

**Buddah Aims To Make Its Mark On Album Scene . . .  
Sly's Stone Flower To Atlantic For Distribution .  
. . . NARM Convention Message See Editorial 'An End  
To Fear' ... RIAA**

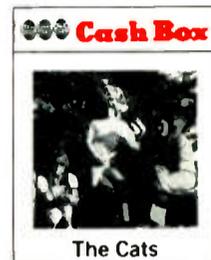
September 6, 1969

**Gold Hits High  
For Half Year**

# Cash Box

75¢

**. . . CRI Confab Credits Promo For Sales Jump  
. . . Peirce Heads UIC's Record Co . . . Polydor  
Stages First Sales Convention In Canada**



LAWRENCE WELK: PLAYING IN THE 70's

Int'l Section Begins on Pg. 59

PAGE -4-10-28-34A-38-47-



A black and white photograph of a hand making a peace sign (V-sign) against a bright, hazy sky. Several birds are silhouetted against the light, flying across the scene. The hand is the central focus, with the index and middle fingers extended upwards.

## It's a beautiful day.

The Buckinghams are up  
with a new single on the horizon.  
"It's a Beautiful Day (For Lovin')." 4-44923

The lyrics focus  
on part of today's young life style—  
Peace and Love.

"It's a beautiful day ...  
for lovin', dreamin'.

The shadows are gone, I've  
reached the dawn."

Definitely a listen-to single.  
And a watch single—for another great  
day for The Buckinghams.

### THE BUCKINGHAMS

"IT'S A BEAUTIFUL DAY (FOR LOVIN')"  
ON COLUMBIA RECORDS

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## An End To Fear

The upcoming gathering of NARM members for their 1969 Tape Convention has the potential to become **THE** tape event of this decade. It will be the final major national gathering of the 60's, and is capable of drawing on both the organization's experiences and the learning that past industry clusterings impart.

By now, every music business worker from the studio to the street has become aware of the amazing sales that have put tape on the map with about one-third of last year's music sales. This convention should therefore key itself not to spreading this message, which has already become a cliché. The representation should rather be aimed at the future about to become the history of the 70's.

The "New Communications Medium" is already reaching adolescence with growing pains fading and gangly limbs shaping into solid extensions of the product's impact. Rather than press the optimism that pervades the industry, the time has come for serious consideration of the most important drawback that now delays the explosion of tape as an equal partner in the music picture—fear.

FEAR on the part of the public; FEAR in the ranks of the record business; FEAR on the part of merchandisers, and even FEAR of self over-extension among tape manufacturers.

Instead of citing the end of the 60's, this convention above all should stress the end of such fears. Instead of being among the first of many conventions to signal the start of the 70's, NARM's

should point to the start of clear-headed, honest business in an above-board thrust toward industry cohesiveness.

Resolution at this convention should be geared to beginning programs on both manufacturer and consumer levels to dispel the doubts and clouds that have become a misty shroud about the burgeoning field. This could easily become the meeting where labels, distributors, merchandisers and retailers can decide face-to-face/person-to-person to unify against continuing problems of hazy consumer information or promotion of tape. Here, in three days, the entire scope of producing and selling tape can become a far clearer operation whose drawbacks can be seriously discussed and built upon from multi-level viewpoints. In Dallas, suggestions could be driven home for productive and effective combat against the use of tape as a musically destructive medium; or of the self-destructive competition in inter-configuration dispute.

The continual flow of praise for the distance already traveled by the tape industry in its short spurt from infancy to multi-million dollar status has become a blanket of indistinguishable plaudits. Whether the peaks are pointed up at a New York manufacturers' meeting or a California conference, the comments have become uniform.

What the industry needs now is not another bit of brilliant banter over accomplishments. There is too much yet to be done toward dispelling the fear that is holding back tape's ultimate explosion from a "New" to the "Now" communications medium.



# CashBox TOP 100

September 6, 1969

1	HONKY TONK WOMEN	Rolling Stones-London 910	1	1
2	A BOY NAMED SUE	Johnny Cash-Columbia 44944	2	3
3	SUGAR SUGAR	Archies-Calendar 1008	5	6
4	GREEN RIVER	Creedence Clearwater Revival-Fantasy 625	6	15
5	GET TOGETHER	Youngbloods-RCA 9752	7	10
6	PUT A LITTLE LOVE IN YOUR HEART	Jackie DeShannon-Imperial 66385	4	5
7	SWEET CAROLINE	Neil Diamond-Uni 55136	3	4
8	LAY LADY LAY	Bob Dylan-Columbia 44926	8	13
9	EASY TO BE HARD	Three Dog Night-Dunhill 4203	15	22
10	I CAN'T GET NEXT TO YOU	Temptations-Gordy 7095	27	49
11	LAUGHING	Guess Who-RCA 0195	9	8
12	I'D WAIT A MILLION YEARS	Grassroots-Dunhill 4198	12	14
13	SOUL DEEP	Box Tops-Mala 12040	14	18
14	I'LL NEVER FALL IN LOVE AGAIN	Tom Jones-Parrot 40018	20	25
15	THIS GIRL IS A WOMAN NOW	Gary Puckett-Columbia 44967	51	63
16	JEAN	Oliver-Crewe 334	41	53
17	HURT SO BAD	Lettermen-Capitol 2482	18	24
18	MOVE OVER	Steppenwolf-Dunhill 4205	25	47
19	BIRTHDAY	Underground Sunshine-Intrepid 75002	24	26
20	KEEM-O-SABE	Electric Indian-United Artist 50563	30	36
21	SHARE YOUR LOVE WITH ME	Aretha Franklin-Atlantic 2650	23	28
22	WHEN I DIE	Motherlode-Buddah 131	31	38
23	OH WHAT A NIGHT	Dells-Cadet 5649	34	42
24	EVERYBODY'S TALKIN'	Nilsson-RCA 0161	49	65
25	WORKING ON A GROOVY THING	5th Dimension-Soul City 776	26	23
26	YOUR GOOD THING	Lou Rawls-Capitol 2550	36	45
27	NITTY GRITTY	Gladys Knight & Pips-Soul 35063	28	32
28	BARABAJAGAL	Donovan-Epic 10510	29	33
29	HOT FUN IN THE SUMMERTIME	Sly & Family Stone-Epic 10497	38	51
30	DID YOU SEE HER EYES	Illusion-Steed 718	32	39
31	THAT'S THE WAY LOVE IS	Marvin Gaye-Tamla 54185	52	67
32	POLK SALAD ANNIE	Tony Joe White-Monument 1104	10	9
33	IN THE YEAR 2525	Zager & Evans-RCA 0174	16	2
34	GIVE PEACE A CHANCE	Plastic Ono Band-Apple 1809	11	12

35	CRYSTAL BLUE PERSUASION	Tommy James & Shondells-Roulette 7050	17	11
36	RUBY DON'T TAKE YOUR LOVE TO TOWN	Ken Rogers & First Edition-Reprise 0829	13	7
37	MARRAKESH EXPRESS	Crosby, Stills & Nash-Atlantic 2652	19	19
38	MY CHERIE AMOUR	Stevie Wonder-Tamla 54180	22	17
39	LITTLE WOMAN	Bobby Sherman-Metromedia 121	68	79
40	NOBODY BUT YOU BABE	Clarence Reid-Alston 4574	46	57
41	WHAT'S THE USE OF BREAKING UP	Jerry Butler-Mercury 72960	54	74
42	COMMOTION	Creedence Clearwater Revival-Fantasy 625	40	46
43	WHAT KIND OF FOOL DO YOU THINK I AM	Bill Deal & Rondells-Heritage 817	55	66
44	I'M A BETTER MAN	Engelbert Humperdinck-Parrot 40040	50	60
45	BABY I LOVE YOU	Andy Kim-Steed 716	21	16
46	CHOICE OF COLORS	Impressions-Curtom 1943	39	21
47	I'M GONNA MAKE YOU MINE	Lou Christie-Buddah 116	57	78
48	YOU GOT YOURS & I'LL GET MINE	Delfonics-Philly Groove 157	59	61
49	IN A MOMENT	Intrigues-Yew 1001	58	71
50	IT'S GETTING BETTER	Mama Cass-Dunhill 4195	37	51
51	SIMPLE SONG OF FREEDOM	Tim Hardin-Columbia 44920	47	50
52	CARRY ME BACK	Rascals-Atlantic 2664	77	-
53	I'M FREE	The Who-Decca 732519	33	30
54	JACK & JILL	Tommy Roe-ABC 11229	43	40
55	MUDDY MISSISSIPPI LINE	Bobby Goldsboro-United Artist 50565	61	68
56	ODDS & ENDS	Dionne Warwick-Scepter 12256	44	44
57	OUT OF SIGHT, OUT OF MIND	Anthony & Imperials-UA 50552	63	73
58	DADDY'S LITTLE MAN	O. C. Smith-Columbia 44948	70	80
59	LOWDOWN POPCORN	James Brown-King 6250	64	77
60	MAYBE THE RAIN WILL FALL	Cascades-Uni 55152	65	72
61	AND THAT REMINDS ME	Four Seasons-Crewe 333	-	-
62	I COULD NEVER BE PRESIDENT	Johnny Taylor-Stax 0046	67	70
63	I DO	Moments-Stang 5005	69	76
64	BLACK BERRIES	Isley Bros.-T-Neck 906	85	-
65	DON'T FORGET TO REMEMBER	Bee Gees-Atco 6702	76	-
66	NO ONE FOR ME TO TURN TO	Spiral Starecase-Columbia 4492	72	83
67	DON'T IT MAKE YOU WANT TO GO HOME	Joe South-Capitol 2592	79	-

68	YOU, I	Rugbys-Amazon 1	73	98
69	HERE I GO AGAIN	Smokey Robinson & Miracles-Tamla 54183	-	-
70	SUGAR ON SUNDAY	Clique-White Whale 323	83	88
71	I TAKE A LOT OF PRIDE IN WHAT I AM	Dean Martin-Reprise 0841	71	85
72	SON OF A LOVIN' MAN	Buchanan Bros.-Event 3805	-	-
73	RAIN	Jose Feliciano-RCA 9757	75	-
74	MAKE BELIEVE	Wind-Life 200	-	-
75	LODI	Al Wilson-Soul City 775	80	85
76	MAH-NA MAH-NA	Ariel-AR 500	87	-
77	THE TRAIN	1910 Fruitgum Co.-Buddah 130	78	84
78	HOOK & SLING	Eddie Bo-Scram 14	81	-
79	WE GOTTA ALL GET TOGETHER	Paul Revere & The Raiders-Columbia 44970	88	-
80	RUNNIN' BLUE	Doors-Elektra 45675	90	-
81	TRACY	Cuff-Links-Decca 32533	99	-
82	GOIN' IN CIRCLES	Friends of Distinction-RCA 0204	92	-
83	SAD GIRL	Intruders-Gamble 235	86	89
84	CAN'T FIND THE TIME	Orpheus-MGM 13882	89	-
85	WORLD	James Brown-King 6258	-	-
86	LOVE'S BEEN GOOD TO ME	Frank Sinatra-Reprise 0852	-	-
87	SLUM BABY	Booker T & MG's-Stax 0049	-	-
88	THAT'S THE WAY GOD PLANNED IT	Billy Preston-Apple 1808	74	81
89	LIFE & DEATH IN G&A	Abaco Dream-A&M 1081	-	-
90	ARMSTRONG	John Stewart-Capitol 2605	95	-
91	KOOL & THE GANG	Kool & The Gang-Delite 519	-	-
92	SAUSALITO	Ohio Express-Buddah 117	97	-
93	ALL I HAVE TO OFFER (IS ME)	Charlie Pride-RCA 0167	100	-
94	BABY IT'S YOU	Smith-Dunhill 4206	-	-
95	BILLY I'VE GOT TO TAKE MY LOVE TO TOWN	Geraldine Stevens-World Pacific 77927	-	-
96	BABY I'M FOR REAL	Originals-Soul 35066	-	-
97	SUGAR BEE	Mitch Ryder-Dot 17290	-	-
98	GET OFF MY BACK WOMAN	B. B. King-Blues Way 61026	-	-
99	WE CAN MAKE IT	Ray Charles-ABC 11239	-	-
100	MacARTHUR PARK	Waylen Jennings-RCA 0210	96	-

## ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

A Boy Named Sue (Evil Eye, BMI)	2
All I Have To Offer (Hill & Range, Blue Crest—BMI)	93
And That Reminds Me (Symphony House—ASCAP)	61
Armstrong (Great Montanna, BMI)	90
Baby I Love You (Trio/Mother Bertha, BMI)	45
Baby I'm For Real (Jobete—BMI)	96
Baby, It's You (Dolli—ASCAP)	94
Barabajagal (Peer Southern, BMI)	28
Billy, I've Got To Take My Love To Town (Cedarwood—BMI)	95
Birthday (MacLen, BMI)	19
Black Berries (Triple 3, BMI)	64
Can't Find The Time (Interral, BMI)	84
Carry Me Back (Stacor, ASCAP)	52
Choice of Colors (Camad, BMI)	46
Commotion (Jondora, BMI)	42
Crystal Blue Persuasion (Big Seven, BMI)	35
Oddy's Little Man (BNB, ASCAP)	58
Did You See Her Eyes (Un-Art, BMI)	30
Don't Forget To Remember (Casserole, BMI)	65
Don't It Make You Want To Go Home (Lowery, BMI)	67
Easy To Be Hard (United Artists, ASCAP)	9
Everybody's Talkin' (Third Story, BMI)	24
Get Off My Back Woman (Sounds of Lucille/Pamco—BMI)	98
Get Together (Irving, BMI)	5
Give Peace A Chance (MacLen, BMI)	34
Goin' In Circles (Porpete, BMI)	82

Green River (Jondora, BMI)	4
Here I Go Again (Jobete—BMI)	69
Honky Tonk Women (Gideon, BMI)	1
Hook & Sling (Uzza, BMI)	78
Hot Fun In The Summertime (Stone Flower, BMI)	29
Hurt So Bad (Vogue, BMI)	17
I Can't Get Next To You (Jobete, BMI)	10
I Could Never Be President (East/Memphis, BMI)	62
I Do (Gambi, BMI)	63
I'd Wait A Million Years (Teenie Bopper Music Publishers, ASCAP)	12
I'll Never Fall In Love Again (Tro-Hollis Music Inc., BMI)	14
I'm A Better Man (Blue Seas/Jac Music Co. Inc., ASCAP)	44
I'm Free (Track, BMI)	53
I'm Gonna Make You Mine (Pocketful of Tunes, BMI)	47
In A Moment (Odum and Neitburg, BMI)	49
In The Year 2525 (Zelad, BMI)	31
I Take A Lot Of Pride In What I Am (Blue Rock, BMI)	73
It's Getting Better (Screen Gems-Columbia, BMI)	50
Jack & Jill (Low-Tw, BMI)	54
Jean (20th Century, ASCAP)	16
Keem-O-Sabe (United Artists/Binn/Elain, ASCAP)	20
Kool & The Gang (Stephanne—BMI)	91
Laughing (Ounbar, BMI)	11
Lay Lady Lay (Big Sky, ASCAP)	8

Life & Oath In G&A (Oaly City—BMI)	89
Little Woman (Green Apple, BMI)	39
Lodi (Jondora, BMI)	75
Love's Been Good To Me (Almo—ASCAP)	86
Lowdown Popcorn (Golo, BMI)	59
MacArthur Park (Canopy, ASCAP)	100
Mah-na Mah-na (Ariel)	76
Make Believe (Love Songs/Peanut Butter—BMI)	74
Marrakesh Express (Siquomb, BMI)	37
Maybe The Rain Will Fall (Unbar, BMI)	60
Move Over (Trousdate, BMI)	18
Muddy Mississippi Line (Oetail, BMI)	55
My Cherie Amour (Jobete, BMI)	38
Nitty Gritty (Al Gallico, BMI)	27
Nobody But You Babe (Sherylyn, BMI)	40
No One For Me To Turn To (Spiral, BMI)	66
Odds And Ends (Blue Seas/Jac, ASCAP)	56
Oh What A Night (Conrad, BMI)	23
Out of Sight, Out of Mind (Nom, BMI)	57
Polk Salad Annie (Combine, BMI)	32
Put A Little Love In Your Heart (Unart, BMI)	6
Rain (Johi, BMI)	73
Ruby Don't Take Your Love To Town (Cedarwood, BMI)	36
Runnin' Blue (Nipper/Doors, ASCAP)	80
Sad Girl (I.P.G. Music, BMI)	83

Sausalito (Kaskat/Man-Ken, BMI)	92
Share Your Love With Me (Don, BMI)	21
Sing A Simple Song of Freedom (T.M., BMI)	51
Slum Baby (East Memphis—BMI)	87
Son Of A Lovin' Man (Blending Well—ASCAP)	72
Soul Deep (Earl Barton, BMI)	13
Sugar Bee (East Memphis—BMI)	97
Sugar on Sunday (Big 7, BMI)	70
Sugar Sugar (Don Kirshner, BMI)	3
Sweet Caroline (Stone Bridge, BMI)	7
That's The Way Love Is (Jobete, BMI)	31
That's The Way God Planned It (Apple, ASCAP)	88
This Girl Is A Woman (Three Bridges, ASCAP)	15
Tracy (Vanlee/Emily, ASCAP)	81
Train, The (Kaskat Music, BMI)	77
We Can Make It (Tangerine/Jalew—BMI)	99
We Gotta All Get Together (Boom, BMI)	79
What Kind Of Fool Do You Think I Am (Whitley, Low-Tw, BMI)	43
What's The Use Of Breaking Up (Assorted/Parabut, BMI)	41
When I Die (Modo, BMI)	22
Working On A Groovy Thing (Screen Gems/Columbia, BMI)	25
World (Dynatone—BMI)	85
You Got Yours & I'll Get Mine (Nickel Shoe, BMI)	48
You, I (Shelby Singleton Music, BMI)	68
Your Good Thing (East, BMI)	26

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*singles* **excitement**  
**on Decca® Records!**

**“Tracy”**

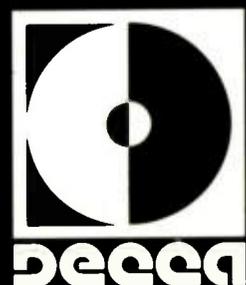
**the cuff links** 32533

**“The Colour of My Love”**

**jefferson** 32501

**“I Still Believe in Tomorrow”**

**john & anne ryder** 732506



The National Association of Rack Merchants holds its annual tape convention this week in Dallas' Fairmont Hotel. Below is the schedule of meetings and events for the affair.

## 1969 NARM TAPE CONVENTION

### FRIDAY — Sept. 5

9 AM Registration  
 NOON OPENING BUSINESS SESSION —  
 Speakers: Alan Bayley on "Tape — A New Communications Medium"  
 John Doyle on "The Automobile After-Market"  
 John Trux on "The Home Player Market"

3:30 Person-to-Person Conferences  
 8:30 DINNER-MEETING "Tape Packaging & Its Future" (audio-visual) Earl Horwitz, moderator  
 Techniques Discussion  
 Amos Heilicher, chairman  
 Noel Korengold  
 James LeVitus  
 Allan Wolk  
 Leonard Singer  
 Jerry Smith  
 Roger Brown  
 Mel Price  
 Ed Welker

} panelists

### SATURDAY — Sept. 6

7:30 AM Breakfast  
 8:45 Person-to-Person Conferences  
 NOON REGULAR MEMBERS' LUNCHEON-MEETING  
 2 PM Person-to-Person Conferences  
 7:30 Cocktail Reception hosted by the Ampex Corp.  
 8:30 DINNER-MEETING "Troubleshooting" (audio-visual) Don Hall, speaker  
 Jack Geldbart, chairman of a round-table discussion

### SUNDAY — Sept. 7

7:30 Breakfast  
 8:45 Person-to-Person Conferences  
 NOON Luncheon  
 1:00 Person-to-Person Conferences

## RIAA Awards Hit Half-Yr. High

(Con't. from Page 7)

Me Up Buttercup" by the Foundations (Uni), Tommy Roe's "Dizzy," "Sheila" and "Sweet Pea" (ABC), Steppenwolf's "Magic Carpet Ride" (Dunhill), "Indian Giver" by the 1910 Fruitgum Co. (Buddah), "It's Your Thing" by the Isley Brothers (T-Neck), the Zombies' "Time Of The Season" (Date), "Hair" by the Cowsills (MGM), Jerry Butler's "Only The Strong Survive" (Mercury), "Aquarius/Let The Sunshine In" medley by the Fifth Dimension (Soul City), "This Magic Moment" by Jay and the Americans (UA), the Beatles' "Get Back" (Apple), "Oh Happy Day" from the Edwin Hawkins Singers (Pavilion), Blood, Sweat & Tears' "You've Made Me So Very Happy" (Columbia), Joe Simon's "The Chokin' Kind" (Sound Stage 7), Ray Stevens' "Gitarzan" (Monument), and four RCA recordings with Elvis Presley's "In The Ghetto," "Grazin' In The Grass" by the Friends of Distinction, Henry Mancini's "Love Theme from 'Romeo & Juliet'" and "These Eyes" by the Guess Who.

### Album Goldies

First half-year album award winners were: Walt Disney's storyteller LP "Mary Poppins" (Disneyland), Glen Campbell's "Hey Little One" (Capitol), Nat Cole's "The Christmas Song" (Capitol), "The Lettermen!!!...and Live" (Capitol), "Wildflowers" by

Judy Collins (Elektra); Peter, Paul & Mary's "Album 1700" (WB-7A), "Gentry/Campbell" with Bobbie & Glen (Capitol), "Dean Martin's Greatest Hits, Vol. 1" (Reprise), the Beatles' "Yellow Submarine" (Apple), "Steppenwolf The Second" (Dunhill), Ed Ames' "Who Will Answer?" (RCA), Boots Randolph's "Boots With Strings" (Monument), "Dionne Warwick's Greatest Hits" (Scepter), Engelbert Humperdinck's "The Last Waltz" (Parrot), "The Association's Greatest Hits" (WB-7A), Simon & Garfunkel's "Wednesday Morning 3 A.M." (Columbia), Bert Kaempfert's "Wonderland By Night" (Decca), Harry Simeone's "Little Drummer Boy" (20th Century Fox), Bill Cosby's "200 MPH" (Warner Bros.) and RCA's original cast version of "Hair!"

Further albums among the 48 to reach million-dollar status were: Ray Conniff's "It Must Be Him" (Columbia), the Union Gap's "Young Girl" (Columbia), Elvis Presley's "His Hand In Mine" (RCA), "Blood, Sweat & Tears" (Columbia), Glen Campbell's "Galveston" (Capitol), "Freedom Suite" by the Rascals (Atlantic), the Cream's "Goodbye" (Atco), "Donovan's Greatest Hits" (Epic), the soundtrack to "2001: A Space Odyssey" (MGM), Lou Rawls' "Soulin'" (Capitol), "The Best Of The Lettermen" (Capitol), Bob Dylan's "Nashville Skyline" (Columbia), Tom Jones' "Fever Zone," "Help Yourself," and "This Is Tom Jones" (Parrot), Sergio Mendes' "Equinox" and "Fool On The Hill" (A&M), "A Day In The Life" by Wes Montgomery (A&M), "The Righteous Bros. Greatest Hits" (Verve), "Hank Williams' Greatest Hits" (MGM), "The Very Best Of Connie Francis" (MGM), "The Best Of Herman's Hermits, Vol. 2" (MGM), and MGM's soundtrack to "How The West Was Won," "Your Cheatin' Heart" by Hank Williams, "The Stripper and Other Fun Songs for the Family" by David Rose and Herman's Hermits, "There's A Kind Of Hush All Over The World."

### New Columbia Gold

NEW YORK — Columbia's Andy Williams has brought his Gold to "Lucky 13" with the certification of his million-dollar seller, LP "Happy Heart."

Columbia Masterwork's contribution to the world of electronic music, "Switched on Bach," has also been certified as a Gold Record.

## Richard Peirce To Lead UIC's Happy Tiger Label

LOS ANGELES — Richard H. Peirce has been appointed president and chief executive officer of Happy Tiger Records, a division of Universal-International Corporation. The announcement came from W.M. (Wayne) Hoffman, U.I.C.'s chairman of the board. At the same time, it was announced that Peirce had been elected to the company's board of directors. On the appointment, Hoffman said: "We are delighted that Dick will head our company. His long and distinguished career, in nearly every facet of the entertainment industry, has earned him an enviable reputation."

Peirce, who will be working out of Happy Tiger's home office, Hollywood, commented: "It is highly stimulating to team with such people as Wayne Hoffman and his associates. These are truly professional people who are dedicated in their belief that the decade of the 70's will emerge as the most fantastic period in the history of the leisure time field. For this reason, they have firmly committed themselves to total involvement in every sense of the word."

Peirce's initial plans, at his new post, will include attendance at this week's NARM convention, in Dallas, and a trip abroad to attend foreign distribution agreements.

Previous to the arrangement with Happy Tiger, Peirce was with Dot Records as executive vice-president and general manager. Under the direction of Peirce, Dot made great strides in areas such as marketing, administration, and A&R. During this time, he also contracted such artists as: Lalo Schifrin, Bryan Hyland and Kay Starr. He also negotiated some important production deals.

Peirce's early career was launched when he chose the business end of the industry after a career as a band-leader and conductor. He joined MCA in 1956 and headed their west coast phonograph department. In 1957 he became an A&R director for RCA, where he was to become manager of west coast operations involved with administrative responsibilities in addition to his A&R duties. Peirce has also been associated with Paramount, and with Liberty Records.

## Presley: New Single, Eleventh Gold Album

NEW YORK — RCA Records is releasing a new single by Elvis Presley, "Suspicious Minds" coupled with "You'll Think Of Me." The record will ship in a special four-color sleeve on Aug. 26. Recorded in Memphis, "Suspicious Minds" is included in Presley's current highly acclaimed SRO performance at the International Hotel in Las Vegas.

More than 250,000,000 copies of Elvis Presley records have been sold worldwide in the 14 years that he has recorded for RCA. Forty-seven singles of Presley's have sold more than 1 million copies each world-wide, including his recent "In The Ghetto," which was certified a million seller a month ago.

The "Original Soundtrack Recording from the TV Special 'Elvis'" was recently certified by the R.I.A.A. marking Presley's 11th Gold Album, among them "Blue Hawaii" sales of which are approaching 3,000,000 copies and "G. I. Blues," which is approaching the 2,000,000 copy mark.

## Stones Earn Award For 'Honky Tonk'

NEW YORK — The Rolling Stones' current London single, "Honky Tonk Women," has reached the Gold Record circle. Certification was announced this week by RIAA with total domestic sales near the 1,500,000 figure. The record was released June 30.

The newest gold certification brings to three the number of Rolling Stones gold singles. Both "Satisfaction" and "Ruby Tuesday" hit the gold circle previously.

## Ford Motors Denied Trademark Rehearing

NEW YORK — The Ford Motor Co. has been denied a reconsideration it had requested of the Trademark Trial and Appeal Board of the Patent Office in the car company's latest legal maneuver to keep Ford Records from receiving a trademark.

The automobile manufacturer had asked the board to reconsider its decision of June 12 which dismissed their opposition to the trademark applied for by Sherman Ford, Jr. in 1964.

In its findings the board said "the only issue raised by the pleading in this case is whether or not the registration sought by applicant is or will be inconsistent with the opposer's prior rights in the mark "Ford" and "Ford Motor Company" for a wide variety of productions.

Or, in other words, is applicant's use of "Ford" and design for phonograph record and opposer's use of "Ford" and "Ford Motor Company" for many different products likely to cause confusion or mistake in the trade."

The board concluded the motor company's "remarks have been carefully considered, but we are persuaded that the board's decision involved any error in fact or conclusion of law based thereon. The request is denied!"

## Don Christopher Heads ABC Publ.

NEW YORK — Don Christopher has been named general manager of ABC Music Publishing Companies by ABC Records president Larry Newton. The ABC publishing group includes Ampco Music, Pamco Music, Porgie Music and Westpar Music.

Christopher was most recently general professional manager of Cy Coleman's Notable and Portable Music Companies. Prior to this he was on the professional staff of United Artists Corporation and professional manager of Connie Francis' Francon Music Corp.

Christopher's plans include the signing of established writers and the development of promising newcomers. "Of primary importance," he says, "is to take advantage of the vast wealth of material supplied by the ABC-TV shows and feature films now in production." Two ABC films now in release are "Ring of Bright Water," and Woody Allen's "Take The Money and Run."



Don Christopher

## MGM Names Call New Controller

NEW YORK — Ronald S. Kass, president of MGM Records, and Barrie K. Brunet, MGM Corporation controller, announced last week the appointment of Neil J. Call as controller of MGM's music activities, including MGM Records and Robbins Music. Call will have the title of vice-president and controller of MGM Records.

Call joined MGM in March of this year as assistant to executive vice president Richard L. Schall. Prior to that, he was business planning manager at Paramount Pictures after having spent six years with the Ford Motor Company.

Call holds an MBA from the University of Michigan and a Michigan CPA certification.



WEISS NOW SINGING FOR HIS SUPPER — Songwriter-record producer Larry Weiss is shown with Bob Schwartz (left) and Dave Mullaney (right) signing his Laurie recording contract. It is Weiss' first contract as a singer. He is currently writing all the material in preparation for his initial session, which will get under way at the end of Aug.



**This doesn't sound like "Good Clean Fun."  
It doesn't even sound like the Monkees. Their new single,  
"Good Clean Fun" c/w "Mommy and Daddy" #66-5005**

When you hear the Monkees' new single, "Good Clean Fun," you're going to like it. Because you've never heard the Monkees giving out with a sound quite like this. Why...it's almost a Nashville sound. That's right...Nashville! And when you hear the lyrics, you'll really wonder what's going on. The song is all about a guy returning home. There's really no mention of having "Good Clean Fun." Let's just say the Monkees are having a lot of good clean fun of their own. So sit back and watch the world enjoy it.



Manufactured and distributed by RCA Records



NEW YORK

Neil Young: Subtle Face

Even in this generation of songwriters, a songwriter like Neil Young is very rare. Saying something like that is probably a cliché, and Neil shouldn't be dealt with in clichés.

Neil often seems to doubt his own voice. He thinks it has an odd sound and it quivers. He's right. And not everybody can do that.

Neil's music is not like anyone else's music. Neil does not just write tunes. He frames his poetry with melody.

rect. It is matched by nothing on earth but Neil's lyrics, words that plead, words that mourn, words that shine, words that speak.



Neil Young



Intrepid Mermaid



Iggy

Neil Young is sort of famous. (Actually, he is a one-man supergroup.) As one of the lead guitarists for the now-defunct, insanely underrated Buffalo Springfield, Neil established himself as a first rate musician and a brilliant songwriter (composer-lyricist.)

unappreciated member of the most misunderstood and unappreciated group this side of Buffalo, or for that matter, in the world.

words oddly scribbled on the inside is a masterpiece. Neil may not be certain of its quality, but anyone who bothers to listen more closely than Neil apparently does (maybe he listens too closely?) will be sure to observe that it is a magnificent piece of work.

it did not show./Know when you see him, nothing can free him./Step aside, open wide./It's the loner." Neil has been there, and Neil understands, and because he is an artist, he alone can communicate this understanding.

Now there is a second album, different in approach, saying new things, just as magnificent. Backed up only by a group called Crazy Horse, Neil creates a tight, precise sound.

Now, Neil has joined Crosby, Stills, and Nash to make Crosby, Stills, Nash, and Young one of the hottest acts around.

EAST COAST GIRL OF THE WEEK: Billed as the Intrepid Mermaid, this lovely denizen of the deep is in reality the mild-mannered Sue Morris.

IN SOUNDS: Taking time from her busy schedule, songstress Nancy Wilson recently visited Washington, D. C. to speak with legislators and to express her views regarding the needed passage of the Williams Amendment.

(Con't on Page 18)

HOLLYWOOD

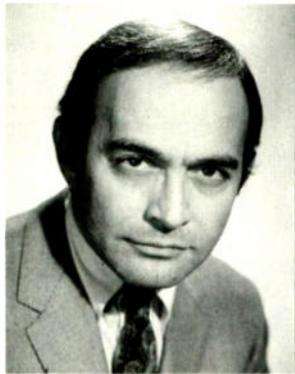
Mama's And "Poppers"

At Capitol's promo convention last weekend there was much to do about "the end of an era" — the demise of the "finger-poppin' promoman."

The most incisive comment we've yet encountered on the promoman's relationship to radio industry came, a couple of years back, from Atlantic's v.p. Jerry Wexler.

of the situation dictate the tenor of the relationship."

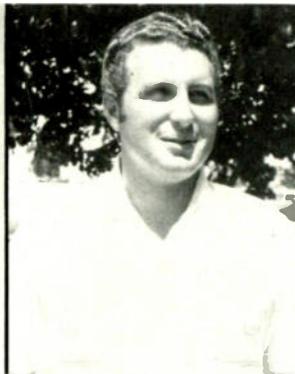
Capitol's merchandising and marketing v.p., Rocco Catena, delivered a trenchant eulogy to the promoman at last week's meet.



Rocco Catena



Janet MacLachlin



Smokey Shadwick

ment, Catena said, "the passing of the conventional independent merchant and the disappearance of those personalized subjective buying decisions induced by persuasive salesmanship, together with the emergence of self-service and mass merchandising as the dominant retailing mode, has relegated the sales function to the last link of the marketing chain.

"The effect of these changes has been a shift in the priorities of marketing responsibilities. . . our respective challenges are more demanding than they have ever been.

"As promotion men, you are members of a select but curious society. You live eternally frustrated; indispensable, yet unloved. The hit record — it was in the grooves. The stiff — they're your fault. Eight thousand re-

competition gets rougher, the P.D. less accessible, the grinding and the hassling more unbearable."

"But if it's any consolation, you can expect — no relief. Just as your responsibilities have grown, so will the challenges — and the frustrations — and the pressures.

Or as Mama Cass says in that half-hit—"It's Getting Better." But, of course, Elliot was singing about love and not about record promotion.

Our "West Coast Girl of the Week" is Janet MacLachlin, a former N.Y. public relations secretary who was highly productive, well paid and totally bored before she elected to exercise an earlier inclination and become an actress.

cards a year squeezing to fit the 30 playlist. Get some sales — we'll consider the record. Get the airplay — we'll deliver sales. You can't win. . . your triumphs — and there are never enough — are intensely private victories, while your defeats — and there will always be too many in this insane business — denounce your competence. The playlists get tighter, the

(Con't on Page 18)



**CREWE/FOX**



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vikki carr sings.



**SATURDAY MUSIC** A DIVISION OF THE CREWE GROUP OF



**NEW YORK**

(Con't. from Page 12)

fit. Nancy herself told the lawmakers, "In no other profession is a person's talent or ability taken, without due compensation, and used to provide entire industries with enormous profits." Nancy has urged all performers to become actively involved with NCRA and give of their time to make a personal visit to D. C. Arrangements for D. C. trips can be made through Doug Neal at NCRA headquarters, 1012 South Robertson Blvd., Los Angeles.

Up to say hello were Joey Carbone and Richie Zito, who with Peter Pinto form an as yet unsigned group called Snowball and who used to be members of the group Bayridge on Atlantic. In writing and producing, the twosome are responsible for the great radio commercial "Watch For The Warning On The Pack" for the American Cancer Society.

Love, one of the most overlooked groups around, led by the multi-talented Arthur Lee, has just about completed their debut album for Blue Thumb. A two-record set, produced jointly by Arthur Lee and Blue Thumb's Bob Krasnow, it features that same driving but delicate sound that has always characterized the former-Elektra group.

On September 5, Jay and the Techniques will headline a benefit for the Hero Scholarship Fund in Philadelphia. Also appearing at the benefit will be songwriter-singer Bob Darin and the host will be Ed McMahon. Proceeds will aid the Hero Scholarship Fund to enable children of war heroes to continue on to higher education.

Pervis Staples has taken a leave of absence from the Staple Singers and is devoting his time and talent to helping new artists. Instead of trav-

eling around the world with his famous gospel-singing family, he now goes to the offices of Perv's Music at 8125 South Cottage Grove in Chicago every day. During the three months he's been actively working behind the scenes, Pervis Staples has become the Stax/Volt Records goodwill ambassador in Chicago.

Also up to say hello this week were the Winstons, already famous for their recent smash "Color Him Father," and very excited about their brand new single release "Love Of The Common People."

Columbia Records has just released a bouncy new single entitled "Sulli-Gulli," performed by the Ed Sullivan Singers and Orchestra with narration by Ed himself. The Sulli-Gulli has been heralded as "a really big new dance dedicated to that really big man on that really big show!" Performed before a nationwide audience on the Sunday night Ed Sullivan program on July 27, the dance will be seen again on Ed's show September 7 over the CBS television network. Written by Mike Bliss and Frank Glenn and conducted by Ted Macero, the record "Sulli-Gulli" is packaged in a special sleeve which includes directions on how to do the dance, as well as photographs of the dance being performed on television by dancers under the watchful eyes of Ed Sullivan himself.

Dillard and Clark, A&M recording artists, have just completed recording the theme song of the upcoming Steve McQueen picture, "The Revilers." Gene, who incidentally was formerly with the Byrds, is an exceptionally talented songwriter.

The former members of the Crazy World of Arthur Brown, which broke up in New York six weeks ago, have formed a new group called the Atomic Rooster and have signed with the Robert Stigwood Organisation for man-

agement and agency. . . Billy Davis has been signed as director of the upcoming Herb Alpert and the Tijuana Brass special, "The Brass Are Coming," to be seen on NBC-TV October 29. . . The very funny comedy group, the Ace Trucking Company is very close to a deal with a major label (to be named shortly.) Their manager Joe Lauer has come up with the idea to promote the comedy team as though they were a rock music group. The Ace Trucking Company can be seen in concert in Washington, D. C. September 6-8 in the Lisner Auditorium of George Washington University. . . Columbia Masterworks' contribution to the world of electronic music, "Switched-On Bach," has been certified as a million seller LP by the RIAA and has earned a gold record.

Mark Alan, president of New Beat Management, Ltd., who handles the Illusion, Man, Robin McNamara, and many other top rock acts, has married Joanne Aline Adler, manager and administrator of Tommy James and the Shondells. The wedding took place at the Temple Emanuel in New York City on August 29th. Kaye Stevens, one of America's truly exciting girl singers will star at the International Hotel in Las Vegas for three weeks beginning September 3rd. Upcoming TV dates for Kaye include a January 5th appearance on the Carol Burnett show and a February 26th stellar spot with Jim Nabors. Also in the works is a syndicated TV special titled "Just Like A Woman," to be seen in the New York area on WPIX-TV. Negotiations are presently going on with Danny Apollinar, who wants Kaye for his upcoming Broadway musical "Alice" . . . If everything goes as planned, Oliver, currently riding high with his single "Jean," will be in New York from September 8th to 18th to record his second album for the Crewe label. . . UNI

rock act, the Fields, have been set as special guest stars with Chuck Berry and Polydor recording artists Cat Mother and the All Night Newsboys at the Phoenix Coliseum, September 6th . . .

IN STOOGING: On September 3rd, at the Pavilion in Flushing Meadow Park, the earth will shake as never before as Elektra recording artists the Stooges make their first New York appearance. Led by dynamite lead singer Iggy, the Stooges are sure to upset a few heads with their basic, gutsy, intensely passionate rock. Heavy, hard, hard, hard, the Stooges should have the United States of New York dancing in the aisles before it's over. The wizard of Ig is upon us. . . Also with the Stooges will be the MC5 and Frost. . .

IN BLUESING: Polydor recording artist John Mayall will appear at the Thunderbird Peace Festival in Vancouver, British Columbia on Sunday, September 7. With no drummer, no electric lead guitar, and no bashing, Mayall, aided by Johnny Almond, Joe Mark, and Steve Thompson, brings us to the old blues and makes it very new and very beautiful.

IN JAIL: The Reverend Wrightson Samuel Tongue, pastor of the Methodist Church in Friendship, New York, is a fairly successful songwriter, having to his credit "Jerusalem" (sung by the Hello People, among others) and "Anthem," a popular anti-war song. Reverend Tongue has just received a three-year sentence for draft evasion. Though he is a registered conscientious objector, his draft board, basing its decision on the fact that at the time of his arrest he was living in Greenwich Village and therefore not performing as a minister of God, reclassified him I-A. The Reverend is under exclusive contract with the L. F. Music Group. The draft board is as yet unsigned.

**HOLLYWOOD**

(Con't from Page 12)

ist Harvey Perr. Miss MacLachlin is a native of N. Y. who worked her way through Hunter College (from computer operator to order clerk to secretary) before graduating with an AB degree.

That annual orgiastic ritual, sometimes known as Jimmy Bowen's Amos Invitational, was perpetrated here a couple of weeks back with 60 gallivant-guzzling golfers involved. Rules included mandatory alcoholic imbibing on every other hole of the two day, two round meet. The somewhat unusual tournament also included club throwing contest (for distance), a "Lush Award" (for the most prolific tippler) and door prizes consisting of a Honda motorbike and convertible Datsun auto.

Winners of the events: Putting Contest -- Jesse Hodges, Club Throwing Contest -- Ron Green, Longest Drive -- Don Carter, Individual Low Nets -- Pat Glasser, Dick Burns, Harvey Geller and Ken Rodgers, Team Winners -- Eddie Reeves--Mayfield Marshall, Alvin Bennett -- Tom Tedesco, Mac Davis -- Red Steagall, Frankie Avalon--Ken Rodgers, Most Improved Player -- Mike Post, Hacker -- Bruce Hinton, Closest to the Pin -- Mac Davis, Individual Low Gross -- Tony Riccio, Don Carter, Piggy Smith, Honda Winner -- Eddie Reeves, Datsun Winner -- Pat Glasser. Next year, we hear, the divot debauchers will be bacchanaling in Hawaii. MGM Records presented its new product to coast distribs and promomen here last weekend with about 300 attending a

dinner and show on the Culver City lot. Festivities included new acts -- Bodine and Locomotive -- performing for the crowd.

The Flying Burrito Bros. have set Jim Dixon to produce their new LP for A&M Records. . . John Fred and his Playboy Band, whose hit a few seasons back ("Judy in Disguise") made the top of the national charts, are back with a new one. It's titled "Three Deep in a Feeling." It'll be released on Uni this week. . . Thelma Camancho reports to Jimmy Bowen this week to cut her first release for Warners-Repriase as a single artist. Thelma, a former "West Coast Girl of the Week" was heralded here almost two years ago, several weeks before the introduction of a group she has performed

with until just recently -- the First Edition.

Singer-guitarist Ray Malus has been held over indefinitely at the Landmark Night Hawk Lounge in Vegas. Malus, who is signed to Butter Scotch Record Producer, Randy Van Horne, has a new single -- "Lost" b/w "Lonely Places." Gary Puckett and the Union Gap, returned from a 17 city Eastern tour, signed to guest on Red Skelton's TV'er -- airing in the fall.

Record producer Bobby Boyd and manager Smokey Shadwick in town examining future TV and motion picture activities for artist Dale Ward. Ward will be cutting at the RCA studios in Nashville next week -- no disk affiliation at this writing.

**CHICAGO**

Lots of visitors this past week! The Four Freshmen, who were the toast of the campus scene at the start of their career in the early '50's, visited the CB office while in town for a Playboy Club date. The group's current p.a. schedule is every bit as hectic as in their days of college one-nights. This past summer they toured the country with the Glen Campbell package, have done numerous engagements at Playboy Clubs across the nation and some recording sessions for Liberty. Most recent LP is "The Four Freshmen In A Class By Themselves". Liberty-UA's Paul Diamond squired the group around town. Following day, Paul stopped back with UA's Art Ferrante (Teicher's in Europe) to promote the pair's new UA single "Midnight Cowboy". Art tells us a special Ferrante & Teicher album, commemorating their 10th anniversary with the label, is in the works for upcoming release . . .

Local songster Ric Martin, who just closed at the Cousins Club, dropped in with word that he'll be cutting a session at Dick Marx' 8-track Studio, here in town, sometime next week . . . Engelbert Humperdinck's latest single "I'm A Better Man" (Parrot) is developing into a big item in the midwest, according to London's Erwin Barg . . . Harold Davis of Summit Dist. reports action on the new Fran Warren deck "All American Sport" (AF) and A & M outing "Life and Death In G & A" by Abaco Dream. Latter's enjoying both pop and r&b programming . . . On the local baseball scene, reigning champions Transamerica, have challenged Columbia to a double header! Warming up for the big event are Columbia's Mert Paul, Jim Scully, Frank Rand, John Galobich, Mike Kagen, et al . . . Lyrics for the new Trudy Desmond deck "Words Get In The Way" (UA) were written by former Chicagoan Marcia Hillman . . . Jimi Hendrix, Ten Years After and Bo Diddley headline the Sept. 5-6 bill in the Kinetic Play-

ground . . . Veteran jazz organist Jackie Davis, whose career spans several years and 23 albums on various major labels, began an unlimited engagement in the Colony East (26). Management toasted his opening with a cocktail party-buffet for members of the press, radio stations, etc . . . The Second City Company premiered the pre-Broadway run of new revue "Old Wine" here prior to its Sept. 18 opening at the East 74th St. Theater in New York.

Tony Gregory has joined the Variety Department of International Famous Agency's Chicago office, it was announced today (27) by Ralph Mann, executive vice president.

Gregory will be charge of the agency's mid-west hotel, cafe, club and fairs division. He will report to Joe Higgins, who is head of the division with headquarters in New York.

For the past four years Gregory has been an agent in the music division of the William Morris Agency. He spent the last year in Morris' Chicago office.

While at that agency, Gregory signed Gary Puckett and the Union Gap, the Box Tops and a number of other contemporary music acts.

**Jeff Barry In Film Production**

NEW YORK--Jeff Barry, who has had great success as a song writer and record producer, is making his first attempt as a film producer. He and his co-producer Joe Cal Cagno are optioning the screen rights of the best selling novel "Naked Came the Stranger," a book which had been written in an off-beat manner. Each chapter of the book was written by a different person, and the chapters then tied together by another writer. Using this concept Barry and Cagno hope to "use a different director for each segment since each chapter was written by a different person." Music for the film will be by Jeff Barry.

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## Tuning In On... WBCN-FM Boston Defining FM-Rock

What is FM rock? What is FM's role in relation to the AM rock stations of the country? And most important, how large a role should FM rock play in radio?

These questions and many others are being answered on the East Coast by Boston's WBCN-FM. A year and a half ago Ray Riepen became president of the station and installed its present format. This is based loosely on Tom Donahue's KMPX in L.A., primarily playing more LP cuts than singles.

Yet there are no real guidelines from past experience, stresses general manager Leonard Cohen, except that the deejays (or "airmen," as Cohen prefers to call them) have complete say in what they play, within certain parameters. The major rule is to avoid the AM "ugly radio" repetition of records via emphasis on pre-releases. A month ago the station was playing cuts from the LP's of Raven, Beast and Flock, Albums just being released now. The airmen are also responsible to the criticism of their fellow airmen during weekly meetings of deejays, engineers and other station personnel.

"We're against 'ugly radio,'" says Cohen, "By that I mean the high paced top 30 oriented station, that jams as many commercials as it can into each hour segment. I'm not putting these stations down, I'm just saying that this approach is not for us. We have a great deal of respect for our audience which is primarily in the 18 to 34 range; we never talk at them, but rather to them."

Many FM stations have started out with a similar format to WBCN but few have continued with it. Most have slipped further and further into a commercial mold. "This won't happen with us," assures Cohen. "We're making it work this way. We won't change." Pulse seems to bear this out. It shows WBCN with the dominant position in Boston among the 18 to 24 years old males.

Each airman approaches his four-hour broadcast in a different manner, and indeed what is actually aired may very well depend on what each airman feels is an appropriate theme

for the day. Yet eclecticism is the order of the day for all of them. Rock, jazz, folk blues, anything, in fact that is deemed appropriate will be used. As an example, Mississippi Harold Wilson recently broke up his show into fairly short thematic segments. The first revolved around the American Indian. Flip Wilson's cut, "Cowboys and Colored People," was played followed by "Witchi-Tai-To," an authentic Indian song made into a rock single, and then Buffy St-Marie's "Now That The Buffalo's Gone." The second segment dealt with the police, and so on.

Another interesting feature of the station is the way it handles advertising. "We go out into the city, to the retailer, for much of our advertising," says Cohen. "In this way we are constantly being tested by the community. A retailer will know right away if we are not selling his product. The result is that we have proven our ability to move a product."

WBCN also has an extremely individualistic policy when it comes to outside advertising. The outlet will not accept cosmetic (especially "acne cream") ads unless the copy speaks intelligently to the kids, and it shuns all cigarette commercials. In many cases, after meeting with the ad reps, the airmen, using a fact sheet, will sell the product themselves instead of relying on the prepared spot. "We have built up a reputation of believability and sincerity in the presentation of our ads that we are very proud of, remarks Cohen. "The community respects us for this."

Adding to its list of credits, WBCN is also rated as the number one station in academic circles. And as Boston is a "university city" (Harvard, Boston U., Radcliffe, etc.) this is no mean feat. Many of the college stations frequently request and receive portions of WBCN's programming to broadcast to their listeners. This is all part of the station's commitment to the Boston community. Its airmen and other personnel are always available for discussions with young people and the station runs a help program for young drug addicts and run-aways. The involvement of their audience is of prime concern to the outlet.

## STATION BREAKS:

For the second year in a row, NATRA has presented its highest award, the Radio Station Distinguished Service Award, to WLIB - New York. The award was made to the Harlem radio station in recognition of the station's hot-line radio program, "Community Opinion," which is an outlet for New York's black community to air its views. WQAM - Miami Beach inaugurated "Concern," a public affairs program, on August 24th. The program is aired Sunday nights at 9:30 p.m. K-HOW - Denver is back with its "Secret Sound Contest." The promotion drew six thousand entries last fall. Becoming "The New Spirited One In Town," WAVI - Dayton has changed its play and is now broadcasting hit singles and good singles that have not made it big, and album cuts, both new and from the recent past. "Woodstock - They Gave Peace A Chance And It Worked," a summary of the Woodstock Music and Art Fair, was broadcast on ABC-owned FM stations in New York, Los Angeles, San Francisco, Detroit, and Pittsburgh. WELW - Willoughby, Ohio has received two community service awards. The Willoughby Jaycees gave one of the awards, this one for "Outstanding Community Service." The second award was given by Eastlake City Officials and Residents. Gary Robinson has been named producer-director-writer for "Mon-

tage," the award winning documentart unit of WKYC-TV - Cleveland. He came to WKYC after spending five years at KMOX-TV - St. Louis.

Bob Wolff will be the telecaster for the New York Knickerbocker and New York Ranger games from Madison Square Garden. The games will be broadcast over WOR-TV - New York.

Mike Jahn, rock music critic for The New York Times, and other publications is host of a weekly series every Sunday evening at 6:7 p.m. on WNEW-FM - New York. The series started August 24th. Ed Donahue, staff announcer, formerly with KREP - Santa Clara, and KLSG - Los Gatos, has been appointed as head of the News department at KFRM-FM - Fremont, California. WNHC-FM - Hartford-New Haven has named Richard Sanders director of music and operations. Jim DeCaro, station manager for WKIL - Philadelphia, has accepted co-chairmanship of the Radio and Television Committee for Fire Prevention for the city of Philadelphia. Avco Broadcasting Company has announced the appointment of Alexander H. Gordon as advertising and promotion writer. Gordon goes to Avco from WTMJ-TV - Milwaukee.

KRLA - Pasadena informs us that they have just gone all top 30. They will no longer be playing picks or any album cuts. Hear that Jay Mack is back for the third time around with KIMN in Denver. He will be in the 6-9 PM slot.

## RKO Splits AM/FM Sales And Programming

NEW YORK - RKO General, Inc. last week (26) announced the separation of all sales and programming functions at its FM stations from AM operations in each market. Ross Taber, vice-president of RKO Radio, further disclosed the formation of an FM-only national sales organization. This FM sales division, RKO Radio Representatives, Inc., is under the overall supervision of James F. Grady, Jr., vice-president company. Ed Lubin has been appointed general sales manager of the new company.

The new division will be representing all RKO-owned FM stations, plus selected outside stations. It is in the process of opening offices in Chicago and on the West Coast.

