b>43 I LOVE HOW YOU LOVE ME</b><br>Bobby Vinton (Epic BN 26437) 31                | <b>77 RETROSPECTIVE THE BEST OF BUFFALO SPRINGFIELD</b><br>(Atco SD 283) 81           |
| <b>11 ELVIS-TV SPECIAL</b><br>Elvis Presley (RCA LPM 4088) 9                            | <b>44 LIVIN' THE BLUES</b><br>Canned Heat (Liberty LST 27200) 38                   | <b>78 THREE DOG NIGHT</b><br>(Dunhill DS 50048) 79                                    |
| <b>12 FOOL ON THE HILL</b><br>Sergio Mendes & Brasil '66 (A&M SPX 4160) 11              | <b>45 PETULA CLARK'S GREATEST HITS, VOL. 1</b><br>(Warner Bros./7 Arts WS 1765) 43 | <b>79 CLOUD NINE</b><br>Temptations (Gordy GLPS 939) —                                |
| <b>13 HAIR</b><br>Original Cast (RCA Victor LSO 1150) 14                                | <b>46 ODESSA</b><br>Bee Gees (Atco SD 2-702) 56                                    | <b>80 LIVE</b><br>Smokey Robinson & Miracle (Tamla TS 289) 80                         |
| <b>14 BEGGARS BANQUET</b><br>Rolling Stones (London PS 539) 13                          | <b>47 WONDERWALL MUSIC</b><br>George Harrison (Apple ST 3350) 39                   | <b>81 PUT YOUR HEAD ON MY SHOULDER</b><br>Lettermen (Capitol ST 174) 69               |
| <b>15 SOUL 69</b><br>Aretha Franklin (Atlantic SD 8212) 18                              | <b>48 ELECTRIC LADYLAND</b><br>The Jimi Hendrix Experience (Reprise 2 RS 6307) 44  | <b>82 ELECTRIC FLAG</b><br>(Columbia CS 9714) 77                                      |
| <b>16 HELP YOURSELF</b><br>Tom Jones (Parrott PAS 71025) 19                             | <b>49 IT'S TRUE! IT'S TRUE</b><br>Bill Cosby (Warner Bros./7 Arts WS 1770) 50      | <b>83 ONLY FOR LOVERS</b><br>Roger Williams (Kapp KS 3565) 72                         |
| <b>17 DONOVAN'S GREATEST HITS</b><br>(Epic BXN 26439) 21                                | <b>50 BOOK OF TALESYN</b><br>Deep Purple (Tetragrammaton T 107) 46                 | <b>84 A MAN WITHOUT LOVE</b><br>Engelbert Humperdinck (Parrott PAS 71022) 75          |
| <b>18 W. C. FIELDS</b><br>Original Voice Tracks (Decca DL 79164) 22                     | <b>51 LOVE CHILD</b><br>Diana Ross & Supremes (Motown 670) 47                      | <b>85 TWO VIRGINS</b><br>John Lennon-Yoko Ono (Tetragrammaton T 5001) 82              |
| <b>19 SOULFUL STRUT</b><br>Young-Holt Unlimited (Brunswick BL 754144) 15                | <b>52 EDIZIONE D'ORO</b><br>4 Seasons (Philips PHS 2-6501) 49                      | <b>86 THE ICE MAN COMETH</b><br>Jerry Butler (Mercury SR 61198) 85                    |
| <b>20 THE LIVE ADVENTURES OF MIKE BLOOMFIELD &amp; AL KOOPER</b><br>(Columbia KGP 6) 25 | <b>53 HEAD</b><br>Monkees Original Soundtrack (Colgems COSO 5008) 51               | <b>87 SYNTHESIS</b><br>Cryan Shames (Columbia CS 9719) 92                             |
| <b>21 WILDFLOWERS</b><br>Judy Collins (Elektra EKS 74012) 16                            | <b>54 PROMISES, PROMISES</b><br>Original Cast (United Artists UAS 9902) 61         | <b>88 GENUINE IMITATION LIFE GAZETTE</b><br>4 Seasons (Philips PHS 600-290) 83        |
| <b>22 SWITCHED ON BACH</b><br>Walter Carlos-Benjamin Folkman (Columbia MS 7194) 35      | <b>55 JETHRO TULL</b><br>(Reprise 6336) 67   | <b>89 BY THE TIME I GET TO PHOENIX</b><br>Glen Campbell (Capitol T/ST 2851) 86        |
| <b>23 GENTLE ON MY MIND</b><br>Glen Campbell (Capitol ST 2809) 17                       | <b>56 WHEELS OF FIRE</b><br>Cream (Atco SD 2-700) 52                               | <b>90 RICHARD P. HAVENS, 1983</b><br>(Verve/Forcast FTS 3047-2) 90                    |
| <b>24 LED ZEPPELIN</b><br>(Atlantic SD 8216) 34   | <b>57 OLIVER</b><br>Original Soundtrack (Colgems COSD 5501) 64                     | <b>91 STEPPENWOLF</b><br>(Dunhill DS 50029) 88  |
| <b>25 NEAR THE BEGINNING</b><br>Vanilla Fudge (Atco SD 278) 45                          | <b>58 TRAFFIC</b><br>(United Artists UAS 6676) 53                                  | <b>92 BOBBIE GENTRY &amp; GLEN CAMPBELL</b><br>(Capitol ST 2928) 91                   |
| <b>26 THE SECOND</b><br>Steppenwolf (Dunhill DS 50037) 20                               | <b>59 I STAND ALONE</b><br>Al Kooper (Columbia CS 9718) 63                         | <b>93 STONE SOUL</b><br>Mongo Santamaria (Columbia CS 9780) 94                        |
| <b>27 CHEAP THRILLS</b><br>Big Brother & Holding Company (Columbia KCS 9700) 23         | <b>60 INSTANT REPLAY</b><br>Monkees (Colgems COS 133) 70                           | <b>94 STAND BY YOUR MAN</b><br>Tammy Wynette (Epic BN 26451) —                        |
| <b>28 GENTLE ON MY MIND</b><br>Dean Martin (Reprise RS 6330) 24                         | <b>61 THE TEMPTATIONS LIVE AT THE COPA</b><br>(Gordy GS 938) 59                    | <b>95 THE GOOD RATS</b><br>(Kapp KS 3580) 93  |
| <b>29 DIANA ROSS &amp; THE SUPREMES JOIN THE TEMPTATIONS</b><br>(Motown MS 679) 26      | <b>62 CANDY</b><br>Original Soundtrack (ABC-ABCs 009) 60                           | <b>96 TILL</b><br>Jeffry Vale (Columbia CS 9757) 98                                   |
| <b>30 BAYOU COUNTRY</b><br>Creedence Clearwater Revival (Fantasy 8387) 48               | <b>63 THEMES LIKE OLD TIMES</b><br>Original Radio Themes (Viva V 36018) 73         | <b>97 STONEDHEDGE</b><br>Ten Years After (Deram DES 18021) 97                         |
| <b>31 CYCLES</b><br>Frank Sinatra (Reprise FS 1027) 27                                  | <b>64 THE BOB SEGER SYSTEM</b><br>(Capitol ST 172) 68                              | <b>98 DUSTY IN MEMPHIS</b><br>Dusty Springfield (Atlantic SD 8214) 99                 |
| <b>32 PROMISES, PROMISES</b><br>Dionne Warwick (Scepter SPS 571) 28                     | <b>65 FELICIANO</b><br>Jose Feliciano (RCA Victor LPS/LSP 3957) 65                 | <b>99 WAITING FOR THE SUN</b><br>Doors (Elektra EKS 74024) 100                        |
| <b>33 THE RASCAL'S GREATEST HITS TIME PEACE</b><br>(Atlantic SD 8190) 29                | <b>66 SOULED JOSE FELICIANO</b><br>(RCA Victor LSP 4045) 57                        | <b>100 SOUND OF SEXY SOUL</b><br>Delfonics (Philly Groove 1151) 104                   |
| <b>67 MC 5/KICK OUT THE JAMS</b><br>(Elektra EKS 74042) 87                              |  |   |

- 101 2001 A SPACE ODYSSEY  
Original Soundtrack (MGM STE-13)
- 102 WHO'S MAKING LOVE  
Johnny Taylor (Star 2005)
- 103 ARCHIES  
(Calendar KES 10)
- 104 THE WORM  
Jimmy McGriff (Solid State SS 18045)
- 105 ANYTHING YOU CHOOSE B/W  
WITHOUT RHYME OR REASON  
Spanky & Our Gang (Mercury SR 61183)
- 106 A THORN IN MRS. ROSE'S SIDE  
Biff Rose (Tetragrammaton T 103)
- 107 VANILLA FUDGE  
(Atco 224)
- 108 THIS IS MY COUNTRY  
Impression (Curton CMS 8001)
- 109 THOSE WERE THE DAYS  
Johnny Mathis (Columbia CS 9705)
- 110 A TIME FOR LIVING, A TIME FOR HOPE  
Ed Ames (RCA LSP 4128)

- 111 THE BEST OF THE COWSILLS  
(MGM SE 4597)
- 112 COLOURS  
Claudine Longet (A&M SP 4163)
- 113 THE NASHVILLE BRASS PLAY  
THE NASHVILLE SOUND  
(RCA LSP 4059)
- 114 PARSLEY, SAGE, ROSEMARY & THYME  
Simon & Garfunkel (Columbia CL 2563/CS 9363)
- 115 FINIAN'S RAINBOW  
Soundtrack (Warner Bros./7 Arts BS 2550)
- 116 IN SEARCH OF THE LOST CHORD  
Moody Blues (Deram DES 18017)
- 117 ZORBA  
Original Cast (Capitol SO 118)
- 118 LATE AGAIN  
Peter, Paul & Mary (Warner Bros./7 Arts WS 1751)
- 119 ENGLISH ROSE  
Fleetwood Mac (Epic BN 26446)
- 120 SHINE ON BRIGHTLY  
Procol Harum (A&M SP 4151)

- 121 SOUNDS OF THE YOUNG WORLD  
Eddy Arnold (RCA LSP 4110)
- 122 THE DOORS  
(Elektra EK 4007 EKS 7407)
- 123 LITTLE ARROWS  
Leapy Lee (Decca DL 75076)
- 124 SUPER SESSION  
Mike Bloomfield, Al Kooper, Steve Stills  
(Columbia CS 9701)
- 125 CRUISING WITH RUBEN & THE JETS  
Mothers of Invention (Verve V6 5055-X)
- 126 JOHNNY CASH AT FOLSOM PRISON  
(Columbia CS 9639)
- 127 DISRAELI GEARS  
Cream (Atco 232/SD 232)
- 128 TRUTH  
Jeff Beck (Epic BN 26413)
- 129 IN MY LIFE  
Judy Collins (Elektra EKS 74027)
- 130 ARETHA NOW  
Aretha Franklin (Atlantic SD 8186)

- 131 SOUND OF MUSIC  
(RCA Victor LOCD/LOSD 2005)
- 132 YOU COULD BE BORN AGAIN  
Free Design (Project 3 PR 5031)
- 133 IN THE GROOVE  
Marvin Gaye (Tamla TS 285)
- 134 GET IT ON  
Pacific Gas & Electric (Power P 701)
- 135 DR. ZHIVAGO  
Original Soundtrack (MGM E/ES 65T)
- 136 THE BEAT OF THE BRASS  
Herb Alpert & Tijuana Brass (A&M SP 4146)
- 137 HICKORY HOLLER REVISITED  
O. C. Smith (Columbia CS 9680)
- 138 DIANA ROSS & THE SUPREMES  
GREATEST HITS  
Motown M/MS 2-663
- 139 SOUNDS OF SILENCE  
Simon & Garfunkel (Columbia CS 9269)
- 140 HARPER VALLEY P.T.A.  
Jeannie C. Riley (Plantation PLP-1)



# 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.

## SOLID STATE

Count Basie	Basie Meets Bond	18032
Thad Jones/Mel Lewis	Live At The Village Vanguard	18016
Johnny Lytle	A Man & A Woman	18014
Johnny Lytle	Sound Of Velvet Soul	18026
Jimmy McGriff	Bag Full Of Blues	18017
Nelson Riddle	Music For Wives & Lovers	18013
Jimmy McGriff	Honey	18036
Joe Williams	Something Old, New & Blue	18015

## STARDAY

Glen Campbell	Country Music Star #1	SLP S 437
Red Sovine	Classic Narrations	SLP S 436
George Morgan	Sounds Of Goodbye	435
Kenny Roberts	Country Music Singing Sensation	434
The Lewis Family	Did You Ever Go Sailing (Down The River Of Memories)	433
Guy Mitchell	Singin' Up A Storm	432
	Country Music Hall Of Fame Vol. 8	9-430
Dolly Parton & George Jones & Willis Bros.	Hey, Mr. Truck Driver	429
Red Sovine	Sunday With Sovine	428
Snoopy Lanson	Nashville Now	427
Glen Campbell	Country Soul	426
Flatt & Scruggs	Songs & Sounds From The Bonnie & Clyde Era	424
Lewis Family	Golden Gospel Banjo	423
Lewis Family	All Day Singing & Dinner On The Ground	422
Top Country Stars	Modern Country Hits Of Today	419
George Morgan	Barbara	417
Johnny Bond	Drink Up And Go Home	416
Red Sovine	Phantom 309	414
Various	Man Behind The Wheel	404
Minnie Pearl	The Country Music Story	397
Top Stars	Thunder On The Road	386
Stanley Bros.	Jacob's Vision	384
Red Sovine	Giddy-Up Go	363
All Stars	That's Truck Drivin'	357
Dottie West & Melba Montgomery	Queens Of Country Music	352
George Jones	George Jones	335
Johnny Bond	Ten Little Bottles	333
Buck Owens	Country Hitmaker #1	324
Willis Bros.	Forty Acres	323
Various	Let's Hit The Road—Truck Driver's Song	306
Dottie West	Dottie West, Country Girl Sensation	302
Top Stars	Diesel Smoke—Dangerous Curves	250

## STEED

Andy Kim	How'd We Ever Get This Way?	S 3700L
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## STINSON

Burl Ives	The Wayfaring Stranger	SLP 1
Carlos Montoya	El Flamenco Vol. 1	SLP 3
Carlos Montoya	El Flamenco Vol. II	SLP 4
Woody Guthrie	Chain Gang Vol. I & II	SLPX 7
	Leadbelly Memorial Vol. I	SLP 19
	Leadbelly Memorial Vol. IV	SLP 51
Woody Guthrie	Cowboy Songs	SLP 32
Pete Seeger	Lincoln Brigade	SLP 52
Sonny Terry	& His Mouth Harp & Songs	SLP 55
Pete Seeger	Concert Banjo & Guitar	SLP 57
James P. Johnson	New York Jazz	SLP 21
Coleman Hawkins	Originals With Hawkins	SLP 22
Norman Granz	Original Vol. I	SLP 23
	Jazz & The Philharmonic	SLP 30
Muggsy Spanier	Pee Wee Russell Rag Timers Vol. I	SLP 40
	Art Tatum Solos and Trio Stewart & Grimes	

## TANGERINE

John Anderson	Time Will Tell	TRC-1506
Percy Mayfield	My Jug and I	TRC-1502
Terrell Prude Trio	Princess	TRC-1502

## TJCO

Joe Cuba	My Man Speedy	SLP 1161
Two Sides Of La Lupe		(S)LP 1162
Twelve Top Hits Of 1967		(S)LP 1163
Celia Cruz	A Ti Mexico	(S)LP 1164
Eddie Palmieri	Champagne	(S)LP 1165
Julio Aleman	Canto Para Ti	(S)LP 1166
Queen Of Latin Soul	La Lupe	(S)LP 1167
Myrta Silva	Author and Performer	(S)LP 1168
Today's All Stars		
Jam Session	Live At The Village Gate	(S)LP 1169
Rafael Cortijo	Sorongo	(S)LP 1170
Myrta Silva	Canciones Mi Mama No Me Enseó	(S)LP 1171
Tito Puente	El Ray/The King	(S)LP 1172

## TOWER

The Standells	Dirty Water	ST5027
Soundtrack	The Wild Angels	DT5043
Soundtrack	Wild Angels, Vol. 2	DT5056
Soundtrack	Wild In The Street	SKA05099
Billy Taylor	I Wish I Knew	ST5111
Eternity's Children	Eternity's Children	ST5123
Jake Holmes	A Letter To Katherine December	ST5127
Pink Floyd	A Saucerful Of Secrets	ST5131
Justin Wilson	Bought You Self Wit'Me	ST5133
Greek Artists	Greece Revisited	ST5134
Sandy Curley	Sandy Gurly & The San Francisco Bridge	ST5135
Dick Curless	On The Wild Side Of Town	ST5137
The Arrows	Wild In The Streets	ST5139
German Artists	Aug Zum Schutzenfest	ST5140
Soundtrack	Killers Three	ST5141
Dick Dodd	First Evolution Of Dick Dodd	ST5142
German Artists	German Marches	ST5143
Bill Tinker	Inside Out	ST5145
Max Frost	Shape Of Things To Come	ST5147
Soundtrack	Best Of The Soundtracks	ST5148
Verrill Keene	An Afternoon Affair	ST5151
Soundtrack	If He Hollers, Let Him Go	ST5152
Indian Artists	Rao	ST5155
Various	Instant Replay	ST5157
Eddie Higgins	Chitty Chitty Bang Bang	ST5158
Soundtrack	The Trip	ST5908
Soundtrack	Single Room Furnished	ST5917

## TRADITION

The Clancy Brothers and Tommy Makem	The Rising of the Moon	1006
Odetta	Odetta Sings Ballads and Blues	1010
Ewan MacColl	Classic Scots Ballads	1015
Mississippi State Penitentiary	Negro Prison Songs collected by Alan Lomax	1020
Mary O'Hara	Songs of Ireland	1024
Odetta	Odetta at the Gate of Horn	1025
Ewan MacColl and A. L. Lloyd	Blow Boys Blow	1026
The Clancy Brothers and Tommy Makem	Come Fill Your Glass With Us	1032
Lightnin' Hopkins	Country Blues	1035
J. J. Niles	An Evening with John Jacob Niles	1036
Lightnin' Hopkins	Autobiography in Blues	1040
The Clancy Brothers and Tommy Makem	Presenting the Clancy Brothers & Tommy Makem	1042
Carolyn Hester	Carolyn Hester—Folk Songs	1043
Tommy Makem	Songs of Tommy Makem	1044
Peg & Bobby Clancy	Songs from Ireland	1045
The Clancy Brothers and Tommy Makem	The Best of the Clancy Brothers and Tommy Makem	2050
Ed McCurdy	The Best of Ed McCurdy	2051
Odetta	The Best of Odetta	2052
Oscar Brand	The Best of Oscar Brand	2053
Glen Yarbrough	The Best of Glen Yarbrough	2054
J. J. Niles	The Best of John Jacob Niles	2055
Lightnin' Hopkins	The Best of Lightnin' Hopkins	2056
Alan Lomax	The Collector's Choice—authentic folk songs	2057
Woody Guthrie	The Legendary Woody Guthrie—In Memoriam	2058
Ewan MacColl and Peggy Seeger	The Manchester Angel—traditional English Folk Songs	2059
The Clancy Brothers and Tommy Makem & their families	At Home with the Clancy Brothers & Tommy Makem	2060
Ed McCurdy	Songs of the West	2061
Chad & Jeremy	British Folk Artist Concert Featuring Chad & Jeremy	2062
Rod McKuen	Rod McKuen Takes a San Francisco Hippie Trip	2063
Native steel drum Bank	Steel Drums (live recording)	2064
Elsa Lanchester	Bawdy Cockney Songs	2065
Louisiana State Penitentiary	Southern Prison Blues	2066

## 20th CENTURY-FOX

Soundtrack	Valley Of The Dolls	S4196
Soundtrack	Doctor Dolittle	S5101
Soundtrack	The Sand Pebbles	S4189
Soundtrack	The Bible	S4184
Soundtrack	Zorba The Greek	S4167
Soundtrack	Star	S5102
Harry Simeone	Little Drummer Boy	S3100
Martin Luther King	I Have A Dream	TFS3201
Hugo Montenegro	The Montenegro Brand	TFS3214
Soundtrack	Johanna	S4202





# CashBox Album Reviews

## Pop Picks



**CLOUD NINE** — Temptations — Gordy GS 939  
Titled after the Temptations' recent chart hit, and including their current chart riser, "Run Away Child, Running Wild" (9:38 here on the LP), this set, already on the Top 100 Albums, is a certain monster. In addition to the two chart-busters, the package features Marvin Gaye's number 1 chart single, "I Heard It Through The Grapevine," and "Love Is A Hurtin' Thing." This disk is a potent blend of dynamite and smooth professionalism.



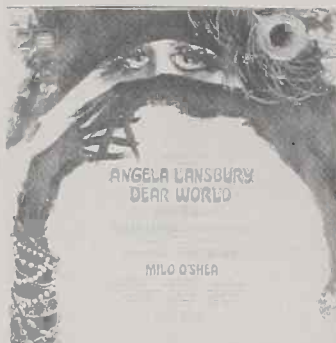
**COME ON, REACT!** — Fireballs — Atco SD 33-275  
Leading off with their recent "Come On, React" hit, the Fireballs turn in a strong collection which could develop into the group's biggest album yet. A modified country sound is the backbone of the album and the natural feel could result in good underground FM exposure. In addition to the eight original tunes in the album ("Hurry Hurry," a pretty ballad is a good bet for play), new exposure is given to "Lonely Too Long," the old Rascals hit; Buffy Sainte-Marie's "Codine"; and "Get Out Of My Life Woman," a past Memphis hit.



**ALWAYS TOGETHER** — DeLis — Cadet LPS 822  
The Dells last hit, "Always Together," and their current "Hallways Of My Mind" single provide the sales impetus for their latest collection of well-developed harmony, with just the right touch of modern soul added. Producer Bobby Miller penned all the songs here, except for a tasty uptempo tune, "Goodbye Mary Ann," and among our favorites is "Does Anybody Know I'm Here," another recent single click for the group.



**THE SUPER GROUPS** — Various Artists — Atco SD 33-279  
Atco Records has combined 11 single efforts by 6 top contemporary groups into one package, sure to see sales aplenty. The Rascals' "How Can I Be Sure" and "Come On Up," and the Bee Gees' "Words" and "I Can't See Nobody," are the goodies here, but singles by Buffalo Springfield ("Bluebird" and "Mr. Soul"), Cream ("Strange Brew" and "I Feel Free"), Vanilla Fudge ("Take Me For A Little While" and "Eleanor Rigby") and Iron Butterfly ("In-A-Gadda-Da-Vita") were all heavy underground favorites.



**DEAR WORLD** — Original Cast — Columbia BOS 3260  
While critics didn't quite say, "welcome," Dear World, the cast LP is quite pleasurable. And it's the warm and graceful tunes and deft lyrics of Jerry Herman that make it so. There are four outstanding songs: the title number, "Each Tomorrow Morning," "I Don't Want to Know," and "Kiss Her Now." Angela ("Mame") Lansbury tops the cast and shines on record (she plays a key role in eight of the 10 numbers).



