

When You Can't Hold The LP Price Line (Editorial)

... RCA Reorganization: Create Product Centers; Tarr

Planning VP ... Clive Davis: Industry Primed For

Growth... RIAA

Hits 5 Pres-

sure Points

To Combat \$100 Mil Tape Piracy ... Indie

Label Is Formed By Creed Taylor ... Set 30%

Local Content Ruling For Canada Radio ...

LY & THE FAMILY STONE: SOLID ROCK

INT'L SECTION BEGINS ON PAGE 55

February 28, 1970

Cash Box

\$1.00

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Grand Gala DuDisque



JERRY NAYLOR IS GOING UNDER A NEW NAME. JERRY NAYLOR.

It used to be Jerry Naylor of the Crickets.
But now he's going in a new direction. With his new single, "But For Love."
It's getting an incredible response on major Top 40 stations around the country.
And if things keep going the way they are, Jerry's new single
will have a new name, too. Hit.

Jerry Naylor "But For Love." On Columbia Records 

4S-45106



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When You Can't Hold The Album Price Line

The music business no longer operates under comfortable constants. It's been sometime, for instance, since the business found that it could parlay a hit single into a hit album without doing harm to the million-selling sound of the single, or, in reverse, offer hit sounds in singles form from album product without limiting the sales factor of both. Also gone from the scene is the idea that the same song cannot have another chart run right on top of the "original" hit.

Well, another constant has been challenged by the business and its effect has been economically sound. This is the concept that LP's must fall into neat pricing categories, starting, in the regular-priced area, from \$4.98 for pop, perhaps a dollar or two more for original casters or classical items. Manufacturers are facing the economic facts of life by charging for product on the more realistic basis of cost factors that cry out for a variable pricing policy, one that takes into account an economic appraisal of **each** album. The variables that affect LP costs are many: One album may contain more songs, (above the industry norm of 11), thus requiring a higher royalty payment by the manufacturer; "event" packaging, a costly approach toward making LP's a visual as well as audio "happening" (a method, by the way,

of making taping-off-the-air fall short of having the "complete" offering by a disk attraction); the higher cost of indie producer deals; the continuing increases in the general costs of doing business: studio time required to record a complex group; higher royalty rates to acquire certain artists; and so on.

The variable pricing philosophy is not one to be viewed as merely an automatic excuse for charging more for LP product. By the album's contents and the way it's presented to the public, the consumer should be able to judge quite clearly why he is paying more for one album over another. For variable pricing could also include a **lower** price tag if, in the manufacturer's judgment, the album can prove a success without the extra added attractions of more material and elaborate packaging. And by "success" we also mean, of course, a profitable venture.

What is important is that a manufacturer care more about the cost factors that go into every individual release and then decide (traditional pricing standards notwithstanding) what he **must** charge for this release. All the hits in the world are meaningless to the music industry if it's operating under the shadow of "profitless prosperity."

Mantovani
sells more LP's
than any other artist
year after year after
year after year
after year.

There must be
a reason

This new LP
is reason no. 51....



NILSSON SINGS IT NEWMAN WROTE IT

RCA
LSP-4289

VICTOR
STEREO

LSP-4289

NILSSON SINGS NEWMAN



TORRENCE DREW IT RCA SELLS IT



WE ALL HOPE YOU'LL ENJOY IT NILSSON SINGS NEWMAN
LSP-4289/P8S-1539

When was the last time you attended a seventh-grade make-out party?

Don't knock it.

Kasnetz-Katz' specialized knowledge of seventh-grade make-out parties, hot-rod bicycles with instrument panels, older brothers with driver's licenses and wheels, has paid off.

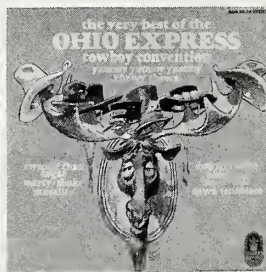
It's paid off in million-seller singles like the 1910 Fruitgum Company's "Indian Giver," "Simon Says," "1,2,3, Red Light," and others.

It's paid off in million seller singles like the Ohio Express's "Yummy, Yummy, Yummy," "Chewy, Chewy," "Mercy," and others.

It's paid off in bulleted albums like "The Very Best of the Ohio Express" (BDS 5058). And "Juiciest Fruitgum" (BDS 5057).

All of which is a prelude to announcing Kasnetz-Katz' latest candidate for the million-seller list: "Love Equals Love" (BDA-160) by the Ohio Express.

No make-out party record collection is complete without it.



Manufactured by Buddah Records.



ISN'T IT ABOUT TIME FOR SOME NEW ROD MCKUEN?

THE NEW ROD MCKUEN ALBUM

A new record album of 1970-fresh songs by "The Loner" is just out, in considerable beauty.

It's a romantic album, to be sure. Which rarity is nothing to apologize over.

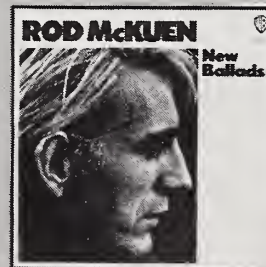
Rather we listen with pride to the poet's voice, set amid the symphony-sized accompaniments of arranger-conductor Don Costa.

If you have not yet entered the warming experience of Rod McKuen, we urge on you that delight.

If you have known Rod McKuen, you undoubtedly have started already toward your local record (or tape) store.

That, because *New Ballads* by Rod McKuen, is a new kind of loving.

Rod McKuen's *New Ballads* Are on Warner Bros. Records Where Love's for Sale.





FRIEND AND LOVER

HARD LOVIN'

CADET CONCEPT 7019

THE DELLS

OH, WHAT A DAY

CADET 5663

ETTA JAMES

TIGHTEN UP YOUR OWN THING

CADET 5664

LITTLE MILTON

IF WALLS COULD TALK

CHECKER 1226

CHESS

RECORDS



CashBox Radio Active

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks.

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
48%	Let's Give Adam & Eve Another Chance — Gary Puckett & Union Gap — Columbia			48%
48%	Instant Karma — John Ono Lennon — Apple			99%
45%	Who's Your Baby — Archies — Kirshner			45%
42%	Love Or Let Me Be Lonely — Friends Of Distinction — RCA			57%
35%	Up The Ladder To The Roof — Supremes — Motown			35%
32%	Stir It Up & Serve It — Tommy Roe — ABC			69%
31%	Spirit In The Sky — Norman Greenbaum — Reprise			82%
29%	Reflections Of My Life — Marmalade — London			56%
27%	Silly Silly Fool — Dusty Springfield — Atlantic			35%
25%	Ticket To Ride — Carpenters — A&M			35%
23%	Add Some Music To Your Day — Beach Boys — Warner Bros			40%
21%	Mighty Joe — Shocking Blue — Colossus			21%
20%	Come & Get It — Badfinger — Apple			97%
19%	Call Me — Aretha Franklin — Atlantic			87%
16%	Nothing Succeeds Like Success — Bill Deal — Heritage			16%
15%	Peter & The Wolf — Charles Randolph Grean — Ranwood			15%
14%	Time To Get It — Country Coalition — ABC			14%
12%	Long Lonesome Highway — Michael Parks — MGM			12%
11%	Come Together — Ike & Tina Turner — Minit			11%
10%	Gotta Get Back To You — Tommy James & Shondells — Roulette			61%
10%	Rag Mama Rag — Band — Capitol			18%
10%	Temma Harbour — Mary Hopkin — Apple			39%
10%	Shilo — Neil Diamond — Bang			34%
10%	You Keep Tightening Up On Me — Box Tops — Mala			10%
LESS THAN 10% BUT MORE THAN 5%		TOTAL % TO DATE		
40%	Until It's Time For You To Go — Neil Diamond — Uni	20%	You're The One — Little Sister — Stone Flower	29%
29%	Don't Worry Baby — Tokens — Buddah	20%	Easy To Be Free — Rick Nelson — Decca	8%
9%	Cat Walk — Villiage Soul Choir — Abbott	8%	Rhymes & Reasons — Irish Rovers — Decca	8%
			Mississippi Mama — Owen B — Janus	29%
			Morrison Hotel (LP) — Jim Morrison — Elektra	8%
			Come Into My Life — Jimmy Cliff — A&M	8%

BRIGHTON HILL #66438 JACKIE DeSHANNON

Imperial Records
Entertainment Division
Time Warner Entertainment Company, L.P.