Individually, each RKO-FM station is setting up its own programming and local sales staffs in all AM/FM markets. This decision was made after seeing the great success of WOR-FM which has been programmed and sold separately from WOR-AM for the past two years. (1969 sales on WOR-FM are 270% higher than the same period last year.)

## CA Students Elect Top DeeJay Dozen

NEW YORK - Twelve broadcast personalities have been voted best in their respective markets by radio-television broadcasting students of Career Academy in the occupational education organization's first "Top DeeJay" contest.

Named by the youthful broadcasters-to-be as outstanding were David Diamond, KFRC - San Francisco; Bill McVean, CLFB - Toronto; Mike Murphy, KMBZ - Kansas City; Al Somers, WRIT - Milwaukee; Paul Berlin, KNUZ - Houston; Dan Ingram, WABC - New York; Roger Horning, WCOL - Columbus, O.; Larry Lujack, WLS - Chicago; Bobby Harper, WQXI - Atlanta; Jay Rich, KBCA - Los Angeles; Lee Stevens, WEAM - Washington, D. C.; and Dick Summer, WMEX - Boston.

Nationally, more than 750 broadcasting students participated in the nominations and elections sponsored by Career Academy's division of famous broadcasters, and supervised by resident school administrators and instructors.

The winning deejays received engraved plaques and honorary certificates of proficiency from Career Academy, and each has been invited to address the broadcasting classes at the schools.



WINTER'S ARRIVAL - Columbia's Johnny Winter, in Chi recently for a weekend concert at the Kinetic Playground, stopped by radio station WGLD (above) to visit with Scorpio (back to camera), who programs the stations underground music. With Winter is his manager Steve Paul.

(2) - Dick Weybright (Columbia salesman), Penny Paul (buyer for Handelman) and Columbia Branch Manager Mert Paul, are pictured (above) at the cocktail party hosted by Columbia prior to Johnny Winter's first performance at the Kinetic Playground.

## Programming Diversity

Taber cited another reason for the AM/FM separation: "We hope that the separation of AM and FM divisions will provide greater diversification of programming to our listening audience, greater opportunities for public service to the communities we serve, and, incidentally, improve profits via stimulating constructive competition between our AM and FM local and national sales organizations."

O'Grady stated that these moves "constitute a reaffirmation of RKO General's long standing belief in FM. FM's future is certainly bright, and we will continue to make the substantial investments in money, time and natural resources so necessary if this potential is to be realized."

## Programming Notes

Four of RKO's FM stations are presenting "Hit Parade 69," a format developed by Drake/Chenault Productions. WROR, KFMS, WHBQ - Memphis and KHJ are using this programming which is aimed for mass appeal in the 18-50 age group. It is a completely automated programming system (now in use in about 25 markets) which mixes the play of current hits, up-and-coming records, album cuts, and goldies.

## RKO Personnel Changes

The new general sales manager of WOR-FM is Hugh Wallace, formerly account executive with New York sales staff of RRR. The general sales manager of WROR-FM - Boston will be Dan McCabe who had been account executive with WRKO - Boston. KFMS-FM - San Francisco will have Wes Gregory, formerly an account executive at KFRC - San Francisco, as its general manager. Tom Boise will take over as general sales manager at KHJ-FM - Los Angeles. He leaves the post as account executive KHJ-AM - Los Angeles. Research facilities for the FM sales division and the RKO-FM stations will be under the supervision of Marvin Roslin.

## WIOD Sales Growth Is Best In 43 Yr.

MIAMI - WIOD-Miami has had its largest gain in sales volume in its 43 years on the air during the first seven months of this year showing, a 40% increase in sales revenue.

Credit for this boom is given by the station's general manager Bill Viands, to the station's sales team with major factors in the success including weekly Monday morning meetings in which the salesmen engage in a free exchange of views, feelings, and personal expressions. At the meetings new strategy is planned, and events of the week past are reviewed. The station, also, holds contests within the sales organization. If revenues meet or exceed the goal set, the members are rewarded.

WIOD is in competition with 23 local stations and 50 other stations that reach the Miami area.

# John Stewart Walking Away With A Hit "Armstrong"

capitol

"Armstrong." John Stewart's single about moon and earth and man has blasted off.

Sales are rising and will shoot even higher after John's appearance on Glen Campbell's Good Time Hour, Wednesday, September 24 on CBS-TV.

Single #2605 Produced by Chip Douglas.



Capitol®

# Futterman: Creative Mgt. Needed In Changing Industry

NEW YORK — The changes in the music industry that have taken place in the last few years have made it necessary for people in the industry to alter their images of figures in the business, of artists, promotion men, executives, and managers, according to Lew Futterman, president of Concert House Productions.

Futterman, in association with Peter Paul, says that his goal is to develop more creative management in the industry. In Futterman's view, the music business is such today that the traditional image of a manager must be discarded to make way for a new kind of manager who does not merely sign acts, sit back, and wait to see which ones catch on, but who helps the act shape itself into a performing entity that not only takes the public's money but gives them something in return.

## Publicity Firm Formed Saltman-Mirisch Chiefs

LOS ANGELES — Sheldon Saltman and David Mirisch have formed a new publicity firm, Saltman-Mirisch Public Relations, Inc. Saltman, public relations and promotion director for all of Andy Williams' Barnaby enterprises, and former director for advertising public relations and promotion for MCA and MCA-TV, together with Mirisch, who for the past six years has been a partner in the firm during the beginning of August.

Recording clients to be handled by the new firm will be: The 5th Dimension, Johnny Mathis, Roger Miller, The Lennon Sisters, The New Kingston Trio, The Four Freshmen, Gloria Loring, Peter Nero, Thelma Houston, The Craig Hundley Trio, Mel Torme, Ray Stevens, The Ventures, Mary Lou Collins, The Osmunds, Sue Raney, George Lindsey, Clay Hart, and Gary Lewis and the Playboys.

The Los Angeles offices are located in the Penthouse at 8831 Sunset Boulevard. Affiliate offices are: George and Bernie Bennett, New York; Howard Senor, Las Vegas; Sherman Wolf, Chicago; Patrick and John East, London; Dave Jample, Tokyo; Guillermo Vasquez, Mexico City; and Bermuda Schwartz, Miami Beach.

## Smith-Greene Co-Prod. Deal

LOS ANGELES — Dallas Smith has entered into a co-production deal with Charles Greene, president of Etcetera Records for the purpose of recording Zorro Zarrey.

Smith, who produced Canned Heat, Bobby Vee and the Nitty Gritty Dirt Band in addition to establishing the Renaissance Disque Co. will co-produce Zarrey's first session with Greene in the next ten days.

Greene is also finalizing the purchase of a local recording studio with soundtrack looping facilities, which will function as a wing of his Entertainment Trust Corp. in Hollywood.

## Thompson Moves To Smothers, Inc.

LOS ANGELES — Bill Thompson, Associate Producer of the Glen Campbell Goodtime Hour, has been given a leave of absence by the shows Producers Jack Shea and Cecil Tuck. Thompson will exit this week to join SMOTHERS INC., as Executive Assistant to Tom Smothers. Although leaving his AP post, he will continue as the announcer for the GOODTIME HOUR.

His first duty with SMOTHERS INC., will be the formation of SMOBRO TALENT, an artists management division.

Futterman, who is responsible for much of the underground success of the Hello People, believes that the difficulty of getting a top 40 record is so great these days that a new performer, instead of struggling endlessly to get that elusive hit, might do a lot better to concentrate its energies and focus its talents toward developing an effective, appropriate, and "organic" live presentation. This is where, Futterman feels, the creative manager comes in. "The manager," Futterman says, "must work with the group to enable them to find a way of presenting their music and themselves on stage. Their stage manner cannot be superimposed on top of them. It must be organic. It must come from them. The manager can help the artist discover what that organic principle is." Futterman, with Peter Paul, has been in management for eight years. Having completed several days of west coast meetings with MCA executives on international booking for J.J. Jackson and the Greatest Little Soul Band In The Land, Futterman has returned to New York.

## Clark To Direct Creative Services At Command/Probe

NEW YORK — Sue C. Clark, most recently a freelance writer for such publications as Fusion and Soul Sounds and as New York correspondent for Rolling Stone, has been appointed as director of creative services of Command/Probe Records.

In the past she was executive secretary and assistant to John Levy (personal manager), Lloyd Leipzig (United Artists Records), Alain Trossat (Philips Records) and Bob Colby (Croma Music).

In making the announcement Joe Carlton, vice president and general manager of the firm stated, "It will be Miss Clark's responsibility to coordinate all creative activities including conceptualization of graphics and editorial matter."

## Charlene Westcott Heads Consolidated

NASHVILLE — Charlene Westcott, formerly with World Wide Records, will be heading-up Nashville's Consolidated Record Enterprises, Inc. She will personally supervise all ends of the record production from the record tape to pressing to warehousing to shipping. Westcott has emphasized that "individual customer service with highest quality work is guaranteed to the quality of the master tape with a minimum amount of working time." The quickness and quality of the work "along with consultation with the customer regarding any phase of recording is our main objective."

Emily Bradshaw, Promotions By Emily, has been named publicity director for CRE, whose offices are located at 1181 A-Building, Division Street, Nashville, Tennessee.

## Patricia Cox Named Polydor PR Rep

NEW YORK — Polydor Records has just named Patricia Cox as press and public relations representative. The appointment was made by Polydor Incorporated's president, Jerry Schoenbaum. Cox was formerly public relations director for The Rascals Organization, managed by Sid Bernstein.



BACKSTAGE — Atlantic artists Crosby, Stills, Nash & Young with label chief Ahmet Ertegun who was in town for the group's debut concert appearance. Above are (left to right, standing), Neil Young, Ahmet Ertegun, Steve Stills, Dallas Taylor, David Crosby, Graham Nash, (below) Greg Reeves, David Gefen (CMA) and Elliott Roberts (group's manager).

## TRO Sets Deal With Evil Eye

NEW YORK — The Richmond Organization has completed negotiations to handle the administration of Evil Eye Music, pubbery for the Shel Silverstein-penned "A Boy Named Sue," currently a top hit for Johnny Cash.

The Evil Eye catalogue also includes all the songs recorded by Silverstein in his current RCA Victor LP, which includes his own version of "A Boy Named Sue."

## Annual NBOA Convention To Be Held In Las Vegas

DES MOINES — Bill Gavin, well-known San Francisco radio program consultant will be one of the feature speakers at the 21st annual convention of the National Ballroom Operators Association. The sessions will be held this year at Caesars Palace in Las Vegas, Sept. 7 to 9th.

Gavin, who will address the convention at its opening session on Monday, Sept. 8th, will speak on: "What to expect in music trends in the future."

The ballroom operators will hold an open session on Monday with bookers, band leaders and others in industry.

Monday afternoon sessions will consist of work shop meetings with the bookers and band leaders in separate discussion groups on Rock, Over 28 and Polka music trends.

Tuesday sessions will be devoted to N.B.O.A. business matters with the ballroom operators holding roundtable discussions in the morning on such matters as employee relations, insurance, food services, maintenance, modernization and other industry problems.

## Walton To Produce, Direct Dick Clark's Bandstand

NEW YORK — Succeeding Ed Yates, Kip Walton has been named producer-director of Dick Clark Productions' American Bandstand, the weekly ABC-TV hour-long Saturday afternoon series.

Entering its 12th year on the network, the show, under Walton's supervision will take on a new look for next season. In addition to incorporating new sets for the show, there will be an increased emphasis on performing guests, with four or five recording acts utilized per show, as opposed to the one or two now in use.

## Tetra Pacts Edwin Hubbard

LOS ANGELES — Tetragrammaton has signed flutist Edwin Hubbard to the label. He will be known as "Captain Milk," the title of his initial LP recorded in Nashville. Prior to the album's release, Tetra is distributing the single, "Hey Jude."

## Gallico Meets With New Partners, EMI, in UK

NEW YORK — Al Gallico, head of Al Gallico Music, has just returned from a trip to Europe where he met with his new partners, the giant EMI Corporation. EMI just purchased outright, the Keith Prowse-Peter Maurice Publishing Company which owned 50% of Al Gallico Music of America.

In meetings with Len Wood, head of EMI, the two discussed some upcoming film ventures whose scores will be released in America through the Gallico publishing arm.

Gallico was also advised that all material acquired in Europe by the Keith Prowse-Peter Maurice publishing companies under the direction of Jimmy Phillips, would continue to be issued in America by Gallico Music.

Gallico also indicated that there would be no association between Gallico Music and another EMI owned publishing set up, the Ardmore-Beechwood complex.

Both will continue to operate autonomously.

## BMI Opens Court Action On C'right Infringement

BMI (Broadcast Music, Inc.), the music licensing organization, and its affiliated publishers, Cotillion Music, Inc., East Memphis Music Corp., Dandellon Music Co., James Boy Publishing Co., Earl Barton Music, Inc. and Pronto Music, Inc., have instituted an action for copyright infringement in the United States District Court for the Western District of Louisiana against William M. Smith, owner and operator of the Flamingo Lounge located at 901 N. Fourth Street, Monroe, Louisiana. The action alleges that their copyrighted musical compositions were performed at the Flamingo Lounge without authorization and in violation of the U. S. Copyright Act.

In the complaint, the plaintiffs seek statutory damages together with attorneys' fees and court costs. The action was filed in the United States District Court for the Western District of Louisiana on August 22, 1969.

## Sparago, Stein Leave Springboard

NEW YORK — Bernie Sparago and Ralph Stein have resigned their respective positions as president and vice president of Springboard International Records, Inc., effective immediately.

## Cousins Exits Jad

NEW YORK — Gerry Cousins announced that she is resigning her post as general manager for Jad Records effective August 29, 1969. Miss Cousins will announce her plans for the future shortly.

# LOVE

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# New Additions To Radio Playlists

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

## WMCA — New York

Love Of Common People—Winstons—  
Metromedia  
Delta Lady—Joe Cocker—A&M  
(Upcoming LP) Maybe—Janis Joplin—  
Columbia  
One Tin Soldier—The Original Cast—TA  
Na Na Hey Hey—Steam—Fontana  
I Want You To Know—New Colony 6—Mercury  
The Weight—Supremes & Temps—Motown  
Gimme Some More—Crazy Elephant—Bell  
World—James Brown—King  
LP—Running Blue—Doors—Elektra  
Questions 67 & 68—Chicago—Columbia

## WMEX — Boston

(Upcoming LP) Maybe—Janis Joplin—  
Columbia  
Echo Park—Keith Barbour—Epic  
Lodi—Al Wilson—Soul City

## WKBW — Buffalo

Love Has Been Good—Frank Sinatra—Reprise  
Sausalito—Ohio Express—Buddah  
Running Blue—Doors—Elektra  
Pain—Mystics—Metromedia  
Noah—Bob Seger—Capitol  
Your Good Think—Lou Rawls—Capitol  
Kind Of Fool—Bill Deal—Heritage  
Oh What A Night—Dells—Cadet  
Everybody's Talkin'—Nilsson—RCA  
In A Moment—Intrigues—Yew  
You, I—Rugbys—Amazon  
This Girl—Gary Puckett—Columbia  
Lodi—Al Wilson—Soul City

## WEAM — Washington, D. C.

Make Believe—Wind—Life  
Little Woman—Bobby Sherman—Metromedia  
Lodi—Al Wilson—Soul City  
Son Of A Lovin' Man—Buchanan Bros—Event  
Sugar On Sunday—Clique—White Whale  
That's The Way—Marvin Gaye—Tamla  
LP—Dismal Day—Bread—Elektra  
LP—Heighty-Hi—Lee Michaels—A&M  
MidDay  
Tracy—Cuff Links—Decca  
Vanilla On My Mind—Yellow Pages—Uni  
Long & Lonely World—Colette Kelly—Volt  
Love & Let Love—Hardy Boys—RCA

ALL I HAVE TO OFFER YOU IS ME  
CHARLIE PRIDE.....RCA  
Hill & Range Music  
Blue Crest Music

I CAN'T SAY GOODBYE  
MARTY ROBBINS.....COLUMBIA  
Noma Music, Inc.

IN THE GHETTO  
ELVIS PRESLEY.....RCA  
DOLLY PARTON.....RCA  
Elvis Presley Music, Inc.  
BNB Music

SINCE I MET YOU BABY  
SONNY JAMES.....CAPITOL  
Progressive Music

YOUR LOVIN' TAKES THE LEAVIN'  
OUT OF ME  
TOMMY CASH.....EPIC  
Noma Music, Inc.  
SPR Music, Inc.

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## CKLW — Detroit

Son Of A Lovin' Man—Buchanan Bros—Event  
Make You Mine—Lou Christie—Buddah  
Suspicious Mind—Elvis Presley—RCA

## WQAM — Miami

Rain Must Fall—Cascades—Uni  
Harlan County—Jim Ford—Sundown  
Move Over—Steppenwolf—Dunhill  
Tracy—Cuff Links—Decca

## KILT — Houston

Suspicious Mind—Elvis Presley—RCA  
Want To Know You—New Colony 6—Mercury  
Baby It's You—Smith—Dunhill  
Dismal Day—Bread—Elektra  
Carry Me Back—Rascals—Atlantic  
Hot Fun—Family Stone—Epic  
The Ways To Love A Man—Tammy Wynette—  
Epic  
We Can Make It—Ray Charles—ABC  
Loves Been Good—Frank Sinatra—Reprise

## WFIL — Philadelphia

Can't Get Next—Temptations—Gordy  
No One For Me—Spiral Starecase—Columbia  
Hot Fun—Family Stone—Epic  
Your Good Think—Lou Rawls—Capitol  
Baby It's You—Smith—Dunhill  
Oh What A Night—Dells—Cadet

## WIXY — Cleveland

Eternity—Vikki Carr—Liberty  
Time Machine—Grand Funk R.R.—Capitol  
Goin' In Circles—Friends Of Distinction—RCA  
Suspicious Mind—Elvis Presley—RCA  
Something In The Air—Thunderclap Newman  
—Track  
Delta Lady—Joe Cocker—A&M  
Make Believe—Wind—Life  
That Reminds Me—4 Seasons—Crewe  
Tracy—Cuff Links—Decca  
Baby It's You—Smith—Dunhill  
Can't Find The Time—Orpheus—MGM  
What's The Use—Jerry Butler—Mercury  
Hold Me—Baskerville Hounds—Avco—Embassy

## WIBG — Philadelphia

Gotta Get Together—Paul Revere—Columbia  
Make Believe—Wind—Life  
That Reminds Me—4 Seasons—Crewe  
Jack & Jill—Tommy Roe—ABC

## WRKO — Boston

That Reminds Me—4 Seasons—Crewe  
That's The Way—Marvin Gaye—Tamla  
Gonna Make You Mine—Lou Christie—Buddah  
Keem-O-Sabe—Electric Indian—U.A.

## WQXI — Atlanta

Tracy—Cuff Links—Decca  
Something In The Air—Thunderclap Newman  
—Track  
When I Die—Motherlode—Buddah  
Jean—Oliver—Crewe  
Everybody's Talkin'—Nilsson—RCA  
Love Of The Common People—Winstons—  
Metromedia  
Hot Fun—Family Stone—Epic

## WDGY — Minneapolis

Birthday—Underground Sunshine—Intrepid  
This Girl—Gary Puckett—Columbia  
Your Good Think—Lou Rawls—Capitol  
Soul Deep—Box Tops—Mala  
Sugar On Sunday—Clique—White Whale  
Jean—Oliver—Crewe  
Hot Fun—Family Stone—Epic  
I'd Wait A Million Years—Grass Roots—Dunhill  
That's The Way—Marvin Gaye—Tamla

## KXOK — St. Louis

Suspicious Mind—Elvis Presley—RCA  
Carry Me Back—Rascals—Atlantic  
Rain—Feliciano—RCA  
I Want You To Know—New Colony 6—Mercury  
Goin' In Circles—Friends Of Distinction—RCA  
My Balloons Going Up—Archie Bell—Atlantic  
Can't Find The Time—Orpheus—MGM  
Make Believe—Wind—Life  
Don't Forget To Remember—Bee Gees—Atco  
Tracy—Cuff Links—Decca

## WMAK — Nashville

What Kind Of Fool—Bill Deal—Heritage  
Everybody's Talkin'—Nilsson—RCA  
Sugar On Sunday—Clique—White Whale  
That Reminds Me—4 Seasons—Crewe

## WMPS — Memphis

My Balloons Gone Up—Archie Bell—Atlantic  
Suspicious Minds—Elvis Presley—RCA  
And That Reminds Me—4 Seasons—Crewe  
Grub Worm—Harlow Wilcox—Plantation  
Sugar On Sunday—Clique—White Whale  
Light Of Night—Dinny Lynn—White Whale

## WLS — Chicago

That's The Way—Marvin Gaye—Tamla  
Make Believe—Wind—Life  
Jesus Is A Soul Man—Lawrence Reynolds—WB  
Tracy—Cuff Links—Decca  
Everybody's Talkin'—Nilsson—RCA  
A.M.—Love Has Been Good—Frank Sinatra—  
Reprise

## WABC — New York

That's The Way—Marvin Gaye—Tamla  
Share Your Love—Aretha Franklin—Atlantic  
Hot Fun—Family Stone—Epic  
Keem-O-Sabe—Electric Indian—U.A.  
Love Of The Common People—Winstons—  
Metromedia  
Move Over—Steppenwolf—Dunhill

## WOKY — Milwaukee

Carry Me Back—Rascals—Atlantic  
Maybe Rain Will Fall—Cascades—Uni  
Gotta Get Together—Paul Revere—Columbia  
Jack & Jill—Tommy Roe—ABC  
That Reminds Me—4 Seasons—Crewe

## WCAO — Baltimore

Goin' In Circles—Friends Of Distinction—RCA  
Bluegreens On The Wing—Wm. Truckaway—Re-  
prise  
Baby It's You—Smith—Dunhill  
The Weight—Diana Ross & Temptations—Motown  
We Can Make It—Ray Charles—ABC  
Suspicious Mind—Elvis Presley—RCA

## KIMN — Denver

Can't Get Next—Temptations—Gordy  
Baby It's You—Smith—Dunhill  
Together With Him—Moon Rakers—Shamley  
Your Good Thing—Lou Rawls—Capitol  
Evil Woman—Crow—Amaret  
House Of The Rising Sun—Joey Scasbury—Dun-  
hill

## KFRC — San Francisco

Hot Fun—Family Stone—Epic  
Suspicious Mind—Elvis Presley—RCA  
Sign On For The Good Times—Merrilee Rush—  
AGP  
Tracy—Cuff Links—Decca  
Color Of My Love—Jefferson—Decca  
Baby It's You—Smith—Dunhill

## KYA — San Francisco

Carry Me Back—Rascals—Atlantic  
Jingo—Santana—Columbia  
Hot Fun—Family Stone—Epic  
Baby It's You—Smith—Dunhill  
Share Your Love—Aretha Franklin—Atlantic

## KRLA — Pasadena

Hurt So Bad—Lettermen—Capitol

## KHJ — Hollywood

Suspicious Mind—Elvis Presley—RCA  
Baby It's You—Smith—Dunhill  
Gonna Make You Mine—Lou Christie—Buddah  
The Way Love Is—Marvin Gaye—Tamla  
Lights Of Night—Deni Lynn—White Whale  
Keem-O-Sabe—Electric Indian—U.A.

## WKNR — Detroit

Everybody's Talkin'—Nilsson—RCA  
Jean—Oliver—Crewe  
In A Moment—Intrigues—Yew  
You, I—Rugbys—Amazon  
Sausalito—Ohio Express—Buddah  
World (Pt. 1)—James Brown—King  
Sugar Bee—Mitch Ryder—Dot  
What's The Use—Jerry Butler—Mercury  
You'll Think Of Me—Elvis Presley—RCA  
Tracy—Cuff Links—Decca  
Son Of A Lovin' Man—Buchanan Bros—Event  
Time Machine—Grand Funk R.R.—Capitol

## KQV — Pittsburgh

In A Moment—Intrigues—Yew  
The Way Love Is—Marvin Gaye—Tamla  
Baby It's You—Smith—Dunhill  
A.M.—Daddy's Little Man—O.C. Smith—Col  
Loves Been Good—Frank Sinatra—Reprise

## WDRG — Hartford

Hurt So Bad—Lettermen—Capitol  
What's The Use—Jerry Butler—Mercury  
No One For Me To Turn To—Spiral Starecase—  
Col.  
Your Good Thing—Lou Rawls—Capitol  
Nobody But You Babe—Clarence Reid—Alston

## KLIF — Dallas

Suspicious Minds—Elvis Presley—RCA  
Make Believe—Wind—Life  
Running Blue—Doors—Elektra  
Don't Forget To Remember—Bee Gees—Atco  
We Gotta All Get Together—Paul Revere—  
Columbia  
My Balloon's Gone Up—Archie Bell—Atl.  
World—James Brown—King  
And That Reminds Me—4 Seasons—Crewe  
September Song—Roy Clark—Dot

## WMPS — Memphis

Tracy—Cuff Links—Decca  
Don't It Make You—Joe South—Capitol  
Suspicious Minds—Elvis Presley—RCA

## Chicago Tours Canada

NEW YORK — Chicago, currently on the charts with both an LP and a single, will begin a tour of Canada this month. The announcement came from Larry D. Fitzgerald, president of the Epimetheus Management division of Jaems William Guercio Enterprises, Inc.

Following appearances at the New Orleans Festival (1) and the Electric Factory in Philadelphia (5,6.), Chicago begins its tour of Canada. The tour will take them to: Carlton University, Ottawa (10); University of Windsor, Ontario (11); University of Western Ontario (12); and, on the 13th, an afternoon concert at University of Toronto, and an evening concert at University of Waterloo. Upon returning to the States, Chicago will play Cornell University (14), and then return to Canada for Waterloo Lutheran, Waterloo (16), McMaster University, Ontario (20), and Bishop's University, Quebec (21).

## Fame And Price To Score Films

NEW YORK — Currently involved in negotiations to score two motion pictures to be released later this year are Georgie Fame and Alan Price. Fame, whose latest single is entitled "Peaceful," is the candidate most likely to score the film "Entertaining Mr. Sloane," while Price is prime candidate to score "Spring And Port Wine." Both Fame and Price are represented by the Robert Stigwood Organisation.



NOTABLE RELEASES — On the right is composer-pianist Cy Coleman, who founded his own record company, Notable, and relaxing with him is singer, Steve Leeds, whose single, "It's A Nice Face," will be the first release by the company. Coleman feels that the tune, which is from the score of the film "Sweet Charity," composed by Coleman, will be an important contender for an Academy Award. "It's A Nice Face" is being distributed by the Julie Rifkind organization. Cy Coleman will shortly present himself on the Notable label as a pianist with an orchestra.

## Paramount Releases 'What A Lovely War'

NEW YORK — The soundtrack album for "Oh! What a Lovely War" has just gone on sale through-out the country. The LP is released by Paramount Records, and was adapted, arranged, and conducted by Alfred Ralston.

**And The Hits Just  
Keep On Coming...**

**AND THAT REMINDS ME  
THE 4 SEASONS**



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## Bob d'Orleans Windfall's Top Engineer

NEW YORK — Bob d'Orleans, New York recording engineer, has been named supervisor of engineering operations for Windfall Records, according to a joint announcement by

## Tommy James Producing For Columbia's Exiles

NEW YORK — Tommy James, of Tomy James and the Shondells, will produce the new Columbia group the Exiles. The production deal was negotiated by the groups manager, Mark Alan, president of New Beat Management.

The first single by The Exiles will be "Church Street Soul Revival," which was written and will be produced by Tommy James and Ritchie Cordell. The group had been part of several tours with Paul Revere and the Raiders, and were, at one time, the house band on the Dick Clark show, "Where the Action Is."

## Lanky Linstrot To Lib/UA's A&R Staff

LOS ANGELES — Lanky Linstrot has been named a staff A&R man at Liberty/UA Records.

Linstrot has been associated with Liberty/UA for four years during which he has been engineer at the Liberty Recording Studios. Recently, he co-produced the new Martin Denny LP, "Exotic Moog," with Liberty/UA A&R administrator Dave Pell.

Prior to joining Liberty/UA, Linstrot was engineer for the United Recording Corporation, and announcer and engineer for Tulsa's 50,000 watt radio station KVOO.

In addition to his electronic background, Linstrot has been a musician, playing clarinet, sax and drums, and a choral and church music director.

Linstrot's initial project for Liberty/UA will be producing singer Patti McCarron's maiden LP on the Liberty label.

Linstrot said he is actively seeking new talent to record for the Liberty/UA family of 14 labels. He is looking for both good singles material and total concept LP material.

## Dennis Murphy Moving To LA A&R Post At Elektra

NEW YORK — Dennis Murphy, headquartered at Elektra Records' New York office as national director of publicity, is being transferred to the A&R department at the label's West Coast office. He will be looking for new talent and production. As was announced last week, Lynn Goldsmith is Elektra's new national director of publicity.



A LIKELY NAME! — Dunhill's new group named Smith has just signed for management representation through Len Stogel & Associates. The team, which was introduced to the public via a giant billboard display on Sunset Strip and release of an LP followed by their new single "Baby It's You." The five-member act is now getting ready for radio spots and a cross-country tour. Shown with Smith at its signing are Stogel (standing center-right) and his vice-president Grant Gibbs (center left).

Windfall partners Felix Pappalardi and Bud Prager.

d'Orleans has already worked closely with Pappalardi, having handled the engineering on the debut LP by the Pappalardi produced group, Mountain, and has worked closely with Pappalardi on other projects. He will have full rein on production quality control and has engineering approval on all Windfall recording projects. d'Orleans' first assignment will be an immediate start on the second Mountain album.

Working in both the film editing and sound recording fields for twenty years, d'Orleans was involved in the construction of several major recording facilities, including the Gold Star Studios in Detroit, and Mirasound in N.Y.

## UA Anniversary LP For Piano Duo

NEW YORK — United Artists Records is preparing to issue a two-record set 10th anniversary commemorative album of Ferrante & Teicher tracks, backed by an advertising, publicity, and merchandising campaign.

As detailed by UA vice president and general manager Mike Lipton, along with national sales manager David Greenman, the program's elements include a special die-cut Ferrante & Teicher 10th Anniversary display piece, adaptable as a window unit, wall display or free-standing in-store display; a special order pad featuring the new album and listing the vast catalog of approximately twenty active lps by them; header cards for browser bins containing both the album title and featured selections; a 50 second radio spot with a ten second dealer tag for local identification; ad mats featuring the new LP and selected catalog product listings; press kits with photos, biographical and related text material; selected media ads and special listings within corporate order forms and presentation books.

The new album contains twenty-one selections, ranging from some of Ferrante & Teicher's early work such as "Tonight," "The Apartment," and "Exodus" through a variety of Broadway and Hollywood themes and several selections by contemporary composers. The are backed by an orchestra and chorus conducted by Nick Perito.

## UA To Release Title From "Bridge at Remagen"

NEW YORK — United Artists is preparing the release of a single from the musical score of "The Bridge at Remagen." The theme was written by Elmer Bernstein, and arranged by Leroy Holmes. The recording is by Holmes, his orchestra and chorus.

## Blue Thumb & Island Preparing For Simultaneous US-English Releasing

LOS ANGELES — Blue Thumb will strive for simultaneous releasing of product overseas with the domestic dates. Island Records of London will be given Love's first Blue Thumb album for simultaneous release on Sept. 15, reports general manager Don Graham.

The Love album, "Out Here," is the first product given to Island for English distribution. The LP will be released with the Blue Thumb logo prominent. Around the world, DGG will handle the remainder of the distribution.

Still to be determined is a

Shortly after the album's release and accompanying promotion, Ferrante & Teicher will undertake their annual concert tour which brings them to over one hundred cities for personal appearances.

## Bell Plans Fall LP's

NEW YORK — Bell Records is preparing the first stage of its Fall 1969 LP package of releases.

By repackaging selected performances by the legendary Elmore James, Bell hopes to meet the demand for raw rural blues product. Formerly available on the Sphere Sound label, the selected tracks include "Shake Your Money Maker," "I Need You," "Look On Yonder Wall," "The Sky Is Crying," "Dust My Broom," "Standing At The Crossroads," and "My Bleeding Heart."

The newly formed TA Records, distributed by Bell, is making their LP premiere with the debut album by singer-writers Seals & Crofts. TA Records is a division of Talent Associates, with Steve Binder heading up the label. The album's release will be initially supported by a West Coast promo tour covering Los Angeles, San Francisco, Seattle, and San Diego. Seals and Crofts will play at the Greek Theater in Los Angeles (September 1-5) with Dusty Springfield and Anthony Newley and will also appear on the Merv Griffin CBS-TV show on September 12.

Current Bell releases include Leslie West's "Mountain" on Windfall Records, the Box Tops' "Dimensions," and the "Flight To The Moon" Apollo 11 documentary, narrated by Walter Schirra.

## Early Byrds Presented

LOS ANGELES — Forward Records is waging a strong sales and merchandising campaign, the most extensive in the company's history, to promote "Pre-lyte," a collection of songs recorded by the Byrds before the group went to Columbia. The album is the first on Together Records, which is distributed by Forward.

## Mirasound's Hughes Records Guthrie Perf.

NEW YORK — Mirasound Studios New York engineer Bob Hughes recorded Arlo Guthrie during the singer-songwriter-guitarist's recent concert performance at the Cape Cod Melody Tent in Hyannis, Massachusetts. The Mirasound recording will be included in Guthrie's forthcoming Warner Brothers-Seven Arts LP, "Running Down The Road."

## Spoken Arts Release

NEW YORK — Adventure! A new series of dramatized condensations of great sea stories for children has just been released by Spoken Arts, Inc. on four albums. The series includes Defoe's "Robinson Crusoe," Kipling's "Captains Courageous," Stevenson's "Treasure Island," and Verne's "20,000 Leagues Under the Sea."

Also just released are the Inaugural Addresses of Presidents Lyndon Johnson and Richard Nixon on a single LP.

distribution setup in Great Britain for Blue Thumb's Memphis Blues Festival anthology album, "Memphis Swamp Jam," also planned for a Sept. release. This LP, recorded by Blue Thumb in association with Chris Strohitz of Arhoolie Records, features nine vet blues performers never taped before under modern, sophisticated recording conditions.

Blue Thumb officials Bob Krasnow and Graham, plus Strohitz, took the bluesmen into a Memphis studio to tape their distinctly individual styles following the festival. For many people in Europe it will mark the first exposure for such names as Bukka White, Furry Lewis, Nathan Beauregard, Fred McDowell, Johnny Woods, Sleepy John Estes, John Fahey, Piano Red, and the Rev. Robert Wilkins.

Krasnow and Graham recently visited with English industry officials and looked up the Island deal. Graham says they are thinking of giving future blues albums to Blue Horizon, a leading English blues label. Blue Thumb has been licensing individual albums on a project basis in England, with Liberty/UA handling the Ike and Tina Turner package, "Outta Season."

During their visit to England, Graham and Krasnow visited with BBC 1 and 11 officials, Island Records, sundry pop music clubs and the 15 store Soho Record Centre, Ltd. chain.

## Blue Thumb's Fall Release

LOS ANGELES — The largest blues package to date by Blue Thumb will be released in mid-Sept., under the title "Memphis Swamp Jam." The double-album set is an anthology of the 1969 Memphis Blues Festival, featuring live performances of Bukka White, Sleepy John Estes and others.

Other LP's for fall release include Aynsley Dunbar Retaliation's "Journey's End," produced by John Mayall, and LP's from Love, Southwind, and Robbie Basho.

## Robert Gilmore Dies At Age 71

NEW YORK — Having retired from the Peer-Southern Organization in December, 1960, Robert B. Gilmore died last week at St. Mary's Hospital in Hoboken, New Jersey.

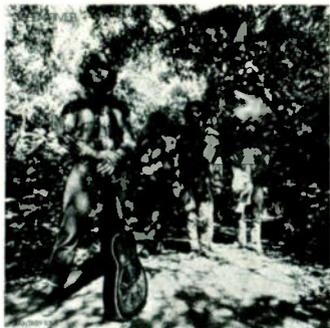
After graduating from the University of Pennsylvania, Gilmore joined Southern Music in January 1929, and at the time of his retirement was secretary of Southern Music Publishing Co., Inc. and an officer of its affiliated companies. He also served as general manager of the country and western music division and was a close associate of Wilf Carter, Gene Autry, Jimmie Davis, Bill Monroe, Floyd Tillman, Ted Daffan, and many others, and was responsible for such records as "You Are My Sunshine," "Mockingbird Hill," "Deep In The Heart Of Texas," and "Born To Lose."

He is survived by his wife, Florence, his son, Russell, and his daughter, Florence. Funeral services were held last Friday at 9 A.M. at the Heus Funeral Home in Fort Lee, New Jersey.

## Robert Mills' Son Killed In Vietnam

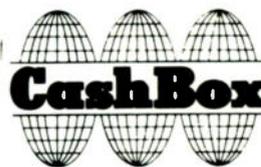
NEW YORK — Marine Cpl. Peter Mills, son of music publisher Robert Mills, was killed in Vietnam on Aug. 12. His body was flown to Los Angeles for burial this week.

The 20 year-old Mills is survived by his wife, Jaqueline, and two infant sons, Jason and Kirk.



**GREEN RIVER — Creedence Clearwater Revival — Fantasy 8393**

Creedence Clearwater Revival, whose last LP has been and continues to be an extremely hot chart item, here creates a brilliant set in a handsome package destined for even greater sales triumphs. LP includes the hit single, "Bad Moon Rising," the current chart giant "Green River" and other hard country-rock blockbusters like "Lodi," "Commotion," and "Sinister Purpose." Creedence, ably led by guitarist/vocalist John Fogerty, has a definite smash with this set.



August 30, 1969



Creedence Clearwater Revival have "Bad Moon Rising," "Lodi," "Commotion," and the title smash in "Green River." Some newbies too; a terrific album (Fantasy 8393).

August 30, 1969

**BILL GAVIN'S RECORD REPORT #759**

August 15, 1969

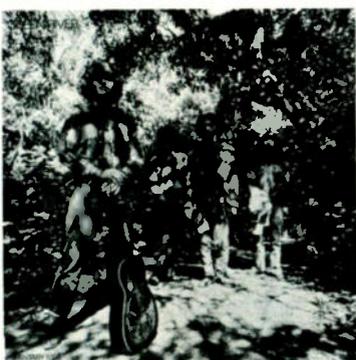
Newer Albums

"GREEN RIVER"

Creedence Clearwater Revival (Fantasy).

"Nothing but hits."

Believe  
though we may,  
we don't have the  
**Chutzpah**  
to say  
these things....  
but people  
who know do!!!!



POP

**CREEDENCE CLEARWATER REVIVAL**

—Green River  
Fantasy 8393 (S)

A new Creedence Clearwater Revival LP is a welcome event any time, and this one is loaded with four of their recent hit sides is sure to prove an immediate winner. Along with their current "Green River" and "Commotion" hit, and recent "Lodi" and "Bad Moon Rising," the group offers "The Night Time Is the Right Time" and a powerful "Tombstone Shadow."

AUGUST 30, 1969

**BILLBOARD**

**TED RANDAL**

ALBUM WORLD

What do you do with an album that's already a million seller the day it's released? Give it lots of consideration would be a good move, so on with it: GREEN RIVER by Creedence Clearwater Revival on Fantasy proves why this has to be America's ace group of the year. First of all, we've got two gold double-sided #1 hit singles included in the package—"Green River"/"Commotion" and "Bad Moon Rising"/"Lodi." Getting down to just what singing is, John Fogerty and company lay out one of the most gritty performances ever in "The Night Time Is the Right Time." It, too, would be a #1 single. But then, we must consider "Wrote a Song for Everyone." It's got the infectious Feliciano "Marley Purt" beat with the most convincing vocal work. Again, Fogerty's communication comes right through. When hearing "Sinister Purpose" I become totally hypnotized. Gee, gang, that leaves us with only two cuts we haven't mentioned...and both of them great! It's like trying to describe how utopious utopia is. If someone were to ask what I did this summer, the answer might very well be: "I got the new Creedence album."

AUGUST 22, 1969

SEPTEMBER 13 — DICK CLARK SHOW!!  
FIRST TIME EVER, A FULL HOUR IN-PERSON SALUTE TO CREEDENCE!  
(AS THEY SAY) CHECK YOUR LOCAL ABC LISTING.

## Intrepid Enters Three New Production Deals

NEW YORK — Intrepid Records has made production agreements with DSR Productions, Plus Three Productions, and Casgol Productions. The agreements for new artists is part of the label's local talent drive, according to Charles Fach, general manager of Intrepid.

Scheduled for release this month are: "Down In The Boondocks," by Stoneridge, produced by Danny Jordan for Plus Three; "Palpitations," by the Playful Pups, produced for DSR by Stan Herman; and "He'll Have To Go," by Vinnie Canale, produced by Vito Ingoglia for Casgol.

Intrepid is currently on the charts with "Birthday," by Underground Sunshine.

## Farrell On West Coast Producing Anka and Fisher, Opening West Coast Offices

NEW YORK — Wes Farrell, president of the Wes Farrell Organization, recently flew to the west coast to produce recording sessions for Paul Anka and Eddie Fisher. He will remain in California throughout the month, during which time he will establish offices for his west coast operation which will be headed by Julie Chester, vice-president of the company.

Vel Thornton has been appointed administration director of the Wes Farrell Organization by president Wes Farrell. She will be directly responsible for all phases of the Farrell operation, from record production to radio and TV commercials.

In announcing the appointment, Farrell said: "Our recent publishing acquisitions, active entry into the radio and television commercials area and greatly increased schedule of record productions, has created the need for the administrative expertise of Miss Thornton."

Miss Thornton began her record business career in Philadelphia at Cameo/Parkway Records and remained with that firm for eight years as assistant to Bernie Lowe, president of the company. She later joined Audio Brands, Corp., a manufacturer and distributor of tape products, in the capacity of sales administrator.

## Sinatra Headlines Caesar's Palace

BEVERLY HILLS — Frank Sinatra has been signed for his third headlining engagement at Las Vegas' Caesar's Palace within the last twelve months. His stay in Las Vegas will begin Sept. 19, and will run through Oct. 9. This date marks Sinatra's longest run in Vegas in the last ten years.

## Buddah To Become 'An Album Force'

(Con't. from Page 7)

Betty Everett, the Staple Singers, the Moonglows; the Spaniels and a host of other greats. With the keen interest in the blues by today's youngsters as well as a renaissance of some of the rock and roll product of yesteryear, Buddah expects these LP's to be strong, steady-turning product and will promote this series with a major ad campaign.

Distributors also heard from Buddah's executive vp, Art Kass, who complimented the family atmosphere and team spirit at Buddah that brought the company its great success during the past two years. He gave special credit to Marty Thau, national director of promotion whom he described as "second to none" in his field, and to Cecil Holmes whom Kass called "the greatest specialist in the field of promotion of R&B product."

Joe Fields, director of album product, concluded the sales presentation with, "We intend to promote and sell an LP and an LP artist as hard and with as much verve and flair as we have singles."

The Convention was also attended by Buddah brass Artie Ripp & Phil Steinberg and execs of the Viewlex Company, parent company of Buddah Records.

## Merc's Sept. Release Spotlights Butler LP

CHICAGO — Mercury Records is releasing six new LP's for Sept., including the new "Ice On Ice" by Jerry Butler. The LP's release is being heralded by a major "September is better buy Butler month" program aimed at both the dealer and consumer trade.

Other new Merc LP's are "Mother Earth's Presents Tracy Nelson Country," "Attacking A Straw Man" by the New Colony Six, "Spanky & Our Gang's Greatest Hits," "My Grass Is Green" by Roy Drusky, and "Sweet Pain" an English blues LP.

Merc's economy Wing label has launched its 500 line with 17 new LP's featuring music from top Broadway shows, sung by the Michael Sammes Singers and a "best of" series (Cole Porter, Irving Berlin, etc.) Albums in the "500" series retail at \$2.98 as opposed to the regular \$1.98.

In the regular Wing series the new LP's are "Jerry Lee Lewis Is Unlimited," and a two-LP set "The Legend Of Jerry Lee Lewis," "Man Of Distinction" by Roger Miller, Buddy Rich's "The Rich Rebellion" and the two-LP, "Buddy Rich Story," and "Family Christmas Package," also a double LP set.

## CRI National Meet

(Con't. from Page 9)

period. In fiscal 1968, our sales were \$111 million — a healthy sum in itself. But in fiscal '69, which ended two months ago, our sales jumped by \$42 million, or nearly 40 percent — giving us a sales record that any company in the U.S., inside or outside the recording industry, would be proud of. . . . With your help in the vital areas of field promotion, Capitol Records will truly span the continent and dominate the world of musical entertainment."

Charlie Nuccio, promotion v.p. of Capitol, enunciated the theme of the meet. "I attended a meeting in Miami last June and John Jossey presented a plan to his talented forceful sales management team. Most of you know what that plan is — 60 in 6. Our job, our plan . . . very easy . . . 15 in 6 . . . In the next four months 15 will be the most used number in Capitol's history . . . our 15 in 6 relates to 15 Capitol distributed singles in the top 100 at any one time during the first six month period of July 31 to Dec. 31, and also relates to 15% of the LP charts."

## Video Production

Artist Relations Manager, Al Coury, announced that Capitol was on the verge of a "Hollywood Palace" special which would involve all Capitol artists. But added that Capitol would soon be involved in its own video production. "A Capitol special, aside from the "Palace" is being planned and there'll be more to follow." It's expected that Capitol will also soon be entering the motion picture production scene as well.

Wade Pepper, chief of Capitol's C-W Promotion staff, in announcing the expansion of his staff, noted that Country music was a "a rising, dynamic, great art form which has vindicated itself nationally on network TV this year." And Reggie Lavong, newly appointed R&B promotion director, said that "ours is the only major industry that relies on another major industry to expose its wares." He promised "monetary rewards" for his staff — "that's

## Date Issues N.O. Master Purchase

NEW YORK — Date Records has just released a new single by Paul Varisco and the Milestones which was acquired through master purchase after the deck broke top-forty in the New Orleans area.

Titled "Gotta Have Love," the side was purchased by Columbia Records' Bob Devere, manager of independent production.

Originally released on the S. A. C. label, "Gotta Have Love" was produced by Stan Chaisson who will be producing future dates by the group. The single was originally brought to Columbia's attention by southern promo man Gene Denonovich.

## Kapp Ready With New LP Releases

NEW YORK — A fall LP release of eleven new packages is planned by Kapp Records. The new albums include both established artists and introduces new artists. Some of the releases are: The soundtrack from "The Loves of Isadora"; "Jack Jones' Greatest Hits (Vol. 2)"; a re-packaging of Louis Armstrong's "Hello, Dolly"; The Waikikis' "Greatest Hits From Hawaii"; and Leroy Van Dyke with "Greatest Hits."

## Eddy Arnold Nears 60,000,000 Sales

NEW YORK — Eddy Arnold is nearing the sale of his 60,000,000th recording. According to Jerry Purcell, his personal manager, and Arnold's recording company, RCA, Arnold is surpassed in sales only by Bing Crosby, Elvis Presley, and The Beatles.

## Sales Up 40%

where it's at . . . The radio stations' play lists are becoming tighter and tighter . . . the day of the 'hey, man, what's happenin' baby' promotion man is over. You gotta have facts — not bullshit. If you give it, you're gonna get it. You have got to give them information. Not only about Capitol Records — any good records."

Buz Wilburn, director of national airplay, pointed to Capitol's "new concepts for exploring the ever growing world of records . . . 15 in 6, a new v.p. of promotion, equal partners in CRDC, a new press, P.R. and publicity department, for the first time ever, an artists relations department, total R&B and Country exploitation, independent striking force . . . we're on our way to 15 in 6."

## Master Purchases

A&R chief, Maurie Lathower, said that a bonus plan for promo men who are involved in master purchases was "in the planning stage" and Michael Kapp, A&R g.m., hinted that A&R was on the verge of signing a major act. "Announcement should be forthcoming within the next two weeks," he said. "This is the first major company, I believe, to set up a promotional staff with its own v.p. on an equal par with marketing and sales. That means there's an equal voice . . . you guys are our ears in the field. We totally depend upon you and you are the closest link to the consumer for us."

V.P. in charge of sales, John Jossey, reiterated the statement. "You can stimulate our own sales people and transmit enthusiasm to our customer." Jossey also announced the appointment of a new national sales manager, Jack Griffith, who'll be assuming the post in September.

Don Doughty, national sales product coordinator, explained that his function was to transmit promotional reports to sales. He described himself as "the small end of a U shaped funnel" and said he was not only involved with coordinating sales and promotion but with the scheduling of product; "seeing to it that the distribution centers are well supplied with product that is moving."

## Times A-Changin'

Following the announcement that a ninth label distributed by Capitol, Harvest, would be shipping to branches early in September, representing EMI product in the U.S.; merchandising and marketing director, Rocko Catena, noted that sales was now "relegated to the last link in the marketing chain. The effect of these changes has been a shift in the priorities of marketing responsibilities and, as a result, merchandising and promotion burdens are now heavier than ever before . . . we now stimulate instead of merely support sales — we now motivate where once we simply served, we lead — where once we were content to follow . . . gone are the days when A&R, promotion, merchandising, sales and operations functioned independently, with total disregard for common objectives. Gone are the days of inter-departmental rivalry and petty jealousies and provincial hostility that defeated accomplishment. Disappearing, too, is the breakdown of communications which so often produced confusion and promoted insecurity."

The program at the Century Plaza also included a dinner show featuring the Grand Funk Railroad and Chicago Slim, two new Capitol acts.

Earlier, President Sal Iannucci noted that two A&R producers had already been added to the N.Y. staff. "We are dickering," he said, "with an R&B man. (Bobby Robinson has since been hired to the post). The plan calls for four producers in N.Y. instead of one . . . the N.Y. facility will be an autonomous east coast operation under the direction of Tom Morgan. Creative and administrative decisions will be made there as well as in Hollywood." As to Capitol's entrance into TV and film production, Iannucci said those projects were "imminent". "We'll enter video first, then, within two years, begin making motion pictures," he said.



'HAIR' AT LAST — At a recent buffet luncheon at the Plaza Hotel in honor of James Last, international recording artist, on the occasion of his first album release for Polydor in the United States, Jerry Schoenbaum, president of Polydor, introduced Last, his orchestra, and members of the Polydor organization. The group later toured Manhattan and attended a jazz concert in Harlem before returning to Toronto for several performances and TV appearances. Last's Polydor album, due for release sometime this week, is an interpretation of music from the Broadway hit "Hair." Shown attending the Plaza luncheon for James Last are (l. to r.): Ben Bernstein, buyer for E.J. Korvette; Claus Petermann, IMC; Last; Sid Love, sales manager for Deutsche Grammophon Records, Polydor Incorporated; and Nick Campanella, salesman for Alpha Distributors, New York.

## Uniclub Stock Is Acquired By Re-Con

NEW YORK — Re-Con Systems Corp. has acquired the stock in Uniclub, Inc., New York, a record, tape, book and hi-fi club. John R. Sibbald, and Michael A. Shaw, presidents of the respective corporations, said the purchase, which is still to be ratified by the Re-Con Board of Directors, was for an undisclosed amount of cash plus Re-Con stock on an earn-out basis.

Uniclub, a New York corporation, will operate as a wholly-owned division of Re-Con with Shaw as President. Sibbald said. Uniclub has 60,000 members in 30 different countries around the world. Sales for the last fiscal year were \$300,000. It was incorporated in New York in 1966.

Re-Con Systems Corp., whose stock is sold over-the-counter, went public last Jan. It is a company which uses the computer in matching graduating college students with employers' job requirements. Re-Con is planning an increasingly active role in the personnel systems and youth marketing areas, Mr. Sibbald said.

"We view the acquisition of Uniclub as one more planned step in an aggressive expansion of the college student and youth markets, areas of exceptional business potential," said Sibbald, Re-Con President.

Uniclub staff will move into Re-Con corporate headquarters at 342 Madison Avenue, effective immediately.

Uniclub, which started in 1966, is an outgrowth of a business Shaw began when he was a student at Brown University and was working his way through college.

He sold books and records to his classmates at a discount. Sales the first two years were \$10,000. In the next five years, after he left Brown, sales grew to the present annual rate of \$300,000.