**THE NASHVILLE BRASS PLAY THE NASHVILLE SOUND** — RCA Victor LSP 4059  
Already on the charts, this zestful, buoyant LP by the Nashville Brass could develop into a substantial good music item. Tasteful arrangements give strength to such ditties as "Mule Skinner Blues," "Let It Be Me," "The Middle Of The Road," and "Jambalaya (On The Bayou)." The open-throated brass on the disk create a most pleasurable listening experience.

## Pop Best Bets



**HEY JUDE/HEY BING!** — Bing Crosby — Amos AAS 7001  
Perennial crooning favorite Bing Crosby steps into a contemporary bag here, and the results are delightful. Der Bingle lends his characteristic ease and smoothness to such modern tunes as the title song, "Both Sides Now," "The Straight Life," and "Those Were The Days." This "now" material, coupled with the artist's enduring stature, makes for an album which could reach major proportions.



**KING OF THE BLUES GUITAR** — Albert King — Atlantic SD 8213  
As part of the deal which saw Stax go to Paramount, Atlantic retained rights to already-recorded Stax product, from whence came this current set. Blues master Albert King is currently scoring on the singles front with another old track, "As The Years Go Passing By," and its success could spur album sales. Several older tunes associated with King, such as "Born Under A Bad Sign" and "Crosscut Saw," are also included.



**SAY IT LOUD** — Lou Donaldson — Blue Note BST 84299  
Using James Brown's recent soul message song, "Say It Loud, I'm Black And I'm Proud," as a starting point, alto saxist Lou Donaldson turns in another first rate merging of jazz and R&B sounds. Along with Blue Mitchell (trumpet), Jimmy Ponder (guitar), Leo Morris (drums) and newcomer Charles Earland (organ), Donaldson also tackles two standards, "Summertime" and "Caravan," and two of his own compositions, "Snake Bone" and "Brother Soul." Score a touchdown for this set.



**THE BERKELEY CONCERT** — Lenny Bruce — Bizarre 6329  
This 2-record set was recorded at Berkeley, California, where the late social satirist Lenny Bruce made a concert performance. The album is unexpurgated, and presents Bruce at his controversial, fulminating best. Much of his material deals with what he felt were the inequities and hypocrisies of the American legal system. He employs corrosive wit and fierce imagery to make his points. Naturally, there will be those who will find this set offensive, but there are many others (in some circles, Bruce has attained the status of a martyr) who will be riveted by his message.



**SIMPLY THE TRUTH** — John Lee Hooker — BluesWay BLS 6023  
Veteran bluesman John Lee Hooker serves up a set of heavy blues tunes which are permeated with his jazz-styled guitar. The strong efforts include "I Don't Wanna Go To Vietnam," "Mini Skirts," "Tantalizing With The Blues," and "(Twist Ain't Nothin') But The Old Time Shimmy." Long a major figure in American blues, Hooker should receive the approbation of a host of blues fanciers with this album.



**NEIL YOUNG** — Reprise RS 6317  
Neil Young, singing and playing guitar on an album of contemporary art songs, all but one of which he wrote, creates an aura of gentle beauty. An instrumental, "The Emperor Of Wyoming"; "The Loner," "Here We Are In The Years," and "What Did You Do To My Life," are among the fine tunes, Neil Young could generate a good deal of listener enthusiasm with this offering.



# CashBox Album Reviews

## Pop Best Bets



### RE-LIGHT MY FIRE — Rhetta Hughes — Tetragrammaton T 111

Rhetta Hughes, a dynamic soul songstress, delivers a set of dramatic, soaring R&B tunes on her first Tetragrammaton album. The LP includes the artist's latest single, "Light My Fire;" an earlier lid, "You're Doing It With Her (When It Should Be Me)," which saw R&B chart action; "Baby, I Need Your Loving;" and "Walk On By." This scintillating package could bring Miss Hughes to the attention of a widespread disk-buying public.



### COMIN' ON — Evergreen Blues — ABC ABCS 669

The Evergreen Blues, a seven-man rock group, comes on strong with eleven blues-drenched rock ditties. Among the funky wailers are "Please Take Me Now," "Don't Mess Up My Mind," "The Moon Is High," and "Try A Little Tenderness." The group performs with éclat and zest throughout the album, and there could be widespread favorable response to the offering.



### LOVE IS THE LAW — Grahame Bond — Pulsar AR 10604

The Grahame Bond Organization was one of the top English bands, but their fame never spread to this country. Now Bond goes it alone (he plays all instruments on the session except drums) on this produced-in-the-U.S.A. album, and stands an excellent chance of success. 10 original songs by Billy Gamble are given top-notch readings by Bond, and the overall sound is polite and commercial British blues. Title song and "Moving Towards The Light" are standouts. Deserves heavy play.



### THEMES IN BRASS — Brass Hat — Kapp KS 3588

Rich, full, lilting horn renditions of eleven movie tunes make this LP by the Brass Hat a strong candidate for middle-of-the-road spins and sales. Among the winning melodies are "The Odd Couple," from the film of the same name; "Scarborough Fair," from "The Graduate"; "Barbarella," from that flick; and "Old Devil Moon," from "Finian's Rainbow." Lots of pleasant listening here.



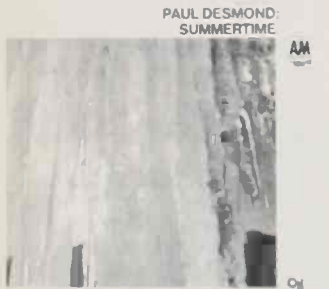
### MUSIC FROM SWEET CHARITY — Sammy Kaye & His Orchestra — Decca DL 75074

Sammy Kaye and His Orchestra give smooth, gently swinging, and highly danceable treatments to eleven tunes from the film "Sweet Charity." Featured on the set, in addition to the title outing, are "Big Spender," "It's A Nice Face," "My Personal Property," and "If My Friends Could See Me Now." This appealing LP should garner considerable good music play.



### THE SACRED MUSHROOM — Parallax P 4001

The Sacred Mushroom, a five-man blues-rock group, are into the blues in a gritty, mournful manner. Employing adept vocals and instrumental work, the act delivers "I Don't Like You," "Catatonic Lover," "I Take Care," and "Mean Old World," plus four other numbers. Group member Larry Goshorn (lead guitar, vocals) wrote five of the tunes and co-penned another. Lots of solid blues here.



### SUMMERTIME — Paul Desmond — A&M SP-3015

Saxist Paul Desmond can play it cool (as he did with Dave Brubeck) or play it lush, as he has done several times on his own, and on his latest outing, he plays it both ways on a diversified collection of tunes, giving the set appeal to both jazz and pop buffs. Desmond is at his best on "Ob-La-Di, Ob-La-Da," the Lennon-McCartney tune, and on "Someday My Prince Will Come," a song associated with the Brubeck days, but the entire album merits attention.



### DARIUS — Chartmaker CSG 1102

Darius, singing in emotional, dramatic style, offers fifteen pop melodies, all of which he wrote. Much of the material is low-keyed, but the artist's skill comes across strong throughout the album. Included on the set are "Shades Of Blue," "I Feel The Need To Carry On," "Dirty, Funky Situation," and "Blow My Mind." Keep an eye on this one, it could catch fire.

## Jazz Picks



### MORE SORCERY — Gabor Szabo — Impulse AS 9167

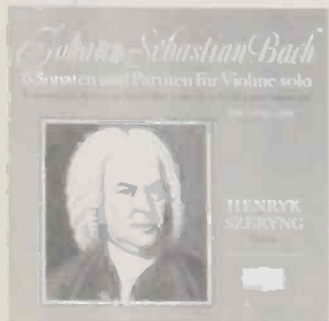
Jazz enthusiasts should be out in force for this jazz LP, which is guitarist Gabor Szabo's follow-up to his earlier Impulse album, "The Sorcerer." Side 1 was recorded live at Boston's Jazz Workshop; Side 2 at the Monterey Jazz Festival. The artist performs with clarity and grace throughout the six tunes, which include "Los Matadores," a flamenco; a bossa nova rendition of "People;" and a blues-tinged "Lucy In The Sky With Diamonds." A most impressive set.



### SOUNDTRACK — Charles Lloyd — Atlantic SD 1519

Charles Lloyd, playing tenor sax and flute, renders four sparkling jazz sessions, all of which he wrote. The selections include "Sombrero Sam," "Voice In The Night," "Pre-Dawn," and "Forest Flower '69." Lloyd receives tightly-knit support from Keith Jarrett, piano; Ron McClure, bass; and Jack DeJohnette, drums. This excellent album should catch the fancy of a large jazz listenership.

## Classical Picks



### BACH: SOLO-VIOLINSONATEN — Szeryng-Deutsche Grammophon 139270/72

Six of Johann Sebastian Bach's sonatas and partitas for solo violin (BWV 1001-1006) are given fine interpretations by Henryk Szeryng on this three-record set. A rich variety of music, all the more remarkable because it is produced by a single instrument, is contained in these works. Szeryng is obviously aware of this, and he plays the sonatas and partitas as though he were conducting an ensemble. Excellent package.



### BERLIOZ: ROMEO ET JULIETTE — Patricia Kern/Robert Tear/John Shirley-Quirk/London Symphony/Colin Davis-Philips PHS 2-909

The plays of Shakespeare, in particular "Romeo And Juliet," fired the imagination of Hector Berlioz. He considered writing an opera based on the play, but the work he finally wrote was "a dramatic symphony, with chorus, soloists and a prologue in choral recitative, after Shakespeare's drama." Patricia Kern, contralto, as Juliet; Robert Tear, tenor, as Romeo; and John Shirley-Quirk, bass, as Friar Laurence, all give commendable performances, and the London Symphony Orchestra, Colin Davis conducting, is in fine form as always.





**FINALIZED AFFILIATION:** Dot Records and the Tom Wilson Organization have reached an agreement for the production of a number of selected artists to be exclusively contracted to Dot, it was revealed by Arnold Burk, Paramount Pictures Corp. vice president in charge of music operations and president of Dot. Pictured at Paramount Studios, following the finalization of the agreement, are (l. to r.) Burk, Wilson, and former producer-impressario Mark Joseph, with whom Wilson operates joint companies encompassing all aspects of artists' development, production, management, and promotion.

## NMC Expands Space For SL & LA Arms

OCEANSIDE, N.Y.—NMC Corp., national distrib and owner of the Riverside, Jazzland and Orpheum recording labels, has expanded its warehousing and office facilities to include the west coast and mid-western parts of the United States.

Jesse Selter, president, said that "our new Los Angeles warehouse will give us an additional 15,000 square feet of space facilitating our rack jobbing services to local retailers."

Selter added that the California installations, at 1535 West Rosencrans Avenue, Gardena, would be administered jointly by Norman Goodwin and Wallace Hill.

In St. Louis, NMC is presently negotiating a lease for approximately 20,000 square feet of warehousing space. Missouri operations will be supervised by a new corporate appointee, Edward Ockel.

## Mike Ross Retires

NEW YORK — Michael H. "Mike" Ross is retiring from his post as general merchandising manager of the home entertainment division of Decca Records, reports Bill Gallagher, vice president of the entertainment and leisure time marketing division of MCA Inc. Ross, however, will continue to serve Decca as a consultant.

Howard Kaye, who was Ross' assistant, will take over Ross' administrative duties, reporting to Jack Loetz, Decca's vice president in charge of administration.

## Brenda Lee To Hit Road Again In March

NEW YORK — Brenda Lee will begin a new schedule of personal appearances when she opens a ten day engagement at the Holiday House in Pittsburgh on March 21st. She was absent from the road for seven months for the birth of her second child.

On April 7th she will open a one week stand at Suttmiller's in Columbus, Ohio, to be followed by a series of concert dates in Oklahoma City on April 17th and at Houston's Music Center on April 18th and 19th. A three week stand at the Roosevelt Hotel, New Orleans, has been set for April 24th, followed by a stint at the Top Hat in Windsor, May 19th for two weeks. On June 5th she opens a three week tour of Japan.

Previous commitments to be filled sometime during this year include, two weeks at the Three Rivers Inn, Syracuse; four weeks at Harold's Club, Reno; two weeks at the Cave in Vancouver; two weeks at the Plantation in Greensboro and a three week tour of Germany.

Brenda's long-time show band, the Casuals, will again back her on all engagements. Brenda is currently represented on the Top 100 with her new Decca single of "Johnny One Time."

## Roulette/Guarino Form Two Labels

NEW YORK — Roulette Records has formed, in conjunction with Lou Guarino, two new labels and publishing firms. Inperformance will be a pop outlet, while Power Pack will serve-up R&B sounds. The publishing firms are Pow Pak Music (BMI) and Inperformance (ASCAP). Both companies, operating out of Roulette's offices in New York, will be administered by the combined staffs of Roulette and Guarino. Power Pack gets underway with "This I Swear" by La Femme, while Inperformance starts off with "Doesn't Someone Have a Plan" by vocalist Joey Dallas Jones. An upcoming Inperformance singles release will include the American debut of a British underground group, The Fruit Machine and the Music Combination.

Guarino is a music business vet who previously headed the Calico and World Artist labels.

### Field Promo Appointments

Roulette has added to field promo men. They are Jon Matthews, regional promo manager for the southwest, including Texas, Tennessee and Oklahoma, and Mike Kelly, regional promo manager in several territories.

## Fields To Share Load In Sid Bernstein Work

NEW YORK — Sid Bernstein, impressario and personal manager, last week said that Billy Fields had joined him to work in the development of new talent, thus giving Bernstein greater freetime to work on several upcoming projects. Among these are film and television ventures.

In making the announcement, Bernstein said that it was "a mutual gravitation" that he was sure would enhance their business strengths and widen operations. Fields and Bernstein had worked together in earlier efforts that included concerts with Tony Bennett, Judy Garland and shows at the Newport Jazz Festivals. Fields had been running his own talent office recently, which business he will maintain.

Bernstein left last week for a European tour with the Rascals whom he manages.

## Ross Inks Gene Bua

HOLLYWOOD — Gene Bua, male lead in the television strip musical soap opera, "Love Of Life," has been signed by Jerry Ross Productions to a five-year contract with Ross' Heritage label. Initial release will be an album utilizing the TV series title and featuring songs Bua has sung on the show, plus four originals. Ross will produce sessions which Claus Ogerman will arrange and orchestrate.

# AT&T In Major Ad-Promo Campaign Featuring The Yellow Payges Act

NEW YORK — The American Telephone & Telegraph Company will feature a four-man rock group, the Yellow Payges, in a huge advertising and promotion campaign for their Yellow Pages classified directory. Announcement of the program was made last week (25) at a press conference and party here at the Biltmore Hotel.

### TV Spots

The contemporary group will appear in sixty and thirty second commercials to be aired over network and local TV by both AT&T and the Bell System's various local operating companies. In addition, the group will be featured in full-page color ads which will appear in over a dozen national magazines and they will be heard on various radio commercials, being prepared by the local companies. The Yellow Payges will also make personal appearances throughout the country — on behalf of local Yellow Pages directories, both at phone company internal functions and at public press, charitable, civic and social affairs. This aspect of the campaign will begin immediately and the advertising commences May 1st.

Subject of the AT&T campaign will be a Yellow Payges Party Pak, which contains the Payges latest single, two posters of the group, instructions on the new dance created especially for the Yellow Payges' sound and various party decorations — all to be offered to the consumer for two dollars, a fraction of its retail value.

This is the first time AT&T has been associated with a contemporary rock act and will be the most extensive commercial media and in-person exposure ever afforded such a group.

### Entertainment Biz 'Adventure'

An all out entertainment industry "adventure", including two more of the world's largest companies, is planned to evolve around the Yellow Payges. Their latest UNI Records single ("Never Put Away My Love For You") and first album (Yellow Payges: Volume I) was premiered at the party. And it was revealed that UNI, a division of the giant entertainment complex MCA has ear-marked its greatest artist promotion campaign ever for the same Yellow Payges.

Simultaneous with the AT&T commercial exposure UNI will launch a nation-wide Yellow Payges record product campaign — with colorful rack and in-store displays and promotions, trade and consumer ads, contests — including a distributor level '69 automobile incentive and numerous other projects.

Another boost comes indirectly from the huge conglomerate Gulf and Western, through its vast Merson Musical Instrument division.

As a user of the Merson distributed Marshall Amplifier & Hagstrom Guitars, the Yellow Payges will be the subject of a giant in-(music)-store promotion by Merson, similar to UNI's record store campaign. 5,000 music equipment dealers will feature posters, cut-outs, pamphlets, and other visual aids highlighting the group. Merson will also feature the group in a series of consumer and trade ads and promotions spearheading what will also be that company's biggest promotion campaign to date.

## Altshuler Exits Post At Vanguard

NEW YORK — Madlyne Altshuler has resigned her post as publicity and advertising director of Vanguard Records. She will be getting married and moving to California. A new PR director for the company will be announced next week.

Action Talent, New York-based booking agency, in addition to its usual custom of working with local radio stations, press, and promoters on the group and their records, will also launch their own ads and promotion on behalf of the Payges and will coordinate the act's heavy personal appearance schedule.

The hectic personal appearance schedule is not unfamiliar to the much-traveled "Payges", voted 1968's Best New Group Of The Year by the Youth Foundation. The foursome, who performed at the party, topped a 45 city-45 day tour for Dick Clark and last year hit over 100 U.S. cities, co-starring with Eric Burdon & the Animals and on their own concert dates.

The group consists of Dan Horter (22) lead singer; Dan Gorman (19) drummer; Bill Ham (18) guitar; and Bob Barnes (20) bass guitar.

## Columbia Promotes 4 To New Sales Slots

NEW YORK — Norm Ziegler, Del Costello, Jack Craig and Don Van Gorp have been promoted to the newly created position of regional sales director for Columbia Records. According to Don England, vice president of sales and distribution, Ziegler will be handling the Southern Region, Costello will be covering the Western Region, Craig will be in charge of the sales for the Midwestern Region, and Van Gorp will handle sales in the Northeast Region.

### Sales Programs

Each of these men will be responsible to England for the total sales and distribution functions within his region. He will also be responsible for the formulation and the execution of locally conceived sales programs in the areas of both records and audio products. Messrs. Ziegler, Costello, Craig and Van Gorp will also be coordinating the field promotion effort with Columbia's Regional Promotion Managers in their respective areas.

Ziegler joined Columbia Records in 1957. He was with the Detroit branch of the company and rose through the ranks to his most recent promotion.

Costello has been with Columbia since 1962. Prior to his present position, he was regional sales manager. Previous to joining Columbia, Costello was with a firm that handled Columbia Records promotion.

Craig came to Columbia after graduating from Trinity College in Hartford. He started as a district sales manager and, prior to his present promotion, was a regional sales manager.

Van Gorp joined Columbia in 1962 as a district sales manager and went on to become a regional sales manager in his region. Prior to his coming to the company, Van Gorp was in the music industry for ten years.

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# Country Reviews

## Picks of the Week

**KITTY WELLS** (Decca 32455)

**Guilty Street** (2:52) (Kitty Wells BMI — Null)

The winning style of Kitty Wells together with a fine ballad penned by Cecil Null add up to a disk destined for a rapid appearance on the chart. Flip: "Shape Up Or Get Out" (2:05) (Kitty Wells BMI — Anglin)

**DAVE DUDLEY** (Mercury 72902)

**One More Mile** (2:21) (Newkeys BMI — Hall)

Dave Dudley does a fine job with this tune penned by Tom T. Hall. "One More Mile" offers good listening and should be strong enough for chart action. Flip: "Angel" (2:46) (Newkeys BMI — Dudley)

**SLIM WHITMAN** (Imperial 66358)

**My Happiness** (2:25) (Happiness ASCAP — Peterson, Bergantino)

From Slim Whitman's album "Happy Street" comes the old favorite "My Happiness". Slim's unique styling makes for a disk that should see success. Flip: "Promises" (2:10) (Chappell ASCAP — Springfield, Newell)

**JEAN SHEPARD** (Capitol 2425)

**I'm Tied Around Your Finger** (2:45) (Window BMI — J.P. Jones, P. Jones)

Back in top form with her first release in some time, Jean Shepard offers the smooth ballad "I'm Tied Around Your Finger". Should be well received. Flip: "You're Calling Me Sweetheart Again" (2:20) (Central Songs BMI — Cox, Rhodes)

**BILLY GRAMMER** (Mercury 72893)

**The Hour Of Separation** (2:52) (Newkeys BMI — Hall)

"The Hour Of Separation" is an inspiring narration sure to see plenty of airplay. Good chart movement can be expected. Flip: "The Changing Scene" (2:23) (Newkeys BMI — Baham)

**ERNIE ASHWORTH** (Hickory 1528)

**Where Do You Go (When You Don't Go With Me)** (1:56) (Acuff-Rose BMI — J. & S. Melson)

Ernie Ashworth's latest is a mid-tempo disk with an infectious sound which makes for good chart material. Watch for it. Flip: "Hocus Pocus" (2:03) (Acuff-Rose BMI — Ashworth, Clark)

## Picks of the Week

**JOHNNY CARVER** (Imperial 66361)

**Sweet Wine** (2:10) (Blue Echo BMI — Griff)

From the track of Johnny Carver's latest LP comes one of the title tunes. "Sweet Wine" is an uptempo offering from the pen of Ray Griff which should stir up chart action. No flip info available.

**LEROY VAN DYKE** (Kapp 983)

**Goin' Back To Boston** (3:23) (Mariton ASCAP — Green, Jones, Ditosti)

Strong production is in evidence on "Goin' Back To Boston." A contemporary tune which should move well on country as well as pop charts. Flip: "The Straw" (3:25) (Dannel ASCAP — Nelson)

## Newcomer Picks

**LAWANDA LINDSEY** (Chart 5003)

**Take Me Home** (2:27) (Yonah BMI — Gibson)

Big sound of mid-tempo tune could find wide appeal. Flip: "Woman's Intuition" (2:25) (Yonah BMI — Frank)

**CARL VAUGHN** (Monument 1132)

**You Gave Me A Mountain** (3:40)

(Harvey Mojave BMI — Robbins) Fine rendition of a Marty Robbins tune may find acceptance. No flip info available.

**JERRY INMAN** (Columbia 44774)

**Mississippi Woman** (3:58) (Tree BMI — Lane)

Strong production is in evidence on tune which might move onto chart. Flip: "One If For Him, Two If For Me" (2:38) (Central Songs BMI — Davis)

**WELDON ROGERS** (K—Ark 891)

**Mr. Mountain Lion** (2:07) (Yonah — Rogers)

Light and lively sound makes for good listening. Flip: "I Haven't Seen Myself In Years" (2:23) (Yonah — W. & W. Rogers)

**TROY DANTE** (Kapp 982)

**These Are Not My People** (3:10)

(Lowery BMI — South) Pop-influenced uptempo tune with plenty of bounce. Flip: "Little Star" (2:03) (Leeds ASCAP — Mills)

**BOBBY GEORGE** (Pompeii 66691)

**I Wish I Was Coming Home (To You)** (2:18)

(Freeway BMI — George) Self penned tune with a good sound, worth a listen. Flip: "The Heart Of The City" (2:21) (Central Songs BMI — George)

Two greats team-up forming a

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DON GIBSON

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**Presidents In Nashville; Meet In Memphis** — The Nashville Chapter of NARAS (National Academy of Recording Arts and Sciences) held two organizational functions recently, one in Music City and one in Memphis. In Nashville, the Chapter held a gathering to honor its past presidents at Mario's Restaurant (top photo). Shown in the photo are (from left to right) Chet Atkins, who was one of the charter members of the chapter; past presidents Buddy Killen, Bill Hays, and Eddy Arnold and Harold Bradley, who became the first president when the chapter was formed in 1964.