A beautiful new single, written and sung by Jackie DeShannon, one of the world's beautiful people. Listen to "Brighton Hill"... you'll feel beautiful too.

*Written by Jackie DeShannon - Jimmy Holiday - Randy Myers
Produced by Sam Russell & Irvin Hunt
A VME Production
Arranged by René Hall & Sam Russell*

**Thank you NARAS for your Grammy nomination.
(Best Contemporary Female Vocal Performance for
"Put A Little Love In Your Heart")*





CashBox Looking Ahead

- | | | | |
|--|---|---|---|
| 1 DON'T WORRY BABY
(Irving — BMI)
The Tokens (Buddah 159) | 12 WAN-TU-WAH-ZUREE
(Double Diamond — BMI)
George Tindley (Wand 11215) | 23 BUFFALO SOLDIER
(Shelby Singleton/Hip Hill — BMI)
Flamingos (Polydor 14019) | 34 OH WHAT A TIME
(ARC Music — BMI)
Maurice & Mac (Checker 1224) |
| 2 LOVE OR LET ME BE LONELY
(Black Artists Pub — BMI)
Friends of Distinction (RCA 74-0319) | 13 MY WOMAN MY WOMAN, MY WIFE
(Mariposa — BMI)
Marty Robbins (Columbia 45091) | 24 TRY (JUST A LITTLE BIT HARDER)
(Ragmer — BMI)
Janis Joplin (Columbia 45080) | 35 MUSIC TO MY HEART
(Pocket Full of Tunes/Jillbern/MRC — BMI)
The Obsession (Happy Tiger 531) |
| 3 GONNA GIVE HER ALL THE LOVE I'VE GOT
(Jobete — BMI)
Marvin Gaye (Tamla 54190) | 14 DIANE
(Magic Fleet/Bates — BMI)
The Golden Gate (Audio Fidelity 161) | 25 WON'T FIND BETTER
(Dandelion — BMI)
New Hope (Jamie 1381) | 36 FOR THE LOVE OF HIM
(Teeger—ASCAP)
Bobbie Martin (United Artists 50602) |
| 4 JUST ABOUT THE SAME
(Mee-Moo — BMI)
The Association (W.B./7 Arts 7372) | 15 FREE AS THE WIND
(Kaskat — BMI)
Brooklyn Bridge (Buddah 162) | 26 I GOTTA THING
(Bridgeport — BMI)
The Funkedelics (Westbound 158) | 37 NORWEGIAN WOOD
(Maclen — BMI)
Sergio Mendes & Brasil '66 (A&M 1164) |
| 5 24 HOURS OF SADNESS
(Dakar, BRC — BMI)
Chi-Lites (Brunswick 755426) | 16 TIME
(Jobete — BMI)
Edwin Star (Gordy 7097) | 27 YOU KEEP TIGHTENING UP ON ME
(Earl Barton Music — BMI)
Box Tops (Bell 865) | 38 CALL ME NUMBER ONE
(Noma — BMI)
Tremeloes (Epic 10548) |
| 6 SHE'S READY
(Algee — BMI)
Spiral Starecase (Columbia 45048) | 17 EASY TO BE FREE
(Hilliard — BMI)
Rick Nelson (Decca 732639) | 28 I'LL BE YOUR BABY TONIGHT
(Dwarf — ASCAP)
Ray Stephens (Monument 1187) | 39 TWO LITTLE BOYS
(Francis, Day, Hunter — ASCAP)
Rolf Harris (MGM 14103) |
| 7 THIS EMPTY PLACE
Blue Seas (U. S. Songs — ASCAP)
Tangiers (Scepter 12269) | 18 PETER & THE WOLF
(Screen Gems/Columbia — BMI)
Charles Randolph Grean Sounde (Ranwood 864) | 29 YOU'VE MADE ME SO VERY HAPPY
(Jobete — BMI)
Lou Rawls (Capitol 2734) | 40 NEVER GOIN' BACK TO GEORGIA
(Cordon — BMI)
Blues Magoos (ABC 11250) |
| 8 TENDER WAS THE LOVE WE KNEW
Intruders (Gamble 4001) | 19 YOU SAY IT
(Jec — BMI)
Al Green (Hi 2172) | 30 ROSIANNA
(Blendingwell — ASCAP)
The Buchanan Brothers (Event 3309) | 41 CRAZY ANNIE
(Blackwood — BMI)
Evie Sands (A&M 1157) |
| 9 IN & OUT OF LOVE
(Cinco — BMI)
Bobby Vee (Liberty 56149) | 20 CHURCH STREET SOUL REVIVAL
(Big Seven — BMI)
The Exiles (Columbia 44972) | 31 GAMES PEOPLE PLAY
(Lowery — BMI)
Della Reese (Avco-Embassy 4515) | 42 KOOL IT
(Stephayne Music/Delightful Music — BMI)
Kool & The Gang (Delite 525) |
| 10 THE FIGHTIN' SIDE OF ME
(Blue Book — BMI)
Merle Haggard (Capitol 2719) | 21 NIGHT OWL
(Venice — BMI)
Bad Habits (Paula 327) | 32 YOU
(Unart/Joachim — BMI)
Andy Kim (Steed 723) | 43 TIME TO GET IT TOGETHER
(Pequod/E.P.I. — ASCAP)
Country Coalition (Bluesway 61034) |
| 11 HOLLY GO SOFTLY
Cornerstone (Liberty 56149) | 22 TIGHTEN UP YOUR OWN THING
(ARC/Frepea — BMI)
Etta James (Cadet 5664) | 33 MAYBE SO, MAYBE NO
Holidays (Soul Hawk 1008) | 44 LOVE EQUALS LOVE
(Peer Int'l — BMI)
Ohio Express (Buddah 160) |

Star of Hair

Robin McNamara

is Jeff Barry's latest discovery . . .

He lays it on heavy with his first new single for Steed Records . . .

Lay a Little Lovin' on Me



Robin McNamara is a star of today . . . and a super star of tomorrow . . .

Steed Records, distributed nationally by Paramount Records, A Division of Famous Music Corporation, a Gulf+Western Company.



JOAN BAEZ One Day At A Time


VSD-79310
STEREO
VANGUARD

JOAN BAEZ'S NEW ALBUM PHOTO BY JOHN HART

March 1970

S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

heading for the top of the charts!



JOAN BAEZ'S NEW ALBUM—ONE DAY AT A TIME

VRS-79310—AVAILABLE FROM YOUR VANGUARD RECORD DISTRIBUTOR IN ALL TAPE CONFIGURATIONS, 8 TRACK 8VM-79310, CASSETTE CVX-79310.

Now you can get Head from Chess

Chess Records has now become the sole U.S. distributor for Head Records—an English owned and operated company. So, it's only reasonable that our new LP releases include two new ones on Head.



Harvey Matusow's Jews Harp Band
which, as the saying goes,
you'll have to hear to believe.



Mighty Baby
which is as heavy a group
as you're likely to hear.

Coming soon: Heavy Jelly



CHESS RECORDS, A DIVISION OF ERT CORPORATION

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Departure
Date

Airline

Flight

**Travel At The Speed Of Sight
Through Worldwide Sounds
Of The 70's**

HERE IS YOUR TICKET — 52 Weeks of Crowd Free Travel
Through And To The World Music Markets Without Leaving
Your Office. Concise And Accurate Information That Show
You Where You
Are And Where
You're Going.
Be In On All The Important Happenings Worldwide
... Travel At The Speed Of Sight And Save One
Of Your Most Precious Possessions ... TIME

Cash Box

000 Cash Box



Cash Box-Don't Miss It!

Colossus has the Venus touch.

From their best-selling Album, CS-1000*

The Shocking Blue

brings you another great single, C-111

Mighty Joe



* Also Available on
Ampex Tape



COLLOSSUS RECORD CORP.
A DIVISION OF
JERRY ROSS PRODUCTIONS INC.
1855 BROADWAY,
NEW YORK, N.Y. 10023

Hot Damn! another record label!