### Club's Operation

For a life-time membership of \$5, a member of Uniclub has the privilege of buying at discount any item listed in Schwamm's Record and Harrison's Tape Catalogs and/or any best-selling book. Stereo equipment is also available through the Club membership. Uniclub specializes in high quality home entertainment. Membership in the Club entails no purchase obligation.

"Now that we are a part of Re-Con, we will expand our membership in the college and youth markets," said Shaw. "We plan to use the Re-Con campus distribution system in addition to markedly increasing our consumer advertising."

The tape market is the fastest growing area in Uniclub business, especially the cartridge and cassette recorders which can be used in homes, in cars or at the beach.

"Uniclub was one of the first to market video tape recorders to the consumer," Shaw said. "Now we are preparing for the day when video tape recorders will be a major factor in the home entertainment business."

## Edel Joins NAB Fall Schedules

NEW YORK — Herman Edel, president of the music production firm Herman Edel Associates, will join CBS's Maurie Webster and George Bartlett to speak on National Association of Broadcaster's six-city fall conference series.

Edel, who has produced Clio Award-winning commercial music for such major agencies as Young and Rubican, McCann-Erickson, Grey Advertising, and others, will speak on the topic: "How To Make Music Programming Sell More."

Fall conference schedule includes meetings at Chicago's Palmer House, Boston's Statler Hilton, the Atlanta Marriott, Dallas Marriott, Denver's Brown Palace and the Sheraton Motor Inn in Portland, Ore.



## Tape News Report

### Ampex Achieves Record 1st Qtr.

REDWOOD CITY, CAL. — The Ampex Corporation last week reported that it achieved record sales and earnings for any first quarter in its history during the three months ended August 2. William E. Roberts, president and chief executive officer, made the announcement.

Sales were \$68,558,000, up 16 percent from \$58,976,000 last year.

Net earnings after taxes totaled \$3,093,000, up 24 percent from \$2,485,000. These earnings equalled 29 cents per share on 10,814,645 average shares outstanding, up 12 percent from 26 cents per share on 9,638,457 average shares outstanding.

### Superscope's First Auto Cassette Unit

SUN VALLEY, CALIF. — Sony/Superscope last week entered the automobile cassette market by introducing the new Model 20 stereo auto player.

Primary feature of the Model 20 is its exclusive Insta-Load facility, with a push-in front loading operation that permits one-hand insertion of cassettes and requires no more driver distraction than does usage of the car's cigarette lighter. A cassette can even be inserted by "feel" without the driver taking his eyes off the road. The unit is designed to ensure a precise fit for optimum cassette retention and tape alignment, regardless how "bumpy" the ride.

"With Sony's new Insta-Load feature, the problem of driver safety with respect to cassette insertion has been completely eliminated," said Fred C. Tushinsky, vice president and director of sales for Superscope Inc. "Because precise tape alignment and cassette fit is a built-in feature, high fidelity performance is also enhanced," he added.

Another exclusive feature of the Model 20 is its 18 watt (IHF) dynamic music power output making it the most powerful automobile tape unit available.

Other features include automatic cassette ejection, which ejects a cassette when the end of the tape has been reached, and then shuts off power to the unit; a program search capability with fast-forward and rewind to permit instant location of a favored musi-



cal selection; complete compatibility with any prerecorded cassette, mono or stereo; and stereo balance, tone and volume controls.

The Sony Model 20 is compatible with any type of automobile, operating on both negative and positive ground and on any 12 volt electrical system.

Currently available from Superscope dealers, the Sony Model 20 is priced under \$119.50.

### NARM SCHEDULE

see page 10

## 19 Stereo 8's From RCA

NEW YORK — Two major Red Seal releases, a pair of Camden stereo-8's and an international release round out RCA's issue of 19 cartridges for the month of September.

Heading up the popular tapes are new sets from the Guess Who, a follow up to their successful "Wheatfield Soul" album; a second sampling from the Friends of Distinction, and new LP's by John Hartford, Floyd Cramer, Paul Anka, Ed Ames and Anthony Newley.

Titles on the pop roster will include: "Canned Wheat Packed" by the Guess Who, "Highly Distinctive" from the Friends of Distinction, the Glass Prism's debut "Poe Through the Glass Prism," "Myrth," Grapefruit's "Deep Water," "John Hartford," "Sincerely" by Paul Anka, "The Best of Floyd Cramer, Vol. 2," "The Best of Anthony Newley," "The Best of Ed Ames," Porter Wagoner's "Me & My Boys";

"Young Love" by Connie Smith and Nat Stuckey, and "Traces of Love" from Jane Morgan. Charley Pride is featured in a twin-pack of "Pride of Country Music"/"The Country Way."

Red Seal albums will be "Debut!" with Henry Mancini conducting the Philadelphia Orchestra Pops in world premieres of several Mancini compositions including an orchestral suite "Beaver Valley — '37"; and Eugene Ormandy conducting the Philadelphia Orchestra in Mahler's "Symphony No. 1 in D" (the Titan).

Camden will unveil "White Christmas" with the Living Strings and Living Voices; and a twin-pack "Living Marimbas Play Galveston"/"Living Voices Sing the Impossible Dream!"

Concluding the Sept. release will be the Latin American tape "Esta... Y Todas las Noches" by Marco Antonio Muniz.

## Capitol Skeds Country, Contemp. Tape Programs For Cassette And 8 Tracks

LOS ANGELES — Capitol Records has scheduled tape promotions for September based on Country & Western artists pointed at the contemporary music audience. A total of 28 titles will be offered on cassette and 8-track.

While the campaigns will run concurrently, each will feature special in-store merchandising and promotional materials with localized appeal, according to Hal Rothberg, merchandising manager-special markets.

The country program will be pegged to the theme: "Look Who Capitol's Corralled," and features sales aids including a barn-shaped counter bin with compartments for both cassette and 8-track product.

All titles offered, while new on cassette, were released earlier on 8-track, but melded to add emphasis to the sales programs. Too, there will be three premium titles, each featuring various artists and priced at a dollar less than the standard suggested price for cassette (\$5.98) and two dollars less than 8-track (\$6.98).

The 16 Country & Western titles are: Wynn Stewart "In Love," "It's Such a Pretty World Today," "Love's Gonna Happen to Me"; Ferlin Husky "White Fences and Evergreen Trees," "What Am I Gonna Do Now?"; Sonny James "Behind the Tear," "True Love's a Blessing," "A

World of Our Own"; Jean Shepard "Heart, We Did All That We Could"; Wanda Jackson "Reckless Love Affair"; Buck Owens & His Buckaroos "It Takes People Like You to Make People Like Me"; Buckaroos "A Night on the Town"; Merle Haggard "Sing Me Back Home," "The Legend of Bonnie & Clyde" and various artists on "Country & Western Round-Up of Stars," "Country & Western Hit-Makers."

The 12 Contemporary titles include: The Lettermen — "A Song for Young Love," "Portrait of My Love," "Spring!"; The Beach Boys — "Surtin' U.S.A.," "Beach Boys Party!"; "Shut Down, Volume II"; The Beatles — "Early Beatles," "Beatles VI," "Help!" (Soundtrack); Kingston Trio — "Best of..." (Vol. 3); Jimi Hendrix — "Get That Feeling"; Various Artists — "Hit-Makers" (Vol. 3).

## Country Product Dominates New ITCC Releases

NEW YORK — Eleven new country dominate the 29 new releases in ITCC's latest 8-track cartridge issue. Additional product coming from the firm will include a dozen pop, jazz and rock packages, one international release and four albums in the Gospel line.

Titles, categorically, include: popular packages with Gershon Kingsley's "Music to Moog By" (Audio Fidelity), "Dimensions" by the Box Tops (Bell), Elephants Memory's "Midnight Cowboy" (Buddah), Crescendo's "Rainbow After the Storm" and "Ola & the Janglers"; GWP's Dizzy Gillespie album "Soul & Salvation"; "God Bless the Red Krayola," and three albums from the 13th Floor Elevators on International Artists; Shani Wallis' "The Girl from Oliver" and Roger Williams' "Love Theme from Romeo & Juliet" both on Kapp; Hugo Winterhalter's "Your Favorite Motion Picture Music" and Xavier Cugat's "The Beautiful New Sound of Strings" on Musicor.

Gospel product features four LP's from the Lewis Family on Starday.

ITCC's new c&w product will be made up of George Jones' Musicor set "I'll Share My World with You"; three Hickory LP's, "The Best of Frank Ifield," and two Roy Acuff packages "Roy Acuff Sings" and "Famous Opry Favorites"; and a collection of Chart albums including Lynn Anderson's "Promises, Promises," "Big Girls Don't Cry," and "The Best of Lynn Anderson"; Lloyd Green's "Mr. Nashville Sound"; Junior Samples-Archie Campbell on "Bull Session at Bull Gap"; Lawanda Lindsey "Swingin' & Singing My Song" and a "Duet Country" package with various artists.

# Talent On Stage

## CROSBY, STILLS, NASH & YOUNG JONI MITCHELL

GREEK THEATRE, LOS ANGELES— "Hey, you with the spotlight — not yet!"

Those were the first words uttered by Stephen Stills, of Crosby, Stills, Nash, and Young, directly before the group's first major appearance before a live audience, at L.A.'s Greek Theatre last week. Stills' phrase, happily enough, was never further from the truth. This is a group that should be in the entertainment spotlight . . . to stay.

C, S, N & Y proved themselves to be a supergroup in almost every sense of the word. The single quality they lacked was the over-pretention and ego-infested attitude that generally heralds a new "super" accumulation of musicians.

They opened their set performing solely with acoustic guitars — no other instruments and no overbearing amplifiers. As the songs unfolded (primarily from their first Atco LP, although one of the highlights was their version of the Beatles' "Blackbird"), C, S, N & Y proved themselves to be more a co-op than what one normally envisions as a group. Different numbers spotlighted different members; some with just Crosby and Stills, others with Crosby and Nash and one with just Stills. As one of them spotlighted, the others either provided soft accompaniment (instrumentally and in scat harmonies) or left the stage.

Then Neil Young, the newest member of the group jokingly referred to as "the world's most lyrical law firm" (Nash, with tongue-in-cheek, preferred

to call it "Music From Big Ego"), emerged and added his steady guitar and strong vocals. It was a perfect complement to the rich harmonies of the rest of the group.

The band switched to electric instrumentation next (adding bassist Greg Reeves and drummer Dallas Taylor) and performed some frenzied renditions of other cuts from the album along with some somewhat unspectacular new material. Throughout the set, there were no long solos or unnecessarily-drawn out instrumental passages; it was the kind of "one for all, all for one" spirit that's lacking in so many of today's groups.

The set ended with Joni Mitchell, who opened the show with an hour to herself, returning to join C, S, N & Y in a highly revivalistic version of Dino Valente's "Let's Get Together," immediately getting the entire crowd (much younger, incidentally, than the usual Greek Theatre audience) into a moving sing-along.

Miss Mitchell's set was as entrancingly beautiful as one would have expected from listening to her recordings. Accompanying herself on guitar and, later, piano, she spun a beautiful and poignant lyrical web; from her show-stopping acappella on "The Fiddle and the Drum" to rousing renditions of her twin hits "Both Sides Now" and "Chelsea Morning."

It was, all-in-all, one of the most listenably-entertaining concerts presented locally in quite some time.

p.s.

## THELMA HOUSTON HINES, HINES & DAD

ROYAL BOX, NYC — Like a cigarette commercial, Miss Thelma Houston has "come a long way" since she first played New York, and that was only a few months ago. At that time, Thelma was the new Jim Webb find; now she's the guest attraction who's tearing up the Americana's nitery with Hines, Hines & Dad.

The pairing of these two disparate acts is rather like that which greeted Madison Gardeners who were shaken by the teaming of Herb Alpert with the Checkmates, Ltd. One is sheer entertainment; the other is positive-power and majesty in rhythm and contemporary delight.

Completely relaxed in her manner, Miss Houston just opens her mouth, her throat and her heart with emotional and musical tremors that are absolutely shattering. She not only handles Jim Webb material with a phrasing and expression that makes it doubly communicative and understandable; but she has become an instrument by which Webb can expand his own ideas (as with material such as "Cheap Lovin'"). In her Dunhill

lp, "Sunshower," Miss Houston reflects Webb as Dionne Warwick does Burt Bacharach. On stage, though, she is her own woman, expanding on "Didn't We," "Everybody Gets to Go to the Moon" and other LP selections and climbing into non-Webb material such as "Aquarius" or "Gentle on My Mind" to show confidently what she can do with songs more familiar to the 25 years and over viewers.

The amazement is Thelma, and Miss Houston is a "Sunshower."

Hines, Hines and Dad, on the other hand, are a totally different act. Judged on the same scale as their co-billed Royal Box mate, they lack the vocal electricity to compete; but theirs is a special charm that gives them the top billing.

For the duo, on stage, and Dad drumming through most of the act, the show's the thing — and a marvellous thing indeed. Comedy, audience participation, spectacular dancing and singing in the nostalgia bag are their forte; and they've got their own thing down so pat that it is really a pity it can't be captured on records.

## SPOOKY TOOTH

SALVATION, N.Y. — Once the 'in' disko in N.Y., Salvation has fallen prey to the whims of the jet set (as do all such clubs) and is seeing hard times. To try and recapture its former glory, the downtown club has begun experimenting with a live music policy, and, surprisingly, the club is one of the most comfortable rock emporiums we've experienced. Built in the multi-level style of an amphi-theatre, overflowing with soft cushions, Salvation lets the listener escape into his mind, untroubled by the usual hustle and bustle of a night club. The new policy seemed favorable to the patrons, for Spooky Tooth drew a capacity turnout.

A&M's Spooky Tooth, a five-man Anglo-American venture, is on the verge of stardom, with only the push of a mild hit single needed to send them soaring to the stratosphere. In addition to a fine lead guitar player in Luther Grovesenor (who's overcome

his tendency to emulate Eric Clapton), the group has two outstanding vocalists in organist Gary Wright and pianist Mike Harrison. In fact, it's the almost riff-like vocal interchanges between Wright and Harrison that give the group its unique flavoring.

Spooky's set consisted of material off their first album (on Bell) and their currently-charted "Spooky Two" LP (on A&M), plus an unreleased original which will be part of an electronic LP, currently in production. "Evil Woman" was the highlight of the set, but plaudits should also go to their non-hack treatment of the Bee Gees "New York Mining Disaster 1941" and their own "Sunshine Help Me." Spooky Tooth is loud without being obnoxious, violent without being tasteless, and together without being stale. How sweet it is.

a.r.

## SPIRIT TEN YEARS AFTER JOHN MAYALL

THE ROSE PALACE, LOS ANGELES The general idea of audiences demanding new and original material each time they see their favorite groups perform is quickly fading into pop oblivion. At least, this was the case last weekend at The Rose Palace, as capacity crowds were enthralled by the musical tightness of Spirit, Ten Years After, and John Mayall; all who played sets largely composed of their past "hits", but performed with the utmost of enthusiasm and taste.

Spirit, led by the guitar virtuosity of Randy California, is still probing that thin barrier that divides the idioms of jazz and rock, essentially utilizing jazz techniques to slice some of the inherent rawness out of rock. It succeeds quite well, particularly on such numbers as "Fresh Garbage" and "Mechanical World", where drummer Ed Cassidy's delicate brush work mixed perfectly with the weaving patterns of California's guitar, employing tastes of fuzztone and tapeloop echo to its best effect. Although these numbers were remnants of the group's first Ode album, the enthusiasm and instrumental bridgework they employed made them well worth listening to again.

Alvin Lee still dominates the sound

of Ten Years After, his staccato bursts of guitar imitating the heavy beat of Al Kooper's "I Can't Keep From Crying, Sometimes" and Lee's own, "Help Me". Ten Years After would seem to be one of the strongest instrumental groups going, particularly evidenced by an impressive counterpoint duel Lee had with his bassist, Leo Lyons, as the organ faded out and drumming was confined to mere punctuation midway through the upbeat "I'm Going Home". Like Spirit, Lee employs a lot of his earlier material in his sets, but the overall effect, judging by crowd reaction (they stormed the stage en masse on hearing the first familiar chords of "Spoonful"), was just as powerful.

Through a mixup in booking, Polydor's John Mayall showed up without the rest of his new group and ended up being backed by Ten Years After, minus Alvin Lee. The set was actually a musical regression for Mayall, as he stuck exclusively to the genre of 12-bar blues and performed cuts largely from his early albums. The audience didn't seem to mind, however, as bobbing heads and tapping feet were permanent fixtures throughout his performance.

## RICK NELSON

BITTER END, N.Y. — The great rock and roll revival is upon us and the entire business seems caught in its web. The recent Elvis special (and the King's powerhouse Las Vegas opening); N.Y. appearances by the Everly Brothers, Jerry Lee Lewis, Little Richard and Chuck Berry (with Fats Domino coming to the Fillmore in two weeks); disk revivals of those 1950 oldies; Sha Na Na; the Beatles' recent work; and numerous other journeys into the past are all indicative of this trend. The musical validity of all these events precludes their being referred to as nostalgia, but it is inevitable that a wave of 1950's nostalgia should soon follow. (Maybe re-runs of the original American Bandstand show?)

Rick Nelson is almost a step in that direction, but he just manages to stay on the edge of the border separating validity from nostalgia. Rick might almost be called the first Monkee, a made-to-order star through the medium of television (we found ourselves casting furtive glances around the Greenwich Village coffeehouse expecting to find the ever-present faces of Ozzie and Harriet, cheering their son on) but if we did that it would be with the kindest intentions. For like almost all of our peers, we grew up with Rick Nelson and he is still that good looking kid from next door, making his way in the hard game of show business. We can't help but admire his spunk and cheer him on to success.

What Rick Nelson is offering the customers is not the heavy soul of Elvis or the tight harmonies of the Everly Brothers, but a form of good clean fun rarely available (or accept-

able) to the younger generation, but most certainly welcome. His oldies do stir up pleasant memories of the past, but some of the material, most notably "Travelin' Man," "My Bucket's Got A Hole In It" and "Believe What You Say" stands on its own merits. Randy Meizner's free-flowing bass lines and the harmonies contributed by Meizner and lead guitarist Alan Kemp add just the right touch of today, without becoming lost in the search for tomorrow. Pat Shanahan on drums and Rick himself on rhythm guitar round out the instrumental sound.

As for the new material in the act, Randy Newman's "I Think It's Gonna Rain Today" got an outstanding rendition, and while we cannot find fault with Rick's treatment of Dylan's "Tonight I'll Be Staying Here With You" or Tim Hardin's "Lady Came From Baltimore," we took exception to his use of Dylan's "I Shall Be Released" and Hardin's "Red Balloon." Both these songs require a certain sensitivity and perspective which the artist has not yet attained (few artists have). A minor objection, in any case, which should not overshadow the return of a highly enjoyable performer.

Nanette Natal, a newcomer to the singer/performer ranks (she's signed to Vanguard) opened the show and displayed one of the clearest, most professional voices we've ever heard at the club. Although we were not overcome by her self-penned material, Miss Natal has the goods to become an important interpreter of today's sounds.

a.r.

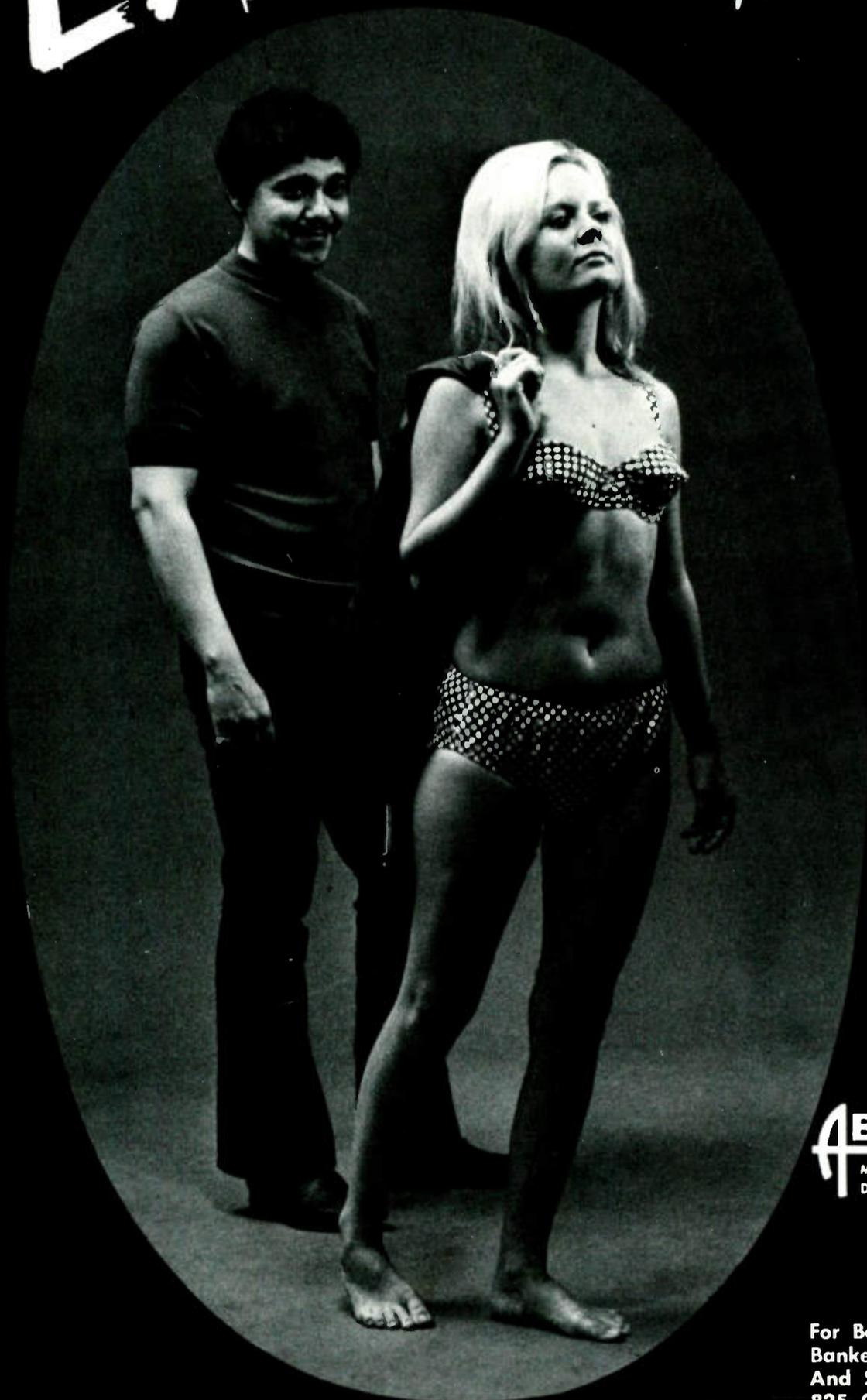


Orpheus Plants  
Musical Seed  
In Sculpture Garden

MGM recording group Orpheus here seen at their recent sell-out SRO concert at the Museum of Modern Art in New York City. Left to right, bassist Eric Gulliksen, guitarist Bruce Arnold, drummer Harry Sandler, and guitarist Jack McKenes, currently on the charts with their single, "Can't Find The Time."

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# GLEN CAMPBELL

## "LIVE"

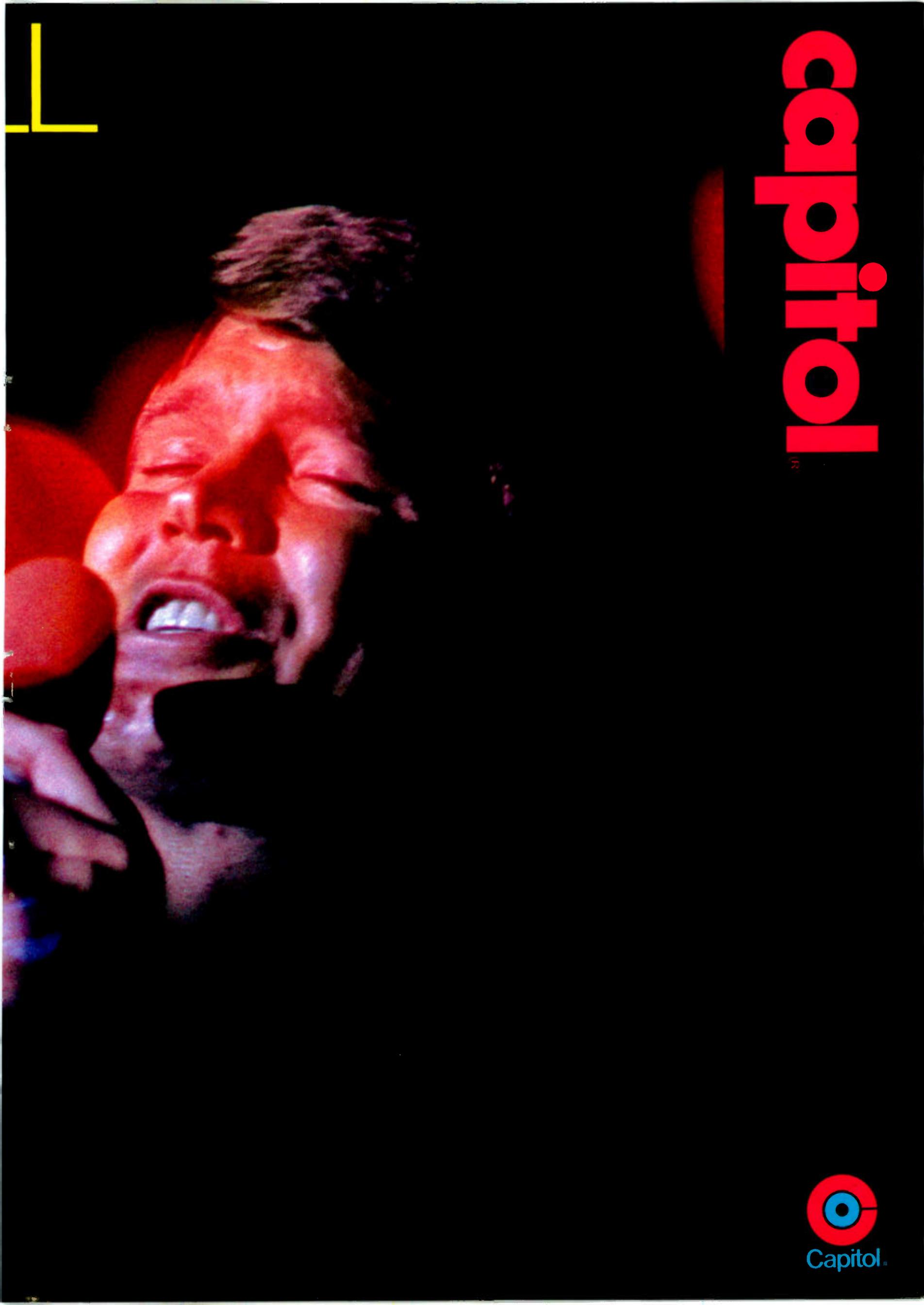
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# Vital Statistics

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

## \*New To The Top 100

**#1 HONKY TONK WOMEN (3:03)**  
**Rolling Stones-Columbia 910**  
539 W 25 St. NYC  
PROD: Jimmy Miller, London England  
PUB: Gideon BMI c/o Allen Klein 1700 Bway, NYC.  
WRITERS: Jagger Richards  
ARR: Rolling Stones  
FLIP: You Can't Always Get What You Want

**#2 A BOY NAMED SUE (3:40)**  
**Johnny Cash-Columbia 44944**  
51 W 52 Street, NYC  
PROD: Bob Johnston c/o Columbia  
PUB: Evil Eye BMI  
WRITER: S. Silverstein FLIP: San Quentin

**#3 SUGAR SUGAR (2:48)**  
**Archies-Calendar 1008**  
1133 Ave of the Americas, NYC.  
PROD: Jeff Barry 729 7th Ave, NYC  
PUB: Don Kirshner BMI 655 Madison Ave, NYC.  
WRITERS: Barry Kim  
FLIP: Melody Hill

**#4 GREEN RIVER (2:31)**  
**Creedence Clearwater Revival-Fantasy 625**  
1281 30th St. Oakland, Calif.  
PROD: John Fogerty c/o Fantasy  
PUB: Jondora BMI c/o Fantasy  
WRITER: J. Fogerty ARR: J. Fogerty  
FLIP: Commotion

**#5 GET TOGETHER (4:37)**  
**Youngbloods-RCA 9752**  
1133 Ave of the Americas, NYC.  
PROD: Felix Poppalardi for BSM-161 W 54 St. NYC.  
PUB: Irving BMI 1416 N La Brea Ave., L.A. Cal.  
WRITER: Chet Powers FLIP: Beautiful

**#6 PUT A LITTLE LOVE IN YOUR HEART**  
**Jackie DeShannon-Imperial 66385**  
6920 Sunset Blvd. L.A. Calif.  
PROD: V.M.E. 54 E. Colorado Blvd. Pasadena Cal.  
PUB: Unart BMI 729 7th Ave, NYC  
WRITERS: J. DeShannon-Jimmy Holiday-Randy Myers  
ARR: V.M.E.-J. Langford FLIP: Always Together

**#7 SWEET CAROLINE (2:50)**  
**Neil Diamond-UNI 55136**  
8255 Sunset Blvd. L.A. Calif.  
PROD: Tommy Cogbill-Tom Catalano-Neil Diamond  
c/o Amer Rec. Studios, 827 Thomas St.  
Memphis, Tenn.  
PUB: Stone Bridge BMI  
c/o Pryor Braun Cashman Sherman 437 Mad. Av. NYC.  
WRITER: Neil Diamond ARR: Chas Callelo  
FLIP: Dig In

**#8 LAY LAOY LAY (3:20)**  
**Bob Dylan-Columbia 44926**  
51 West 52nd Street, NYC  
PROD: Bob Johnston c/o Columbia  
PUB: Big Sky ASCAP P.O. Bx 27 Prince St. Sta. NYC  
WRITER: B. Dylan FLIP: Peggy Day

**#9 EASY TO BE HARD (3:10)**  
**3 Oog Night-Ounhill 4203**  
449 S Beverly Dr. Bev. Hills, Calif.  
PROD: Gabriel Mekler c/o Dunhill  
PUB: United Artists ASCAP 729 7th Ave, NYC.  
WRITERS: G. McDermot-J. Rado-G. Ragne  
FLIP: Dreaming Isn't Good For You

**#10 I CAN'T GET NEXT TO YOU (2:53)**  
**Temptations-Gordy 7093**  
2457 Woodward Ave, Detroit, Mich.  
PROD: Norman Whitfield c/o Gordy  
PUB: Jobete BMI (same address)  
WRITERS: Whitfield-Strong FLIP: Running Away

**#11 LAUGHING (2:44)**  
**Guess Who-RCA 0195**  
1133 Ave of the Americas, NYC.  
PROD: Jack Richardson c/o Numbus 9  
131 Hazelton Ave Toronto, Canada  
PUB: Dunbar BMI 1650 Bway, NYC.  
WRITERS: Bachman-Cummings FLIP: Undun

**#12 GO WAIT A MILLION YEARS (2:35)**  
**Grass Roots-Ounhill 4189**  
449 S. Beverly Dr., Bev. Hills, Calif.  
PROD: Steve Barri c/o Dunhill  
PUB: Teeny-Bopper ASCAP  
932 N. Larabee, L.A. Calif.  
WRITERS: Gary Zekley-M. Bottler  
ARR: Jimmi Haskell FLIP: Fly Me To Havana

**#13 SOUL OEEP (2:25)**  
**Box Tops-Mala 12040**  
1776 Bway, NYC  
PROD: Tommy Cogbill-Chips Moman  
827 Thomas St. Memphis, Tenn.  
PUB: Earl Barton BMI  
1121 S. Glenstone, Springfield, Mo.  
WRITERS: Wayne Carson-Thompson  
FLIP: (The) Happy Song

**#14 I'LL NEVER FALL IN LOVE AGAIN (2:55)**  
**Tom Jones-Parrot 40018**  
539 W 25 St. NYC  
PROD: Peter Sullivan c/o EMI  
Hayes Middlesex London W1 England  
PUB: TRO-Hollis BMI 10 Col. Circle, NYC.  
WRITERS: Donegan-Currie  
FLIP: Once Upon A Time

**#15 THIS GIRL IS A WOMAN (3:09)**  
**Gary Puckett & Union Gap-Columbia 44967**  
51 W 52 Street, NYC  
PROD: Dick Glasser 6760 Hill Pk Dr. L.A. Cal.  
PUB: Three Bridges ASCAP 110 W 57 St. NYC.  
WRITERS: V. Milrose-A. Bernstein  
ARR: Ernie Freeman FLIP: His Other Woman

**#16 JEAN (3:11)**  
**Oliver-Crewe 334**  
1841 Bway, NYC  
PROD: Bob Crewe (same address)  
PUB: 20th Century ASCAP 444 W 56 St. NYC.  
WRITER: Rod McKuen  
ARR: Hutch Davie  
FLIP: The Arrangement

**#17 HURT SO BAD (2:18)**  
**Lettermen-Capitol 2482**  
1750 N. Vine, L.A. Calif.  
PROD: Al DeLory c/o Capitol  
PUB: Vogue BMI 244 Wilshire Blvd. Santa Monica, Calif.  
WRITERS: Teddy Randazzo Bobby Hart Bobby Wilding  
ARR: Mort Garson FLIP: Catch The Wind

**#18 MOVE OVER (3:07)**  
**Steppenwolf-Ounhill 4205**  
449 S Beverly Dr. Bev. Hills, Calif.  
PROD: Gabriel Mekler c/o Dunhill  
PUB: Trousdale BMI (same address)  
WRITERS: John Kaye G. Mekler  
FLIP: Power Play

**#19 BIRTHDAY (2:42)**  
**Underground Sunshine-Intrepid 75002**  
1650 Bway, NYC  
PROD: Underground Sunshine  
c/o John Little, Madison, Wisc.  
PUB: MacLen BMI 1780 Bway, NYC  
WRITERS: Lennon-McCartney  
FLIP: All I Want Is You

**#20 KEEM-O-SABE (2:07)**  
**Electric Indian-United Artists 50563**  
729 7th Ave, NYC  
PROD: Len Barry c/o U.A.  
PUB: U.A. ASCAP (same address)  
Binn ASCAP 257 Bayard Rd. Upper Darby, Pa  
Elaine ASCAP  
WRITERS: B. Barisoff B. Binnick  
ARR: Tom Sellers FLIP: Broad Street

**#21 SHARE YOUR LOVE WITH ME (3:16)**  
**Aretha Franklin-Atlantic 2650**  
1841 Bway, NYC  
PROD: Jerry Wexler Tom Dowd Arif Mardin  
c/o Atlantic  
PUB: Don BMI 2809 Erastus St. Houston, Tex  
WRITERS: D. Malone A. Bragg  
FLIP: Pledging My Love/The Clock

**#22 WHEN I OIE (3:20)**  
**Motherlode-Buddah 131**  
1650 Bway, NYC  
PROD: Mort Ross-Doug Riley  
31 Prince Arthur Ave, Toronto, Canada  
PUB: Modo BMI c/o Allouett 1650 Bway, NYC  
WRITERS: Kennedy Smith FLIP: Hard Life

**#23 OH WHAT A NIGHT (4:02)**  
**Oells-Cadet 5649**  
320 E 21 St. Chicago, Ill.  
PROD: Bobby Miller c/o Cadet  
PUB: Conrad BMI 1619 Bway, NYC  
WRITERS: Junior & Funches  
ARR: Chas Stepany  
FLIP: Believe Me

**#24 EVERYBODY TALKIN' (2:43)**  
**Nilsson-RCA 9544**  
1133 Ave of the Americas, NYC.  
PROD: Rick Jarrard c/o RCA  
PUB: Cocanut Grove BMI-Thrd Story BMI  
5455 Wilshire Blvd. L.A. Calif.  
WRITER: Neil ARR: Gerge Tipton  
FLIP: Don't Leave Me

**#25 WORKING ON A GROOVY THING (3:09)**  
**5th Dimension-Soul City 776**  
6920 Sunset Blvd. L.A. Calif.  
PROD: Bones Howe 8833 Sunset Blvd. L.A. Calif.  
PUB: Screen Gems/Columbia BMI 771 5th Ave, NYC  
WRITERS: Neil Sedaka-Roger Atkins  
ARR: Bob Alcivar Bill Holman-Bones Howe  
FLIP: Broken Wing Bird

**#26 YOUR GOOD THING (2:51)**  
**LOU RAWLS-Capitol 2550**  
1750 N. Vine, L.A. Calif.  
PROD: Dave Axelrod c/o Capitol  
PUB: East BMI 926 E. McLemore, Memphis, Tenn.  
WRITERS: Issac Hayes David Porter  
FLIP: Season Of The Witch

**#27 NITTY GRITTY (2:59)**  
**Gladys Knight & Pips-Soul 35063**  
2457 Woodward Ave, Detroit, Mich.  
PROD: Norman Whitfield c/o Soul  
PUB: Al Gallico BMI 101 W 55 St. NYC  
WRITER: Lincoln Chase  
FLIP: Got Myself A Good Man

**#28 BARABA JAGAL (3:30)**  
**Oonovan-Epic 10510**  
51 West 52 Street, NYC  
PROD: Mickie Most 101 Dean St. London, Eng  
PUB: Peer Int'l BMI 1619 Bway, NYC  
WRITER: D. Leitch FLIP: Trudi

**#29 HOT FUN IN THE SUMMERTIME (2:37)**  
**Sly & The Family Stone-Epic 10497**  
51 W 52 Street, NYC  
PROD: Sly Stone for Stone Flower  
700 Urbano, San Francisco, Calif.  
PUB: Stone Flower BMI (same address)  
WRITER: S. Stewart FLIP: Fun

**#30 YOU SEE HER EYES (2:47)**  
**Illusions-Steed 718**  
729 7th Ave, NYC  
PROD: Jeff Barry c/o Steed  
PUB: Unart BMI (same address)  
WRITER: Barry FLIP: Falling In Love

**#31 THAT'S THE WAY LOVE IS (3:15)**  
**Marvin Gaye-Tamla 54185**  
2457 Woodward Ave., Detroit, Mich.  
PROD: Norman Whitfield c/o Tamla  
PUB: Jobete BMI (same address)  
WRITERS: N. Whitfield-B. Strong  
ARR: Wade Marcus-Paul Riser  
FLIP: Gonna Keep On Tryin' Till I Win Your Love

**#32 POLK SALAO ANNIE (3:37)**  
**Tony Joe White-Monument 1104**  
530 W. Main St. Hendersonville, Tenn.  
PROD: Billy Swan c/o Monument  
PUB: Combine (same address)  
WRITER: Tony Joe White FLIP: Aspen Colorado

**#33 IN THE YEAR 2525 (3:15)**  
**Zager & Evans-RCA 4174**  
1133 Ave of the Americas, NYC  
PROD: Zager & Evans c/o Mgt 3 Ltd 136 E 55 St. NYC.  
PUB: Zelad BMI  
WRITERS=Evans FLIP: Little Kids

**#34 GIVE PEACE A CHANCE (4:49)**  
**Plastic Ono Band-Apple 1809**  
c/o MacLen 1780 Bway, NYC  
PROD: John & Yoko c/o Apple  
PUB: MacLen BMI (same address)  
WRITERS: Lennon McCartney FLIP: Remember Love

**#35 CRYSTAL BLUE PERSUASION (3:45)**  
**Tommy James & Shondells-Roulette 7050**  
17 West 60 Street, NYC  
PROD: T. James-R. Cordell c/o Roulet.e  
PUB: Big 7 BMI (same address)  
WRITERS: Y. James-M. Vale FLIP: I'm Alive

**#36 RUBY DON'T TAKE YOUR LOVE TO TOWN (2:52)**  
**Ken Rogers & First Edition-Reprise 0829**  
4000 Warner Blvd., Burbank, Calif.  
PROD: Jimmy Bowen c/o Amos 6565 Sunset Blvd  
L.A. Calif.  
PUB: Cedarwood BMI 815 16th Ave S. Nashville, Tenn.  
WRITER: Mel Tillis ARR: Glen D. Hardin  
FLIP: Girl Get A Hold Of Yourself

**#37 MARRAKESH EXPRESS (2:35)**  
**Crosby-Stills & Nash-Atlantic 2652**  
1841 Bway, NYC  
PROD: Stephen Stills David Crosby-Graham Nash  
c/o Atlantic  
PUB: Siquomb BMI 55 Liberty St. NYC  
WRITER: G. Nash FLIP: Helplessly Hoping

**#38 MY CHERIE AMOUR (2:50)**  
**Stevie Wonder-Tamla 54180**  
2457 Woodward Ave, Detroit, Mich.  
PROD: Hank Cosby c/o Tamla  
PUB: Jobete BMI (same address)  
WRITERS: Hank Cosby Stevie Wonder-Sylvia Moy  
FLIP: I Don't Know Why I Love You

**#39 LITTLE WOMAN (2:22)**  
**Bobby Sherman-Metromedia 121**  
1700 Bway, NYC  
PROD: Jackie Mills Of Wednesday's Child Prod  
PUB: Green Apple BMI  
6430 Sunset Blvd. L.A. Calif.  
WRITER: D. Janssen ARR: Al Capps  
FLIP: One Too Many Mornings

**#40 NOBODY BUT YOU BABE (2:46)**  
**Clarence Reid-Alston 4574**  
1841 Bway, NYC  
PROD: Brad Shapiro-Steve Alaimo c/o Alston  
PUB: Sherlyn BMI 495 S.E. 10th Ct. Hialeah, Fla.  
WRITERS: Reid-Clarke ARR: The Zoo  
FLIP: Send Me Back My Money

**#41 WHAT'S THE USE OF BREAKING UP (2:36)**  
**Jerry Butler-Mercury 72960**  
35 E. Wacker Dr. Chicago, Ill.  
PROD: Gamble Huff 250 S. Broad St. Phila, Pa  
PUB: Assorted BMI c/o Gamble Huff  
Parabut BMI 1501 Bway, NYC  
WRITERS: Gamble-Bell-Butler  
ARR: Martin-Bell FLIP: A Brand New Me

**#42 COMMOTION (2:37)**  
**Creedence Clearwater Revival-Fantasy 625**  
1281 30th St. Oakland, Calif.  
PROD: John Fogerty c/o Fantasy  
PUB: Jondora BMI (same address)  
WRITER: J. Fogerty ARR: J. Fogerty  
FLIP: Green River

**#43 WHAT KIND OF A FOOL DO YOU THINK I AM (2:13)**  
**Bill Oeal & Rondells-Heritage 817**  
1855 Bway, NYC  
PROD: A. Jerry Ross Prod. c/o Heritage  
PUB: Low Twi-BMI P.O. Bx 9687 Atlanta, Ga  
WRITER: Ray Whitley  
FLIP: Are You Ready For This

**#44 I'M A BETTER MAN (2:50)**  
**Engelbert Humperdinck-Parrot 40040**  
539 W 25 Street NYC  
PROD: Peter Sullivan c/o Decca Ltd.  
9 Albert Embankment, London, Eng  
PUB: Blue Seas ASCAP Jac ASCAP  
c/o Fred E. Ahlert Jr. 15 W 48th NYC.  
WRITERS: Bacharach-David  
FLIP: Cafe (Casa Hai Messo-Nel Caffee)

**#45 BABY I LOVE YOU (2:56)**  
**Andy Kim-Steed 716**  
300 East 74 Street, NYC  
PROD: Jeff Barry c/o Steed  
PUB: Trio BMI 1619 Bway, NYC.  
Mother Bertha BMI 9130 Sunset Blvd. L.A. Cal  
WRITERS: J. Barry-E. Greenwich-P. Spector  
FLIP: Gee Girl

**#46 CHOICE OF COLORS (3:18)**  
**Impressions-Curtom 1943**  
c/o Buddah 1650 Bway, NYC  
PROD: Curtis Mayfield  
8543 Stoney Island Ave., Chicago, Ill.  
PUB: Camad BMI c/o Curtis Mayfield  
WRITER: C. Mayfield  
ARR: D. Hathaway J. Pate FLIP: Mighty Mighty

**#47 I'M GONNA MAKE YOU MINE (2:41)**  
**Lou Christie-Buddah 116**  
1650 Bway, NYC  
PROD: Progressive Media 300 W 55 St. NYC  
PUB: Pocket Full Of Tunes BMI  
39 W 55 St. NYC WRITER: Tony Romeo  
ARR: Stan Vincent FLIP: I'm Gonna Get Married

**#48 YOU GOT YOURS & I'LL GET MINE (3:06)**  
**Oeltonics-Philly Groove 157**  
c/o Bell Records, 1776 Bway, NYC.  
PROD: Stan & Bell 285 S. 52nd St. Phila, Pa  
PUB: Nickel Sho BMI c/o Stan & Bell  
WRITERS: T. Bell W. Hart  
ARR: Thom Bell  
FLIP: Loving Him

**#49 IN A MOMENT (2:50)**  
**Intrigues-Yew 1001**  
250 West 57 Street, NYC  
PROD: Martin-Bell c/o Yew  
PUB: Odum Neiburg BMI  
WRITERS: Odum Neiburg  
FLIP: Scotchman Rock

**#50 IT'S GETTING BETTER (2:56)**  
**Mama Cass-Ounhill 4195**  
449 S Beverly Drive, Bev. Hills, Calif.  
PROD: Steve Barri c/o Dunhill  
PUB: Screen Gems/Columbia BMI  
711 5th Ave, NYC  
WRITERS: Barry Moon-Cynthia Weil  
ARR: Jimmie Haskell FLIP: Who's To Blame

**#51 SING A SIMPLE SONG OF FREEDOM (3:49)**  
**Tim Hardin-Columbia 44920**  
51 W 52 Street, NYC  
PROD: Gary Klein for Koppelman-Rubin  
1650 Bway, NYC  
PUB: T. M. BMI 1619 Bway, NYC.  
WRITER: B. Darin ARR: Paul Harris  
FLIP: Question Of Birth

**#52 CARRY ME BACK (2:50)**  
**Rascals-Atlantic 2664**  
1841 Bway NYC  
PROD: Rascals in Coop with Arif Mardin  
c/o Atlantic  
PUB: Siacsar ASCAP 444 Mad. Ave NYC.  
WRITER: F. Cavaliere FLIP: Real Thing

**#53 I'M FREE (2:39)**  
**The Who-Occa 732519**  
445 Park Ave, NYC  
PROD: Kit Lambert Chris Stamp  
58 Old Compton St. London 1 Eng  
PUB: Track BMI 260 W 23 St. NYC.  
WRITER: Peter Townshend  
FLIP: We're Not Gonna Take It

**#54 JACK & JILL (2:31)**  
**Tommy Roe-ABC 11229**  
1330 Ave of the Americas, NYC  
PROD: Steve Barri c/o ABC  
449 S Beverly Dr. L.A. Calif.  
PUB: Low-Twi BMI P.O. Bx 9687 Atlanta, Ga.  
WRITERS: T. Roe-F. Weller  
ARR: Jimmie Haskell FLIP: Tip Toe Tina

**#55 MUOOY MISSISSIPPI LINE (2:41)**  
**Bobby Goldsboro-U.A. 50565**  
729 7th Ave, NYC  
PROD: Bob Montgomery-B. Goldsboro  
c/o U.A. Nashville, Tenn.  
PUB: Detail BMI 729 7th Ave, NYC.  
WRITER: B. Goldsboro  
ARR: Don Tweedy  
FLIP: Richer Man Than I

**#56 OOO'S & ENOS (3:21)**  
**Dionne Warwick-Scepter 12256**  
254 W 54 St. NYC.  
PROD: Bacharach-David  
c/o Fred E. Ahlert Jr. 15 E. 48 St. NYC.  
PUB: Blue Seas ASCAP/Jac-ASCAP  
c/o Fred E. Ahlert Jr.  
WRITERS: Burt Bacharach-Hal David  
ARR: Burt Bacharach  
FLIP: As Long As There's An Apple Tree

**#57 OUT OF SIGHT, OUT OF MIND (2:38)**  
**Anthony & Imperials-U.A. 50552**  
729 7th Ave, NYC.  
PROD: Bob Skaff-Geo. Butler-Anthony & Imperials  
c/o U.A.  
PUB: Nom BMI 17 W 60th St. NYC  
WRITERS: I. J. Hunter-C. Otis ARR: Horace Ott  
FLIP: Summers Coming In

**#58 OAOOY'S LITTLE MAN (3:59)**  
**O.C. Smith-Columbia 44948**  
51 West 52 Street, NYC  
PROD: Jerry Fuller c/o Columbia  
PUB: B&B BMI P.O. Bx 7816 Detroit, Mich.  
WRITER: Mac "Scott" Davis ARR: H.B. Barnum  
FLIP: If I Leave You Now

**#59 LOWOOWN POPCORN (2:47)**  
**James Brown-King 6250**  
1540 Brewster Ave., Cinn. Ohio  
PROD: James Brown (same address)  
PUB: Golo BMI (same address)  
WRITER: James Brown FLIP: Top Of The Stack

**#60 MAYBE THE RAIN WILL FALL (2:34)**  
**Cascades-UNI 55152**  
8255 Sunset Blvd. L.A. Calif.  
PROD: Andy D. DiMartino c/o UNI  
PUB: Tupco BMI  
WRITER: C. Storie  
ARR: A. D. DiMartino  
FLIP: Naggin Cries

**#61 ANO THAT REMINOS ME (3:25)**  
**Four Seasons-Crewe 333**  
1841 Bway, NYC  
PROD: Bob Crewe-Bob Gaudio (same address)  
PUB: Symphony House ASCAP  
Taventzien Strasse, Berlin W. Germany  
WRITERS: Stillman-Bargoni  
FLIP: The Singles Game

**#62 I COULD NEVER BE PRESIDENT (2:33)**  
**Johnny Taylor-Stax 0046**  
126 E. McLemore Ave, Memphis, Tenn.  
PROD: Don Davis c/o Stax  
PUB: East Memphis BMI 1501 Bway, NYC  
WRITERS: We Three  
FLIP: It's Amazing

**#63 I OOO (2:57)**  
**Moments-Stang 5005**  
106 W Palisades Av. Englewood, N.J.  
PROD: Sylvia-Edmonds-Ruffin (same address)  
PUB: Gambi BMI (same address)  
WRITER: K. Ruffin  
FLIP: Pocket Full Of Heartbreaks

**#64 BLACK BERRIES Pt. 1 (3:20)**  
**Isley Bros-T-Neck 906**  
1650 Bway, NYC  
PROD: R. Isley O. Isley & R. Isley  
c/o Buddah 1650 Bway, NYC  
PUB: Triple 3 BMI 1617 C St. Sparks, Nev  
WRITERS: R. O. & R. Isley  
FLIP: Black Berries Pt. 2

**#65 DON'T FORGET TO REMEMBER (3:27)**  
**Bee Gees-Atco 6702**  
1841 Bway NYC  
PROD: Robt. Stigwood & Bros. Gibb  
Sutherland House, Argyle St.  
London W2, England  
PUB: Casserole BMI 221 W 57 St. NYC  
WRITERS: B. & M. Gibb FLIP: The Lord

**#66 NO ONE FOR ME TO TURN TO (2:20)**  
**Spiral Starecase-Columbia 44924**  
51 West 52 Street, NYC  
PROD: Sonny Knight c/o Columbia  
PUB: Spiral BMI 241 Sands Ave. Las Vegas, Nev  
WRITER: P. Upton ARR: Al Capps  
FLIP: Sweet Little Thing