The bottom photo was taken at a membership party and meeting of Nashville NARAS held at the Rivermont-Holiday Inn in Memphis after the chapter's board of Governors met at Stax Record's conference room. About a hundred representatives from the Memphis music industry were present, in addition to Nashville NARAS members. Pictured greeting famed R&B songwriter Steve Cropper (left) are (left to right) Don Light, president of Nashville NARAS, Emily Washaw, executive director; Jim Stewart, a member of the board of governors; and Mark King of the Memphis mayor's office.

## Allison Is GPM Of Russell-Cason West

**NASHVILLE** — Bobby Russell and Jerry Cason have named Jerry Allison as professional manager of Russell-Cason West. The new office, located at 12069 Ventura Place in Los Angeles, California, will be open in the near future and will be staffed by new writers and artists and will be managed by Allison — Cason's first West Coast manager for their publishing and production activities.

Allison, former leader and drummer of the Crickets, has recently been in-

involved in writing, independent production, and various publishing firms. He is co-writer with Bobby Russell on his latest single, "Ain't Society Great?" Russell and Cason also stated that the Los Angeles office would provide faster and more efficient service to producers seeking material for their firms and would obviously welcome new talent to the Elf label and Russell-Cason's other production outlets. Allison's office phone number in Los Angeles is 213 985-7897.

## Atkins To Open England's 1st C&W Room

**NASHVILLE** — "The Nashville Room," England's first nightclub to feature country talent, will be dedicated on March 5 by Chet Atkins, famed guitarist and vice president in charge of RCA Records' entire Nashville operation. Located in London, "The Nashville Room" plans to import top talent from Music City.

Country music has been promoted in England, and numerous country artists have made appearances there, but there has never before been a center for C&W in Britain. "The Nashville Room" will provide such a center and will give London's country fans a chance to see America's country greats on a regular basis.

## BOURKE NAMED MERC'S COUNTRY PROMO HEAD

**CHICAGO** — Mercury Records has just named Rory Bourke country promotion director for all the corporation's labels. Bourke who was formerly product manager for Mercury's Smash-Fontana Records, has been working out of the corporation's Nashville offices and was responsible for the outstanding initial sales success of Jerry Lee Lewis as a country music artist. In his new post, he will work closely with Jerry Kennedy, Mercury's Nashville A&R director and will concentrate his efforts on heavy promotion and analytical research. "The two are keys to the successful sale of country music" he explained. "I am out to unlock each of those doors."

Bourke, 26, joined the Mercury operation as a local promotion manager in Cleveland in March, 1966. In Feb. 1967, he was named Smash national promotion director and 7 months later was product manager for the Smash/Fontana line. Over the past several months he has been working on special assignment for the corporation with particular emphasis on the development of promotion techniques in the country field.

Country artists on the Mercury label include Dave Dudley, Roy Drusky, Faron Young, Tom T. Hall and Linda Manning. Smash C&W artists include Roger Miller, Noro Wilson, Linda Gail Lewis, and, of course, Jerry Lee Lewis.



Rory Bourke

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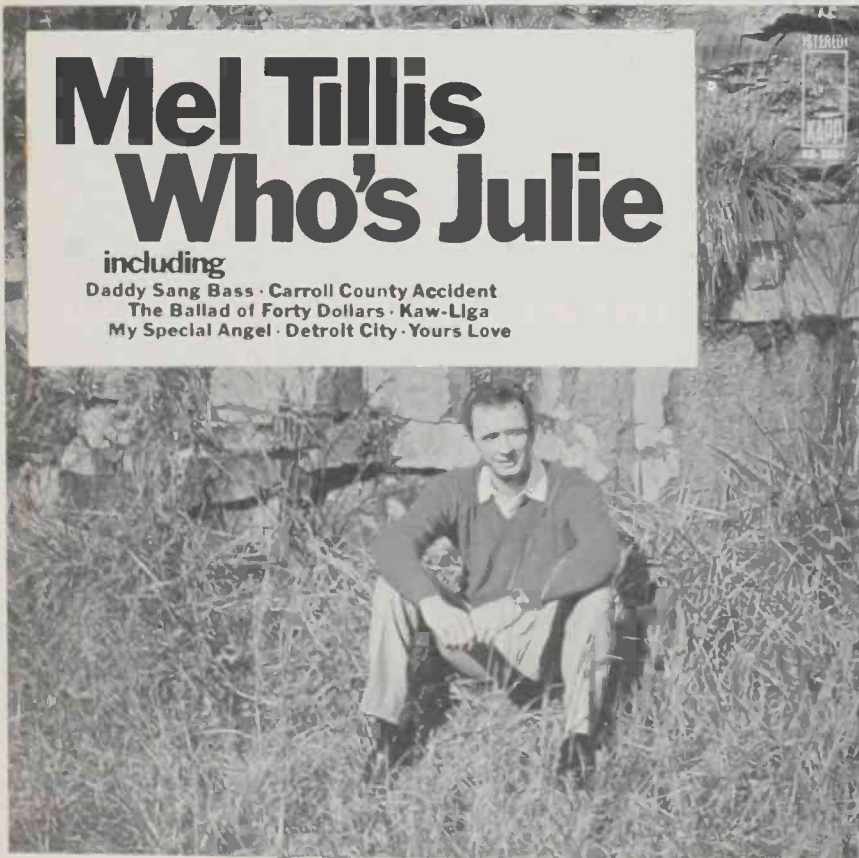
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## Cash Box Country Top 50

- |    |  |    |    |  |    |
|----|--|----|----|--|----|
| 1  | UNTIL MY DREAMS COME TRUE<br>(Blue Crest—BMI)<br>Jack Greene (Decca 32423)                   | 2  | 31 | FROM THE BOTTLE TO THE BOTTOM<br>(Combine—BMI)<br>Billy Walker (Monument 1123)                             | 37 |
| 2  | THE GIRL MOST LIKELY<br>(Shelby Singleton—BMI)<br>Jeannie C. Riley (Plantation #7)           | 1  | 32 | THE BALLAD OF FORTY DOLLARS<br>(Newkeys—BMI)<br>Tom T. Hall (Mercury 728631)                               | 22 |
| 3  | TO MAKE LOVE SWEETER FOR YOU<br>(Al Gallico—BMI)<br>Jerry Lee Lewis (Smash 2202)             | 3  | 33 | RESTLESS<br>(Cedarwood—BMI)<br>Carl Perkins (Columbia 44723)   | 30 |
| 4  | DARLING, YOU KNOW I WOULDN'T LIE<br>(Tree—BMI)<br>Conway Twitty (Decca 32424)                | 4  | 34 | YOURS LOVE<br>(Wilderness—BMI)<br>Waylon Jennings (RCA Victor 9642)  | 20 |
| 5  | ONLY THE LONELY<br>(Acuff-Rose—BMI)<br>Sonny James (Capitol 2370)                            | 7  | 35 | WICHITA LINEMAN<br>(Canopy—ASCAP)<br>Glen Campbell (Capitol 2302)  | 21 |
| 6  | DADDY SANG BASS<br>(House of Cash—BMI)<br>Johnny Cash (Columbia 44689)                       | 5  | 36 | THE THINGS THAT MATTER<br>(Sumar—SESAC)<br>Van Trevor (Royal American 280)                                 | 34 |
| 7  | WHEN THE GRASS GROWS OVER ME<br>(Glad—BMI)<br>George Jones (Musicor 1333)                    | 6  | 37 | SET ME FREE<br>(Tree—BMI)<br>Ray Price (Columbia 44747)  | 39 |
| 8  | KAY<br>(Moss Rose—BMI)<br>John Wesley Ryles, 1 (Columbia 44682)                              | 8  | 38 | BRING ME SUNSHINE<br>(Bourne—ASCAP)<br>Willie Nelson (RCA Victor 9684)                                     | 41 |
| 9  | WHILE YOUR LOVER SLEEPS<br>(Al Gallico—BMI)<br>Leon Ashley (Ashley 7000)                     | 10 | 39 | KISS HER ONCE FOR ME/ PLEASE TAKE ME BACK<br>(September—ASCAP, Glaser—BMI)<br>Jim Glaser (RCA Victor 9696) | 43 |
| 10 | CARROLL COUNTY ACCIDENT<br>(Warden—BMI)<br>Porter Wagoner (RCA Victor 9651)                  | 9  | 40 | THE PRICE I HAD TO PAY TO STAY<br>Jeannie C. Riley<br>(Capitol 2378)                                       | 44 |
| 11 | GOOD TIME CHARLIE'S<br>(Passkey—BMI)<br>Del Reeves (United Artists 50487)                    | 13 | 41 | JOE & MABEL'S 12th STREET BAR & GRILL<br>(Tree—BMI)<br>Nat Stuckey (RCA Victor 9720)                       | 45 |
| 12 | THE NAME OF THE GAME WAS LOVE<br>(Delmore—ASCAP)<br>Hank Snow (RCA Victor 9685)              | 15 | 42 | IF I HAD LAST NIGHT TO LIVE OVER<br>(Al Gallico—BMI)<br>Webb Pierce (Decca 32438)                          | 46 |
| 13 | DON'T WAKE ME I'M DREAMING<br>(Page Boy—SESAC)<br>Warner Mack (Decca 32394)                  | 14 | 43 | I NEVER GOT OVER YOU<br>(Glad—Francis, Marvin—BMI)<br>Carl Butler & Pearl (Columbia 44694)                 | 48 |
| 14 | STRINGS<br>(Blue Book—BMI)<br>Wynn Stewart (Capitol 2341)                                    | 16 | 44 | HAVE I TOLD YOU LATELY THAT I LOVE YOU<br>(Duchess—BMI)<br>Kitty Wells & Red Foley (Decca 32427)           | 50 |
| 15 | VANCE<br>(Russell—Gason—BMI)<br>Roger Miller (Smash 2197)                                    | 12 | 45 | YOUR SWEET LOVE LIFTED ME<br>(Al Gallico—BMI)<br>Bobby Barnett (Columbia 44716)                            | —  |
| 16 | MY WOMAN'S GOOD TO ME<br>(Al Gallico—BMI)<br>David Houston (Epic 10430)                      | 19 | 46 | RINGS OF GOLD<br>(Acuff-Ross—BMI)<br>Dottie West & Don Gibson<br>(RCA Victor 9715)                         | —  |
| 17 | THEY DON'T MAKE LOVE LIKE THEY USED TO<br>(Tree—BMI)<br>Eddy Arnold (RCA Victor)             | 11 | 47 | COME ON HOME & SING THE BLUES TO DADDY<br>(Return—BMI)<br>Bob Luman (Epic 10439)                           | 52 |
| 18 | WHO'S JULIE<br>(Barton—BMI)<br>Mel Tillis (Kapp 959)   | 17 | 48 | IF I HAD A HAMMER<br>(Ludlow—BMI)<br>Wanda Jackson (Capitol 2379)  | 47 |
| 19 | CUSTODY<br>(Screen Gems—Columbia—BMI)<br>Luke The Drifter, Jr. (MGM 14020)                   | 18 | 49 | RIBBON OF DARKNESS<br>(Witmark—ASCAP)<br>Connie Smith<br>(RCA Victor 74-0101)                              | —  |
| 20 | KAW-LIGA<br>(Milene—ASCAP)<br>Charlie Pride (RCA Victor 9716)                                | 26 | 50 | HONKY-TONK SEASON<br>(Blue Crest—BMI)<br>Charlie Walker<br>(Epic 10426)                                    | —  |
| 21 | IT'S A SIN<br>(Milene—ASCAP)<br>Marty Robbins (Columbia 44739)                               | 27 | 51 | WHERE THE BLUE OF THE NIGHT<br>Hank Locklin<br>(RCA Victor 9710)   | —  |
| 22 | WHO'S GONNA MOW YOUR GRASS<br>(Blue Book—BMI)<br>Buck Owens (Capitol 2377)                   | 28 | 52 | LEAD ME ON<br>(Bonnie Owens—Capitol 2340)  | —  |
| 23 | EACH AND EVERY PART OF ME<br>(Screen Gems—Columbia—BMI)<br>Bobby Lewis (United Artists 2350) | 23 | 53 | SHE'S LOOKING BETTER BY THE MINUTE<br>Jay Lee Webb (Decca 32430)   | —  |
| 24 | NONE OF MY BUSINESS<br>(Tree—BMI)<br>Henson Cargill (Monument 1122)                          | 24 | 54 | SWEET LOVE ON MY MIND<br>Claude King<br>(Columbia 44749)   | —  |
| 25 | EACH TIME<br>(Pamper—BMI)<br>Johnny Bush (Stop 232)  | 25 | 55 | THE WEDDING CAKE<br>Connie Francis (MGM 14034)   | —  |
| 26 | WHERE THE BLUE AND LONELY GO<br>(Sands, Diogenes—ASCAP)<br>Roy Drusky (Mercury 72886)        | 29 | 56 | MY LIFE<br>Bill Anderson<br>(Decca 32445)  | —  |
| 27 | LET IT BE ME<br>(Leeds—ASCAP)<br>Glen Campbell & Bobbie Gentry<br>(Capitol 2387)             | 32 | 57 | EMPTY SUNDAY SUNDOWN TRAIN<br>Bill Goodwin (MTA 163)   | —  |
| 28 | A BABY AGAIN<br>(United Artists—ASCAP)<br>Hank Williams, Jr. (MGM 14024)                     | 33 | 58 | JUST BLOW IN HIS EAR<br>David Williams (Plantation 11)   | —  |
| 29 | WOMAN OF THE WORLD<br>(Sure Fire—BMI)<br>Loretta Lynn (Decca 32439)                          | 35 | 59 | JUST HOLD MY HAND<br>Johnny & Jonie Mosby (Capitol 2384)   | —  |
| 30 | HUNGRY EYES<br>(Blue Book—BMI)<br>Merle Haggard (Capitol 2383)                               | 36 | 60 | OH WHAT A WOMAN<br>Jerry Reed (RCA Victor 9701)  | —  |



# 'A BABY AGAIN'

MGM #14024

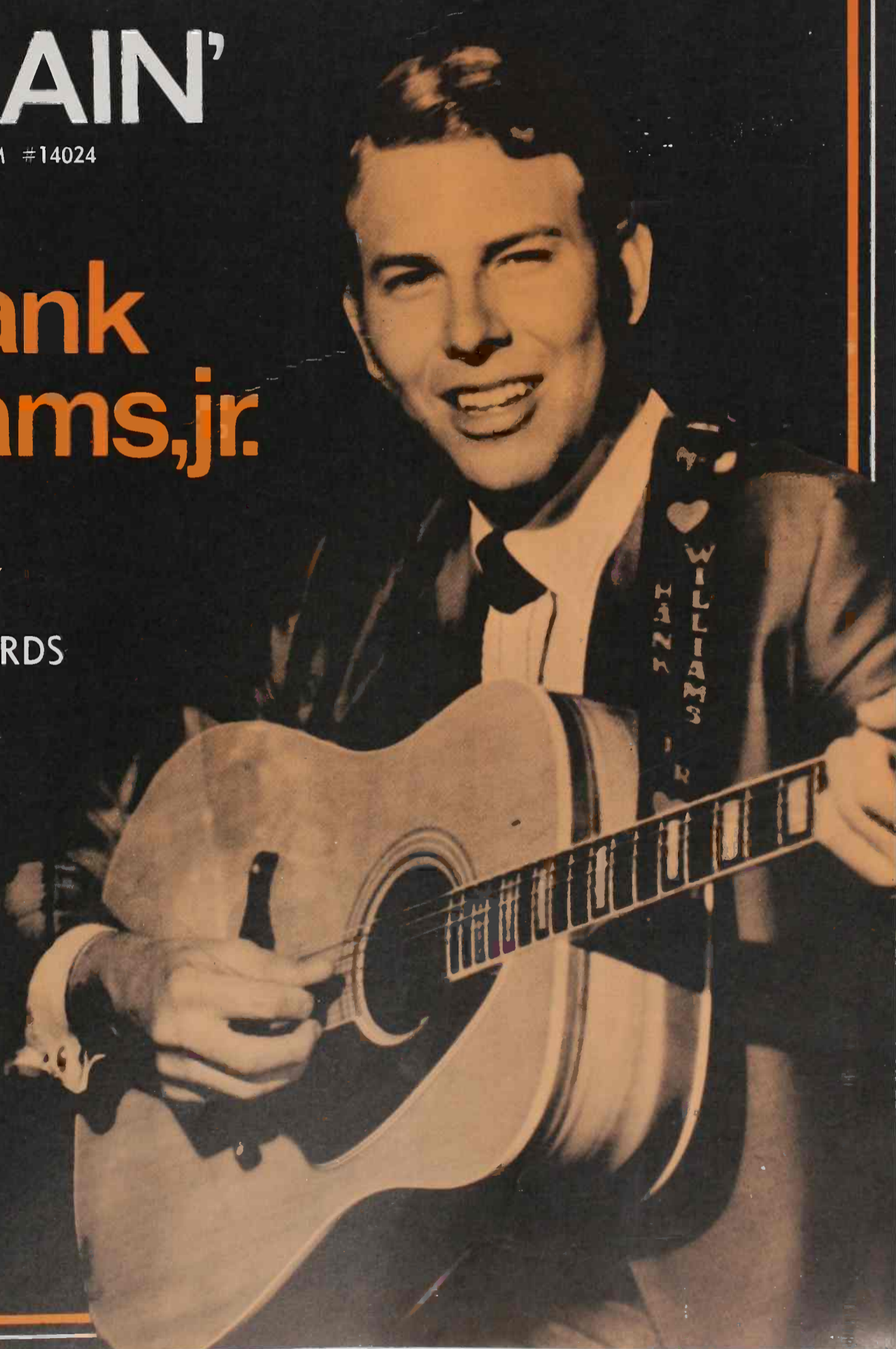
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## CashBox Country Roundup

Decca recording artist Ernest Tubbs recently headlined what was hailed as "The World's Largest Dance" when he appeared before almost 17,000 people who had gathered at Astro Hall for a performance sponsored by the Houston Livestock Show and radio station KIKK. The day of that appearance was also by chance Ernest's birthday, and KIKK program director Bill Bailey arranged a surprise birthday for the "Texas Troubador." A number of Decca executives flew in for the celebration, and numerous wires were sent in by friends and fans. A good time was had by all! . . . Decca chanter Jack Greene, currently riding high on the country charts with his hit single "Until My Dreams Come True," recently concluded a week-long engagement at the Playroom in Atlanta, station KIKK . . . Decca chanter Jack Greene, currently riding high on the country charts with his hit single "Until My Dreams Come True," recently concluded a week-long engagement at the Playroom in Atlanta. George Jones and Tammy Wynette followed Jack Greene into the Playroom where they appeared last week . . .

Buck Owens and his Buckaroos are set for a ten-day tour of Europe beginning March 3rd in Oslo, Norway. The group will make concert and television appearances which will take them to Amsterdam, Holland and Liverpool, England before returning home via Canada where they will be playing six dates throughout the provinces . . . Chanter Carl Perkins was recently in Nashville for a recording session to cut a new album containing his "All Time Greatest Hits." While in Music City he also did sessions with Johnny Cash. Carl is responsible for the penning of Cash's latest chart success, "Daddy Sang Bass" . . . Hickory songster Ernie Ashworth was

feted with an "Ernie Ashworth Day" by Radio Station WRUS in Russellville, Kentucky. King Curley, host of the Country Castle of Kentucky Show held an open house and invited fans to come by the station to meet Ernie and receive his autographed pictures and LP's.

After more than a decade of operation, Dewey Groom has closed the Mesquite, Texas office of Longhorn Records. Groom said that the enlarged operation of his Longhorn Ballroom, in Dallas, was taking so much of his time that he could no longer devote the effort needed to the record business. Saran Publishing Company and Longhorn Publishing, which were also housed in the Longhorn Record Building were moved to the ballroom and will continue in operation. Vern Stovall, who has been with Longhorn for several years has moved to Monument Records . . . Glaser Publications, Inc., has announced the recent purchase of the property located at 916 19th Avenue, South, Nashville. The existing structure is being renovated to house the expanding organization which includes Glaser Publications, Inc., Glaco Publications, Inc., G B Music, Inc., and promotional and artist representative branches . . . Open Records of Philadelphia, Pa., has officially changed its name to O-R Records. Len Murray, former program director of WAAT radio in Trenton, N.J., WEEZ radio in Chester, Pa., and music production director of WIBG, Philadelphia, has been appointed director of national promotions and A&R for the label. O-R has just purchased an office building at 3112 N. Broad Street in Philadelphia, and is currently building new offices which will also house Caldwell Publishing and Cal-Bil Productions . . . Blue Echo Music had three new singles carrying songs published

by the firm released last month, according to president Ray Griff. These include "Parting (Is Such Sweet Sorrow)" by Wilma Burgess on Decca, "Sweet Wine" by Johnny Carver on Imperial and "Wanderin' Through The Valleys" by Ray Griff on Dot.

WWVA reports an excellent response to its valentine contest. The station's deejays asked their fans to send in original valentines, and over a thousand were received. Each deejay chose his favorite and announced the winner on the air on Valentine's day, February 14. Winners were awarded Olympic clock radios. A large wooden heart trimmed in lace with a design of sea shells in the center was Bob Finnegan's choice. Steve Mazure chose a valentine fashioned of leather (Steve's name was engraved in the center of the heart-shaped greeting). A simple card with the message, "Stop Smoking, Valentine; Save Your Heart For Me," was the choice of WWVA's newly-appointed night man, Gus Thomas. Bill Quay selected a poster-drawing of a housewife, with the slogan, "From One Dish Jockey To Another." WWVA's new music director, Dick Garratt, chose a designed heart with a bottle of glue stating "Let's Stick Together, Valentine."

Chanter Jimmie Skinner has inked a pact with Brite Star Promotions. Brite Star will handle complete coverage on the artist, whose latest single is "I Gonna Tell It How It Is," on the Velco label. Brite Star has sample copies of Skinner's record, as well as of new records by Howie Clinger, Floyd White, George Morgan and Dickie McCanless, available for deejays. Disks may be obtained by writing to Brite Star at 209 Stahlman Bldg., Nashville, Tenn.

The Earl Rothgeb Talent Agency of Luray, Virginia has opened an office

in Johnson City, Tennessee, and has appointed Vera Jupp, Spindle Top Apartments #1. Phone (615) 928-0575, to handle the new operation. Miss Hupp, who will report directly to president Earl Rothgeb, will concentrate on booking and promotion in the deep South and West. The Rothgeb Agency handles Red Steed, Harry Snyder, Brenda Kaye, Steve Dorrier, Larry Cooper and Lew Baker.

### CANADA:

Fresh from a Western Canadian tour George Hamilton IV moved back into his favorite haunt, Jack Starr's Horseshoe Tavern in Toronto (17-22), and as always, packed the house. Hamilton, regarded by many as one of the greatest boosters of Canadian folk and country in the business, was at his best and drew many of the VIPs of Canadian music including Gordon Lightfoot, Ian Tyson, Billy Charne, Stan Klees and country radio personalities Jim Lovering of CJBQ in Belleville and CHUM-FM's all night man, Dave Pritchard.