440/Plus Record Company Charlotte, North Carolina / Worldwide Distribution by Monument Record Corporation



If your wife and kids want you to take them to a movie next weekend, this is what you'll probably be seeing.

"Viva Max!" is the G-rated movie that will be playing at neighborhood theaters everywhere in America next weekend, and for quite a few weeks to come.

"Viva Max!" is a funny movie. It received good reviews. And, you guessed it, the soundtrack is a winner.

The "Viva Max!" sound track features music performed by Al Hirt and Hugo Montenegro, conducted by Hugo Montenegro. Music supervision is in the capable hands of Charles Koppelman and Don Rubin, who have been responsible for many told and untold rock successes.

Get used to "Viva Max!"

It's the movie you may be seeing next weekend.

It's the sound track you'll be selling next Monday.

RCA Records and Tapes



LSP-4275/P8S-1529





The James boys are at it again.

Tommy James & The Shondells

"Gotta Get Back To You" R-7071

A big hit single from their forthcoming album.



ON ROULETTE RECORDS



A NEW SOUND FROM
RONNIE DOVE



"CHAINS OF LOVE"

DIAMOND D-271

A JERRY ROSS Production

Arranged by CHUCK SAGLE



SHELBY SINGLETON MUSIC, INC. AND AFFILIATES, NASHVILLE, U.S.A.



Pop Picks



HEY JUDE — Beatles — Apple SW 385

This album is a collection of Beatles singles both old and recent. "Hey Jude," "Revolution," "Paperback Writer," "I Should Have Known Better," "Lady Madonna," "Can't Buy Me Love," "Don't Let Me Down," "Ballad Of John And Yoko," "Rain" and "Old Brown Shoe" are the cuts. Only two of these songs ("Can't Buy Me Love" and "I Should Have Known Better") have ever appeared in album form before. This set will be zooming up the charts soon.



CAN'T TAKE MY EYES OFF YOU — Nancy Wilson — Capitol ST 429

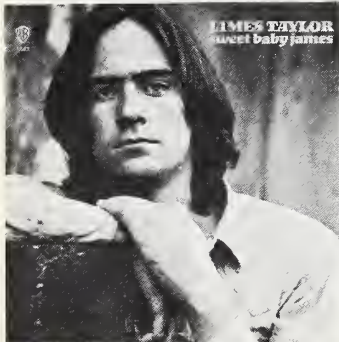
Thrush Nancy Wilson sings the title song, her recent hit, then turns to the Oscar-nominated "Raindrops Keep Fallin' On My Head," the BS&T biggie "You've Made Me So Very Happy," and Leonard Cohen's poetic masterpiece "Suzanne." Add "A Brand New Me," the recent Gary Puckett smash "This Girl Is A Woman Now" and several others and you have an album which is a rich treasure sure to please Nancy's many fans. Item is sure to appear on the charts; don't take your eyes off this deck.



LORD SUTCH AND HEAVY FRIENDS — Cotillion SD 9015

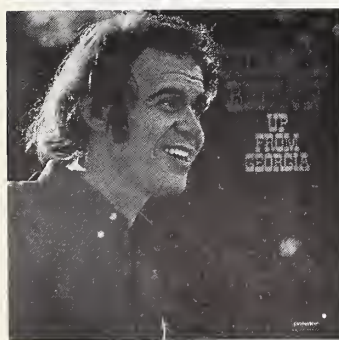
Lord Sutch, with the help of his heavy friends Jimmy Page, John Bonham, Jeff Beck, Noel Redding and Nicky Hopkins, has come up with an album that has excited enough attention to put it on the charts. Sutch is a screaming rock singer whose vocal energy seems boundless, and his friends provide the best possible backing for his performance. This set could be very big.

Pop Best Bets



SWEET BABY JAMES — James Taylor — WB 1843

There has been a lot of talk about this singer and his songs. A contemporary folk-styled artist who employs some very tasteful backing — at times simple guitar work, at times a tight country-rock group, at times full brass orchestration, Taylor offers songs that are direct and sincere in an unpretentious, down-home style. A fine package that deserves attention.



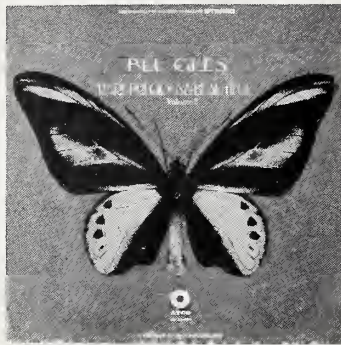
UP FROM GEORGIA — Charlie Brown — Polydor 24-4041

Brown was the lead guitarist of the Broadway "Hair" and has cut this album on which he plays all guitars, bass, harmonica and sings. Add to that the fact that he wrote nearly all the material and that makes it nearly a one-man show (David Lucas on percussion and keyboards made up the other half of the session). Brown has a potent country soul sound, so keep an ear open for this set. There is already some top airplay on it.



BULL DURHAM SACKS & RAILROAD TRACKS — Ramblin' Jack Elliot — Reprise 6387

The folk/country talent of Ramblin' Jack Elliot has been on the scene for a long time and is captured honestly on this LP. He intros some songs with what is called "rapping and rambling" which is simply what it implies — whitty and usually entertaining talking. The vocals and music are solid in style and he is successful in interpretation of material which includes some Dylan tunes as well as a Johnny Cash and Tim Hardin number to name a few. Could see chart action from various markets.



RARE PRECIOUS & BEAUTIFUL — VOL. 2 Bee Gees — Atco SD 33-321

This is the second collection of tracks recorded several years ago before the Bee Gees became an internationally famous group. Like the beautiful butterfly which adorns the album cover, the set is something of a collector's item. Upon hearing it, one can tell where the Bee Gees were at back in Australia, yet, it is also an album for today, for its freshness and good spirits are undimmed. Special treats: "Everyday I Have To Cry" and the Barry Gibb tune "Follow The Wind." LP should become a chart climber.



I LOVE YOU — Eddie Holman — ABC ABCS 701

The overwhelming success of Eddie Holman's single, "Hey There Lonely Girl" in both pop and R&B markets, has resulted in a sizeable demand for this album, which has already been out for awhile and has just hit the charts. The set contains "Hey There Lonely Girl" and ten other goodies and should be making quite a showing in the coming weeks.



SPIRIT IN THE SKY — Norman Greenbaum — Reprise 6365

Norman Greenbaum has a surprise single hit with "Spirit In The Sky," and now the album bearing the title of the single is on the charts. A contemporary singer-songwriter, Greenbaum wrote all the tunes on the set, including "Spirit." Should be plentiful sales in store for this package. Watch it rise.

NO DEATH IN THE FAMILY



Sordid History

Just about a year ago, Family bobbed to the surface of the British group scene and were hailed by the futuristic ears of Reprise as the next major menace to our balance of trade. As sometimes happens, it turned out that those ears were set a bit farther into tomorrow than was at first realized. The group went through some changes, including a premature American tour which almost ruined them. And the donation of a surplus bass player to Blind Faith.

Lapping Waves

Riper, leaner and wiser, Family regrouped its forces in England and began stirring up waves which have lapped tantalizingly at our shores for a number of months, now. The first swells hit July 7 of last year, when the Rolling Stones made the mistake of including Family in their Hyde Park Free Concert. This is what the British press saw that afternoon:

"Family...proved themselves far better than the Stones or anyone else playing, particularly on their classics 'How Hi the Lie' and 'Dim.'" —*Disc and Music Echo*

"Ironically, the stars of the afternoon were not the Stones but Family, who got a roaring reception."

—*The Financial Times*

"Family were as always good, harder on stage than on record. Veins standing out on his neck, Roger Chapman whipped

himself into towel-flaying and mike-bashing passion — a bit cruel to the mikes who were appearing free as well."

—*New Musical Express*

"Family drove the audience almost frantic with their visually and musically exciting act."

—*Record Retailer*

"Family were one of the big musical successes of the afternoon."—*Melody Maker*

Hardly had we recovered from the drumming of this metaphoric surf than we were subjected to new rollers from the Isle of Wight, where England's *Wessex News* paid far more attention to Family than to the nominal star of the show, Bob Dylan. To wit:

"The Family probably gave the best performance of anyone over the whole weekend. Roger Chapman, the vocalist, looking as if he had been rather liberal with the speed, although friends tell me he's always like that, managed, amazingly, to keep most people awake and even warm at 1 o'clock in the morning. And with probably the most competent musicians outside Blind Faith behind him the Family proved themselves undoubtedly as England's top 'rock' group."