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# Looking Ahead

- |   |   |   |   |
|---|---|---|---|
| <p><b>1 ANYWAY THAT YOU WANT ME</b><br/>(Blackwood — BMI)<br/>Evie Sands (A&amp;M 1090)</p> <p><b>2 WHO DO YOU LOVE</b><br/>(ARC — BMI)<br/>Quicksilver Messenger Service (Capitol 2557)</p> <p><b>3 HARLAN COUNTY</b><br/>(Ishmael Hansome/Jim Ford — BMI)<br/>Jim Ford (Sundown 115)</p> <p><b>4 WALK ON BY</b><br/>(Blue Seas/Jac — ASCAP)<br/>Issac Hayes (Enterprise 9003)</p> <p><b>5 SOMETHING IN THE AIR</b><br/>(Track — BMI)<br/>Thunderclap Newman (Track 2656)</p> <p><b>6 MACARTHUR PARK</b><br/>(Canopy — ASCAP)<br/>Waylon Jennings (RCA 0210)</p> <p><b>7 I'LL BET YOU</b><br/>(Jobete — BMI)<br/>Funkadelic (West Bound 150)</p> <p><b>8 I WANT YOU TO KNOW</b><br/>(New Colony — BMI)<br/>New Colony Six (Mercury 72961)</p> <p><b>9 TRUE I'M GONNA MISS YOU</b><br/>(Regent — BMI)<br/>Carolyn Franklin (RCA 0188)</p> <p><b>10 GREEN ONIONS</b><br/>(U.A. — ASCAP)<br/>Dick Hyman (Command 4129)</p> <p><b>11 HELPLESS</b><br/>(DAKAR/BRC — BMI)<br/>Jackie Wilson (Brunswick 55418)</p> <p><b>12 COLOR OF MY LOVE</b><br/>(unpublished — King)<br/>Jefferson (Decca 32501)</p> | <p><b>13 MY BALLOON'S GONE UP</b><br/>(Assorted — BMI)</p> <p><b>14 I LOVE YOU</b><br/>(DAKAR BRC — BMI)<br/>Eddie Holman (ABC 11149)</p> <p><b>15 MOONLIGHT SONATA</b><br/>(Southdale Music Corp. — ASCAP)<br/>Henry Mancini (RCA 0212)</p> <p><b>16 HEIGHTY-HI</b><br/>(LaBrea Sattwa — ASCAP)<br/>Lee Michaels (A&amp;M 1095)</p> <p><b>17 HAPPY TOGETHER</b><br/>Hugo Montenegro (RCA 0160)</p> <p><b>18 TIL YOU GET ENOUGH</b><br/>(Wright Gerstl Kamerlane — BMI)<br/>Watts 123rd St. Band (WB 7A 7298)</p> <p><b>19 GOODBYE COLUMBUS</b><br/>(Ensign — BMI)<br/>Association (Warner Bros. 7 Arts 7267)</p> <p><b>20 NO ONE IS GOING TO HURT YOU</b><br/>(Acuff Rose — BMI)<br/>Neon Philharmonic (Warner Bros. 7 Arts 7311)</p> <p><b>21 FAREWELL THEME FROM ROMEO &amp; JULIET</b><br/>(Neely Plum)<br/>Original Soundtrack (Capitol 2502)</p> <p><b>22 LIVE AND LEARN</b><br/>(Viva — BMI)<br/>Andy Williams (Columbia 44929)</p> <p><b>23 IF THE CREEK DON'T RISE</b><br/>(Greenback — BMI)<br/>Liz Anderson (RCA 0220)</p> <p><b>24 NOAH</b><br/>(Gear — ASCAP)<br/>Bob Seger System (Capitol 2576)</p> <p><b>25 LIGHT OF LOVE</b><br/>(Screen Gems/Columbia — BMI)<br/>Cherry People (Heritage 815)</p> | <p><b>26 I DON'T KNOW HOW (TO FALL OUT OF LOVE)</b><br/>(Jualo Music Co. — BMI)<br/>Persians (GWP 509)</p> <p><b>27 THE WAYS TO LOVE A MAN</b><br/>(Al Galico — BMI)<br/>Tammy Wynette (Epic 10502)</p> <p><b>28 EVERYBODY KNOWS MATILDA</b><br/>(VSAV — ASCAP)<br/>Duke Baxter (VMC 740)</p> <p><b>29 LET'S WORK TOGETHER</b><br/>(Sagittarius — BMI)<br/>Wilbert Harrison (Sue 11)</p> <p><b>30 JIVE</b><br/>(T.M. — BMI)<br/>Bobby Darin (Direction 352)</p> <p><b>31 MIDNIGHT COWBOY</b><br/>(United Artists/Barwin — ASCAP)<br/>Bar Kays (Volt 4019)</p> <p><b>32 HIGHER &amp; HIGHER</b><br/>(Jalynne — BMI)<br/>Otis Redding (Atco 6700)</p> <p><b>33 SOUTH CAROLINA</b><br/>(Felsted — BMI)<br/>Flirtations (Dram 85048)</p> <p><b>34 PENNY ARCADE</b><br/>(Milene — ASCAP)<br/>Roy Orbison (MGM 14079)</p> <p><b>35 SWEET 'N' SASSY</b><br/>(Papa Joe's House — ASCAP)<br/>Jerry Smith (ABC 11230)</p> <p><b>36 KIND WOMAN</b><br/>(Springalo Cotillon — BMI)<br/>Percy Sledge (Atlantic 2646)</p> <p><b>37 HUMMIN</b><br/>(Pronto East — BMI)<br/>Magic Ship (Crazy Horse 519)</p> <p><b>38 IT'S GONNA RAIN</b><br/>(Tracebob Music/Metric Music — BMI)<br/>Bobby Womack (United Artists 32071)</p> | <p><b>39 GOT IT TOGETHER</b><br/>(Eden — BMI)<br/>Nancy Wilson (Capitol 2555)</p> <p><b>40 SON OF A PREACHER MAN</b><br/>(Tree — BMI)<br/>Gayletts (Strobe 126)</p> <p><b>41 PAIN</b><br/>(Pamco — BMI)<br/>Mystics (Metromedia MMS 30)</p> <p><b>42 IT'S TOO LATE</b><br/>(Rush — BMI)<br/>Ted Taylor (Ronn 34)</p> <p><b>43 LA JEANNE</b><br/>(Press — BMI)<br/>King Curtis (Atco 6695)</p> <p><b>44 ONE WOMAN</b><br/>Steve Alamo (Atlantic 6710)</p> <p><b>45 TIME TO GET IT TOGETHER</b><br/>Up &amp; Adam (Earth 100)</p> <p><b>46 BORN ON THE BAYOU</b><br/>(Jondora — BMI)<br/>Short Cuts (Pepper 445)</p> <p><b>47 SMILE A LITTLE SMILE FOR ME</b><br/>(January — BMI)<br/>Flying Machine (Congress 6000)</p> <p><b>48 TWELTH OF NEVER</b><br/>(Empress — ASCAP)<br/>Chi Lites (Brunswick 7 78030)</p> <p><b>49 LODDY</b><br/>(Big Hawk Peanut Butter — BMI)<br/>Tax (Forward 109)</p> <p><b>50 PASS THE APPLE EVE</b><br/>(Press — BMI)<br/>B.J. Thomas (Scepter 12255)</p> |
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## Vital Statistics

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

### \*New To The Top 100

- |   |   |   |  |
|---|---|---|--|
| <p><b>#67</b><br/><b>DON'T IT MAKE YOU WANT TO GO HOME (3:18)</b><br/><b>Joe South-Capitol 2592</b><br/>1750 N. Vine, L.A. Calif.<br/>PROD: Joe South c/o Lowery<br/>P.O. Box 9687 Atlanta Ga<br/>PUB: Lowery BMI (same address)<br/>WRITER: J. South FLIP: Heart's Desire</p> <p><b>#68</b><br/><b>YOU, I (2:50)</b><br/><b>Rugbys-Amazon 1</b><br/>3106 Belmont Blvd. Nashville, Tenn.<br/>PROD: Steve McNicol<br/>5502 Lodima Way, Louisville, Ky.<br/>PUB: Shelby Singleton BMI<br/>3106 Belmont Blvd. Nashville, Tenn.<br/>WRITER: S. McNicol FLIP: Stay With Me</p> <p><b>#69*</b><br/><b>HERE I GO AGAIN (2:56)</b><br/><b>Smokey Robinson &amp; Miracles-Tamla 54183</b><br/>2457 Woodward Ave., Detroit, Mich.<br/>PROD: W. Moore-T. Johnson c/o Tamla<br/>PUB: Jobete BMI (same address)<br/>WRITERS: Robinson-Johnson-Cleveland-Moore<br/>ARR: Wade Marcus FLIP: Doggone Right</p> <p><b>#70</b><br/><b>SUGAR ON SUNDAY (2:59)</b><br/><b>Clique-White Whale 323</b><br/>8961 Sunset Blvd., L.A. Calif.<br/>PROD: Jerry Zekley for Gulf/Pacific<br/>8961 Sunset Blvd., L.A. Calif.<br/>PUB: Big Seven BMI c/o Patricia 17 W 60 St. NYC<br/>WRITERS: T. James-M. Vale FLIP: Superman</p> <p><b>#71</b><br/><b>I TAKE A LOT OF PRIDE IN WHAT I AM (3:08)</b><br/><b>Dean Martin-Reprise 0841</b><br/>4000 Warner Blvd., Burbank, Calif.<br/>PROD: Jimmy Bowen c/o Amos<br/>6565 Sunset Blvd., L.A. Calif.<br/>PUB: Blue Book BMI<br/>P.O. Box 2387 Bakersfield, Calif.<br/>WRITER: Merle Haggard<br/>ARR: Glen D. Hardin<br/>FLIP: Drowning In My Tears</p> <p><b>#72*</b><br/><b>SON OF A LOVIN' MAN (2:43)</b><br/><b>Buchanan Bros. — Event 3305</b><br/>201 W 54 St. NYC.<br/>PROD: Cashman-Pistilli-West<br/>40 W 55 St. NYC.<br/>PUB: Blending Well-ASCAP 40 W 55 St. NYC.<br/>WRITERS: Cashman-Pistilli-West<br/>FLIP: I'll Never Get Enough</p> <p><b>#73</b><br/><b>RAIN (2:24)</b><br/><b>Jose Feliciano-RCA 9757</b><br/>1133 Ave of the Americas, NYC<br/>PROD: Rick Jarrad c/o RCA L.A. Calif.<br/>PUB: John BMI c/o Ivan Moguil 40 E. 49 St. NYC<br/>WRITERS: J. &amp; H. Feliciano<br/>ARR: Perry Botkin Jr. FLIP: She's A Woman</p> <p><b>#74*</b><br/><b>MAKE BELIEVE (2:50)</b><br/><b>Wind-Life 200</b><br/>c/o Earth 322 W 48 St. NYC.<br/>PROD: Bo Gentry c/o Earth<br/>PUB: Love Songs/Peanut Butter BMI<br/>1650 Bway, NYC<br/>WRITERS: Bo Gentry-Joe Levine<br/>FLIP: Groovin' With Mr. Blue</p> | <p><b>#75</b><br/><b>LODI (3:05)</b><br/><b>Al Wilson-Soul City 775</b><br/>6920 Sunset Blvd. H'wood, Calif.<br/>PROD: Johnny Rivers<br/>8923 Sunset Blvd. L.A. Calif.<br/>PUB: Jondora BMI<br/>1281 30th St. Oakland, Calif.<br/>WRITER: John Fogerty<br/>FLIP: By The Time I Get To Phoenix</p> <p><b>#76</b><br/><b>MAH-NA-MAH-NA (2:07)</b><br/><b>Original Soundtrack-Ariel 500</b><br/>Div. of Progressive Media 300 W 55 St. NYC<br/>PUB: E.B. Marks BMI 136 W 52 St. NYC<br/>WRITER: Piero Umiliani<br/>FLIP: You Try To Warn Me</p> <p><b>#77</b><br/><b>THE TRAIN (2:42)</b><br/><b>1910 Fruitgum Co.-Buddah 130</b><br/>1650 Bway, NYC<br/>PROD: Super K by J. Katz-J. Kasenetz<br/>200 W 57 St. NYC<br/>PUB: Kaskat BMI c/o Super K<br/>WRITERS: Katz-Kasenetz-R. Cordell<br/>FLIP: Eternal Light</p> <p><b>#78</b><br/><b>HOOK &amp; SLING Pt. 1 (2:30)</b><br/><b>Eddie Bo-Scram 117</b><br/>c/o Scepter 254 W 54 St. NYC<br/>PROD: Al Scramuzza<br/>1826 N. Broad, New Orleans, La.<br/>PUB: Uzza BMI c/o Al Scramuzza<br/>WRITERS: Bodge-Scramuzza<br/>ARR: Eddie Bo FLIP: Hook &amp; Sling Pt. 2</p> <p><b>#79</b><br/><b>WE GOTTA ALL GET TOGETHER (2:58)</b><br/><b>Paul Revere &amp; The Raiders-Columbia 44970</b><br/>51 W 52 St. NYC.<br/>PROD: Mark Lindsay 9125 Sunset Blvd. L.A. Cal.<br/>PUB: Boone BMI Box 200 Des Moines, Iowa<br/>WRITER: F. Weller ARR: M. Lindsay<br/>FLIP: Frankfort Side Street</p> <p><b>#80</b><br/><b>RUNNING BLUE (2:27)</b><br/><b>Doors-Elektra 45675</b><br/>1855 Bway, NYC.<br/>PROD: Paul A. Rothchild c/o Elektra<br/>PUB: Nipper/Doors ASCAP 51 W 51 St. NYC.<br/>WRITER: Krieger FLIP: Do It</p> <p><b>#81</b><br/><b>TRACY (2:05)</b><br/><b>Cuff Links-Decca 32533</b><br/>445 Park Ave, NYC.<br/>PROD: Paul Vance-Lee Pockriss<br/>160 W 73 St. NYC.<br/>PUB: Vanlee ASCAP 101 W 55 St. NYC<br/>Emily ASCAP 160 W 73 St. NYC<br/>WRITERS: Paul Vance Lee Pockriss<br/>ARR: L. Pockriss FLIP: Where Do You Go?</p> <p><b>#82</b><br/><b>GOING IN CIRCLES (4:32)</b><br/><b>Friends Of Distinction-RCA 0204</b><br/>1133 Ave of the Americas, NYC.<br/>PROD: John Florenz c/o RCA H'wood, Cal.<br/>PUB: Porrete BMI 1820 S Van Ness, L.A. Cal.<br/>WRITERS: Poree-Peters ARR: Ray Cork Jr.<br/>FLIP: Let Yourself Go</p> | <p><b>#83</b><br/><b>SAD GIRL (1:55)</b><br/><b>Intruders-Gamble 235</b><br/>1650 Bway, NYC<br/>PROD: Gamble Huff 250 S. Broad St. Phila., Pa.<br/>PUB: I.P.G. BMI 1175 Howard St. San Fran. Cal.<br/>WRITERS: Smith Wiggins<br/>FLIP: Lets Go Downtown</p> <p><b>#84</b><br/><b>CAN'T FIND THE TIME TO TELL YOU (2:55)</b><br/><b>Orpheus-MGM 13882</b><br/>1350 Ave of the Americas, NYC<br/>PROD: Alan Lorber for Lorber Prod<br/>15 W 72 St. NYC.<br/>PUB: Interval BMI c/c Alan Lorber<br/>WRITER: Bruce Arnold ARR: Alan Lorber<br/>FLIP: Lesley's World</p> <p><b>#85*</b><br/><b>WORLD (Part 1) (3:10)</b><br/><b>James Brown-King 6258</b><br/>1540 Brewster Ave. Cinn. Ohio<br/>PROD: James Brown<br/>PUB: Dynatone BMI (same address)<br/>WRITER: J. Brown ARR: J. Brown<br/>FLIP: World (Part 2)</p> <p><b>#86*</b><br/><b>LOVE'S BEEN GOOD TO ME (3:25)</b><br/><b>Frank Sinatra-Reprise 0852</b><br/>4000 Warner Blvd. Burbank, Calif.<br/>PROD: Sonny Burke c/o Reprise<br/>PUB: Almo ASCAP 1416 N. La Brea, L.A. Cal.<br/>WRITER: Rod McKuen<br/>ARR: Don Costa FLIP: A Man Alone</p> <p><b>#87*</b><br/><b>SLUM BABY (2:36)</b><br/><b>Booker T &amp; MG's-Stax 49</b><br/>926 E. McLemore Ave. Memphis, Tenn.<br/>PROD: Booker T &amp; MG's (same address)<br/>PUB: East Memphis BMI (same address)<br/>WRITERS: We Three FLIP: Meditation</p> <p><b>#88</b><br/><b>THAT'S THE WAY GOD PLANNED IT (3:22)</b><br/><b>Billy Preston-Apple 1808</b><br/>c/o ABKCO Inc. 1700 Bway, NYC<br/>PROD: George Harrison c/o Apple<br/>PUB: Apple ASCAP (same address)<br/>WRITER: Billy Preston<br/>FLIP: What About You?</p> <p><b>#89*</b><br/><b>LIFE &amp; DEATH IN G &amp; A (2:21)</b><br/><b>Abaco Dream-A&amp;M 1081</b><br/>1416 N. La Brea, L.A. Calif.<br/>PROD: Ted Cooper for Mills Music 1790 Bway, NYC<br/>PUB: Daly City BMI 221 W 57 St. NYC<br/>WRITER: Stewart</p> <p><b>#90</b><br/><b>ARMSTRONG (2:38)</b><br/><b>John Stewart-Capitol 2605</b><br/>1750 N. Vine, L.A. Calif.<br/>PROD: Chip Douglas for Foundation &amp; Great Montana<br/>6922 H'wood Blvd. H'wood, Calif.<br/>PUB: Great Montana BMI (same address)<br/>WRITER: John Stewart FLIP: Anna On A Memory</p> <p><b>#91*</b><br/><b>KOOL &amp; THE GANG (2:46)</b><br/><b>Kool &amp; The Gang-Delite 519</b><br/>300 W 55 St. NYC.<br/>PROD: Red Coach<br/>PUB: Stephanie BMI 10 E 44 St. NYC<br/>WRITERS: Kool &amp; The Gang<br/>ARR: Kool &amp; The Gang FLIP: Raw Hamburgers</p> | <p><b>#92</b><br/><b>SAUSALITO (2:20)</b><br/><b>Ohio Express-Buddah 129</b><br/>1650 Bway, NYC<br/>PROD: Super K 200 W 57 St. NYC<br/>PUB: Kaskat BMI 200 W 57 St. NYC<br/>Man Ken BMI 444 Madison Ave, NYC<br/>WRITER: G. Gouldman FLIP: Make Love, Not War</p> <p><b>#93</b><br/><b>ALL I HAVE TO OFFER (3:00)</b><br/><b>Charlie Pride-RCA 0167</b><br/>1133 Ave of the Americas, NYC<br/>PROD: Jack Clement c/o RCA<br/>PUB: Hill &amp; Range BMI 241 W 72 St. NYC<br/>Blue Crest BMI P.O. Box 162 Madison Tenn.<br/>WRITERS: A.L. Owens-Dallas Frazier<br/>FLIP: A Brand New Bed Of Roses</p> <p><b>#94*</b><br/><b>BABY IT'S YOU (2:24)</b><br/><b>Smith-Dunhill 4206</b><br/>449 S. Beverly Dr. Bev. Hills, Calif.<br/>PROD: Joel Sill-Steve Barri c/o Dunhill<br/>PUB: Dolh ASCAP 1619 Bway, NYC<br/>WRITERS: Bacharach David Williams<br/>ARR: Jimmie Haskell FLIP: I Don't Believe (I Believe)</p> <p><b>#95*</b><br/><b>BILLY I'VE GOT TO TAKE MY LOVE TO TOWN (2:55)</b><br/><b>Geraldine Stevens-World Pacific 77927</b><br/>6920 Sunset Blvd. L.A. Calif.<br/>PROD: Dana Reisdorf P.O. Box G Bev Hills, Cal.<br/>PUB: Cedarwood BMI 815 16th Ave S. Nashville, Tenn.<br/>WRITERS: Mel Tillis-Vic Dana<br/>FLIP: It's Not Their Heartache It's Mine</p> <p><b>#96*</b><br/><b>BABY I'M FOR REAL (3:00)</b><br/><b>Originals-Soul 35066</b><br/>2457 Woodward Ave., Detroit, Mich.<br/>PROD: Richard Morris c/o Soul<br/>PUB: Jobete BMI (same address)<br/>WRITERS: Gay-Gay<br/>ARR: Paul Riser FLIP: Moment Of Truth</p> <p><b>#97*</b><br/><b>SUGAR BEE (2:37)</b><br/><b>Mitch Ryder-Dot 17290</b><br/>1507 N. Vine, L.A. Calif.<br/>PROD: Steve Cropper c/o Stax<br/>926 E. McLemore Ave. Memphis, Tenn.<br/>PUB: East Memphis BMI 1619 Bway, NYC<br/>WRITERS: We Three<br/>FLIP: I Believe (There Must Be Someone)</p> <p><b>#98*</b><br/><b>GET OFF MY BACK WOMAN (3:17)</b><br/><b>B.B. King-Bluesway 61026</b><br/>1330 Ave of the Americas, NYC<br/>PROD: Bill Szymczyk c/o Bluesways<br/>PUB: Sounds of Lucille BMI<br/>1414 Ave of Americas, NYC<br/>Pamco BMI c/o Bluesways<br/>WRITERS: B.B. King Ferdinand Washington<br/>ARR: Johnny Pate FLIP: I Want You So Bad</p> <p><b>#99*</b><br/><b>WE CAN MAKE IT (3:36)</b><br/><b>Ray Charles-ABC 11239</b><br/>1330 Ave of the Americas, NYC<br/>PUB: Tangerine/Jalew BMI<br/>2107 W. Washington Blvd. L.A. Calif.<br/>WRITER: Jay Lewis<br/>FLIP: I Can't Stop Loving You Baby</p> <p><b>#100</b><br/><b>MACARTHUR PARK (5:04)</b><br/><b>Waylon Jennings-RCA 0210</b><br/>1133 Ave of the Americas, NYC<br/>PROD: Chet Atkins-Danny Davis<br/>c/o RCA Nashville, Tenn.<br/>PUB: Canopy ASCAP 8979 Sunset Blvd. L.A. Cal.<br/>WRITER: Jim Webb ARR: Bergen White<br/>FLIP: But You Know I Love You</p> |
|---|---|---|--|



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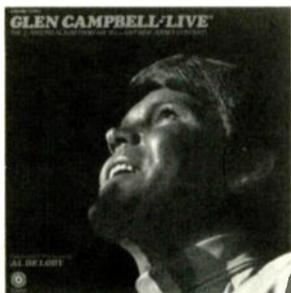
# MUNTZ CART-CHART

New Release  
& Hit Index

COMPATIBLE 4-TRACK CARTRIDGES

Order	Inventory	Stock No.	Album & Artist
<b>Muntz New Release Index</b>			
	FC4-67599		WHERE THE BLUES BEGIN — Sonny Terry And Brownie McGhee
	*4CL-319		A PORTRAIT OF MERLE HAGGARD
	*4CL-320		THE ASTRODDOME PRESENTS SONNY JAMES
	4CL-321		SEVEN LONELY DAYS — Jean Shepard
	4CL-324		YOURS FOREVER — Wynn Stewart
	VAN-A-6522		THE MASTERS OF DECEIT — Hensley's Electric Jazz Band & Synthetic Symphonette
	COM-A-939		SPANISH SOUL — Digno Garcia y Sus Carios
	*4CL-303		HELL'S ANGELS '69 — Motion Picture Soundtrack
	4CL-243		PREACHIN' — Roy Meriwether
	4CL-310		THERE, I'VE SAID IT AGAIN — Nat Cole
	4CL-313		A TIME FOR US — Mel Torme
	*DOT-Y-25969		TRUE GRIT — Billy Vaughn
	*STE-Y-37003		THE ILLUSION
	PRB-A-4505		THE SOFT MACHINE/VOLUME TWO
	FC4-67595		SOUL HITS — SAX STYLE — Art Heatlie
	*PC4-600-314		The Original Music From ABC-TV's DARK SHADOWS — The Robert Cobert Orchestra
<b>Some Current Supersales!</b>			
	EKT-A-75005		SOFT PARADE — Doors
	4CL-2993		The FRANCO ZEFFIRELLI Production Of ROMEO & JULIET
	DNH-A-50058		SUITABLE FOR FRAMING — Three Dog Night
	PC4-600-314		The Original Music From ABC-TV's DARK SHADOWS — The Robert Cobert Orchestra
	DNH-A-50048		THREE DOG NIGHT
	DNH-A-50060		EARLY STEPPENWOLF — Steppenwolf
	GOR-A-933		THE TEMPTATIONS SHOW
	TAM-A-295		TIME OUT FOR SMOKEY ROBINSON & THE MIRACLES
	GOR-A-939		CLOUD NINE — The Temptations
	4CL-184		BRAVE NEW WORLD — Steve Miller Band

## STEREO DATELINE SPECIAL!



### BREAKING SALES GIANT!

- 4CL-268A GLEN CAMPBELL — "LIVE" (PART 1)  
4CL-268B GLEN CAMPBELL — "LIVE" (PART 2)

A GC \* PAIR FROM GC \*\*

\* Great Cartridge \*\* Glen Campbell



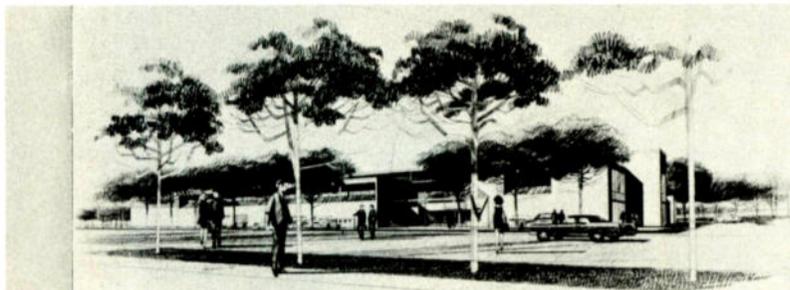
7715 DENSMORE AVENUE  
VAN NUYS, CALIFORNIA 91406  
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A WORLD OF STEREO SALES GIANTS FROM THE 4-TRACK  
GIANT AND ORIGINATOR OF THE CARTRIDGE CONCEPT.



## CashBox Tape News Report

### Ground Broken For New GRT Hq.



SUNNYVALE, CAL. — Ground has been broken here by GRT Corporation on the site where the firm's 50,000 sq. ft. corporate headquarters building will be erected.

The two-story structure will accommodate the administrative offices, engineering and computer facilities for GRT. GRT produces pre-recorded stereo tapes, phonograph records, duplicating equipment and blank audio tape. The company has grown rapidly through acquisition and internal expansion. GRT facilities are in Los Angeles, Chicago, Nashville, Fairfield, N. J.; Mamaroneck, N. Y.; and in London, England and Toronto, Ontario, Canada.

Site of the new building is 1287 North Lawrence Station Road, opposite GRT Tapes/West, GRT's western pre-recorded tape manufacturing facility and temporary corporate headquarters.

Glass and openness characterize the design of the new headquarters. A

skylight covers the entire entryway and reception area. Three garden courtyards separating the office bays — each bay is a separate corporate department — create many exterior offices.

The siding of the all-steel structure will be a "weathering" steel designed to turn a deep red-brown upon exposure to the elements. According to its architects, Brown/McCurdy/Nerrie of San Francisco, the building will be the first to be clad entirely in industrial siding of this type.

Construction company for the building is Johnson & Mape of Menlo Park, Calif. Completion is scheduled for early 1970.

### ABC To Merchandise Belair Tape Players

LOS ANGELES — Belair Enterprises' line of 8-track and cassette stereo portable players will be merchandised by ABC Records & Tape Sales Corp., the distribution arm of ABC Records, in more than 1,000 Goodyear stores in eight major markets, it was announced last week.

Goodyear stores in Seattle, Los Angeles, Dallas, Salt Lake City, Des Moines, Atlanta and Chicago are receiving Belair's product line through ABC's distribution points. ABC will rack the retail chain in six of the eight markets, with the regular Belair distributors handling the line in Seattle and Dallas.

Belair's line includes eight 8-track models and two cassette units. ABC Records & Tape Sales Corp. already supplies a large portion of the Goodyear chain with all of its tapes.

Ed Mason, Belair president, said his company will supply ABC distribution points with hardware equipment, and ABC sales personnel will handle all sales and service aspects with Goodyear. The rack jobber also will supply Goodyear with displays, merchandising aids and point-of-purchase sales devices.

The Belair-ABC-Goodyear deal was arranged by Rod Pierce, Belair marketing vice-president, Harry Beckerman and L. Lavinthal of ABC, and William Wilfong of Goodyear.

Belair already merchandises its players through other rack jobbers, including Transcontinental.

#### Utah Distrib

It was also announced last week that Belair has named Mountain West Distributing Co. of Salt Lake City as Utah distributor. Mountain West will handle Belair's complete tape player line.

### TelePro Initiates New Distrib Chain

NEW YORK — TelePro Industries has broken with its previous merchandising policies and announced the formation of a new tape distributor division to handle its Fidelipac & TelePac lines of 4 and 8 track cartridges, cassettes and head cleaner.

With details to be announced at this week's NARM confab, Jack Ames, the firm's newly named marketing director, has said that he is currently negotiating with distributors and rack jobbers for immediate distrib appointments. He is also restructuring the firm's sales policies to meet the new category.

### EIA Shows Gains In All Categories For First Half '69

WASHINGTON, D. C. — Latest figures released by the Electronic Industries Association shows gains during the first six months of '69 in all major categories including tape equipment, phonographs and radios.

"Tape equipment," the report noted, "continued its growth in the first half of 1969 with recorder sales reaching 2,752,520 units compared with 2,162,926 in the 1968 period."

In other areas, the U. S. phonograph market increased by better than 200,000 units to reach a total sales of 2,687,550 units.

Though radio sales climbed as a total bracket, the increase was mainly due to home sets, with auto radio sales decreasing slightly.

### Myers To Roulette With Ethnic Line Expansion Plans

NEW YORK — Dick Myers has just joined the Roulette operation in the newly created post of vice president and int'l director of marketing for tape product. Label president Morris Levy, in announcing the appointment, said that he has brought Myers to Roulette with an eye to expansion of the tape operations, specifically the ethnic division.

With experience in record retailing, trade paper work and advertising, Meyers will directly oversee all areas of international marketing including advertising, publicity, promotion, sales and distribution. He is currently reviewing the division's distrib network and is expected to announce expanded coverage for the line. He is also conducting a study of Ethnic media and sales outlets for added promotion coverage.

#### New Foreign Sources

Another important area of Myers' responsibility is to be the review and acquisition of new tape product from sources outside the United States. "If the product is good," he said, "we will be in an excellent position to exploit and market it as the U.S. rep."

# We're selling cassettes. But even we have to admit that these albums did our dirty work.



Because of them our cassettes are famous. Before they're cassettes. And our audience is ready-made. Waiting. But that's the luxury of being the biggest-selling label. We can afford to be choosy on the anytime sound of **Columbia Stereo Cassettes**

- 16 10 0020—**Barbra Streisand**/People
- 16 10 0208—**Andy Williams**/Born Free
- 16 10 0222—**Tony Bennett's** Greatest Hits, Vol. III
- 16 10 0556—**Mike Bloomfield and Al Kooper**  
The Live Adventures of Mike Bloomfield and Al Kooper, Vol. I
- 16 10 0674—**Johnny Cash**/Johnny Cash at San Quentin
- 16 10 0424—**Ray Conniff**/Honey
- 16 H0 0670—**Bob Dylan**/Nashville Skyline
- 16 10 0494—**Johnny Mathis**/Those Were the Days
- 16 10 0132—**Simon and Garfunkel**/Parsley, Sage, Rosemary and Thyme
- 16 10 0008—**Andy Williams**/Moon River
- 16 10 0614—**Mike Bloomfield and Al Kooper**  
The Live Adventures of Mike Bloomfield and Al Kooper, Vol. II
- 16 10 0298—**Dave Brubeck's** Greatest Hits
- 16 10 0070—**Johnny Cash**/Ring of Fire
- 16 10 0122—**Ray Conniff**/Somewhere My Love
- 16 10 0372—**Bob Dylan**/John Wesley Harding
- 16 10 0016—**Percy Faith**/Themes for Young Lovers
- 16 10 0246—**Aretha Franklin's** Greatest Hits
- 16 10 0326—**Eydie Gorme**/Don't Go to Strangers
- 16 10 0342—**Eydie Gorme's** Greatest Hits
- 16 10 0588—**Robert Goulet**/Both Sides Now
- 16 10 0106—**Johnny Horton's** Greatest Hits
- 16 10 0398—**Johnny Mathis**/Love Is Blue
- 16 10 0260—**Ray Price**/Danny Boy
- 16 10 0456—**Gary Puckett and The Union Gap**/Young Girl
- 16 10 0546—**Marty Robbins**/I Walk Alone
- 16 10 0066—**Simon and Garfunkel**/Sounds of Silence
- 16 10 0484—**Jerry Vale**/This Guy's in Love With You
- 16 12 0022—**Original Broadway Cast** Cabaret
- 16 12 0016—**Original Broadway Cast** Mame
- 16 12 0008—**Original Broadway Cast**/The Sound of Music
- 16 12 0030—**Sound Track**/The Graduate
- 16 11 0090—**Ormandy and Bernstein** Music From 2001: A Space Odyssey



## Release Will Be Simultaneous On Capitol Disks, 8-Tr. & Cass.

HOLLYWOOD — Capitol Records will, beginning this week, offer "instant multi-availability" according to president Sal Iannucci. This way, Capitol will be "maximizing the selling potential for product."

Iannucci noted that Capitol's release policy before had been to release 8-track and cassette versions of albums based on proven disk sales history or the reputation of established artists. Now, he said, simultaneous release of 8-track and cassette albums along with the recorded LP enables Capitol to schedule tape production routinely, eliminating "the crash, and costly production runs that result from unexpected breakouts."

Rocco Catena, vice president and national merchandising manager of Capitol Records Distributing Corp., added "we will now have the mode the buying public prefers at one time, putting an end to confusion about what titles are available how or when."

Catena also cited advantages such as development of campaign coordination allowing broader exposure at the same budget levels by multi-product advertising, merchandising and in-store promotions; simplified selling situations for field personnel who can take orders from retailers immediately in relation to established sales patterns; the sales increases as a result

of wider product and artist exposure. "Simultaneous release allows tape-only retailers to benefit from the same promotional tactics—airplay, consumer advertising, in-store displays—that stimulate disk sales," he noted. Also, since airplay and merchandising tend to be concentrated during the very early stages of a new release period, product awareness will be most intense and can be capitalized on in all configurations through the new policy.

## Motorola To Launch UK Campaign For Auto 8-Track Cartridge Tape

LONDON — Motorola Automotive Products Ltd. has launched its eight-track stereo tape player for cars with a full-scale national promotion, including press advertising, country-wide demonstrations and distributor teaching building up to exhibition at the London Motor Show in October.

Starting on September 24th, the theme of the advertising campaign is "The Motorola Sound." Space has been booked in leading national newspapers and motoring journals, and will be supported by point-of-sale material, literature and car stickers plus trade incentive programs.

A Motorola demonstration team will visit key areas in the United Kingdom prior to the Motor Show. Motorola girls will demonstrate the tape player to showroom and accessory dealers, and there will be evening sessions at which full details of the advertising campaign will be disclosed.

Motorola Automotive Products Ltd. is a wholly-owned subsidiary of the Automotive Products Division of Motorola Inc. The U.K. operation is headed by American managing director Bert Baer and recently appointed

## Japan's Electronic Production Booming Auto Stereo, Cassette Players Surging

WASHINGTON — Production of electronic equipment by Japan has been growing at an average rate of 27% over the past five years and is likely to increase another 25% in 1969. This pattern is related in a publication of the Electronic Industries Association, Electronic Trends/International, prepared by the EIA's marketing services department, says that first quarter 1969 production data "and other observable trends" indicate a \$6.5 billion

production total for Japan this year, up from the \$5.2 billion total of 1968.

As reported in Cash Box' Aug. 16 issue, Japan is on the verge of becoming the world's second largest sales market for records and tapes.

In 1968, the publication points out, Japanese electronic exports totaled \$1.5 billion, a 36.1 per cent increase over 1967 exports of \$1.1 billion. Meanwhile, Japan imported \$300.8 million of electronic goods in 1968, a 16.5 per cent increase over the \$258.3 million imports registered in 1967.

In the consumer product sector, the EIA report projects that Japanese production of color television receivers will hit between 3.8 million and 4 million units in 1969. Production of black and white television receivers, however, is expected to decline from 6.3 million units of 1968 to about 5.8 million units in 1969.

### Tape Unit Surge

Other areas of significant new production trends for Japan in the consumer product sector include auto stereos and tape recorders, according to the EIA report.

Production of auto stereos in 1969 is expected to top 3.4 million units — of which an estimated 2.5 million are slated for the U.S. market — up from the 2.4 million units produced in 1968, of which 1.7 million were exported to the United States.

Cassette-type tape recorders are expected to show a strong upward trend in 1969, accounting for about 80 per cent of Japan's total tape recorder output which is expected to reach 11 million units this year. In 1968, Japan produced 4.5 million cassette recorders which represented about half the total tape recorder production.

In the industrial/commercial product sector, the report predicts that Japan's production of computers and electronic calculators will continue strong through 1969.

Preliminary first quarter data, EIA says, indicates that Japan will produce \$550 million to \$576 million worth of computers and associated equipment. This will compare with 1968 production that was valued at \$455 million.

Production of electronic calculators by Japan, the EIA report says, "bordered on the phenomenal." EIA projects that 1969 production will total 285,000 units valued at \$145 million compared with 1968 figures of 163,399 units produced with a value of \$72.1 million.

In the components sector, the EIA report shows significant trends in resistors and audio parts. Fixed resistors could hit 8 billion units valued at \$69 million in 1969, with variable resistors amounting to 440 million units valued at \$54 million. The unit figures compare with 5.7 billion in 1968 for fixed resistors and 357.7 million variable resistors.

The upsurge in cassette recorders is giving impetus to producers of recorded music tapes, the report points out. The 1969 dollar value of these tapes could double the \$27 million value put on 1968 production.

## Ampex Gets Rights To CU Recordings

NEW YORK — Ampex Stereo has just concluded a substantial agreement for tape duplication rights to Commonwealth United Records product. Announced last week, the deal gives Ampex tape rights for the United States & Canada.

Disclosure of this duplicating pact was made last week by CU's vice president and general manager Len Sachs. The deal was negotiated by Don Hall for Ampex with CU Music's Charles Koppelman and Don Rubin.

The Commonwealth label released its first product less than a month ago, initial issue being Maxine Brown's "We'll Cry Together." According to Sachs, Miss Brown has already completed an album which will be released shortly. CUR is also, preparing to release several soundtracks in conjunction with its parent company, including music from "The Magic Christian" with Peter Sellers and Ringo Starr.

## Ambassador's Special Pkg.

NEW YORK — Special pilfer proof, shrink wrapped packaging, designed for easy display, has been developed by Ambassador Records of Newark, N.J. for its first tape release. The cassette and 8 track release will include 40 titles in the pop country categories.

## Earth Settles With GRT Inc.

NEW YORK — Earth Records and its Wind and Harbour affiliates have just signed a three-year agreement for tape manufacture and distribution through GRT. Announcement of the agreement was made last week by Earth principals Harold Berkman, Artie Resnick and Joey Levine who finalized negotiations with Abe Chayet, GRT's product manager.

Currently riding the best seller lists with "Make Believe" by the Wind, the LRB complex of labels will be distributed in all configurations throughout the United States, Canada and Puerto Rico.

Also in the Earth setup are Larry Maxwell's Peace Records, and the Peanut Butter and Reservation publishing operations.

### Sun, Skye Join Earth

GRT also disclosed last week that license agreements were arranged to bring the catalogs of Sun Records and Skye Records to GRT for tape duplication.

Sun, which was an active label during the early rock era, was recently reactivated by Shelby Singleton who has just issued a series of early Jerry Lee Lewis and Johnny Cash albums along with new product by country artists.

Skye, which was recently acquired by Filmways, Inc., will provide jazz material for GRT. Among the artists represented on Skye are Cal Tjader, Gabor Szabo and Gary McFarland.

Initial releases through the new agreements will be Earth's "Groupies" LP, Sun's "Johnny Cash's Greatest Hits" and "America the Beautiful" by Gary McFarland on Skye.

marketing director Robin Bonham Carter.

The company opened its British manufacturing plant at Stotfold near Hitchin in Hertfordshire last March to produce radios and stereo tape players for cars.

At a press conference announcing the campaign, Robin Bonham Carter said that a series of models were being brought out, and the company was aiming at an integrated radio and tape player car model next year.

"We're after the buyer of the £1,000 car initially for our market", he continued.

The eight-track stereo tape player has a recommended retail price of £39.18 shillings and six pence. Installation cost would be between five and six pounds, and Bonham Carter hoped eventually that the Motorola player might be installed in certain makes of cars on the assembly line as a regular accessory.

Also attending the conference was John Collins, pre-recorded tape manager for RCA's British record division.

"There is no specific tie between RCA and Motorola", Collins explained, "but Motorola has our best wishes, and my presence here is RCA's way of showing we intend to support this business."

Collins gave details of RCA's Stereo 8 repertoire now available. Releases began in September 1965, and there were now nearly a thousand on the market. The Rome cartridge production plant has the capacity for a million per year.

"We are aiming at car outlets", he said, "and we won't be marketing through traditional outlets at present."

Bonham Carter said that the decision by Motorola to begin manufacture in Britain was accelerated by the devaluation of the pound sterling and the severe purchase tax imposition of 55%. Quick repair facilities were being set up, and the next development he hoped for was an expanding market for domestic tape players.



**ANOTHER 'HONORARY DEGREE'** — Mel Price, Columbia's national sales manager for pre-recorded tapes (left), is shown accepting Glass List's award for "most popular Broadway or Hollywood tape." Winner of the magazine's first annual reader poll was Simon & Garfunkel's "The Graduate." Presenting the prize is the bi-monthly magazine's east coast representative Joe Araneo.

## Firebird Tape Rights Given To N.A. Leisure

NEW YORK — World wide tape rights for its catalog have been assigned by Firebird Records to North American Leisure Corporation.

NAL plans a massive push on George and Sam Goldner's Firebird product which will include full page color ads in Coronet Magazine and TV exposure on the ABC full network "The Happening and The Game Game" show. The tape rights are exclusive to NAL in the western hemisphere.

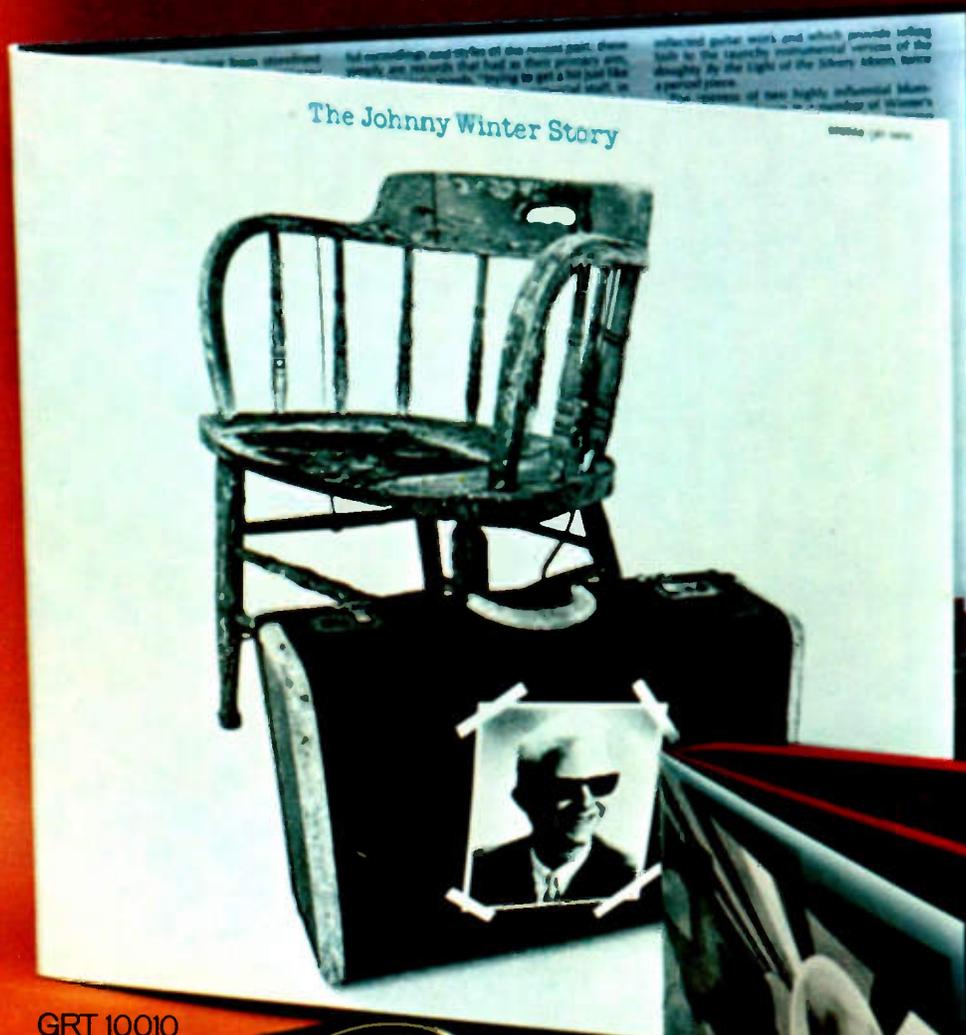
# joe cocker

delta lady / A&M 1112



# The Johnny Winter Story

"Johnny Winter, is the latest and in many ways most spectacular of the young Texas-bred, blues-rooted interpreters of the Negro vernacular music. Even in an era of astonishingly gifted blues players and singers such as this is, Winter must be counted something of a phenomenon. The depth and intensity of his interpretive skills are simply, demonstrably astonishing. There's no other word for it. Few men are equal on guitar, his chosen instrument, and his mastery of a bewildering variety of idiomatic Negro instrumental approaches, from the crudest of primitive modalities (the hardest of all for a white to bring off) to the most sophisticated extensions of contemporary blues stylings, is nothing less than formidable. And one is hard-pressed to think of anyone with a more authentic, assured and natural command of Negro vocal style than he possesses."