Hamilton doesn't stay with country completely and thus draws an audience comprised of people with a variety of tastes. He'll receive a large hand of approval with a Joni Mitchell composition or one from the Lightfoot bag and an equally strong ovation when his group goes into a breakdown or reel at which time he features his lead guitarist, John Weathers. Hamilton is very popular with Canadian country fans. His singles and albums have consistently chalked up good sales here.

During his stay in Toronto, RCA Victor branch manager Ed Preston arranged for several country radio and television interviews including the CBC-TV's "Bill Bessey Show."

# "Yesterday's Letters" 32431 on today's charts.



## Bobby Lord



**DECCA**  
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# CashBox Country LP Reviews



**WITH LOVE, FROM LYNN** — Lynn Anderson — Chart CHS 1013

Lynn Anderson's newest LP destined for a smooth ride on the album charts is "With Love, From Lynn." Packed with past and current country chart material this set includes "Stand By Your Man," "Only Baby That'll Walk The Line," "Too Many Dollars, Not Enough Sense," "Auctioneer" and Lynn's up and coming single "Our House Is Not A Home." Watch for immediate sales.



**JIMMY DICKENS COMES CALLIN'** — Decca DL 75091

This Little Jimmy Dickens session is a collection of the old favorites, "Wabash Cannon Ball," "Walking The Floor Over You" and "Making Believe" as well as the novelty tunes "How To Catch An African Skeeter Alive" and "They've Stole My Steel Guitar." Jimmy is in usual top form which makes for a set to be appreciated by all his fans. Watch charts for action.



**PARTING IS SUCH SWEET SORROW** — Wilma Burgess — Decca DL 75090

Beginning with the title tune "Parting Is Such Sweet Sorrow," Wilma Burgess offers a set of heartwarming and tender songs. Accompanied by the Jordanaires, Wilma has come up with a package guaranteed to please her many fans. Set includes "Love Takes Care Of Me," "I Started Loving You Again" and "I Don't See Me In Your Eyes Anymore."



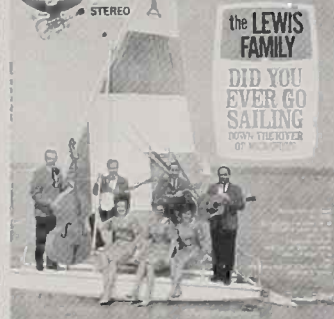
**THE OLD COUNTRY CHURCH** — Stonewall Jackson — Columbia CS 9754

Stonewall Jackson here offers a spirited, faith-filled album of religious numbers that should please devotees of gospel music. Among the many fine songs on the set are "Jesus Hold My Hand," "Where Could I Go But To The Lord," "The Trees For The Cross" and "What A Friend We Have In Jesus." Arranged by Stonewall himself, this album makes for inspiring listening.



**COUNTRY MUSIC'S GOLDEN BOY** — Billy Golden — Starday SLP 431

Billy Golden could gain a substantial following with this easy-to-listen-to package. "Country Music's Golden Boy" is his first LP release for Starday and includes his first single, "Loser Makin' Good". Other featured tracks include "Gentle On My Mind," "Satisfied Mind" and "It's Such A Pretty World Today". This set should be the first of many for Billy.



**DID YOU EVER GO SAILING (DOWN THE RIVER OF MEMORIES)** — Lewis Family — Starday SLP 433

Firmly established in the gospel field, the Lewis Family maintains its reputation by the sincerity of its performances. This album spotlights them at their best, singing a host of devotional tunes with deep reverence. Besides the title song, "He's Building A Mansion For Me," "A Lonesome Highway" and "Christ Will Ride The Clouds Of Glory" are three of the selections. Moving LP.

(Con't. on Page 60)

# BRENDA BYERS HAS A PAIR OF HITS.

SINGLE  
"EMPTY"

MTA 167

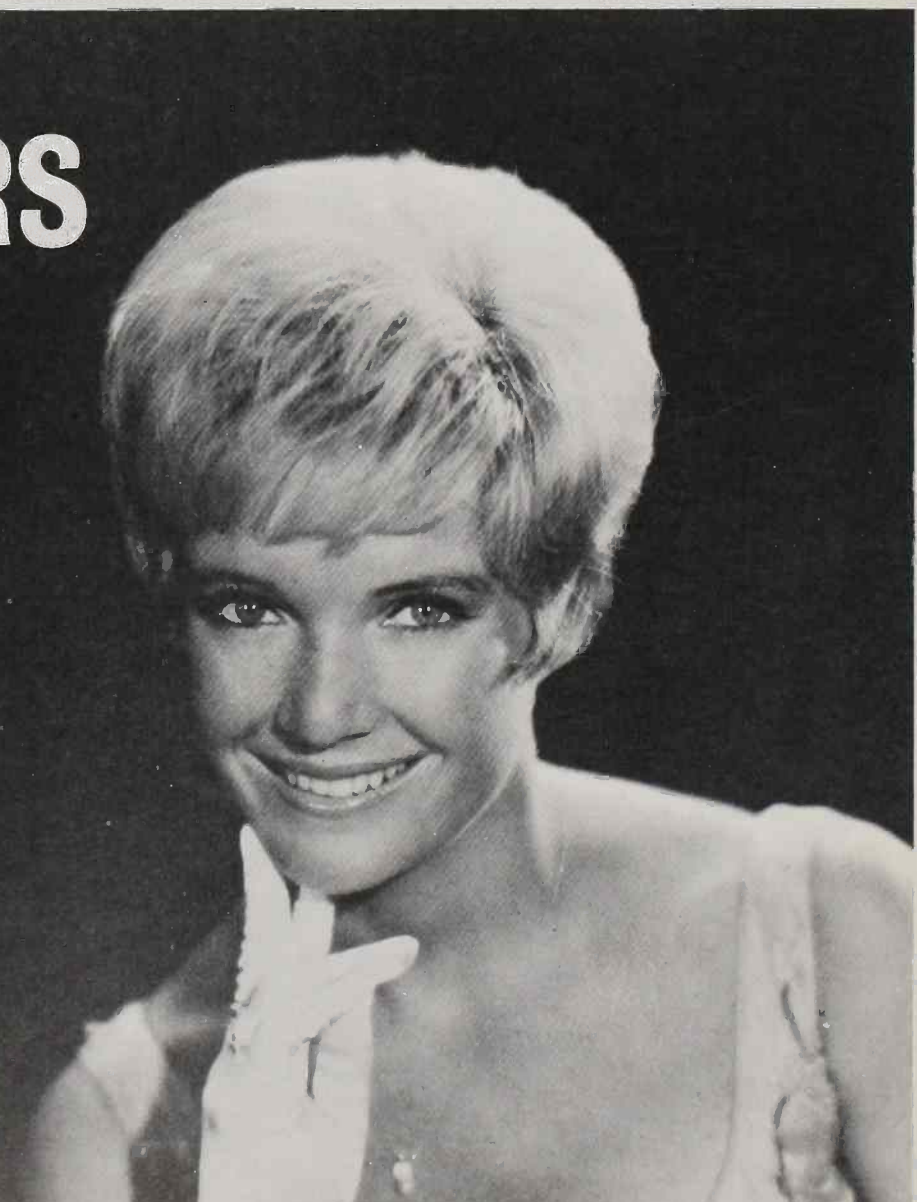


"THE AUCTIONEER"

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# CashBox Top Country Albums



# CashBox Country LP Reviews

(Con't. from Page 59)

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### HEARTACHES — Jimmy Wakely — Decca DL 75077

Veteran chanter Jimmy Wakely is in good form on this album, whose title indicates the subject matter of the eleven selections. Jimmy turns in feelingful performances on the title tune, "I Gotta Have My Baby Back," "Some-day," "When You're A Long, Long Way From Home" and all the others. A pleasing album all the way through, this one will delight Jimmy Wakely's fans.



### SINGIN' UP A STORM — Guy Mitchell — Starday SLP 432

Guy Mitchell's new single, "Frisco Line," should help sales of this album, which features the "Frisco" cut, "Heartaches By The Number," "It's A New World Every Day," "I Was Born When You Kissed Me" and six other strong selections fill out the set. Always an appealing performer, Mitchell delivers the goods with style and spirit on his latest LP, and he could have a nice-selling item on his hands.



### TODAY'S COUNTRY SOUND — Margie Bowes — Decca DL 75023

Lark Margie Bowes turns in a spirited performance on her new LP venture, and she may gain a flock of new fans as a result. The material is all good and includes numbers by such top-notch tunesmiths as John D. Loudermilk ("Break My Mind"), Tom T. Hall ("Mrs. Cooper's Tea Party" and "Billy Christian") and Ray Griff ("Gatherin' Dust"). Could move well.



## Just Enough To Start Me Dreamin'

b/w How big a fire \*32452

# Jeannie Seely, the new voice in Decca country



# Cash Box



March 8, 1969



The Grand Gala Du Disque will take place this Friday (7) at the Amsterdam RAI Congress Center, as organized by the Committee Collective Gramophone Campaign (CCGC). Artists appearing at the presentation will include: top row: Mireille Mathieu, the Sandpipers, Pentangle (Ossipov, under Pentangle) and on the right, Gladys Knight & the Pips; second row: Peggy March, Ike & Tina Turner, Chet Atkins, Miriam Makeba and Harry Secombe; third row: Dimitrievitch Family, Martine Bijl, James Last, Nini Rosso and Buck Owens; bottom row: Rika Zarai, Ann Burton, the Moody Blues and Amalia Rodriguez.





## Great Britain

A distinguished gathering assembled at the House of Commons reception to mark the launching of the "World Star Festival" LP February 17th in aid of the United Nations refugee fund. Amongst them were the Speaker of the House of Commons, Dr. Horace King, Phillips managing director Leslie Gould, and disk jockey Tony Blackburn. As previously reported the LP will retail for £1, and will also be available here to World Record Club members and in musicassette form. Dealers will receive a 20% discount on the LP and the musicassette, and the latter's retail price will be 35 shillings instead of 56. Philips is pressing the stereo only album, for which all record companies, artists and copyright owners are donating their royalties to the fund. Artists featured in the 16-tracker are Herb Alpert and the Tijuana Brass, Julie Andrews, Shirley Bassey, the Bee Gees, Ray Charles, Sammy Davis Jr., Tom Jones, Paul Mauriat, Diana Ross and the Supremes, Simon and Garfunkel, Frank Sinatra, Sonny and Cher, Dusty Springfield, Barbra Streisand, Dionne Warwick, and Andy Williams.

Chet Atkins is one of a stellar posse of RCA artists currently visiting or expected. Atkins is here primarily for the opening of the Nashville Room in West Cromwell Road March 5th, the latest venue for the presentation of top country and western talent in authentic surroundings for the price of a drink. Mary Reeves, widow of Jim Reeves, was also in town for the event, which was attended by three hundred members of the public, who were able to buy drinks for the occasion at pre-war prices, making scotch ten cents a tot. It is hoped to fix Atkins guest spots in ATV's "This Is Tom Jones" and BBC's "Radio One Club," providing the necessary work permit is granted. Jerry Reed is another RCA artist here for promotion, and Peggy March was here to routine four numbers specifically aimed at the British market. The label is also involved in arranging a visit later this month by famed Argentine folk singer Atahualpa Yupanqui, who will undertake TV and concerts as well as promotional appearances. RCA pop publicist Chris Williams is setting up a transatlantic telephone link for March 24th between the Waldorf Hotel here and the Screen Gems office in Hollywood to enable the British national and trade press to talk with the three remaining Monkees. RCA sales and marketing chief Walter Sparksman has been visiting marketing centers in the States and Canada, and planned to attend the NARM convention in Los Angeles February 28th.

Songwriter Les Reed's singing debut is now titled "Don't Linger With Your Finger On The Trigger," and is released here and in the States by Deram March 7th. The flip is an instrumental by Reed called "Big Drum." Reed has recorded an instrumental album for Deram, including some of his own works, for April release. French singer Eddie Mitchell cut three Reed songs recently at the songwriter's Wess Studios, and Reed himself is in isolation at a former monastery near Elstree while he completes his score for the movie "Bush Baby." Reed received a total of thirteen movie score offers at the Midem meet, and accepted three, two American and one British. His song "Julie" is the title track of an upcoming Frank Sinatra Reprise album featuring songs named after girls, and Brenda Lee's "Don't Say A Word" and Al Martino's "She's Gone" are Reed copyrights. Current release on his Chapter One label is "Mozart Versus The Rest" by Episode Six, an arrangement based on Mozart's "Rondo A La Turk" by the group's lead guitarist Tony Lander.

MGM Records managing director Ian Ralfini has signed three producers exclusively to the label. They are Tony Cox, Ray Smith and Keith West. Cox works with the Caravan group. Smith with Poet and The One Man Band, and West with Bodast, all part of MGM's drive in the progressive rock

and underground market. West was initially known as the singer with the "Teenage Opera" hit. Ralfini has also fixed a deal with Manfred Mann, leader of the group of that name, to produce a new outfit called The Gas for MGM, and a single will be released later this month. Terry Stanley has joined MGM as financial controller, and Madeleine Hirsiger, formerly with Giorgio Gomelaky's Paragon enterprise, is now assistant to MGM A&R chief Martin Wyatt.

Robbins Music will handle Cotillion Music, Atlantic's publishing subsidiary, for the United Kingdom, thus adding a wealth of rhythm and blues material to its existing pop repertoire. Robbins will also look after copyrights by Jerry Ross, composer of the Supremes' hit "I'm Gonna Make You Love Me," and has signed a deal with Graham Gouldman where by Gouldman will write exclusively for his own company within the Robbins organization. Gouldman penned "Bus Stop" for the Hollies and "No Milk Today" for Herman's Hermits amongst other hits in the past.

Writer-disk jockey-Decca A&R talent scout Jonathan King is visiting the States for two weeks seeking product and copyrights for Decca. He is centered on the Waldorf-Astoria in New York, and will also travel to San Francisco, Los Angeles, Chicago and Detroit before vacationing for a week in Jamaica.

A Belgian group called Wallace Collection made their disk debut February 28th with "Daydream" on Parlophone. They were discovered by Australian-born EMI recording manager Dave Mackay during a Belgian visit, and have signed a deal with the Grade Organization and a publishing pact with Ardmore and Beechwood. The six-piece group includes two classical musicians, and their name is inspired by the Wallace art collection located across the street from EMI's Manchester Square headquarters. The same source prompted the choice of "Laughing Cavalier" for their first album's title set for April release.

Pye has signed veteran vaudeville old-timer Randolph Sutton, now aged 80. Sutton was a big success when he guested on ATV's "Dave Allen Show" earlier this year, and sang one of his old successes, "On Mother Kelly's Doorstep." A possible LP including this number is planned, and will be Sutton's first disk release since 1928.

Czech songstress Vera Maria made her disk debut on the Nems label February 28th with "Martha My Dear," written by Paul McCartney. The disk was produced by Nems managing director Vic Lewis, who signed the singer shortly after she arrived here to study languages.

American drummer Kenny Clarke, touring here with the Kenny Clarke-Francy Boland Big Band, is featured with French clarinetist Jean-Christian Michel in the latter's "Requiem" album recently released by Major Minor and in the forthcoming "Aranjuez" LP on the same label.

EMI is releasing Stevie Wonder's "I Don't Know Why" on Tamla-Motown March 14th to coincide with his current British tour which kicked off at the Hammersmith Odeon March 7th and climaxes at the Lewisham Odeon March 22nd.

Quickies: EMI is reactivating Al Martino's "Spanish Eyes" on Capitol and the Toys' "Lover's Concerto" on Bell. German actress-singer Heidi Brühl is in town for a month, and Philips has released her "In So Many Strange And Wonderful Ways."

Mercury has released "Passing Strangers" by Sarah Vaughan and Billy Eckstine as a single. Frank Ifield's first for Decca is "Let Me Into Your Life" published by Cyril Shan Music. "Build Me Up Buttercup" by Pye's Foundations has now sold over one million in the States alone. EMI is standing by to rush Lulu's disk of the British 1969 Eurovision Song Contest entry as soon as BBC TV's viewer vote result is known on March 1st and plan to have the single in the shops by March 5th.



CHATTING IN CONCERT are Erich Leinsdorf (center), chief conductor of the Boston Symphony Orchestra; Bernard T. Ness (l.), managing director of RCA's record division; and Herbert T. Brunn, vice president of the international division of RCA. The occasion was an RCA press reception in honor of the maestro, who is in England to conduct three concerts with the London Symphony Orchestra. Also honored at the gathering was pianist John Browning, who is performing in Britain, too.



DORCHESTER DOINGS: Elliot Blaine (2nd from right), director of marketing for Jay-Gee Records, hosted a reception last month (14) at the Dorchester Hotel in London. With him at the gathering are (l. to r.) Ron White, director of popular repertoire and marketing services; Mrs. Blaine; and L. G. Wood, international director-Records, E.M.I.

## Great Britain's Best Sellers

This Week	Last Week	Weeks On Chart	Title
1	10	3	Where Do You Go To—Peter Sarstedt, United Artists, Mortimer
2	7	4	Half As Nice—Amen Corner, Immediate, Cyril Shane
3	2	4	I'm Gonna Make You Love Me—Supremes/Temptations, Tamla Motown, Flamingo
4	3	4	Dancing In The Street—Martha Reeves & The Vandellas, Tamla Motown, Jobete/Carlin
5	1	6	*Blackberry Way—Move, Regal Zonophone, Essex Music
6	6	6	You Got Soul—Johnny Nash, Major Minor, TP Music
7	4	9	For Once In My Life—Stevie Wonder, Tamla Motown, Jobete/Carlin
8	5	8	*Albatrose—Fleetwood Mac, Blue Horizon, Fleetwood/Immediate
9	9	5	*Please Don't Go—Donald Peers, Columbia, Donna
10	8	5	To Love Somebody—Nina Simone, RCA, Abigail
11	15	3	I'll Pick A Rose For My Rose—Marv Johnson, Tamla Motown, Jobete/Carlin
12	17	2	The Way It Used To Be—Engelbert Humperdinck, Decca, Maribus Music
13	13	4	I Guess I'll Always Love You—Isley Brothers, Tamla Motown/Jobete/Carlin
14	—	1	Wichita Lineman—Glen Campbell, Ember, Carlin
15	14	11	*Ob-La-Di Ob-La-Da—The Marmalade, CBS, Northern
16	—	1	Soul Sister Brown Sugar—Sam & Dave, Atlantic, Carlin
17	19	2	People—Tymes, CBS, Chappel Music
18	11	6	*Fox On The Run—Manfred Mann, Fontana, Mann Music
19	—	1	*Surround Yourself With Sorrow—Cilla Black, Parlophone, Peter Maurice
20	—	1	Hey Jude—Wilson Pickett, Atlantic, Northern

\* Local Copyrights

## Great Britain's Top Ten LP's

- 1 Diana Ross & Supremes Join Temptations — Tamla Motown
- 2 Best Of The Seekers — Columbia
- 3 The Beatles Double Album — Apple
- 4 Yellow Submarine — Beatles/George Martin, Apple
- 5 Sound Of Music — Soundtrack, RCA
- 6 Hair — London Cast, Polydor
- 7 The Graduate — Soundtrack, CBS
- 8 The World Of Val Doonican — Decca
- 9 Stonedhenge — Ten Years After, Deram
- 10 Funny Girl — Soundtrack, CBS





## Chile Festival Winners: 'Mira, Mira,' Gloria Simonetti

SANTIAGO, CHILE — The song "Mira, Mira" (Look Around You), written by Scottie Scott and performed by Gloria Simonetti, is the winner, along with Miss Simonetti, of the 10th Song Festival of Vina del Mar.

The Festival, a 14-day affair with a total audience of 180,000, was broadcast throughout by Radio Minería's broadcasting network and on its closing day by the Catholic University TV channel.

Among the artists who appeared as non-competing guests at the event were Romuald from France; Julio Iglesias and Manolo Y Ramon from Spain; Jimmy Cliff from Jamaica; Mirtha Perez from Venezuela; Leonardo Favio, Barbra Y Dick and Los Gatos from Argentina; Con' Combo from Sweden and Nilton Cesar from Brazil. Chilean acts who competed included Los Bric A Brac, Lucho Navarro and Formula I. A national jury selected the 10 songs in the contest, while a jury culled from countries in South America and Italy selected the winning song and artist.

Gloria Simonetti will travel to Spain this July to appear as guest star at the Benidorm Festival. She will also appear at various South American festivals.

## Pincus To Europe

NEW YORK — George Pincus, President of the Gil/Pincus Music Group, arrived in London last week at his firm's European headquarters, Ambassador Music, managed by Terry Noon. Gil/Pincus publishes the new Rene & Rene hit on White Whale, "LAS COSAS."

Ambassador Music is successful with "True," which has just been recorded by Engelbert Humperdinck. Ambassador also has its first chart song for 1969 in "Doesn't Anybody Know My Name," produced by Bob Barratt and recorded by Vince Hill on Columbia. This is one song of an extensive catalog of Rod McKuen songs published by Ambassador. The new television series now in England, "Marine Boy," is also published by Ambassador Music.

Pincus is also going to Milan and Rome where he is acquiring scores from recently completed films. Gil/Pincus and Ambassador are setting records now on their "GRAZIE ZIA" score.

The Gil/Pincus catalog is open for all territories of Europe except England. Pincus has with him for sub-publishing several of his latest recorded songs.

## UA's 1st 1969 Number 1 Hit

LONDON — United Artists celebrate its first no. 1 in England this year with Peter Sarstedt's own composition, "Where Do You Go to My Lovely," published by Mortimer Music. This is Sarstedt's second disk release having reached the lower rungs of the charts with "I am a Cathedral." After a tour of Scotland, Sarstedt plays dates in France, Germany and Holland. "Where Do You Go to My Lovely" has just been rush-released in the States on World Pacific.

## Metromedia To Phonodisc

TORONTO — A recent signing between Phonodisc and Metromedia Records gives the Canadian firm distribution rights to all Metromedia product in Canada.

The deal was concluded with signings by Don McKim, president of Phonodisc Ltd. and Woody Hingerling, vice president of Phonodisc International and Len Levy, president of Metromedia Records.

## Wait Til Next Year

The festival of Vina Del Mar is expected to have an international flavoring next year when foreign songs and singers will compete for the first time. During the first week, Chilean artists and material will compete, and the winners will then enter an international phase of the contest.



Scott & Simonetti

## Canada Radio Prepares For Content Rule; Softer Line On Local Disks

OTTAWA: Canadian broadcasters, generally, would appear to be taking a much softer line with regard to Canadian record productions. Radio station CHUM, in Toronto, has increased its activity in disks of Canadian performers. During prime time, they were reported to have programmed up to six Canadian disks in one hour, and without the fanfare that "this is a Canadian record etc. etc."

There has been much speculation on parliament hill that radio broadcasters will face a Canadian content rule similar to the 55% imposed on television.

## 'Developer Of Talent'

This disclosure came about through a meeting by Robert Stanbury, the parliamentary secretary to State Secretary Gerard Pelletier, with several news directors representing stations from coast to coast. Stanbury noted, "As an entertainment medium, radio should be a prime developer of talent. It shouldn't be a mere machine for playing recordings." He also pointed up the lack of radio influence in the development of Canadian talent.