English Hit Makers

"Aha!" you say, "but what about their records?" At our last count, their newest (and just released here by Reprise) album, "A Song for Me," had scooted into an impressive fourth spot on the British

charts and their single, "No Mule's Fool," was threatening to overshadow it in those self-same realms. Last fall an American writer, John Loquidis, wrote in *Chinook*:

"Family's music belongs in a church. They are probably doing the finest work in rock as of now... They realize the electronic aspects of rock and the importance of the commercially marketable record."

Coincident with this marvelous new album, Family is preparing to embark on a complete American tour, the first to result from its present membership: Roger Chapman, John Whitney, Rob Townsend, John Weider and John Palmer plan to turn the following cities upside down in March: **Chicago, Detroit, Boston, New York, Los Angeles and San Francisco.**

And that's only the beginning.



Family plays together on Reprise.



TRAVELIN' HOME via the "Chicago Transit Authority" is the Columbia group Chicago who recently brought home the gold for that, their first LP. With their latest album, "Chicago" released only a month ago, it is already number 15 on this week's CB chart. Making the presentation to the group is Clive Davis, label president.

Goldman To Cut Puckett Solo LP

HOLLYWOOD — Steve Goldman has been set to produce Gary Puckett's first solo album for Columbia, with Roger Kellaway arranging and conducting the orchestra.

Because of Puckett's touring commitments with the Union Gap, the album will be recorded on both coasts during Puckett's engagements at the Whisky A Go Go (Mar. 25-29) and the Copacabana (starting June 11). Puckett, in collaboration with Eddie Colville, will write several tunes for the album.

Anjoan Records First ABC Album

NEW YORK — Henry Schwartz Management's Anjoan, recently signed to an exclusive ABC recording contract, has waxed her first album for the label.

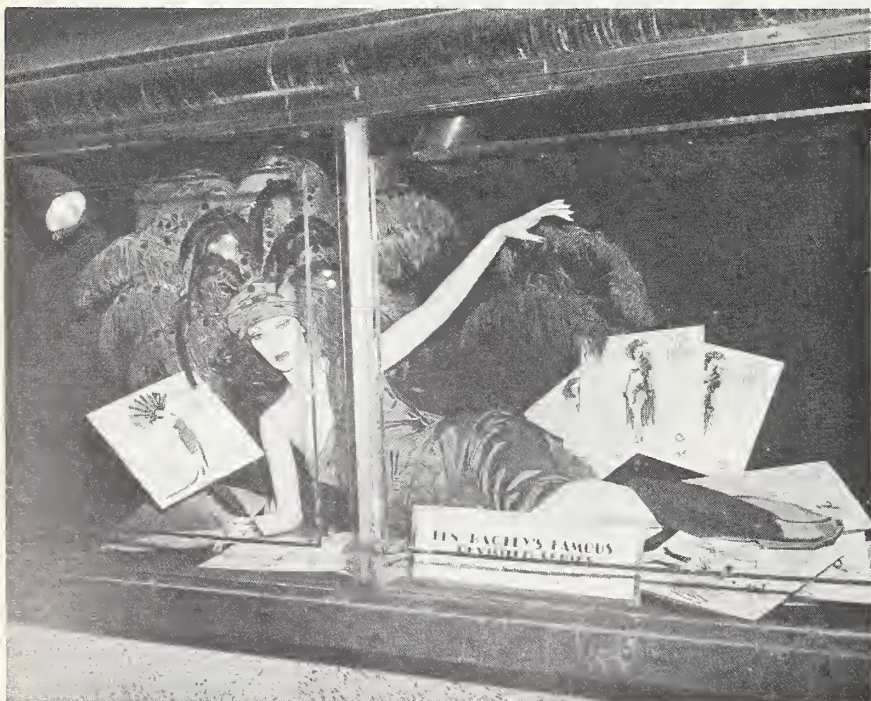
The disk, "Equal Time," was aired in Los Angeles earlier this month by Bob Todd. It's scheduled for a late March release.

Atlantic Inks Holler; Initial LP Due Soon

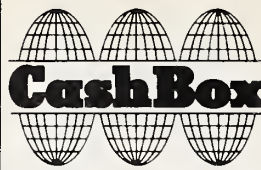
NEW YORK — Producer-songwriter, Dick Holler, has signed a long-term recording contract with Atlantic Records. Holler, the writer of last year's major hit for Dion, "Abraham, Martin and John", will be produced for Atlantic by Phil Gernhard, who also produced the Dion single as well as that artist's current album, "Sit Down Old Friend." Holler is expected to go into the studio almost immediately on his first LP project. The album will be geared for release in the early summer.

Master To Atco

NEW YORK — Atco Records has acquired the master of "Never Love Again" by Holly Maxwell on the Smit-Whit label out of Philadelphia. The record began selling well in the Philadelphia-New Jersey area and has now spread to other markets. The distribution deal was made by Sam Whisant of SRS Enterprises and Atco v.p. in charge of promotion Henry Allen and head of pop promotion Jerry Greenberg.



NOSTALGIC VISITOR — The display window of Korvette's 5th Ave. store in New York is featuring the Ben Bagley Revisited series on Crewe Records coincidentally with the label's campaign on the catalogue of Ben Bagley LP's. Albums include Alan Jay Lerner, Cole Porter, Rogers & Hart and Vernon Duke.



Album Reviews

Pop Best Bets



FIRST IMPRESSIONS — Nancy Michaels — Reprise 6380

Nancy Michaels is a talented young contemporary singer-songwriter, and her first album, comprised entirely of her own songs, could gain her a following. Her lyrics are sensitive and poetic, and her melodies are graceful and well constructed. She may well become an artist to reckon with.



GLIDING BIRD — Emmy Lou Harris — Jubilee JGS 8031

Emmy Lou Harris debuts with an album which shows her to be a very good singer and a talented songwriter. Her style is a composite of contemporary, folk and country, and she blends all her influences very well. In addition to her own tunes, she offers a variety of others, among them Bob Dylan's "I'll Be Your Baby Tonight," Hank Williams' "I Saw The Light," Fred Neil's "Everybody's Talkin'," and Bacharach-David's "I'll Never Fall In Love Again." This album merits careful attention.

Jazz Picks



THE BEST OF THE MODERN JAZZ QUARTET — Atlantic SD 1546

How can the best of the MJQ be put on one record you ask. Well, the Atlantic people, as part of their Jazz Anthology series, have attempted that task and come up with quite an album. The contents reads like a list of jazz's greatest recordings: "Fontessa," "The Golden Striker," "Bags' Groove," "Django," "Sketch," and "Pyramid." These are the original recordings of the numbers which helped to make the MJQ one of the most renowned jazz ensembles in the world. This is most definitely an album with sales potential.

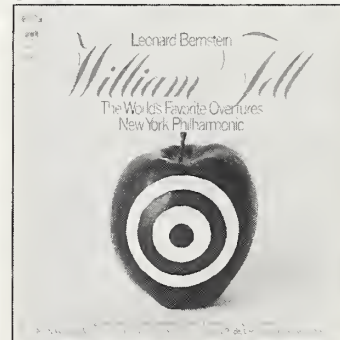
HERBIE MANN: STONE FLUTE



STONE FLUTE — Herbie Mann — Embryo — SD 520

Here is a truly outstanding LP featuring flute player extraordinaire Herbie Mann and a host of fine musicians including bassist Ron Carter. With the assistance of some string instrumentation, the Mann sound excels on original material such as "Paradise Beach" and "Miss Free Spirit," as well as on the haunting song "In Tangier" and Lennon-McCartney's "Flying." Quite a remarkable album, and one which could do very well saleswise, so watch it carefully.

Classical Picks



WILLIAM TELL — FAVORITE OVERTURES — Bernstein New York Philharmonic — Columbia D3S 818

Leonard Bernstein and the New York Philharmonic interpret eighteen overtures on this 3-record set. In addition to the title favorite by Rossini, the LP includes Tchaikovsky's "1812 Overture," Bizet's overture to "Carmen," Bernstein's overture to "Candide" and a host of others. Package should be a favorite in classical circles.