GRT 10010

**GRT**  
RECORDS

GRT Records  
9000 Sunset Boulevard  
Los Angeles, California 90069

This album is also available in GRT  
stereo tapes 499-10010 & 899-10010



# TOP 100 Albums

BOTTOM NO. INDICATES 8 AND 4 TRACK AND CASSETTE

September 6, 1969

●	<b>JOHNNY CASH AT SAN QUENTIN</b> (Columbia CS 09827) (18100674) (14100674)	2	34	<b>OLIVER</b> ORIGINAL SOUNDTRACK (Colgems COSD 5501) (08CB-1003)	33	68	<b>THE BEATLES</b> (Apple SWBO 101) (Part 1 (86W160) (4XW160) Part 11 (86W161) (4XW161) (Part 1-4XW101) (Part 11-4XW-101))	51
●	<b>BLIND FAITH</b> (Atco SD-304) (304)	1	35	<b>A TOUCH OF GOLD</b> JOHNNY RIVERS (Imperial 12427) (8960) (4960) (C-0960)	32	●	<b>GREEN RIVER</b> CREEDENCE CLEARWATER REVIVAL (Fantasy 8393) (88393) (48393) (58393)	—
3	<b>BLOOD, SWEAT &amp; TEARS</b> (Columbia CS 9720) (COL 1810-0552) (COL 1410-0552)	3	●	<b>SSSSH</b> TEN YEARS AFTER (Deram 18029) (M77829) (Na77829) (77629)	67	70	<b>BEST OF BILL COSBY</b> BILL COSBY (Warner Bros. 1798) (8WM-1798) (CWX 1798)	76
4	<b>HAIR</b> ORIGINAL CAST (RCA Victor LSO 1150) (08S-1038)	4	37	<b>HALLELUJAH</b> CANNED HEAT (Liberty LST 7618)	42	71	<b>ALIAS PINK PUZZ</b> PAUL REVERE & THE RAIDERS (Columbia 9905) (18-10-0764)	78
5	<b>BEST OF CREAM</b> (Atco SD-291) (291) (X5 291)	5	38	<b>TIME OUT</b> SMOKEY ROBINSON & THE MIRACLES (Tamla TS 295) (TT8-1295) (T-5295)	43	72	<b>LEE MICHAELS</b> (A&M SP 4199) (8T 4199) (4T 4199) (CS 4199)	74
●	<b>THE SOFT PARADE</b> THE DOORS (Elektra EKS 75005) (M 87 5005) (X 47 5005) (X 5 5005)	8	39	<b>PETER, PAUL &amp; MOMMY</b> PETER, PAUL & MARY (Warner Bros. /7 Arts WS 1785) (BWM 1785) (CWX 1785)	35	73	<b>LESLEY WEST'S MOUNTAIN</b> LESLEY WEST (Windfall 4500)	80
7	<b>SMASH HITS</b> THE JIMI HENDRIX EXPERIENCE (Reprise MS 2025) (8RM 2025) (CRX 2025)	7	40	<b>EARLY STEPPENWOLF</b> (Dunhill DS 50060) (823-50060M) (423-50060X) (523-50060X)	38	74	<b>HAWAII FIVE-O</b> VENTURES (Liberty LST 8061) (8948) (4948) (C-0948)	52
8	<b>ROMEO &amp; JULIET</b> ORIGINAL SOUNDTRACK (Capitol ST 2993) (8XT 2993) (Y 18 2993)	6	41	<b>FUNNY GIRL</b> ORIGINAL SOUNDTRACK (Columbia BOS 3220) (COL 1812-0034) (COL 1412-0034)	46	●	<b>THROUGH THE PAST DARKLY (Big Hits Vol. 2)</b> ROLLING STONES (London NPS 3) (LXK 57162)	—
9	<b>CROSBY, STILLS &amp; NASH</b> (Atlantic SE 8229) (8229) (X5 8229)	10	42	<b>TOM JONES LIVE</b> (Parrot PS 71014) (MM-79814) (X-79414) (X-79614)	30	76	<b>WITH A LITTLE HELP FROM MY FRIENDS</b> JOE COCKER (A&M SP 4182) (8T 4182) (4T 4182) (CS 4182)	69
10	<b>IN-A-GADDA-DA-VIDA</b> IRON BUTTERFLY (Atco 2501) (2501) (X52501)	11	43	<b>YESTERDAY WHEN I WAS YOUNG</b> ROY CLARK (Dot 2593)	41	77	<b>THE DELLS GREATEST HITS</b> (Cadet LPS 824)	70
11	<b>THIS IS TOM JONES</b> (Parrot PAS 71028) (79828)	9	44	<b>MAKE IT EASY ON YOURSELF</b> BURT BACHARACH (A&M SP 4188) (8T 4188) (4T 4182) (CS 4182)	44	78	<b>LIVE AND WELL</b> B. B. KING (Blues Way BLS 6031)	68
12	<b>BEST OF BEE GEES</b> (Atco SD-292) (292) (X5292)	12	45	<b>THE TEMPTATIONS SHOW</b> (Gordy GS 933) (GT 8 1933) (G 5 1933)	49	79	<b>A GROUP CALLED SMITH</b> SMITH (Dunhill 50056) (M85056) (X45056) (X55056)	84
13	<b>NASHVILLE SKYLINE</b> BOB DYLAN (Columbia KCS 9825) (COL 18HO-0670) (COL 14HO-0670)	13	46	<b>CLEAR SPIRIT</b> SPIRIT (Ode Z/Z 44016) (Z18-44016) (Z14-44016)	50	80	<b>COLOR HIM FATHER</b> THE WINSTONS (Metromedia MD 1010) (890-1010) (590-1010)	88
14	<b>DARK SHADOWS</b> ORIGINAL T.V. MUSIC (Philips PHS 600-314)	16	●	<b>A MAN ALONE</b> FRANK SINATRA (Reprise FS-1030) (8FH-1030) (CFX 1030)	64	81	<b>BRAVE NEW WORLD</b> STEVE MILLER BAND (Capitol ST 184) (8XT 184) (4XT 184)	54
15	<b>BAYOU COUNTRY</b> CREEDENCE CLEARWATER REVIVAL (Fantasy 8387) (88387) (48387) (58387)	17	●	<b>IT'S A MOTHER</b> JAMES BROWN (King KSO 1063)	81	●	<b>SPOOKY TWO</b> SPOOKY TOOTH (A&M SP 4194)	93
16	<b>THE AGE OF AQUARIUS</b> 5TH DIMENSION (Soul City SCS 92005) (8951) (4951) (C-951)	14	●	<b>LOVE IS BLUE</b> THE DELLS (Cadet LPS 829)	79	83	<b>SWITCHED ON BACH</b> WALTER CARLOS-BENJAMIN FOLKMAN (Columbia MS 7094) (COL 1811-0092)	56
17	<b>LED ZEPPELIN</b> (Atlantic SD 8216) (8216) (X58216)	19	51	<b>STAND!</b> SLY & THE FAMILY STONE (Epic BN 26456) (N18-10186) (N14-10186)	45	●	<b>EASY RIDER</b> ORIGINAL SOUNDTRACK (Dunhill DSX 50063) (8RM 2026) (CRM 2026)	—
18	<b>SUITABLE FOR FRAMING</b> THREE DOG NIGHT (Dunhill DS 50058)	21	52	<b>MIDNIGHT COWBOY</b> ORIGINAL SOUNDTRACK (United Artists UA 5198)	59	85	<b>BLACK &amp; WHITE</b> TONY JOE WHITE (Monument SLP 18114)	86
19	<b>A WARM SHADE OF IVORY</b> HENRY MANCINI (RCA LSP 4140) (P8S 1441)	15	●	<b>WHAT ABOUT TODAY</b> BARBRA STREISAND (Columbia CS 9816)	77	●	<b>BABY I LOVE YOU</b> ANDY KIM (Steed 37004) (PA-81049) (PA-26049)	96
20	<b>2525 (EXORDIUM &amp; TERMINUS)</b> ZAGER & EVANS (RCA LSP 4214) (P8S 1495)	18	54	<b>THE STREET GIVETH AND THE STREET TAKETH AWAY</b> CAT MOTHER AND THE ALL NIGHT NEWSBOYS (Polydor 24-4001) (M95301) (PDC 14651)	37	●	<b>JOHNNY CASH AT FOLSOM PRISON</b> (Columbia CS 9639) (18100404) (14100404) (16-100404)	—
21	<b>WARM</b> HERB ALBERT & TIJUANA BRASS (A&M SP 4190) (8T 4190) (4T 4190) (CS 4190)	20	55	<b>ON THE THRESHOLD OF A DREAM</b> MOODY BLUES (Deram DES 18025)	39	88	<b>HARRY</b> HARRY NILSSON (RCA 4197)	91
22	<b>BECK-OLA</b> JEFF BECK GROUP (Epic BN 26478) (N18-10220) (N14-10220)	23	56	<b>THE ASSOCIATION'S GREATEST HITS</b> (Warner Bros. /7 Arts WS 1767) (8WM 1767) (CWX 1767)	57	89	<b>HURT SO BAD</b> THE LETTERMEN (Capitol ST 269)	95
23	<b>HOT BUTTERED SOUL</b> ISAAC HAYES (Enterprise ENS 1001)	26	57	<b>GALVESTON</b> GLEN CAMPBELL (Capitol ST 210) (8XT-210) (YIT 210) (4XT-210)	47	90	<b>THE SENSATIONAL CHARLEY PRIDE</b> (RCA LSP 4153) (P8S 1452)	99
24	<b>DONOVAN'S GREATEST HITS</b> (Epic BXN 26439) (N18-10154) (N14-10154)	24	58	<b>ELEPHANT MOUNTAIN</b> YOUNGBLOODS (RCA LSP 4150)	65	91	<b>EMERGE</b> THE LITTER (Prober CPLP 4504)	92
25	<b>TOMMY</b> THE WHO (Decca DXSW 7205) (6-2550) (73-2500)	22	59	<b>LOVE MAN</b> OTIS REDDING (Atco SD 289) (289) (X5 289)	66	92	<b>LAST EXIT</b> TRAFFIC (United Artists UAS 6702) (8154) (U4154) (K-0154)	60
26	<b>QUENTIN'S THEME</b> CHARLES RANDOLPH GREAN (Ranwood R 8055)	27	60	<b>CLOUDS</b> JONI MITCHELL (Reprise RS 6341) (8RM 6341) (CRX 6341)	58	93	<b>LOVE THEME FROM ROMEO &amp; JULIET</b> JOHNNY MATHIS (Columbia CS 9909) (18-100744) (14-100744)	—
27	<b>FELICIANO/10 TO 23</b> JOSE FELICIANO (RCA LSP 4185) (P8S 1479)	25	61	<b>FEVER ZONE</b> TOM JONES (Parrot PAD 71019) (M-79819) (X-79419) (X-79619)	55	94	<b>IT'S A BEAUTIFUL DAY</b> IT'S A BEAUTIFUL DAY (Columbia 9768) (18-10-0756)	94
●	<b>CRYSTAL ILLUSIONS</b> SERGIO MENDES & BRASIL '66 (A&M SP 4197) (8T 4197) (4T 4197) (CS 4197)	36	62	<b>PICKIN' UP THE PIECES</b> POCO (Epic BN 26460) (N1810192)	62	95	<b>FOUR TOPS NOW</b> (Motown 675) (MT 1675) (M 5675)	100
29	<b>ARETHA'S GOLD</b> ARETHA FRANKLIN (Atlantic SD 8227) (8227) (X58227)	28	63	<b>8:15/12:15</b> BILL COSBY (Tetragrammaton T-5100)	61	96	<b>COLOSSEUM</b> COLOSSEUM (Dunhill 50062) (M85062) (X45062) (X55062)	98
30	<b>THREE DOG NIGHT</b> (Dunhill DS 50048) (823-50048M) (423-50048X) (55048)	29	64	<b>MEMPHIS UNDERGROUND</b> HERBIE MANN (Atlantic SD 1522) (1522) (X51522)	53	97	<b>MORE TODAY THAN YESTERDAY</b> SPIRAL STARECASE (Columbia CS 9852) (18-10-0752)	97
●	<b>GOOD MORNING STARSHINE</b> OLIVER (Crewe CR 1333) (887-1333) (587-1333)	40	65	<b>JR. WALKER &amp; THE ALL STARS GREATEST HITS</b> (Soul 718) (ST 1718) (S 5718)	63	98	<b>2001 A SPACE ODYSSEY</b> ORIGINAL SOUNDTRACK (MGM STE-13)	85
32	<b>CHICAGO TRANSIT AUTHORITY</b> (Columbia GP-8) (Part I-18-10-0728) (Part II-18-10-0726)	31	66	<b>HELP YOURSELF</b> TOM JONES (Parrot PAS 71025) (79825) (X79625)	73	99	<b>MY WAY</b> FRANK SINATRA (Reprise FS 1029) (8FH 1029) (CFX 1029)	75
●	<b>DIONNE WARWICK'S GREATEST MOTION PICTURE HITS</b> (Scepter SPS 575) (T 575) (C 757)	48	67	<b>THE ILLUSION</b> (Steed ST 37003)	72	100	<b>BUBBLE GUM, LEMONADE &amp; SOMETHING FOR MAMA</b> MAMA CASS (Dunhill DS 5055)	82

# 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.

## COLUMBIA

<b>Tony Bennett</b>	I Left My Heart In San Francisco Greatest Hits, Vol. IV	CS 8669 CS 9814
<b>Big Brother &amp; The Holding Co.</b>	Cheap Thrills	KCS 9747
<b>Blood, Sweat, &amp; Tears</b>	Child Is Father To The Man Blood, Sweat, & Tears Time Out	CS 9619 CS 9720 CS 8192
<b>Dave Brubeck</b>	The Buckingham's Greatest Hits	CS 9812
<b>The Buckingham's</b>	Greatest Hits	CS 9516
<b>The Byrds</b>	Dr. Byrds + Mr. Hyde	CS 9755
<b>Johnny Cash</b>	Ring Of Fire At Folsom Prison San Quentin Greatest Hits	CS 8853 CS 9639 CS 9827 CS 9478 CS 9522
<b>Chambers Bros.</b>	The Time Has Come	CS 9522
<b>The Chicago Transit Authority</b>	The Chicago Transit Authority	GP 8
<b>The Chuck Wagon Gang</b>	The Chuck Wagon Gang's Greatest Hits	CS 9804
<b>Leonard Cohen</b>	Leonard Cohen Songs From A Room	CS 9533 CS 9767
<b>Ray Conniff</b>	It Must Be Him Honey Somewhere My Love Turn Around Look At Me I Love How You Love Me Greatest Hits	CS 9595 CS 9661 CS 9319 CS 9712 CS 9777 CS 9839
<b>Country's Greatest Hits</b>	Country's Greatest Hits	GP 9
<b>John Davidson</b>	Goin' Places John Davidson	CS 9654 CS 9795
<b>Miles Davis</b>	Sketches Of Spain Miles Smiles Greatest Hits	CS 8271 CS 9401 CS 9808
<b>Doris Day</b>	Greatest Hits	CS 8635
<b>Bob Dylan</b>	Blonde On Blonde Greatest Hits John Wesley Harding Highway 61 Revisited Bringing It All Back Home Nashville Skyline	C2S 841 KCS 9463 CS 9604 CS 9189 CS 9128 KCS 9825
<b>Percy Faith</b>	Angel Of The Morning Those Were The Days Forever Young Today's Themes For Young Lovers The Windmills Of Your Mind	CS 9706 CS 9762 GP 1 CS 9504 CS 9835
<b>Flatt &amp; Scruggs</b>	Greatest Hits	CS 9370
<b>Aretha Franklin</b>	Greatest Hits, Vol. I Greatest Hits, Vol. II Aretha Franklin Soft and Beautiful Greatest Hits Woman, Woman My Love Forgive Me Both Sides Now Greatest Hits Greatest Hits	CS 9473 CS 9601 GP 4 CS 9776 CS 9564 CS 9695 CS 9096 CS 9763 CS 9815 CS 9517
<b>Eydie Gorme</b>	Suite For Susan Moore and Damion — We Are-One.	CS 9787
<b>Robert Goulet</b>	One, All In One Greatest Hits	CS 8396
<b>Ken Griffin</b>	It's A Beautiful Day	CS 9768
<b>Tim Hardin</b>	Greatest Hits	CS 8804
<b>Johnny Horton</b>	Best Loved Hymns of Martin Luther King	CS 9686
<b>It's A Beautiful Day</b>	Greatest Hits	CS 9177
<b>Mahalia Jackson</b>	Greatest Hits, Vol. II	CS 9770
<b>Stonewall Jackson</b>		

## COLUMBIA (Cont.)

<b>Claude King</b>	I Remember Johnny Horton	CS 9789
<b>Al Kooper</b>	I Stand Alone	CS 9718
<b>Kooper-Bloomfield</b>	Live Adventures	KGP 6
<b>Kooper-Bloomfield-Stills</b>	Super Session	CS 9701
<b>Andre Kostelanetz</b>	Scarborough Fair Plays Hits from "Funny Girl," "Finian's Rainbow," "Star"	CS 9623 CS 9724 CS 9823
<b>Taj Mahal</b>	Traces	CS 9698
<b>Johnny Mathis</b>	Natch'l Blues Greatest Hits Love Is Blue Those Were The Days Johnny Mathis	CS 8634 CS 9637 CS 9705 GP 2
<b>Moby Grape</b>	Moby Grape '69 Wow/Grape Jam Monk's Greatest Hits	CS 9696 CXS 3 CS 9775
<b>Thelonious Monk</b>	Galveston	CS 9817
<b>Jim Nabors</b>	The Lord's Prayer	CS 9716
<b>Nashville Strings</b>	The Nashville Strings Play Great Country, Vol. II	CS 9830
<b>Patti Page</b>	Greatest Hits Gentle On My Mind	CS 9326 CS 9666
<b>Ray Price</b>	Greatest Hits Danny Boy	CS 8866 CS 9477
<b>Paul Revere &amp; The Raiders</b>	Greatest Hits Hard 'n' Heavy (With Marshmallows)	KCS 9462 CS 9753
<b>Marty Robbins</b>	Gunfighter Ballads Greatest Hits By The Time I Get To Phoenix	CS 8158 CS 8639 CS 9617
<b>Rock's Greatest Hits</b>	Roc's Greatest Hits	GP 11
<b>Mongo Santamaria</b>	Stone Soul Soul Bag Greatest Hits	CS 9780 CS 9653 CS 9416
<b>Pete Seeger</b>	Wednesday Morning, 3AM	CS 9049
<b>Simon &amp; Garfunkel</b>	Sounds Of Silence Parsley, Sage, Rosemary & Thyme Bookends	CS 9269 CS 9363 KCS 9529
<b>Carl Smith</b>	Greatest Hits Greatest Hits, Vol. II	CS 8737 CS 9807
<b>O.C. Smith</b>	For Once In My Life	CS 9756
<b>Spiral Staircase</b>	More Today Than Yesterday	CS 9852
<b>Barbra Streisand</b>	People In Central Park Simply Streisand Woman, Woman Incredible Young Girls	CS 9015 CS 9710 CS 9482 CS 9612 CS 9715 CS 9664
<b>Jerry Vale</b>	This Guy's In Love With Me Till Impossible Dream	CS 9694 CS 9757 CS 9383
<b>Andy Williams</b>	Where's The Playground Susie? Moon River Shadow Of Your Smile Born Free Honey Sound Of Music Happy Heart Johnny Winter Sweetheart Of The Year	CS 9838 CS 8609 CS 9299 CS 9480 CS 9662 KGP 5 CS 9844 CS 9826 CS 9822
<b>Johnny Winter</b>		
<b>Ray Price</b>		
<b>Carlos/Folkman/Switched-on-Bach</b>		
<b>5 Composer</b>		
<b>Greatest Hits</b>		MS 7194



# TOP 100 Albums

101 TO 140

- 101 **TRUE GRIT**  
Original Soundtrack (Capitol ST 263)
- 102 **HAPPY HEART**  
Andy Williams (Columbia CS 9844)  
(COL 1810-0699) (COL 1410-0688)
- 103 **THE RAVEN**  
Glass Prism (RCA LSP 4201)
- 104 **FOR ONCE IN MY LIFE**  
Vikku Carr (Liberty LST 7604)  
(8930) (4930) (C-0930)
- 105 **THE ICE MAN COMETH**  
Jerry Butler (Mercury SR 61198)  
(MC8 61198) (MCR 4-60098)
- 106 **A SALTY DOG**  
Procol Harum (A&M SP 4179)  
(8T 4179) (4T 4179) (CS 4179)
- 107 **GRAZIN'**  
Friends of Distinction (RCA 4149)  
(P8S 1443)
- 108 **EVERYBODY KNOWS THIS IS NOWHERE**  
Neil Young with Crazy Horse (Reprise RS 6349)
- 109 **BREAD**  
(Elektra EKS 74044)
- 110 **LET THE SUNSHINE IN**  
Diana Ross & The Supremes (Motown MS 689)  
(MT 8 1689) (M5689)

- 111 **WHEATFIELD SOUL**  
Guess Who (RCA LSP 4141)  
(P8S 1442)
- 112 **CLOUD NINE**  
Temptations (Gordy GLPS 939)  
GT8-1939) (M 5939)
- 113 **THE GOLDDIGGERS**  
(Metromedia MD 1009)  
(890-1009) (590 1009)
- 114 **IN PERSON**  
Ike & Tina Turner (Minit LS 24018)
- 115 **TRACES**  
Classics IV (Imperial LP 12429)  
(8947) (4947) (C 0947)
- 116 **MY WHOLE WORLD ENDED**  
David Ruffin (Motown MS 685)  
(MT8 685) (M 5685)
- 117 **DAVID'S ALBUM**  
Joan Baez (Vanguard VSD 79308)  
(8VM 79308)
- 118 **DEEP PURPLE**  
(Tetragrammaton 119)
- 119 **STOOGES**  
(Elektra EKS 74051)
- 120 **MOOG, THE ELECTRIC ECLECTICS OF DICK HYMAN**  
(Command 238 S)  
(803 938) (403 938) (5938)

- 121 **UNDERGROUND GOLD**  
Various Artists (Liberty LST 7625)
- 122 **SOULFUL**  
Dionne Warwick (Scepter SPS 573)  
(SCM 8-573) (CSPS 573)
- 123 **THE METERS**  
(Josie JOS 4010)
- 124 **SON OF A PREACHER MAN**  
Nancy Wilson (Capitol ST 234)  
(8XT-234) (4XT 234)
- 125 **THE BUCKINGHAMS' GREATEST HITS**  
(Columbia CS 9812)  
(CO. 1810-0650)
- 126 **THE SUPER HITS VOL. 4**  
Various Artists (Atlantic SD 8224)  
(8224) (X5 8224)
- 127 **BROOKLYN BRIDGE**  
(Buddah BDS 5034)
- 128 **GREAT CONTEMPORARY HITS**  
Various Artists (Dunhill DS 50057)
- 129 **SEATTLE**  
Perry Como (RCA LSP 4183)  
(P8S 1477)
- 130 **THE WAY IT WAS, THE WAY IT IS**  
Lou Rawls (Capitol ST 215)

- 131 **GREEN, GREEN GRASS OF HOME**  
Tom Jones (Parrot PAS 71009)  
(M 79809) (X 79409) (X 79609)
- 132 **WILDFLOWERS**  
Judy Collins (Elektra EKS 74012)  
(M 87 4012) (S 47 4012) (X 54012)
- 133 **ENGBERT**  
Engelbert Humperdinck (Parrot PAS 71026)  
(79826) (X79626)
- 134 **1776**  
Original Cast (Columbia BOS 3310)  
(COL 1812-0044)
- 135 **GENTLE ON MY MIND**  
(Glen Campbell (Capitol ST 2809)  
(8XT-2809) (YIT-2809) (4XT 2809)
- 136 **THE ORIGINAL DELANEY & BONNIE**  
(Elektra 74039) (84093)
- 137 **THE BOOKER T SET**  
Booker T & The MG's (Stax STS 2009)
- 138 **CHILDREN OF LIGHT**  
Biff Rose (Tetragrammaton T 116)
- 139 **AT YOUR BIRTHDAY PARTY**  
Steppenwolf (Dunhill DSX 50053)  
(823-50053) (423 50053) (55053)
- 140 **THE CHOKIN' KIND**  
Joe Simon (Sound Stage 7 SSS 15006)  
(884 15006) (444 15006) (544 15006)

## Easy Ride Seen For 'Easy Rider'

NEW YORK—New all-time opening week records in Providence and Washington, D.C. have been set by Columbia Pictures' "Easy Rider," which stars Peter Fonda and Dennis Hopper. The film racked up a combined five-day gross of \$28,982 at two Providence theaters. A new record was also established in Washington where "Easy Rider" scored \$20,017, the best first five days in the history of Loew's Embassy Theater.

"Easy rider," which was shown at the Edinburgh Film Festival on Sunday, August 31, continues to do excellent business in its other early U.S. engagements. At the Beekman Theater in New York, where it continues its first New York run, a terrific \$38,081 was registered at the close of the sixth week of the film's American premiere engagement.

The soundtrack of "Easy Rider," which features performances by the Byrds, Steppenwolf, Roger McGuinn, and Jimi Hendrix, has made its appearance on the Cash Box album chart at 84 with a bullet.

## Bee Gees Filming 'Cucumber Castle'

LOS ANGELES—Filming on the Bee Gees forthcoming TV special "Cucumber Castle" is currently under way in England at the home of their manager Robert Stigwood.

The premier show will feature guests Sammy Davis Jr., Vincent Price, Lulu, Hermione Gingold and Eleanor Bron. In addition, a filmed segment of Blind Faith's recent concert in Hyde Park will also be included in the telecast.

Negotiations on a multi-million dollar scale involving both British and American TV are in progress, and full details will be disclosed shortly. At present, Stigwood estimates that the show will be extended into a 13-week series.

## Ryan Narrates ARN's 'Moonshot' Recording

NEW YORK—A dramatized documentary LP of the moon landing, entitled "Apollo 11. The First Manned Lunar Expedition," with a narration by Robert Ryan, has been produced on American News label, a division of ARN broadcasting Corp., under the supervision of Donald Fass.

A good portion of the record, which covers the event from lift off to splash-down, was made at the Kennedy Space Center and features the voices of astronauts, Armstrong, Aldrin and Collins and the exchanges between them and Mission Control (with layman's translation via the narration).

ARN, which has been producing dramatized recordings of manned space flights for the past 10 years, has already placed "Apollo 11" in world wide distribution.

## Third Alpert Special

HOLLYWOOD—The third Herb Alpert & the Tijuana Brass TV special will be presented on NBC, Wednesday, October 29. The show's guest star will be Natalie Wood.

## Filmed 'Beat Goes On' For Zell Enterprises

NEW YORK—TV rights to the 80-minute Australian film "In The Summer The Beat Goes On," written, produced, and directed by Peter Clifton, have been acquired by Zell Enterprises International.

Featuring performances by the Rolling Stones, Jimi Hendrix, the Bee Gees, Otis Redding, Joe Crocker, and the Vanilla Fudge, the theatrical film has never been shown in the United States. According to Bert Zell, president of ZEI, the film will be edited down for showing here as college concert fare.

# Top Two



Wherever *Last Summer* has opened, it's become one of ten topmost leaders at movie box offices. Actually, it's usually ended up number one, or at worst, Top Two. Around Bel Air, they call it the hot film: *Last Summer*. For the movie's music, the producers did it up brown. They went to a hit producer, the young *John Simon*. He wrote it, produced it, and made it worthwhile.

So what we (Warners) have, obviously, is an album that could cause customers.



WS 1791

## Aretha Ordered To Rest By Doctor

Popular singing star, Aretha Franklin, has cancelled all her personal appearances and concerts, together with various television shows, for the remainder of the year. The decision was based on her doctor's orders.

The announcement was made by Ruth Bowen, president of Queen Booking Company, which represents Miss Franklin. The Award-winning songstress, frequently billed as the "Queen of Soul" is scheduled for "rest the remainder of the year."

## Atlantic Contributes To NATRA and Fore

NEW YORK — Atlantic Records last week contributed \$20,000 to the National Association of Television and Radio Announcers and \$5,000 to the new Fraternal Order of Record Executives.

The contribution was announced at NATRA's "Golden Mike" Awards Dinner during the organization's national convention in Washington, D.C.

## Freeman Signs With Okeh

NEW YORK — George Freeman has been signed to a recording contract with Okeh Records, a subsidiary of Epic Records. The first single by Freeman, being released this week, is "All Right Now" c/w "You Lied, I Cried, Love Died." The deal was announced by Epic A&R director Larry Cohn. The signing was negotiated by Freeman's manager, Maceo Birch, with Epic's west coast office.

## Apple's Preston Going Solo

HOLLYWOOD — Billy Preston, Apple recording artist, will embark upon a career as a solo performer as soon as his engagement with The Ray Charles Show at Hollywood's Coconut Grove is completed. Coming up are bookings at the Showcase Lounge, Seattle, Wash., Sept. 5-13; "The Temple," Portland, Ore., Sept. 14; and the Marco Polo in Vancouver, British Columbia, Sept. 19-27.

Preston played organ on the Beatles' million seller "Get Back" and recently had his first single for Apple released: "That's The Way God Planned It."

## TV Folk-Gospel Festival

NEW YORK — Tony Lawrence will host an ABC Network TV special Sept. 16. Originally taped at the Harlem Cultural "Gospel Festival" Jul. 13, the program will star Mahalia Jackson, the Staple Singers, Rev. Jesse Jackson, Clara Walker, the Mighty Mello-tones and others.

## Bud Howell Named Nashboro President

NASHVILLE — The Nashboro Record Co., headquartered here in Nashville, has named B.S. (Bud) Howell president. Howell joined the firm in 1967 as vice president of sales and was promoted to executive vice president and general manager in 1968.

Under Howell's guidance, Nashboro Records has grown to include a large number of spiritual artists. Also during this time, several other record companies have been established by the firm. They include: Creed Records, a spiritual label; Nasco Records, specializing in pop music and country gospel; and two soul labels, Excello and A-Bet Records.

Howell said, "We are currently increasing the production of both singles and albums on all of our labels. Nashboro is also increasing its world wide distribution facilities. The firm currently has distribution points throughout the nation and in Canada, and plans have been finalized for pressing and distribution facilities in France, Belgium, Australia, Holland, Luxembourg and the former French colonies of Africa. Plans are being processed for locations in the balance of the European countries.

In addition, Howell has licensed GRT and the International Tape Cartridge Corp. (ITCC) to transfer Nashboro's masters to eight-track cartridges and tape cassettes, both stereo.

Howell, a native of Nashville, received his high school education from Montgomery Bell Academy and graduated with a B.A. Degree from Vanderbilt University, both in Nashville. He is a member of the National Association of Recording Arts and Sciences (NARAS).



Bud Howell

## Hal Gold To Chess

CHICAGO — Joining Chess Records, a division of GRT, will be Hal Gold. Gold is to become national promotion director of the company. He has previously worked with Capital and Columbia Records in sales promotion and management.

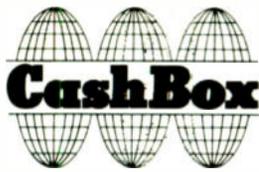


TUNESMITH'S SOCIAL DEBUT — Conveniently located in Washington, D.C. at the time of the NATRA convention was Guy Draper's party, held Saturday evening, August 16, to celebrate the previously announced formation of the Tunesmith record label. Appearing at the party were many of Draper's and the Temptations' friends from Motown Records, including Gladys Knight and one of the Pips. Also on hand were the Face of the Earth, a group soon to record for Tunesmith. From left to right, we see Guy Draper, Otis Williams, Eddie Kendrick, Melvin Franklin, Dennis Edwards, Cornelius Grant, all Tunesmith execs, and Howard Weissman, publicist for Draper.



## Top 50 In R & B Locations

1	SHARE YOUR LOVE WITH ME Aretha Franklin (Atlantic 2650)	1	26	YOU GOT YOURS, I'VE GOT MINE Delfonics (Philly Groove 157)	32
2	YOUR GOOD THING IS ABOUT TO END Lou Rawls (Capitol 2550)	3	27	CHAINS OF LOVE Bobby Bland (Duke 449)	40
3	THE NITTY GRITTY Gladys Knight & The Pips (Soul 35063)	5	28	YOU CAN'T MISS WHAT YOU CAN'T MEASURE Clarence Carter (Atlantic 2642)	21
4	CHOICE OF COLORS Impressions (Curton 1943)	2	29	IT'S TOO LATE Ted Taylor (Room 34)	44
5	OH WHAT A NIGHT Dells (Cadet 56491)	8	30	IT'S TRUE I'M GONNA MISS YOU Carolyn Franklin (RCA 0188)	29
6	I CAN'T GET NEXT TO YOU Temptations (Gordy 7093)	24	31	YOU MADE A BELIEVER OUT OF ME Ruby Andrews (Zodiac 1015)	25
7	NOBODY BUT YOU BABE Clarence Reid (Alston 4574)	7	32	OUT OF SIGHT, OUT OF MIND Little Anthony & The Imperials (U.A. 50552) 34	
8	MOTHER POPCORN James Brown (King 6245)	4	33	LODI Al Wilson (Soul City 775)	37
9	THAT'S THE WAY LOVE IS Marvin Gaye (Tamla 54185)	11	34	JEALOUS KIND OF FELLOW Garland Green (UNI-55143)	35
10	WHAT'S THE USE OF BREAKING UP Jerry Butler (Mercury 72980)	19	35	WORLD James Brown (King 6258)	—
11	I COULD NEVER BE PRESIDENT Johnny Taylor (Stax 0046)	13	36	BY THE TIME I GET TO PHOENIX Mad Lads (Volt 4016)	50
12	HOT FUN IN THE SUMMERTIME Sly & The Family Stone (Epic 10497)	26	37	STEAL Delfonics (Philly Groove 157)	—
13	HOOK & SLING Eddie Bo (Scram 117)	6	38	KOOL AND GANG Kool & The Gang (De-Lite)	45
14	I DO The Moments (Stang 5005)	15	39	DADDY'S LITTLE MAN O. C. Smith (Columbia 44948)	41
15	WHAT DOES IT TAKE Jr. Walker & All Stars (Soul 35062)	9	40	TILL YOU GET ENOUGH Watts 103rd St. Rhythm Band (W.A. 7298)	42
16	RECONSIDER ME Johnny Adams (SSS 1770)	14	41	IT'S GONNA RAIN Bobby Womack (Mint 32071)	43
17	LET'S GET TOGETHER Little Milton (Checker 1225)	22	42	LET A WOMAN BE A WOMAN, LET A MAN BE A MAN Dyke & The Blazers (Original Sound 185)	—
18	LET ME BE THE MAN MY DADDY WAS Chi-Lites (Brunswick 755414)	16	43	THESE ARE THE THINGS THAT MAKE ME KNOW YOU'RE GONE Howard Tate (Turn Table 505)	46
19	LOWDOWN POPCORN James Brown (King 6250)	28	44	GOING IN CIRCLES Friends of Distinction (RCA 0204)	—
20	ONE NIGHT AFFAIR The O'Jays (Neptune 12)	10	45	AQUARIUS/GREEN ONIONS Dick Hyman (Command 4129)	48
21	FREE ME Otis Redding (Atco 6700)	18	46	LIFE & DEATH IN G&A Abaco Dream (A&M 1081)	—
22	MY CHERIE AMOUR Stevie Wonder (Tamla 54180)	20	47	WE CAN MAKE IT Ray Charles (Tangerine 11239)	47
23	TIME WILL COME The Whispers (Soul Clock 107)	30	48	DON'T IT MAKE YOU WANT TO GO HOME Joe South (Capitol 2592)	49
24	IN A MOMENT Intrigues (Yew 1001)	31	49	GET OFF MY BACK WOMAN B. B. King (Blues Way 61026)	—
25	BY THE TIME I GET TO PHOENIX Isaac Hayes (Enterprise 9003)	38	50	THE INTRUDERS (Gamble 235)	—



# CashBox Album Reviews

## Pop Picks



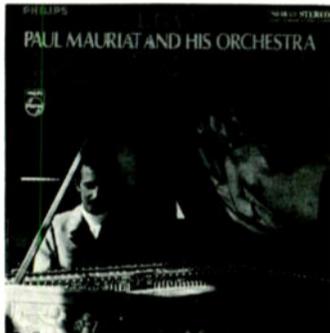
**RECOLLECTIONS — Judy Collins — Elektra EKS-74055**

During the years 1963-1965, Judy Collins was among those at the top of the list of folk-singers. This record is an outstanding collection of some of the best songs that she recorded during that period. Included are: "Mr. Tambourine Man," "Daddy You've Been On My Mind," and "Pack Up Your Sorrows." Those who have found Judy as a contemporary-popular singer during the past few years will make this LP a strong seller.



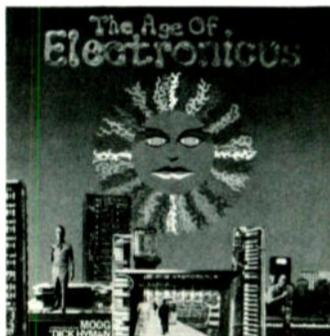
**MEMORIES — Vogues — Reprise 6347**

The four singing Vogues have made a very successful disk career for themselves with their updated versions of oldies, and their latest album, "Memories," should continue the pattern. In addition to the quartet's recent hit, "Moments To Remember," the set contains their new single, "Earth Angel," and such evergreens as "Standing On The Corner," "Love Is A Many-Splendored Thing" and "If I Loved You." LP should be on the charts shortly.



**L.O.V.E. — Paul Mauriat — Philips PHS 600 320**

Paul Mauriat's many fans should rally to the stores to get this latest collection. Easy listening stations are sure to pick up on the many pretty tunes in here, all done in the charming, pleasant Mauriat manner. Fine renditions of "Windmills Of Your Mind" and the magnificent Beatle classic "Get Back" make this an extra special treat for the pianist-orchestra leader's devotees.



**THE AGE OF ELECTRONICUS — Dick Hyman — Command COM 946 S**

Dick Hyman's last album, "Moog," made it on the charts, reaching as high as #40. This album, on which Hyman interprets many recent hits with the Moog, should also find substantial response. Some of the songs with which Hyman worked are "Ob-La-Di, Ob-La-Da," "Aquarius," "Time Is Tight," "Alfie," and "Both Sides Now." LP should have an excellent future.



**LOVE IS ALL WE HAVE TO GIVE — Checkmates, Ltd. — A&M SP 4183**

The Checkmates, Ltd. rocketed up the singles charts recently with their "Black Pearl," single, which features Sonny Charles on vocal, and this album, which contains the single and features Charles heavily throughout, should pull in substantial sales. The Checkmates have been well known as a live act for some time, and they should go far toward gaining solid stardom as a recording act with this LP. Their polished but vital brand of soul could keep them popular for years.



**THE TURNING POINT — John Mayall — Polydor 24 4004**

Certainly one of the most significant blues albums in recent times, this brilliant set by bluesmaster John Mayall, his first for Polydor, is truly a turning point. Eliminating drums and using an acoustic lead guitar, Mayall creates a sound that he calls "blues without bashing," blues that recognizes its folk roots and its development through jazz forms. Recorded live at the Fillmore East last July, this LP features brilliant performances by lead guitarist Jon Mark, bassist Steve Thompson, saxist and flutist Johnny Almond, as well as the incredible Mayall himself (rhythm guitar, harmonica and vocals). Should be a big item.



**SANTANA — Columbia CS 9781**

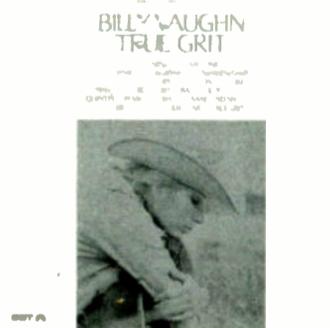
With almost every other sound already incorporated into contemporary rock, Santana, a six man combo, has turned its attention to Latin rhythms to create a most unique sound. Kind of a Mexicali soul excursion, the group's first album is a rhythmic treat that will please many. Powerful tracks like "Evil Ways" and "Jingo" are sure to arouse interest. Watch for this set on the charts.



**THE JOYS OF LIFE — Karen Beth — Decca DL 75148**

With a big push from Decca behind her, Karen Beth should do very well with her debut LP. An interesting cover should attract buyers, and inevitable FM play will put this fine set across. Miss Beth has an intriguing voice, and plays folk style guitar very well. The songs, all of which are originals, are imaginative and interesting, particularly the title tune, "April Rain," and "White Dakota Hill."

## Pop Best Bets



**TRUE GRIT — Billy Vaughn — Dot DLP 25969**

Orchestra leader-arranger-producer Billy Vaughn has a solid reputation in the middle-of-the-road field, and he continues to live up to his fame with each album. "True Grit" is no exception. Vaughn's fans will want to hear his polished renderings of the title tune and such numbers as "Quentin's Theme," "Sweet Caroline" and "The Dock Of The Bay."



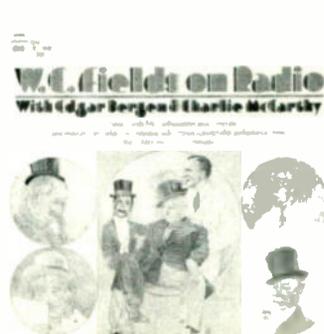
**FRESH AIR — Julius Wechter And The Baja Marimba Band — A&M SP 4200**

Julius Wechter and the Baja Marimba Band should have no difficulty pleasing their following with their latest album venture. Popular for their infectious good-time style, the Band performs true to form here and with "Fresh Air" should add yet another to their list of good-selling albums. Among the numbers on the set are "Wave," "I'll Marimba You," "Eleanor Rigby" and "The Windmills Of Your Mind."



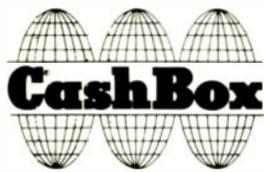
**THE JOHNNY WINTER STORY — Johnny Winter — GRT GRT 10010**

Johnny Winter's success as a recording artist in the past year makes this album of old tracks made by the blues singer-guitarist a potentially hot item. As the liner notes to the LP clearly state, these are highly commercial tracks and it is a very interesting experience to listen to a master like Winter in the process of trying to get a hit record. Listen to his brilliant, funky instrumental version of "By The Light Of The Silvery Moon" included here. Many Winter fans will probably want to buy this LP.



**W.C. FIELDS ON RADIO (WITH EDGAR BERGEN AND CHARLIE MCCARTHY) — Columbia CS 9890**

Hilarity reigns on this collection of rare recordings of W.C. Fields on radio, with Edgar Bergen and Charlie McCarthy, or with Don Ameche, or on his own show. Included are the brilliant Fields piece, "The Pharmacist," adapted from his classic short film of the same name, the hilarious "Temperance Lecture," and some truly great bits with Bergen and McCarthy. LP's of this kind have been extremely successful in recent months and this entry could follow the pattern.



# CashBox Album Reviews

## Pop Best Bets



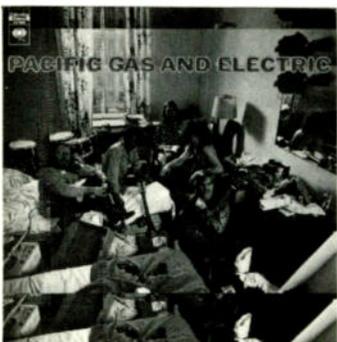
### THE NEON PHILHARMONIC — The Neon Philharmonic — Warner Bros./7 Arts 1804

This is the second album by the Neon Philharmonic, and follows a successful single, "Morning Girl." The words and music for all the songs were composed, arranged, and conducted by group member Tupper Saussy in a style very similar to that of Jim Webb. The singing of Don Gant does a big job in rounding out this album. Set should move nicely.



### SATIN CHICKENS — Rhinoceros — Elektra EKS 74056

On their second album, Rhinoceros shows even more promise than on their first. LP is tough with its earthy, powerful blues-rock style, and the group, all fine musicians, are really channelling their energies into some very tight, very together sounds. Of special interest is a snip of Duke Ellington's "Satin Doll," given new verve as performed by Rhinoceros. In addition, the album features some very fine original material, such as "Find My Hand," "In A Little Room" and the sprightly instrumental "Funk Butt," all of which could earn FM play and establish LP as a winning item.



### PACIFIC GAS AND ELECTRIC — Columbia CS 9900

On their first album for Columbia, Pacific Gas And Electric puts together a throbbing, pulsating sound made up of jazz, blues and rock. The five man combo comes on extra strong and their forceful sound could gather fans. FM play is promising, especially on the giant cut "PG&E Suite." Also a standout is "She's Long And She's Tall," which was recorded live at the Fillmore West.



### RAVEN — Columbia CS 9903

This year has witnessed a movement of rock back to its roots in country music and in blues. Raven gets down to the nitty gritty in its earthy, bluesy style and could attract a following. The LP, which includes such throbbers as "No Turnin' Back," "Frumpy," and the "Green Mountain Dream" may garner nice FM play.



### GYPSY PEOPLE — Jan & Lorraine — ABC ABCS 691

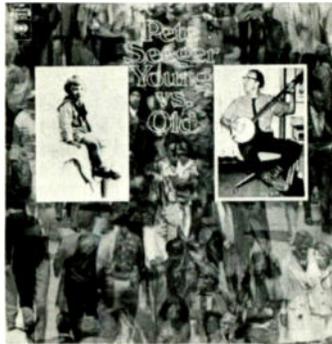
Jan and Lorraine are two very pretty young English ladies who create in their first album a sparkling, very refreshing set that comes across with a power and intensity that is only born of subtle, meticulous musicianship. The songs, most of which are originals, are very fine examples of how heavy light rock can be. Great vocals, intricate, interesting arrangements, and the beautiful playing of the girls as well as some brilliant side men, including Brian Odgers on bass, make this a very worthwhile listening experience. Good FM play could spark initial sales, and LP's future is promising.

## Jazz Picks



### REVOLUTION — Wilbert Longmire — World Pacific ST 2016

Many jazz guitarists, following the lead of innovator Larry Coryell, have begun to incorporate into their basic jazz guitar forms the sounds and styles of contemporary rock, and Wilbert Longmire is one of the few who have succeeded admirably. This LP offers him the opportunity to try some very refreshing approaches on such fine pieces as Paul Simon's classic "Scarborough Fair Canticle," the Rodgers and Hart gem, "Bewitched," and the Beatle masterpiece "Revolution." LP should find a following among jazz buyers.



### YOUNG VS. Old — Pete Seeger — Columbia CS 9873

Pete Seeger is a member of the older generation who is still young, who combines youthful enthusiasm with mature experience. Some (not all) of the songs on his latest album have to do with the conflict between youth and age. Highlight of the set is "All My Children Of The Sun," Seeger's own composition and a masterly companion to "Waist Deep In The Big Muddy." In "Children" a "young egghead" tries in vain to warn his older companions of the danger of a waterfall up ahead on the river on which they are paddling. Seeger's version of Joni Mitchell's "Both Sides Now" is another track of interest.



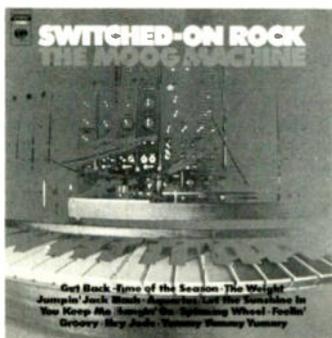
### IN THE JUNGLE BABE — Watts 103rd Street Rhythm Band — Warner Bros.-Seven Arts 1801

The Watts 103rd Street Rhythm Band here lends it contagious soul stylings to ten tracks, including four co-cleffings by leader Charles Wright and one composition by group member Gabe Flemings. "Till You Get Enough," penned by Wright and the Band, saw chart action recently, and that should help sales of the set. The quality of the LP itself and the reputation of the Band should do the rest. Could make the charts.



### ENOCH LIGHT AND THE BRASS MENAGERIE VOLUME II — Project 3 PR-50425D

The Enoch Light sound on this album is as big and as bold and as brassy as ever. The Brass Menagerie packs a belt on such contemporary hits as "Happy Heart," "Gentle On My Mind," and "Galveston," giving these tunes a new kind of power. Enoch Light fans and brass fans should take note of this LP.



### SWITCHED-ON ROCK — The Moog Machine — Columbia CS 9921

One among many albums being released that employ the Moog Synthesizer, this one stands out for its buoyant vitality. With such hit songs as "Get Back," "Time of the Season," "The Weight," "Jumpin' Jack Flash," and "Spinning Wheel" going for it, the set could do well.



### AN EYE FOR AN EAR — Terence — Decca DL75137

Terence is a powerful singer with a deep, throaty voice which he uses very effectively on the interesting tunes in this, his debut album. The lyrics to his songs are printed on the back of the album and a reading of them proves rather fascinating. The music here has a heavy rock bounce to it, backed up by some imaginative orchestration. FM play could bring attention to this set.



### THE BIRTH OF SOUL — Various Artists — Decca DL 79245

A most unusual, entertaining, and interesting album, this collection of rare old recordings by some of America's foremost giants of jazz and blues traces in a fascinating manner the development of what is today referred to as soul music from its roots in the work of Louis Armstrong, Billie Holiday, Ella Fitzgerald, Lionel Hampton, and many other greats. Included are Armstrong's spunky 1929 version of "I Can't Give You Anything But Love," Buddy Johnson's 1945 reading of "Since I Fell For You," Ella Fitzgerald's 1947 version of "Lady Be Good," and many others. Should sell nicely.

## An Open Letter Rebuttal From Allen Shaw Director ABC Radio Stations FM Special Projects Group

Come on Tom, surely the underground guys have not blown their super cool and asked you to put us poor plastic hippies at ABC down under have they?

All competitive nastiness aside, the word "chicken" suggests that we may have been afraid to go really underground like all the heavy stations you were associated with. In the interest of making your future analyses of the state of radio today a little more accurate and meaningful I wanted to tell you that we are the way we are because we want to be. We have nothing stopping us from playing long mediocre blues cuts and hiring college kids and hippies to do free form shows without any attention to production, content, or music exposure, balance and popularity. In fact it would allow me to quit these 18 hour days here at the studio. There must be some reason to consider these things that DIRTY OLD TOP FORTY radio still does, and quite successfully. (WABC AM now reaches 5 million listeners a week in the latest ARB) I, like you, agree that progressive rock (a better term than underground radio should outrate "Top Forty" and it will someday. I really would like to dig the "Big Daddy" of underground radio but I'm afraid I must agree with the "Little Daddy" of Top Forty Radio, Chuck Blore in his comment in Broadcasting Magazine last week.

Underground radio as you have defined it will not survive because it is too self conscious, pseudo hip, prejudiced, and easily affected by what seems to be happening rather than what actually is happening. We believe that what we are doing with our FM stations is where the real future audiences will be. Underground radio as you have known it will be remembered as the "scene" that seemed to be but never really was ... like the Haight.

## And From Sonny Taylor M.D. at WGLI-New York

I have just noticed your column in last week's issue of CASHBOX concerning Underground music on the radio.

This is just a note informing you of our station that is programming this type of music on AM (incidentally, the only AM station around the New York area at least) every night from midnight till 6 A.M. Monday - Saturday. Our disk jockey is Dennis Edwards and he runs an open-format type program consisting of requests for the first two hours - where the listener calls and hears the record requested within a five to ten minute period. We are competing with some heavy FM's but we are holding our own ... the sell-out sponsorship has proven that.

We are in our third month and hope to continue for quite some time.

# Producer's Profile

## JOHN HAMMOND

John Hammond, director, Columbia Records' Talent Acquisition, is one of the truly legendary personalities of the American musical scene. He has been described as "the most effective catalyst in the development of jazz" by Leonard Feather, who, in another article stated: "Were it not for Hammond there might never have been a 'swing era' (because Benny Goodman's band might never have been formed); boogie-woogie might have remained forever an undiscovered piano form (it took five years of searching before John found Meade Lux Lewis washing cars in a garage, put him in a studio and has him re-record his Honkey-Tonk Train Blues); Count Basie's nine-piece band in Kansas City might have dissolved and Basie might have been as obscure today, as say, Harlan Leonard; Charlie Christian might never have influenced anybody outside Oklahoma nor Billie Holiday anyone beyond Harlem."

Born in New York City in 1910, John Hammond was educated first at Hotchkiss and then at Yale. He has been associated with Columbia Records since 1932 when he produced the first recordings of Fletcher Henderson. During this period, he also recorded Bessie Smith, Duke Ellington and Mildred Bailey. He discovered Billie Holiday when she was fifteen, and was producer of most of the now classic Teddy Wilson and Billie Holiday records of 1935 through 1938. Other artists who owe a large part of their international reputation to Mr. Hammond have been Marlowe Morris, Stuff Smith, Aretha Franklin and Red Norvo.

He entered the Armed Forces in 1943 and, upon his return to civilian life in 1946, became president of Keynote Records. After a brief tenure as recording director of Majestic Records, he became vice-president of Mercury Records upon its merger with the Keynote label. While at Mercury, he released the first recording of David Oistrakh to appear in the United States, and gave a then unknown young oboe player named Mitch Miller a job as an artists and repertoire producer.

Joining Vanguard Records in 1953 as director of popular music, he remained there until 1959, when he returned to Columbia Records as a staff producer, supervising recordings by Olatunji, Aretha Franklin, Paul Winter, Carolyn Hester, the Dukes of Dixieland, Pete Seeger and Bob Dylan.

Mr. Hammond has been active in NARAS, (National Academy of Recording Arts and Sciences) serving as president of the east coast chapter from 1958 to 1960, and is currently a member of the executive board. He has also served on the board of directors of the Newport Jazz Festival. Mr. Hammond is an active participant in many civic organizations.

As director, talent acquisition for Columbia Records, Mr. Hammond is responsible, nationally, for scouting, auditioning and recommending potential talent for Columbia Records. He also maintains liaison with artists, artists' managers, agents and representatives of nightclubs, concerts, music festivals and motion pictures. Mr. Hammond, from time to time, arranges and conducts auditions throughout the country.

In addition, Mr. Hammond directs the administration and review of musical material submitted to Columbia, and he serves in an advisory capacity to the Archive series of classic jazz performances, a series which he created.

In addition to Bob Dylan and Aretha Franklin, other outstanding artists Mr. Hammond brought to the Columbia label include Don Ellis and Leonard Cohen. Mr. Hammond was also instrumental in bringing the talented young singer-composer, Donovan to the Epic label.

John Hammond, who views his job as a labor of love commented: "This is the kind of work that I've always loved doing. It is something I can do and truly devote myself to. I consider that the recording industry is the greatest talent-developer in the country. The radio and television industries have forfeited their leadership by their heavy reliance on talent developed through recordings.

I think the time is right for bringing back to the popular music scene the challenges that can only happen with the discovery and development of new talent."

Whether they heard a note blown or saw a fragment of a star, the audience as well as the performers at the Woodstock Festival can revel in the fact that they have scared the hell out of The Establishment.

As the cultural shock wave sends a convulsive shudder through media the heavy editorial thinkers are trying to analyze the social, economic, and political ramifications of that joyous celebration of the music and of each other.

Time Magazine worried that they would fall into the hands of some evil (non-Luceite) political manipulator. I agree that much of the audience as well as the performers will someday become political activists. There is no question that many of tomorrow's leaders will come from the entertainment world - it's just too damn bad that Ronald Reagan and George Murphy had to be the ones to prove it.

The Festival has also succeeded in underlining the fact that we are part of a drug culture that was created by the very media that now gapes in horror at it's dope-smoking pill-popping sons and daughters who are not only doing that but also are unashamed of their nude bodies and even, reportedly, are Doing It!

Inevitably the dope part of it will be blamed on the musicians because it always has been. Never mind that T.V., Radio, and the Press are constantly hawking us to buy pills to wake up, to go to sleep, to calm us, to entuse us, to enable us to tolerate existence.

Johnny drops an amphetamine and he's "on speed" - Mother drops one and she's "on a diet." Society's darlings pass out joints with the martinis and they're "beautiful people" - some musician gets caught with half an ounce in his guitar case and he's a menace to society.

I don't know if anyone's keeping figures but an awful lot of rock musicians have been busted on dope charges in the last couple of years and there is no question that they are being preyed upon in many cities.

The government, national and local, bumbles and babbles about great new anti-drug campaigns and legislation - which usually translates as an increase in the penalties.

If anyone from the local sheriff to the occupant of the White House is serious about stopping marijuana smoking I suggest they turn their attention to easier tasks like regulating tides or writing their names on echoes.

The hard drugs - amphetamines, heroin, and 'downers' - are the very real problem that has to be solved and it will not be solved by legislation or government preaching because the young people today are going to listen to warnings only from their own peer groups.

The Do-It-Now Foundations in Los Angeles is one example of a group of long-haired ex-drug users who have come up with a series of programs based on very simple goals "to meet the current needs of the youth community, to alleviate pain, and work towards the ultimate conclusion of man's intelligence, universal peace and happiness." The foundation to date has made anti-drug tapes by top rock musicians such as Gracie

Slick of The Jefferson Airplane, Eric Burdon of The Animals, Frank Zappa of The Mothers of Invention that have been offered to the radio stations around the country. The tapes are warnings that 'speed kills' from rock personalities whose influence in this area is of tremendous importance. They operate a 24-hour a day answering service in reference to drug problems. They hold workshop sessions which addicts or people who fear becoming addicts. They have initiated a program of adult education to try to explain to parents what the real drug problem is in this country. They have come up with a record album called First Vibration that will be sold through the mail to raise funds for this non-profit charitable and educational foundation and for similar groups throughout the country. The album contains cuts by Buffalo Springfield, The Beatles, Genesis, Eric Burdon and the Animals, Jefferson Airplane, Donovan, Ravi Shankar, Canned Heat, Things to Come, Peanut Butter Conspiracy, Hoyt Axton, The Byrds, Chad and Jeremy, and Jimi Hendrix. It's a powerhouse and it will be sold through the mail at a \$3 price tag over top 40 and underground stations around the country.

The station will thus have an opportunity to be involved in a realistic workable program to halt drug abuse. Twenty-five cents from the purchase price of each album will go to the radio station to donate to whatever organization in their own community that they believe is best working in this area - the free medical clinics, etc. The album is accompanied by a booklet that tells specifically of the dangers of various types of harder drugs and tells it in the words of Donovan, of poet Allen Ginsberg, as well as drug users themselves who have suffered the experience.

I know of no effort in the field of drug abuse that makes more sense or has a more intelligent approach. The message comes from the heroes of the contemporary music business and there is no question in my mind that today's young people will heed the warning if it comes from The Beatles, The Jefferson Airplane, or Jimi Hendrix before they would ever listen to a similar message from their parents, their teachers, or The United States government. That may not be the way that any of the aforementioned would like it to be, but that's the way it is. It is an outstanding opportunity for the popular music stations to join with the top rock artists in a campaign of true public service and any station wishing to participate can do so by contacting The Do-It-Now Foundation at 6230 Sunset Boulevard, Hollywood, California 90028.