Stanbury isn't a spokesman for the Canadian Radio Television Commission (CRTC) but it is generally accepted that the office of the State Secretary does have first-hand knowledge of behind-the-doors Commission discussions. It should be noted that the

## Rascals Leave For Euro Tour

NEW YORK — The Rascals have embarked on a European concert tour that will take them to six countries. The group appeared at The Concert Hall in Copenhagen on Feb. 26; from there the tour takes them to Jahrandert Hall in Frankfurt, Germany March 1; Concert Hall in Stockholm, Sweden March 4; and the Piper Club in Rome March 7th & 8th. The Rascals' TV appearances while overseas will include stints in Oslo, Norway; Hamburg, Germany; Milan, Italy; and on March 13, they will appear on The Top Of The Pops show in London and on March 15 The Lulu show, also in London.

The Rascals' latest Atlantic album, the double LP "Freedom Suite" was released last week.

**San Remo Songs & Subpublishers In This Section**

## Stone Of Canada Blueprints Expansion Plans During 1969

OSHAWA, ONTARIO — Terry Mann, newly appointed vice president of Marketing, reports that Robert J. Stone of Canada Limited is embarking on an overall expansion program which will encompass all areas of entertainment during the next twelve months.

The total program will involve three steps, the first of which has just been completed. This includes the doubling of space at the head office in Oshawa, Ontario, plus additional staff. With the acquisition of the added space, Stone of Canada Ltd. has begun direct distribution of records to dealers, and also the distribution of cartridge tapes. Stone currently handles Pickwick tapes, and the ITCC line of cartridge tapes has been added to its catalog during the past month. Robert J. Stone, president, is presently negotiating for further lines to be included in the tape cartridge catalog.

Another operation in the first phase

of the expansion program is the installation of a data system to control inventory, thereby making it possible for twenty-four hour service — to dealers on any item in both the record and tape catalogs.

Stone of Canada Ltd. has entered into the distribution of outside independent labels by signing Pickwick International's new Sound Canada label, as well as Praise and Candle Records from western Canada, both in the gospel field.

## SRS Unit

Sound Recording Services Limited has been purchased and reorganized and will operate as a separate division of Robert J. Stone of Canada Ltd. S.R.S. operates a remote recording service for schools, churches, etc. in eastern Canada, and also consists of the design and installation of audio-visual devices. The addition to the staff of Dallas Harms, former entertainer and well known producer, has also been announced by Sound Recording Services.

World Records, a wholly independent Ethnic label distributed in Canada by Capitol Records (Canada) Ltd., has just signed a long term licensing arrangement with ITCC (International Tape Cartridge Corporation) for manufacturing and distribution in the United States and Canada under the World label.

Stone has also signed a licensing arrangement with Brunswick Records for the release of product by world famous entertainer and musician, Jackie Davis, in both the United States and England. The initial release in the U.S. of the album, "The Sacred Side of Jackie Davis," is included in the February releases by Brunswick Records.

Negotiations are currently underway with six independent British labels for manufacture and distribution in Canada. As announced earlier in January of this year, Beacon Records became the first British company to sign with Stone in the current expansion campaign. Three Beacon releases are currently on the market in Canada.

Step two in the overall expansion program of Stone of Canada Ltd. includes the acquisition of further distribution rights for records and cartridge tapes. Also planned is the addition of stereo component equipment, including cartridge machines, turntables, amplifiers, etc.

Finally, step three envisages a general widening of the company's holding interests. Plans include both broadcast and written media interests.

## Conniff Making 1st European Appearances

NEW YORK — CBS recording artist Ray Conniff is about to bring his blend of voices and orchestra to Europe for the first time. Although Conniff has long been one of CBS International's top sellers throughout Europe, he has never performed in concert abroad. Through the efforts of CBS Schallplatten managing director, Bernhard Mikulski, a concert tour has been scheduled for March. The tour begins in Vienna on March 9 and includes a number of concert dates in Amsterdam and throughout Germany, concluding March 27.

Seeking to reproduce the same musical quality that he has created in this country, Conniff visited Germany in February and personally auditioned the German musicians and singers, who will accompany him on his tour. To promote Conniff's appearances in the tour areas, CBS Schallplatten has prepared a special Conniff album entitled "Welcome to Europe."

## Cemed Carosello To Release Disks By Connie In Italy

MILAN — Cemed Carosello has acquired rights to Connie Francis recordings in Italy, according to David Matalon, manager of the label. Agreement started March 1, with a single, "The Wedding Cake." The artist is due in Italy soon to make a concert tour, appear on TV and promote her recordings.

## Phonogram Moves

MILAN — Phonogram has opened new offices in Milan for its disk and publishing operations. Located at Via Borgogna, 2, the new offices brings Phonogram to the center of the town. Previously, all units of the company were located at a Phonogram pressing plant some distance from the heart of the city. According to Alain Trossat, general manager, the new facilities are needed in view of expansion and reorganization of the company.



Top news of the week concerns the announcement received from EMI Italiana of the next visit in Italy of the top English star Cliff Richard. After many years and many requests from different impresarios artist agencies, radio and TV responsables, at last Cliff Richard has been convinced to visit our country. We have to once again applaud the dynamism and enterprise of EMI Italiana General Manager Stephen Gottlieb who, as in the case of the participation of Mary Hopkin in the San Remo Festival, has been able to convince Cliff Richard of the extreme interest, both for him and for the record firm, of a short visit in our country.

The popularity of Cliff Richard is confirmed by the great number of radio and TV transmissions to which he has been invited. He will be the protagonist of a personal 15 minute TV show where he will present the top hits of his repertoire. He will be star guest of a show of TV series "Settevoci." His schedule also includes five live radio broadcastings: "Ferma La Musica," "Gran Varieta'," "Gazzettino Padano," "Batto quattro" and "Il Vostro Giradischi." In his transmissions he will present both recordings included in his new Italian single especially released for the occasion by EMI Italiana.

"A" side of his single is "Non Dimenticare Chi Ti Ama," Italian version of the number "Don't Forget To Catch Me."

Organized by EMI Italiana a special cocktail will be held on March 19th at the Hotel Principe Di Savoia in order to present the artist to the top Italian press representatives.

The Fifth Dimensions, who were a great sensation on the stage of the Midem's Gala, is expected in Italy the end of April in order to take part in a series of 7 different TV shows which will strongly help the promotion of the group in Italy. Announcement has been given by Bell-disc Italiana who has just released their first single sung in Italian. The title selected for their debut in Italian is "Chissà se Tornera'," an original Italian copyright which should have been presented by the group on the San Remo stage this year. Flip side of the disc is the top American hit "California Soul."

Another top foreign artist expected in Italy on March 14th is Barry Ryan, in our country thanks to the success of his single. Barry will be star guest of the Renzo Arbore TV program "Sepciale Per Voi." His visit is part of the promotional program of Dischi Ricordi for this top artist. Also expected in Italy is Brenton Wood (Bell-disc Italiana) who will arrive in Milan March 3rd. He will take part in the TV program "Settevoci" where he will perform his Italian number "Il Tuo Ritorno," which was performed by him on the San Remo stage. From SAAR we have been informed that Antoine will be in Rome on March 11th and 12th to participate in the top TV show "A Che Gioco Giochiamo," and on March 15th he will fly to Milan where in another TV show

of the series "Chi Sa Chi Lo Sa" he will present the flip side of the San Remo disc entitled "Venite Con Noi." Announced by Ricordi the visit of the top U.S.A. group the Foundations, presently in first position of the U.S.A. charts with "Build Me Up Buttercup." Ricordi plans to strongly promote the group here. They will be star guests of Renzo Arbore's TV show the end of March.

We previously mentioned a great world. We refer to Fabrizio De Andre' the singer/music composer/lyric writer pacted under an exclusive agreement by Bell-disc Italiana. He is presently at the top of the LP best seller charts in Italy with an album entitled "Tutti Morimmo A Stento" (We All Will Die In Straits.) The album includes a great poetical 40 minute ballad which represents a new method of musical and poetical expression. Fabrizio De Andre' until now refused to appear in a TV show. The reason for this was due to his fear that he would have been obliged by TV censors to cut a part or exclude some of his best compositions whose themes are particularly "hot." But TV authorities, in order to bring on the screen the really big talent of De Andre' have accepted to present his integral program without change. There is great expectation for the TV debut of this artist where he will present and perform a personal 45 minute show entitled "Meeting Fabrizio De Andre'."

Gigliola Cinquetti (CGD) has recorded a Greek version of her San Remo hit "La Pioggia." She also has recorded in German the Italian song "Zero In Amore" and the original German copyright "Abend Wind." Caterina Caselli (CGD) has recorded for the German market the German version of her top hit "Il Carnevale," and another German original tune, "Si Si Signorina." "Il Carnevale" and "Il Gioco Dell'Amore" have also been recorded by her in English. Gigliola is expected in Rumania for some TV shows. Thanks to her previous successful debut on the French TV screens, Gigliola has been invited again to Paris where she will stay March 21st, 22nd and 23rd.

A new star is introduced on the Italian scene of the young artist is Anna Minguzzi. The first single recorded by her includes "Non C'E' Che Lui" and "Non So Dir Ti Voglio Benne." The young songstress will make her debut on the TV screens March 10th in the TV show "Settevoci."

SAAR is also introducing a new talent on the record scene. We refer to Andy Silver who has just recorded "L'Amore Dice Ciao" from the soundtrack of the film "La Matriarca." She too will make her debut on the Italian TV screens taking part next month in a show of the series "Settevoci." Immediately after she will participate in "Chi Sa Chi Lo Sa." Her recording has been selected as opening title for a special TV short film released by Anicagis, the Italian films producers Association.

ZINGARÀ (Published by RICORDI/MIMO)

JAPAN — Suisei Sha  
LATIN AMERICA — Fermata Do Brasil  
SPAIN, PORTUGAL — Radio Record Iberica  
USA, CANADA — Warner Bros.  
UK & BRITISH COMMONWEALTH — Leeds  
GREECE — Grecophon  
FRANCE — April Music  
BENELUX — Herman Brauer  
SCANDINAVIA — Sonora Musikverlage  
GERMANY, AUSTRIA, SWITZERLAND — Melodie Der Welt

BACI BACI BACI (Published by RICORDI)

JAPAN — Suisei Sha  
SPAIN, PORTUGAL — Radio Record Iberica  
USA, CANADA — Famous Paramount  
UK & BRITISH COMMONWEALTH — Leeds  
GREECE — Grecophon  
SCANDINAVIA — Sonet Music  
GERMANY, AUSTRIA, SWITZERLAND — Drei Ringe  
BRASIL — RCA Victor  
ARGENTINA — Relay  
HOLLAND — Herman Brauer  
FRANCE, LUXEMBURG, BELGIUM — La Compagnie

ZUCCERÒ (Published by RICORDI)

LATIN AMERICA — Fermata Do Brasil  
JAPAN — Watanabe  
SPAIN, PORTUGAL — Radio Record Iberica  
USA, CANADA — Famous Paramount  
UK & BRITISH COMMONWEALTH — Dick James  
GREECE — Grecophon  
FRANCE — Agence Musicale  
SCANDINAVIA — Sonet Music  
GERMANY, AUSTRIA, SWITZERLAND — Drei Ringe  
BENELUX — Herman Brauer

UN'AVVENTURA (Published by RICORDI/EL & CHRIS)

SPAIN, PORTUGAL — Radio Record Iberica  
USA, CANADA — Cotillon  
BRITISH COMMONWEALTH — Dick James  
GREECE — Grecophon  
FRANCE — N F C  
BENELUX — Pier Plum  
GERMANY — Intro  
LATIN AMERICA — Fermata Do Brasil

PICCOLA PICCOLA (Published by RI/MI)

GERMANY — Melodie Der Welt  
SPAIN, PORTUGAL — Canciones Del Mundo  
ENGLAND — Shane Music  
U.S.A. — Leeds Music

RAGAZZO MIO  
TU SEI BELLA COME SEI  
CHE FREDDO FA

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SPAIN, PORTUGAL — Southern  
ISRAELE — Sugar Music  
JUGOSLAVIA — Metronom  
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**Cash Box: A Trade Magazine That Serves Its Industry**



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QUALITY'S newly appointed national Atlantic singles merchandising manager JOHN DEE DRISCOLL, currently laying on elaborate plans for the Toronto visit by ATLANTIC's ANDY KIM, recently voted Top Male Vocalist in Canada. While in Toronto (6-7) Kim will tape a couple of CTV "It's Happening" Shows, and have lunch with radio and press VIPs as well as key dealers. Quality will have a solid lineup of their top jazz artists at Toronto's Colonial over the next few weeks. Darl Fatha Hines (Feb 24-Mar 8); Jackie & Roy (10-15) and Eddie Harris (Mar 31). HERBIE MANN will be at MASSEY HALL Feb 22.

ED LAWSON, Quality's national promotion manager, off to Los Angeles for talks with A&M execs at which time he will review promotions activities and plans for future releases, artist appearances and new product. Album product happening on a large scale for Quality include the BEE GEES' "Odessa," a twin pocket, JEANNIE C. RILEY'S "Year Books & Yesterday," "Ball" by IRON BUTTERFLY, CLAUDINE LONGET'S "Colour" and "Hair Pieces" by GAULT McDermott (a Canadian). LED ZEPPELIN's latest LP release along with "Soul '69" by ARETHA FRANKLIN now topping album sales. Quality will shortly launch a national campaign to coincide with the single release of "Tricia Tell Your Daddy" by ANDY KIM.

POLYDOR'S promo chief LORI BRUNER reports the single release of "July You're A Woman" by PAT BOONE. Ottawa's TOWNSMEN have also released on Polydor. Their single "Rocking Chair" already receiving exposure in their home town. Bruner also reports good action on their BLUE THUMB LP release of "W.C. Fields." Also showing well is BB King's "His Best" and "The Versatile Impressions."

LONDON'S publicity manager RICHARD GLANVILLE-BROWN announces the release of "The Voice Of The Stradivarius" on the Ace of Diamonds label. This is the first of product originating from the Canadian Broadcast Corporation and features Toronto born Albert Pratz with works by Chopin, Glazounov and Lully.

"The Way It Used To Be" by ENGBERT HUMPERDINCK makes it to the #1 selling single in the London roster. Sales of Humperdinck's LP "Release Me" have already passed the one hundred thousand mark and together with his other album releases has now past the quarter million sales mark. The DUSTY SPRINGFIELD lid of "Don't Forget About Me" has caught on in several markets across Canada receiving exposure on country, middle of the road and top forty stations. Vancouver's POPPY FAMILY are back on the chart trail once again. This time "What Can The Matter Be" has moved out much faster than their release of "Beyond The Clouds" which created good national action a few months ago. The FIFTH DIMENSION at Montreal's Place des Arts (24) as part of the SIR GEORGE WILLIAMS UNIVERSITY Winter Carnival. Their latest single a medley of "Aquarius" and "Let The Sun Shine In" from "Hair" just released and showing early indications of chart action as well as exceptionally strong play from middle of the road stations. GARY KOURI, national sales manager for PHILIPS/MERCURY group (London) will be attending a product conference at Mercury's headquarters in Chicago (24-25). MOTHER TUCKER'S YELLOW DUCK happening well on Canada's west coast with their DUCK deck of "One Ring Jane." Another Canadian group the FRENCH REVOLUTION receiving top exposure in Quebec with their London single "Nine Till Five" which has been released in the UK on the DERAM label. "Cruel War" by Winnipeg's SUGAR 'N SPICE continues to chalk up chart listings and sales.

The newly bowed REVOLUTION RECORDS, headed up by MORT ROSS and DOUG RILEY, will introduce their artists and company to a large sized blowout at Toronto's ST. LAWRENCE HALL (26). They will also introduce their new engineer TERRY BROWN to the gathering. Artists included are DIANNE BROOKS, who recently released "Walking On My Mind," written and produced by Riley, on Ray Charles' TANGERINE label. Release is expected shortly in Canada; also showing their talents will be Revolution's new underground blues band.



SAN REMO REWARDS are presented to Bobby Solo (Ricordi) and Iva Zanicchi (R.I.F.I.), both of whom sang "Zingara," the winning song at the 19th edition of the San Remo Italian Songs Contest. At right is Ezio Radaelli, organizer of this year's Festival, and a major personality in show business in Italy. Solo and Zanicchi have now won the Italian Songs Contest twice; Solo triumphed in 1965 with "Se Piangi E Se Ridi," Zanicchi won in 1967 with "Non Pensare A Me," which Claudio Villa also sang at the Festival that year to be co-winner. "Zingara" was written by Gianni Morandi and co-published by Ricordi and Mimo.



MUSICAL INTRODUCTION: Prior to the San Remo Festival, Nada, RCA Italiana's young new recording artist, was introduced to Dario Soria, division vice president, record international department, RCA Records, by Giuseppe Ornato (center), managing director of RCA Italiana, at a party for RCA music publishers. The songstress scored at the Festival with her rendition of "Me Che Freddo Fa."

**Italy's Best Sellers**

This Week	Last Week	Weeks On Chart	Title	Artist	Label
1	1	3	*Zingara	Bobby Solo (Ricordi), Iva Zanicchi (R.I.F.I)	Published by Mimo & Ricordi
2	2	3	*Ma Che Freddo Fa	The Rokes (RCA Italiana), Nada (RCA Italiana)	Published by RCA Italiana
3	4	3	*Bada Bambina	Little Tony (Durium), Mario Zeligotti (Durium)	Published by Durium
4	9	3	*Tu Sei Bella Come Sei	The Showmen (RCA Italiana), Mal & The Primitives (RCA Italiana)	Published by RCA Italiana
5	6	3	*Zuccherò	Rita Pavone (Ricordi), I Dik Dik (Ricordi)	Published by Ricordi
6	10	2	*La Poggia	Gigliola Cinquetti (CGD)	Published by Sugarmusic
7	7	2	*Un' Ora Fa	Fausto Leali (R.I.F.I), Tony Del Monaco (Ricordi)	Published by R.I.F.I
8	14	3	*Un'Avventura	Wilson Pickett (R.I.F.I), Lucio Battisti (Ricordi)	Published by Ricordi and El & Chris
9	5	3	*Lontano Dagli Occhi	Sergio Endrigo (Fonit Cetra), Mary Hopkin (EMI Italiana)	Published by Usignolo
10	13	3	*Un Sorriso	Don Backy (DET), Milva (Ricordi)	Published by El & Chris/Ricordi
11	12	5	Obladi Oblada	The Beatles (EMI Italiana), I Ribelli (Ricordi)	Published by Ricordi
12	3	9	Scende La Poggia	Gianni Morandi (RCA Italiana)	Published by RCA Italiana
13	8	3	*Cosa Hai Messo Nel Caffè	Riccardo Del Turco (CGD)	Antoine (SAAR) Published by Sugarmusic
14	15	3	*Il Gioco Dell' Amore	Caterina Caselli (CGD), Johnny Dorcelli (CGD)	Published by Sugarmusic
15	18	2	*Quando L'Amore Diventa Poesia	Orietta Berti (Phonogram)	Massimo Ranieri (CGD) Published by Sugar/Esedra
16	16	2	*Meglio Una Sera Piangere Da Solo	Claudio Villa (Fonit Cetra), Mino Reitano (Ariston)	Published by Ariston/Fonit Cetra
17	—	7	*Mattino	Al Bano (EMI Italiana)	Published by EMI Italiana
18	20	5	Eloise	Barry Ryan (Ricordi)	Published by Aberbach
19	—	—	End Of The World	Aphrodite's Child (Phonogram)	Published by Phonogram
20	19	2	*Io Che Ho Te	The New Trolls (Fonit Cetra), Leonardo	(Ariston) Published by Fonit Cetra/Ariston

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USA, CANADA, MEXICO — Peer International Corp.  
GERMANY, AUSTRIA, SWITZERLAND — Peer Musikverlage  
FRANCE, BELGIUM — Societe Editions Musicales Internationales

BADA BAMBINA (Published by DURIUM)

GERMANY — Melodie Der Welt  
SPAIN — Armonico  
BENELUX — Radio Tele  
LATIN AMERICA — Fermata Do Brasil

ALLA FINE DELLA STRADA (Published by SAAR)

SPAIN — Zafiro  
FRANCE — Vogue  
BRITISH COMMONWEALTH — Watley  
BENELUX — Universal  
SCANDINAVIA — RCA  
GERMANY, AUSTRIA — Jocker  
LATIN AMERICA — Fermata Do Brasil  
GREECE — Grecophon

UN'SORRISO (Published by RICORDI/EL & CHRIS)

FRANCE — Bagatelle  
BENELUX — Peter Plum  
ENGLAND — Apple Music  
JAPAN — Watanabe  
FRANC CANADA — Sunrise Music  
SPAIN — Armonico  
LATIN AMERICA — Fermata Do Brasil  
GREECE — Grecophon  
FINLANDIA — Fazer





# Scandinavia

## Denmark

Rascals to appear here during their Scandinavian tour in March.

Actual EMI releases include local singles with Ulla Pia at HMV, Bjorn Tidmand at Odeon and Gitte Haenning at HMV. Other releases include Nice at Immediate, Des O'Connor at Columbia, John Rowles at Stateside, Bedrocks at Columbia, Canned Heat at Liberty, Eddie Floyd at Stax, and a large number of LP albums at various labels.

Tono A/S followed up the opening of the motion picture "Mayerling" at the Palladium here with a single at Barclay with Mireille Mathieu doing "C'est a Mayerling" and "Les violons de Vienne." Other releases from Tono A/S includes a number of LP albums at Vanguard.

Metronome Records A/S has the following releases at the Metronome label: Roger Whittaker with "If I Were A Rich Man" and "Mexican Whistler." Also a number of LP albums is among last week's releases.

Actual releases from Dansk Gramofonpladeforlag includes Muddy Waters with the LP album "Electric Mud" at Chess. Singles include "Some Kind

## Sweden

Lars-Johan Roundquist of Cupol AB is to leave Stockholm, taking Cupol's successful songbird Agnetha Faltskog to Berlin and Hamburg where she will meet TV, radio and press and also appear in "Gala Abend der Schallplatte" on March 15th where also among other, Miriam Makeba, Dusty Springfield, Hollies, etc., are to appear. Cupol has a new artist, Hans Smedberg, who is doing very well with his "Don't Forget To Catch Me" in Swedish. He is contracted for a summer tour this year around Sweden with Miss Faltskog. Cupol is also handling the label Scepter for Sweden, Norway and Finland, and among the first releases can be expected Dionne Warwick with "This Girl's In Love With You," and B. J. Thomas with "Hooked On A Feeling."

Polar Records has recorded the theme song from the TV serial "Nana", which has become a great success in Swedish TV. Arne Lamberth, a Swedish trumpet player and band leader, living in Denmark for many years, has recorded it on a Polarg single b.w.

Of Love" with Tommy James & Shondells at Roulette, local artist Flemming Arleth at Sonet with "It's All Happening" in Danish, local group Yes Indeed, also at Sonet, with "Elenore" in Danish as well as a number of LP albums at Europa and Somerset.

Actual releases from Nordisk Polyphon Akts. (NPA) include Scarlets with a local single at Philips, a local single at CBS with Two Danes, Billie Davis at Decca with "Make The Feeling Go Away," Web at Deram with "Baby Won't You Leave Me Alone," Simon & Garfunkel at CBS with "Scarborough Fair," and a large number of LP albums.