HANDEL: JEPHTHA — Johannes Somary/Amor Artis Chorale/English Chamber Orchestra/Reri Grist/Maureen Forester/Helen Watts/Alexander Young/John Lawrenson/Simon Woolf — Cardinal VCS 10077/8/9

This is the first recording of "Jephtha," Handel's last oratorio (and, according to Winston Dean, the composer's "last work of any importance"). Based on a chapter from the Book of Judges in the Bible, "Jephtha" tells the story of an Israelite warrior in exile. Fine performances all around make for an album which all devotees of Handel will want to hear.

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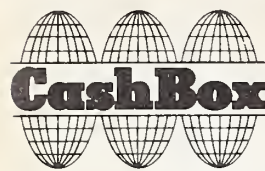
(East Coast)

Leon Russell has found Shelter.



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CashBox Country Music Report

MGM Re-Inks Williams, Glasers, Wooley; Tillis, Walker, Morris Join Diskery

NASHVILLE — MGM Records has re-signed three of its country acts — Hank Williams, Jr., Tompall & the Glaser Brothers and Sheb Wooley (also known as Ben Colder) — and has signed three new country acts — Mel Tillis, Billy Walker and Lamar Morris. Williams is one of the top country stars. Tompall and the Glasers, Mel Tillis and Billy Walker are all heavy names in the C&W world. Sheb Wooley is known for his comedy. Lamar Morris is a newcomer.

Mike Curb, vice president of MGM, Incorporated, and president of MGM Records, flew from the West Coast to Nashville to announce and sign the artists on February 18. The acts, all of whom, with the exception of Tompall & the Glaser Brothers, are managed by Buddy Lee, will be included in a national publicity, promotion and exploitation campaign in conjunction with their latest single and album releases.

First on the agenda will include a special promotion for the Hank Williams, Jr. album of "Sunday Morning" which will be tied in with Hank, Jr.'s new TV Show "Sun Country" now being tested in two markets, KTXL in Sacramento and KSAT in San Antonio. Additional markets which will be announced later will also tie in with the artist's new album. Plans call for slides on the TV screen showing a background of Hank, Jr.'s "Sunday Morning" album with an over-lay of lettering announcing playing time and

date. Special posters for record shops are being prepared which will mutually advertise Hank, Jr.'s TV Show and the "Sunday Morning" album. In addition, photos of Hank, Jr. taken on location in Cypress Gardens, Florida, where the series was produced, will be sent to TV and record review editors on national magazines and newspapers as well as wire services throughout the country. Plans are also being formulated to tie in with national advertisers who will sponsor the TV Show. Streamers and other point-of-purchase display material plugging the artist, the TV Show and the album will be used.

New albums and singles by Mel Tillis, Billy Walker, Lamar Morris and Sheb Wooley will be announced jointly by Mike Curb and Buddy Lee.

Tompall & the Glaser Brothers have just completed the soundtrack album for the MGM film ... tick ... tick ... tick ... which will be released March 1. A single titled "All That Keeps Ya Goin'," from the album, is the theme from the picture and it is being rushed as a special release to tie in with current play dates of the picture.

Tompall & the Glaser Brothers are currently on a large-scale personal appearance tour doing one nighters across the country. They will promote and publicize both their single and album in the various cities that coincide with their personal appearance tour and the opening of "... tick ... tick ... tick ..."



WE'RE NOT GOING TO LOSE THIS BOY — MGM Records was anxious to re-sign ace country chanter Hank Williams, Jr., and the star was glad to put his name on the dotted line. The artist, pen in hand, is shown with (left to right) Mike Curb, president of MGM Records, who is presenting the artist with the RIAA gold album award for the soundtrack album of "Your Cheatin Heart," in which Hank starred in the role of his famous father; B. J. McElwee, Nashville promo man for Transcontinental Distributing, which distributes MGM in many parts of the country; and Buddy Lee, manager of Hank and head of Buddy Lee Attractions.



CashBox Country Roundup

Jack Stapp, president and founder of Tree International, recently delivered a lecture on "The Business of Music Business" to Nashville junior executives at Aquinas College ... The Shelby Singleton Corporation presented a midnight blue Cadillac to Mike Lawing of Berto's Record Distributors in Charlotte, N.C. on his election as "Promotion Man of the Year" for his efforts on behalf of the organization ... Hubert Long, president, Hubert Long International, reports "Country Crossroads," a 15-minute radio show starring Leroy Van Dyke and presented by the Southern Baptist Radio and Television Commission, is receiving fantastic nation-wide audience reception. Since January, more than 350 stations have taken advantage of the show, which is offered free upon request by the commission. "Country Crossroads" features Bill Mack as announcer and Van Dyke as host and consists of interviews with various artists, on-the-spot reports and "Country Scrapbook," a feature spotlighting a different country great each week. The highly successful show is one of 40 non-sectarian public service radio and television programs produced weekly and distributed by the Southern Baptist Radio and Televi-

sion Commission ... Hickory Records' Don Gibson recently taped the syndicated "Mid-Western Hayride Show" in Cincinnati. Gibson's latest release is "Don't Take All Your Loving" ...

Monument Records' "Billy Walker Salutes the Country Music Hall of Fame" album has been awarded "Best Selection of the Decade" according to Rafael Alicea Vallejo, president of the Nashville Sound of Puerto Rico. Billy Walker's just released single is "Darlin' Days" ... Chart recording artist Dianne Leigh has been named Canada's #1 Female Country Singer for the fifth consecutive year by RPM Magazine, a Canadian music trade publication. The Canadian lass is a regular on the Carl Smith syndicated TV Show, which covers most of Canada and is now being shown in a number of U.S. markets ... Tommy Cash will be speaking of cash for the Dial Finance Corp., on stations throughout the South and West beginning in March. Tommy cut the jingles and commercial plugs for the company recently under the direction of a Chicago ad firm. Tommy's recent hit on Epic is "Six White Horses" ... An estimated 15,000 were in attendance when Conway Twitty and his Twitty Birds, along with Ernest Tubb

and the Texas Troubadours and Peggy Sue performed Saturday night, February 14th at what is billed as "The World's Largest Dance" in Houston's Astro Hall. Presented yearly by Radio Station KIKK in Houston as a preview to the annual Houston Fat Stock Show and Rodeo with all proceeds going to worthy charities in the Houston area, the entire four hour Dance was recorded by Decca Records with VP Owen Bradley in Houston supervising the recording operation ...

March 20 is the date set by Soundville of Houston, Texas for opening of their new studio facilities. Execs Johnny Nash and Marilyn Von Steiger in Music City recently shopping around for personnel to staff new facilities ... Johnny Cash, along with his wife, June Carter Cash, has been named to serve as State Honorary Chairman of the United Cerebral Palsy of Tennessee Telethon to be aired March 7 in Nashville ... Imperial's Penny DeHaven guested recently on Jim Ed Brown's syndicated "Country Place". Penny's hot from the press "I Feel Fine" is country version of the Beatles' tune ... Future appearances by Skeeter Davis and George Hamilton IV will be billed as "The Skeeter Davis and George Hamilton IV Show," according to Joe Taylor of the Joe Taylor Artist Agency, who further states that negotiations are underway for an African tour for the RCA artists ... Chart Records president Slim Williamson reports that single sales reached an all time high for his company in January, exceeding any previous months by more than 20 per cent ... Jim Nesbitts' "Runnin' Bare" is currently the hottest item in the Chart catalog, although some country stations are refusing to play it, describing it as "a little too risqué" ...

... Joe Moscheo, pianist and manager of the Imperials Quartet has announced the signing of the Imperials to appear with Jimmy Dean on the nationally syndicated Mike Douglas Show. Taping is scheduled for March 25, 26 and 27. Moscheo further announced that after a tremendous success in Las Vegas with Elvis Presley the Imps have been signed to again appear with Presley. The next appearance is scheduled for Houston, Texas and the Astrodome February 25 thru March 1 ... Wendy Bagwell and the Sunliters have signed a recording contract with Canaan Records of Waco, Texas ... Songstress Georgia Gibbs, who recently signed an exclusive recording contract with Starday-King, will be visiting Nashville the first week in March to cut a country music album ... The Tokyo Happy Coats, five lovely young Japanese girls, were in Cincinnati recently for a series of recording sessions at the Starday-King studios with producer Darrell Glenn. The five young ladies not only sing but also play a total of 19 instruments between them. After the waxing is completed, the Tokyo Happy Coats head for Las Vegas and a six-weeks engagement at the New Frontier.