In closing, I would like to pay particular tribute to Aquarius Productions who housed Do-It-Now free for more than a year in the theater where they are presenting "Hair" and to Lester Sill of Screen Gems Music who worked so very hard with the group to put together this outstanding album. He has set an example for everyone in the industry as to what can be done when you participate not only as a business man but as a member of the community of man.



## Cash Box Country Roundup

Mercury Records' Roy Drusky has completed the first of a series of TV commercials for Purina Dog Chow and Purina Puppy Chow. The one-minute color spot, which will be aired in some 50 markets during the Purina sponsored "That Good Ole Nashville Music," was shot on location at Drusky's home in Madison, Tenn. Neither rain, sleet or snow can stop the country music fan from attending outdoor shows. That's what Decca's Bill Anderson found out recently during the open-air shows held at the West Virginia State Fair in Lewisburg, the Shiwassee County Fair in Corunna, Michigan, the Appalachian District Fair in Gray Station, Tenn. and Buck Lake Ranch in Angola, Indiana. In spite of rain and threatening thunderstorms on all four dates, some 40,000 people attended the shows. Russ Carlyle, of big band fame, was in Music City recently and waxed a country-flavored tune at the Woodland Studios. Indie producer Troy Shondell was at the helm, and also penned the song which will be released from the session. Carlyle is set to appear on the "Joey Bishop Show" September 16. Bill Miller, entertainment director for the Flamingo and International Hotels in Las Vegas, has announced the signing of Dot artist Ray Frushay to a four-week engagement at Vegas' new International Hotel. Frushay is currently headlining the show at the famous 500 Club in Atlantic City, New Jersey. "Hee Haw" funnyman, Junior Samples began a mid-western tour last week which will find him making appearances in Missouri, Arkansas and Tennessee, winding up Sept. 7 in Oklahoma City, Okla. Decca's Warner Mack and the Mavericks labored over the Labor Day week-end with performances at WVIK Radio's shindig in Knoxville, Tenn.

and Frontier Park in Columbus, Ohio. Wilma Burgess, backed by the Misty Blues and represented by the Joe Taylor Artist Agency, will include her latest Decca offering of "The Woman In Your Life" in her Sept. 21 & 22 performances at the Ohio State Fair in Columbus. WMNI deejay Carl Mendelken will emcee the festivities. Epic's Jim & Jesse and Chart Records LaWanda Lindsey entertained country music lovers Aug. 29 in Marion, Virginia. Aug. 31 found Jim & Jesse at Buck Lake Ranch in Angola, Ind., where they included their current release "I'm Hoping That You're Hoping" in their program roster. Bobby Lee will be in Nashville Sept. 19 for a session with Musicor. Eddie Noack will produce the session. Sandy Mason, who recently inked an Epic recording contract, hit the airwaves last week with her first release for the label, entitled "I Didn't Have The Heart To Tell Him No." Nashville's Glenn Sutton produced the session. Dot's Cody Bearpay has begun an extended "pow-wow" at the popular Nashville West club in Tucson, Ariz. A member of the Chippewa Indian Tribe and the only full-blooded Indian C&W artist signed to a major label, Bearpay and his Running Bears back-up of Indian brothers are committed for the Nashville West's nightly "council meetings" until the middle of October. Lorene Mann is anticipating another successful year of working with her RCA duo hitmaking partner, Archie Campbell, since the Joe Taylor Artist Agency booked twosome has advance bookings running into the Spring of 1970. Lorene is currently riding solo with her "Tell It All" single and is putting finishing touches on her new RCA album, produced by Bob Ferguson and set for December release. Tom T. Hall has taken up tempor-

ary residence on the West Coast where he is working on the initial script of the projected mid-season show "Harper Valley U.S.A." at the NBC Studios in Burbank. Plans also call for Tom to be a semiregular on the series, making as many appearances as his busy schedule will permit. Capitol's Buck Owens, co-star of the No. 1 rated CBS-TV summer series "Hee Haw," was in Hollywood last week to tape ABC's new program "Music Scene" which will premiere Sept. 22. Appearing with Buck will be James Brown, The Beatles, and Crosby, Stills, Nash and Young. Dot Records artist Diana Trask will be in Philadelphia Sept. 2 for the taping of the "Mike Douglas Show," and in Boston, Sept. 4 for the "Dave Garroway Show." Diana recently completed engagements at Bimbo's in San Francisco and the Hyatt House in Atlanta. Capitol chanter Merle Haggard led a show called "Country Caravan" at the Mid-South Coliseum in Memphis, August 16, which featured Conway Twitty, Rose Maddox and Bonnie Owens among others. A crowd of about 8,300 gave Merle four standing ovations after a full hour of the most popular songs he has written and recorded. Epic's Tommy Cash will appear several times during the month of September with the "Johnny Cash Road Show" commencing Sept. 5, 6 & 7 at the Mid-America Fair in Topeka, Kansas. The Buddy Lee Attractions artist will also appear on the Johnny Cash TVer

Sept. 20. Smokey and Shorty Warren will headline the final Mountain Dew Country Music Spectacular at Palisades Amusement Park, New Jersey on Sept. 4. Shorty has flown in from Hollywood for the annual Jamboree reunion show with his brother Smokey and the Mountain Dew Boys, plus Dottie Mae. A former Texas beauty queen brought looks as well as ability to the roster of Show Biz Records last week with the sign-up of Jamey Ryan to the new label's fast growing artist roster. Announcement of Jamey's join-up with Nashville's newest record label was made by SBR exec George Cooper III, who also revealed that Jamey has been named to the regular cast of "Country Carnival." Show Biz produced weekly half-hour country music TV show which is now in approximately 50 coast-to-coast markets. The Loretta Lynn road show, featuring Sonny Wright and Peggy Sue, was the last country show to appear at the Little Fish Club in Boothville, Louisiana. There is no longer a Boothville, the town was completely destroyed by hurricane Camille's 200 mile plus winds and destruction. I think that's what's called "playin' up a storm." Roy Horton of the Peer-Southern organization reports heavy use of the P.S. catalog on the "Hee Haw" and "Johnny Cash" TV shows. A recent Cash tribute to Jimmie Rodgers featured an excerpt from Rodger's only film.

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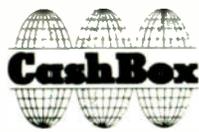
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## CashBox Country LP Reviews



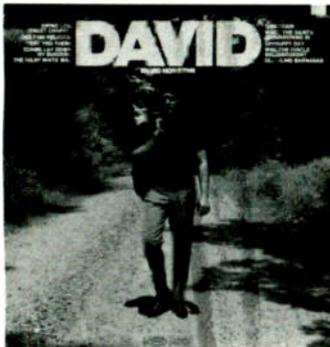
### TOGETHER — Jerry Lee Lewis & Linda Gail Lewis — Smash SRS 67126

Jerry Lee's renewed fame, together with Linda Gail's growing popularity, makes for an LP that's headed straight up the album sales charts. Here they apply their country rock style to some well known items including their recent hit single "Don't Let Me Cross Over," in addition to "Milwaukee Here I Come," "Jackson," "Sweet Thang," "Gotta Travel On" and the Chuck Berry classic "Roll Over Beethoven."



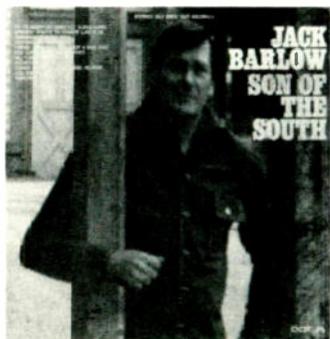
### CARL SMITH SINGS A TRIBUTE TO ROY ACUFF — Columbia CS 9870

Carl Smith pays tribute to the King of Country Music with this collection of eleven Acuff classics. Carl's fine vocals are enhanced by the effective production of Don Law, on a set that includes "Wabash Cannon Ball," "The Great Speckled Bird," "Pins And Needles," "Streamlined Cannon Ball," "The Wreck On The Highway" and "Fire Ball Mail." Strong sales appeal here.



### DAVID — David Houston — Epic BN 26482

Backed by the Jordanaires, David Houston soulfully sings his way through this set of ten well known songs of faith and inspiration. Truly a moving performance, this package should find instant appeal among David's many fans. Includes "Old Time Religion," "This Train," "Swing Low, Sweet Chariot," "When The Saints Go Marching In" and "Oh Happy Day."



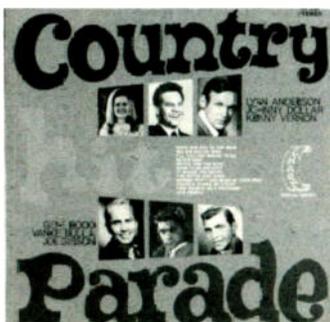
### SON OF THE SOUTH — Jack Barlow — Dot DLP 25958

Big Jack Barlow lends his big mellow voice to this package which spotlights the chanter performing his latest single release "Pauline" together with other listenable material. All done in the modern Nashville vein. The Dot artist should attract many new fans with his feelingful vocals on "I'd Be Happy To Sing You A Sad Song," "Nobody Wants To Hear It Like It Is," "I Must Have Got Ahold Of A Bad One," "Poortown, U.S.A." and the title track.



### FROM THE HEART — Diana Trask — Dot DLP 25957

Miss Country Soul herewith offers a pop style set on which she applies some interesting soulful vocals to evergreen and contemporary material. Session includes her latest single "Children," in addition to "Heartbreak Hotel," "My Elusive Dreams," "Yours Love," "When Two Worlds Collide," "Here Comes My Baby Back Again" and six more. Very listenable package, should rate high.



### COUNTRY HIT PARADE — Various Artists — Chart CSS 3000

For those who prefer variety, Chart Records has dug into its talent bag and come up with a special series package that combines the vocal talents of Lynn Anderson, Johnny Dollar, Kenny Vernon, Gene Hood, Vance Bulla and Joe Gibson. A sampling of the contents include Lynn's "Wave Bye Bye To The Man," "It Makes You Happy" and Johnny's "Big Rig Rollin' Man" and "I've Gotta Stay High." Loads of sales appeal here.



## CashBox Country Music Report

### BMI To Present Theater Workshop

NEW YORK — The BMI (Broadcast Music, Inc.) Musical Theater Workshop, which has provided free training to composers and lyricists in New York City since 1960, will begin a series of sessions in Nashville in early October. Directed by Lehman Engel, leading Broadway composer-conductor, the workshop is designed to stimulate proven writers and to develop new talent for the musical theater. The Nashville classes are being held with the cooperation of the community's colleges and schools of music.

Beginning October 2, Engel will make a series of visits to Nashville

to direct the program. Each visit will last for several days, during which two sessions will be held each day. Classes for qualifying professional writers will be held in the afternoon, and those for new talent in the evenings. The present schedule calls for sessions as follows: October 2 and 3; October 30 and 31; December 4 and 5; January 29 and 30; February 26 and 27; April 2 and 3; April 30 and May 1.

All writers, lyricists and/or composers who wish to join the BMI workshop must first submit qualifying material. This can be on tape, recording or in manuscript form and should show some indications of potential for writing for the musical theater. Lehman Engel will make the final selection of class members. Material of all aspiring writers must be submitted, as soon as possible, to Frances Preston, Broadcast Music, Inc., 710 Sixteenth Avenue South, Nashville, Tennessee 37203. As has always been BMI's practice, no charge of any sort will be made to persons attending the sessions, and no BMI affiliation is required.

### Golden Touch Of Cash

NEW YORK — Columbia's Johnny Cash, whose records have consistently enjoyed simultaneous success both on the nation's best-selling country charts and also on the best-selling pop listings, continues on his winning streak with the certification of his "Johnny Cash at San Quentin" LP and "A Boy Named Sue" single as Gold Records. Both the album and the single have been certified Gold in less than eight weeks after release. Also within the past two months, "Johnny Cash's Greatest Hits" was certified as a million-dollar-seller Gold LP.

Johnny Cash has previously won Gold Records for his LP's "Ring of Fire," "I Walk the Line" and "Johnny Cash at Folsom Prison."

Adding to this record-industry "Gold," Columbia will be awarding to Johnny two Gold Guitar awards for his best-selling singles "Folsom Prison Blues" and "Daddy Sang Bass," which have already exceeded the 300,000 sales mark.

Johnny will be touring the United States this summer and fall and will be taping guest appearances on such well-known television programs as "The Tom Jones Show," "The Andy Williams Show" and "The Glen Campbell Show." In recent months, Cash has been the subject of numerous articles in major American magazines, is the subject of a feature-length film documentary which will be released in late summer, and is currently hosting his own weekly TV variety show on ABC.

### Bruno To Nashville

NASHVILLE — Nick Bruno, nationally prominent photographer of Bruno of Hollywood Studio fame, officially announced the opening this week of his Music City office at 126 Seventh Ave. N.

Bruno also announced that Bill Forshee, formerly with Nashville's Fabry Studio, and well known for his entertainment media specialties, has joined his organization.

Bruno, who also operates studios in New York's Carnegie Hall and Kansas City, Mo., said Forshee will serve as general manager and associate photographer. Bruno and Forshee will be alternating their time between the three locations, concentrating on the type of "glamour" photography that's made the Bruno of Hollywood name synonymous with the top name stage, screen, television and recording artists in the business.

Noted for his unique ideas and quality work, Bruno's creative credits include studio and portrait work on such entertainment greats as Bob Hope, Milton Berle, Perry Como, William Holden, Danny Kaye, Liberace, Shirley MacLaine, Ephram Zimbalist Jr. and many others.

A native of Peru, Ind., and a Nashville resident for the past 12 years, Forshee's impressive music industry credits include studio and album covers on personalities like Jeannie C. Riley, Johnny Cash, Floyd Cramer, Del Reeves, George Hamilton IV, Roy Orbison, Hank Williams Jr., Fats Domino, Teresa Brewer — and numerous others.

### Jim Ed Brown To Host Country Palace

NASHVILLE — Country Music takes to the hills this month with the debut of "The Country Place." Music City's newest and perhaps most unique contemporary C&W syndicated half-hour series. The new show biz-produced color half-hour bids to blend the Nashville sound's best with totally new TV trappings.

Host of "The Country Place" is Jim Ed Brown, RCA recording artist and Grand Ole Opry star. Brown is unquestionably one of the brightest young lights on Nashville's country music horizon. Every country single he's recorded in the past 2½ years has been a chart record, and demand for his personal appearances has taken him coast-to-coast to such diverse engagements as Lake Tahoe, Nevada; The Grand Ole Opry, and a host stint on Don McNeil's "Breakfast Club."

Joining Jim Ed and his band "The Gems," each week will be Blake Emons, a young Canadian country music artist, and "The Lancers," new Nashville singing group.

Each week, TV viewers can join Jim Ed and Blake in a country music "Happening" at their mountainside, bachelor pad known as "The Country Place." Thus the name of the show.

Described by some as "a country music Dean Martin Show," the new half-hour is highlighted by a lavish but relaxed set, informality, spontaneity and, of course, lots of modern-day country music. Each week a different guest artist comes calling on the two bachelor playboys and songs, jokes and music ensue.

Preparations and execution of "The Country Place" have been lavish, compared to present C&W syndie standards. Numerous scenes throughout the show, for example, were filmed on location in Tennessee's Smokey Mountains utilizing helicopter, police patrol and a crew and cast of over 40. The city of Gatlinburg, fresh from a filming experience with Ingrid Bergman's movie "Walk In The Spring Rain," literally rolled out the red carpet for the show biz cast and cameramen.

Many of the biggest names on the country music scene have made guest appearances at "Country Place" taping sessions thus far, and at least two major sponsors are considering its full use as a national advertising vehicle.

Premiere showing of "The Country Place" took place August 22 in Roanoke, Virginia, and more than 20 other markets are currently signed to start by mid-September.

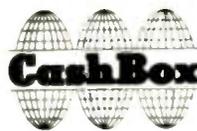
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## CashBox Country Top 60

- |    |  |    |    |   |    |
|----|--|----|----|---|----|
| 1  | <b>A BOY NAMED SUE</b><br>(Evil Eye — BMI)<br>Johnny Cash (Columbia 44944)                                 | 1  | 31 | <b>THE THREE BELLS</b><br>(Harris/Meridian — ASCAP)<br>Jim Ed Brown (RCA 0190)                      | 35 |
| 2  | <b>I'M DOWN TO MY LAST I LOVE YOU</b><br>(Al Gallico — BMI)<br>David Houston (Epic 10488)                  | 3  | 32 | <b>THE WAYS TO LOVE A MAN</b><br>(Al Gallico — BMI)<br>Tammy Wynette (Epic 10512)                   | 41 |
|    | <b>BUT YOU KNOW I LOVE YOU</b><br>(Tro, First Edition — BMI)<br>Bill Anderson (Decca 32514)                | 4  | 33 | <b>SWEET MEMORIES</b><br>(Acuff-Rose — BMI)<br>Dottie West & Don Gibson (RCA 0178)                  | 31 |
|    | <b>TO MAKE A MAN</b><br>(Sure Fire — BMI)<br>Loretta Lynn (Decca 32513)                                    | 5  | 34 | <b>RAINING IN MY HEART</b><br>(House of Bryant — BMI)<br>Ray Price (Columbia 44391)                 | 43 |
|    | <b>RUBY DON'T TAKE YOUR LOVE TO TOWN</b><br>(Cedarwood — BMI)<br>Ken Rogers & First Edition (Reprise 0829) | 7  | 35 | <b>JOHNNY B. GOODE</b><br>(Arc — BMI)<br>Buck Owens (Capitol 2485)                                  | 24 |
| 6  | <b>IF NOT FOR YOU</b><br>(Passkey — BMI)<br>George Jones (Musicor 1366)                                    | 6  | 36 | <b>SWEET 'N' SASSY</b><br>(Papa Joe's House — ASCAP)<br>Jerry Smith (ABC 11230)                     | 38 |
| 7  | <b>WORKIN' MAN BLUES</b><br>(Blue Book — BMI)<br>Merle Haggard (Capitol 2503)                              | 2  | 37 | <b>WICKED CALIFORNIA</b><br>(Jack — BMI)<br>Tompall & The Glaser Brothers (MGM 14064)               | 40 |
| 8  | <b>ALL I HAVE TO OFFER YOU (IS ME)</b><br>(Hill & Range, Blue Crest — BMI)<br>Charley Pride (RCA 0167)     | 3  | 38 | <b>HOLD ME, THRILL ME, KISS ME</b><br>(Mills — ASCAP)<br>Johnny & Jonie Mosby (Capitol 2505)        | 32 |
| 9  | <b>THAT'S A NO NO</b><br>(Shelby Singleton — BMI)<br>Lynn Anderson (Chart 5021)                            | 11 | 39 | <b>SINCE I MET YOU BABY</b><br>(Progressive — BMI)<br>Sonny James (Capitol 2595)                    | 48 |
| 10 | <b>THAT'S WHY I LOVE YOU SO MUCH</b><br>(Hall-Clement — BMI)<br>Ferlin Husky (Capitol 2512)                | 10 | 40 | <b>BETTER HOMES &amp; GARDENS</b><br>(Russell, Cason — ASCAP)<br>Bobby Russell (ELF 0310)           | 46 |
| 11 | <b>INVITATION TO YOUR PARTY</b><br>(Know, Gold Dust — BMI)<br>Jerry Lee Lewis (Sun 1101)                   | 19 | 41 | <b>JUST A DRINK AWAY</b><br>(Tree — BMI)<br>Ernest Tubbs (Decca 32532)                              | 45 |
| 12 | <b>TRUE GRIT</b><br>(Famous — ASCAP)<br>Glen Campbell (Capitol 2573)                                       | 13 | 42 | <b>HOMECOMING</b><br>(Newkeys — BMI)<br>Tom T. Hall (Mercury 72951)                                 | 47 |
| 13 | <b>TALL DARK STRANGER</b><br>(Blue Book — BMI)<br>Buck Owens (Capitol 2570)                                | 18 | 43 | <b>EVERY DAY I HAVE TO CRY SOME</b><br>(Tiki/Combine — BMI)<br>Bob Luman (Epic 10480)               | 39 |
| 14 | <b>I CAN'T SAY GOODBYE</b><br>(Noma — BMI)<br>Marty Robbins (Columbia 44895)                               | 16 | 44 | <b>I'D RATHER BE GONE</b><br>(Blue Book — BMI)<br>Hank Williams Jr. (MGM 10477)                     | 49 |
| 15 | <b>YESTERDAY WHEN I WAS YOUNG</b><br>(Tro, Dartmouth — ASCAP)<br>Roy Clark (Dot 17246)                     | 9  | 45 | <b>I WILL ALWAYS</b><br>(Acuff-Rose — BMI)<br>Don Gibson (RCA 0219)                                 | 53 |
| 16 | <b>WINE ME UP</b><br>(Passport — BMI)<br>Faron Young (Mercury 72936)                                       | 12 |    | <b>SEVEN LONELY DAYS</b><br>(Jefferson — ASCAP)<br>Jean Shepard (Capitol 2585)                      | 51 |
| 17 | <b>THESE LONELY HANDS OF MINE</b><br>(Ly-Rann — BMI)<br>Mel Tillis (Kapp 2031)                             | 23 | 47 | <b>TO SEE MY ANGEL CRY</b><br>(Music City Tunes, Twitty Bird — BMI)<br>Conway Twitty (Decca 732546) | —  |
| 18 | <b>BIG WIND</b><br>(Tree — BMI)<br>Porter Wagoner (RCA 0168)   | 14 | 48 | <b>I LOVE YOU BECAUSE</b><br>(Fred Rose — BMI)<br>Carl Smith (Columbia 44939)                       | 50 |
| 19 | <b>THIS THING</b><br>(Wandering Acres — SESAC)<br>Webb Pierce (Decca 32508)                                | 17 | 49 | <b>DON'T CALL ME YOUR DARLING</b><br>(Blue Crest — BMI)<br>Kitty Wells (Decca 32535)                | 52 |
| 20 | <b>ME AND BOBBY McGEE</b><br>(Combine — BMI)<br>Roger Miller (Smash 2230)                                  | 22 | 50 | <b>WHICH ONE WILL IT BE</b><br>(Tree — BMI)<br>Bobby Bare (RCA 0202)                                | —  |
| 21 | <b>I LOVE YOU MORE TODAY</b><br>(Stringberg — BMI)<br>Conway Twitty (Decca 32481)                          | 15 | 51 | <b>STEPCHILD</b><br>(Blue Crest — BMI)<br>Billie Jo Spears (Capitol 2593)                           | —  |
| 22 | <b>WORLD-WIDE TRAVELIN'</b><br>(Freeway — BMI)<br>Wynn Stewart (Capitol 2549)                              | 25 | 52 | <b>IN THE GHETTO</b><br>(B-n-B/Gladys — ASCAP)<br>Dolly Parton (RCA 0192)                           | 37 |
| 23 | <b>THESE ARE NOT MY PEOPLE</b><br>(Lowery — BMI)<br>Freddy Weller (Columbia 44916)                         | 26 | 53 | <b>LITTLE REASONS</b><br>(Pamper — BMI)<br>Charlie Louvin (Capitol 2612)                            | —  |
| 24 | <b>STATUE OF A FOOL</b><br>(Sure Fire — BMI)<br>Jack Greene (Decca 32490)                                  | 20 | 54 | <b>EVERYTHING'S LEAVING</b><br>(Tree — BMI)<br>Wanda Jackson (Capitol 2524)                         | 56 |
| 25 | <b>COLOR HIM FATHER</b><br>(Hollybee — BMI)<br>Linda Martell (Plantation 24)                               | 30 | 55 | <b>THAT SEE ME LATER LOOK</b><br>(Tree — BMI)<br>Bonnie Guitar (Dot 17276)                          | 58 |
| 26 | <b>YOUNG LOVE</b><br>(Lowery — BMI)<br>Connie Smith & Nat Stuckey (RCA 0181)                               | 27 | 56 | <b>ARE YOU FROM DIXIE</b><br>(M. Witmark & Sons — ASCAP)<br>Jerry Reed (RCA 0211)                   | —  |
| 27 | <b>TENNESSEE HOUND DOG</b><br>(House of Bryant — BMI)<br>Osborne Brothers (Decca 32516)                    | 33 | 57 | <b>GEORGE (AND THE NORTH WOODS)</b><br>(New Keys — BMI)<br>Dave Dudley (Mercury 72952)              | —  |
| 28 | <b>PROUD MARY</b><br>(Jondora — BMI)<br>Anthony Armstrong Jones (Chart 5017)                               | 29 | 58 | <b>THE WOMAN IN YOUR LIFE</b><br>(Contention — SESAC)<br>Wilma Burgess (Decca 32522)                | 59 |
|    | <b>WHEREVER YOU ARE</b><br>(Mayhew — BMI)<br>Johnny Paycheck (Little Darlin 0060)                          | 34 | 59 | <b>RIVER BOTTOM</b><br>(Quartet, Bexhill — ASCAP)<br>Johnny Darrell (United Artists 50572)          | —  |
| 30 | <b>MUDDY MISSISSIPPI LINE</b><br>(Detail — BMI)<br>Bobby Goldsboro (UA 50565)                              | 36 | 60 | <b>WHEN SHE TOUCHES ME</b><br>(Brookmont — BMI)<br>Johnny Duncan (Columbia 44864)                   | 55 |

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# CashBox Top Country Albums

1	<b>JOHNNY CASH AT SAN QUENTIN</b> (Columbia CS 9827)	1	15	<b>GAMES PEOPLE PLAY</b> Freddy Weller (Columbia CS 9904)	16
2	<b>THE SENSATIONAL CHARLEY PRIDE</b> (RCA LSP 4153)	2	16	<b>AT HOME WITH LYNN</b> Lynn Anderson (Chart CHS 1017)	19
3	<b>SAME TRAIN, DIFFERENT TIME</b> Merle Haggard (Capitol SWBB 223)	3	17	<b>DARLING, YOU KNOW I WOULDN'T LIE</b> Conway Twitty (Decca DL 75105)	17
4	<b>BUCK OWENS IN LONDON</b> (Capitol ST 232)	5	18	<b>MORE NASHVILLE SOUNDS</b> Nashville Brass (RCA LSP 4162)	15
5	<b>HALL OF FAME HITS VOL. I &amp; II</b> Jerry Lee Lewis (Smash SRS 67118)	4	19	<b>TAMMY'S GREATEST HITS</b> Tammy Wynette (Epic BN 26486)	26
6	<b>I'LL SHARE MY WORLD WITH YOU</b> George Jones (Musicor MS 3177)	6	20	<b>DON GIBSON SINGS ALL TIME COUNTRY GOLD</b> (RCA 4169)	21
7	<b>YESTERDAY, WHEN I WAS YOUNG</b> Roy Clark (Dot DLP 25953)	9	21	<b>CLOSE UP — BUCK OWENS</b> (Capitol ST 257)	24
8	<b>WOMAN OF THE WORLD/ TO MAKE A MAN</b> Loretta Lynn (Decca DL 75113)	11	22	<b>JOHNNY ONE TIME</b> Johnny Duncan (Columbia CS 9824)	25
9	<b>ALWAYS, ALWAYS</b> Porter Wagoner & Dolly Parton (RCA LSP 4186)	8	23	<b>FROM ELVIS IN MEMPHIS</b> Elvis Presley (RCA LSP 4155)	18
10	<b>MY LIFE/BUT YOU KNOW I LOVE YOU</b> Bill Anderson (Decca DL 75142)	13	24	<b>THE KIND OF MAN I AM</b> Charlie Louvin (Capitol ST 248)	27
11	<b>STATUE OF A FOOL</b> Jack Green (Decca DL 75124)	7	25	<b>ORIGINAL GOLDEN HITS VOL. I &amp; II</b> Johnny Cash & The Tennessee Two (Sun 100 & 101)	—
12	<b>IT'S A SIN</b> Mary Robbins (Columbia CS 9811)	10	26	<b>WICHITA LINEMAN</b> Glen Campbell (Capitol S/ST 103)	22
13	<b>THAT'S WHY I LOVE YOU SO MUCH</b> Ferlin Husky (Capitol ST 239)	14	27	<b>CLOSE UP — MERLE HAGGARD</b> (Capitol ST 259)	28
14	<b>I LOVE YOU MORE TODAY</b> Conway Twitty (Decca DL 75131)	12	28	<b>THE BEST OF JIM REEVES VOL. III</b> Jim Reeves (RCA LSP 4187)	29
			29	<b>JOHNNY CASH AT FOLSOM PRISON</b> Johnny Cash (Columbia CS 9639)	—
			30	<b>MEL TILLIS SINGS OLD FAITHFUL</b> Mel Tillis (Kapp KF 3609)	—



# CashBox Country Reviews

## Picks of the Week

**STONEWALL JACKSON** (Columbia 44976)

**Ship In The Bottle** (2:33) (Al Gallico BMI — Sutton, Lewis)  
Stonewall Jackson soulfully delivers the clever lyrics of this traditional ballad co-penned by Glenn Sutton and Hugh X. Lewis. "Ship In The Bottle" will sail up the charts! Flip: "Thoughts Of A Lonely Man" (2:31) (Turp Tunes BMI — Jackson)

**WARNER MACK** (Decca 32547)

**I'll Still Be Missing You** (3:02) (Pageboy SESAC — McPherson)  
A pretty mid-tempo ballad gives Warner Mack a chance to score higher than his last successful outing "Leave My Dream Alone." "I'll Still Be Missing You" shouldn't miss. Flip: "Sunshine Bring Back My Sunshine" (2:25) (Pageboy SESAC — McPherson)

**WANDA JACKSON** (Capitol 2614)

**My Big Iron Skillet** (2:11) (Party-Time BMI-B. Creswell, W. Creswell)  
Cute lyrics and a listenable sound gives Wanda Jackson a deck that's bound to garner lots of spins. Clever change of pace from the songstress. Flip: "The Hunter" (2:26) (Tree BMI — Lane)

**JIMMY NEWMAN** (Decca 32549)

**Three** (3:17) (Newkeys BMI — Hall)  
Penner Tom T. Hall's tragic ode should find happy results for a job well done by Jimmy Newman. Offering commands attention. Flip: "There'll Always Be A Song" (2:16) (Newkeys BMI — Newman, Baham)

**HENSON CARGILL** (Monument 1158)

**Then The Baby Came** (3:15) (Moss Rose BMI — Rogers)  
A tender slice of life from the pen of Chuck Rogers could be another biggie for Henson Cargill who comes on stronger with each release. No flip information available.

**CONNIE EATON** (Chart 5027)

**I've Got Life To Live** (2:05) (Greenback BMI — Anderson)  
Connie Eaton effectively delivers a cute uptempo Liz Anderson composition that should provide her with her strongest outing to date. Choice programming deck. Flip: "A Million Shades Of Blue" (2:32) (Peach SESAC — Hood)

**GLENN BARBER** (Hickory 1545)

**Kissed By The Rain, Warmed By The Sun** (2:38) (Acuff-Rose BMI — Thomas)  
Powerful lyrics, lavish production and feelingful vocal combine to give this platter a sound that can't miss for Glenn. Watch this one closely. Flip: "My World Is Square" (2:47) (Acuff-Rose BMI — Barber)

## Newcomer Picks

**NICK NIXON** (Kapp 2024)

**Sleep Woman Sleep** (2:16) (Champion BMI — Fairchild, Vannoy, Burns) presents an appealing sound. Proper promotion could disc scaling charts. Flip: "Wide Place In The Road" (2:30) (Champion BMI — Fairchild, Vannoy, Burns)

**CHASE WEBSTER** (Show Biz 226)

**Rueben James** (2:45) (United Artists ASCAP — Etris, Harvey)  
Chase Webster tells the soulful tale of a black sharecropper. Effective instrumental backing adds additional saleability. Flip: "Strange Day" (2:25) (Show Biz BMI — Graham)

## Best Bets

**JIMMY PEPPERS** (Epic 10522)

**That Day Will Never Come** (2:10) (Husky BMI — Peppers) Lively offering could attract attention galore. Flip: "You Can't Hurt Me Enough" (2:14) (Husky BMI — Peppers)

**OLA LOUISE** (Kapp 2046)

**Blues Stay Away From Me** (2:35) (Lois BMI — A. Delmore, R. Delmore, Raney, Glover) Harmonious delivery of Delmore Bros. classic. Flip: "Temporary Relief Of A Heartache" (1:41) (Mono BMI — Westmoreland)

**JOE SANDERS** (Musictown 018)

**Smaller Than The Bottle** (2:45) (Yonah BMI — Sims, Roberts) Drinkers downfall has appeal. Flip: "Memphis Woman" (2:05) (Musictown SESAC — Sanders)

**JACKIE BURNS** (Honor Brigade 5)

**Something's Missing (It's You)** (3:37) (Tree BMI — Butler) Pop style offering with lush treatment could succeed. No flip information available.

**CURLY PUTMAN** (ABC 11238)

**Wild Streak** (2:28) (Green Grass BMI — Putman) Pretty midtempo ballad. Flip: "You Can Always Come Back" (2:05) (Green Grass BMI — Putman)

**LEONA WILLIAMS** (Hickory 1544)

**The Circle Of Friends** (2:22) (Shelby Singleton BMI — Martin) Clever composition based on love triangle. Flip: "Baby, We're Really In Love" (2:00) (Fred Rose BMI — Williams)

**STERLING BLYTHE** (Fraternity 1024)

**You May Think I Love You** (2:33) (Central Songs BMI — B. Mize, R. O. Mize) Pretty modern ballad could succeed. Flip: "How Many" (3:05) (Central Songs BMI — Barnes, Blair)

**RONNIE CARPENTER** (New Star 137)

**Hear Me Woman** (2:14) (Tree BMI — Carpenter) Newcomer could go a long way. Flip: "Now And Then (A Love Will Die)" (2:18) (Tree BMI — Carpenter)

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# Cash Box



September 6, 1969



A leading Dutch pop group, the Cats have collected many golden records. The team has just completed dates at the Hollywood Palladium and Las Vegas. Pacted to Imperial Records in Holland, their disks are released in America by Sire.



# Great Britain

In a move to obtain more revenue for the BBC without antagonising the public too much as a General Election draws near, the Government has decided to raise the combined TV-radio license by 10 shillings to £6 10 shillings with effect from April 1st, 1971. At the same time the separate sound and car radio fees of 25 shillings will be abolished, giving benefit to an estimated 1,500,000 householders who own radios only. This neatly balanced decision is believed to be a direct consequence of the BBC's recently published "Broadcasting In The Seventies" booklet which spelled out the Corporation's financial difficulties in unequivocal terms and threatened the continued existence of half the BBC's staff orchestras. Postmaster General John Stonehouse said that the increase in the combined TV-radio license fee would produce a further income of over £5 million per year for the BBC, bringing its average annual income to £100 million. The additional revenue is expected to relieve the orchestras under sentence and extricate the BBC from a situation whereby the Musicians Union would have brought music programs to a standstill if the redundancies had been carried out. It will also act as a green light to the Corporation's proposed plans to set up forty local stations around the country. Twelve will be added to the present eight by September, 1970, and a further twenty by 1974. The implementation of this local radio pattern is dear to the heart of the present Government because it will seriously complicate the proposals for one hundred commercial stations which the Conservative party is pledged to inaugurate when they gain power.

Following the naming of Olav Wyper as marketing manager, there has been a major reshuffle of executive positions and responsibilities at Philips Records. Fontana A and R chief Jack Bayerstock is leaving to work as an independent producer, including freelance assignments for that label, and Fontana jazz and folk music producer Terry Brown is also exiting to become Polydor repertoire coordinator on September 16th. The surviving Fontana A and R man, Dick Leahy, has been named singles co-ordinator, and Philips A and R chief John Franz will now hold the post of staff producer. Wyper, who joined Philips August 18th after three years with CBS, will control all marketing, sales and pop A and R divisions. Reporting to him are Walter Woyda (general sales), Paddy Fleming (press and promotion), Mike Stamford (creative services), Brian Shepherd (popular product), Lionel Burge (budget labels), Roy Tempest (musical cassettes), and Jack Boyce (classical). Boyce will also handle all selection, marketing and promotion of Philips classical material.

American recording assignments are proving the lifeblood of the London symphony orchestras, according to Harold Lawrence, general manager of the London Symphony Orchestra. He was speaking at a Royal Festival Hall press conference to announce the Orchestra's 1969-70 concert program. Lawrence disclosed that costs have risen 25% during the last three years, while ticket prices and subsidies from the Arts Council and the Greater London Council had remained virtually the same. The fees of some soloists and conductors had also risen considerably over the same period, but the LSO was now in the fortunate position of being able to subsidise itself with recording assignments emanating from the States. Fifteen had already been fixed which would earn £12,000, and many more were likely for the next season. Recording projects included Berlioz's "Requiem," conducted by Colin Davis, and Verdi's "Requiem" under Leonard Bernstein. Lawrence tempered the present happy recording situation by saying it had been caused by the high fees demanded by the American symphony orchestras which made recording there un-

economic, but the comparative cheapness of the British orchestras would not last for ever. Lawrence gave details of the LSO's forthcoming concert season which would consist of forty concerts involving twenty conductors, eight premieres, seven major choral works, and the first British performance of the recently discovered first part of Mahler's "Das Klagende Lied" which would be conducted by Pierre Boulez. The LSO's principal conductor, Andre Previn, would be in charge of about a third of the concerts and is writing a new work for premiere next June. Previn will also play as jazz piano soloist in teenage composer Oliver Knussen's Concerto for Orchestra at the Festival Hall on February 1st. The Peter Stuyvesant Foundation will give the LSO £12,000 during the season, and works have been commissioned from Benjamin Frankel and George Newson. The orchestra will tour America again in January, including several concerts at New York's Carnegie Hall.

Over 100,000 enthusiasts were expected August 31st in the Isle of Wight for an open-air concert bill topped by Bob Dylan. Organised by brothers Ron and Ray Foulk, the event was taking place at a 100-acre site at Woodside Bay near Ryde over four days with a tented village for accommodation and special trains and ferries laid on by British Rail. Other acts scheduled for appearance were Richie Havens, Tom Paxton, the Pretty Things, the Who, Joe Cocker, Julie Felix, the Moody Blues, the Bonzo Dog Doo Dah Band, Ejection, the Nice and the Paris cast of "Hair."

MCA Record relaunched the American Uni label here August 29th under its own yellow, green and orange logo with the aim of building its own separate identity. Uni artists previously released here on MCA will now revert to Uni for future releases.

Mr. Justice Graham granted MGM British Studios, Leslie Bricusse, Metro-Goldwyn-Mayer, Inc., and Apjac Production, Inc., a temporary ex parte injunction in the Vacation Court August 20th banning Tony Hatch and Jackie Trent from passing off the lyric of a song they have written entitled "Goodbye Mr. Chips" as being associated with the movie of the same name. Appearing for the plaintiffs, Sir Peter Rawlinson QC said that the defendants have made "a flagrant and opportunistic attempt" to "cash in on" the musical film "Goodbye Mr. Chips." The plaintiffs complained that Hatch and Miss Trent had written and recorded a song with the same title which was calculated to mislead the public into believing that their lyric formed part of the film. The judge later refused an application in behalf of Hatch and Miss Trent for the ban to be lifted. It will remain in force until September 17th when the case will come before the court again. The movie is due for a Royal Premier on November 25th. It stars Petula Clark, Peter O'Toole, and Sir Michael Redgrave, and its music was written by Leslie Bricusse.

A three-year deal has been signed by Dick James of Page One Records and Philips Records managing director Leslie Gould whereby Philips will continue to press and distribute Page One product. There will be an even closer association regarding the marketing and promotion of Page One material between Philips and the new Page One management team of Dennis Berger and Stephen James.

Quickies: Leslie Hutchinson — "Hutch," the veteran favorite cabaret and society entertainer - died August 18th in Hampstead's New End Hospital aged 69. Blackhill Enterprises is planning another free open-air concert in Hyde Park September 6th with a bill including Jefferson Airplane and the Grateful Dead. EMI's latest acquisition, Keith Prowse Music Publishing and the Rosetti musical instrument company, expected to bring in £200,000 before tax in the current year.



# Italy

The third SIM (Salone Internazionale Della Musica) which will take place in Milan from September 6th to September 11 has been officially introduced during a cocktail party offered to the specialized press reps at Terrazza Martini.

The president, Piero Bonetti, declared that projections of musical films and meetings for studies are included in the program.

The fifth edition of the International Light Music Show of Venice will be held this year in Venice September 18 until September 20. Organizer Gianni Ravera explained the change of the dates (usually the show took place on the end of June) so as not to interfere with the other top manifestation, "Cantagiuro." This year the rules of the Festival have been completely changed. 36 singers will take part in the contest. 18 well-known artists and 18 newcomers who will be selected from the names offered by the different record firms. Each performer

will present one song only and the recording of this song cannot be presented on the market before September 10th. All the established singers (18) and four debutants will take part in the final night. The four debutants will be selected by a special jury. The trophy which will be awarded to a singer of international fame will be presented this year to Mina (PDU). In the past two years the trophy was assigned to Frank Sinatra and Gilbert Beaud.

Telecanzoniere is the title of a new musical TV series which will be televised during the month of September. The TV show is the result of a cooperation between RCA and Durium. The series includes 6 shows of 35 minutes each. Durium will be represented by Wess, the Motowns, I Nuovi Angeli and Dori Ghezzi. The names of the RCA artists who are taking part to the TV series has as yet to be announced.

## Great Britain's Best Sellers

This Week	Last Week	Weeks On Chart	Title
1	1	7	*Honky Tonk Women, Rolling Stones, Decca, Mirage
2	17	2	In The Year 2525, Zager & Evans, RCA, Zelad
3	4	5	My Cherie Amour, Stevie Wonder, Tamla/Motown, Jobete/Carlin
4	2	6	*Saved By The Bell, Robin Gibb, Polydor, Saharet
5	6	5	*Make Me An Island, Joe Dolan, Pye, Shaftesbury
6	9	4	*Conversations, Cilla Black, Parlophone, Cookaway
7	19	2	Too Busy Thinking About My Baby, Marvin Gaye, Tamla Motown, Jobete/Carlin
8	3	7	*Give Peace A Chance, Plastic Ono Band, Apple, Northern
9	8	4	*Early In The Morning, Vanity Fare, Page One, Morris/Shafesbury
10	—	1	Viva Bobby Joe, The Equals, President, Grant
11	—	1	*Curly, The Move, Regal-Zonophone, Essex
12	5	5	*Goodnight Midnight, Clodagh Rogers, RCA, April
13	16	3	*Bringing On Back The Good Times, Love Affair, CBS, Dick James
14	13	4	I Can Sing A Rainbow, The Dells, Chess, Leeds
15	—	1	Wet Dream, Max Romeo, Unity, Beverley
16	—	1	In The Ghetto, Elvis Presley, RCA, Carlin
17	—	1	Je T'Aime Moi Non Plus, Jane Birkin & Serge Gainsbourg, Fontana, Shapiro Bernstein
18	—	1	Bad Moon Rising, Creedence Clearwater Revival, Liberty, Burlington
19	—	1	*Don't Forget To Remember, Bee Gees, Polydor, Abigail
20	—	1	Si Tu Dois Partir, Fairport Convention, Island, Blue Mountain

\*Local copyrights

## Great Britain's Top Ten LP's

- Stand Up, Jethro Tull, Island
- 2001 Space Odyssey, Soundtrack, MGM
- Elvis In Memphis, Elvis Presley, RCA
- According To My Heart, Jim Reeves, RCA
- Hair, London Cast, Polydor
- Unhalfbricking, Fairport Convention, Island
- Flaming Star, Elvis Presley, RCA
- Best Of Cliff, Cliff Richard, Columbia
- Led Zeppelin, Led Zeppelin, Atlantic
- Cymanfa Canu, Massed Welsh Choirs, BBC

Tommy Steel will star in this year's London Palladium pantomime "Dick Whittington" opening on December 23rd. . . . Reprise recorded Sammy Davis's opening night act at the Talk Of The Town August 25th. . . . Johnny Nash arrives in Britain for the Car-

ibbean Music Festival at Wembley September 21st and TV and radio dates for his new Major Minor single "Love And Peace" . . . Major Minor Press Office Francis Baars accompanying Isobel Bond to East Germany for TV dates . . .



# Mexico

Discos Universales, S.A., (DUSA) has currently sold 10,000 copies of the "World Star Festival," the LP sponsored by the United Nations to help the refugees of the world. Andre Toffel, DUSA's A&R Director, recorded a single with Tehua (new member of the cast) containing Burt Bacharach's "I Will Never Fall In Love Again" and Michel Legrand's "The Windmills Of Your Mind." Both versions in Spanish.

Pepe Leon, a well-known impresario, and Luis Olmos, organizer, got together in a new show business. They will run the Teatro de los Ferrocarriles (The Railroad Employees Union

Theatre). They plan to have concerts for Mexican youth year round, made up of international attractions. For that purpose they already have signed Bob Dylan, Joan Baez and the Iron Butterfly. The general idea is to give first class entertainment at low prices.

Two new recordings have just come out: "Tommy," a rock opera in two LP discs with the pop English group The Who, and "Odessa" with the Bee Gees. In this album the Gibb Brothers tell through musical forms the tragic sinking of the English ship "Veronica" in the Black Sea off the shore of Odessa.



## EMI & Motown Renew, Strengthen Contract

LONDON — During his recent visit to Motown Records in Detroit, Michigan in the U.S., Ken East, managing director of London, England's EMI Records firmed a new longtime licensing agreement with Motown for the manufacture and distribution of the diskery's recordings by EMI in the United Kingdom and Ireland. The contract covers all existing Motown labels, including the new Rare Earth label, whose first product has just been released.

EMI and Motown have been working together since 1963, when EMI first released Motown product on the State-side label. In March 1965, all Motown product appeared with its own logo. During this time EMI has developed and established many Tamla Motown recording artists in the U.K., among them Diana Ross & the Supremes, Marvin Gaye, Tammi Terrell, the Temptations, the Four Tops, Stevie Wonder and Jr. Walker.

To coincide with the commencement of the new contract, 24 year-old Brian Hopkins, a former EMI Records salesman, has been appointed Tamla Motown label manager. He replaces John Marshall, who will take up a new position with Tamla Motown.

## Peer/Southern's 'Por Amor' To Be Honored At Carnegie

NEW YORK — During the Dominican Festival, "Amorama," to be held September 13 at Carnegie Hall, the Latin hit song, "Por Amor," published by Peer/Southern, will be honored.

The song, which won first prize at the first Dominican Song Festival last year, will be performed at the festival by noted Latin performers Nini Caffaro, Lope Balaguer, Anibal de Pena, and Joseito Mateo, accompanied by Pete Bonet and his orchestra. Rafael Solano, the Dominican composer of "Por Amor," will be present and will receive awards from the Association of Latin American Composers. The festival will include 50 Latin Beauty Contest winners, plus a musical review and will be broadcast live to the Dominican Republic.

## Claudio Villa Wins Split

SPLIT, YUGOSLAVIA — Italian singer Claudio Villa has won the international Split Contest, held in Split, Yugoslavia. Declared winner by both the public and the international jury, which had as president Mario Panvini Rosati, Italian representative of Cash Box. Villa performed a song called "Il Tuo Monde," which was written by Yugoslavian composer Nikita Kalogera (original Yugoslavian title of the song is "Nono Nono Mne Drago Nono").

Among the other artists who took

part in Split were Italian songstress Iva Zanicchi, who entered the finals with "Un Baccio Sulla Fronte"; Japanese songstress Itoko Hayasaka, who drew acclaim with her performance of "Ano Hito Wa"; Chico Buarque De Hollanda, representing Brazil, who sang "Cara A Cara"; and Italy's Gino Paoli, who offered his own composition, "Concerto In Blu."

The Split contest was organized under the supervision of Ante Saric and Mirko Lesic.

## Canadian Polydor Holds 1st National Sales Convention

MONTREAL — Polydor Records Canada Ltd., recently held its first national sales convention in Quebec's Laurentian Mountains at the Mont Gabriel Lodge. The five day get-together was a successful run from the beginning to end due to the efforts of Frank Henry, national sales manager, who looked after every detail.

Using the theme, "Sound 21", which was appropriately illustrated by the use of a global picture printed on plastic and illuminated by a lighting fixture which hung sphere-like from the ceiling, Henry introduced the gathering to Fred Exon, managing director, who officially opened the proceedings.

Out-of-country executives present at the meet were Jerry Schoenbaum, president of Polydor Inc. in the U.S. and his general marketing director, Jim Frey; D. Bliersbach, executive commercial director of Polydor's classical Deutsche Grammophon label, located in Hamburg, Germany; and W. Triepke, Canadian manager in Hamburg.

Those taking part in the presentations included Guy Bertrand, general marketing manager of Canadian Polydor, who gave a brief summary of the past year and a half's sales operations; and Gilles Marchand, classical marketing manager, who with his assistant, Vas Pollakis, presented the "Classical Gassers" LP on Music Guild. LP includes themes from "Elvira Madigan," "Interlude," "Rose-

mary's Baby," and "2001 Space Odyssey." Marchand and Pollakis also introduced six new multiple albums to be released this fall to be sold at low prices (for a limited time only). The albums will be part of Deutsche Grammophon's Annual Subscription Series. Also introduced was product from Heliodor, Music Royale, Privilege, the regular Deutsche Grammophon, Archive and Westminster.

Winfried Birkenfeld, chief for European labels, gave an inside look at Polydor Hamburg, Polydor London, Ariola from Munich and Island Records and introduced new releases from these labels.

David Garneau, label chief for the U.S., introduced ABC, Probe, Impulse and Riverside products, and from U.S. Polydor, the Cat Mother and the All Night News Boys album, which was produced by Jimi Hendrix.

Rudy Assaly, head of Polydor's tape division, introduced the new stereo Polydor Kiddy Cassettes as well as the "World Of Music" series.

Guy Bertrand enlightened the group on the future productions of French Canadian artists and gave a brief rundown of future releases from Polydor France.

## 'Revolution' Rages Via Motherlode Hit

NEW YORK — Buddah Records' hit single "When I Die," by the Motherlode, is actually the brainchild of Canadian Mort Ross, who for the past four years has been successfully running a jingle productions house in Canada, creating radio and TV commercials for the international market.

Six months ago Ross and Doug Riley, a commercial writer and arranger, decided to build a recording studio. They got together with one of Britain's top recording engineers, Terry Brown, who has worked with Cream, and arranged for him to come to Canada to form Revolution Sound Studio Ltd.

"When I Die," the second release from Ross' newly formed Revolution Records, and recorded at the Revolution Studios, became one of Canada's top sellers. The hit came to Neil Bogart's attention and it was released in this country on Buddah.

Motherlode's first album was released on Aug. 24. All of the songs on the LP were written by the group whose personnel includes Steve Kennedy, William Smith, Ken Marco, and Wayne Stone. The group will soon begin a national tour which is now being set up by the Willard Alexander Agency.

Ross has brought his publishing firms Modo Music and Revolution Music to Kelli Ross and Art Wayne's Alouette Productions for administration and exploitation. Alouette already handles nine pubberies, including Tattersall and Dialogue Music.

Ross and his associates are currently moving into new offices which will house, among other things, their 16 track recording studio.

Revolution's next project involves a young American singer Dianne Brooks. They are currently preparing a premier single and album for her.

## LP Production Climbs, Disk Sales Rise In UK

LONDON — Board of Trade statistics for May this year reveal that total disk sales at £2,055,000 were 8% higher than for May 1968. 7,622,000 records were produced during the month, 2% more than for the corresponding period last year, and LP production rose by 22% while the 45 r.p.m. total dipped by 16%. Home sales were up by 5% and exports by 25%. The figures for the first five months of this year indicate the changing pattern of disk production. LP's are up by 20%, 45 r.p.m. down by 14%, total sales are up by 5% and exports have scored a 25% boost over the first five months of 1968.

## Astor Gains MCA (Eng.) And Uni (US) Material For Australian Release

NEW YORK — Astor Records, a division of Electronic Industries Limited, has obtained the manufacturing and distribution rights for the immediate release of certain material from the English MCA record catalogue, and the UNI catalogue, which originates in the States. The deal was negotiated with Ron Brown, vice-president of MCA America, by Astor general manager Neville Smith.

All material from these catalogues will be released in Australia on the newly formed MCA label. Astor will also obtain the Australian and New Zealand rights from January, 1970, for the American Decca and Kapp group of labels, all of which are wholly owned subsidiaries of American MCA.