Morks Musikforlag has noted big local as well as international success with Lost & Found, a local Triola recording group, who has been among the Top 20 at the charts with "No, No, No, No," a record now to be released in several countries outside Denmark. Peter Belli & Four Roses, another local Triola recording group, recorded "Ob-La-Di, Ob-La-Da" with such success that they have been at the charts for nine weeks.

a local tune "Berlin."

Ola & Janglers, local Gazell recording group recently at the charts here with their "Let's Dance" (it's still a top seller at the Danish charts), is following up their success with another single, "California Sun" and "Baby, Baby, Baby."

Actual releases from Europa-Produktion includes Eleanor Bodel with "Love Me, Please Love Me" and "The Girls Want The Boys," Claes Dieden with "If You Love Me" b.w. "Single" and Lena Junoff with "Ciao Baby" and "Good Kind Of Hurt," all three at the Olga label.

Last week's releases from AB Philips-Sonora include Paul Revere & Raiders at CBS with "Mr. Sun, Mr. Moon" and "Without You" and Clive Sands, also CBS, with "The More I Love You." Also a number of LP albums at Philips and Fontana were released.

Last week's EMI releases include a number of local singles, with among others Gitte Haenning, Jorgens, Ulf Brunnberg, Else Marie, Totas and Flamingo Quintet.

## Denmark's Best Sellers

This Last Weeks  
Week Week On Chart

1	2	4	I Started A Joke (Beé Gees/Polydor) Dacapo Musikforlag, Denmark
2	1	9	Let's Dance (Ola & Janglers/Gazell) E. H. Morris Nordiska AB, Sweden
3	3	9	Eloise (Barry Ryan/MGM) Belinda (Scandinavia) AB, Sweden
4	8	2	Touch Me (Doors/Elektra) No publisher
5	4	2	Du sollst nicht weinen (Heintje/Philips)
6	5	9	Ob-La-Di, Ob-La-Da (Peter Belli & Four Roses/Triola) Dacapo Musikforlag, Denmark
7	7	5	Skorstensjeeren gik en tur (Linda, Liselotte & H. H. Ley/Wilh. Hansen)
8	—	1	Heidschi Bumbeidschi (Heintje/Philips)
9	—	1	Det var dig, der stjal mit hjerte, Marjan (Bjorn & Okay/Polydor)
10	—	1	Atlantis (Donovan/Epic)

## Norway's Best Sellers

This Last Weeks  
Week Week On Chart

1	1	7	Ob-La-Di, Ob-La-Da (Marmalades/CBS) Sonora Musikkforlag A/S, Norway
2	3	14	Fru Johnsen (Harper Valley, P.T.A.) (Inger Lise Andersen/RCA Victor) Sweden Music AB Sweden
3	—	1	*Bislett special (Nordre Sving Blandede Mannskor/Polydor)
4	6	5	Albatross (Fleetwood Mac/CBS)
5	4	6	Build Me Up Buttercup (Foundations/Pye) Sonora Musikkforlag A/S, Norway
6	8	4	Something's Happening (Herman's Hermits/Columbia) Sonora Musikkforlag A/S, Norway
7	—	1	Son Of A Preacher Man (Dusty Springfield/Philips)
8	7	6	Lily The Pink (Scaffold/Parlophone) Imudico A/S, Denmark
9	—	1	Det var en ding-dong rena rama sing-song mini-mini flower-power dress (Flower-Power Kleid) (Wenche Myhre/Polydor) Multitone A/S, Denmark
10	—	1	Hey Jude (Wilson Pickett/Atlantic)

## Sweden's Best Sellers

This Last Weeks  
Week Week On Chart

1	3	4	Gunga, gunga (Where Did Our Love Go) (Lasse Berghagen/Karusell) Reuter & Reuter AB, Sweden
2	1	6	Ob-La-Di, Ob-La-Da (Marmalades/CBS) Sonora Musikforlag AB, Sweden
3	5	2	Da Doo Ron Ron (Claes Dieden/Olga) Belinda (Scandinavia) AB, Sweden
4	2	4	Kor långsamt (Cab Driver) (Family Four/Metronome) Sweden Music AB, Sweden
5	4	3	Albatross (Fleetwood Mac/CBS)
6	—	1	One Way Ticket (Eleanor Bodel/Olga)
7	8	2	I'm Gonna Make You Love Me (Diana Ross—Supremes—Temptations/Tamla Motown) Reuter & Reuter AB, Sweden
8	—	1	Going Up The Country (Canned Heat/Liberty)
9	6	4	Sabre Dance (Love Sculpture/Parlophone) Sweden Musik AB, Sweden
10	10	2	For Once In My Life (Stevie Wonder/Tamla Motown)

## Foreign Reps Set By GPI Publishing Div.

HOLLYWOOD — Michael R. Shapiro, vice president in charge of business affairs for Gulf Pacific Industries has announced that final agreements have been made between Gulf Pacific Industries and their affiliate publishing company, The Mandeville Group of Music Publishers, with individual foreign licensees.

Shapiro said that Gulf Pacific and the Mandeville Group have licensed their catalog in Great Britain, France, Germany, Italy, Scandinavia and Mexico.

## Kluger Sets London Trek

LONDON — Roland Kluger of Palette Records Belgium will visit London in April following negotiations started at MIDEM for the U.K. release of the label's top Belgian star Will Tura via Major Minor Records. First single is expected in April backed by heavy promotion. Major Minor has also contracted with Palette to release Jess & James in the U.K.

In Great Britain, Polydor Records will handle all record masters and sub-publishing, except for Filigree Publishing, which will be handled by Sonet Music Publishers.

Maxi Records and Looking Glass Music, Inc., under the direction of Gerard Tournier will handle Gulf Pacific and Mandeville material in France.

In Germany, Trudi Miesel of Intro and Hansa will handle Gulf Pacific masters and sub-publishing.

St. Martin Records and Publishing under the direction of Baron Gino Caselli will handle material in Italy.

Stig Anderson of Sweden Music in Stockholm, and Mario Freidberg of Discos Tizoc S.A. in Mexico round out the agreements between the newly formed Gulf Pacific Industries and foreign record interests.

Shapiro, who just recently returned from MIDEM, where he met with many of the directors who will be handling Gulf Pacific's products abroad, said that Gulf Pacific is already preparing foreign language translations in Swedish of some of the American material. The first translated record will be the song "Beautiful" by The Children on an album currently out on Atco.

G. Britain Cont'd from P. 62

the "Ann Veronica" musical at her own request after two weeks because she considered her singing ability insufficient for her role. Vicki Wickham produced Miss White and Mr. Green's "Don't You Know It's Just A Game" on the Toast label, and Robbins Music publishes the Quincy Jones song. MCA has released a double A sizer by Shirley Maclaine from the soundtrack of "Sweet Charity" coupling "My Personal Property" and "Where Am I Going?" Buck Owens and the Buckaroos arrive here March 7th for two concerts and a radio date.

## MEXICAN COMPANY

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# Australia

Arriving on the west coast of the United States the first week in March to start a lengthy overseas visit is Roger Savage, who is generally considered to be the top recording engineer/producer in this country. Roger is employed by the studios of Bill Armstrong Pty. Ltd., who are sending Roger to America and England to study the latest technical and studio developments. The trip will take Roger to Los Angeles, Nashville, Detroit, Memphis, New York, and London and will occupy something like five months. Roger Savage told Cash Box that he hopes to spend some time actually working in some of the top studios in America and England.

In London recently a new three year contract was finalized under which Festival Records Pty. Limited of Australia will continue to represent the Liberty/U.A. group of labels when the present agreement expires in 1971. It is certainly unusual for a renewal to be signed while the existing contract still has a couple of years to run. It is a tribute to the job that Festival have done. In announcing the deal, Lee Mendell, Vice President of Liberty/U.A., said, "In the period we have been associated with Festival we have been very impressed with their efforts on our behalf. There has been considerable success with our product in Australia including gold record awards for "Honey" by Bobby Goldsboro and "A Man And A Woman" soundtrack LP. Other artists heading for gold award status include the Canned Heat, the Bonzo Dog Doo Dah Band, the Fifth Dimension, Shirley Bassey and Slim Whitman. This is the result of the excellent national promotion and marketing accomplished by the Festival company and consequently we are delighted to be able to continue this association." The new contract was negotiated by Fred Marks and Allan Hely of Festival, with Lee Mendell.

Australian Record Company Limited is releasing the fun album, "Beware Of Greeks Bearing Gifts" in this country on the CBS logo. The album is built around that famous wedding in Greece.

New locally-produced singles out lately include: John Sangster (Festival) with "Going Out Of My Head" c/w "Love Is Blue"; Anne Hawker (Astor) with "Boom Bang-A-Bang" c/w "All Day Long"; Jon Blanchfield (RCA) with "Baby, Get In The Groove" and "Reach For The Sun"; Judy Stone

(Festival) with "Society's Child" and "I'm Not Your Woman"; the Valentines (Philips) with "Ebenezer" and "Groovy Old Man."

Des Steen, promo boss of ARC, points out that a recent check of Cash Box Top 100 Albums shows that Australian Record Company have no less than 27 of them for this territory. The company is putting a very special campaign behind the release of "Switched On Bach" by Walter Carlos and Benjamin Folkman on the CBS label. It is one of the few albums that is enjoying action in both the pop and classical markets simultaneously. This makes it something of a rarity.

Broadcast restrictions have now been listed from the songs contained in the album, "Idea" by the Bee Gees. All titles were composed by the Gibbs boys.

RCA of Australia have announced their intention of switching all singles to stereo in the near future and gradually phasing-out the mono single. This decision is in line with the policy of the parent American company. The new stereo singles can be played with good results on either stereo or mono playback units. RCA will be the first company here to issue all singles in stereo form.

Astor records recently threw a trade party to welcome Horrie Dargie to his newly-appointed post of national promotion manager for the company. Dargie is a well-known identity in the popular music field and has had vast experience as a performer, and later as an administrator. Horrie will work out of Astor's head-office in Melbourne and is expected to make frequent interstate trips. The function was hosted by Neville Smith.

Former English producer Alan Freeman, now settled in Australia, is getting a lot of work and turning-out some nice product. He did the Lynn Rogers version of "Just Loving You" which has a lot of strong regional sales and action to its credit.

Australian singing and RCA recording star Gita Rivera has decided to settle in Rome for a couple of years where she has received offers of film, television and club work. New Zealand singer Robert Gennari is in Australia to promote his new RCA single "When The Sun Will Shine Again" and "She Wears My Ring." Both tracks are from the new album that Robert recorded here for world-wide release.

## Australia's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	1	7	Star Crossed Lovers (Neil Sedaka — Atlantic)	Screen Gems/Columbia
2	2	4	Build Me Up Buttercup (Foundations — Astor)	
3	4	4	I Started A Joke (Bee Gees — Spin)	Abigail Music
4	9	2	Edge Of Reality (Elvis Presley — RCA)	
5	3	4	Lily The Pink (The Scaffold — Parlophone)	Essex Music
6	10	2	Fox On The Run (Manfred Mann — Fontana)	J. Albert & Son
7	6	4	Son Of A Preacher Man (Dusty Springfield — Philips)	Sidney Tree
8	5	11	Love Child (Supremes — T/Motown)	Castle Music
9	—	5	Scarborough Fair (Sergio Mendes — A&M)	Essex Music
10	7	19	Hey Jude (The Beatles — Apple)	Northern Songs

## Japan's Best Sellers

Local		
This Week	Last Week	Title
1	1	Blue Light Yokohama Ayumi Ishida (Columbia)
2	2	Namida-No Kisetsu Pinky & Killers (King)
3	4	Toshiue-No Hito Shinichi Mori (Victor)
4	5	Nagasaki Blues Mina Aoe (Victor)
5	3	Koi-No-Kisetsu Pinky & Killers (King)
6	—	Srirararatta-No Yukari Itoh (King)
7	6	Ai-Ro Kiseki/Nami-Mo Iwanai-De Hide & Rossanna (Columbia)
8	10	Mizuiro-No Sekai Jun & Nene (King)
9	7	Kimi-Ga Subetesa Masao Sen (Minoruphone)
10	9	Kareinaru Yuuwaku Akira Fuse (King)



# Japan

According to the announcement of Japan Record Association, total turnover of records in 1968 is over 120.4 million copies, and 43,635 million yen in value. The figures show 20% increase over that of 1967 in quantity and 26% increase in value. Record turnover in December, 1968, has amounted to 12,264 thousand copies, increasing by 5% over the previous month, and in value 4,763 million yen, increasing by 3%; especially the turnover of 17cm records has increased by 7%.

Top selling single of Toshiba Records in January was "Those Were the Days" by Mary Hopkin, followed by "Hey Jude" by the Beatles, the original soundtrack from "Romeo And Juliet," "Ob-La-Di, Ob-La-Da" by the Bedrocks and "Gimmie Little Sign" by Brenton Wood. Best selling singles of Ring Records in January have been "Manchester & Liverpool" by Pinky & the Fellas, the original soundtrack from "13 Jours en France," "Bo My Baby" by the Ronettes, the original soundtrack from "Chitty Chitty Bang Bang" and "Twenty Ten" by the Tinkabells Fairydust. On Nippon Grammophon "The Back Of The Bay" by Otis Redding is still selling well and such singles as "Keep Me Hanging On" by the Vanilla Fudge, "White Room" by the Cream and "Fire by Arthur Brown are receiving good reaction.

Nippon Grammophon, who is very active in promoting R&B repertoire, has concluded an exclusive repertoire contract with Stax Records of U.S. and is initiating the release of the label in April with two LPs and one single record. As usual, there are several attractive rhythm & blues singles in Grammophon's recent release of the Atlantic label such as "Too Weak To Fight b/w Set Me Free" by Clarence Carter, "A Man And A Half" by Wilson Pickett, "See Saw" by Aretha Franklin and "Otis Sleep On" by Arthur Conley. Besides these R&B numbers, "A Ray Of Hope" by the Rascals and "Kentucky Woman" by the Deep Purple will do fairly good in the market. Toshiba's current releases include "Wichita Line-man" by Glenn Campbell, "Going Up The Country" by the Canned Heat and "Sour Milk Sea" by Jackie Lomax on Apple aim to follow the success of Mary Hopkin's "Those

Were the Days." CBS-Sony is shortly releasing "Ob-La-Di, Ob-La-Da" by the Marmalades, the recording by a Jamaica group, the Bedrocks, on Toshiba and one by a German group, the Tonics, on Philips have already been competing in the market.

Four popular artists from various countries have appeared in Tokyo at about the same time. Dave Dee, Dozy, Besky, Mick & Tich from England have just made a fortnight tour giving 8 concerts in Tokyo, Osaka, Eyoto and Nagoya and appearing in several popular TV programmes such as "Beat Pops" on Fuji TV. During the group's stay, Victor-Philips Records sponsored a press party for the group inviting three hundred guests including pop commentators, D.J.s and cameramen. At the same time the group's latest recording, "Run Colorado," has been put on the market. Astrud Gilbert has made her second appearance, and a Latin pianist, Pepe Jaramigo, who made his first Japan tour three years ago, is touring again for over a month. One more Latin artist is here: Los Tres Ases on their first Japanese tour. It is reported that the Human Being is coming to Japan in March for promotion, and Toshiba will push a new single, "Hold On Baby b/w This Little Girl of Mine," coinciding with the visit. A local R&B group, the Helpful Soul, which was originally founded by the students of American School in Kobe, will make its debut on Victor-World Group by a single "Fire b/w Kansas City" and an LP entitled "The Helpful Soul First Album."

Mecca Records Pack, an exclusive pre-recorded tape maker, has founded a music publisher, Mecca Music Publishing Co., as its affiliated company with purposes of controlling publishing rights of original compositions recorded for Mecca music tapes and also producing and booking new artists. LP Service, pre-recorded tape maker affiliated to Nippon Broadcasting Corp., has just launched the Oscar Peterson Trio on 8-track cartridge tape from the repertoire of MPS Records (Germany) of which distribution rights on pre-recorded tapes has been acquired by the company. It is the first time that an exclusive tape maker releases repertoire of a famous international label.

## Japan's Best Sellers

International		
This Week	Last Week	Title
1	1	Those Were The Days Mary Hopkin (Apple) Sub-Publisher/Shinko
2	2	Goodnight Baby The King Tones (Polydor) Sub-Publisher/J&K
3	3	Swan-No Namida The Ox (Victor) Publisher/Top Music
4	5	Aoi Tori The Tigers (Polydor) Publisher/Watanabe
5	7	Manchester & Liverpool Pinky & Fellas (London) Sub-Publisher/April Music
6	4	Junai The Tempters (Philips) Publisher/Tanabe
7	8	Kaze N. Hashida & Shoebelts (Express)
8	6	13 Jours En France Francislai (London) Sub-Publisher/Pacific Music
9	9	Kaerimichi-Wa Tokatta Chiko & Beagles (Victor) Publisher/Pacific Music
10	11	Ame-No Akasaka The Blue Comets (Columbia Publisher/Ohashi
11	—	You Keep Me Hangin' On Vanilla Fudge (Atlantic) Sub-Publisher/Taiyo Music
12	10	Romeo & Juliet Sound Track (Capitol) Sub-Publisher/-
13	12	Love Child Diana Ross & Supremes (Victor) Sub-Publisher/Taiyo Music
14	—	Chiisana Nikki The Four Saints (Express) Publisher/Pacific Music
15	15	Sound Of Silence Simon & Garfunkle (CBS) Sub-Publisher/Shinko

Album		
This Week	Last Week	Title
1	1	The Beatles The Beatles (Apple)
2	2	Human Renaissance The Tigers (Polydor)
3	3	Ima-Wa Shiawase-Kai Sam Taylor (Crown)
4	4	Fool On The Hill Sergio Mendes & Brasil '66 (A&M)
5	—	Vanilla Fudge Vanilla Fudge (Atlantic)



## Stop Giving The Business Away

The fact that exorbitant loans, bonuses and gifts to locations is stripping the profit cream off many a music and amusement route is a bygone conclusion. This cancerous condition, often viewed by the trade as the best technique available for knocking off locations, as well as for calming the waters at those already on the route, has chopped a sizable chunk off the industry's gross annual product. Tragically, like the bad farmer who strips all the good soil off a plot of ground, down to where nothing can grow, many operators have "bonused" themselves right into red ink and out of the business entirely.

Of all the solutions to the runaway loan-bonus condition advanced over the years, perhaps the only one with any hope of success is the so-called "gentlemen's agreement" among operators in any given territory, which puts a logical ceiling on their location offers. This, unfortunately, can only be effective where every territorial operator cooperates and no gypsy renegades watch from across the river for the right time to swoop down.

There is one way, though, that the profit loss in location relations can be minimized. Don't believe it? Well, instead of worrying how much to offer in loans and gifts, let's put that aside and think about upping the commission take for ourselves. In short, if you operate in an area where a 50-50 split on music and games is the standard, start thinking 60% for you, 40% for the location. Then you've got more freedom to maneuver with your loans and bonuses, if that's your bag.

Looking at it psychologically, it's a lot more flavorful for a location to accept a smaller cut of the cash box if he doesn't have to watch you skimming off front money every week. That bothers him. But a straight four quarters for him, six for you type of deal, is much more businesslike, without the rigamarole of advances, front money, etc., etc. Simply, if he's paying a loan back through the coin box, if you've got sales taxes to collect or whatever else, **build it right into the collec-**

**tion commission breakdown.** It's simpler and more palatable to your customers.

Let's be perfectly honest—anybody can sell a location by promising 50% of the coin box plus other frills. It takes a **salesman** with a sound knowledge of the business to set deals that will be beneficial to both parties, not just to the tavern. Our people have to learn how to **speak** about this business. We all know darned well that equipment, salaries, and all the other route expenses are skyrocketing, but how many can get these points across to the location in clear, concise, intelligent terms—terms that will have the ring of honesty and the sound of good judgement that will make the location owner say: "yeah, I guess you're right."

You know, a lot of fine employees have been leaving this business, and for one reason—they don't make enough money and don't see any kind of equity building up in form of a pension and other benefits. This is not the fault of the operator who might have a difficult time making ends meet. But it is a shame when any operator, and we mean **any operator**, can put longer figures on his profit ledger by demanding proper consideration from his locations through a larger collection take. This trade needs more money flowing through its ranks to keep trade lively and productive and to have something to set aside for its valued employees for the future as well as offer better salaries now. About the dumbest remark we've ever heard in this business goes something like: "Why should I pay these guys more, they're gonna steal anyway!" If they hear you saying that, isn't that the best reason of all to steal?

Let's get on a firmer footing in our location dealings. Let's take a little more of that profit we're entitled to and put it to better use within every route organization. Let's admit it, most locations today are making darned good dough. They really don't need the coin machine operator's money to stay alive.

## Mid-Hudson 8-Ball Tourney Climaxes; Schneller Already Working On 2nd Event

NEWBURGH, N.Y. — The first Mid-Hudson Valley Area Coin-Operated 8-Ball Tournament came to a close last day evening (March 2), with the championship playoffs.

In his very successful tournament sponsored by the New York State Billiards Guild under the leadership of Jack Wilson and Mike Mulqueen, Schneller, director for these Billiards Tourneys and sales manager for the same firm, has prepared a letter that will be mailed to sanctioned locations participating in the contest inviting them to participate in next tourney. He told location owners, "I'm confident that you realize the inherent values of the U.S. Billiards Sanctioned Coin-Operated 8-Ball Tournament as a semi-annual national event of certain stature 'image-creation.' We know it's a business by focusing public attention on accepted pool table competition for amateurs." Schneller also presented suggestions location owners might have that would improve the

tourneys.

The championship playoffs had competitors from 64 locations battling across the felt at the Newburgh VFW post. Winners and pictures will be in next week's issue.

### Lake Placid

Meanwhile, efforts to organize the first 8-Ball tournament in the Adirondack Mountain resort region continues under full steam. The tournament, which will comprise 64 locations, sanctioned under the U.S. Billiards system, will commence the first week of March and climax in a grand playoff match June 14-15. The Grand Playoffs will be staged at the Olympic Arena in Lake Placid. Tables for the event will be supplied by U.S. Billiards.

Heading up the tournament are operators Jack LaHart of the Upstate Vending Service (Lake Placid), Duke Huntington of Huntington Vending and Bob Catlan of Bilotta Enterprises' Albany office.

Other operators participating in the meeting included Paul Brock of Paul Novelty, Hank Knoblauch of Knob-

## Y'all Come, Says Granger to La. Ops

CHICAGO — Fred Granger, executive vice president of Music Operators of America, has cordially extended an invitation to any music and games operator who can make it into the Monteleone Hotel during the Board of Directors meeting, Thursday (March 6) at 6:00 p.m., for a "get acquainted cocktail party."

Granger said, "it makes no difference whether you are a member of MOA or not, we will enjoy having you there." The entire board of directors will act as official hosts for the event.

MOA has sent out through the mails approximately 100 personal invitations to members and non-members. "This will be a first-class affair and operators are welcome to bring their wives."

Knoblauch & Sons, Herb Tracey and representatives of the Saratoga Music Co.

LaHart and his fellow operators found very little difficulty rounding up the 64 locations for the event. "Our locations are very excited about the idea," he said. "We like the 8-ball promotion because we believe it will make more money for us in collections and because it's a marvelous deterrent to direct location table operation."