Following three months of experimental country and western programming, KXOA-FM Radio in Sacramento, California, in response to listener requests, is increasing its broadcast schedule from 18 to 24 hours.

Jimmy Case has established a new talent/management agency, Showcase Talent, at 1057 W. Broad St., Suite 23, Falls Church, Virginia 22046. Red Wilcox, former C&W manager and deejay, is general manager. Case himself will join Showcase's roster after completion of his current schedule of appearances at the American Military Clubs in Vietnam.



Setting It Up

William Golden of the Oak Ridge Boys Gospel Group and promoter J.G. Whitfield of Pensacola, Florida, have named Nashville as the site for the first International Gospel Festival to be held July 10-11 at the Nashville Municipal Auditorium. Named as sponsor for the festival is the Firemen's Benefit Fund, Wade Hampton, Director. Top gospel talent from the United States and several foreign countries will convene for the two day gathering.



CashBox Country LP Reviews



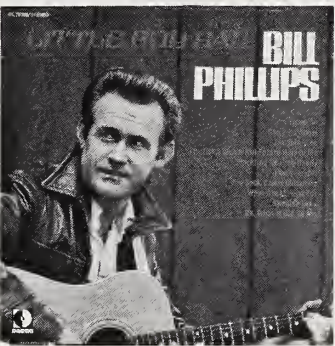
IT'S JUST A MATTER OF TIME — Sonny James — Capitol ST 432

Titled after his current hit single, the Southern Gentleman's new album is bound to please his legion of fans and should be soaring up the Top Country Albums chart in short order. Teeing off with "It's Just A Matter Of Time," the ace chanter goes on to deliver nine other tunes, most of which he is co-writer of. Be sure and stock lots of this one.



UPTOWN COUNTRY GIRL — Lynn Anderson — Chart CH 1028

Lynn Anderson recently signed with Columbia, but she left behind some strong material at Chart, including this album, which contains her current hit, "I've Been Everywhere." Lynn's fans, of whom there are an increasing number, should want to latch on to this one right away. Chart action should be beginning in the very near future.



LITTLE BOY SAD — Bill Phillips — Decca DL 75182

Bill Phillips should have a substantial seller in his possession with his new LP. Set is titled after and contains the singer's recent hit and should do good things for his reputation. Selections, in addition to "Little Boy Sad," include "Tall Oak Tree," "Big Rock Candy Mountain" and "Spanish Eyes." Should be a chart spot waiting for this one.



INTRODUCING . . . Singer-songwriter Tom Paxton, who recently signed as a writer with United Artists Music Group, was introduced to the music industry and press people in Nashville last week at a party given at RCA's recording studios by UA. In the top photo, Paxton (center) and his wife, Midge, are shown with (left to right) Jack Lee, national professional manager of the UA Music Group; Danny Davis leader of the RCA band, the Nashville Brass; and Murray Deutch, head of the UA Music Group. Shown in the bottom photo are (left to right) Eddie Reeves, professional manager of the UA Music Group on the West Coast; Jack Lee; Jim Vienneau, A&R head of MGM in Nashville; and Billy Edd Wheeler, professional manager of the UA Music Group in Nashville.



CashBox Top Country Albums

- | | | | | | |
|----|---|----|----|---|----|
| 1 | THE GOLDEN CREAM OF THE COUNTRY
Jerry Lee Lewis (Sun 108) | 1 | 16 | JOHNNY CASH AT SAN QUENTIN
(Columbia CS 9827) | 13 |
| 2 | THE BEST OF CHARLEY PRIDE
(RCA LSP 4223) | 2 | 17 | TO SEE MY ANGEL CRY
Conway Twitty (Decca DL 75172) | 18 |
| 3 | STORY SONGS OF THE TRAINS AND RIVERS
Johnny Cash (Sun 104) | 3 | 18 | FROM VEGAS TO MEMPHIS
Elvis Presley (RCA LSP 6020) | 14 |
| 4 | OKIE FROM MUSKOGEE
Merle Haggard (Capitol ST 384) | 7 | 19 | EVERLOVIN' SOUL OF ROY CLARK
(Dot DLT 25972) | 21 |
| 5 | MEL TILLIS' GREATEST HITS
Kapp (KS 3589) | 4 | 20 | SONGS THAT MADE COUNTRY GIRLS FAMOUS
Lynn Anderson (Chart CHS 1022) | 20 |
| 6 | HELLO, I'M JOHNNY CASH
(Columbia KCS 9943) | 10 | 21 | JACK GREENE & JEANNIE SEELY
(Decca DL 75171) | 23 |
| 7 | HERE'S LORETTA SINGING, WINGS UPON YOUR HORNS
Loretta Lynn (Decca DL 75163) | 8 | 22 | WHERE GRASS WON'T GROW
George Jones (Musicor MS 3181) | 24 |
| 8 | COUNTRY MOOG/SWITCHED ON NASHVILLE
G!l Trythall (Athena 6003) | 9 | 23 | WAYLON
Waylon Jennings (RCA LSP 4260) | 26 |
| 9 | MOVIN' ON
Danny Davis & Nashville Brass (RCA LSP 4232) | 5 | 24 | BIG IN VEGAS
The Buck Owens Show (Capitol ST 413) | 25 |
| 10 | TRY A LITTLE KINDNESS
Glen Campbell (Capitol SW 389) | 12 | 25 | THE FAIREST OF THEM ALL
Dolly Parton (RCA LSP 4288) | 29 |
| 11 | TAMMY'S GREATEST HITS
Tammy Wynette (Epic BN 26486) | 6 | 26 | I'LL STILL BE MISSING YOU
Warner Mack (Decca DL 75165) | 27 |
| 12 | JUST PLAIN CHARLEY
Charley Pride (RCA LSP 4290) | 15 | 27 | HERE'S A TOAST TO MAMA
Charlie Louvin (Capitol ST 416) | 28 |
| 13 | THE ASTRODOME PRESENTS IN PERSON
Sonny James (Capitol ST 320) | 11 | 28 | HAUNTED HOUSE CHARLIE BROWN
Compton Brothers (Dot 25974) | 30 |
| 14 | SHE EVEN WOKE ME UP TO SAY GOODBYE
Jerry Lee Lewis (Smash SRS 67128) | 16 | 29 | IT'S JUST A MATTER OF TIME —
Sonny James (Capitol ST 432) | — |
| 15 | THE WAYS TO LOVE A MAN
Tammy Wynette (Epic BN 26519) | 17 | 30 | COOKIN'
Jerry Reed (RCA LSP 4293) | — |

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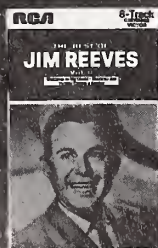
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The Best of Jim Reeves Vol. III
LSP-4187

RCA
Records
and Tapes

Cash Box



February 28, 1970



The annual "Grand Gala Du Disque," organized by Holland's record industry, takes place this Friday (27) at the Amsterdam RAI Building. Participating artists are (top row, left to right): Jose Feliciano, Four Tops, Sergio Mendes '66; (second row): the Flock, Anita Kerr Singers (with Liesbeth List shown under the group), Heintje, James Last; (third row): Edwin Hawkins Singers, Nana Mouskouri, Bobbie Gentry, Serge Reggiani; (fourth row): Frida Boccara, J. Vincent Edwards, the Cats, Rita Reys and Adele Bloemendaal. Also appearing in the show is British rock group Procol Harum, while Maurice Chevalier will be guest of honor. The show will be telecast in color.

EDITORIAL

The Other Fella's Shoes

You can never appreciate heat until you've experienced cold. In the same vein, no coin machine factory, or any of its dealers, can do a 100% job unless it assumes the attitudes of the operator in every sales situation. Simply, the people on the selling end should never forget that the operator must not only pay for the machine, but live with it, try to make a buck with it, take care of it when it breaks down and hope to get a fair exchange for it at trade-in time.