## Croma Music Opens Office In London

LONDON — A new company Croma Music has been set up in London headed by Harold Fields with American directors Robert Colby and Ettore Stratta. First song in the new catalogue is "Quentin's Theme" ("Shadows of the Night") with recordings by Harry Secombe (Philips), Charles Randolph Grean Soude (London American), Franck Pourcel (Columbia) and Claudine Longet (A & M). An album track is also available by Andy Williams on CBS. Croma also has the music to the film "Marry Me, Marry Me" to be premiered in London in October. Recordings include Johnny Spence and Jane Morgan on RCA.

## VMC Closes 1st Deal For Int'l Distrib

HOLLYWOOD — Steve Vail, president of Hollywood-based indie VMC Records, has set the first international deal on this company's product with Festival Records, a Liberty subsidiary. Festival will exclusively release VMC's Duke Baxter recording "Everybody Loves Matilda" in Australia and New Zealand.

## Rivers Comes In First At Mar Del Plata Fest

ARGENTINA — Johnny Rivers has been awarded first prize in the Seventh Annual International Record Festival at Mar Del Plata, Argentina.

Rivers' Imperial album, "Rewind" established him as number one in the solo male singer-dance music category in the international competition.

The award was made by Rodolfo A. Gonzalez, Enrique Ventrisci, and Dr. Dalmiro Daiz Mallea of the Festival Committee.

## Fried To Visit Europe

NEW YORK — Ronald Fried, head of the "serious music" division of Peer/Southern, travels to London Sept. 25, for a week of business meetings with P/S staff there. This is the first leg of a month-long trip which will also bring Fried to Amsterdam and Hamburg.



SETTING THINGS UP — Larry Page (right) has just launched his new label, Penny Farthing Records, with offices at 4 Tilney Street, Mayfair, London, England, and he is shown here with Leslie Gould, managing director of Philips Records (seated) and Olav Wyper (left), new marketing manager of Philips, closing a three year deal which calls for Philips to manufacture and distribute Penny Farthing product throughout all of Europe. Penny Farthing will be distributed in Australia by Festival Records and in South Africa by Trutone. Page is currently in the U.S. arranging American distribution. In addition to Penny Farthing Records, Page's operation also includes the publishing company, Page Full Of Hits. Personnel joining Page in his new set up include Brian Hall (marketing), Terry Fenn (administration), Colin Frechter (A&R) and Lisa Denton (press). Terry Noon heads Page Full Of Hits. Penny Farthing product is scheduled to bow on September 12. First release will be "Taking The Heart Out Of Love," by Lace. Deck is a Pete Dello production and composition, published by Page Full Of Hits.



# Argentina

Sandie Shaw has been the visitor of the week in Buenos Aires with intense social life and taping of appearances on TV 13's highly rated Wednesday program "Casino" emceed by Antonio Prieto and strongly aimed at record buyers. RCA has released an album by the British chantress and strongly promoted the visit. The diskery's Publicity Manager, Carlos Garbarino, reported that several other European artists, including Nicola de Bari, Nada and Gabriella Ferri, will be appearing in person in Buenos Aires in the near future.

CBS seems to have a new star in hand: the second single by chanter Piero, "Tengo la Piel Cansada," is climbing the national charts and seems to have good possibilities in other Latin American countries. Piero's previous entry, "Mi Viejo," also reached a high position in the charts a couple of months ago. Piero is now preparing several tunes for his first LP at the diskery.

Manuel Rodriguez Luque of Disc Jockey very satisfied with the sales of beat group Pintura Fresca whose sales are running ahead of all the predictions. One of the interesting details of this group is that it has waxed English versions of some local hits originally recorded in Spanish with an eye on other markets. The new single by Carlos Javier Beltran has also strong advance orders, showing that this soloist is becoming a consistent name in this country.

Chanter Roberto Yanes has a new long-play in the market, released in Argentina by Music Hall and negotiated in other Latin American markets

by the same Yanes through his record-producing enterprise. Yanes is currently appearing on Channel 9 in the "Special" program and is preparing a tour to Venezuela and Puerto Rico. Music Hall has also a new LP by instrumental group Tubatango with a selection of standards, and another one tagged "Liverpool" and containing British recordings by artists recording for Pye's Marble Arch label.

Phonogram is continuing its promotional drive in behalf of U. S. label Atlantic which is starting to show strong sales through artists like Wilson Pickett, Aretha Franklin and the Soul Clan. The diskery made a massive release about three months ago, including a series tagged "The Story of Soul Music," and has added several other albums to the lists. Phonogram's manager Hugo Persichini considers that this label will turn into one of the strongest among teenage buyers in a few months.

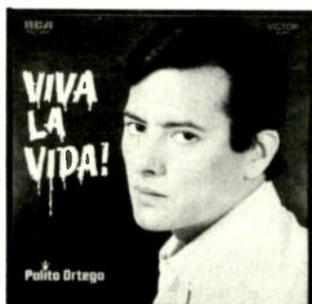
EMI Suppliers happy with the sales of the first LP by Steppenwolf. If added to the Creedence Clearwater Revival success, this puts EMI into a strong place in the album field. On the local side, the label has released new singles by orkster Willy Martins and chanter Roberto Vicario, and is preparing the first LP by the latter.

Trova reports good sales for the recent Dionne Warwick LP "Soulful" which is also renewing the interest on Dionne's previous three Scepter LP's, released also by Trova. On the local side, there is an LP by Omar Moreno Palacios, and a single by beat group El Color Que Cayo del Cielo.

## Argentina's Best Sellers

This Week	Last Week	Title	Artist	Label
1	1	*Tiritando (Relay)	Donald	RCA
2	3	Te Regalo Mis Ojos (Relay)	Gabriella Ferri	RCA
3	2	Rosa Rosa (Ansa)	Sandro	CBS
4	4	Ma Che Fredo Fa (Relay)	Nada, Iracundos	RCA; Willy Martins (EMI)
5	5	*Viva La Vida (Clanort)	Palito Ortega	RCA
6	9	Proud Mary	Creedence Clearwater Revival	EMI
7	—	*Tengo La Piel Cansada	Piero	CBS
8	8	Ave Maria	Raphael	Music Hall
9	6	*Penumbas (Ansa)	Sandro	CBS
10	7	*Mi Viejo (Korn)	Piero	CBS
11	15	Caballos Verdes	Trocha Angosta	Music Hall
12	10	*Otra Vez En La Via (Melograf)	Los Naufragos	CBS
13	19	Sugar Sugar	Archies	RCA
14	13	*Cosquillas (Melograf)	Donald	RCA
15	17	Heather Honey	Walkers	Music Hall
16	11	Ballad of John And Yoko (Fermata)	Beatles	Fermata
17	12	*Argentino Hasta La Muerte	Roberto R. Fraga	CBS
18	18	*Combate De San Lorenzo	Roberto R. Fraga	CBS
19	—	*Extrana De Las Botas Rosas (Relay)	Joven Guardia	RCA
20	14	Lejos De Los Ojos (Fermata)	Django	RCA; Sergio Endrigo (Fermata) Carlos Sobrino (Philips); Mary Hopkin (Apple)

## PALITO ORTEGA



THE SINGER AND COMPOSER OF MAJOR INTERNATIONAL PROJECTION, WITH SONGS LIKE "LA FELICIDAD," "SABOR A NADA," "LO MISMO QUE UD," "CORAZON CONTENTO," ETC., PRESENTS HIS NEW LONG-PLAY.



# Canada

International Tape Cartridge Company of Canada Ltd. (ITCC), which will shortly bow their new disc label, have appointed John Driscoll to the post of National Sales Promotion manager of the Record Division and who will also work on A&R with the label's Vice President Bob Martin and Jimmy Tyrell of Hourglass Records (NYC). Driscoll was former national sales manager, singles, for Quality Records.

Capitol Records just tied up one of the most lavish and successful promotions of their history with the Toronto appearance of Glen Campbell. Campbell was introduced to Toronto press, radio and key dealers at a Four Seasons reception the likes of which had never been seen before. All Capitol execs were in attendance with the party being hosted by Vice President Ron Plumb, and Campbell was individually introduced to the gathering by promotion manager Joe Woodhouse. A massive cake in the shape of a guitar went uncut. Joe Woodhouse presented the cake along with eye patches (from Campbell's movie "True Grit") the following day to the Sick Children's Hospital. The cake went over very well, but it wasn't until later that Woodhouse found the cake had rum flavouring. Campbell product, albums and tape, have shown a considerable sales increase since Campbell's appearance at Toronto's exhibition.

With Capitol's new logo now established, the label this week introduces their "Back To School" campaign which features free bookcovers, which were designed by Peter Max, for each album or tape sold. Capitol's branches have been supplied one hundred thousand copies of Max's bookcover/poster designs along with double-sided floor-display browsers that accommodate 100 albums as well as the bookcovers. The label has also designed a combination consumer checklist/dealer order form which features Capitols top 230 rock albums and tapes.

Motherlode, who are currently running the Cash Box 100 with their Revolver lid of "When I Did" (Buddah in the U.S.) are reaping the benefit of disc action with a solid booking pattern which is taking them across Canada as well as several dates in the U.S. Their appearance in Toronto on the same bill as the Association brought much local attention to the group who previewed several cuts from their soon-to-be-released album. Martin Onrot, who heads up his own PR firm and who has been responsible for much of the press action on the group, is currently readying a national promotion to bring attention to the U.S. success of the group as well as their new album, Revolver is distributed in Canada by The Compo Company. Now that it has been established the Irish Rovers' plug side is "Peter Knight," the group has picked up considerable national action. "Allright Mama" by the Toronto group Tote Family on Apex, now showing signs of moving towards the charts. Bobby Goldsboro's "Muddy Mississippi Line" has now moved into the top end of many of the charts across Canada.

Charlie Camilleri, promotion manager for Columbia Records, has news of the Sept. 22-27 showing of Jerry Vale at the Beverly Hills Motel in suburban Toronto. The Royal York is negotiating for a 2 week engagement of Bobby Vinton in their Imperial Room. Johnny Cash is set for a one nighter at the Maple Leaf Gardens Nov. 20, at which time it's expected that Maple Leaf Gold will be presented to the top vocalist currently grabbing top end of chart action with "A Boy Named Sue." The new novelty single "Mah-Na-Mah-Na" with no billed artist now making time on the playlists across Canada and expected to hit the charts within the next few weeks. Breakout action from Columbia goes to Al Cooper's "You Never Know Who Your Friends Are," "Plyth" by Jeff Beck, and "White Bird" by It's A Beautiful Day. The Sugar Shoppe have now signed with Epic. Their first release, "Save The Country" which was written by Laura Nero, and was previewed at Columbia's international confab in Miami, is expected shortly.

Pierre Belamare, national promotion for London Records, reports good reaction to disc product on the Fifth Dimension who played Man & His World in Montreal (20) and in Halifax at St. Mary's U (22). The latter appearance is part of the entertainment program for the Canada Games. Dave Dudley into Montreal's Country Palace (18). The big news from London this week is the single release of "Which Way You Goin' Billy" by Winnipeg's Poppy Family. The record was one of those picked by the Maple Leaf System and is now showing early indications of becoming a chart item. Another 'Peg' group, Sugar & Spice, are also hitting hard with their Franklin lid of "Something To Believe." McKenna Mendelson Mainline showing strong Ontario action with their Liberty release of "Better Watch Out."

Caravan's prexy Frank Swain, reports good radio station reaction to the single release of "Israelites" by the Merryman as well as impressive sales on all their 11 albums releases. The Barbados group were recently in Toronto playing the Hook & Ladder Room of the Beverly Hills Motel and received such an overwhelming reception, they've been skedded for a return engagement sometime in October.

David Hubert, international rep for A&M Records, into Montreal for a short visit and introduced local Quality folk to a couple of new releases, one of them being "Tarantula" which was produced by Chad Stuart of Chad & Jeremy fame. David Brodeur, Quality's promo man for Quebec, reports that Jimmie Clanton has finally broken for sales through CFox play of his lid "Curly." Sergio Mendes & Brasil '66 set for an Aug. 27 appearance at Man & His World's Place des Nations with an expected 40,000 to attend. This is a free concert, one of the many put on by the Montreal Fair.

## Mexico's Best Sellers

This Week	Last Week	Title	Artist	Label
1	1	Get Back — The Beatles — (Fermata) — Apple		
2	2	The Ballad Of John & Yoko — The Beatles — Apple		
3	4	In A Gadda Da Vida — Iron Butterfly — Atlantic		
4	5	Azucarado (Zucchero) — Patty — Capitol		
5	3	Maria Isabel — Los Payos — Gamma		
6	7	*La Senal — Los Montejo — Capitol		
7	6	*Te Deseo Amor (I Wish You Love) — La Rondalla De Saltillo — Capitol		
8	8	Casatebock — Dimitri Dourakine — Philips		
9	9	*Por Amor — Marco Antonio Muniz — RCA		
10	10	Eloisa (Eloise) — Barry Ryan — MGM		

\* Indicates locally produced record



# CashBox Australia

Mr. Neville Smith, General Manager of Astor Records, a division of Electronic Industries Limited, has announced that his company has obtained the manufacturing and distribution rights for the immediate release of certain material from the English MCA record catalog and the UNI catalog which originates in the United States of America. The deal was negotiated with Mr. Ron Brown, Vice President of MCA. All material from these catalogs will be released in Australia on the newly-formed MCA label. Astor will also obtain the Australian and New Zealand rights from January 1st, 1970, for the American Decca and Kapp group of labels, all of which are wholly-owned subsidiaries of MCA, Inc. of U.S.A.

Essex Music is running hot at the moment with all kinds of action on some of their copyrights. They have big current hits in "Honky Tonk Woman" by the Rolling Stones; "A Boy Named Sue" by Johnny Cash; "In The Year 2525" by Zager & Evans; "That's The Way God Planned It" by Billy Preston, and an album called "The Jim Webb Song Book" which carries ten of the famous composers' biggest successes. This folio retails at one dollar, Australian.

One of New Zealand's top groups, the Simple Image, is in Australia to promote their first Australian release, "Ulla" c/w "Tomorrow Today," out on Columbia through EMI. They are presently doing personal appearances and television work in which the songs from the record are being heavily featured.

Dorothy Dodd is one of Australia's best known composers, and it's nice to see EMI out with an album completely devoted to her music. On the Columbia label, Neil Williams sings "My Kind Of Music," songs by Dorothy Dodd.

EMI has been joining with the Coca

Cola company and various television stations in press preview showings of the television special, "T.C.B.," "Taking Care of Business" which features Diana Ross and the Supremes with the Temptations. EMI has organized a substantial promotion drive to support the release of the television program.

Belinda Music, an off-shoot of the EMI publishing subsidiary Castle Music, has secured the Australian rights to the Burt Bacharach-Hal David musical "Promises, Promises." It is expected that the J.C. Williamson theatre group will stage the show here early next year.

September albums from Australian Record Company include "Galveston" by Jim Nahors; "John Kay & The Sparrow"; "Family Entertainment" by Family; "Music" by Mason Williams; a 2-record set called "Chicago Transit Authority"; "Lady" by Jack Jones; and "Smiling Like I'm Happy" by Duster Bennett.

Chappell & Co., have already issued the sheet music of the title song from the Glen Campbell film "True Grit." The record is picking up great action for Campbell who has never enjoyed greater acceptance than at present.

RCA is making an all-out effort on their large range of records featuring the late Jim Reeves, that fine American country artist. For some reason(s) or other, Reeves has never won disc popularity here to the same extent that he has in either England or the United States, and it hasn't been through any lack of effort by RCA because they have really stacked up some action behind all his discs. But with country music making great strides in Australia right now, it is quite likely that the Reeves' records will really start to move. RCA has recently issued two albums by him: "God Be With You" and "Songs To Warm The Heart."

## Japan's Best Sellers

### INTERNATIONAL

This Week	Last Week	Artist/Album
1	1	Kinjirareta Koi, Ryoko Moriyama (Philips), Publisher/Shinko
2	3	Smile For Me, The Tigers (Polydor), Publisher/Watanabe
3	2	Francine-No Baai, Noriko Shintani (Denon), Publisher/Aoyama Ongaku
4	4	Aru-Hi Totsuzen, Toi et Moi (Express), Publisher/Watanabe
5	5	Kumo-Ni Noritai, Jun Mayuzumi (Capitol), Publisher/Ishihara
6	6	Nageki, The Tigers (Polydor), Publisher/Watanabe
7	7	Aquarius, Fifth Dimension (Liberty), Sub-Publisher/Taiyo
8	9	The Ballad Of John And Yoko, The Beatles (Apple), Sub-Publisher/Toshiba
9	8	La Pioggia, Gigliola Cinquetti (Seven Seas), Sub-Publisher/Susei-Sha
10	10	The Time Of The Season, The Zombies (CBS Sony), Sub-Publisher/
11	13	Yaki-Ni Hikarete, Maki Karumen (CBS Sony), Publisher/April Music
12	11	Oh Chin Chin, Honey Nights (Denon), Publisher/Astro Music
13	14	Shiroi Sango-Sho, Zoo Nee Voo (Columbia), Publisher/Pacific Music
14	12	Tenshi-No Skat, Saori Juki (Express), Publisher/All Staff
15	—	Boxer, Simon & Garfunkle (CBS Sony), Sub-Publisher/Shinko

### Local

1	1	Koi-No Dorei, Chiyo Okumura (Toshiba)
2	3	Nagasaki-Wa Kyoo-Mo Ame Datta, H. Uchiyamada & Cool Five (RCA Victor)
3	2	Minato-Machi Blues, Shinichi Mori (Victor)
4	4	Onna, Shinichi Mori (Victor)
5	5	Ikebukuro-No Yoru, Mina Aoe (Victor)
6	6	Jingi, Saburo Kitajima (Crown)
7	8	Miyo-Chan, The Dorifters (Toshiba)
8	7	Showa Blues, The Bluebell Singers (Grammophon)
9	9	Kimi-Wa Kokoro-No Tsuma Dakara, M. Tsuruoka & Tokyo Romantica (Teichiku)
10	—	Koi-No Nagori, Tomoko Ogawa (Toshiba)

### Album

1	1	Ryoko Moriyama/College Album, Ryoko Moriyama (Philips)
2	2	Ryoko Moriyama/Idol-O Utau, Ryoko Moriyama (Philips)
3	3	Paul Mauriat Costom Deluxe, Paul Mauriat (Grand Orch. (Philips)
4	5	Memphis Under Ground, Herbie Mann, etc. (Grammophon)
5	4	Fool On The Hill, Sergio Mendes & Brasil '66 (A&M)

## Australia's Best Sellers

This Week	Last Week	Weeks On Chart	Artist/Album
1	1	6	In The Ghetto, (Elvis Presley — RCA)
2	2	5	Honky Tonk Woman, (Rolling Stones — Decca) Essex Music
3	3	4	Ruby Don't Take Your Love, (Kenny Rogers — Reprise) Southern Music
4	5	7	Sentimental Friend, (Herman's Hermits — Columbia) Southern Music
5	10	2	A Boy Named Sue, (Johnny Cash — CBS) Essex Music
6	8	4	In The Year 2525, (Zager & Evans — RCA) Essex Music
7	9	2	Along Came Jones, (Ray Stevens — Monument) Aberbach Music
8	7	10	Hair, (The Cowsills — MGM) Tu-Con Music
9	—	1	Sugar, Sugar, (The Archies — RCA)
10	4	3	Give Peace A Chance, (Plastic Ono Band — Apple) Northern Songs

## Argentina's Top Ten LP's

1	1	Preferidos A La Luna Selection (RCA)
2	2	*De America Sandro (CBS)
3	8	*Pintura Fresca Pintura Fresca (Disk Jockey)
4	5	El Golfo Raphael (Music Hall)
6	3	*Viva La Vida Palito Ortega (RCA)
7	7	Bayou Country Creedence Clearwater Revival (EMI)
8	9	*Caudillos Y Valientes Roberto R. Fraga (CBS)
9	4	*La Magia Sandro (CBS)
10	—	Los Parranderos Los Parranderos (Magenta) (*) Local

## Germany Best Sellers

This Week	Last Week	Weeks On Chart	Artist/Album
1	1	4	Tomorrow, Tomorrow — The Bee Gees — Polydor — Rudolf Slezak Music
2	2	2	*Was damals war (What Used To Be) — Karel Gott — Polydor — Aberbach Music
3	3	2	*Heute so, morgen so (Today It's This, Tomorrow That) — Roberto Blanco — Vogue — April Music
4	4	4	Oh Happy Day — Edwin Hawkins Singers — Buddah — Melodie Der Welt/Michel
5	5	2	In The Ghetto — Elvis Presley — RCA — B.-n.-B. Music
6	6	4	Pretty Belinda — Chris Andrews — Vogue — Hans Gerig Music
7	7	2	Honky Tonk Women — The Rolling Stones — Decca — Hans Gerig Music
8	8	2	*Geh, Alte, schau mi net so teppert an (Old Girl, Don't Look At Me Like That) — 3 Mecky's — Elite Special — Melodie der Welt
9	9	2	Bad Moon Rising — Creedence Clearwater Revival — Bellaphon — Paul Arends Music
10	10	8	The Ballad Of John & Yoko — The Beatles — Apple — Rolf Budde Music

\* Original German Copyright

## Italy's Best Sellers

This Week	Last Week	Weeks On Chart	Artist/Album
1	1	10	*Lisa Dagli Occhi Blu: Mario Tessuto (CGD) Published by Sugarmusic
2	2	12	*Storia D'Amore: Adriano Celentano (CLAN) Published by CLAN
3	3	8	*Pensiero D'Amore: Mal & Primitives (RCA) Published by RCA
4	6	14	*Pensando A Te: Al Bano (EMI Italiana) Published by EMI Italiana
5	4	15	*Non Credere: Mina (PDU) Published by PDU
6	14	4	Je T'Aime . . . Moi Non Plus: Jane Birkin (Phonogram) Published by Esedra
7	9	6	*Soli Si Muore: Patrick Samson (Carosello) Published by Curci
8	7	5	*Ti Voglio Tanto Bene: Rossano (RIFI) Published by RIFI Music
9	5	6	*Rose Rosse: Massimo Ranieri (CGD) Published by Sugarmusic
10	10	13	*Acqua Di Mare: Romina Power (EMI Italiana) Published by EMI Italiana
11	—	1	The Ballad Of John And Yoko: The Beatles (EMI Italiana) Published by Ricordi
12	8	9	*L'Altalena: Orietta Berti (Phonogram) Published by Sugarmusic & Alfiere
13	—	1	Get Back: The Beatles (EMI Italiana) Published by Ricordi
14	12	13	I Want To Live: Aphrodite's Child (Phonogram) Published by Esedra
15	—	1	Ragazzina Ragazzina: I Nuovi Angeli (Durium) Published by Esedra
16	11	16	*Acqua Azzurra Acqua Chiara: Lucio Battisti (Ricordi) Published by Ricordi
17	—	1	*Primo Giorno Di Primavera: I Dik Dik (Ricordi) Published by Ricordi
18	20	13	*Sole: Franco IV & Franco I (Celligraf Simp) Published by Leonardi
19	15	9	*Davanti Agli Occhi Miei: The New Trolls (Fonit Cetra) Published by Fonit
20	—	1	*Solo Per Te: Little Tony (Durium) Not yet published

\*Denotes Original Italian Copyrights



# SEEBURG APOLLO

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## EDITORIAL : The Show Spirit

All systems are go for Friday. The 1969 running of the Music Operators of America convention, now known internationally as the MOA Exposition, will chalk up another action and idea-packed three days. The Expo is the summit meeting of the music and amusement machine industry. It is the scene where all programs start, where new factories test their wings on a no-nonsense trade show floor, where dealer marriages are set with a hand shake, a drink and a signature on an order.

The Expo brings the cream of the industry people together. It is virtually the only event during the year at which old friends and hardened competitors get together under the same roof. It evokes a spirit best described as a confusing mixture of haggling and hail-fellow-well-met. It's a spirit that swells the chest with pride — pride in one's place in the industry. It's a spirit, unfortunately, that often turns right back to cynicism after the show is over.

You know, there are an awful lot of cynics in this business, people with that depressing, negative attitude that says any new idea stinks before they even bother to think it out. These are the same people who kick and complain because operating costs go up and the locations go down. . .but have they one solid suggestion to beat it? Methods that once earned the bread may not be effective today and the smart man pulls ahead by thinking and acting progressively. But you can't think up all the new ideas yourself — they only come through a frank exchange with other tradesmen in a talk-shop situation. And that's why the MOA Show always hits the gong; that's why the individual spirit soars when the industry gets together to talk shop.

Just pretend for a moment that you were never in the coin business and you walked onto the MOA trade show floor. Your first impression would have to be: "this is the greatest arcade in the world." All the game lights would dazzle you, the sounds, the commotion would amaze, but you'd have absolutely no idea what the event was really all about, other than a convention of "jukebox guys." Well, buddy, you're not on the outside looking in — you're already in. And that means you've acquired priceless knowledge on the specialized occupation of making a living operating coin machines. You've got an intuition into the game, you know most of the in's and out's about machines, locations, financing . . . you name it. This is special knowledge, intuitive knowledge. But it grows stale and useless unless this knowledge is fed with the latest techniques, machines, policies and solutions to common operating problems.

These are the reasons why the cream of this trade turns out at the Expo — that's one good reason why it is the cream, the best of the operators, distributors and manufacturers.

See you there? That's the spirit!

## MOA Expo Go For Friday; 56 Exhibitors; P.R. Theme Set

CHICAGO — At press time, it was all downhill to the Friday morning opening of the 1969 MOA Exposition (Sept. 5th). The mammoth convention and trade show climaxes several pressing months of intensive planning, promoting and staging by MOA executive vice president Fred Granger, his staff and the officers and directors of the national group.

President Howard Ellis ends his extremely fruitful year, in the top spot, with this convention, and leaves an indelible mark on the trade — having planted the idea that a better public image can at last be achieved by the jukebox industry.

Public relations is the theme of the Exposition this weekend, a closing tribute to Ellis' campaign. The theme will be promoted to the hilt at the show, with MOA itself taking a much larger and more elaborately decorated booth (20' across) generously adorned with the message "Build a Better Industry".

Public relations promotion buttons have been prepared by Granger to be worn by members on their jackets throughout the three day convention. Bearing the message "Better Public Relations through Membership Action," the button is one manifestation of an Ellis-oriented campaign that included the introduction of the "Jukebox Speech" (delivered during the year by scores of operators and distributors at community meetings).

A total of 56 firms will be exhibiting their products on the trade show floor. This year's exhibition recalls the shows of bygone years with the promised introduction of at least fifteen never-before-seen amusement machines and service innovations (such as that to be demonstrated by two firms' "flocking" refinishing process). While the accent will be on new pins, bowlers and refinements in the design of a number of coin pool tables, the number of new "special novelty" machines to be displayed indicates that these higher-play-pricing innovations are becoming more and more an important factor in games operation. A tour of the games area will quickly reveal at least five radically different amuse-

ment machines and it will be worth the salt of every operator to get in on the info right at the beginning.

Of any singular individual whose talents and persistent efforts might be responsible for the staging of this worthwhile and useful three day event, Fred Granger just naturally comes to the fore. Fred's a man to be admired. His single-direction concentration on making this and every show the very best ever usually pans out in just that. Uniquely tuned into the movements on all three levels of the trade (operator, distributor and manufacturer), he knows what each looks for at these conventions and pulls all stops to have them ready. (Major events to take place at the Expo can be found elsewhere in this section).



On the subject of MOA itself, Granger noted last week (and with considerable pride), that more than 35 new members have been signed up since the March Board of Directors Meeting in New Orleans, at which Larry Le-Sturgeon and his committee were formed to promote an increase in the rolls. Granger further expects still another 35 to be signed up at the Expo itself. "We're well over the 900 member mark already," he stated last week, "and of course look to the day when that nice round 1,000 can be written down."

So, at press time, it was to work on last minute details for Fred and his staff, and to him, and the entire trade, we at Cash Box hope to see you at the show. Visit us at our booth in the Registration Area.

## THREE BIG DAYS

### Friday, September 5

Exhibits Open ..... 9:00 AM to 3:00 PM  
Ladies Luncheon & Program ..... Noon  
Industry Seminar ..... 3:30 PM  
Exhibitors' Hospitality Suites Open in Evening

### Saturday, September 6

Exhibits Open ..... 10:00 AM to 6:00 PM  
Membership Luncheon & Program ..... Noon  
Exhibitors' Hospitality Suites Open in Evening

### Sunday, September 7

Exhibits Open ..... 10:00 AM to 3:00 PM  
Gala Banquet & Stage Show in Evening

## Statement From President Ellis

On behalf of the association, I want to thank every firm, national and international, exhibiting with us this year. I also congratulate the officers, directors, Exposition committees, our show producer, and the staff of MOA for the tremendous job they have done in planning this year's Exposition, which I consider one of MOA's most important services to industry.

To play an active part in such a vital and developing association has made this year one of the most rewarding years in my life. I would never believe it possible to accomplish so much in such a short time — and it would not have been possible either without the dedicated assistance of the MOA board as well as many members in various parts of the country.

A grass roots public relations program launched early this year has, as many of you know, not only proved to be highly successful, but it is still going strong and with the clear promise of getting stronger. In community after community this program has begun to change the thinking of many people about our industry. Interesting enough, and also very important, it has even changed the thinking of many of us about our own industry. As one member said, "It has given me a new respect for the business I'm in."

So MOA moves forward, developing yet another valuable service to the membership in particular and the in-

dustry in general. To those of you who are not yet members of MOA, I urge you to remedy that situation by joining now. This will help MOA. It will also give you the satisfaction of knowing that you are supporting one of the finest trade associations in any industry in the country today.

Howard N. Ellis, President  
Music Operations of America

## About MOA Membership



Today there is more of an awareness than ever before of what it means to be a member of MOA. There is more of a sense of belonging, of involvement, of pride in being a part of this progressive organization which has gained so much respect both here and abroad. "MOA is a clean-cut, no-nonsense organization, something we can count on," is the way one highly respected member expressed it recently. I would add that besides this growing pride of membership, which is a healthy sign, members are now finding that MOA is really an extension of their own business because of the ever increasing services it offers them. The question is fast becoming: Can you afford not to belong?

We continue to improve present services and research new ones. We have remained alert to the copyright royalty problem, always an important service, on which MOA's Washington counsel, Nicholas E. Allen, will report during the membership meeting. More important than ever before are sound insurance services. The MOA Group Life Insurance Program is presently being studied to improve benefits. The Income Protection Plan is serving an increasing number of members. The Variable Pension Plan now has forty mutual funds. The Hospital Family Money Plan is one of the best anywhere. Our newest service is the MOA Public Relations Program, the success of which has been largely due to the president's efforts, the increasingly wide membership participation and, last but not least, the invaluable help of the trade press.

The man who led MOA this year was President Howard N. Ellis, whom I would describe as a man for all seasons. Quiet, thoughtful, experienced in association matters, Howard has applied himself with equal vigor to all aspects of MOA business — administration, membership services, regional association development, the annual Exposition. . . But most of all he has been the inspiration behind the successful MOA Public Relations Program, which he says is the first of many steps toward building a better image. For this alone he has earned the plaudits of every member. Let us give President Howard Ellis a resounding vote of thanks for moving MOA ahead another important step.

Frederick M. Granger, Jr.  
Executive Vice President

## What's Happening At The MOA Convention



A Message from the Exposition Chairman

Year after year we strive to improve MOA Exposition and, as you will see, this is yet another year of innovation. Not only do we have an impressive list of exhibitors displaying a considerable amount of new equipment, we have arranged special events, some educational and some entertaining, for each of the three days.

On opening day we have six exhibit hours plus a Ladies Program at noon and a two part seminar in the afternoon. Part 1 is on the jukebox industry with a prestigious panel representing the jukebox exhibitors. Part 2 is on public relations with Mr. Jack Anderson as the keynote speaker. On the second day we have eight exhibit hours, with a General Membership Meeting and Brunch at midday to which all are invited. On the last day we have five exhibit hours and, in the evening, the traditional awards banquet and stage show.

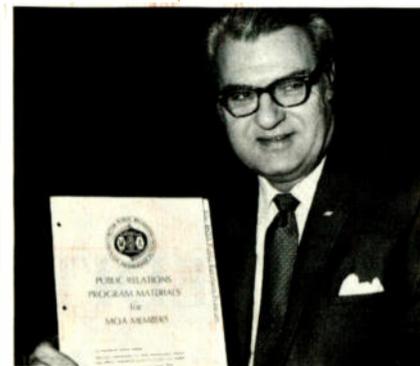
I urge everyone to see all the exhibits, attend all special events and, last but not least, let us know if you have any suggestions for improving future MOA Expositions. They are your Expositions and we want them to serve your needs.

Robert E. Nims, Chairman  
1969 MOA Exposition

## The Public Relations Speech A Better Industry Thru Joint Action

Over the past year, we at Cash Box have channeled numerous requests to MOA for copies of the lecture which has come to be known as "the jukebox speech." These requests have come from all levels of the trade and they reflect the genuine interest and enthusiasm which this speech evokes.

Here then for the many operators, distributors, et al. who admire "the jukebox speech" as much as we do, is the entire text, which we reprint courtesy of MOA.



President Howard Ellis at the inauguration of the P.R. program presents the "Jukebox Speech."

Thank you, Mr. Chairman . . .

I am very grateful for this opportunity to speak to you for a few minutes about the business in which I have been engaged for years. It is a good business. I am proud of it, and I would like to tell you something about it.

In the past the coin-operated music industry, better known as the jukebox industry, has been misunderstood perhaps as an industry overrun by an undesirable element.

(With some emphasis) It is not true that this industry was ever overrun by an undesirable element. We recognize, nevertheless, that the existence in earlier years of such an element in some areas of the country is why we have an image problem today.

(After a short pause) The coin-operated music and amusement industry is today a healthy and growing industry. Some of the ablest businessmen are engaged in the coin machine industry, and new people are coming into it all the time. We have men who are mayors of their towns, active in their churches, members of state legislatures and appointees to high office. It is an industry which contributes significantly to the economy of just about every village, town and city in the country.

(Pause. Speak slowly. Explain the following special terms with some feeling and emphasis. Make it interesting. Add your own ideas.)

Now, before I go any further, there are a few special terms with which I should like to acquaint you. I think it will be easier for you to follow me if you understand them. Here they are:

**Operator** — One who owns and operates any number of jukeboxes. The average number of units owned and operated by U. S. operators is from fifty to seventy.

**Distributor** — One who sells phonographs to operators, usually a distributor through a franchise granted by a factory. Incidentally, phonographs and jukeboxes mean the same thing to us.

**Location** — An establishment in which an operator's phonograph is located.

**Operation or Route** — The total string of jukeboxes placed on location by an operator.

**Service Man** — A mechanic who repairs and maintains jukeboxes either on location or in the home shop.

**Route Man or Collector** — An individual who collects income from jukeboxes for the operator. Also changes the record selections on the machine.

**One Stop** — Record store from which operators may buy all makes of records at one stop. Some years ago it was necessary to call on each record manufacturer's distributor which was very time consuming.

**Programming** — Selecting and changing of records on jukeboxes according to the preferences of the particular location.

Those eight terms will help you to better understand what I am talking about. Today most music operators are diversified. Beside operating jukebox routes, they also have coin-operated amusement games. Some have vending as well. There are very few operators left who operate only jukeboxes. In most cases it has become necessary for them to diversify in order to keep their locations. You will sometimes hear me using the terms coin-operated music and amusement industry which means the combination of jukeboxes and amusement games.

At the present time there are in the United States about 7,500 operators and 400,000 to 500,000 jukeboxes. There are actually more operators than that but I am not including the marginal ones who operate only a few machines.

As stated earlier, the average operator has about 50 to 70 machines on location, but there are operators with 100, 200, 300, 400 or more machines. And each operator owns all of the equipment he has out on location.

The record capacity of jukeboxes now is at least fifty records or 100 selections. Some hold eighty records or 160 selections. The biggest hold a hundred records or 200 selections. The price of a new jukebox today is about \$1500, to \$1700.

As in other industries, our costs have gone up, yet it is not easy for us to raise the price for the playing of a jukebox to make up the difference. In some businesses it is a matter of changing the price tag, and the change may not be noticed. In ours, it is a matter of reducing the number of songs a customer can play on a jukebox for a quarter—and also of changing the coin receiving mechanism on every one of the operator's machines. Most of the country is on three for a quarter play, but many operators, feeling the pinch, are trying to change to two for quarter play. In some areas it has been accepted. In other areas it has raised so much objection that operators have been forced to return to the old pricing of three for a quarter play.

Another thing . . . We cannot in most cases just go in and change the pricing on a jukebox without asking the location owner. He may feel that a raise in the cost to play music may affect his business adversely. If he is against it, that pretty much settles it. Or he may agree to it on a trial basis. Of course there are many operators who are very successful in selling their locations on the need for increased income for both of them since there is a division of jukebox income between them (explain the division in your own way if you think it necessary).

Jukeboxes have about 4 to 5 hours of good potential play per day—that is, from the dinner hour on through the evening. This is certainly true of tavern or lounge locations. The exception would be something like a highway truck stop where there may be more around-the-clock activity.

The most records that can be played on a jukebox are not more than 20 per hour. This means that the income is not as great as some people may think. Because if the price is three for a quarter, that's \$1.50 to \$1.75 per hour. Two for a quarter would increase the yield to \$2.50 per hour.

You see, we are really in the entertainment business, but it is for the most part working men's entertainment. Jukeboxes are for those people who cannot afford high priced entertainment. So our prices have to be realistically related to those customers. At the drop of a coin the working man can have a private performance of his favorite artists. And I think the jukebox provides excellent

(Con't. on Page 72)

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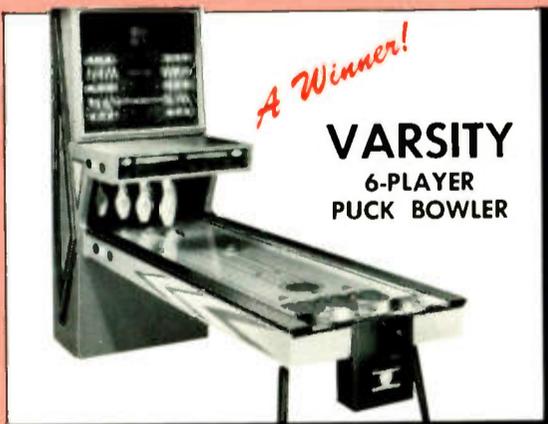
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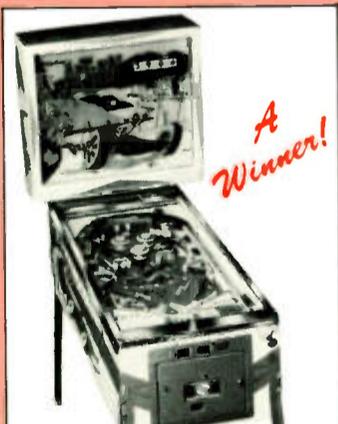
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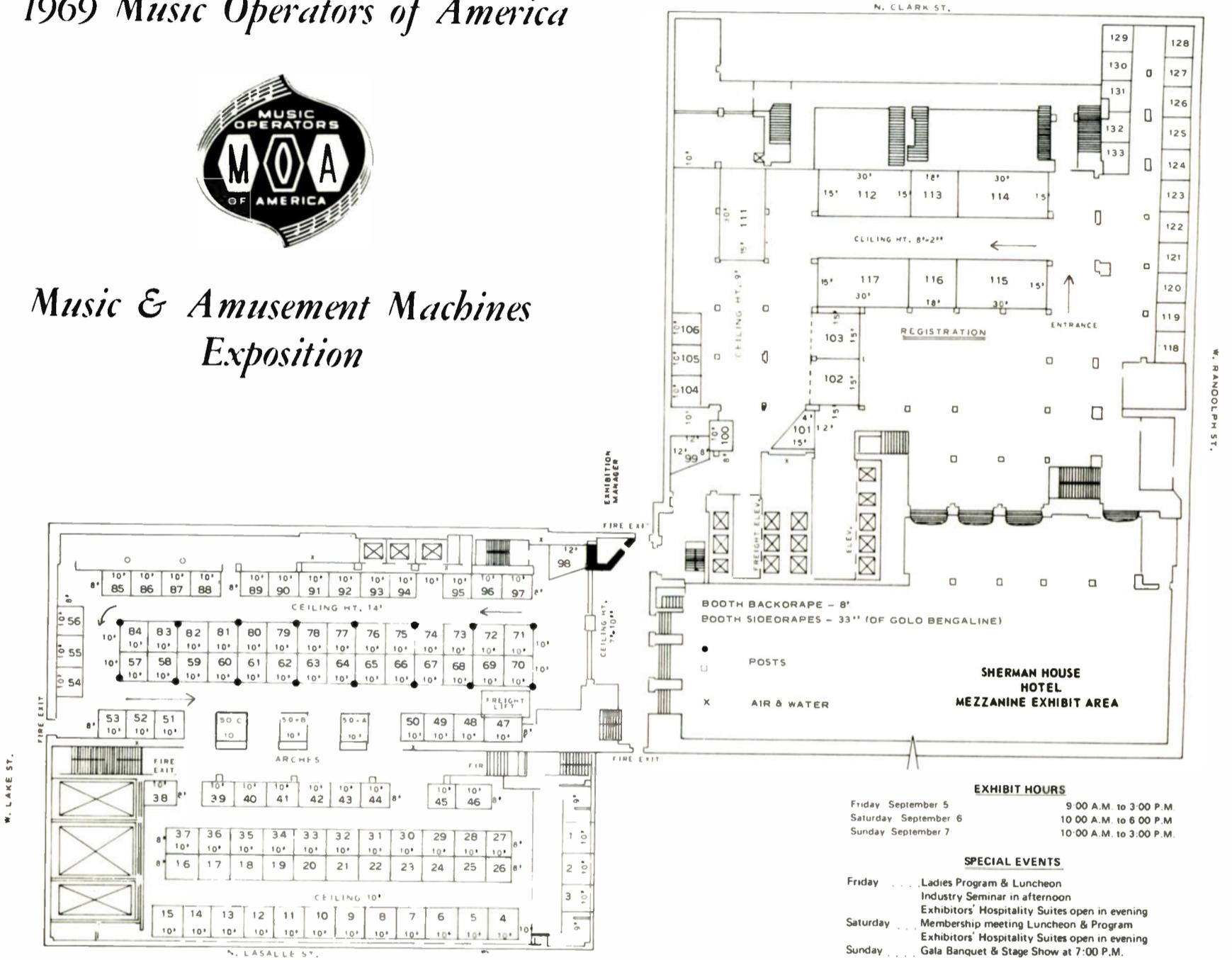
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1969 Music Operators of America



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# Topics Interesting And Varied For MOA Jukebox Seminar



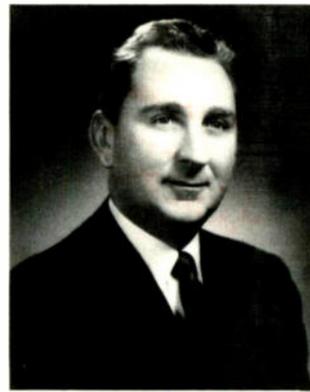
Rieck



Palmer



Barton



Adair



Leyser

CHICAGO — Topics for the MOA seminar "The Jukebox Industry: Where Is It Going?" were announced this week. The seminar will highlight the opening day of the upcoming convention.

"Pricing For Profit (Including 25¢ Play)" will be the subject of a speech to be delivered by Les Rieck, Music Sales Mgr. of Rock-Ola. This should be of particular interest in light of our Cash Box survey which showed a surprisingly low rate (25%) of phonographs on 2-25¢ play.

Joe Barton, Vice President, Distribution for Rowe International will address himself to the topic of "Merchandizing Music At the Location Level." A.D. Palmer, Manager of Advertising and Sales Promotion for Wurlitzer will explain his company's stand that: "We Need 200, 160 and 100 Selection Phonographs in the Industry."

Henry Leyser, President of ACA Sales & Service, U.S. distributors for the NSM Prestige 160, will talk on the subject "The Jukebox And Urban Renewal." At press time Seeburg president William Adair was uncertain as to what the exact topic of his seminar

address would be.

According to MOA vice president Granger, speeches will be brief, rang-

ing from five to eight minutes. After each talk the floor will be thrown open to permit operators to indulge in a

question and answer period.

The jukebox seminar is scheduled to begin at 3:30 p.m. on Friday, Sept. 5.

## Anderson To Address Operators On Public Relations

CHICAGO — Columnist Jack Anderson, who will address the Public Relations seminar at the MOA convention, is a man with a thorough knowledge of the making and breaking of reputations. It is expected that his observations on the ever present jukebox image problem will be as relevant as the columns which he writes along with Drew Pearson.

Those stories have brought convictions of tax violators, five percenters and embezzlers. His evidence helped to convict three Congressmen of taking kickbacks. His legwork was instrumental in persuading the Senate to launch the celebrated Kefauver investigation of the underworld.

It was Anderson who wrote the first

stories about White House aide Sherman Adams' intervention to save Bernard Goldfine from criminal prosecution at the same time that Adams was accepting valuable gifts from the textile tycoon. These stories led to House hearings that rocked the Eisenhower Administration and forced Adams' resignation.

In March, 1963, angry Congressmen challenged Anderson to appear before a special hearing to back up charges he had made in a magazine article, "Congressmen Who Cheat." When he showed up at the hearing with a long statement which he said contained names and details, the Congressmen backed down. They refused to listen to his testimony and adjourned the

hearing before he could read his statement. If they had listened to the statement, they would have heard for the first time about one of Bobby Baker's backdoor deals. The senate aide later was to become the object of a much-headlined investigation. Anderson's latest expose, written with Pearson, has forced the Senate, Justice Department, and Internal Revenue to investigate Senator Thomas Dodd, D-Conn.

Anderson frankly describes himself as a muckraker, but he insists his object is not sensationalism but reform. Indeed, he professes to be sympathetic to the public officials who feel the

(Con't on Page 76)

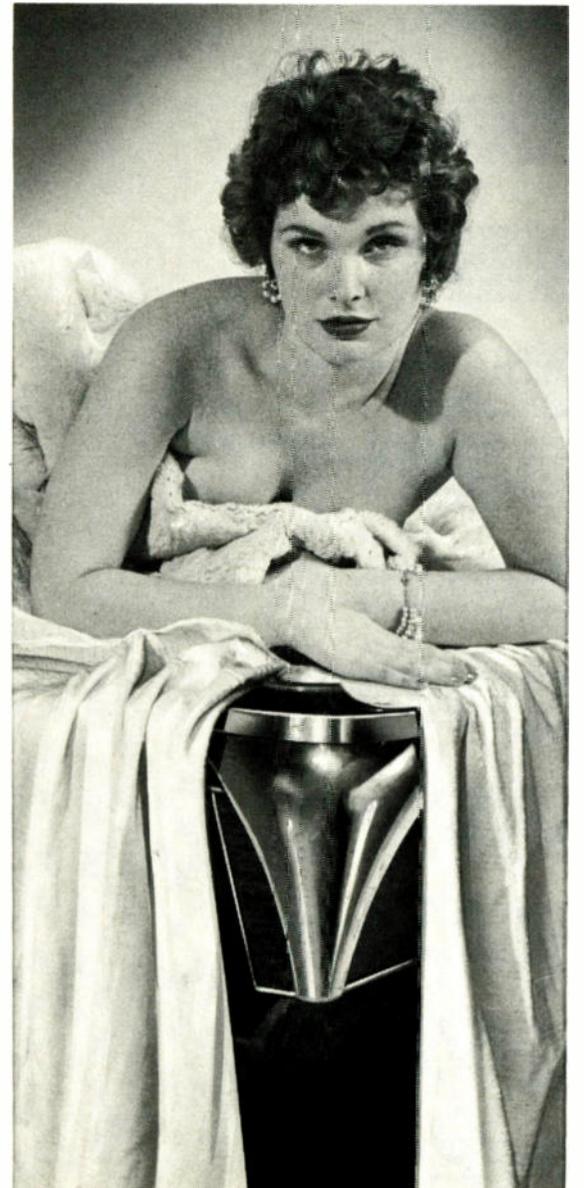
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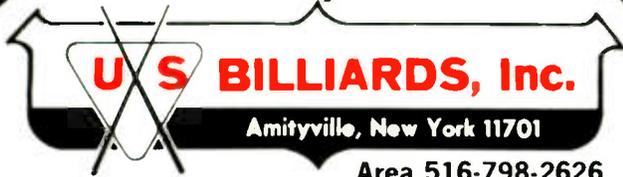


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# POOL TABLES

by



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# POOL TABLES

by



# Building A Better Industry - Jukebox Speech, Continued

entertainment because, after all, it has a selection of all the top artists in the country. As a matter of fact, our national association—Music Operators of America—gives annual awards to the most popular artists on jukeboxes.

An operator changes approximately three records per week per machine. On the average this industry uses about 1,500,000 records per week or 75,000,000 per year at a cost of \$1,000,000 per week or \$52,000,000 per year. Successful operators are those who, among other things, program their jukeboxes carefully.

The art of programming is making sure that the tunes desired by prospective listeners are in the machine and available for immediate play. This requires a study of the patronage of the location in which the machine is placed. The operator must determine how many old favorites or contemporary style, how many polkas, how many rhumbas, rock & roll, rhythm & blues, country & western, vocal or instrumental records must be programmed in the machine in order to achieve maximum customer appeal.

In addition to knowing something about tastes in music, the successful operator must also have the attributes of a capable business administrator. He must have knowledge of bookkeeping, maintain bank and finance company relations, understand depreciation schedules. He must administer an office, supervise a shop. He must remember to comply with Federal, State, County and City regulations and costly licenses. He must be shrewd in determining what equipment to buy, what to sell or sagely trade.

The maintenance of automatic coin-operated musical equipment requires considerable technical know-how. While the larger operator has mechanics, the smaller one must be his own mechanic. In certain aspects, the cabinet of this music reproducing device covers many components which are the forerunners of parts in complex computers. The record selector system is a complex electro/mechanical operation. To this is added a sound system that plays monaural or stereo records at 45 or 33-1/3 r.p.m., intermixed and automatically. Yes, the modern jukebox is quite an electronic marvel.

We are also proud of the appearance of modern jukeboxes. If you take the trouble to look at them carefully you will see that they are beautiful pieces of equipment—not only beautiful but dignified. This is one reason, I think, why modern jukeboxes are showing up in unusual places. The dress department of a well known department store in one of the larger cities has a jukebox handy for customers. Shoe stores, drug stores, men's clothing stores and even bookstores in some areas are reported to be using them.

The history of the jukebox is also interesting. Jukeboxes first were seen in the late 1800's, with Thomas Edison's coin-operated phonograph. We are told that the term jukebox originated in England some time after 1910, when coin-operated phonographs began to show up in "juke joints" — or places of entertainment. There were of course other very ingenious machines in those far off days, including one that played a violin. And of course you have all heard of the old coin-operated pianos. Today there are collectors of those old machines who fix them up and sell them for a good price.

As a matter of fact, the history of coin-operated equipment goes back beyond the 1800's. The early Egyptians used a coin, probably heavier than today's coins, to vend holy water in the temple. The coin was worth about 75¢ and allowed a certain amount of holy water to flow out of a large jug-like container. The penalty for cheating — I suppose with slugs — was death. We are told that the original plans for this ancient coin-operated machine are still in existence.

But coming back to the 20th century jukebox, this business is just like other business in one important respect. And that is service. All we have to sell is service. We can put any number of jukeboxes on location, but if we do not keep them going and if we do not keep them programmed, we would soon be out of business. Our agreement with the location amounts to a service agreement to keep the machines operating, otherwise they are obviously of no value. The reason locations do not own their own machines is because they are unable to service them.

## The Cash Box Route Survey

NEW YORK — The Cash Box music and games route survey (which appears on P.P. 78-88 this issue) is the compilation of responses to a mailing poll conducted by this magazine during the three weeks preceding the 1969 MOA Exposition. Of a total of 800 questionnaires sent out, 97 were filled and returned, or roughly 12% of those operators polled.

The survey is divided under the headings "Music Machine Route Survey" and "Amusement Machine Route Survey". While the information gained reveals little that hasn't already been known or suspected, it does, however, offer documented proof to some of the industry's assumed ideas on collections, record programming and the popularity of specific games in taverns and restaurants.