GRANGER



## Galuppi's One Stop Opens Albany Branch; Issues Title Catalogue

ALBANY — Jimmy Galuppi, president of Galuppi Enterprises, Inc. officially opened an Albany branch office to his widely successful Syracuse one-stop record service on March 1st. Galuppi's brand new operator record mart is located at 388 Broadway and will be managed by veteran record seller Jane Ray.

Galuppi's Albany branch will offer the territory's operators the same wide selection of singles and little LP's which has made his Syracuse outlet so successful with the trade over the years. In addition to a total selection of new chart hits up and coming singles and little LP's, Galuppi carries a large line of golden oldies.

"Past hit singles are very popular with operators in the Mid-State area," Galuppi advised, "so we've made it a practice to stock the big ones as well as patronize the hit catalogues offered by the major record manufacturers."

Galuppi is also about to issue a ten-page booklet, listing every type of record and title his firm carries. "The catalogue should be off the press the first week of March and will be mailed to customers immediately," he announced.

Galuppi considers his company a "real operator one-stop" and revealed that over 80% of his business is done with the coin trade. The remainder is devoted to small retail establishments in the territory.

Manager Jane Ray has been in the record business some 22 years, most of which was spent working with the old telephone music service which was very popular in the Albany area.

Galuppi is inviting all music operators from the wide Albany area to drop by the new outlet and get acquainted with what he calls "the best one-stop record service in the State."

## Computer Quiz Scores Hit At Golf Convention

MIAMI BEACH — Executives of Arnold Palmer Enterprises, who visited the recent 50th Annual I.A.A.P. (Parks) Show in Chicago to inspect the coin operated amusement equipment on display in search of ideas for their chain of golf driving ranges and putting courses, found Nutting Associates' Computer Quiz game much to their liking. Lance Hailstone, sales and service executive at Nutting, soon afterward received a phone call from Palmer representatives, inviting him to display the quiz machine at their National Putting Course & Driving Range Convention, held Feb. 7-11 at the Hilton Plaza here in Miami Beach.

Hailstone accepted the invitation and after opening his exhibit at the Convention, learned his unit was the only coin-operated piece on the floor. "The invitation alone is fitting testimony to the money earning capabilities of this game," Hailstone declared. "Reaction at the show was fantastic," he continued. "I learned that one Arnold Palmer Course in Illinois, which had installed a Computer Quiz a year ago, paid for it in less than a season."

After the Convention closed, Hailstone paid calls on some of his southwest distributors on the way home to Mountain View, Calif. "While I visited our Houston and San Antonio dealers, I was very gratified to see what first class locations the Computer Quiz has opened for the operator, including the finest restaurants and hotels in Houston and Galveston and San Antonio, to say nothing of the colleges and hospitals," he declared.

## Scoring Bonuses Abound in Miss-O



Wms. MISS-O 1PI

CHICAGO — A brand new single-player pingame tops the line at Williams Electronics, Inc. as their 'Miss-O' single-player flipper game makes its official debut to the trade this week. 'Miss-O', which calls upon the popular 6-pocket pool theme in its artwork and playing scheme, offers some extremely exciting bonus features, sure to create good action at the location.

The pintable offers five different ways for its players to advance points. Mystery eject pockets that advance point-scoring values (depicted through playfield artwork of a rack of billiard balls) and four top bumpers (A-B-C-D) which activate a bonus center horseshoe when all four are lit. 'Miss-O' is adjustable for 3 or 5 ball play. The overall cabinet look is very attractive and is certain to lure many a pinball fan over for a few plays.

Williams factory sales execs announce that amusement operators should be able to inspect the new single-player at their local dealer beginning this week.

## ChiCoin Execs Hold Upstate Service Class

NEWARK, NEW YORK — Representatives of Chicago Dynamic Industries held an amusement games service session at the Bilotta Enterprises showroom here in Newark, the evening of Wed. Feb. 26th. The session, extremely well attended by representatives of most of the games operating companies in the Mid-State territory, was conducted by ChiCoin's service technician Willie Taylor. Sales executive Herb Oettinger was also on hand to discuss the merits of the factory's current line of equipment.

Amusement machines which were delved into at the school included ChiCoin's new Galaxy shuffle alley, its Apollo Moon Shot target rifle and its popular Hockey Champ hockey game.

Hosting the service session for the distributor was its president John Bilotta. The distributor will also hold a meeting of coin table operators Wed. evening, March 5th, at Zappia's Restaurant, at which Len Schneller will discuss the merits of the U.S. Billiards Sanctioned Location 8-Ball Tournament concept, in hopes of promoting a contest among West-New York operators.

## Ellis to Propose Civic Service Award

CHICAGO — During the Music Operators of America board of directors meeting scheduled for the New Orleans Monteleone Hotel March 6, 7, and 8, president Howard Ellis will ask for a resolution of the board to establish an MOA Civic Service Award.

Ellis said, "This award will periodically be given to MOA members who distinguish themselves in their own state, city and community by participating in any civic organization."

Recipients of the award will be nominated by fellow MOA members by filling out a form that will be

mailed to all members shortly after the director's meeting.

MOA executive vp. Fred Granger said that, "this award will not just be handed out to anyone, they must meet a set of very rigid qualifications. Once these qualifications are reviewed by a committee and they find the potential recipient is worthy of the award, then and only then, will they receive it."

"This civic award is a part of our public relations campaign," Ellis said, "a part of any good PR program is making contributions in your own local community."

## Parks Group Starts Its PR Program

CHICAGO — An enthusiastic and constructive meeting between the 1969 IAAP Public Relations Committee and representatives of Infoplan International, Inc., the New York based firm hired in January to develop a p.r. program for the IAAP members, was held recently. The major purpose of the meeting was to discuss several proposed programs designed to bring people through amusement park gates in 1969 and in future years.

The committee members present for the meeting included Richard L. Geist, Fred W. Pearce, Lawrence Stone, and Robert Blundred. Harry Batt, Jr., 1969 IAAP President, also attended. Infoplan representatives included Walter Johnson, Chairman of the Board; Robert I. Elliott, President; William Connors, IAAP Account Director; and several communications area specialists assigned to work on this account. Miss Dorothy Strong, the Chicago based Infoplan coordinator for the account, was also present.

The program suggested at this meeting to attract more people to amusement parks was one that could be used by IAAP members in the 1969 park season and one that would be planned for continuous execution in later seasons.

Some of the ideas given top priority for use by members during the 1969 IAAP park season were the following: preparation of a fact sheet on the amusement park industry — its history, its growth statistics, prominent personalities, value to community, etc.; preparation of a basic press kit for use by Infoplan in working with newspapers, magazines, radio and television; feature scripts for radio and television stations (including visuals for television) nationally; development of premium offers for amusement park tickets with promoting food suppliers, manufacturers, etc.; contacting major publications to develop interest in story of 50th Anniversary year and television placement of 50 year old films on amusement parks.

## Tobacco Exec Slaps Govt. on Cigs

CLEVELAND — A leading tobacco company executive has suggested that the Federal Communications Commission put more "Fairness" into its "Fairness Doctrine." In a speech prepared for delivery to the Cleveland Advertising Club, John T. Landry, a vice president of Philip Morris U.S.A., stated that many anti-smoking messages now on radio and television "enjoy some sort of immunity from the truth" and should be subject to the "same regulation and supervision all advertisers operate under."

The FCC's Fairness Doctrine decrees that all stations, in order to retain their license must broadcast "anti-smoking" messages, free of charge, on a 1-to-3 ratio to the cigarette commercials for which they are paid. The commercial value of these anti-smoking messages amounts to an estimated \$70 million of free air time per year.

Landry charged that anti-smoking messages are "scare commercials intended to arouse emotions with little or no respect for honesty."

He noted that "these commercials are subject to none of the customary regulations nor standard checks for accuracy, and are not held accountable for their false and misleading statements."

Landry cited some anti-smoking commercials now appearing on television, which he says are "not only inaccurate, they are patently false, and should not be permitted on the air."

One states flatly that for every minute of our life! I can assure that there is no way they can substantiate that claim."

Another commercial states that "per capita consumption of cigarettes increased from 49 cigarettes a year in 1900 to 4200 a year today and that death rates have increased accordingly," he declared.

"That statement is not only patently false, it misleads the listener into believing that death rates have increased in proportion to the increase in cigarette smoking, when, in fact, just the opposite is true," Mr. Landry added. "Death rates have decreased from 17.2 per 1,000 population in 1900

to 9.4 per 1,000 in the 1960's."

Landry cited a third example. "One commercial states directly that all too often the result of smoking is emphysema."

"Since this was reported to be a United States Public Health Service announcement, it is very interesting to note that the recently released Public Health Service publication #1699 states 'since there are no clear-cut leads as to the cause or causes of emphysema, no quick solution to the problem can be anticipated. Many complex questions remain to be answered,'" he quoted from the Public Health Service document.

The commercial, he says, is obviously in direct conflict with the published stance of the same agency, which is the purported authority for the commercial. "I truly believe that these commercials do no credit to the integrity of the advertising industry. No matter which side you are on, the rules should be the same for everyone."

In a reference to the latest suggestion by the Federal Communications Commission that cigarette advertising be completely banned from broadcast media, Landry says he finds it rather incredible that a government agency would feel it proper to propose the banning of any product which is openly marketed. This is properly a matter to be considered by the congress. He adds that Philip Morris commercial are devised, created, produced and programmed under intensive regulation. "You are all familiar with this procedure," he suggested to his advertising audience. "You are operating under similar restrictions in advertising your products and that is a it should be. We expect fair regulation, fair supervision and fair controls."

Landry added that all advertiser are accustomed to working under the security of one or more regulator agencies. "At Philip Morris, we are always conscious, as we develop our advertising, of the existence of the FCC, FTC, NAB, network continuity departments, and our own self-imposed Cigarette Advertising Code."



## Bilotta Hosts Phono School for Customers

NEWARK, NEW YORK — Thirteen well-known operators who comprise Bilotta Enterprises, Inc., were represented at two service schools... one held in this city and the other in the capitol city of Albany. The Wurlitzer Company conducted both schools.

Bilotta Enterprises, Inc., with John Bilotta as its president, is located at 224 North Main Street. The Albany branch is at 388 Broadway. Neil Bernard is manager of the Newark store while Robert Catlin heads the one in Albany.

Those student-technicians, including a few operators, who attended were: Harry E. Reiners, Bob Helifiker, Edward T. Tellier, Sr. and Tony Camella of the host-distributor; Jerry and Sam Palina of Rochester, representing the Ardmore Vending Company; Norman and Richard Kennedy of Kennedy Distributing who are headquartered in Iliion, New York; Jim Donegan of Jim's Amusement & Vending located in Newark; Bob Reid and B. Haines who were also there for Ace Automatic of Geneva.

Sullivan's Vending of Watkins Glen was represented by owner John Sullivan, R. J. Mehlenbacher, John Stillman, Art Fazzary and Wilbur Angle. E. P. Snyder was there for Pat's Amusement of Ithaca, New York.

The instructors for this group of classes were C. B. Ross and Jack Kuhn. Ross is the Wurlitzer Company service manager while Kuhn is Wurlitzer technical writer.

The school held by the Bilotta Enterprises, Inc. in Albany was attended by Paul Garrett and Bob Langlais who represented Mohawk Skill Games. They are located in Scotia, New York. Universal Vendors of Albany sent John Fuller while Del Amusement of Fort Edward had John Brooks attend for them.

Tally Ho Amusement of West Havenport, New York was represented by John Riffenburgh; Mulqueen Enterprises of Montgomery, New York was represented by its owner, Mike Mulqueen; Pioneer Music of Greenfield, Massachusetts sent Walter Grazick while the host distributor, Bilotta Enterprises, Inc. had Don Dockal and David Nicholson carry their banner at this session.

President John Bilotta hosted each of the groups for luncheon the day of the service schools in their respective cities. This afforded the group of operators and technicians a chance to have a bull-session and discuss the various trials and tribulations of operating a game. Instructor for this session in Albany was H. W. "Hank" Peteet who is field service representative for Wurlitzer. Among the topics discussed was that of sound. The fact was stressed that top-quality speakers should be installed rather than resorting to a cheaper and therefore inferior quality. This would ultimately ruin the fine quality of the engineered sound system.

During the luncheon, Bilotta stressed the importance of maintaining good customer, as well as public, relations. "Don't kid yourselves into thinking you don't have to concern yourselves with the relationship of our customers. That's a costly misconception", Bilotta told the group. "There's too much competition today. Be concerned about each and every one of your customers — I mean not only established ones but even those who come to you merely to ask questions. Treat them right... make them feel important. They'll be back for more", Bilotta concluded.

Both groups were informed about John Bilotta's newest venture in marketing of juke stereo singles. His first effort will feature the songs of Roberta Quinlan, in "Merry-Go-Round of Love". New classification strips called, "Especially For You", highlight a number of tunes checked to the more mature audience... those who remember the tried and true hits of a few years ago. John Bilotta is also promoting these. It may be as somewhat of a surprise but they are becoming very popular. This has added revenue and as John concluded, "Who's going to fight that?"



SEGA Enterprises Operations Division Chief John Kano, above, shows Japanese recording artists, the Sunflower Sisters, how to play firm's new 'Jumbo' game, made exclusively for the European and Asian coin markets. The girls were on hand at SEGA to celebrate the recent Setsubun holiday where the custom is to "drive out devils and usher in good fortune" by pelting everything in sight with "good luck" beans.

SEGA president Dave Rosen also informed the gals made sure every piece of equipment on the showroom floor withstood the bean bombardment... from Rock-Ola phonographs to Midway, Williams, Bally and Chicago Coin games. With all that good luck working, Rosen figures 1969 will be a banner year for their operator customers. Just don't be surprised though if a customer finds a bean instead of a pinball bouncing around the playfield.

## Pedestal New Standard Feature on Cointronics' Ball-Walk Counter Game

MOUNTAIN VIEW, Calif. — Ransom White, president of COINTRONICS, and inventor of the exciting new BALL/WALK amusement game announced last week that the unit is now available with a free-standing pedestal. Previously, the pedestal was optional and had a price tag of its own. Now, the pedestal is included in the original cost. White stated, "We've really giving the operator a value by throwing in the pedestal at no extra charge."

"Although BALL/WALK is in the counter game category, our research has found that location customers never tire of competing for a perfect score. This is a pretty good indication that the unit has long-lasting player appeal. When someone does make the perfect score, uniquely enough, they always come back and try to master the game by playing it backwards," White said.

White went on to reveal, "in those locations that have one or more pool tables, players waiting to get on the table have a lot of time on their hands. We noticed this in some of our test locations and decided to move the BALL/WALK, which we had sitting near the bar, closer to the pool tables. After the first week, we found that collections had jumped nearly 50 per cent more than when we had it sitting near the bar."

Operators should pay heed to close observations of this nature. Wasted space in a location is making money for no one. Check over your locations

## PhonoVue Film Pairings

Ronald Goldfarb, record company coordinator for the Rowe PhonoVue film-record program, released the following titles for the month of February:

"Hippie Camper" (2916I) for use with "Switch It On" Phil-La-Soul 324 and "Is There Anything" Phil-La-Soul 327.

"The Archer" (2918H) for "Good Loving" Tamla 54179 and "Goodbye Columbus" W. B. 7267.

"Up, Up and Off" (2918L) for "If I Had A Hammer" Hi 2155 and "Do Your Thing" Atco 6641.

"Behind Closed Doors" (2918D) with "Coal Man" Atco 6645 and "Friends Of Mine" Date 1628.

"Revolutionist" (2918X) for "Indian Giver" Buddah 91 and "Soul Sister" Atlantic 2590.

"Masquerade" (2918R) for "Soul Shake" SSS 761 and "Son Of A Preacher Man" Atlantic 2580.

"Fashion Show" (2918V) for "By The Time I Get To Phoenix" Monument 1125 and "Buona Sera Mrs. Campbell" UA 50476.

"One Too Many" (2918C) for use with "Don't Double With Trouble" Atco 6643 and "Riot" UNI 55102.

and determine whether it warrants the purchase of a low-cost, self-contained amusement game that will put money in your pockets. There are many fine low-cost amusement units on the market. Check your local distributor for what is available.



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1. 5 Ways to Advance Balls.
2. "Mystery" eject pockets advance 1 to 5 balls.
3. Making 15 balls lites bottom outlanes for special.
4. Making A-B-C-D lites center horse shoe to score an "Extra Ball".
5. Match feature.

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# Top 100 Chart Guide

The following list is compiled from the current Cash Box Top 100 Chart. The new chart additions are in numerical order as they broke onto the Top 100

- 64 **Aquarius/Let The Sunshine In Medley**  
5th Dimension - Soul City 772
- 72 **Blessed Is The Rain\***  
Brooklyn Bridge - Buddha 95
- 78 **Time Was\***  
Canned Heat - Liberty 56097
- 80 **Didn't You Know\***  
Gladys Knight & Pips - Soul 35057
- 87 **I Can Hear Music\***  
Beach Boys - Capitol 2432
- 89 **Give It Away\***  
Chi-Lites - Brunswick 55398
- 98 **Nothing But A Heartache**  
Flirtations - Deram 85036
- 99 **God Knows I Love You**  
Nancy Sinatra - Reprise 7391
- 100 **Playgirl**  
Thee Prophets - Kapp 962

\*Indicates Chart Bullet



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**DAVID ROSEN inc**

855 N. BROAD ST., PHILA., PA. 19123  
Phone: 215 Center 2-2900



# Location Programming Guide

THIS WEEK'S TOP RECORD RELEASES FOR COIN PHONOGRAPHS

## Adult Locations

PLEASE DON'T GO (2:12)

**EDDY ARNOLD**

Heaven Below (2:40) RCA 0120

MEMORIES (3:04)

**ELVIS PRESLEY**

Charro (2:42) RCA 9731

HEY JUDE (3:30)

**BING CROSBY**

Lonely Street (2:30) Amos 111

SWEET CHARITY (3:07)

**PAUL MAURIAT**

Irresistiblement (2:13) Philips 40595

IN THE STILL OF THE NIGHT (2:38)

**PAUL ANKA**

Picking Up The Pieces (3:33) RCA 0126

JULY YOU'RE A WOMAN (3:01)

**PAT BOONE**

Break My Mind (3:57) Tetragrammaton 1516

## C & W

GOIN' BACK TO BOSTON (3:23)

**LEROY VAN DYKE**

The Straw (3:25) Kapp 983

SWEET WINE (2:10)

**JOHNNY CARVER**

No Flip Info Imperial 66361

## Novelty

GITARZAN (2:59)

**RAY STEVENS**

Baggies — That's My Bag (Monument 1131)

## Teen Locations

THE BIRD HAS FLOWN (2:57)

**DEEP PURPLE**

Emmaretta (3:02) Tetragrammaton 1519

DON'T GIVE IN TO HIM (2:25)

**GARY PUCKETT & THE UNION GAP**

Could I (3:07) Columbia 44788

YOURS UNTIL TOMORROW (2:53)

**CHER**

The Thought Of Lovin' You (2:45) Atco 6658

WHERE DO YOU GO, MY LOVELY (3:29)

**PETER SARSTEDT**

No Flip Info World Pacific 77911

## R & B

I'LL TRY SOMETHING NEW

**DIANA ROSS & SUPREMES & TEMPTATIONS**

The Way You Do The Things You Do (1:39) Motown 1142

SOUL PRIDE PT 1 (2:10)

**JAMES BROWN**

Part II (2:10) King 6222

TIME IS TIGHT (3:14)

**BOOKER T & THE MG'S**

Johnny, I Love You (3:00) Stax 0028

ANTHEM (2:37)

**ANTHONY & THE IMPERIALS**

Goodbye Goodtimes (2:55) Veep 1303

DON'T YOU KNOW A TRUE LOVE (2:50)

**THE O'JAYS**

That's Alright (Bell 770)

BORN AGAIN (2:36)

**SAM & DAVE**

Get It (2:55) Atlantic 2608)

check your local One Stop for availability of the listed recordings



60 1/2	Bend	366	12 1/4	12 1/4	12 1/4	156	34 1/2	35 1/2	35 1/2	41 1/4	Al 1.20	34 1/4	34 1/4
31 1/2	Bend	19	10 1/4	10 1/4	10 1/4	480	34	35 1/2	35 1/2	41 1/4	Corp 40	14 1/4	14 1/4
65	Benf	34	41 1/4	42 1/4	42 1/4	71	22 1/2	22 1/2	22 1/2	21 1/4	El 1.20	30 1/4	30 1/4
67 1/4	Benf	149	77 1/4	78 1/4	78 1/4	112	16 1/4	17 1/4	17 1/4	21 1/4	s Alb 1	27 1/4	27 1/4
47 1/4	Benf	9	21 1/4	21 1/4	21 1/4	48	213	28 1/4	28 1/4	27 1/4	Line Cp	55	35
3 1/4	7 1/4	314	31 1/4	31 1/4	31 1/4	46	41 1/2	41 1/2	41 1/2	41 1/2	HeinzMng .70	35	35
28 1/4	Benguet	60	314	31 1/4	31 1/4	40b	46	41 1/2	41 1/2	41 1/2	Heinz HJ 1.50	91	64 1/4
26 3/4	Benguet	60	2	32 1/4	31 1/4	80	17	26 1/4	26 1/4	26 1/4	Helene Curt 51	8 1/2	18 1/2
41 1/4	Black	05	14	60	51	36	81	37 1/4	37 1/4	37 1/4	Heli Coil 60	22	22
23	Bliss	1	13	28 3/4	28 3/4	50b	14	54 1/4	54 1/4	54 1/4	Inc .66e	10 1/4	10 1/4
37 1/4	Blue	50	92	53 1/4	53 1/4	1	3	45 1/4	45 1/4	45 1/4	Inc .75e	44	44 1/4
14	Bobb	111	24 1/4	24 1/4	24 1/4	80	43	48	48	48	Inc .75e	44	44 1/4
22 1/2	Boeln	589	54 1/4	54 1/4	54 1/4	18h	x16	14 1/4	14 1/4	14 1/4	Inc .75e	44	44 1/4
29 1/2	Boisc	76	65 1/4	65 1/4	65 1/4	60	114	40	40	40	Inc .75e	44	44 1/4
31	Boise	40	10	83 1/2	83 1/2	er	6	24 1/4	24 1/4	24 1/4	Inc .75e	44	44 1/4
20 1/4	Bond	1	15	28	28	20	7	74 1/4	74 1/4	74 1/4	Inc .75e	44	44 1/4
31 1/4	Bk M	92	27	51 1/4	51 1/4	40	x91	83 1/4	83 1/4	83 1/4	Inc .75e	44	44 1/4
38 1/4	Borde	159	29 1/4	30 1/4	30 1/4	20	7	74 1/4	74 1/4	74 1/4	Inc .75e	44	44 1/4
35 1/4	Borg	59	23 1/4	24 1/4	24 1/4	40	x91	83 1/4	83 1/4	83 1/4	Inc .75e	44	44 1/4
35 1/4	Borm	17	42 1/2	42 1/2	42 1/2	20	7	74 1/4	74 1/4	74 1/4	Inc .75e	44	44 1/4



Starting right from the top WURLITZER AMERICANA III sells itself and attracts play. Scene is a waterfront metro-skyline. But, with a unique added attraction. It slowly changes from sunrise to nightfall and back again. More action. More interest. More play — guaranteed.