The integrity of the jukebox and games factories and distributors can be summed up in one thought: "sell unto others as I would have sold unto me, if I were an operator." We're not intimating that operators are being pushed to buy shoddy goods by any reputable dealer, just reminding everyone that there is a logical limit to the number of new machines an operator can use every year. The good dealer should always know his regular customers' needs and fill, never overload, them.

There's no secret that the prophets of gloom are roaming about the coin machine industry today. Reports of soft export sales, bad domestic sales and even poor collections in key metropolitan areas are coming in at an alarming rate. Trouble is, these complaints have a strange way of mushrooming way out of proportion, slowing down the industry's prosperity even more. And at the heart of all this dour talk is probably the most abused cliché of all time — "tight money."

Hey, let's be honest. Most operators make a good buck. Even what we like to call your smaller route owners — guys with 60 machines out there — are prospering pretty well. And lest anyone forget, this has always been a "depression business", meaning that when money really gets tight and the man on the street has less to spend having fun, he usually ends up playing the jukebox and the amusement machine because it's cheap. No, we can't quite believe that "tight money" is adversely affecting collections. Might be TV, going back to the movies, or something else, but it's certainly not because Americans are too poor to play the machines. Just might be another reason which, reluctantly, we might refer to as "tight operator."

Think about it, operators. Put yourselves in the distributor's shoes, the factory's shoes. It's not too hard to figure what they have to do to make a living and it certainly won't help to draw back the purse strings on new equipment purchases in the mistaken belief that money not spent on a needed machine is money earned. Ever consider that old, dirty and mal-functioning games, pool tables, music boxes turn a lot of customers away? People just don't like dropping money into junky looking equipment, so when an operator cuts the number of new games he normally buys **in half** he's cutting the merchandising abilities of the stuff on location in half **at the same time**.

Ill. Ops Fight Revision

CHICAGO — At the recent Board of Directors meeting (5) in the Holiday Inn East (Springfield, Ill.) ICMOA adopted the resolution to combat pending legislation before the Senate which would, among other things, increase the current \$8.00 juke box royalty fee. A letter writing campaign is currently in progress and members are being strongly urged to voice their disapproval of any such legislation, via letters, wires, calls, etc. to their Senators.

Also discussed at length was the personnel problem facing many operators in the Illinois area. ICMOA's executive director Fred Gain will personally look into this problem and try to develop a program to stimulate interest in seeking employment in the industry.

At the close of the meeting the Board paid tribute to the late Bob Lindeloff, who passed away recently, for his many services to the coin machine industry and to the association.

The annual meeting is tentatively slated for sometime in September at Stauffers in St. Louis.

Meetin' At The Mark



Scene of MOA board of directors meeting. The directors of Music Operators of America will gather in San Francisco's famed Hotel Mark Hopkins for their mid-year meeting on Thursday, Friday and Saturday, March 12, 13 and 14. President Lou Ptacek will call the three-day meeting to order with a luncheon for board members and guests on Thursday. This will be followed by a status report on copyright legislation by MOA legal counsel Nicholas E. Allen. There will be a reception that evening for members and non-members in the San Francisco area. A heavy agenda of association business faces the MOA board, including further bylaws revisions, review of membership categories, election of 1970 committees, planning the 1970 Exposition.

Enrollment Now Open For New MOA Policy; No Physical Required



LES MONTOOTH

CHICAGO — MOA Insurance committee chairman Les Montooth has announced an open enrollment period from February 15 to April 1. During this 45-day period members may sign up for the new group insurance plan without a medical examination.

The new plan, underwritten by the Valley Forge Life Insurance Company, provides coverage, depending on age, up to \$45,000.00.

Executive vice president Fred Granger noted that the "recently announced group insurance program, currently available to all MOA members and their employees, is simply an extension of overall MOA policy, which is to provide more and better services to the membership."

He said that while in some instances MOA members may already have such insurance, it is possible to superimpose this coverage on their present insurance, or to adopt the MOA plan as their primary group insurance, without fear of unfavorable tax consequences.

MOA president A. L. Ptacek, Jr., has complimented the insurance committee on this new group insurance plan as a big step forward in MOA services. He also pointed out that "an individual on his own cannot buy insurance. Most of our members are too small to buy group insurance but more significantly, even if they could, such insurance would still not be as economical as the group life insurance which may now be purchased through the MOA."

Detailed information on MOA's new group life insurance was mailed to all members in the past few days.

The operator gets mad when machine prices go up, that's only natural. But when he decides to cut back drastically on his purchases, it's not helping anyone, especially the earning power of his route. Best reaction to a price increase is the obvious one — boost the play-pricing on the machines on location. Pass the grief onto the public who can afford it, not back to the dealer and the factory who need every sale they can get.

You know, this is a small industry. Everyone should try to climb into the other fellow's shoes once in awhile and he just might understand his situation a little better.

Scheer Names Berke Midway Sales Mgr.

CHICAGO — Ross Scheer, director of marketing, with Bally Manufacturing Corporation, has announced the appointment of Larry Berke as sales manager for Midway Manufacturing. "Berke's twenty three years experience in the coin machine field has given him unusual insight in solving any problems confronting operators and distributors," Scheer said. "He will be responsible for the sales of Midway products and will continue to contact Midway's distributors from his office at the Schiller Park, Illinois, factory," he added.

Allied Picks G. Lipkin For National Sales Chief

MIAMI — Robert Braun, president of Allied Leisure Industries, has announced the appointment of Gene Lipkin to the post of national sales manager for his amusement machine manufacturing concern. Lipkin assumed the responsibility for the position Feb. 16th.

Pleased with his selection, Braun advised that both he and Lipkin will begin a road tour of the firm's domestic distributors to introduce the new sales manager and to reveal information on several pending machine releases. What has been described as "a total revolution in the arcade machine," will hit the market within sixty days, Braun disclosed.

Lipkin had been a member of the Myron Sugerman International sales force prior to his appointment to Allied. Working under Sugerman sales veterans Barry Feinblatt and Hans VanDendop proved a most valuable education into the business of selling coin equipment, Lipkin said.

"I look forward to our road trip and meeting Allied's network of fine distributors," the new sales manager added.

Appointments In Canada



A. BOUCHARD

MONTREAL — Alouette Amusement Que. Ltee. has announced the appointment of A. Bouchard as assistant manager, in charge of complete reconditioning facilities at the company's new premises, 8505 Delmeade Road Town of Mount Royal. Bouchard has 20 years of technical and electronic experience in the coin operated amusement industry. Well known in the trade, he is a veteran of 10 years within company and prior to this appointment has been service representative.

Gerry O'Reilly, president of Alouette Amusement also announced the appointment of Hector Levert as sales representative. Levert has 30 years experience in all aspects of the coin operated phonograph, and amusement industry. Levert looks forward to visiting his many friends and acquaintances throughout the county in the near future, O'Reilly stated.

Broad Agenda Sparks Lively COIN Meet

OMAHA — Approximately 40 operators and wives were on hand for the February 8 general membership meeting of COIN, held at the Prom Town House in Omaha, Nebraska.

Keynote speaker was MOA president Lou Ptacek, who spoke at length on public relations and its application to the coin machine industry, elaborating on MOA's current running Phase II p. r. program.

Ed Zorinsky of H. Z. Vending and Sales in Omaha, spoke on the recently passed Bill 1360, which taxes all coin operated amusement machines in the state of Nebraska, exclusive of phonographs, cigarette and candy machines, etc. Under this bill operators must pay \$100.00 per year, plus \$10.00 for each machine on location.

Former MOA prexy Howard Ellis discussed the pending copyright legislation which threatens to impose additional royalty fees upon juke box operators. Many associations, including COIN, have instituted letter-writing campaigns urging operators to voice their disapproval of said legislation in letters to their senators.

COIN prexy Ed Kort talked about "foosball", which he described as a

rather "controversial subject". He has a few on location right now and feels that they could prove profitable with the proper promotion. Being a very promotion minded individual he intends to plug "foosball" to the hilt, keep a close watch on collections and make periodic reports on his progress.