The survey reveals that the operating trade is definitely price-conscious in its equipment buying habits. While the operators in general also feel that

the amusement equipment being manufactured today is superior in every way to that produced over passed years, a number have voiced their own ideas on what improvements might be engineered into future machines.

The operators also stated their most serious route problem today — a serious lack of capable service mechanics. Not that the mechanic shortage has been unknown, but we feel the survey does add increased emphasis to a situation that frustrates even the best operating company, which can afford to pay top wages to mechanics, down to the smaller which would like to employ a serviceman but has no idea where to get one.

We hope the music and games trade finds our survey useful and perhaps thought provoking. Information of this nature is vital to any progressive industry and we sincerely thank all those who took time out from their busy schedules to respond.

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# 1969 MUSIC MACHINE ROUTE SURVEY

**Average number of new coin phonographs purchased annually ..... 14**

(While the figure might appear overrated to many, an average of 14 new jukeboxes was compiled from the returns. However, a closer estimate revealed that the larger operating firms bought between 15-25 new units while the moderate-sized companies (below 100 locations) bought between 5-8. Although some firms reported purchases in excess of 175 units, these were not computed in order to arrive at a fairer balance since they are presumably also factory distributors!)

**Average weekly gross at tavern locations..... \$30.08**

**Average weekly gross at restaurants and diners ..... 28.39**

**Companies reporting some music machines programmed on 2-25¢ play ..... 25%**

**Percentage of operators making collections on a weekly basis ..... 23%**

**— collecting from some locations weekly, others bi-weekly ..... 26%**

**— collecting strictly bi-weekly 43% (others - 8%)**

To the question: "Are there any particular mechanical or merchandising features you'd like to see incorporated into future music boxes", the answers were:

A standardized method of accessory hookups on all boxes.

Simplify location of components for greater accessibility.

More component parts which could be exchanged down at central depots open 24 hours.

Inexpensive income totalizers.

A location promotion button for dispensing free plays.

A good working, dependable dollar bill validator.

Credit accumulation through quarters.

Smaller sized machines.

Eliminate dime acceptance.

Make quarters equal a half-dollar on all machines.

Two separate coin boxes (one for operator, other for location).

Better burglar alarms.

Selective tape-oriented phonograph.

Put in meters that are easy to read.

Make them easier to keep clean of restaurant dust, grease, etc.

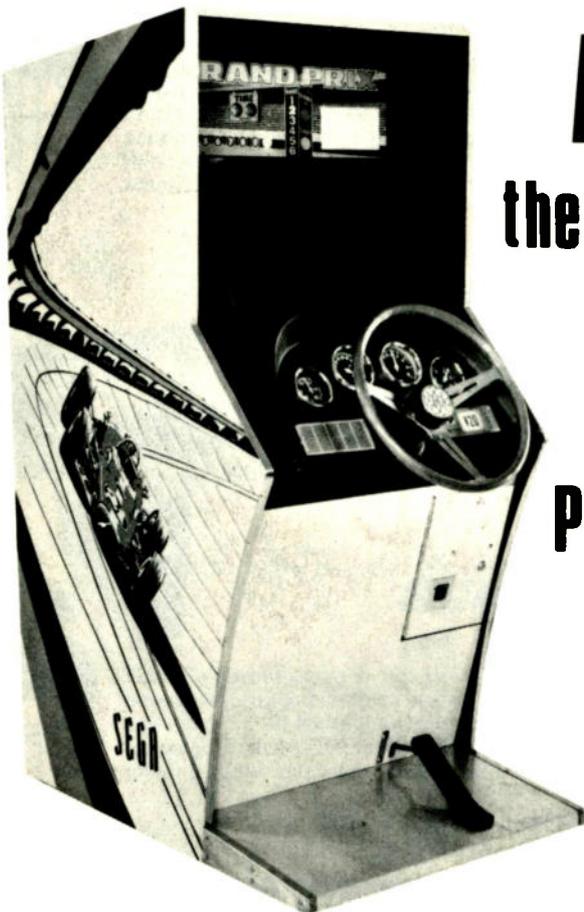
To the question asking for any particular music box preference, the response was small, with most citing no preference. Those brands mentioned pretty well ended equally, and mostly for the following recurring reasons:

Service dependability; requiring only moderate mechanical talent.

Good resale value.

Easy access to the mechanism.

(Note: Not one mentioned "good sound"; only two mentioned "styling".)



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MMS-130



**Lester Lanin &  
His Orchestra  
"Dizzy"**  
MMS-135



**Clay Hart's  
"Another Day,  
Another Mile,  
Another Highway"**  
MMS-140

**Durwood Haddock's  
"When The  
Swelling Goes Down"**  
MMS-136



**The Goldiggers'  
"It's Fun To Be Young"**  
MMS-141

**Wayne Fontana's  
"Say Goodbye To Yesterday"**  
MMS-133



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**LATEST ALBUM**  
"With Love"  
(SLP 18111)

**LATEST ALBUM**  
"The Best of Charlie McCoy"  
(SLP 18097)

## 1969 MUSIC MACHINE ROUTE SURVEY

**39% of the operators reported buying MORE music machines than in past.**

**42% said they still buy about the SAME.**

**19% admit to buying less than in previous years.**

The average life of a phonograph before trade-in time was 6 YEARS.

**Standard location commissions were reported as follows:**

50-50 split	—	93%
60-40 split	—	5%
other	—	2%

**Thoughts on keeping pace with national inflation were recorded as:**

70% of the operators feel they're behind inflation in collections.

23% say they're keeping pace with rising price standards.

7% proudly declare they're ahead of the inflation.

**Asking for the "single biggest problem on the route," the undisputed chief complaint was:**

**LACK OF QUALIFIED HELP (more than 50% stated so)**

Other route problems, in order of frequency:

- Financial demands from locations.
- Vandalism.
- Unscrupulous competition.
- Non-appreciative location customers.
- High cost of equipment.
- Direct sales.
- Poor record standards.

**36% of the operators feel the number of music locations available are already SATURATED with equipment.**

**64% optimistically reported no saturation problem.**

However, when asked for the "new, unusual" locations they've managed to add to the music route, 67% stated they had none. The remaining 33% revealed the following new locations types:

- Discount stores (dime stores, etc.)
- Department stores.
- Schools.
- Movie theaters.
- Hotels and motels.
- Business offices.
- Teen centers.
- Laundromats.
- Clothing stores.
- Trailer parks.
- Beauty shops.
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**1969 MUSIC MACHINE  
ROUTE SURVEY**

The average of records changed on a weekly  
scale is.....4.1

Concerning record programming, 42% of the companies let the routeman select the new record changes; 34% say the operator does it himself; 21% have a hired girl who commands the record selections; 7% of the companies say the locations give the order; 6% say a variety of things, best described as "other".

81 whopping percent of the operators say "stereo in a single record is meaningless as far as collections are concerned." 19% think it does mean something.

61% declare that little LP's are a "dead issue". 39% think they're very much alive and like using them.

62% stated they'd buy "no more little LP's" if they could be sold "cheaper". The rest, mostly little LP users in any case, would buy more than they do now if the price could come down. One remark that was interesting had it that little LP prices could be "cut in half" if the record companies didn't have to include a full-color album sleeve with each.

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Miss any one of them and that smile might cost you.

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**Sly And The Family Stone**  
"Hot Fun In The Summertime" 5-10497

**Terry Reid** – "Superlungs" 5-10498

**Tammy Wynette** – "The Ways To Love A Man" 5-10512

**Keith Barbour** – "Echo Park" 5-10486

**Peaches And Herb** – "Let Me Be The One" 2-1649 (Date)

**The Steelers** – "Get It From The Bottom" 2-1642 (Date)

**Cheers** – "I Made Up My Mind" 4-7331 (Okeh)

**Brothers And Sisters**  
"The Mighty Quinn" ZS7121 (Ode)



# 1969 AMUSEMENT MACHINE ROUTE SURVEY

The estimated average weekly gross on each of the following games were reported as:

Pingames.....	\$24.03
Pool tables.....	32.56
Shuffle alleys.....	18.67
Ball bowlers.....	13.75
Target rifles.....	18.48
Quiz machines.....	34.28
Shuffleboards.....	12.14
Soccer games.....	17.17
*Special novelties.....	25.47
*(Most mentioned were: periscopes, helicopters and drive games.)	

The most popular games used in tavern locations (by frequency of mention) were:

Pool tables.....	50%
Shuffle alleys.....	24%
Pingames.....	13%
Bowlers.....	11%
Shuffleboards.....	2%
Special novelties.....	1%

Popularity rating of games in restaurants and diners is:

Pingames.....	59%
Target rifles.....	10%
Pool tables.....	9%
Baseball games.....	8%
Shuffle alleys.....	7%
Special novelties.....	3%
Bowlers.....	2%
Quiz machines.....	2%

52% of the operators polled reported operating some games on 2-25¢ and 25¢ play (other than pool). Most frequently mentioned games was shuffle alley on 2-25¢; novelties on 25¢ and some mention of bowlers and pins on 2-25¢.

50% of the games operators polled for "merchandising techniques they use to stimulate increased play" responded with the following (again in the order of frequency):

Tournaments (on pool, shuffle and bowler; both intra-location as with "high score" and "100 name bowler cards) and inter-location with organized tourneys. Other of the more interesting answers were as follows:

I give 10% off the top of the Cash Box to barmaids and other location help who promote the machines.

I give free games to kids pretty frequently.

I give free drinks when a player scores "genius" on a quiz game.

I have my locations give complimentary plays at their discretion.

Anti-merchandising remarks were as follows:

I do very little because of our state laws.

I get no cooperation from other operators for tournaments.

37% of the operators said their games collections were UP as compared to the previous year.

35% estimated games collections remain about the same.

28% stated their collections were off.

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**Hermitage  
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## 1969 AMUSEMENT MACHINE ROUTE SURVEY

Asked to list one single complaint in the manufacture of today's games which they'd describe as "chronic", the answers were:

No meters in all pingames.

The parts, especially the plastic parts, wear out too soon.

Flimsy construction and poor serviceability.

All glass should be the same size.

Build a slug rejector that will kick out Canadian coins every time.

Factories rush to get games out and skimp on quality control.

Some Pinball manufactures lack creative talent.

The ball return on some pool tables jams.

Pinball and shuffle alley playfields wear out too soon.

The service manuals are very poor.

Pool tables are badly crated sometimes.

Incidentally, 56% of the operators reported no complaints at all.

One gent thought high prices were his biggest technical problem. Another told us to "keep the drunks off the assembly line; they miss little things;" a third admitted "they generally do a real good job in view of the rush to meet their orders."

We had very little reaction to the question asking for "one single game model that made the most money during 1968. About 40 operators said "pool", which wasn't what we were looking for. Therefore, the rather loosely compiled popularity poll ran as follows:

Quiz Machines (no preference mentioned)

Williams Pit Stop pin

ChiCoin's Gun Smoke

Williams Doozie

Williams Ding Dong

Helicopter (no preference mentioned)

Gottlieb Kings & Queens

Gottlieb Spin-A-Card

Williams A-Go-Go

Bally Rockmakers

Williams Miss-O

United Delta

Midway Fantastic

Williams Derby Day

ChiCoin Criss Cross Hockey

ChiCoin Safari (1969 game)

Official Baseball

Not much reply either to the question asking "what type of game would you like to see produced that's not available right now." They suggested:

A new roll-down game.

A three-foot bowler.

A good golf game (never a good one made yet).

Bring back some of the 1940 features to pinball.

A truly good car ride, appealing to all ages, with as much realism as possible.

A good boxing machine like Midway had at the 1968 MOA.

A two or four player version of Tropic Isle.

81% of games operators stated they demand no front money in collections.

19% have some locations relinquish front money.

36% of the operators say they are buying more games than in the past.

33% say they buy about the same amount.

31% admit to buying less.

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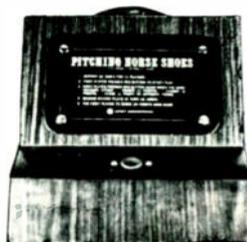
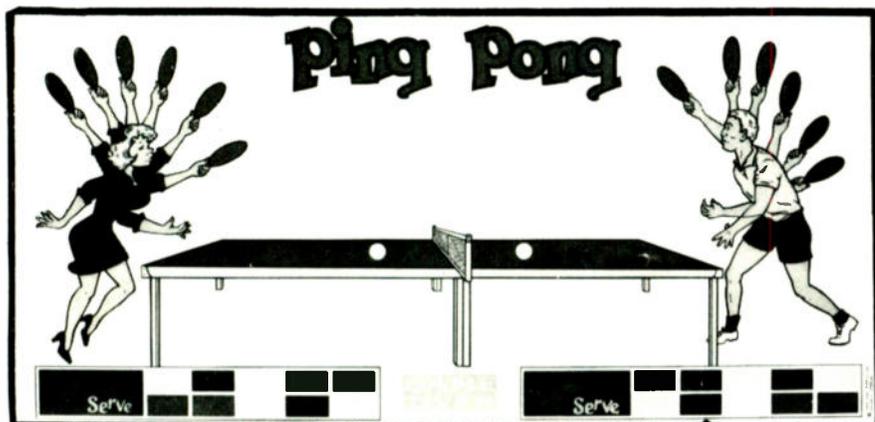


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78-79-80

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## 1969 AMUSEMENT MACHINE ROUTE SURVEY

74% of the operators think the earning power of today's games is SUPERIOR to the older machines they operated, when they were new, 26% think today's amusement games are inferior (earning wise).

### New games locations listed (in order of frequency) are:

- Discount stores.
- Shopping centers.
- Hotel and motel lobbies.
- Trailer parks.
- Schools.
- Factory cafeterias.
- Hospitals and mental institutions.
- Super markets.
- Business offices.

(Oddly, a good number of operators cited a "grave robbery problem" in operating games at discount type stores.)

### Factors indicated as "the greatest strain on the investment dollar" reported (in percentage strength) are:

Cost of equipment .....	50%
Location loans.....	25%
Location gifts.....	11%
Cost of labor.....	8%
Government taxes.....	2%

76 percent of the operators said they recondition games and/or pool tables for resale to homeowners (pool tables were most frequently mentioned;) and in many cases, operators felt they had to amend their answers with "but first we take the coin mech out".

Concerning the effective life of a machine at any given location, before it's rotated or traded-in, the following answers were compiled in order of frequency:

"When the earnings fall off," stated 71%

According to the remaining estimates, the group feels the location life of a shuffle alley is between 5 - 7 months; the life of a pingame at a location is between 4 - 6 months; a gun between 2 - 3 months; a pool table between 1 - 2 years.

Some interesting amendments to this question about machine's earning life expectancy at any one given location were:

Upon the request of the location.

When the new games come out.

If the cash box is full, it's crazy to move a machine just because it's been there awhile.

I change pool tables every time the cloth gets bad.

One year at a good location, two at a medium one, three at the poor stops.

Until the things just plain wear out.

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## ChiCoin's 'Speedway' Makes Debut At MOA



CC Speedway

CHICAGO — ChiCoin is revving up its engines for 'Speedway,' the fast action coin game which combines excitement with the realism of actual speedway racing. Each player will feel like a winner as he controls an actual scale model racing car in competition with six other cars over a course of hairpin turns.

Sam Woldberg and Sam Gensberg, dynamic co-heads of ChiCoin have come up with a fool-proof, trouble-free design that should make 'Speedway' an operator's winner. Gone are the film, belts and photo-electric cell which were the source of many headaches. This game features speed and full color visual effects which are controlled by the gas pedal.

The accent is also on skill as the safest driver at the fastest speeds rolls up the highest score. To add to the excitement, there are realistic racing car sounds that are linked to the speed and occurrence of accidents.

Everything about 'Speedway' is fast, especially the playing time which is adjustable. Another plus for operators is the coin chute which can easily be converted to 2 for 25¢ or even quarter play.

'Speedway' packs its thrills and coin garnering features into a compact size. The game has a base area of only 28" x 40". Naturally, it will be on display at the MOA convention, along with a yet-to-be-released ChiCoin 1-player pin game, "Action."

## Nicastro Resumes Presidency

Louis J. Nicastro is back at the Seeburg helm. He has resumed the position of president and chief executive, replacing David Goldstein, a vice president of the Commonwealth United Corporation.

Nicastro served as president of Seeburg prior to its sale to Commonwealth last August. At that time, he was named chairman of Seeburg and a director of Commonwealth. He left the company on April 1, 1969.

## TWO-PLAYER C.Q.

ASTRO-COMPUTER



SPORTS WORLD



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MOA booths 51 & 52

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PIN BALLS — BOWLERS — ARCADE

CHICAGO COIN		BALLY	
PAR GOLF	\$110	BULL FIGHT	\$150
MUSTANG, 2-PI.	155	ROCKET #3	250
MULA-HULA, 2-PI.	195	CAMPUS QUEEN, 4-PI.	335
KICKER	185	WORLD CUP	385
TRIUMPH S.A.	250	OIXIELAND	320
GOLD STAR S.A.	245		
BELAIR S.A.	285	UNITED	
MEDALIST	310	ULTRA S.A.	\$175
TEXAS RANGER	205	TIGER	195
GOTTLIEB		CORRAL	310
SHIPMATES, 4-PI.	\$175	MAMBO	220
KINGS & QUEENS	165	PYRAMID	285
ICE REVUE	180		
CENTRAL PARK	195		

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And I want to thank all my factory suppliers for making '69 a great year for N.Y.S. Operators.

Keep Those Great Machines Comin', Like . . .

## MIDWAY SEA RAIDER

More than just another rifle, Sea Raider is a specialty item which can out-earn the finest pingame. I want every one of my customers to have at least two or three on the route. To make it easier, I'll give every Upstate N.Y. operator who orders one from me at the MOA Show a \$1,000 bill (Confederate). No joke, tho . . . if Sea Raider doesn't gross \$1,000 in the first six months, I'll make up the difference and the signed bogus bill you get at the Show will be your proof. See me at the Show . . . Johnny.

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# STAN'S JUKEBOX PICKS Of The Week

## POP

One Woman  
**STEVE ALAIMO**—Atco 6710

Blue Horizon  
**ETERNITY'S CHILDREN**—Tower 498

Carry Me Back  
**THE RASCALS**—Atlantic 2664

Sugar On Sunday  
**THE CLIQUE**—White Whale 323

And That Reminds Me  
**FOUR SEASONS**—Crewe 333

Make Believe  
**WIND**—Life 200

Rain Maker  
**UP AND ADAM**—Earth 100

What Kind Of Fool  
Do You Think I Am  
**BILL DEAL**—Heritage 817

Jean  
**OLIVER**—Crewe 334

Honky Tonk  
**RAY ANTHONY**—Ranwood 829

## R&B

Love Of The Common People  
**THE WINSTONS**—Metromedia 121

Jealous Kind Of Fella  
**GARLAND GREEN**—UNI 55143

Let A Woman Be A Woman,  
Let A Man Be A Man  
**DYKE & THE BLAZERS**—  
Original Sound 89

Darling Be Home Soon  
**MAXINE BROWN**—Commonwealth 3001

Why Not Give Me A Chance  
**O.V. WRIGHT**—Backbeat 607

San Francisco Is A  
Lonely Town  
**JOE SIMON**—Soundstage 2641

Backfield In Motion  
**MEL & TIM**—Bamboo 107

Doing Our Thing  
**CLARENCE CARTER**—Atlantic 2660

The Weight  
**DIANNA ROSS & THE SUPREMES  
& THE TEMPTATIONS**—  
Motown 1153

## C&W

Before The Next Teardrops Falls  
**JEAN WATSON**—Wide World 1002

Ruby Please Bring Your Love  
To Town  
**BEN COLDER**—MGM 14076

A Girl Named Sam  
**LOUIS WILLIAMS**—Starday 877

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AND RECORD DEALERS**

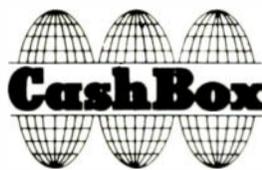
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# CashBox Location Programming Guide

THIS WEEK'S TOP RECORD RELEASES FOR COIN PHONOGRAPHS

## Adult Locations

MATHILDA (2:36)

**JACK JONES**

No Flip Info. Kapp 2022

EVERYBODY'S TALKIN' (2:26)

**LEROY HOLMES ORCH. & CHORUS**

The Bridge At Remagen (2:52) U.A. 50581

WEDDING BELL BLUES (2:22)

**LESLIE GORE**

No Flip Info. Mercury 72969

GET YOURSELF A DREAM (2:30)

**DE ANGELIS SINGERS**

If I Could Be A Kite (2:20) ABC 11176

JUSTINE (2:29)

**JERRY GOLDSMITH**

Carnival Happinings (2:27) Mon. 1159

COMPARED TO WHAT (3:21)

**ROBERTA FLACK**

Goodbye (4:07) Atlantic 2665

## C & W

SHIP IN THE BOTTLE (2:33)

**STONEWALL JACKSON**

Thoughts Of A Lonely Man (2:31) Columbia 4-44976

MY BIG IRON SKILLET (2:11)

**WANDA JACKSON**

The Hunter (2:26) Capitol 2614

I'LL STILL BE MISSING YOU (3:02)

**WARNER MACK**

Sunshine Bring Back My Sunshine (2:25) Decca 32547

THANK YOU FOR LOVING ME (2:00)

**BRENDA BYERS**

Night Life (3:25) MTA 176

## Teen Locations

SUSPICIOUS MINDS (4:22)

**ELVIS PRESLEY**

You'll Think Of Me (4:02) RCA 9764

MOMMY AND DADDY (2:10)

**MONKEES**

Good Clean Fun (2:14) Colgems 5005

BOREDOM (2:50)

**PROKOL HARUM**

The Devil Came From Kansas (4:33) A&M 1111

CAN YOU DANCE TO IT (3:55)

**CAT MOTHER & THE ALL NIGHT NEWSBOYS**

Marie (2:47) Polydor 14007

CAROLINE, CAROLINE (2:50)

**SEA TRAIN**

Suite For Almond (2:37) A&M 1106

THE KETTLE (4:19)

**COLOSSEUM**

Plenty Hard Luck (4:20)

## R & B

THE WEIGHT (3:00)

**DIANNA ROSS & THE SUPREMES  
& THE TEMPTATIONS**

For Better or Worse (2:36) Motown 692

I DON'T KNOW (2:52)

**BABY WASHINGTON**

I Can't Afford To Lose Him (2:27) Cotillion 44047

IT'S A HANG-UP BABY (2:35)

**Z. Z. HILL**

Suppertime (4:11) Atlantic 2659

LET A WOMAN BE A WOMAN —  
LET A MAN BE A MAN (2:33)

**DYKE & THE BLAZERS**

Uhh (2:39) Original Sound 89

check your local One Stop for availability of the listed recordings

# Who's Where & What's To See On Trade Show Floor

CHICAGO — One of the complaints usually aired against any trade show amounts roughly to: "why should I go halfway across the country to see the same machines I can see at home?" Well, this year's MOA Exposition is a shattering response to that, with over one dozen top new specialty games promised to make their debut on the trade show floor.

A tour of the Sherman House Hotel's games room will reveal some startling pieces and a good number of new pool table models. The much discussed Funtronics radio-controlled wall games will be on display and demonstrated by factory representatives. Henry Leyser's A.C.A. display (in the music room) will show their brand new Indy 500 car racing game and a newly-designed Prestige 160 phonograph.

ChiCoin's Speedway car game, coming fresh on the heels of their exceptionally successful Drive Master, will highlight that firm's display, along with other current pieces and a preview model of a new single-player pin called 'Action'. Bally's present equipment lineup will be spotlighted, along with a fresh new Bally big ball bowler. Williams Electronics' will present their current lineup, including the new 'Beta' shuffle alley and a preview of a soon-to-be-release pingame.

Nutting Associates will unveil their new machine called the Astro Computer (a horoscope game). Allied Leisure Industries, along with their very popular Unscramble, will unveil a new offshot of the popular word game, plus one other piece still wrapped in secrecy at press time. Nutting Industries will unveil a new hockey game called Try- A-Game which they are importing from England, along with the I.Q. Computer quiz game. Auto Photo Co. will display their new studio for the first time in many years. U.S. Billiards will preview a new version of their Pro Bowl table game, along with their complete lineup of coin tables.

Whichard Industries, another new entrant in this year's game factory competition, will show their new Poker-Arena cue stick-roll-down-card game. Cointronics promises one of the biggest surprises of the show with a new console type amusement game along with its popular Apollo coin line. BRAD's Howard Reinhart will demonstrate his new cue stickpoint fitter machine. United Billiards will take the wraps off two new items: their new Silver Fox coin table line and a working prototype of an economy table called the Playboy. American Shuffleboard will demonstrate their much-sought-after drop chute mechanism on their pool table line. Brunswick Corp. will debut their brand new CB-7 coin table and also offer operators the en-

tertainment of pool experts Joe Blasis and Jimmy Caras, demonstrating their unique skills on the new Brunswick product. Midway will have their current games line on view, highlighted by the much applauded Sea Raider target game.

All in all, the games exhibits alone should occupy a full day of the visiting operators's time. With the new specialty items becoming all the rage these days (especially those on higher-play-pricing), every amusement com-

pany should insure that at least one member of the firm gobble up all the information available at this unique trade showing.

In the Music Room, the phonograph factories will concentrate on presenting their current equipment lineup. Seeburg will display their Tobacco Counter cigarette vending marvel, but reportedly will not preview any new music equipment.

Service and supply companies to display at the show have some new

faces with Vendors Exchange of Ohio and Nat'l Pok-O-Golf, both to demonstrate their version of the machine re-finishing process commonly referred to as "flocking". Models of music and vending equipment (and possibly a pool table) that have been recovered with Vendors Exchange' Color-Coating process, will be shown at that booth. The firm is in the market for regional distributor representatives who will be appointed to perform the process in a selected territory.

## Have you ever seen a man knock a ball into the side pocket, a ball into the other side pocket, a ball into the near corner pocket, a ball into the other near corner pocket, a ball into the far corner pocket and a ball into the other far corner pocket, all on one shot?

Stop by Brunswick booths 36 & 37 any day during the Musical Operators of America Show at the Sherman House.

You'll see two of the most delicate pool shooters ever: five times World Pocket Billiards Champ Jimmy Caras and 1968 U.S. Open Champion Joe Balsis.

And the things they do with a pool cue you're not going to believe even after you see them.

Be sure to see these men shoot.

And, while you're there, take a peek at our all new Brunswick CB-7, the first really professional quality coin-op pool table.

But Lordy, don't let either one of them talk you into any games.

These men have a touch like a jeweler.

**Brunswick**  
Consumer Division Brunswick Corporation

### New U. S. B. Manager



STAN LEVINE

Meet Stan Levine, recently named General Plant Mgr at the U. S. Billiards factory in Amityville, Long Island. Stan will be a new face at the MOA convention, and he will be accompanied there by U. S. Billiards president, Al Simon; Al D'Inzillo and sales mgr Len Schneller.

## Nutting Debuts 2-Player Quiz

Nutting Associates has announced its newest and most unique question and answer game, Computer Quiz Two-Player. This game combines the natural interest appeal of the Computer Quiz with the coin garnering power of a competitive game. The Two-Player is programmed at two plays for a quarter.

Unique features of the Two-Player include all solid-state electronic design, adjustable genius level, adjustable sound level, all new 16 mm film cartridge, front and rear service doors for easier access, and full one-year warranty. Initial field tests have re-

vealed the Two-Player has an ability to hold the player's interest to an unusual degree.

The game can be seen at Nutting's MOA booths 51 and 52. Shipment in quantity to Nutting Associates' distributors will begin in September.

Nutting will also debut a new horoscope arcade game called the Astro Computer. This is the first new horoscope styled game to come along in many years. According to sales mgr. Howard Bartley, it "should offer games operators a profitable machine at dime play."

## Pool Champs Featured At Brunswick Booths

Brunswick this year will not only unveil a new pool table, their CB-7, but will offer visitors to the MOA convention an opportunity to see how pool can be played when a person really practices. On hand at booths 36 and 37, will be two of the finest pool shooters in the country: Jimmy Caras and Joe Balsis. They will be demonstrating some of the fancy shots which have earned them distinctions over the years.

Caras has won the title of World Pocket Billiards Champ a total of five times, while Balsis was 1968 U. S. Open Champion.

## East Meets West



Rock-Ola in Chicago was host this week to three SEGA employees currently on a world wide tour of coin machine facilities and locations. From left to right in both photos are K. Wasai of SEGA Manufacturing and Procurement; Arthur Janacek, Rock-Ola's Export Mgr., N. Nakayama, Mgr. of Bowling Centers and Dick Langston, Staff Asst. to Management at SEGA. In photo below, Mr. Wasai is shown playing the Rock-Ola pin-game "World Series" while the others look on.



## Sabol Sales Topper At National Rejectors



William R. Sabol

ST. LOUIS, MO., — William R. Sabol has been promoted to the new post of general sales manager for National Rejectors, Inc., a leading manufacturer of coin and currency handling equipment for the automatic merchandising industry, Eric L. Sokol, executive vice president of the company, announced today.

In his new position, Sabol is responsible for NRI's entire sales, service and marketing operations.

Sabol has been with National Rejectors since 1954 when he joined the sales department as a field representative. His career has advanced within the sales department, where he has held positions in the St. Louis, Chicago, and New York district offices of NRI. His most recent post was field sales manager, which he has held since 1967.

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# **To the Pool Table Operators of America From the People at United Billiards**

**Our factory belongs to you just as much as it does to us.**

**And why not? We're making products for you. Our dedicated craftsmen have but one goal in mind — to give you the very finest billiard products your dollar can buy. And your dollars have been buying lots of them.**

**Four years ago, we set out to build a better pool table. And at the right price. We've produced a top quality line that has established our reputation throughout the industry. We've got laurels but we never rest on them.**

**Now today, here at MOA, as we present our 1970 Crest and Silver Fox, you will see the absolute ultimate in 6-pocket table styling and design. Unquestionably, there is nothing on the market today that can compare.**

**We invite your inspection (and your compliments) at Booths 24-25-26-27-28-29.**

**UNITED BILLIARDS, INC.  
Union, New Jersey**

**P.S. Just in time to make the Cash Box MOA Journal. We will also preview our brand new Playboy table at the Expo. Streamlined action, streamlined price. Playboy has all the performance features of the Crest in a range to fit every operator's budget. See it . . . and our sensational Bimbo 3-Ring Circus theater at the United display.**

## Lu Ptacek Analyzes Coinbiz 1969

CHICAGO — A. Lu Ptacek, Jr., owner of Bird Music in Manhattan, Kansas, and current secretary of MOA is the apparent front runner for the post of MOA president for 1970. He brings to this year's convention a list of credentials which include more than 30 years in the business, plus a distinguished career both in the Kansas organization and in MOA.

Lu is a member of the Kansas Amusement and Music Association, having served over the past decade in a number of capacities, including the offices of president, vice-president, secretary and treasurer. He has been on the board of directors of MOA since joining the organization in 1950.

Lu broke into the business in 1939 as a helper in his uncles' music company. By 1946 he had risen to the partnership level and in 1949, he became sole owner of Bird Music. The company has been in the full-line vending business since 1951 and has been doing its own distributing for the past ten years.

Commenting on the current industry situation, Lu cited two major problems: lack of qualified help and the high cost of operation and equipment. He suggested that qualified mechanics could be found within the business, particularly if MOA could establish certain guidelines which would aid in selecting them. He also pointed out that in order to attract more qualified men, higher starting salaries should be established.

Regarding the spiraling cost of operation and equipment, he maintained that the industry is failing to keep pace with the times — price-wise — and suggested that 25¢ and 2 for 25¢ might go a long way toward alleviating the problem.



A. Lu Ptacek, Jr. (left) receives the congrats of Lou Casola after being elected Secretary at last year's MOA convention.

Lu favored continued expansion of the industry's public relations program. "We have," he said, "what is probably the best p.r. program of any industry and, more importantly, we are going at it from the correct angle — furnishing the right tools for operators and working with them directly."

Lu's activities are not limited to the coin business. He is a member of numerous civic and social clubs in his community, among them the local Chamber of Commerce and the Sertoma Club of Manhattan.

## NAMA Names Ten

CHICAGO — The names of 10 members of NAMA have been submitted as nominees for the 21-man Board of Directors, according to David D. Dayton, chairman of the nominating committee.

The election of directors will take place at the association's annual member meeting to be held on Saturday, October 18, at the opening session of the NAMA Convention-Exhibit in New Orleans, La.

The terms of 10 present directors will expire or be vacant and the committee has nominated 7 members who are operators and 3 machine manufacturers. Five of those slated presently are serving on the Board and their terms will expire at year-end unless they are re-elected.

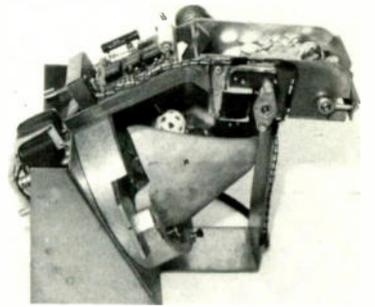
The following Board members were nominated for election:

John L. Burlington, The Vendo Company, Kansas City, Mo., presently serving as NAMA senior vice president; Ted R. Nicolay, Servomation Corporation, San Bernardino, Calif., presently serving as NAMA vice president; Alvin M. Corry, National Vendors, St. Louis; Robert D. Flickinger, Service Systems Corporation, Buffalo, N.Y.; and Wagner Van Vlack, Interstate United Corporation, Chicago. Each was recommended for a three-year term.

Nominated for election for the first time and for three-year terms were Charles E. Bertsch, Bertsch Vending Company, Warsaw, Ind.; and Merle Swanson, Kwik-Kafe of Nebraska, Omaha. Two-year terms were slated for Robert H. Breither, The Seeburg Corporation, Chicago; and Keith McCormick, Clark's Ferry Concessions, Seattle.

George H. Duckett, Automatic Mer-

## New Product



A new bulk loader for bill and coin changers which can "digest" and sort large quantities of mixed coins in a matter of seconds is one of a number of innovations built into the new, advanced line of changers manufactured by Micro-Magnetic Industries, Inc., of Palo Alto, Calif.

The NMI bulk loader is of great economic value since it saves man hours by eliminating the tedious, time-consuming task of sorting and stacking coins into coin magazines.

Nickels, dimes and quarters can be dumped into a big hopper inside the changer in just a few seconds. The mixed coins are motor-fed from the hopper into a rotary sorter and paid out electronically. Then, they are recirculated, ready to make more change.

To order, contact Micro-Magnetic Industries, 951 Commercial St., Palo Alto, California.

chandising, Inc., Tampa, Fla. was nominated for a one-year term.

Terms of NAMA directors begin on January 1 following the annual meeting.

## 8,000 Sq. Ft. Second Storey Added To Betson-Eastern-Betti H.Q.

NORTH BERGEN, N.J. — Completion of many months' construction at the combined headquarters building of Betson Enterprises, Eastern Novelty and H. Betti & Sons, has given the firm an additional 8,000 sq. ft. of inventory and shop space with a second new storey. The increased footage enabled firm president Bert Betti to com-

plete renovate his equipment showroom and parts Dept., now presenting one of the most expansive areas for equipment display in the country.

The new second storey, in addition to warehousing of crated new machines, serves as headquarters for the H. Betti & Sons route operation.

The broadened showroom is still fill-

ed with machines along every wall, owing to the wide number of equipment factories with Betson Enterprises, the distributing arm, represents. In addition, Betson's display of home tables remains an important sales item, and samples from the various manufacturers occupy considerable space.

Bett's Eastern Novelty Co. will again be displaying its lineup of slates, cue sticks, balls, cloth and other accessories at the MOA Exposition (booths # 6-7). Accompanying the president will be John Rafer and Jerry Gordon from the Jersey office, and Sol Mollengarden from their Los Angeles outlet.



Exterior shots of Betti's newly added second storey; at right, 2 of the lads of Flips Amusement join Johnny and Orlando at the new parts department.



Various views of Betti's expanded showroom.

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every type of used coin-operated

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- UPRIGHTS
- BINGOS
- CONSOLES
- SLOT MACHINES
- POOL TABLES
- VENDING
- SOCCERS
- DIGGERS
- KIDDY RIDES
- ROTAMINT
- WALL MACHINES
- MINI SLOT CARS
- FOOTBALL — SOCCER
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- AMI
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- AMERICAN SHUFFLEBOARD
- AUTOBELL
- BALLY
- CHICAGO COIN
- GOTTLIEB
- H.A. FRANZ CO.
- IRVING KAYE CO.
- KEENEY
- MIDWAY
- NUTTING ASSOCIATES
- NUTTING INDUSTRIES
- ROCKOLA
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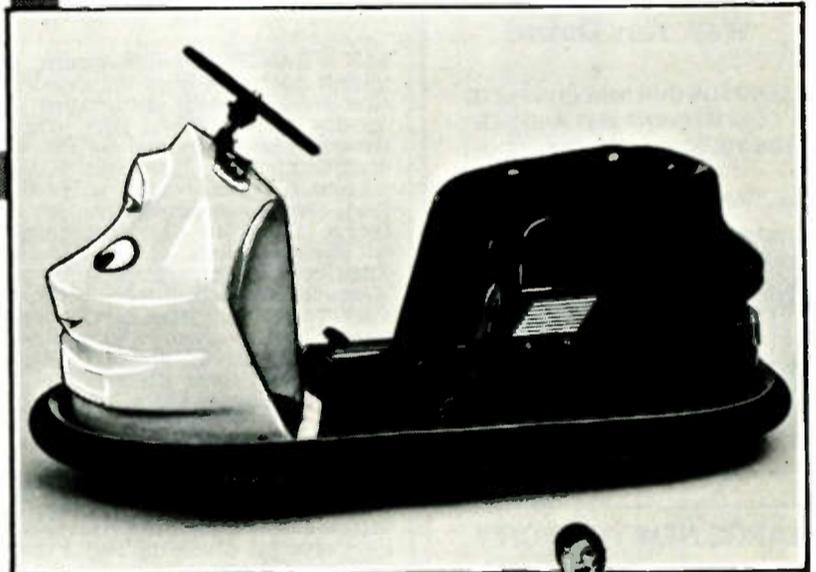
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## Call For Reservations To N.Y. Catskill Outing

Time is running short for operators wishing to attend the combined convention of the Music Operators of New York, the New York State Operators Guild and the Westchester Operators Guild. The gathering is scheduled for the Homowack Lodge in Spring Glen, N.Y. on Oct. 3-5.

One of the highlights of the convention is expected to be the 1½ hour industry symposium which is set for Friday evening.

Ben Chicofsky, Managing Director of MONY reminds operators that they must move fast in order to secure reservations. He can be reached at MONY offices, 250 W. 57th St., New York, N.Y. 10019. Telephone number is 212-CI-5-7550.

## Irving And The Mayor



An operator who has been waging his own public relations campaign for the industry is Irving Fenichel of Janel Music Corp., Brooklyn, N.Y. Here Irv is shown accepting the congratulations of Mayor John Lindsay during ceremonies inaugurating the Fourth Platoon system of the volunteer police auxiliary. Irv is a captain in the auxiliary.

## CashBox Round The Route

### EASTERN FLASHES

**ONTO CHICAGO** — In addition to the factory personnel hereabouts who will be jetting out to Windy City for the Convention this weekend, a number of local operators will also be attending. Al Denver, MONY prexy and a founding-father of MOA itself, will be on his way Thursday night with Ben Chicofsky, Max Weiss and Billy Kobler. Gil Sonin will be going out on Friday. George Holtzman, down vacationing at Atlantic City these two weeks, will drive out to the Philadelphia airport Thursday to catch his Chicago jet. Vic VanDerLeenden, Bill Kobler's partner, will also be going — the two ops will be on hand nevertheless to meet and greet his friends and customers. The arcada-equipment wizard, no doubt, will still do plenty of business at the Show. Abe Lipsky and Larry Galenti (Mutoscope) are jetting out together Thursday evening. Larry, like Joe Munves, will not be exhibiting, saving his big punch for the October Parks Show where most of his customers attend. Chatted with Cameron International's Jack Gordon, still unsure as of last week whether he'd be at the convention this year. Pressing business might keep him locked to his desk but if time permits, he'll be out for one day at least. Len Schneller info's he, Al Dinzillo, Al Simon and plant manager Stan Levine will be on hand at their U.S. Billiards display (and what a program they have in store). Another 8-ball tourney like last year, only all conventioners will be eligible, a very hush-hush distrib meet (which will unveil some real fascinating merchandising ideas) will be held sometime during the three day event, plus a brand new coin game will be unveiled at their booth. Stan Rayboy, Gil Wallach, Harry Green of Funtronics will be joining Ray West from the Florida factory to introduce the national trade to their intriguing lineup of radio-controlled games at booth #. Don't miss it.

Talked with Howard Kaye this week and he promised that the Kaye's would have a surprise at the MOA. It's a new line of home tables that they feel is completely unique, unlike anything else on the market. Of course, they will also be displaying their Apollo, modified this year with new aluminum die-cast legs. Add to this their full line of accessories and fiberglass cue sticks and booths 64-70 should be really hopping. Howard also said that the Kayes would be offering the trade their hospitality suite . . . Chi-bound from Rowe's Whippany, N.J. factory will be Jack Harper, Joe Barton, Harold Hankins, Dan Denman, Jim Diiman, Jim Newlander, Walter Koch, Barney Barnard, John Moyer, Dick Muller and Jim Abato. Among the phonographs they will be displaying is the MM-3 CA, with silver panels, also with gold trim. Also on view will be the modified Riviera cigarette vending machine . . . After working on a virtual 24-hour a day schedule, the engineers at United Billiards have completed work on their new table, the Playboy, which Art Daddis and company will be unveiling at the convention. Art will also be pointing with pride to the Silverfox table which he considers to be the ultimate in 6-pocket billiard table, and to his "Bimbo," 3 ring circus machine. As an added feature, he will be raffling off three silverfox fur pieces for lucky visitors to the United display, which will be at booths 24-29.

**CONDOLENCES** — Allied Leisure Industries sales director Jack Mitnick flew out to New York last Tuesday with his wife Sadie to attend funeral services at Riverside Memorial for

brother Howard, who died at the age of 78. Howard had been ill some years, Jack told us. Although he had never been a member of the trade, he was known to many of us through Jack. May he rest in peace.

**UPSTATE ITEMS** — Announcement of the Sept. 27th marriage of Charlene Grillo and Ed Kazlauckas came in from proud papa Joe Grillo. The couple will tie the matrimonial knot at 12:00 noon in St. Ambrose Church on Empire Blvd. in Rochester . . . Johnny Bilotta info's he's operating an amusement arcade in the New York State Fair, now being held in Syracuse. John, with son John, Jr. and Mike Steingass, are operating mostly the brand new specialty machines and the distrib says the hit of the amusement center is Midway's Sea Raider game. "It was the I.Q. Computer at our arcade at the 1967 fair, and now it's Sea Raider," boasts John. Bilotta will be attending the MOA Expo with his staff, including John, Jr. and Mike.

### CALIFORNIA CLIPPINGS

Santa Claus (alias Struve Distributing) Really Came to Town . . . Leo Simone was not kidding when he told Cash Box that everyone would go home a winner from their Sell-A-Thon sit down dinner. It was Jingle Bells in August. We were absolutely awed by the prizes that were displayed in the ballroom of the International Hotel in Los Angeles. There were a hundred prizes given away in all. The first 90 prizes that were drawn included such items as all-expense paid weekend trips to Las Vegas, portable black & white and color television sets, golf clubs, luggage, silver coffee & tea sets, movie cameras with projector and screen, color slide projectors, gold and diamond wrist watches, phonographs, coffee machines, a kitchen set which included a blender, toaster, coffee maker, etc., a beautiful AM/FM radio and some other great prizes which are too numerous to name. The top ten prizes included an Eldorado, a Camero, a 3½ carat diamond ring, a mink coat, a two week trip to Europe, a two week trip to Japan, a mink stole and a huge color TV. After that night we can't help but wonder if there is anything left in the Struve kitty. Unfortunately since we were a guest of Struve (thank you Buddy Lurie and Leo), we were not eligible for any of the prizes but we did come home a winner. Sitting around so many beautiful things had us almost drooling. How it all came about was that we said that the rolls on the table were white inside, and a gentleman at our table disagreed and said some were brown inside and said do you want to bet, so being the big gambler we met the challenge and made the stakes a risky 5¢. We opened the roll and sure enough it was white, and he forked over the nickel and said okay now you won something tonight. Let me tell you we really did feel better. Right now we are putting our pennies away so that next we can buy a piece of equipment and be in the running (no joke). Even the people that did not win one of the prizes were given a gift. They got a lovely battery operated clock plus of course the steak dinner. Leo Simone was master of ceremonies for most of the gift giving, with an able assist at just the right moments from Buddy Lurie. Leo handled his role with so much verve and energy, not to mention some pretty good one-liners, that everything was given away before the stroke of twelve. And don't worry since this isn't a Cinderella story, although it did have a happy ending. Not one thing turned back into a pumpkin! Seriously though, we have to hand it to Buddy, Leo and everyone that helped put together the event. It was a job well done. If all goes well, look forward to seeing pictures of some of the winners in next week's Cash Box.

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# CashBox Round The Route

## CHICAGO CHATTER

Williams Electronics Inc. will be exhibiting its current line during MOA, plus a brand new item, described by Bill DeSelm as "a novelty" type game. That's all the information he would divulge, so you'll just have to trot over to the Williams display and have a look!

Our fair city will be the gathering spot for coinmen from all over the country — and overseas — starting this Friday (5) when MOA Expo '69 gets underway at the Sherman House hotel. The 3-day conclave promises to be one of the association's most successful shows to date! Advance registration requests have been pouring into the local MOA office and, as of this writing, requests for banquet tickets indicate the big show on Sunday evening (7) will be a complete sell-out! We look forward to touring the exhibit area, seeing the fine lineup of equipment on display at the various booths and, of course, greeting everyone who'll be coming in for the show! Here's an open invitation to stop by the Cash Box booth and say "hi"!

There's quite a bit of interest in the upcoming coin machine exhibition, to be held at the Congress Hall in Berlin, September 16-19. Dr. Dave Rockola, vice president of Rock-Ola Mfg. Corp., has already arranged the shipment of several pieces of equipment for display at the show. Chicago Dynamic Industries' Avron Gensburg will participate and a ChiCoin display is planned. Bally Mfg. Corp. will be represented by the firm's European agent Mr. Alex A. Wilms.

A picture in one of last week's editions of the Chicago Sun-Times made quite a celebrity out of 8 month old Todd Stolz — grandson of Clarence Stolz, foreman in the World Wide Dist. vending division. Youngster was photographed in tears, at Wrigley Field, following a Cubs' defeat! . . . A pleasant surprise is in store for visitors to the Chicago Dynamics Ind. MOA booth. Firm will display the brand new "automobile type" game called "Speedway", and a couple of new pingames as well! Here's an invitation from Mort Secore to be sure and stop by!

A welcomed visitor to the Bally Mfg. Corp. factory last week was George Jenkins, formerly sales manager and at one time assistant to the late Ray Maloney. Mr. Jenkins, who retired in 1961 and has been residing in San Antonio, Texas, made a tour of the plant and was amazed at the expansion and the many changes, etc. since his last visit! . . . The newly released "Wild Wild West" 2-player is generating a great deal of excitement at the D. Gottlieb & Co. premises. Alvin Gottlieb couldn't be happier over the trade's reaction! Orders are really pouring in, he tells us! Great! . . . Nice chatting with Empire Dist. veepee Joe Robbins who, along with prexy Gil Kitt, Jack Burns, and the Empire crew will be very much in attendance throughout the MOA show — sporting their now famous bright blue coats! And a mighty handsome picture they all make!

The entire Atlas Music Co. sales staff will be on hand at the Sherman House for the MOA doings. Joe Kline says everyone's looking forward to the big event! . . . Attention sports fans: WGN-radio will once again air the 1969 Chicago Bears football schedule, starting with the Bears-Green Bay game on 9/21. Jack Brickhouse, Irv Kupcinet, Lloyd Pettit and Chuck Mather will man the mikes. . . Meanwhile, let's keep pullin' for our great Chicago Cubs and hope for a World Series here! Right, Murph Gordon!

## MILWAUKEE MENTIONS

MILWAUKEE — The upcoming MOA Expo, in the Sherman House Hotel, (9/5-6-7), is one of the main topics among local coinmen. Most plan to be on hand in Chicago for the big event! . . . Our congratulations to Sam Hastings, who was the recipient of a distinguished service award, for his countless accomplishments during a lengthy coinbiz career. Presentation was made by the Wisconsin Music Merchants Assn. at their recent conclave. Sam, by the way, has been in the coin machine business since 1932!

Here's a reminder from Russ Townsend of United, Inc. that there's still time to get in on the distrib's current Wurlitzer "Americana III" promotion, whereby operators have an opportunity to win either an organ or a piano! Russ adds that the new United Billiards "Bimbo" is prominently on display at the firm and extends an invitation to "drop in and have a look at it"!

Paul Jacobs will be representing United at the MOA show this year . . . Next attraction at the Lake Geneva Playboy Club will be the Minsky's Burlesque Follies '69, opening Sept. 3 . . . A new local FM station, WNUW (formerly WEMP-FM), debuted last week. Station manager is Russell Wittberger . . . The recently debuted Gottlieb "Mini Pool" add-a-ball, is creating much excitement at Hastings Dist. Co., according to Jack Hastings. Local operators are really going for it! Still very strong are the Frigidaire ice machines which, Jack tells us, have been among the biggest sellers of the season at Hastings! . . . Local group, The Love Society, who did so well in this area with their single "Let's Pretend", have just been signed to a recording contract by RCA! Great! They hope to begin work very shortly on a new LP release! We wish them every success.

## UPPER MID-WEST

The Bob Addington's of Bismarck were in town for a few days still vacationing after spending a few days up north fishing and visiting relatives . . . Bill Behm had to cut his vacation short as he accidentally stepped on a nail and had to stay off his feet. The Behm's were vacationing in Bemidji when the accident happened . . . Curtis Eidenschink, Detroit Lakes, in town for a few days buying equipment, records and parts. Curtis reports that the resorts are filled to capacity and that business has been very good . . . The Lakes Music Co. has moved into new quarters . . . Gabby Cluseau, Grand Rapids, in town for the day taking in a ball game . . . Junie Kangas head of the games service department at Lieberman Music Co. is driving to Oregon for his vacation for two weeks . . . Morey Waltman and wife in the cities for a few days vacation . . . Mr. & Mrs. Ronnie Manolis and their children in the cities for a few days. Mrs. Manolis taking the children shopping for clothes for school and taking in the Yankee-Twin ball game . . . John McMahon, Eu Claire, in town for the day buying equipment . . . Clayt Norberg in town for the day picking up tickets for the Johnny Cash show at the Fair . . . Mr. & Mrs. Jim Stearns, Minot, in town for a few days . . . Al Eggermont in town buying records and parts . . . Charley Sersen and his grandchildren in town to take in ball game. The grandchildren are visiting them, Sersen's are from Ft. Collins, Colorado . . .

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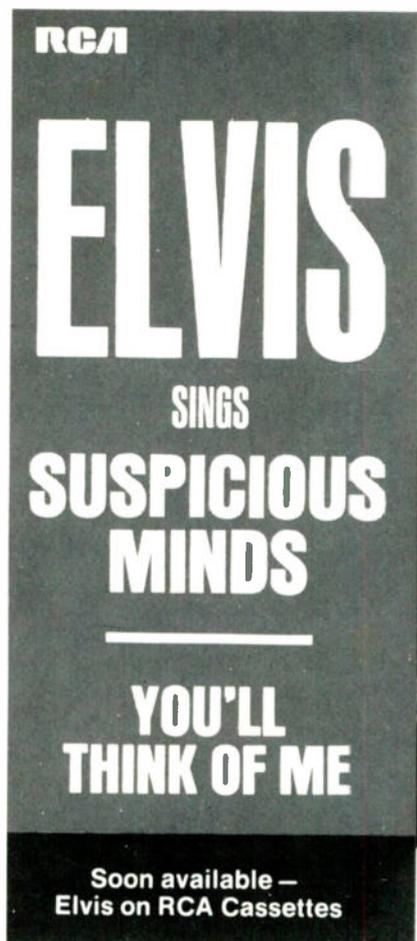
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