More motion — and action — distinguish this optional, extra-cost, metro scene. Signs go on and off. Autos cross the bridge. A tugboat breasts the current. It fascinates patrons, focuses their attention on the phonograph, stimulates extra play.

Just one more feature that makes  
**WURLITZER**  
*Americana III*  
 a Blue Chip Investment



# coin machine INVENTORY LIST used equipment

A Compilation of

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 100 100 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)  
Tro 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)  
Showboat 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)  
DeVille (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)  
Mambo (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 Fig. Gtry. (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 Pop-up (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)



## Newly Formed Oregon Ass'n (OAMA) Hires Legislative Eagle-Eye, John Steelhammer

PORTLAND — At the January 18th meeting of the Oregon Amusement and Music Association, members agreed to retain legal counsel to be on the watch for adverse or complimentary legislation that would affect the member's businesses.

Donald A. Anderson, secretary-treasurer of OAMA, has announced that John Steelhammer, a prominent Oregon lobbyist, was retained by the association for that purpose.

The association, newest in the industry, was formed last November 30, 1968, with 25 members. Anderson said, "we currently have 25 members with a potential of over 50. There is seven directors on the board with Nels Chaney of Sunset Automatic Music Co., presiding as chairman and president. Happy Ross of Ross and Raw Music Co., is filling the vice-presidents position and I am the secretary-treasurer."

"I would like to urge the operators in the state of Oregon to join with us so that we will have the overall strength in this state to fight anything that might be bad for our business,"

Anderson added.

Current members include: Royal Klumph of Rogue Amusement Co.; Jim Olsen of Olsen Amusement; Jerome H. Manderfeld of Interstate Music Co.; John Kelly of Milton-Freewater; Joe Adams of Valley Music; Orie C. "Red" Boyer of Del Rogue Music Co.; Robert Fallow of La-Grande Amusement Co.; Jim LaVia and Joe Whitsett of Crater Music; Guy E. Foreman of U.S. Vending Co.; Asa Goddard and Chuch Matheny of Deschutes Music of Oregon; M. E. Osterboute of Hi-Way Club; Don Ecnomus of Western Automatic Music Co.; Glen Blanton of Ferguson-Paulus Enterprises; R. R. Schroth of Vend Music Co.; Roy E. Claypool of Linn County Amusement; Lon and Marshall McKee of Hit Parade Music and Northwest Sales; Lee C. Applegate of Vee Lee Amusement Co.; Mid Oregon Novelty Inc.; Donald A. Anderson of A & A Amusement Company; Nels Cheney of Sunset Automatic Music; and Lee "Happy" Ross of Ross & Raw, Inc.

## Triangle Ind. Elects Officer, Board Of Directors To Head Victor Products Div.



Schaffer

Schlesinger

Vaughan

NEWARK, N.J. — Triangle Industries, Inc., which last month acquired a majority interest in Victor Products Corporation of Hagerstown, Md., from Funkhouser Industries, Inc., recently announced the election of Victor's new officers and Board of Directors.

Carl S. Menger, chairman and president of Triangle, was elected chairman of the Victor Board. Other newly-elected directors are Edward J. Simmons, who will serve as vice chairman, Jack M. Slater, William D. Harper, Harry H. Martin, Justin Funkhouser and W. O. Grove. Simmons is executive vice president and a director of Triangle; Slater is senior vice president-finance and a director. Harper is president of Triangle's Rowe International, Inc., subsidiary and a vice president and director of Triangle. Martin is Rowe's executive vice president and also a vice president and director of Triangle. Funkhouser is chairman of Funkhouser Industries, Inc. Grove is president.

Harper was elected president of Victor and Martin was elected executive vice president. The other officers are Alvin D. Schaffer, vice president-general manager; Robert Schlesinger, vice president-manufacturing; Lawrence Vaughan, vice president-marketing; Jerome Marcus, treasurer; Hockman, secretary and assistant-treasurer; and Marvin M. Chaban, assistant treasurer, assistant secretary-general counsel. Marcus is vice president and treasurer of Rowe. Hockman is former president of Victor, and Chaban is secretary and general counsel of Rowe.

Overall responsibility for Victor's day-to-day operations will be under the direction and supervision of Schaffer. Schaffer said that "Mr. Schaffer's wide experience and broad background in areas of the vending machine industry will be of great value and an important asset, as related to Victor's operations," and added that the addition of Schlesinger and Vaughan "gives

Victor a highly competent team of working executives, thoroughly familiar in their respective areas, far-sighted and imaginative."

### Schaffer

Schaffer was elected vice president-corporate planning of Rowe shortly after Triangle acquired Rowe from Canteen Corp. in 1968. He joined Rowe in 1956 and was vice president and general manager of the company's main production facilities in Whippany, N.J., from 1961 to 1968. A graduate of the Wharton School of Commerce and Finance at the University of Pennsylvania, Schaffer is also a licensed insurance agent in New Jersey and registered to practice before the Interstate Commerce Commission.

### Schlesinger

Schlesinger, a native of Kearny, N.J., came to Victor Products after 18 years with the Midway Company, where he was vice president-operations and subsequently served as vice president-marketing. He is a graduate of Stevens Institute, is married and has a son. Currently living in Maplewood, N.J., Mr. Schlesinger will relocate to Hagerstown shortly.

### Vaughan

Vaughan was general manager of the Double-Cola Division of Fairmont Foods Co. in Chattanooga, Tenn., before joining Victor. Prior to that, he was an owner and vice president of both the Coca-Cola Bottling Co. of San Diego and the Coca-Cola Bottling Co. of the Valley, in southern California. He has also been a member of the regional marketing staff of the parent Coca-Cola Co.

Victor Products manufactures and sells a complete line of can and bottle vending equipment, as well as post-mix and pre-mix fountain syrup dispensers and pre-mix cup dispensers.

## Kaye Co.

### Ships New

### "Apollo"

### Tables

BROOKLYN, N.Y. — Howard Kaye, national sales director for the Irving Kaye Co. Inc., announced that the factory is currently in full production on a new line of coin-operated 6-pocket tables called "Apollo". The new line, available in the four popular location sizes (6', 7', 8' and 9' models) is shipping in steady deliveries to Kaye distributors across the country.

The Apollo tables, built in the Kaye Company's traditional high style, offer a black oak woodgrained cabinet, structured entirely in 3/4" ply (no chipboard) and laminated in a wear-resistant mica finish. "Nothing protrudes beneath the sculptured cabinet," Kaye stated. "It looks clean and functions beautifully," he added.

Apollo tables also sport four chrome-plated top and bottom corner sections to provide a maintenance free exterior. Kaye is particularly proud of their newly designed interior structure on the Apollo line, which offers such features as a 16 gauge steel cash box and a cash box housing, a tamper proof meter and new runways entirely constructed of aluminum for trouble free operation.

The Apollo tables offer a brand new Kaye leg design, which, according to Kaye, "is fully capable of supporting five times the weight of the heaviest table on the market." The legs, which are mica laminated, are made from 1 1/2" birch ply in a new construction technique and are designed for simple assembly and disassembly.



"Serviceing the Apollo is a breeze," said Kaye. "All the operator need do, in the unlikely event the ball mechanism has to be removed, is to unbolt the front door. The door has one lock and is held in place at three points by a heavy cam and two rods."

Apollo's cushions are also newly designed for "maximum rebound performance," according to Kaye. The cushions are locked to the top frame by machine screws and secured in place by a spline. Other Apollo features include a longer-life billiard cloth, two chrome plated die cast score markets and a recessed area within the cabinet for the storage of sticks and the ball rack.

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## Cash Box Round The Route

### EASTERN FLASHES

**ABOUT ADD-A-BALLS** — Still no definite word when that add-a-ball case out in Riverhead, L.I., will come to court. If good judgement prevails, Judge Stanislaw's original decision that such games demand player skill to get the extra ball will be upheld. However, the wording of the New York State Penal Law is rather exact in its ban on free play and add-a-ball, the going won't be easy. As we mentioned though, the overall Law is so elastic it can outlaw everything from bowling to basketball, and should definitely be redone.

**GETTIN' TOGETHER** — Receiving superb response on our bid for a trade outing June 5-8 in the Bahamas. Preparing application blanks for the lads so watch the mails this week. Besides all the fun Freeport offers, we're putting together a nice package program to disseminate all the good info on family fun centers and also modern street location relations. Mucho worthwhile trip so please come on down

**MISS CARIFTA** — Sam Morrison of Musical Moments music and games operating company, showed us how to please a location last Thurs. when he supplied public address system (via Wurlitzer Americana III and speaker system at one of his First Ave. locations. The place is called the Goble's Knob and was the scene for the election of a Miss Carifta, named after the island in the British West Indies. Sam said about 200-300 people were expected at the festivities where several showbiz celebs would judge a bevy of cutie pies, all between the ages of 18-25 and born in the British Isles. TV coverage of the event was also impressive. Among the judges were comedian Godfrey Cambridge, Joe Franklin, Ruby Dee and Gwen Verdon. Morrison's equipment served very nicely for the event. Morrison also info's his World War II Tenth Mountain Division will be having their annual alumm gathering up at North Conway, New Hampshire, March 7-9. The troops were members of the U.S. ski patrol during the war and where could they better met than up in ski country. Mass. Governor Francis Sargent will be guest speaker. Sam's itching to make the gathering but business is busy in New York and he says he'll have to flag it this year.

**PUT ANOTHER NICKEL IN** — Some of the industry's equipment, contemporary and historical, got some nice publicity on CBS TV the other evening via special exhibit at the Lincoln Center Museum entitled 'The Melody Is The Message'. The display featured all the old music boxes, coin-op and otherwise, right on up to a Scopitone audio-viz machine. Should be on for a few more weeks yet so think about dropping up for a looksee.

**THE NEW ENGLAND BLUES** — New Yorkers complaining about the recent snow better not gripe to the lads up in New England who received still another 14" of the great white stuff last week, on top of what remained from February's blizzard. Trimount's Marshall Caras was thinking about hiring Santa Claus to deliver some of his Rowe Music Miracle phonos to customers. Needless to say, route activity was shut down again in many sections of the region. 'Tis a winter to remember. Marshall, Irv Margold, Dan Brown, Bob Jones and the rest of the Trimount lads are looking forward to that Bahama outing they have planned for their customers next December.

**PARKS BOSS INTO BIG TOWN**—Bob Blundred, chief at the Amusement Parks Assn., stopped off in New York City last week en route to extended European vacation with the wife. Had dinner with the Morris Nahum's while here, discussing mutual prospects and problems of coin and parks operators, agreeing that a closer union should be effected.

**TIPS FROM TABB** — Miami-based music and games operator SOL TABB couldn't be more pleased with his business these days. Good buddy Sol says he's adding locations, yielding good collections from most spots on the route and cutting off the dead wood. Tabb would like to see every operator in the nation get a better break for himself through an improved commission arrangement with his locations. "Loans and gifts aren't the real problem," says Sol. "It's this 50-50 business that our business takes as a matter of course today. If a location doesn't produce enough income to rationalize keeping the equipment there, then either get a better split or remove the stuff," he says. Talking about marginal locations with Sol reminded us of the old businessman's joke: "I'm losing money on each sale but I'm making it up in volume."

**HERE AND THERE** — Murray Parnitz, owner-manager of the well-outfitted Playland Arcade in New London, Conn., currently moving in new pieces of amusement equipment and redecorating the place from stem to stern in preparation for Memorial Day grand opening. Murray opens the amusement installation on week-ends after Easter but looks to May 30 for the big crowds.

Bert Bettl, just back from week's respite to the Virgin Islands, says newly refurbished shop and showroom at the North Bergen Betson Enterprises HQ almost completed and ready for the Cash Box cameras. Newark-based Gottlieb distributor Irv Morris getting embroiled in the arcade season already with his customers, outfitting them with new and used flippers. Irv's particularly pleased with sales reaction with Gottlieb's latest 'Spin-A-Card' table. Mondial's Dick Sarkisian info's sales activity on their table soccer game continues strong, and is picking up strength in such places as Illinois and Pennsylvania.

Joe and Frank Ash at Active Amusement offering Cointronics new Ball-Walk counter piece to their music and games customers, say the game's doing just fine at locations and looks like a keeper. New York State's ace one-stop hit picker Jimmy Galuppi puts his seal of jukebox approval to Vikki Carr's latest Liberty Records outing entitled 'Can't Take My Eyes Off You.' Great disk for the adult locations and could become a real cover disk. Jimmy's also asking local operators to give an educated listen to new Monument single by the Royal Groove called 'On To Something New.' Actually, the Royal Groove is another name for popular Syracuse group called the South Shore Road Band. Governor Rockefeller getting plenty of steam from State Dems over his proposed hike in the sales tax from 2% to 3%. The 50% boost, if passed, will go into effect April 1st. However, thanks to our association leaders, the music and games people don't have to fear it hitting the collections. By the time this book is out, Jack Wilson and the Mid-Hudson Coin Table Operators Group will have completed their first 8-ball tourney. Fellas were itching to get playoffs under way a presstime and plenty of local folk were expected to watch the matches at Newburgh's VFW Hall.





# CashBox Round The Route

## CHICAGO CHATTER

'Miss-O,' the new Williams Electronics, Inc. single-player, made its official debut this week. After weighing results from test locations, Bill DeSelm is confident of a very healthy sales run. Factory is in full production as of now. I.A.A.P.'s newly instituted public relations program is off the ground and in full swing. The association has appointed the firm of Infoplan International, Inc., based in New York City, to develop the program. Dorothy Strong, program's consultant-coordinator, here in Chicago, tells us the nearly 300 member organizations of I.A.A.P. annually entertain more than 500,000,000 people and the membership includes such well-known amusement centers as Disneyland, Six Flags Over Texas, Cedar Point and Palasades Park in New Jersey which caters to the metropolitan New York area. The long range public relations program currently under way is aimed at highlighting the amusement park industry and its appeal as "wholesome family entertainment."

At Bally Mfg. Corp., all eyes are focused on Cosmos. Herb Jones says it's selling up a storm. Chicago's International Amphitheater was selected as the site for the 1970 NAMA National Convention. Atlas Music Company is scheduling a series of service schools on the Rowe Music Miracle MM-3 phonograph for sometime during the latter time of March or the beginning of April. Sessions will be held in the Atlas showrooms and definite dates will be announced shortly.

D. Gottlieb & Company's Spin-A-Card might very well be one of the firm's biggest sellers to date. Alvin Gottlieb notes fantastic sales figures from both domestic and foreign markets. The demand has kept the Gottlieb factory at full speed production and there appears to be no letup in sight. Bon voyage to I.A.A.P.'s Bob Blundred who's off to Europe this week. Now that the association's public relations program has been successfully launched, Bob can really enjoy this long-awaited vacation with his family.

Midway Manufacturing Co. has had to delay the official release of 'White Lightning' its new pellet firing gun, in order to maintain production schedules on 'Whirlybird.' The latter being in such big demand. However, White Lightning is now tentatively scheduled for release within the next two weeks. Firm's Ross Scheer adds that the Midway plant is concentrating heavily on building up stock for the coming spring season. Empire Distributing's prexy Gil Kitt was welcomed back to his office last week. He just returned from a week of skiing in Colorado—with both legs intact, proving he's a much better skier than he was last year. Right, Gil? Rock-la Mfg. Corp.'s field service engineer Bill Findlay will be conducting a week long series of service schools on the firm's entire line of phonographs, very shortly. Sessions will be held on the Rock-Ola premises and distributors throughout the area will be invited to attend. Chatted briefly with OA's Fred Granger about the upcoming board of directors meeting in New Orleans (March 6, 7 & 8). "Teamwork" will be the key word, according to Fred, and he's confident that with an expected attendance of more than 90%, the meeting will be most productive. The three day conclave will be spark-a-get-acquainted cocktail party (6) which 100 members and non-members from the States of Louisiana and Mississippi have been invited.

High Dallas has resigned as national sales and promotion manager of Tower Records, a Capitol Records subsidiary, to accept the post of president of Hit Tunes, Inc., a subsidiary of Consolidated Franchise Corp. and also to become vice president of the parent company. Hit Tunes, Inc. markets a vending machine which dispenses standard rpm records in a variety of models. The vendors, which were recently shown at the Midwest Franchise and

Business Opportunity Show in Chicago, will be leased to major food, drug, etc. chains and distribution of records will be handled by Hit Tunes' own distribution centers. First shipments are presently being made in the Greater Chicago area with over 5,000 being currently installed in a number of locations, according to Dallas.

Alvin Milchen has been named general manager of ARA Service of St. Louis division, 2800 Market St. ARA Services is one of the country's largest food service management companies, providing a wide range of personal and vending dining programs. Milchen has taken over direction of the full-time vending services offered clients in the St. Louis area and will move to the City permanently in the summer. He previously was assigned by ARA as an operations analyst and a marketing specialist. Among ARA clients in the St. Louis area are the Conductor Division of McDonnell Aircraft Corp. and Bussman Fuse.

## News from United Inc.

MILWAUKEE — Harry Jacobs, president of UNITED, Inc., this city, announced the promotion of Russ Townsend to vice president and general manager; and Paul Jacobs to the position of vice president — sales and marketing.

In commenting on the appointments, Jacobs stated: "We have just concluded the most successful year, both sales wise and profit wise, in our history and I attribute this, in no small measure, to the personal efforts of Russ and Paul."

In line with the expansion movement currently under way at United, Jacobs further announced the purchase of a plot of land on which he hopes to build the new United, Inc., offices and showrooms. "If all goes well," Jacobs added, "ground breaking ceremonies will take place in early spring."

Jacobs founded United, Inc., in 1940 and recently celebrated his 20th year as a Wurlitzer distributor.

## MILWAUKEE MENTIONS

The Milwaukee Coin Machine Association held a Board of Directors meeting last Tuesday (25) at the Chalet in West Ellis, with association prexy Sam Hastings presiding. Uppermost on the agenda was the discussion of plans for the new year, including a possible revision in the present membership fee set-up; and the membership program itself, which is currently under way. The Board also took under consideration some applications for membership, which were submitted just prior to the meeting. Next meeting will be scheduled for sometime in April, when Sam Hastings returns from a month-long vacation trip to Port Pierce, Florida. Sam departed on Saturday and plans to devote the better part of March to 'fishin'! Congrats to Mr. & Son) on the recent arrival of a baby girl. Newcomer's name is Carmen Marie! Jim Lindberg of A-Z Vending in Fond du lac, made his first solo flight last Monday (24). He and the missus landed in Menominee and rushed right out to Empire Dist. to view the new Westinghouse line! Current headliner in the Lake Geneva Playboy Club is Kaye Ballard. Mel Melchore (Mel's Coin) is enroute to Florida to pick up his wife, Marge, and perhaps, a little sunshine as well! John Jankowski of Radio Doctors items that the following singles are attracting local operator attention: "The Way It Used To Be" by Engelbert Humperdinck (Parrot), "That's When I See The Blues" by Dean Martin (Reprise), "I Saw The Light" by the Nashville Brass (RCA) and "Galveston" by Glen Campbell (Capitol). John also noted interest in the flip side of the Campbell deck, titled "How Come Every Time I Itch I Wind Up Scratching You!"

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- ★ Completely constructed of 1 1/2" first-quality Birch plywood
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plus...

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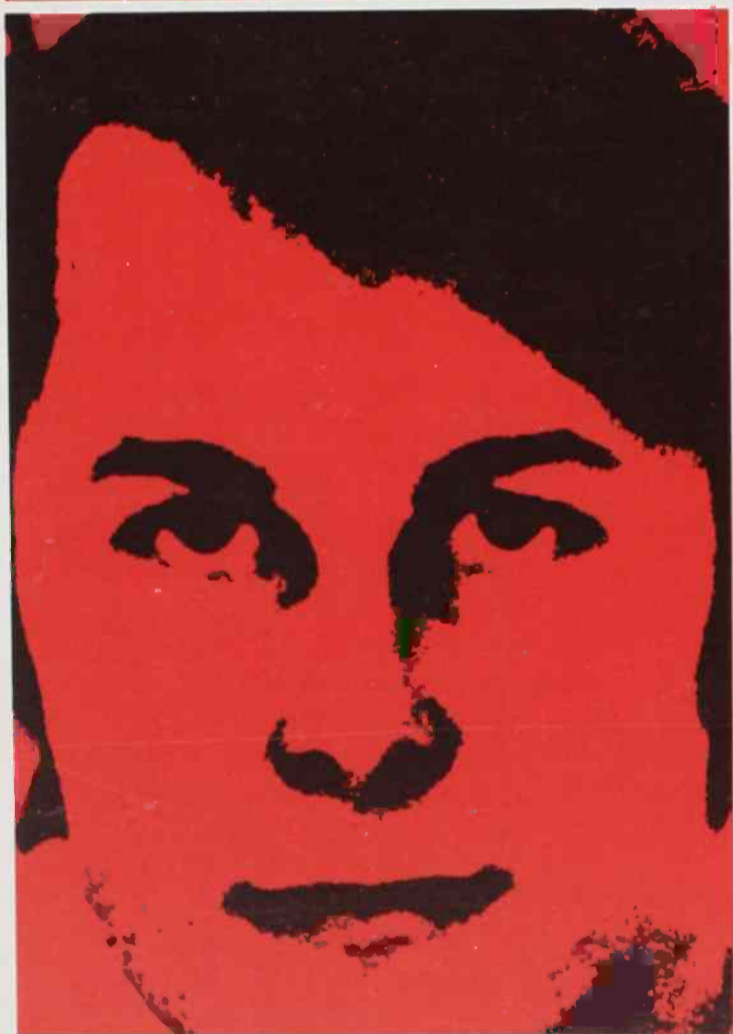
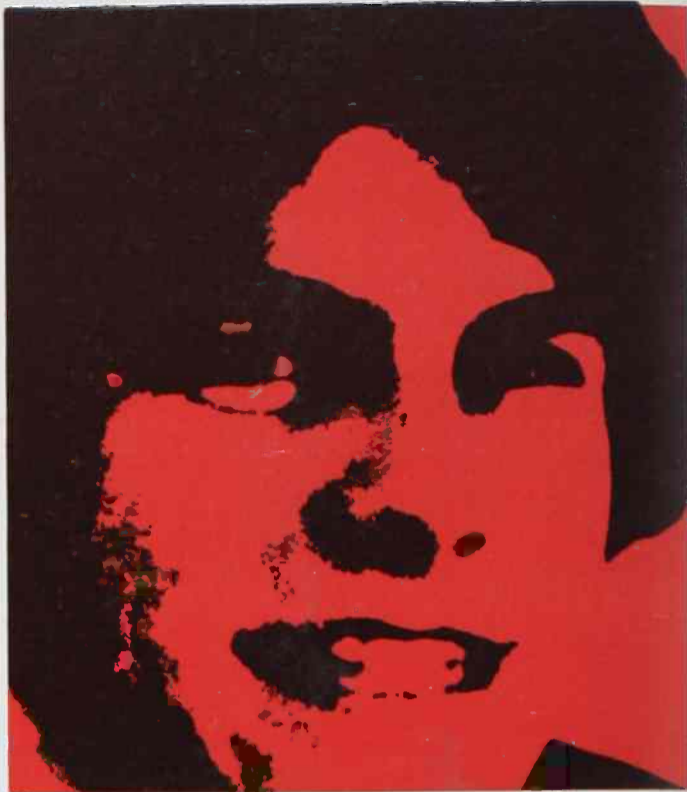
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