During the general membership meeting which followed the speeches, various committee reports were given and several pertinent subjects were discussed. Among them the personnel problem facing many operators in the state of Nebraska and the shortage of qualified, trained mechanics. As a partial solution Ed Kort suggested the employment of female help which he has done in his own business. Only drawback, as was pointed out, is the lack of mechanical knowledge on the part of most women.

Bill Findlay, Rock-Ola Mfg. Corp. field engineer, was on hand for the meeting and conducted a service session on the "442" and "443" model phonographs, which attracted the entire assemblage.

At the close of the business sessions a cocktail party and banquet was held for operators, wives and guests.

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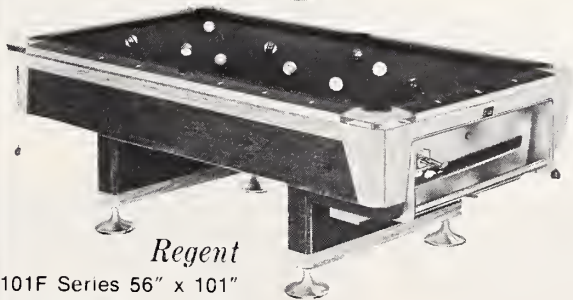
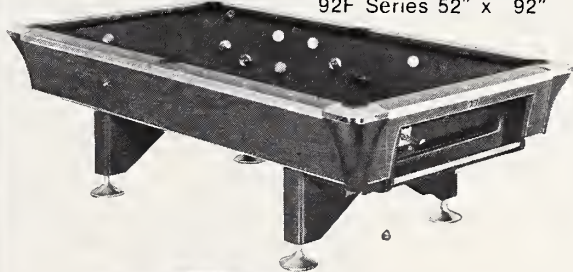
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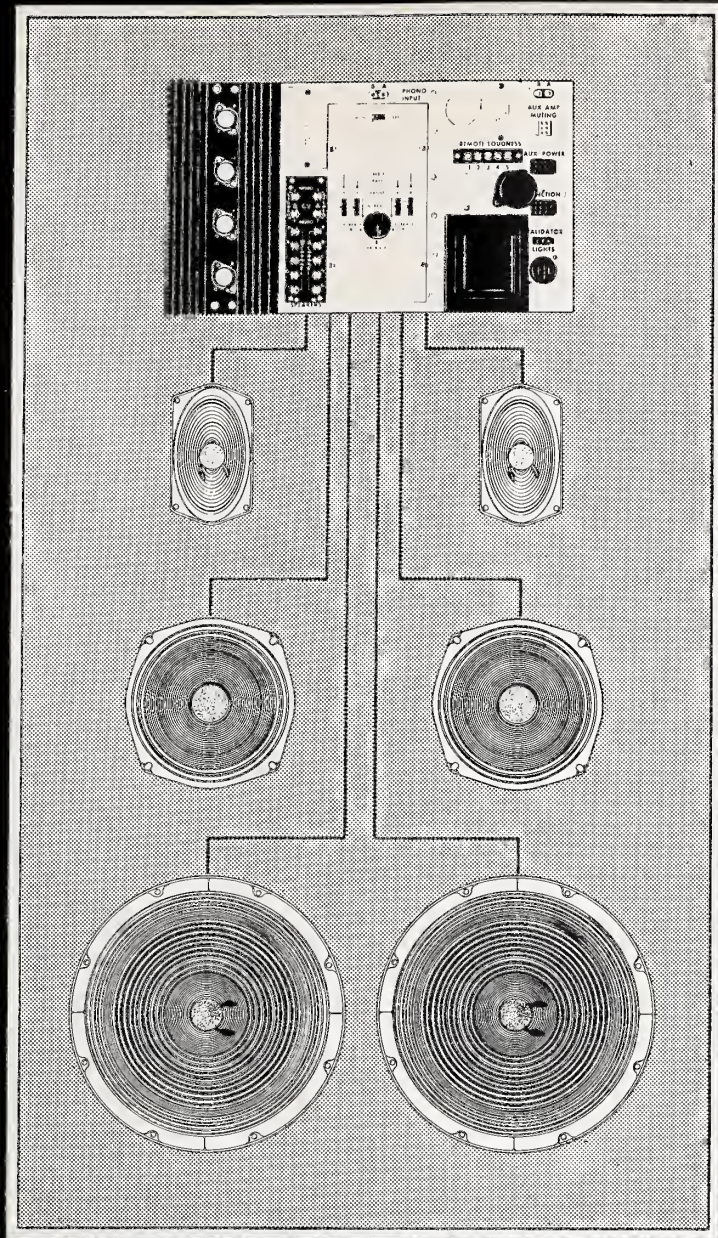
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The Lighthouse plays for peace: "The Chant (Nam Myoho Renge' Kyo)" #47-9808.

The basic chant of the Shoshu Buddhist movement (meaning "the sound of the universe brings inner happiness and world peace"). A new musical sound for the Lighthouse, already picked by Gavin and the trade magazines. Getting airplay in New York, Los Angeles, Boston, Washington, D.C.—and that's just the beginning.



It's news when The Friends of Distinction release a new single. It's not news when it hits the charts.

Expect another smash with "Love or Let Me Be Lonely" #74-0319 with another fine production by Ray Cork, Jr. From their upcoming album, "Real Friends."



Henry Mancini: his sound is his signature again on "Theme from 'Z'."

Single getting strong sales, heavy airplay in 12 major markets as film "Z" opens across America. Latest LP, "Six Hours Past Sunset," continues very well. Another Mancini plus: three Grammy Award nominations for "Love Theme From Romeo & Juliet."



One great thing about "Minnie's Boys" is that Jane just recorded a big song from it.

"He Gives Me Love" #74-0316 is one of those slow, burning ballads that could have been written just for Miss Morgan. (It's from the new play about the Marx Brothers.) Watch for her new album, too. "Jane Morgan in Nashville."

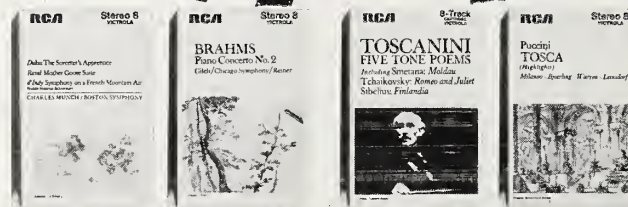
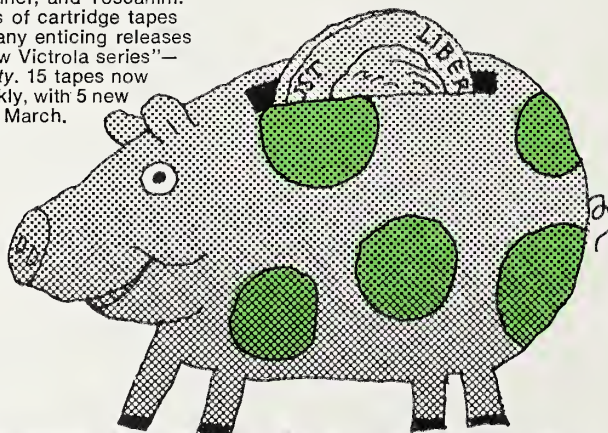


When was the last time "The Last Supper" broke you up? Welcome Ace Trucking Company.

Top improvisational comedy groups are as scarce as grass at a policeman's ball. The Ace Trucking Co. is one of America's best—and their new LP will cut across diverse consumer markets. You've seen them on the Tom Jones Show; they'll also be with Jones in Vegas and other choice places.

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Great names in music, like Munch, Reiner, and Toscanini. "Collectors of cartridge tapes will find many enticing releases in (this) new Victrola series"—High Fidelity. 15 tapes now selling briskly, with 5 new releases in March.



This is Browning Bryant. He looks like the boy next door—but he sounds like the hottest new pop singer in America.

You may have seen this 14-year-old on the Kraft Music Hall. He'll be on The Ed Sullivan Show March 1, and starting April 22 at the Sands in Vegas. You'll be hearing plenty from him on RCA.

Meet your new dinner companion in the Empire Room of New York's Waldorf: Eddy Arnold.

If you're coming into Manhattan Feb. 23-Mar. 7, now you know where to take her 'til the wee small hours. Eddy's never sounded better—or more contemporary.



The newest things going on, are going on RCA Records and Tapes